

January 2009

Welcome to a brand new year. The wreckage of 2008 is behind us. If I can ask for only one thing this year it will be for everyone to let the media go. Bad news sells and really bad news sells a lot. If I were being paid \$2 million per year to bring to you bad news I would really be doing my level best to get the most bad news I could to you! I do not want to soap box here folks, but news organizations are also profit centers and bad news is paying their bills and then some. Give it a try for 90 days and see how you feel. I bet that you will not miss the “news” and when you do see the news you will be more aware of the negative drum roll.

On to the numbers:

Market comparison of average sales price for 2003, 2006, 2008 and average asking price as of January 2009. From this you can see how the sales have risen and how they have fallen and how the market looks today for asking prices compared to the '03/'06/'08 sold prices.

Area	Sold Price 2003	Sold Price 2006	Sold Price 2008	Asking Price Jan. 2009
121	\$240,790	\$370,978	\$286,023	\$282,368
122	no data	\$619,306	\$414,136	\$516,100
143	\$270,732	\$418,100	\$317,034	\$316,207
161	\$527,287	\$729,674	\$622,538	\$979,807
163	\$392,082	\$579,936	\$432,544	\$642,783
165	\$592,259	\$931,694	\$668,737	\$936,952
171	\$647,132	\$1,034,700	\$1,019,825	\$1,284,644
182	\$229,680	\$355,828	\$268,447	\$291,263
183	\$290,168	\$415,957	\$296,755	\$321,090



6 year average sales prices by area to see average gain or loss as compared to current sales values:

Area	Ave Sales Price Over 6 Years	Average Sold Price in 2008
121	\$328,237	\$286,023
122	\$555,032	\$414,136
143	\$366,812	\$317,034
161	\$629,249	\$622,538
163	\$490,524	\$432,544
165	\$746,785	\$668,737
171	\$925,765	\$1,019,825
182	\$311,928	\$268,447
183	\$364,575	\$296,755

Sold values by price point and units sold in 2008.

Area	< \$414,999*	\$415,000-\$999,999	> \$1,000,000
121	\$278,338 (261)	\$508,889 (9)	no sales
122	\$296,895 (73)	\$593,223 (34)	\$1,237,333 (3)
143	\$300,138 (261)	\$486,635 (26)	no sales
161	\$344,011 (42)	\$599,055 (37)	\$1,669,792 (12)
163	\$320,993 (113)	\$568,169 (65)	\$1,380,000 (4)
165	\$355,526 (31)	\$648,677 (92)	\$1,310,686 (18)
171	\$342,750 (4)	\$695,737 (19)	\$1,573,949 (16)
182	\$256,312 (213)	\$503,423 (11)	no sales
183	\$271,476 (203)	\$494,122 (26)	no sales

Homes for sale today and the number of homes available by price point:

Area	< \$414,999	\$415,000-\$999,999	> \$1,000,000
121	\$270,263 (97)	\$528,680 (5)	no homes
122	\$305,176 (57)	\$645,306 (35)	\$1,349,488 (9)
143	\$287,025 (127)	\$580,930 (14)	no homes
161	\$350,360 (15)	\$656,735 (35)	\$1,922,955 (22)
163	\$325,911 (49)	\$625,654 (77)	\$1,530,453 (19)
165	\$360,148 (13)	\$691,236 (101)	\$1,514,019 (56)
171	\$361,067 (9)	\$754,915 (42)	\$1,848,344 (53)
182	\$249,947 (117)	\$575,612 (17)	no homes
183	\$264,540 (153)	\$555,986 (33)	\$1,195,000 (1)

Home selling prices and home asking prices and average difference between the two for market competitiveness. The greater the spread the more overpriced homes within each price group. Anything over 10% is out of touch with current market conditions. Any spread under 3% is priced to sell. Any negative numbers and we have an over correcting market (i.e. the affects of the markets due to uncontrolled foreclosures).

Area	< \$414,999	\$415,000-\$999,999	> \$1,000,000
121	-3%	+4%	no sales
122	+3%	+9%	+8%
143	-4%	+16%	no sales
161	+2%	+9%	+13%
163	+2%	+9%	+10%
165	+1%	+5%	+13%
171	+5%	+8%	+15%
182	-2%	+13%	no sales
183	-3%	+11%	no sales

At the current rate of sales, time to sell all homes on the market (absorption rate) per area and price point. Or how long you may need to wait to obtain an offer is the other way to look at this information. The magic number is < 6 months. Over 10 months is not good. Over 12 months is really not good news.

Area	< \$414,999	\$415,000-\$999,999	> \$1,000,000
121	6 mo	12 mo	no homes
122	10 mo	12 mo	3 years
143	7 mo	8 mo	no homes
161	4 mo	1 year	2 years
163	6 mo	15 mo	5 years
165	6 mo	14 mo	3 years
171	2 years	2 years	3 years
182	9 mo	17 mo	no homes
183	11 mo	18 mo	no homes

If these numbers don't make sense, give me a call and I'd be happy to go over them with you.

Kind regards,



David Morris