

Currently in the 92108 and 92110 zip codes there are 90 attached homes on the market (not including townhomes) with an average market time of 76 days and a median* list price of \$210,450. Fifty-two of those homes are short sales (58%) with a median price of \$207,500. There are 11 foreclosures (12%) currently listed or pending sale, with a median price of \$199,000. The total of distressed sales represents 70% of the market.

Solds:

<u>Year</u>	<u>Total</u>	<u>Mkt.</u>	<u>Median \$</u>	<u>Short Sale</u>	<u>Mkt.</u>	<u>Median \$</u>	<u>REO</u>	<u>Mkt.</u>	<u>Median \$</u>
2011	181	67	\$221,689	61 (34%)	152	\$215,000	49 (27%)	63	\$215,000
2010	198	48	\$280,000	58 (29%)	103	\$260,000	25 (13%)	49	\$249,900
2009	190	28	\$292,000	53 (28%)	95	\$255,000	25 (13%)	21	\$255,000

So what does this mean for you?

1. Sales prices have fallen over the last three years.
2. Current list prices are below the median sales price for the last three years. Note that the average market time has increased to 76 days which is in line with the trend over the last three years.
3. The total of distressed sales (short sales & REO) increased from 41% to 61% from 2009 through 2011. The current active listings and pending sales have a distressed rate of 70%.

Conclusion:

1. Median property values have fallen for this neighborhood over the last three years due to the significant number of distressed sales.
2. Market time has increased due to the predominance of distressed sales. Short sale transactions take significantly longer to process and skew the market times towards the longer periods.

How does this impact your sale?

1. Your home is not a distressed sale.
2. Homes are selling above the median:
 - 5865 Friars Rd., 2BR/2BA, 1216 Sq. Ft., \$312,000, 10/31/2011
 - 5865 Friars Rd., 2BR/2BA, 1228 Sq. Ft., \$327,000, 08/30/2011
 - 5845 Friars Rd., 2BR/2BA, 1176 Sq. Ft., \$325,000, 08/12/2011
 - This last one is not a comparable home but just FYI
 - 5865 Friars Rd., 3BR/2BA, 1969 Sq. Ft., \$645,000, 09/09/2011

How does this affect my list price?

1. Your home should be priced looking at comparable sales and not based upon the drop in median values. The median price has dropped due to the increased number of distressed sales.
2. Even though there are fewer higher end homes being sold, they are still selling.
3. You should list your home for \$335,000 and be prepared to consider offers from \$320,000 and up. Your net proceeds will range between \$43,000 and \$54,700 depending upon your decision as to how low an offer you are willing to accept.

- Median price is the point at which ½ the homes sold for more and ½ for less