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OUR HOMES | OUR HOME SITES | ALL HOMES | ALL HOME SITES | LOCAL INFO

January 2010 MLS Report

We have now seen 5 months of growth in sold units over the same time frame from a year ago, January had a gain of 9.6% over January of 2009. As we compare our last 5 months of sold units over the same time period last year we are up 28.7% in sold units. Our pending index hit its low point about the first week of January and has responded very well up to this last week with a gain of 14.4%. The \$8,000 tax credit for first time homebuyers is for homes that are under contract by April 30th and closed by June 30th. While our housing inventory grew over the last 30 days our sales did not grow as quick so we now have a 19.6 months' supply of homes on the market. The 30-year fixed-rate mortgage (FRM) averaged 4.97 percent with an average 0.7 point for the week ending February 11, 2010

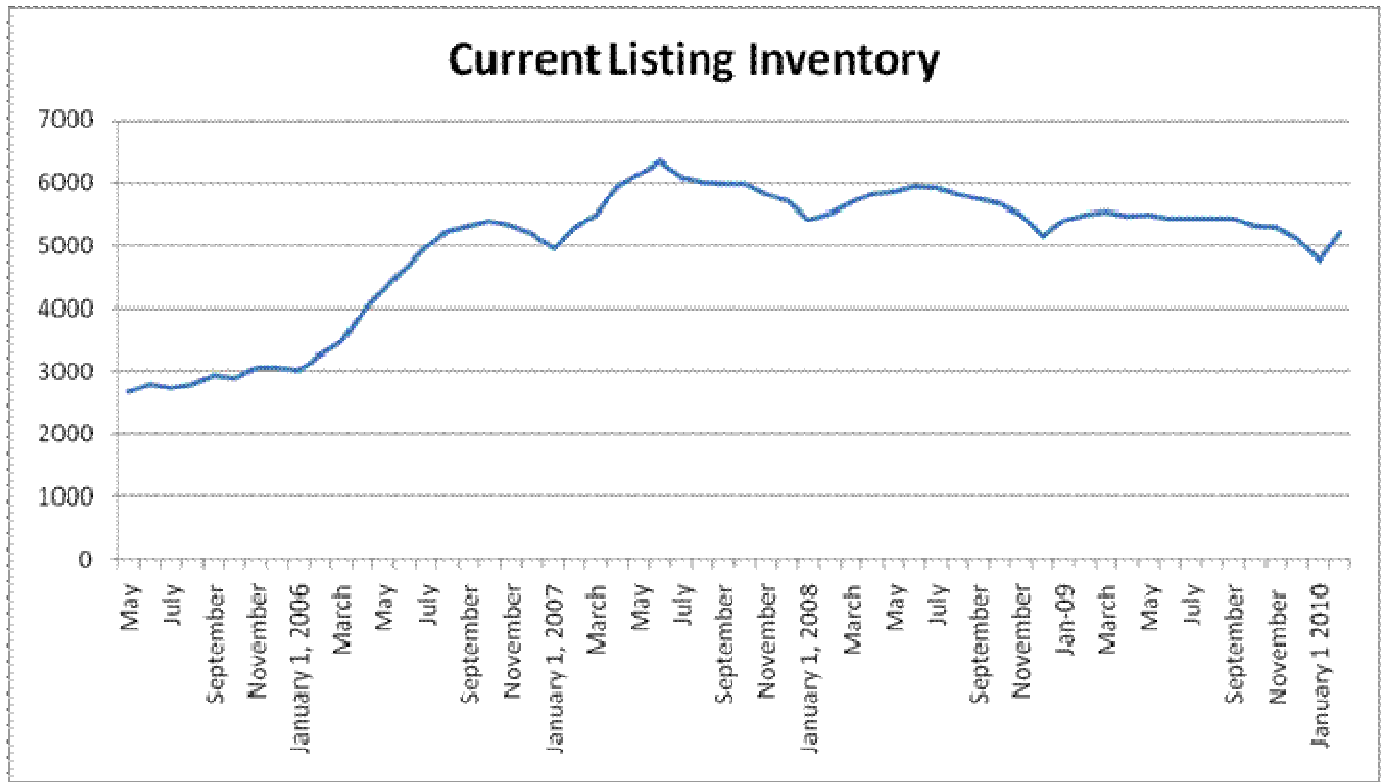
In the month of January we saw an increase of 458 homes in our listing inventory, we have 5,214 homes on the market; this continues to put us in a strong buyer's market with a listing inventory of over a 19.6 month supply. Our average list price has dropped to \$371,504. For January we saw another increase in our seller concessions, it is now 22.6%. Our average days on the market remained in the 130's. The list to sold ratio is 93.5% and is down 1.0% from last month; we want this number to be going up. The number of homes that sold in 15 days or less continues to remain very low, 16.2% of January sold homes. Our average list price has stayed below the \$400,000 range for five months; we are currently at \$371,504 for the first week of February.

2010 is upon us and we have a lot to go for. One big item for our country to come out of this recession will be JOBS. It will be difficult, especially with unemployment running between 9% to 10%. Most companies coming out of the recession will push current workers harder before they take on more staff. So it is anticipated that the jobs prospect will improve in the second half of 2010. Housing has the benefit of the current tax credit for the first half of 2010. So let's get on with 2010. Over the next two weeks at the Vancouver Winter Olympics we will see athletic competition at its finest. Some of these athletes have been training for years for this moment to win a medal for their country. We should take a moment and look at our training for our chosen careers and ask ourselves if we are doing everything we can to deliver Gold Medal performance to our clients and customers. I guarantee that if you do you will be successful. Good Luck and Happy Valentine's Day

Despite all the media comments about our markets we are still lending money for residential mortgages. If a client has income and credit and some sort of down payment; they can get a mortgage. It goes to the basic three C's – Capacity, Collateral and Character.

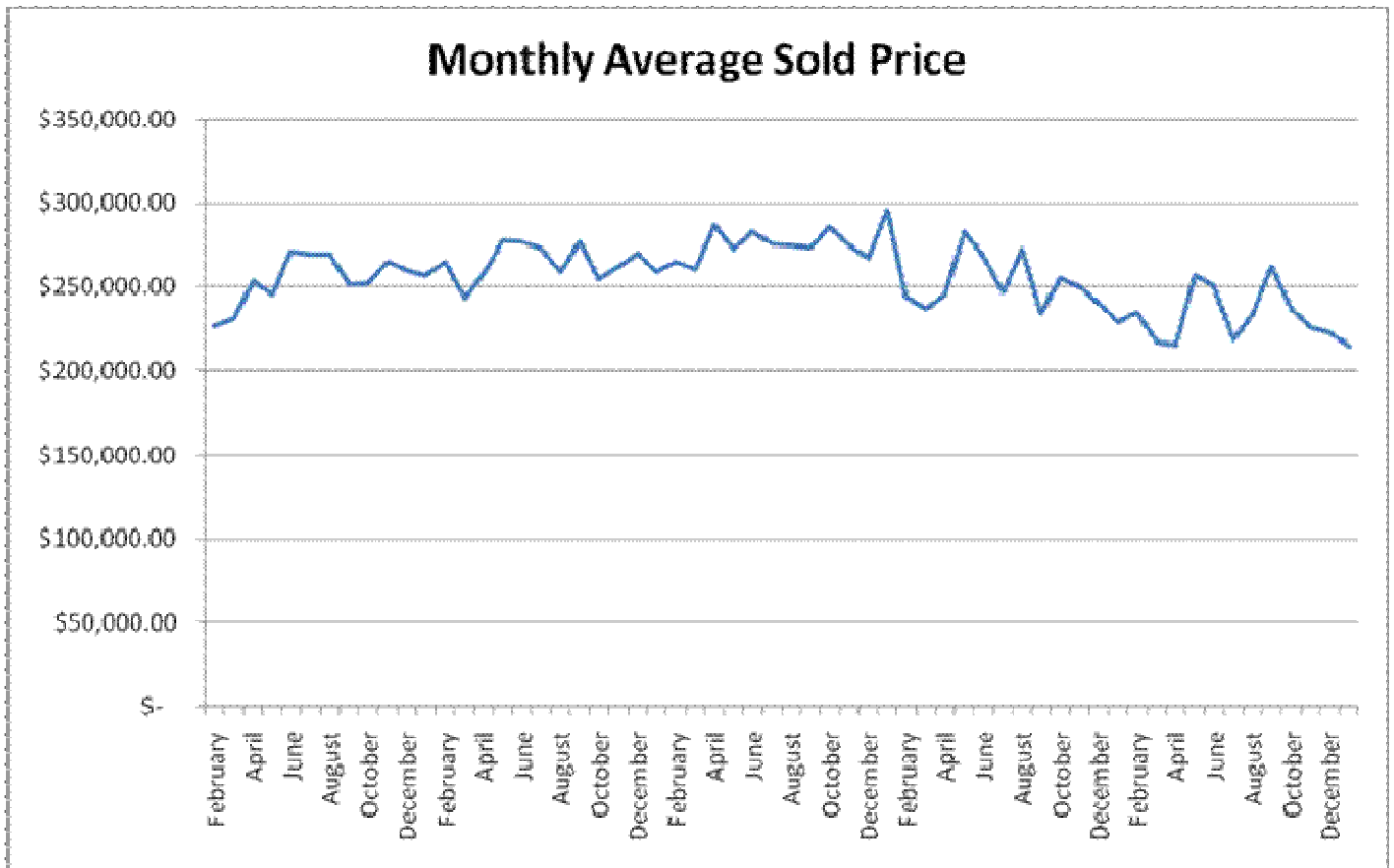
Listing Inventory

In January we saw an increase in listing inventory of 458 units, we almost always have an increase in listing units in January. We are about 191 units down from February 2009. We have 5,214 single family homes for sale in our MLS. The average list price of \$371,504 is down by \$2,173 from last month. The average list price has decreased by .06% from January 2010. January normally starts our listing bounce, if you look back over the last three years you will see our low point in listing inventory to be about Dec/Jan time frame.



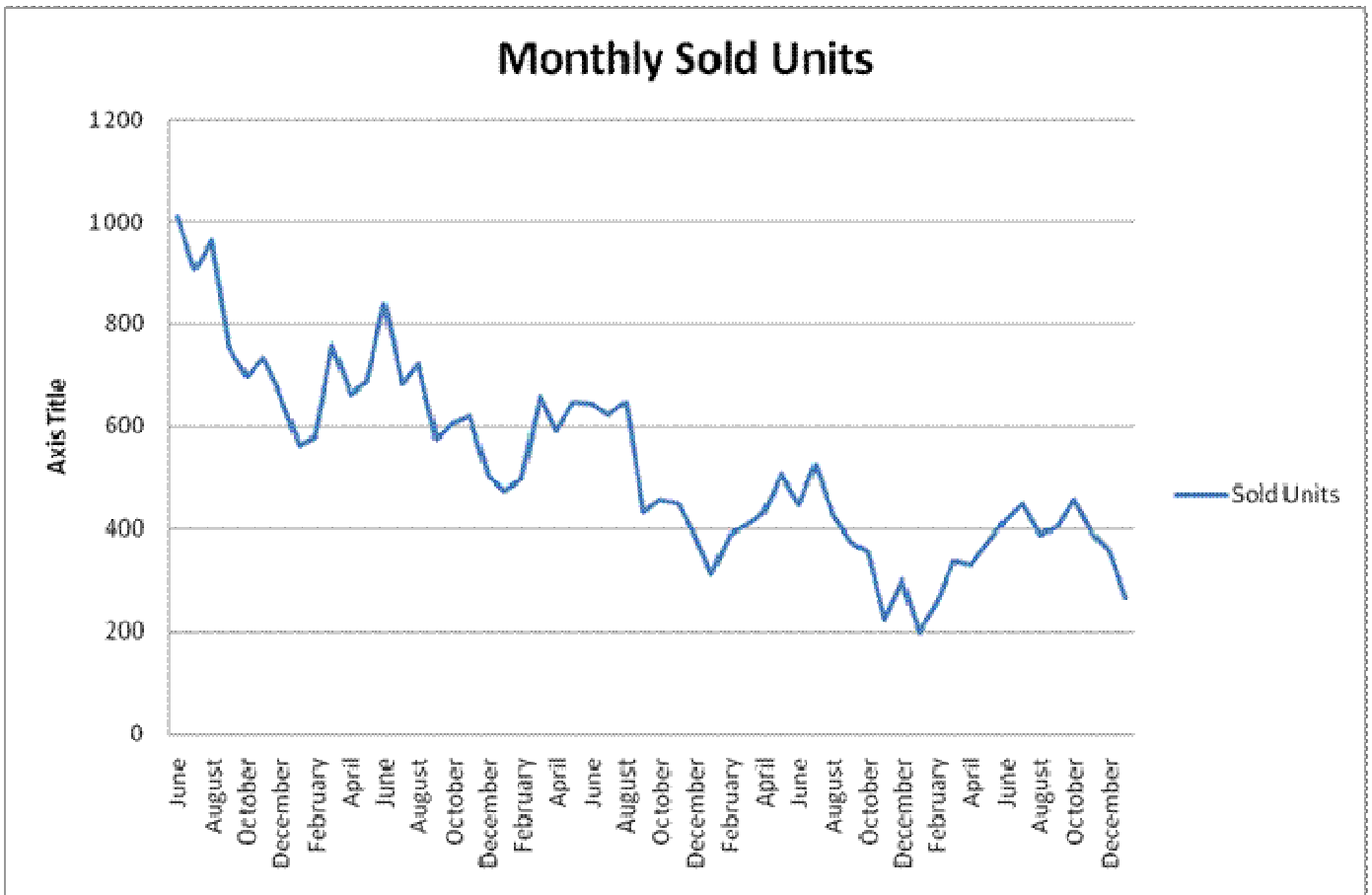
Monthly Average Sold Price

Our monthly average sold price is down by **3.7%** from last month and down **6.1%** from January 2009. Our average sold price is down by \$8,228 from last month. January average sold price (\$215,116) shows a decrease of just **8.2%** from year end 2009.



Monthly Sold Units

The number of sold homes is down **26.0%** from last month and up **34.5%** from January 2009. January saw an increase of 68 sold homes over January 2009. This is our fifth monthly increase in year over year sold homes since September 2005. You can notice that all of our big dips seem to occur on or about December. I believe we will continue to see the next couple of months with unit sales over and above the previous year. No doubt in my mind the First Time Homebuyers Tax Credit has contributed to this increase in sales units and I would anticipate it to continue over the next several months as we approach the new potential extended deadline of being under contract by April 30, 2010. As we compare our last 5 months of sold units over the same time period last year we are up 28.7% in sold units.



Average Sold Price Year to Date

Year over year our year to date numbers have dipped a little.

2003 year end average sale price \$ 186,137

2004 year end average sale price \$ 210,048

2005 year end average sale price \$ 254,080

2006 year end average sale price \$ 264,498

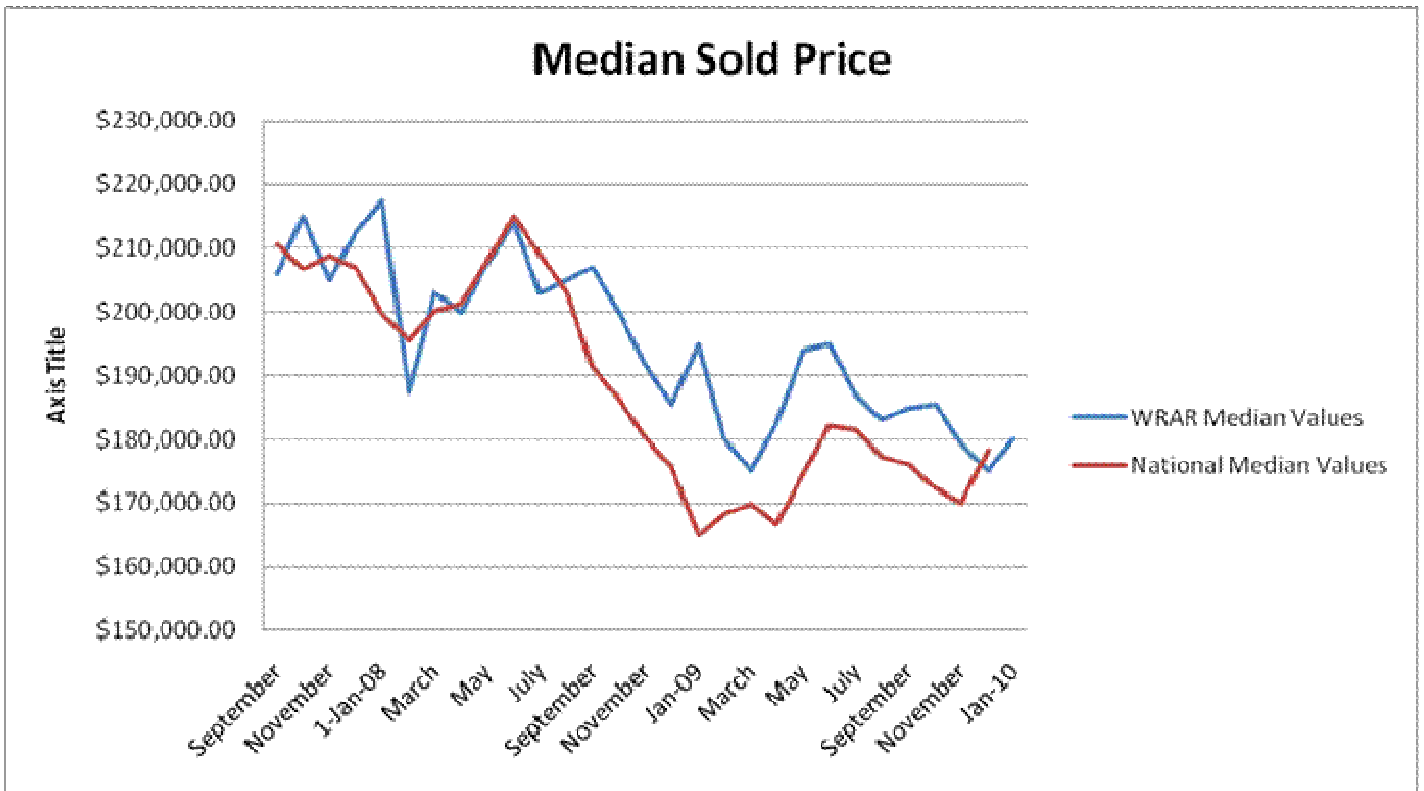
2007 year end average sale price \$ 273,408

2008 year end average sale price \$256,498

2009 year end average sale price \$234,379

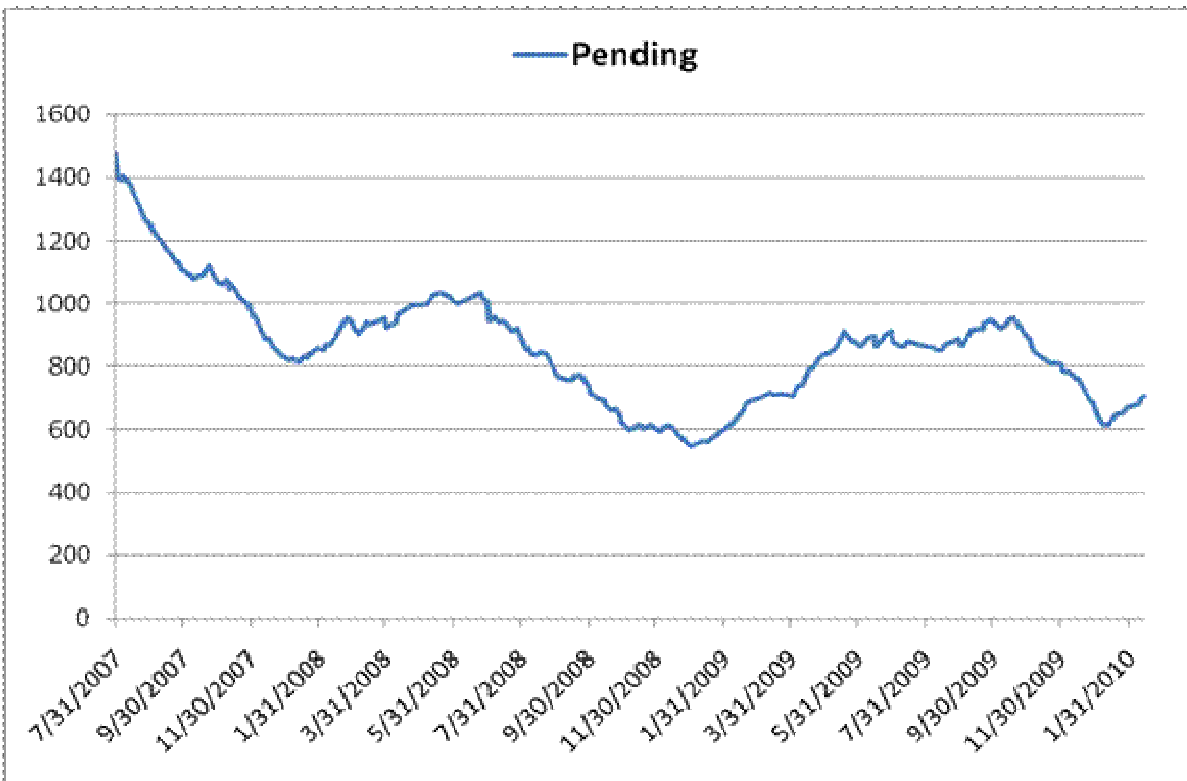
Median Sold Price

Our Median sold price is up **2.9%** from last month, about \$180,000. Our year to date median is down **7.7%** from same year to date in 2009. While we have not dipped as low as the National Median we continue to follow the same path, we are just slightly ahead of the National Median and both of us have had little ups and downs in the last couple of months. It looks like both local and National have started the upward movement that is needed, I would anticipate this to continue into the spring.



Pending

Pending Sales – A sale is listed as pending when the contract has been signed but the transaction has not yet closed. Sales are typically finalized within one to two months from signing. I look at the total pending units on a regular basis and this is how they chart out. We saw our pending index turn back to its upward climb about the first week in January and since then we have had a 14.4% gain. With the current Tax Credit deadline extension I think we will see our pending sales climb thru April 2010.



Market Absorption rate – The number of homes sold in January, 265 divided by the current listing inventory, 5,214 gives us a **19.6** month supply of single family homes. With the low sales in January and the increase in listing inventory this increases our month's supply. This just means that we have plenty of homes to sell. With rates where they are and plenty of inventory; we can get this number down.

List to Sold price ratio – the average list price of the sold properties is \$230,006 and the average sold price is \$215,116 for January which gives us a **93.5%** list to sold price ratio – a decrease of 1.0% from last month. We have now managed to stay under 95% for over a year.

Seller Concessions – We had **22.6%** of sold properties report a sales concession for January, an increase of **1.6%**. With the tax credit extended to April a lot of the January sales did not offer as much in concessions as in the past which is why we saw a 1.6% increase. We want this number to go lower. The average concession for the month of December was \$3,500 while in January it was \$3,744.

Days on Market – The average days on market for the sold properties is now at **135** for January. That is almost 5 + months to keep a property on the market. Only **16.2%** of the properties were placed under contract in less than 15 days for the month of January, a change of 1.7% from last month.

Carolina & Kure Beach

There are currently 492 single family homes for sale and this represents a 44 unit increase over January 2010 and 9.4% of our total WRAR inventory. The average list price is \$431,716 a decrease of about \$13,716 from December. In January there were 15 homes sold, divide that by the homes available and you have a **32.8** monthly supply of homes in Carolina and Kure Beach (this is high because our low sales in January). The average sold price for the month of January was \$307,867 and is up from last month. In January 2009 we had 17 home sales at an average \$336,200. When we look at our rolling 12 months Feb 1, 2009 to Jan 31, 2010 we have 283 homes sold at an average price of \$296,312. While Feb 1, 2008 to Jan 31, 2009 we had 245 homes sold at an average price of \$360,748.

This data was pulled on February 14, 2010, based on information from the Wilmington Regional Association of REALTORS Incorporated, for the period Jan. 1, 2005 through January 31, 2010.

The Market

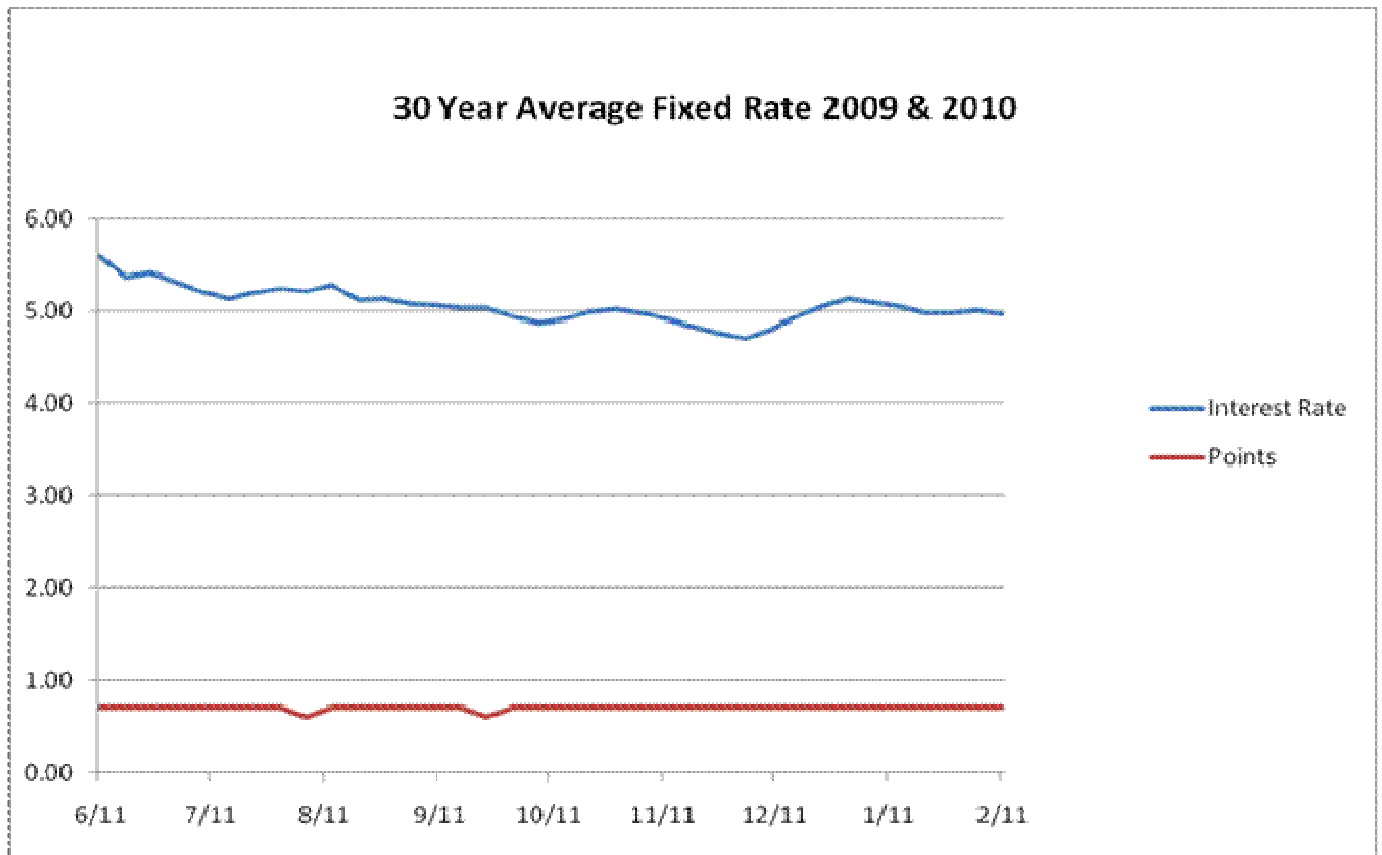
30 year Fixed Rate Mortgage dips below 5 percent again

Freddie Mac released the results of its Primary Mortgage Market Survey in which the 30-year fixed-rate mortgage (FRM) averaged 4.97 percent with an average 0.7 point for the week ending February 11, 2010, down from last week when it averaged 5.01 percent. Last year at this time, the 30-year FRM averaged 5.16 percent.

"Interest rates on 30-year fixed-rate mortgages are below 5 percent for a third week this year, which helps a number of homeowners to refinance their existing housing debt" said Frank Nothaft, Freddie Mac vice president and chief economist. "In mid-June of last year, for example, 30-year fixed-mortgage rates topped nearly 5.6 percent. Currently, the monthly payments would be almost \$77 per month lower on a \$200,000 loan balance.

"In all, more than two out of three mortgage applications were for refinance transactions over the first six weeks of 2010, according to the [Mortgage Bankers Association](#)."

30 Year Fixed Rates



I offer these key statistics to keep you informed as to how our market is moving. With 20 years of real estate sales and management and finance in my background I am able to evaluate the current conditions and provide you with accurate data. With key information from your clients I can evaluate their needs and offer them the best plan for their current mortgage. Call me today for a quote.

Report provided by:

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