

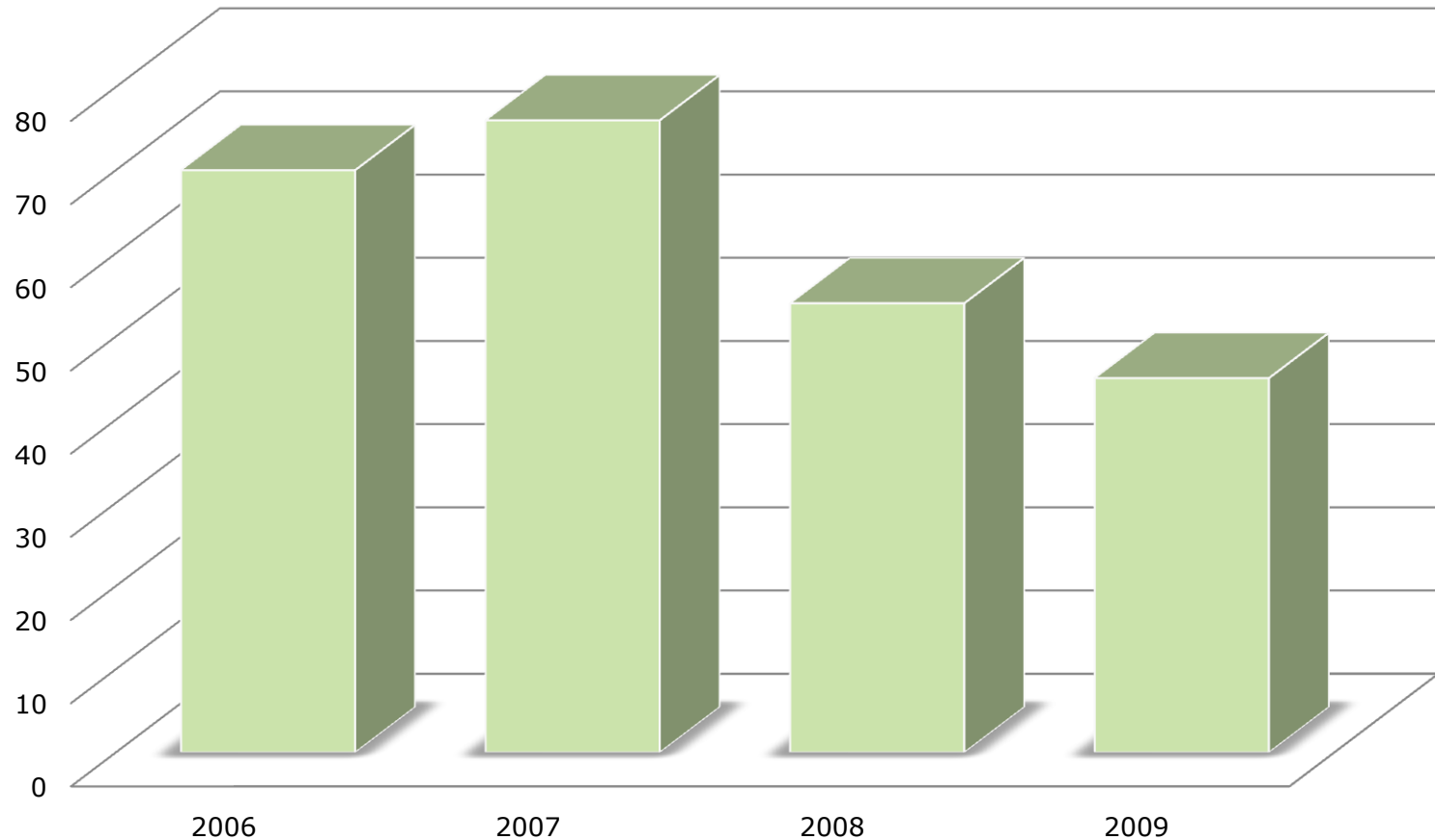
Real Estate Market Trends Report for the University Park Neighborhood

Prepared by your neighbor
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February 2010



Total Homes Sold 2006-2009

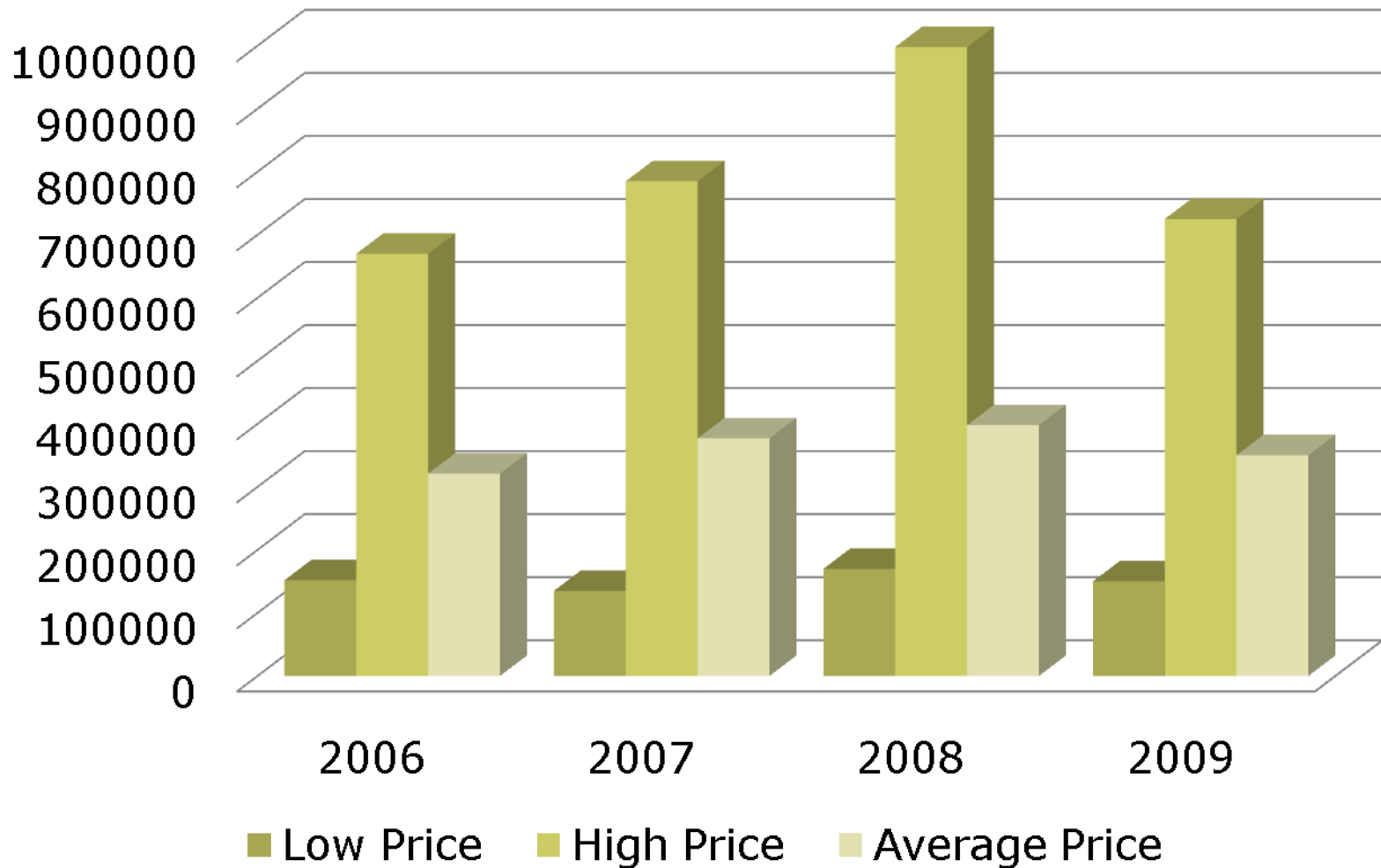
Total Homes Sold



Our Local Real Estate Market

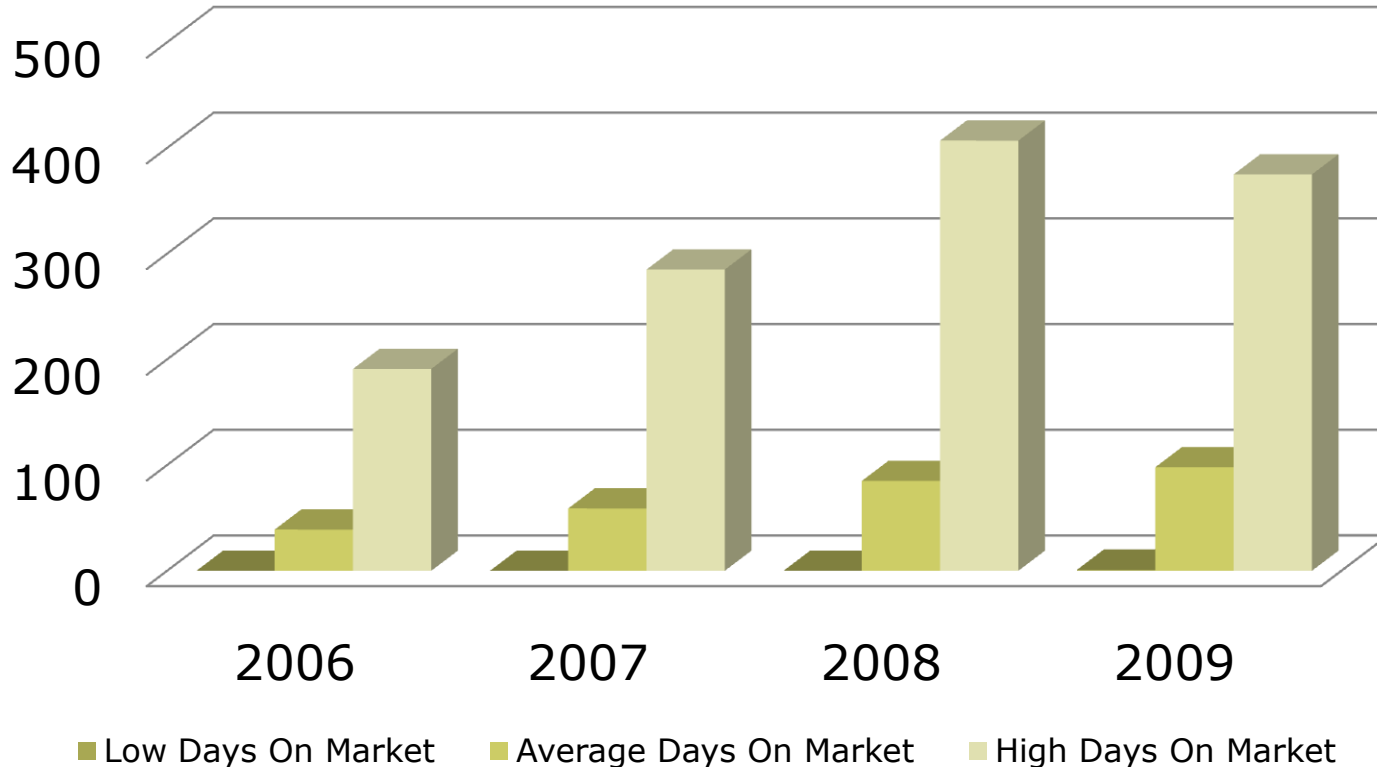
- ❑ Data is from the MLS only and not tax records.
 - Other non-MLS sales may have occurred.
- ❑ UPHA Area is defined (for this report) as the area between Wade Ave on the north, Faircloth St on the west, Hillsborough St on the south, and Oberlin Rd on the east.
- ❑ In 2009 the number of homes for sale in our area declined, however average \$/sq foot and days on market remained steady

UPHA Pricing Trends



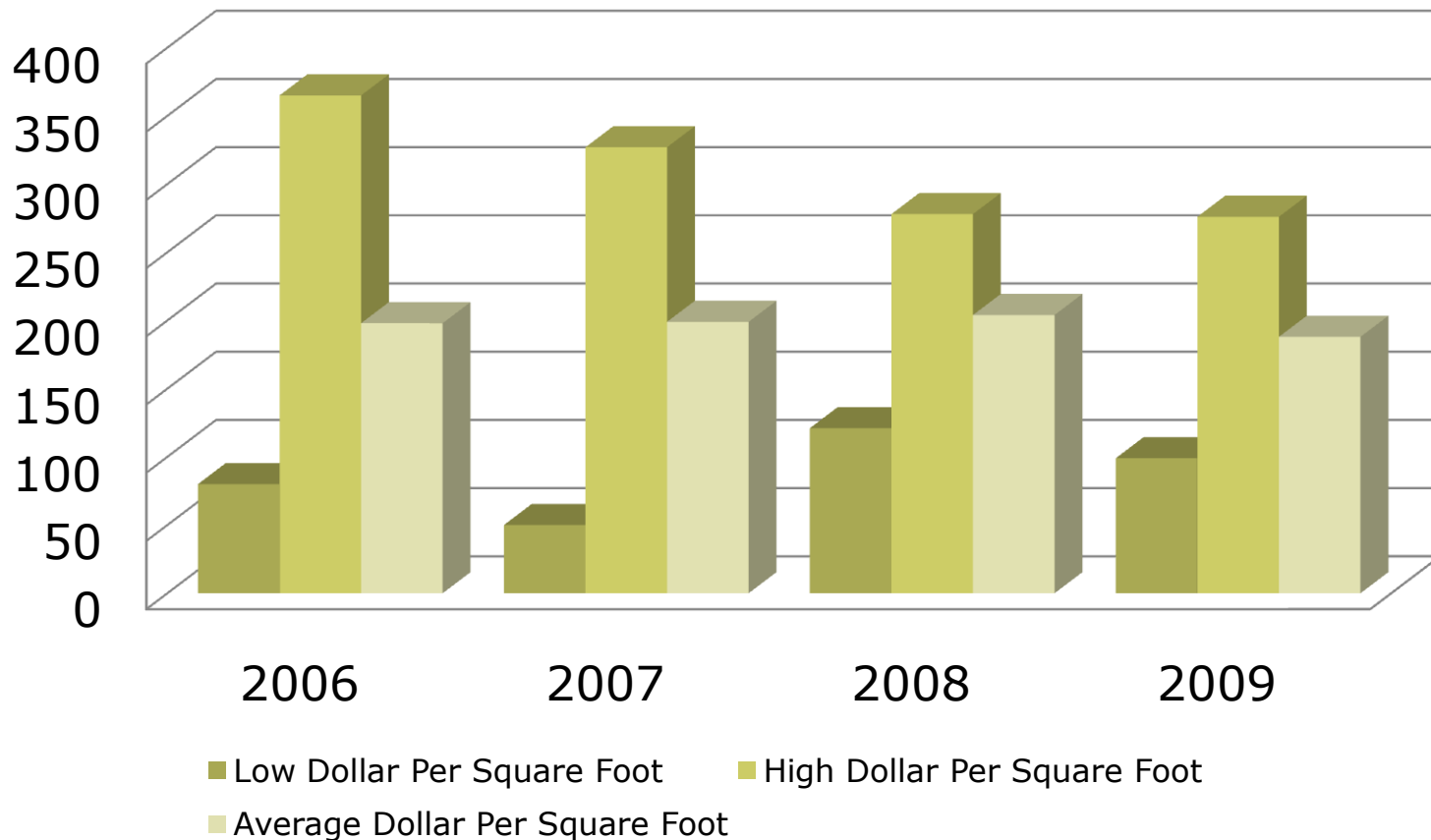
Days On Market

- ▣ Increased in last 4 years but reduced in 2009.
- ▣ Days On Market average remains better than the MLS average.

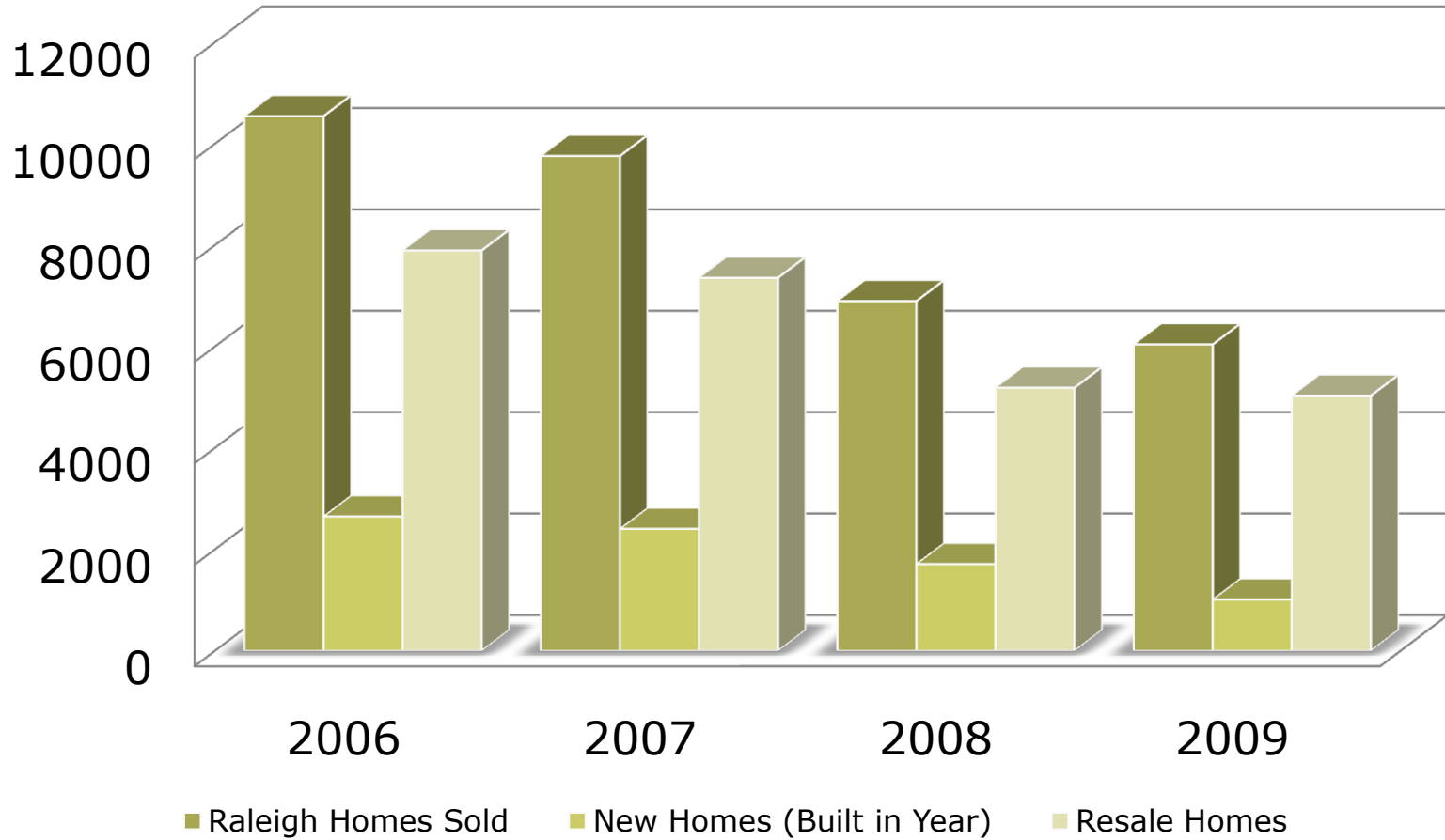


Dollar Per Square Foot

- Average is stable in University Park area.



Raleigh Data



Housing Trends

- ❑ All homes that sold in under 30 days in UP were priced under \$500,000.
- ❑ Top appreciating neighborhoods are mainly inside the Beltline and include:
 - Cameron Park: 9.85
 - Forest Hills: 9.73
 - Sunset Hills: 9.13
 - Wake County: 3.08
 - National: -3.3
- ❑ Nationally, walkable neighborhoods retain value.

Housing Trends

- Pricing is key:
 - Homes that sold at original list price sold in an average of 44 days.
 - Homes where price was reduced at sale took 144 days.
- Homes in UP sold for 95% of asking price.
- Median Raleigh home price is stable.
 - 2006: 198,000
 - 2007: 210,000
 - 2008: 216,000
 - 2009: 203,000

Tax Credit Information

- \$8,000 First-Time Buyer Tax Credit eligibility:
 - If you have not owned a home in 3 years.
 - For sales under contract by April 30 and closing by June 30, 2010.
- \$6,500 “Move Up” Buyer Tax Credit eligibility:
 - Must have owned and lived in home for 5 of the last 8 years.
 - Can be “trading up” **or** “downsizing.”
 - Same timeframe as first-time buyer credit.

Who is Louise?



- ❑ Louise Griffin is your neighbor here in University Park.
- ❑ You can find her on the web at www.BreezeRealtyNetwork.com and read her blog at www.breezewithlouise.com/breeze-blog. Check out her 2-8 Blog about University Park!
- ❑ She is actively involved in local professional and business networking, is President of the Women's Council of REALTORS®, and serves as co-chair of the Wade Citizens' Advisory Council.
- ❑ Known for her professional "can do" attitude and creative "out of the box" thinking, Louise loves to personalize the real estate experience for each of her clients.
- ❑ A licensed Notary, Louise can also help you with your documents.



“Louise Makes Real Estate A Breeze”

Free Reports Available

- ❑ Look for upcoming “UPHA Trends by Price Point” in the UPHA Newsletter.
- ❑ Request free monthly “list of home sales in your neighborhood.”
- ❑ Register to receive annual “UPHA Market Trends.”
- ❑ Receive a free valuation of your home.
 - Ask about University Park Winter Listing Special!

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