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Market Update:

Anytown

February 15, 2006

Volume 1, Issue 1

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Single Family Inventory

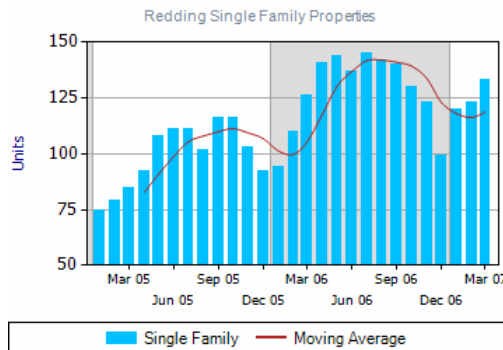
Price (\$000)	Inventory
Under 350	48
350-399	32
400-424	14
425-449	14
450-474	10
475-499	13
500 and Over	39

Special points of interest:

- ◆ See our ad in Anytown Magazine
- ◆ Call for a detailed market analysis of your property

State of the Market

Available Inventory



The January real estate statistics were down for the most part. However, one month does not a trend make. We'll be looking closely at February and March for further clues. Details are below.

Single Family

Supply

Inventory in January was 170. This is significantly higher than a year ago, but only about 10% higher than January, 2004. The average market time of 86 days (3-month average) is down from over 100 a year ago. New listings in January of 86 were significantly above the average of the past several

years. But cancelled and expired listings were also higher, just about canceling each other out.

Demand

The average selling price for the 3 months ending in January was \$426,000. This was well above the 3-month average price of \$392,000 a year ago. That being said, average selling price for January itself was substantially down. In addition, the number of transactions was down by over 40% from the January average for the past several years and the average discount of selling price from listing price is up by around \$1,500 from a year ago.

Conclusion

The single family market did not have a great January. Inventory is higher than a year ago, although it is at its lowest point since last May. Prices are down from their peaks, but well above a year ago. The market just has a bad month from time to time. January may be just one of those months.

Condominiums

Supply

Inventory is up about 50% from a year ago to 189 units. This is down from December, as is typical. There were 89 new listings in January

A Revolutionary Approach to Real Estate

This story can fit 75-125 words.

Your headline is an important part of the newsletter and should be considered carefully.

In a few words, it should ac-

curately represent the contents of the story and draw readers into the story. Develop the headline before you write the story. This way, the headline will help you keep the story focused. Examples of possible headlines

include Selling Your Home and New Office Opens Near You.

Primary Business Address
Your Address Line 2
Your Address Line 3
Your Address Line 4

Phone: 555-555-5555
Mobile: 555-555-5555
Fax: 555-555-5555
Email: realtor@hometown.com

Broker Name
Broker/Owner
Largest selling realtor in
Hometown for 2004-2005!

Your Main Street Realtor

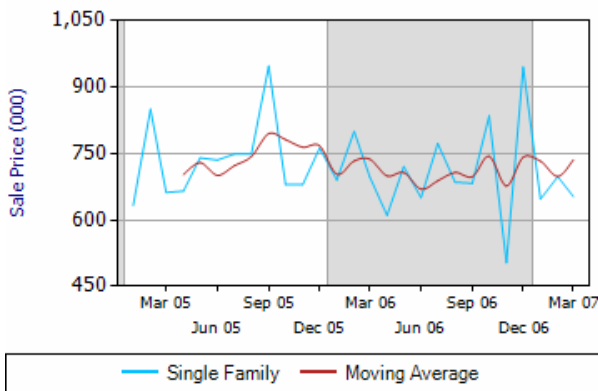
Who you list with does make a difference. Home Town is a friendly, full-service broker that has been in business for over 20 years. Our experienced realtors, conscientious service, and use of advanced technology ensure that your property is priced properly.



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Median Sales Price

Redding Single Family Properties



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State of the Market continued

which is up from around 65 a year ago and well above the average of the past few years. Average market time of around 80 days is up from around 60 a year ago. Interestingly, the number of cancelled and expired listings was about triple that of a year ago. So there appears to a lot of churn in the market.

Demand

Average sales price in January was over \$265,000. This is down by about \$11,000 from December, but up by about \$13,000 from January 2005. There were only 19 units sold in January. This is down by over 40% from the average January sales of the past several years. Average discount

from list is over \$7,000, up from about \$2,300 a year ago.

Conclusion

Moderating prices, higher inventory, and longer market times mean that the condo market has cooled, at least temporarily, from the very hot levels of the 2nd and 3rd quarters of 2005. We will be watching the strength of the spring market closely.

For a detailed market analysis of your property, please call or email us at:

- realtor@hometown.com.