

March 2012

State of the Market

Volume 2



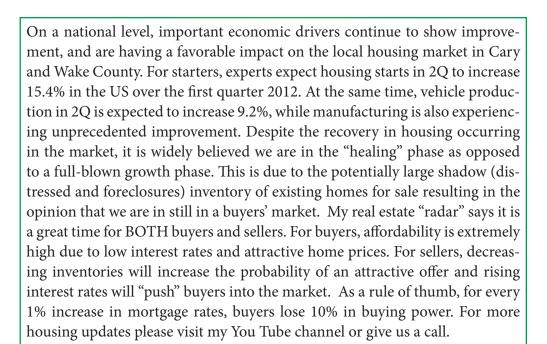
Don Johnson

Local Job Market Improving?

- Toyota Motor supplier adding 250 jobs in Durham
- Wal-Mart plans to build new store near Chapel Hill – Add 300 jobs
- Clayton manufacturing plant to reopen after acquisition – 100+ jobs?
- Wake bankruptcy filings drop slightly
- Unemployment in Cary is 7.3%

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| Housing Statistics* | Wake County February | | Lochmere Subdivision February | |
|--|-------------------------|-----------|----------------------------------|-----------|
| | 2011 | 2012 | 2011 | 2012 |
| New Listings | 1,823 | 1,631 | 7 | 12 |
| Closed Sales | 601 | 794 | 3 | 3 |
| Avg Sales Price | \$233,641 | \$233,949 | \$420,833 | \$328,333 |
| % of List Price Received (most recent list price) | 92.8% | 92.8% | 95.2% | 96.6% |
| Days on Market | 114 | 128 | 139 | 70 |
| Inv. of Homes for Sale | 1,406 | 5,861 | 31 | 33 |
| Months Supply of Inv. | 9.5 | 6.5 | 10.3 | 7.3 |

*All data is provided "AS IS" from the Triangle M.L.S and may not be 100% accurate





US Economic Recovery is Underway

Negatives

- Iran/ Israel
- Fiscal cliff in 2013
- End of Operation Twist
- Eurozone uncertainty
- China Hard-Landing
 uncertainty

Local Business Donates



Jennifer Wentworth (left) and Maria Franco-Poit (right) and Kaitlyn Williams (background) of Life Spa.

Many thanks to Jennifer Wentworth, Mgr. - LifeSpa Operations, and Maria Franco-Poit, Esthetician, for their donations on behalf of Lifetime Fitness Spa to support Randy and Caley Childs' fund raiser event. Jennifer and Maria donated \$200 worth of spa services that were auctioned at Keller Willliams Chamber of Commerce event where more than \$9,000 was raised to help with Randy's cancer treatment expenses. To learn more about Randy, Caley and baby Haven's story please visit: http://3hearts.weebly.com

> Or, for Lifetime Spa Services: Jennifer Wentworth Phone: (919) 460-8350

These are some of the biggest challenges the US faces.

Positives

- Low global interest rates
- Self-feeding expansion
- Housing recovery
- Manufacturing renaissance
- Low dollar
- Strong corporate balance sheets
- Global stimulative policy initiatives
- US vehicle production up in 2Q

MFG. RENAISSANCE IN AMERICA?

Did you know? For each 100 jobs in manufacturing created, 291 jobs are produced elsewhere in the economy compared to 154 jobs created by jobs in the business services and retail trades.

Home Builder Speaks of Improvement

Toll Brothers' (TOL) CEO, Douglas Yearley, made positive remarks during a CNBC interview March 27th. "In 2012 our orders are up significantly and continue to be up significantly. I'm optimistic right now". TOL said it hasn't dropped prices in over a year while in 25% of the co's communities they have seen a price increase since Jan 1.

Selling a home on your own? Check out the ForSaleByOwner videos on our YouTube page





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201 Shannon Oaks Drive, Suite 101 Cary, NC 27511 www.DonJohnsonRealty.com (919) 714-1571 Don@DonJohnsonRealty.com The "positives" are a bit stronger than the "negatives," ie, positive growth is likely, albeit modest.