



LOCH STEP

Real Estate News, Views, and Reviews



June 2012

Volume 5

New June Listings!

Just Listed – We are excited about this new listing, a gorgeous (5) bedroom home in North Raleigh situated in the Westwind subdivision. If you need room to grow, need an open floor plan, new paint, newly refinished hardwoods, and new carpeting, you'll love this 4,700 SF gem! The home is in a wonderful location just minutes away from I-540, RDU Airport, and Brier Creek Shopping!

Just Listed - The Don Johnson Team landed another listing in the highly sought after Brookhaven subdivision near Crabtree Valley Mall and within walking distance to York Elementary. We would love to show this 3,100 SF, (4) bedroom, 100% remodeled rancher to you or someone you know. Please give us a call or email.

Upcoming Listings:

- Lochmere subdivision
- Brookhaven subdivision
- North Raleigh
- Apex



8408 Clarks Branch - Raleigh, NC



4832 Brookhaven Drive - Raleigh, NC

Selling Homes



Kapili's at Closing

The Kapili's are pictured with Don Johnson following another smooth closing. We sold the Kapili's home in (27) days!

Have a safe July 4th!



You can view fireworks and listen to the Cary Band at the Koka Booth Amphitheatre. The event starts at 3pm with music starting at 5:45pm.

Buying Homes



Pearson's at Closing

The Pearson's are happy to be back in NC! We represented the Pearson's as a buyer agent and helped them find their perfect home in the Crooked Creek subdivision.

Give the Don Johnson Team a call for your FREE home valuation and/or staging consultation!

111 Lochview Drive Cary, NC 27518

www.DonJohnsonRealty.com (919) 714-1571 Don@DonJohnsonRealty.com

Wonder Opportunities in Wake

Durham County led the positive trend with a 38 percent (372 units) increase. Wake County sales were up 29 percent (1,264 units) and Chatham County increased 28 percent (78 units) over May of 2011. The areas with the largest increases over last May included North Raleigh up 66 percent; South Durham up 62 percent and Fuquay-Varina/Holly Springs increased 48 percent over May of 2011. In addition, pending sales (homes under contract, but not yet closed) also exceeded last May by 35 percent.

Inventory levels of homes for sale shrank 28 percent in May to 13,985 units from May 2011 and new listings in the Triangle region increased slightly by only 3 percent. For the third month housing prices enjoyed an increase in May with Median Sales Price up 2 percent to \$194,200 and Average Sales Prices up 4 percent to \$234,263. The Days on Market continued a downward trend for the second month in May to 115 days, a 9 percent decrease of the previous May. Absorption rates improved as the month's supply of inventory was down 34 percent to 8.0 months.

Interest Rate Update

Loan Type	May 25	June 26
30 Year Fixed	3.76%	3.58%
15 Year Fixed	3.03%	2.92%
5/1 ARM	2.61%	2.81%
30 Year Jumbo	4.44%	4.35%

Housing Statistics* (May)	Wake County May		Lochmere Subdivision May	
	2011	2012	2011	2012
New Listings	3,492	3,607	12	13
Closed Sales	1,857	2,335	7	9
Avg Sales Price	\$225,578	\$234,263	\$273,000	\$310,000
% of List Price Received (most recent list price)	96.6%	96.9%	97.5%	96.4%
Days on Market	126	115	103	64
YTD # of Homes Sold	7,536	8,705	21	28

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

Golf Tournament

The Don Johnson Realty Team participated in a fund raiser held by the Raleigh Regional Association of Realtors (RRAR) at Devil's Ridge Golf Course in Holly Springs. It was a great opportunity to network with other realtors and vendors, who provide great products and services to improve the value of your home.



L to R - Hal Lowrance, Dick Shaver, Don Johnson, Mike Frazier



Don Johnson
Real Estate Team



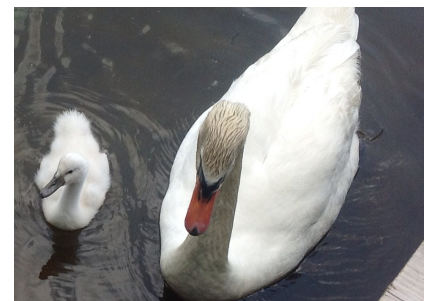
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The Swans are Growing!

Both swans are doing well and growing at a remarkable rate! We are still accepting names for these young cygnets if you wish to email us your ideas!



Don@DonJohnsonRealty.com
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