



LOCH STEP

Real Estate News, Views, and Reviews



August 2012

Volume 7

HOT! HOT! HOT!

Homes are Selling!

Not only were fireworks exploding around the area in July, homes sales in Cary/ Apex/Morrisville markets were equally explosive. Closed sales were up 18.2% while inventory of homes for sale declined 35.2% in July 2012 compared to July 2011. For Wake County, the months of supply (homes for sale) were down 45.1% or 4.9 months! With interest rates at all time lows and home prices on the rise, buyers and sellers are enjoying favorable circumstances, respectively. Raleigh Regional Association of Realtors(RRAR) cites the following trends in July 2012 versus July 2011 for Orange, Wake, Durham, and Johnston counties in the multiple listing system:

Pending Sales	+27%
Closed Sales	+26%
Inventory of homes for sale	<23%>
Months Supply of homes for sale	5
Months Supply of homes for sale (All MLS)	7.4

Stay Tuned!

Save the dates - **November 3rd** or **November 10th**. We will be hosting our client Appreciation day and fund-raiser event at Ritter Park. Pig - pickin, kid activities, band, face-painting and much more!

Have a Restful Labor Day!



New Home Sales on Rise ↑

Housing reports released on August 23, 2012, show new single-family home sales increased 3.6% in July to 372,000. The sales pace for June was revised higher, as well. Sales have increased 17% over the past three months and +26% over the past year. The improvement in existing home sales should spur new construction considering that the inventory of new homes available for sale hit an all-time low in July at 142,000.



Hot off the Press

Freddie Mac and Fannie Mae will streamline existing short sale programs into one standard short sale program effective November 1, 2012. A few of the changes include:



1. Streamlined approach to borrowers who are most in need of assistance.
2. Easier and quicker qualifications for borrowers who are current on mortgages, but face a justifiable impending hardship.
3. The right to pursue deficiency judgments is waived in some instances.
4. Special treatment for military personnel.

For more information on housing updates follow us on twitter and facebook!

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Sold in 17 Days!

Once again, our “Stage to Engage” program, custom videos and aggressive marketing programs resulted in another quick home sale in the Brookhaven community. In addition, we had over (25) showings in two weeks and sold for 98% of ORIGINAL LIST PRICE and in only (17) days! Our staging and marketing strategy get results! Put our TEAM to work and we can do the same for you! Remember, our staging consultations and home improvement recommendations are FREE!



“Stage to Engage”

New Construction

Less than five years ago, new home builders like Toll Brothers, D.R. Horton, and Pulte were facing unprecedented financial stress. Today, builders are painting a much rosier picture. Toll Brothers recently stated, “we are enjoying the most sustained demand we’ve experienced in over five years. In the past three quarters, the values of our signed contracts were up 59% compared to the same period in FY 2011. We believe the housing recovery is being driven by pent-up demand, very low interest rates and attractively priced homes.”

Interest Rate Update

Loan Type	July 23	August 23
30 Year Fixed	3.61%	3.59%
15 Year Fixed	3.03%	2.94%
5/1 ARM	2.77%	2.79%
30 Year Jumbo	4.35%	4.36%

Housing Statistics* (July)

	Wake County July		Lochmere Subdivision July	
	2011	2012	2011	2012
New Listings	1,533	1,684	6	4
Closed Sales	1,000	1,226	6	6
Avg Sales Price	\$248,453	\$253,480	\$361,000	\$434,000
% of List Price Received (most recent list price)	96.3%	97.5%	95%	96.8%
Days on Market	127	108	197	34
YTD # of Homes Sold	6,144	7,466	35	44

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

Quick Economic Facts

1. Average sales price for a Wake County home in July 1995 was \$147,000 vs. \$230,000 today, an increase of 56% or 3% annualized.
2. The Case-Shiller 20-City Home Price Index (HPI) is accelerating 11.3% annualized, a pace not seen since 2006!



The Don Johnson Real Estate Team

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