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# State of the Market

Real Estate Update, brought to you by:

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**Team New Bern**



New Bern, North Carolina

Toll Free: 888-781-8800 or 252-636-3301



*Happy Spring, Everyone!*

While this is a very challenging year for real estate and our economy, Eastern North Carolina continues to be one of the most favorite places for retirees and second homes, and we receive numerous requests from people who look forward to moving here!

**Right Now**, there's more inventory on the market to choose from, and **interest rates are at all-time RECORD-LOWs**, so . . . **if you are a Buyer** or considering a 2nd home or investment property, this is definitely a **Buyer's Market here!**

**If you are a Seller**, and feel that you may not be selling for as much as your neighbor did last year, don't forget to consider the brighter side about being a home-buyer on your next home, . . . You will most likely pay less than last year!

**Now more than ever**, having a trusted and skilled real estate advisor on your side, can make all the difference. So, if you, a friend or colleague, knows of someone looking to buy or sell a home in the New Bern area, please let us know the best way to get in touch with them. And, as always, feel free to pass along this update to anyone who would find it helpful.

While many Realtors® have left or are leaving this business, I'm proud to share that my team and I are still in the **Top 1% of the New Bern marketplace!** I'm investing more in my team now than ever before, and we will be ready to assist you with all your real estate needs, whether now or in the future!

**Feel free to Contact Us — We welcome the opportunity to assist you.  
Customer Service is our #1 Priority!**

**"AVERAGE" SOLD PRICE— Entire New Bern MLS**  
(Note: Appreciation/Depreciation factors vary in different neighborhoods)



2004	\$147,706	+ 5%
2005	\$175,065	+ 19%
2006	\$194,946	+ 11%
2007	\$197,223	+ 1%
2008	\$203,453	+ 3%
1st Qtr 2009	\$199,978	- 2%

***A "Professional" Realtor® tackles a shifting market  
by researching the current statistics, and studying the trends,  
so they can provide better service to their Clients!***

**We have researched and provided some charts where you can review the current  
"State-of-the-Market" in the New Bern Area!**

## Number of Homes "For Sale" vs. Number of Homes "Sold"

(All statistics researched from the New Bern Multiple Listing Service)

	2004	2005	2006	2007	2008	1st Qtr 2009
<b>#Homes FOR SALE</b>	<b>549</b>	<b>773</b>	<b>974</b>	<b>1574</b>	<b>1492</b>	<b>1502</b>
	<b>#SOLD:</b>	<b>#SOLD:</b>	<b>#SOLD:</b>	<b>#SOLD:</b>	<b>#SOLD:</b>	<b>#SOLD:</b>
Under \$100K	668	504	361	248	169	21
\$100-\$160K	608	808	822	602	441	77
\$160-\$200K	261	476	425	387	294	59
\$200-\$250K	137	251	311	316	239	32
\$250-\$300K	101	170	187	162	122	21
\$300-\$400K	80	124	166	135	100	17
\$400-\$500K	17	49	80	53	41	6
\$500-\$600K	6	20	33	26	23	2
\$600-\$700K	2	10	18	15	13	2
\$700-\$800K	1	3	13	5	6	1
\$800-\$900K		3	6	3	3	0
\$900K-\$1Mil	1	3	3	1	2	0
Over \$1Mil		5	3	3	4	1
<b>TOTAL # SOLD:</b>	<b>1,882</b>	<b>2,426</b>	<b>2,488</b>	<b>1,956</b>	<b>1,457</b>	<b>231</b>
<b>% Change</b>	<b>+ 450%</b>	<b>+ 29%</b>	<b>+ 3%</b>	<b>- 21%</b>	<b>- 26%</b>	<b>-34%</b>
<b>Median SOLD Price</b>	<b>\$129,000</b>	<b>\$152,500</b>	<b>\$162,900</b>	<b>\$169,900</b>	<b>\$174,000</b>	<b>\$174,500</b>
<b>Avg. Days on Market</b>	<b>93</b>	<b>73</b>	<b>68</b>	<b>102</b>	<b>151</b>	<b>171</b>

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**Going "Green"?**  
Check out our list of Tips at  
[www.NewBernHomesBlog.com](http://www.NewBernHomesBlog.com)



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