

January  
2010



New Bern, North Carolina

# State of the Market

Real Estate Update, brought to you by:

*Dianne Dunn &*  
**Team New Bern**



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

*Happy New Year, 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 RECORD LOWS**, so . . . **if you are a Buyer** or considering a 2nd home or investment property, this is definitely a **Buyer's Market here!** In addition, you may be eligible for the **NEW extended and expanded TAX CREDIT for home buyers**. We can provide the details for you!

**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— (Appreciating OR Depreciating)**  
(Note: Statistics are for the entire New Bern MLS. Some neighborhoods have different rates.)

2004	\$147,706	+ 5%
2005	\$175,065	+ 19%
2006	\$194,946	+ 11%
2007	\$197,223	+ 1%
2008	\$203,457	+ 3%
2009	\$184,378	- 9%

***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	2009
<b>#Homes FOR SALE</b>	<b>549</b>	<b>773</b>	<b>974</b>	<b>1574</b>	<b>1492</b>	<b>1538</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	164
\$100-\$160K	608	808	822	602	441	416
\$160-\$200K	261	476	425	387	294	257
\$200-\$260K	137	251	311	316	239	203
\$260-\$300K	101	170	187	162	122	47
\$300-\$400K	80	124	166	135	100	64
\$400-\$500K	17	49	80	53	41	21
\$500-\$600K	6	20	33	26	23	8
\$600-\$700K	2	10	18	15	13	6
\$700-\$800K	1	3	13	5	6	2
\$800-\$900K	0	3	6	3	3	1
\$900K-\$1Mil	1	3	3	1	2	1
Over \$1Mil	0	5	3	3	4	5
<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>1,195</b>
<b>% Change</b>	<b>+ 450%</b>	<b>+ 29%</b>	<b>+ 3%</b>	<b>- 21%</b>	<b>- 26%</b>	<b>-18%</b>
<b>Median SOLD Price</b>	<b>\$129,000</b>	<b>\$152,500</b>	<b>\$162,900</b>	<b>\$169,900</b>	<b>\$173,900</b>	<b>\$162,250</b>
<b>Avg. Days on Market</b>	<b>93</b>	<b>73</b>	<b>68</b>	<b>102</b>	<b>151</b>	<b>203</b>

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



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



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

Email: [Info@NewBernHomes.com](mailto:Info@NewBernHomes.com)

**The Strength of Experience—Over 30 years of full-time Service!**



If your home is currently listed by another Broker, this is not intended as a solicitation of that listing—we cooperate fully with all Brokers.

