

The Real Estate Report

LOCAL MARKET TRENDS



SAN DIEGO COUNTY
— NORTH COASTAL

June/July 2009



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San Diego County Prices Continue Rising in May

The median price for single-family, re-sale homes gained 1.5% from April, but was off 21.2% compared to last May. The average price rose 3.6% month-over-month, but was off 23.7% year-over-year.

Sales of single-family, re-sale homes were up 5.9% year-over-year.

This is the thirteenth month in a row home sales have been higher than the year before.

Year-to-date, home sales are up 30.6%.

Inventory was also up in May by 4% from April, but was down 0.3% year-over-year. Pending sales

continue to be positive with the number of properties under contract rising 5.5% from April and up 133.2% year-over-year.

Condo sales were up 1% compared to last May.

The median price for condos rose 11.6% from April, but was off 28.5% year-over-year.

| Trends at a Glance (Single-family Homes) | | | |
|---|-----------|-----------|-----------|
| | May 09 | Apr 09 | May 08 |
| Median Price: | \$335,000 | \$330,000 | \$425,000 |
| Average Price: | \$439,717 | \$424,491 | \$575,995 |
| Home Sales: | 1,864 | 1,925 | 1,760 |
| Sale/List Price Ratio: | 98.7% | 98.2% | 96.2% |
| Days on Market: | 71 | 75 | 75 |
| Condos/Town Homes | | | |
| Median Price: | \$200,925 | \$180,000 | \$281,000 |
| Average Price: | \$252,930 | \$238,026 | \$361,068 |
| Home Sales: | 918 | 943 | 909 |
| Sale/List Price Ratio: | 98.2% | 98.3% | 96.5% |
| Days on Market: | 77 | 76 | 79 |

Condo inventory was up 3.5% from April, and up 5% year-over-year.

Pending sales were up 7.9%

month-over-month, and up 152.7% compared to May 2008.

The sales price to list price ratio rose 0.5 of a point to 98.7%. The sales price to list price ratio for

condos was down 0.1 of a point to 98.2%.

Days on market for homes fell four to 71 days. Days on market for condos gained one to 77 days.

The real estate market is very hard to generalize. It is a market made up of many micro markets. For complete information on a particular neighborhood or for an evaluation of your home's worth, call me.

To "STOP" receiving this Monthly Newsletter or to receive this Newsletter via "EMAIL", please call or email me and I will make the changes immediately.

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The Basics: 2009 First-Time Home Buyer Tax Credit

As part of its plan to stimulate the U.S. housing market and address the economic challenges facing our nation, Congress has passed legislation that grants a tax credit of up to \$8,000 to first-time home buyers.

WHO QUALIFIES?

First-time home buyers who purchase homes between January 1, 2009 and December 1, 2009.

To qualify as a "first-time home buyer" the purchaser or his/her spouse may not have owned a residence during the three years prior to the purchase.

WHICH PROPERTIES ARE ELIGIBLE?

The 2009 First-Time Home Buyer Tax Credit may be applied to primary residences, including: single-family homes, condos, townhomes, and co-ops.

HOW MUCH WILL THE CREDIT BE?

The maximum allowable credit for home buyers is \$8,000. Each home buyer's tax credit is determined by two factors:

The price of the home—the credit is equal to 10% of the purchase price of the home, up to \$8,000.

The buyer's income—single buyers with incomes up to \$75,000 and married couples with incomes up to \$150,000—may receive the maximum tax credit.

IF THE BUYER(S)' INCOME EXCEEDS THESE LIMITS, CAN HE/SHE STILL GET A CREDIT?

Yes, some buyers may still be eligible for the credit.

The credit decreases for buyers who earn between \$75,000 and

\$95,000 for single buyers and between \$150,000 and \$170,000 for home buyers filing jointly. The amount of the tax credit decreases as his/her income approaches the maximum limit. Home buyers earning more than the maximum qualifying income—over \$95,000 for singles and over \$170,000 for couples are not eligible for the credit.

WILL THE TAX CREDIT NEED TO BE REPAID?

No. The buyer does not need to repay the tax credit, if he/she occupies the home for three years or more. However, if the property is sold during the three-year period, the credit will be recouped on the sale.

TAX CREDIT CAN BE USED ON CLOSING COSTS

FHA-approved lenders received the go-ahead to develop bridge-loan products that enable first-time buyers to use the benefits of the federal tax credit upfront, according to eagerly awaited guidance from the U.S. Department of Housing and Urban Development on so-called home buyer tax credit loans that was released today.

Under the guidance, FHA-approved lenders can develop bridge loans that home buyers can use to help cover their closing costs, buy down their interest rate, or put down more than the minimum 3.5 percent.

The loans can't be used to cover the minimum 3.5 percent, senior HUD officials told reporters on a conference call Friday morning.

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Pending Home Sales Up Third Month in a Row

Record low mortgage interest rates boosted pending home sales for the third consecutive month, with some benefit now from the first-time buyer tax credit, according to the National Association of Realtors®.

The Pending Home Sales Index, a forward-looking indicator based on contracts signed in April, rose 6.7 percent to 90.3 from a reading of 84.6 in March, and is 3.2 percent above April 2008 when it was 87.5.

Lawrence Yun, NAR chief economist, said buyers are responding to very favorable market conditions. "Housing affordability conditions have been at historic highs, but now the \$8,000 first-time buyer tax credit is beginning to impact the market," he said. "Since first-time buyers must finalize their purchase by November 30 to get

the credit, we expect greater activity in the months ahead, and that should spark more sales by repeat buyers."

The Pending Home Sales Index in the Northeast shot up 32.6 percent to 78.9 in April and is 0.8 percent above a year ago. In the Midwest the index rose 9.8 percent to 90.4 and is 11.1 percent above April 2008. The index in the South slipped 0.2 percent to 93.0 in April but is 3.5 percent higher than a year ago. In the West the index rose 1.8 percent to 94.8 but is 2.9 percent below April 2008.

NAR President Charles McMillan, a broker with Coldwell Banker Residential Brokerage in Dallas-Fort Worth, said there are numerous buyer assistance programs around the country. "Some states are offering bridge loans that allow first-time buyers

to use the tax credit for downpayment and closing costs, but there are many other local government and nonprofit programs available to buyers, depending on location," he said.

"Just last week, HUD announced that qualifying buyers can use the tax credit for closing costs on FHA loans, to buy down the interest rate or make a larger downpayment. Buyers who are wondering about their options should contact a Realtor®, who can advise consumers on the housing assistance programs and resources available in a given area."

NAR's Housing Affordability Index² is in record territory. The affordability index rose to 174.8 in April from an upwardly revised 171.9 in March, and was the second highest monthly reading on record after peaking at 176.9

in January of this year. The HAI is a broad measure of housing affordability using consistent values and assumptions over time, which examines the relationship between home prices, mortgage interest rates and family income; tracking began in 1970.

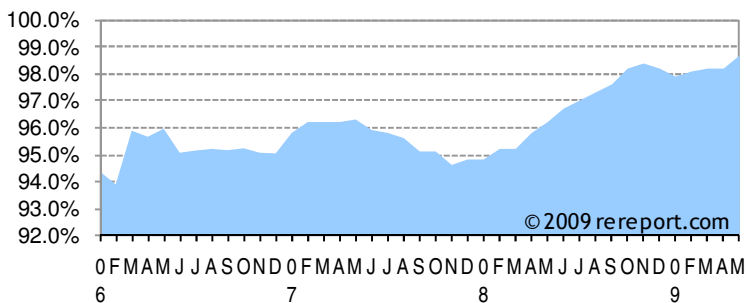
A median-income family, earning \$60,900, could afford a home costing \$296,800 in April with a 20 percent downpayment, assuming 25 percent of gross income is devoted to mortgage principal and interest. Affordability conditions for first-time buyers with the same income and small downpayments are roughly 80 percent of that amount. The affordable price was well above the median existing single-family home price in April, which was \$169,800.

(Continued on page 4)

May Sales Statistics (Condominiums/Townhomes)

| | Prices | | Unit | | | Change from last year | | | Change last month | | |
|--------------------|-----------|-----------|-------|-----|-------|-----------------------|--------|--------|-------------------|--------|--------|
| | Average | Median | Sales | DOM | SP/LP | Ave. | Med. | Sales | Ave. | Med. | Sales |
| County | \$252,930 | \$200,925 | 918 | 77 | 98.2% | -29.9% | -28.5% | 1.0% | 6.3% | 11.6% | -2.7% |
| North County Coast | \$327,292 | \$245,000 | 181 | 78 | 97.5% | -28.8% | -25.8% | 0.6% | 18.6% | 4.9% | 9.0% |
| Cardiff by the Sea | \$836,250 | \$852,500 | 4 | 77 | 92.8% | 43.4% | 57.9% | -55.6% | 37.0% | 64.1% | -42.9% |
| Carlsbad | \$342,378 | \$325,000 | 37 | 83 | 95.3% | -20.5% | -16.7% | -21.3% | -5.7% | -4.8% | 48.0% |
| Carmel Valley | \$379,875 | \$375,000 | 12 | 51 | 96.8% | -18.3% | -22.3% | -52.0% | -6.5% | -10.2% | -45.5% |
| Del Mar | \$633,875 | \$347,500 | 4 | 13 | 99.3% | -65.9% | -79.9% | 33.3% | 95.0% | 6.5% | 0.0% |
| Encinitas | \$339,900 | \$322,500 | 9 | 32 | 97.7% | -41.9% | -29.0% | 28.6% | -6.1% | -13.8% | 80.0% |
| La Jolla | \$684,711 | \$480,000 | 19 | 86 | 92.4% | -5.4% | -22.4% | -47.2% | 40.6% | 20.3% | 11.8% |
| Oceanside | \$200,262 | \$150,000 | 59 | 81 | 95.4% | -31.9% | -30.2% | -10.6% | 19.7% | 7.1% | 9.3% |
| Rancho Santa Fe | \$618,404 | \$618,404 | 2 | 50 | 97.6% | -36.1% | -36.1% | 0.0% | n/a | n/a | n/a |
| San Marcos | \$191,406 | \$203,500 | 16 | 67 | 94.3% | -31.9% | -30.3% | -33.3% | 5.7% | 42.8% | -11.1% |
| Solana Beach | \$644,667 | \$675,000 | 3 | 130 | 94.2% | -35.0% | -10.0% | -25.0% | 2.4% | 9.8% | -62.5% |
| Vista | \$159,721 | \$147,500 | 14 | 54 | 98.3% | -17.5% | -22.4% | 27.3% | 2.0% | 8.1% | -30.0% |

San Diego County: Single-family Homes Sales Price/Listing Price Ratio



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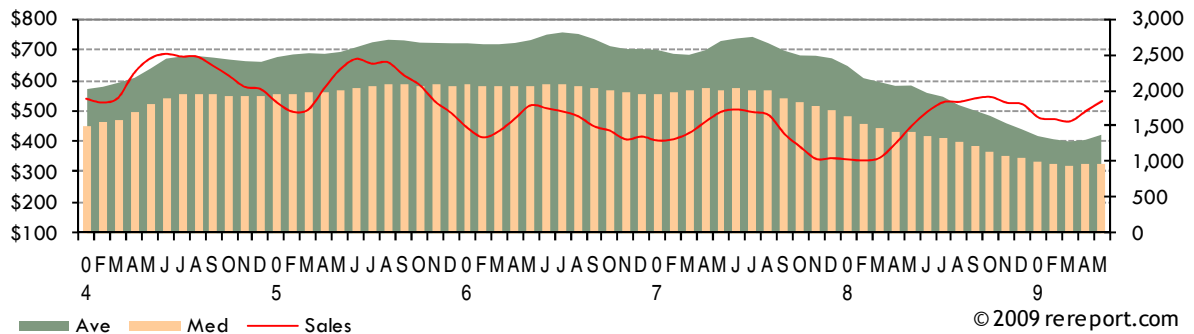
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San Diego County Homes: Prices & Sales
(3-month moving average — price in \$000's)



(Continued from page 3)

Yun cautions that the reporting sample for pending home sales is smaller than that of existing-home sales, so it is subject to greater variability. "In addition, the relationship between contracts on pending home sales and closings on existing-home sales is taking longer than in the past for several reasons," he said. "Mortgage processing time has increased, it is

taking many months to close on those homes requiring short sales with lender approval, and some sales are falling through at the last moment."

The total number of existing-home sales is expected to improve but with dramatic local market variation in the timing of recovery. "The market has already bottomed in some areas, but this is an unusual housing cycle with some areas

improving rapidly while others languish or decline," Yun said.

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