



Fox & Roach,
REALTORS®



Patt, White
Real Estate

HomeExpert Market Watch 2009

Salem County, NJ

RESEARCH DIVISION

The numbers listed below represent the current market conditions. Despite the slow down after record-breaking years, home sales remain strong. The trends indicate that home sellers need to be more careful in how they price their property and might experience a somewhat longer than expected marketing time.

Conversely, buyers will now have a larger inventory from which to select their new home and interest rates remain at very low, affordable levels.

Marketplace Statistics, Second Quarter

Homes for Sale

| | | |
|----------------|-----|----------|
| June 2008..... | 790 | ▼ -4% |
| June 2009..... | 762 | |

Median Sale Price

| | | |
|----------------|-----------|-----------|
| June 2008..... | \$199,900 | ▼ -10% |
| June 2009..... | \$179,900 | |

Months Supply of Inventory*

| | | |
|----------------|-------------|-----------|
| June 2008..... | 15.9 months | ▼ -11% |
| June 2009..... | 14.2 months | |

Homes Sold Year-to-Date

| | | |
|---------------------------|-----|----------|
| Second Quarter, 2008..... | 217 | ▼ -7% |
| Second Quarter, 2009..... | 201 | |

Homes Under Contract Year-to-Date

| | | |
|---------------------------|-----|----------|
| Second Quarter, 2008..... | 239 | ▲ +5% |
| Second Quarter, 2009..... | 252 | |

Average Days on Market

| | | |
|----------------|-----|----------|
| June 2008..... | 112 | ▲ +1% |
| June 2009..... | 113 | |

This HomeExpert Market Watch Report is intended to give you some key performance indicators to help you see, at a glance, what is happening in the current real estate market. In order to get a more precise determination of how much your home is worth, consult your Agent for a complete, competitive market analysis and a comprehensive marketing plan.

* Months Supply of Inventory – how many months it would take to sell the inventory (homes for sale) based on the rate of sales (homes sold).
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