

Real Estate Sales Summary – February 2009

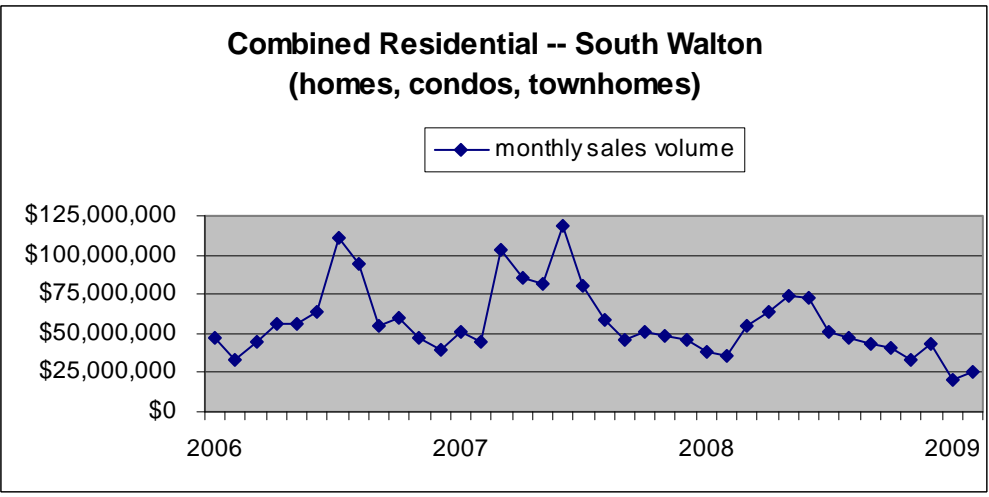
by Murray Balkcom, GRI, Realtor
 Coldwell Banker United, Realtors
 based on the sales reported to Emerald Coast Association of Realtors

Spring is on the way, and we saw some positive numbers for Feb sales. Prices continue to tick downward, and we are seeing more volume in total sales dollars. Residential lots saw a slight increase in Median Sales Price, but don't give that much weight, as the total number of sales was too low for it to be a good statistical sampling. Feel free to call with any questions.

Call or Text: 850-830-2475
 Fax: 850-622-1076
murraybalkcom@yahoo.com

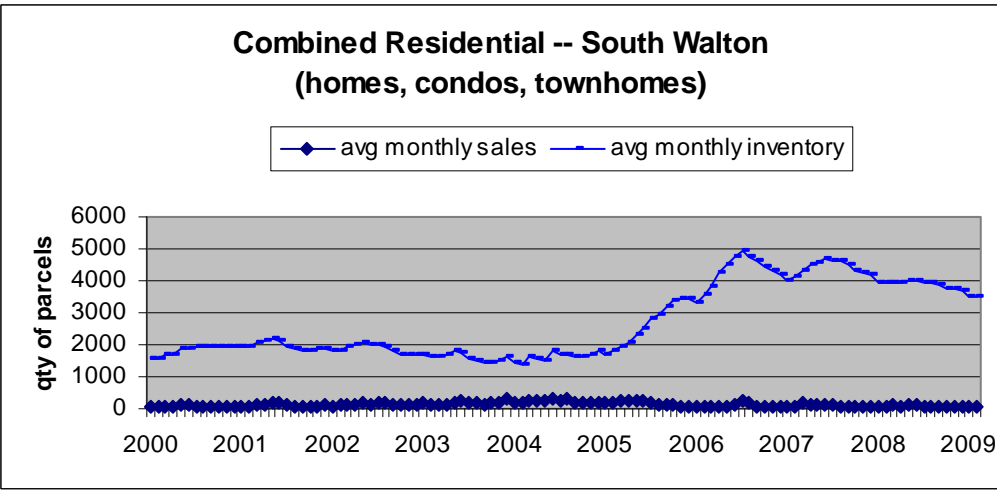
43 Cassine Way, Suite 103
 Seagrave Beach, Florida
 32459

Thank you to all who helped my office receive a 100% Customer Service Rating for 2008!



Sold: \$25,253,400 ↑

IS CASH REALLY KING? 35% of the condos, townhomes and single family homes sold in our area during the month of February were cash sales. However, on average, **buyers using conventional financing negotiated 20% off the list price, where cash buyers on average, negotiated only 13% off the list price.**



Sold: 64
 Current Inventory: 3433 ↑

- FEATURED PROPERTIES**
- Lot 8, SilverLeaf Ln **Pending**
 Pt Washington
 \$35,000
 - [Lot 13 Daisy Dr](#) & [14 Daisy Dr](#)
 Pt Washington
 \$30,000 each
 - [Lot 4A, Maple St](#)
 Gulfview Heights
 \$125,000
 - [Lot 16C, Cassine Gardens Cir](#)
 Seagrave Beach
 \$219,000
 - 115 Georgie St **SOLD!!!**
 Pt Washington
 \$198,000
- [Sign up for my monthly real estate sales report.](#)

For residential & commercial building, remodeling, upgrades, maintenance ideas and quotes, contact:

Lee Balkcom (brother)
Contractor
LeeBalkcom@yahoo.com
 Balkcom Construction Co., LLC
 RB29003454

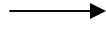
For all your lending needs:
Lee Ann Arrigo
 Mortgage Advisor
 Coldwell Banker Mortgage
 850-803-5626

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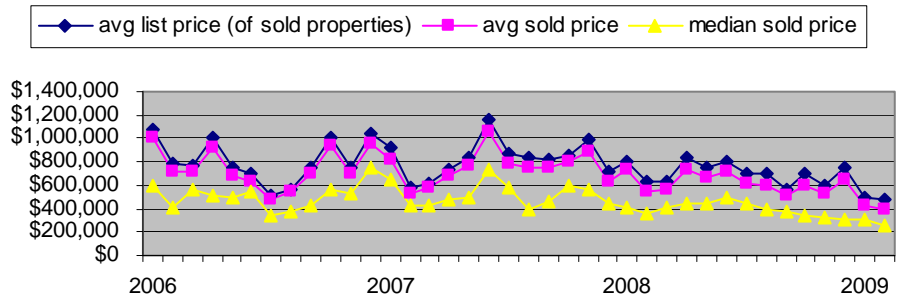


If you know someone with real estate needs, please forward their contact information to me and I will assist them. Thanks to everyone who puts their trust and confidence in me. I appreciate your business, past, present and future!

Avg List Price of sold properties: \$477,256
 Avg Sold Price: \$394,584
 Median Sold Price: \$255,950



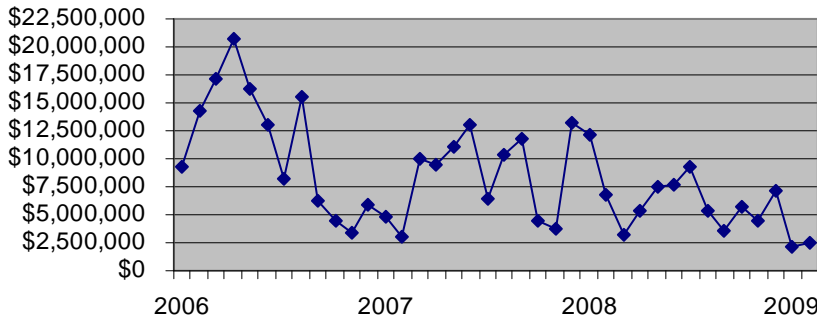
Combined Residential – South Walton (homes, condos, townhomes)



RESIDENTIAL LAND — February 2009

WHAT CASH BUYERS DON'T KNOW: Only 12.5% of lot buyers in our area during the month of February, used conventional financing, while 75% were cash buyers. **Buyers using conventional financing negotiated an average of 23% off of the list price. Cash buyers on average, negotiated a mere 10% off the list price.**

Residential Land Sales - South Walton monthly sales volume



If you have questions about the summary or data, I welcome the opportunity to speak directly with you. Please feel free to contact me, directly. For anyone wanting more detailed data of particular areas or types of properties, please refer to my spreadsheets showing specific data back to 1998, and of course, if you don't have that data, please ask to be included in my monthly mail-outs. Your email address will remain confidential.

As always, if you would like to subscribe to my monthly mail-outs, please ask. At anytime, if you wish to be removed from my mail-outs, simply ask.

Please consider allowing me to earn your real estate business.

Best Regards,

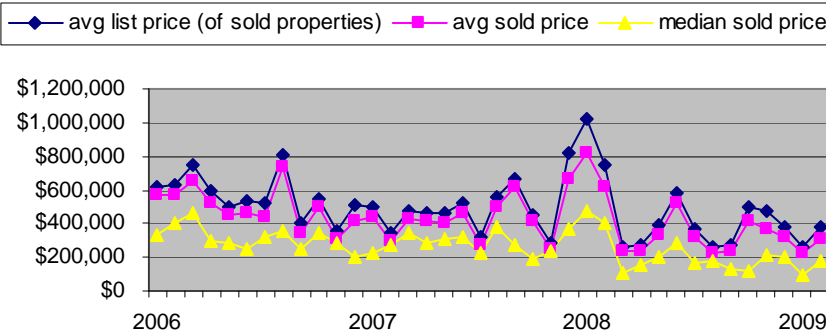
Murray
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Avg List Price of sold properties: \$ 377,800
 Avg Sold Price: \$ 307,112
 Median Sold Price: \$179,500

Sold: 8
 Current Inventory: 1711



Residential Land -- South Walton



Residential Land -- South Walton

