

**100% Customer Service Rating for 2008!**

**Real Estate Sales Summary – April 2009**

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

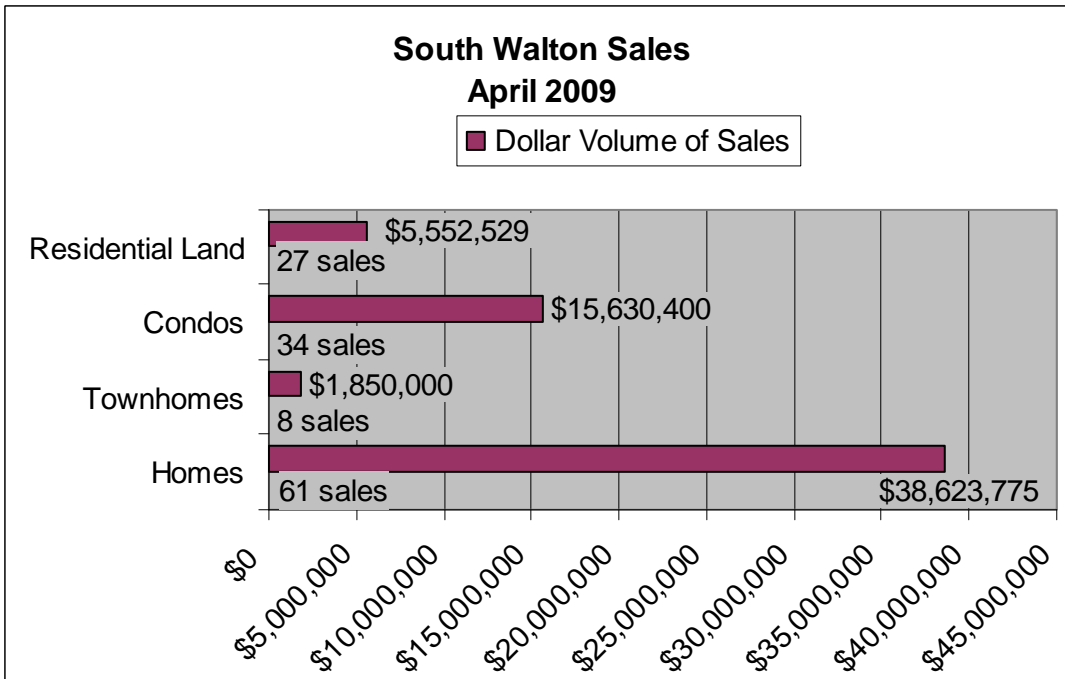
Overall, for the month of April, we continued to see some good numbers in sales. Combining **homes, condos, & townhomes**, in the area of South Walton, we saw the quantity of sales remain stable with 102 reported sales, compared to 103 sales in March. However, dollar sales volume increased 21% over March, showing **\$55.3 million in sales**, now showing four continuous months of similar increase. This is not too different than the growth we saw in 2008 at the beginning of the year, which tapered off beginning in July.

Comparing this year to 2008, for the period of Jan 1—Apr 30, we are down by about \$40 million in sales volume in this combined category for the same area. Looking at annual comparisons for **residential land** in all of South Walton, we see similar down-trend, with the dollar volume being down 43%. However, April reports show a slight increase in dollar volume over last months sales (residential lots), and a **59% increase in quantity of sales**.

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- FEATURED PROPERTIES**
- Lot 8, SilverLeaf Ln **SOLD!!!**  
Pt Washington  
\$35,000
  - [Lot 13 Daisy Dr](#) & [14 Daisy Dr](#)  
Pt Washington  
\$30,000 each
  - [Lot 4A, Maple St](#) **REDUCED!**  
Gulfview Heights  
\$99,000
  - [Lot 16C, Cassine Gardens Cir](#)  
Seagrave Beach  
\$219,000
  - [Cassine Station, #403](#) **NEW!**  
Seagrave Beach  
\$385,000
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**Bought with Cash:**  
 66 % of residential lots  
 49 % of condos  
 38 % of town homes  
 48% of homes

**Homes, Town Homes & Condos (South Walton)**  
 Average Sales Price: 88.9% of list price  
 Average Days on Market: 271  
 Inventory: 3501

**Residential Lots (South Walton)**  
 Average Sales Price: 84.5% of list price  
 Average Days on Market: 312  
 Inventory 1705

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

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Being that Homes (detached) outsold every other category, I will direct our focus to homes, though I must remind buyers, that some of the best values may be those properties which aren't





Best regards,

Murray

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**Murray Balkcom, Realtor, GRI**  
*Shaping the Earth!*