

Murray Balkcom, Realtor, GRI

Shaping the Earth!



100% Customer Service Rating for 2002-2008!

South Walton Real Estate Sales — May 2009

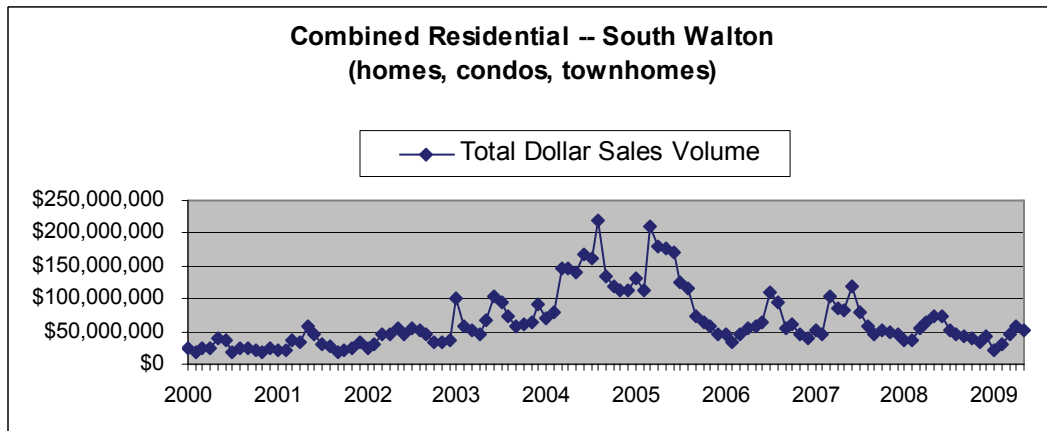
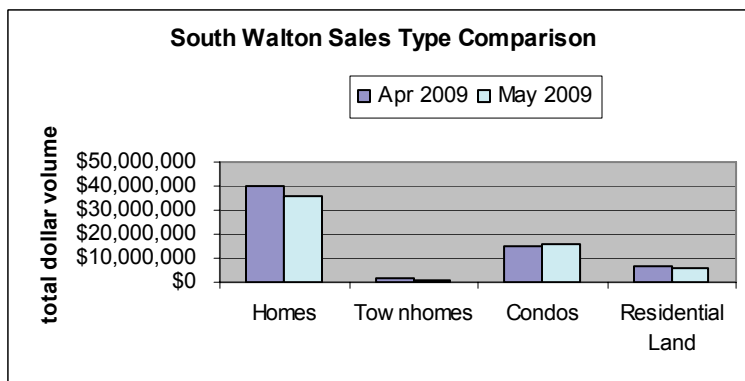
Whether you are looking to buy, or sell, real estate, you need a knowledgeable Realtor who knows the local market, but who also

keeps a pulse on the market. What's selling? What's not selling? When you decide to work with a Realtor, I sincerely hope that you will select me to assist you with your real estate needs. I build my business, one customer at a time.

Homes Outpace Other Categories for May 2009

Sales reports for May 2009 show Homes outselling Town Homes, Condos, and Residential Lots for South Walton. The graph above compares April to May, and shows that sales (dollar volume) were off slightly, except for Condos, which have seen five consecutive months of increases in total sales volume. Overall, inventory has continued to decrease slightly for the last two years. Along with that decrease, we have also seen a downward trend in median price over the last 24 months.

Cash Sales: Residential Lots - 75% Detached Homes - 29%



On average, sales price of Homes, Town Homes, and Condos, was 81% of the list price. However, remember that the better-priced property owners are less willing to

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FEATURED PROPERTIES

[LOT 13 DAISY DR & 14 DAISY DR](#)

PT WASHINGTON

\$30,000 EACH

[LOT 4A, MAPLE ST](#) **SHORT SALE!**

GULFVIEW HEIGHTS

\$99,000

[CASSINE STATION, #403](#) **GULF VIEW**

SEAGROVE BEACH

\$385,000

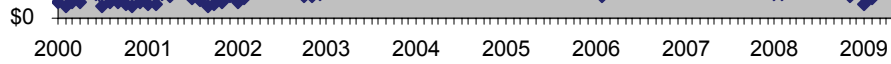
For residential & commercial building, remodeling, upgrades, maintenance ideas and quotes, contact:

Balkcom Construction Co., LLC

RB29003454

Lee Balkcom (brother)

Contractor



On average, sales price of Homes, Town Homes, and Condos, was 81% of the list price. However, remember that the better-priced property owners are less willing to negotiate because some demand is present. While these better-priced property owners may be a little tighter on their selling price, some of the over-priced property owners are much more willing to negotiate price. Don't take the average sales "discount" price to base your offer price, because each listing is totally different. If you do that on the "priced-to-move" listings, you better be willing to let them go, because they probably will, ... to someone else.

The sales data in my report is primarily compiled from Emerald Coast Association of Realtors and thought to be reliable, but not guaranteed.

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