

# Murray Balkcom, Realtor, GRI

*Shaping the Earth!*



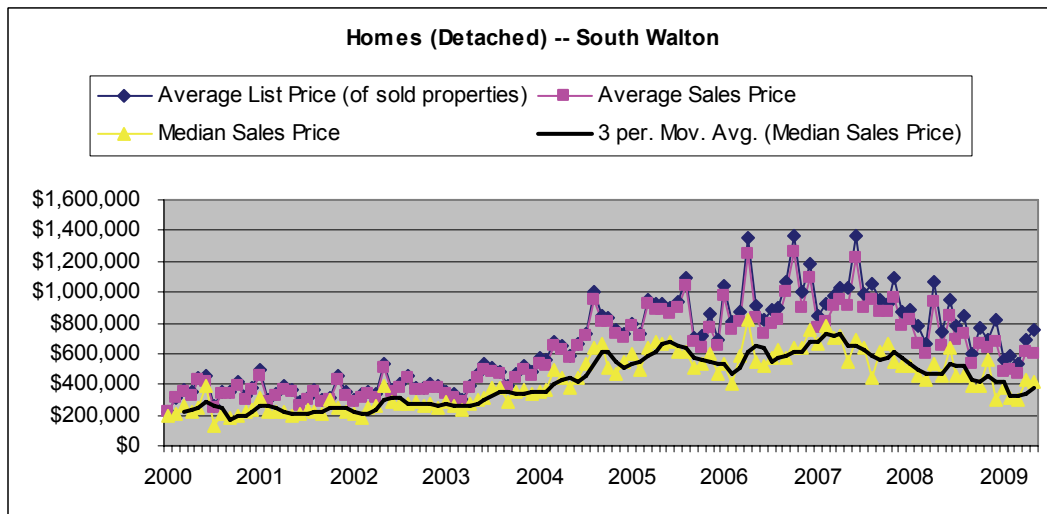
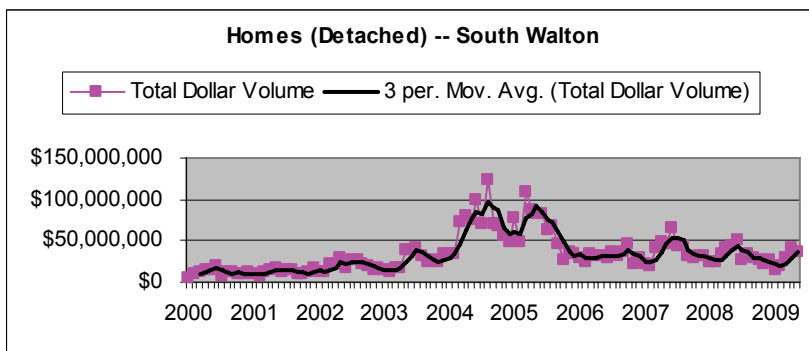
**100% Customer Service Rating for 2002-2008!**

## SOUTH WALTON HOME 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.

### Stats

**61 Sales**  
**29% Cash**  
**Total Sales Volume: \$36.1 million**  
**Median Sales Price: \$420,000**  
**Average Sale Price as percentage of List Price: 78%**



New Listings: 137..... Median Price: \$725,000  
 Contingent: 125..... Median Price: \$399,000  
 Pending: 84..... Median Price: \$461,750  
 Sold: 61..... Median Price: \$420,000

These numbers show why inventory is slowly decreasing — there are more listings selling or expiring, than there are new listings coming on the market. One number to notice is that while the median sold price is \$420,000, the withdrawn, expired, and new listing median

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### FEATURED PROPERTIES

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

PT WASHINGTON

\$30,000 EACH **GREAT BUY!**

[LOT 4A, MAPLE ST](#)

GULFVIEW HEIGHTS

\$99,000 **SHORT SALE**

[CASSINE STATION, #403](#)

SEAGROVE BEACH

\$385,000 **GULF VIEW**

[LOT 15 BIRCH STREET](#)

GULFVIEW HEIGHTS

\$165,000

**SOLD!**

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

New Listings: 137..... Median Price: \$725,000  
Contingent: 125..... Median Price: \$399,000  
Pending: 84..... Median Price: \$461,750  
Sold: 61..... Median Price: \$420,000  
Withdrawn: 83..... Median Price: \$629,000  
Expired: 109..... Median Price: \$645,000

These numbers show why inventory is slowly decreasing — there are more listings selling or expiring, than there are new listings coming on the market. One number to notice is that while the median sold price is \$420,000, the withdrawn, expired, and new listing median prices are well above that \$420,000 level which is selling. If you are selling, it would make sense to know what is selling, and get close with your asking price, otherwise, your listing is likely to expire, unsold. Looking at

the 3-month moving average of median sold prices (black line in the graph above), we see a slight up-turn over the last two months, but it doesn't justify the higher prices of those new listings.

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

**remodeling, upgrades,  
maintenance**  
**ideas and quotes, contact:**

**Balkcom Construction Co., LLC**

RB29003454

**Lee Balkcom (brother)**

**Contractor**

**LeeBalkcom@yahoo.com**

**850-814-3002**

**Bob Glaze**

National Property Inspectors

850-865-6525

**Lee Ann Arrigo** *Mortgage Advisor*

Coldwell Banker Mortgage

850-803-5626



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