

# NEWS FROM FRED SANCHEZ YOUR REAL ESTATE EXPERT . . .



Your Biggest Investment is probably your home.

Choosing your Real Estate Professional is a big decision. I have all of the qualifications to help you achieve Real Estate Success.

Call today for a no-obligation meeting to discuss your needs. You'll be glad you did!

Call: 360.607.5217



**FRED SANCHEZ, BROKER**  
**Realtor®, ABR, CRS, GRI**  
*Trusted Clark County Realtor®*

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## Fred Sanchez the Realty Expert for All Your Real Estate Needs

- **Comparative Market Analysis** ... analyze recent sales and current listings
- **Multiple Listing Service** ... encompasses Clark County and the Portland Metro area
- **Custom Yard Signage** ... professionally installed signs and flyer box; my direct number on sign
- **Digital Lockbox** ... identifies and tracks all real estate agents and buyers that enter your home
- **Custom Color Flyers** ... professionally finished unlimited full color flyers
- **Personalized Web Site** ... with a virtual photo gallery
- **Web-Based Promotion - Internet Web Sites** ...
  - RMLS.com
  - ListWithFred.com
  - craigslist.org
  - Realtor.com
  - All Major Real Estate Web Sites
  - Zillow.com
  - SWWArealtyExecutives.com
  - Trulia.com
- **Home Showings/HomeFeedback.com** ... follow-up on all showings; automated home feedback
- **Market Snapshot** ... for your neighborhood
- **Full Representation** ... Handle All Negotiations, Inspections, Disclosures Until Close of Sale
- **Highest Level of Service** ... with client's interest at heart!

## RMLS - Residential Market Highlights

December 2009 Reporting Period

Clark County		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time**
2009	December	523	356	422	244,400	211,600	145
	Year-to-Date	10,060	5,492	5,077	237,800	211,500	156
2008	December	576	266	285	257,700	232,300	173
	Year-to-Date	13,063	4,595	4,461	278,300	242,000	150

**December Residential Highlights** Same-month sales activity continued to grow in Clark County this December. Compared to December 2008, closed sales increased 48.1% and pending sales were up 33.8%. New listings fell 9.2%. On the other hand, when comparing December 2009 and November 2009, closed sales fell 10% (422 v. 469). Pending sales dropped 12.5% (356 v. 407). New listings decreased 29.2% (523 v. 739). At the month's rate of sales the 3,212 active residential listings would last approximately 7.6 months.

**2009 Summary** Comparing 2009 sales activity with that of 2008, closed sales increased 13.8% and pending sales were up 19.5%. New listings fell 23%. See year-to-date totals in the residential highlights table below. Total sales volume for 2009 was \$1.2 billion, which matches the total from 2008.

**Sale Prices** The average sale price for December 2009 was down 5.2% compared to December 2008, while the median sale price dropped 8.9%. See residential highlights table below. Month-to-month, the average sale price and median sale price were up when compared with November levels; the average sale price rose 10.5% (\$244,400 v. \$221,100) and the median sale price was up 6.6% (\$211,600 v. \$198,500). For the year, the average sale price dropped 14.6% compared to 2008. The median sale price fell 12.6%. See table above.

### Inventory in Months\*

	2006	2007	2008	2009
January	5.3	9.7	17.0	21.0
February	4.5	7.8	14.6	18.6
March	3.8	7.0	11.9	11.7
April	4.8	7.2	12.4	11.9
May	4.2	7.1	12.6	11.1
June	4.7	6.8	12.6	7.9
July	6.1	7.6	12.7	7.3
August	5.9	7.7	12.7	8.0
September	6.4	12.0	12.7	7.6
October	7.2	11.4	13.7	6.4
November	7.0	11.0	16.9	7.3
December	7.0	12.7	14.8	7.6

\*Inventory in Months is calculated by dividing the Active Listings at the end of month by the number of closed sales for that month.

\*\*Total Market Time is the number of days from when a property is listed to when an offer is accepted on that same property. If a property is re-listed within 31 days, Total Market Time continues to accrue; however, it does not include the time that it was off the market.



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*Call anytime for a no-obligation discussion of your Real Estate needs.*

*Call: 360.607.5217*



*If you are thinking of buying or selling a home in the near future, call Fred for a personal interview and property assessment with no obligation.*

This is not intended as a solicitation if your property is currently listed with another agent.

**SMART INVESTORS STILL INVEST IN REAL ESTATE**

Now is one of the best times in history to invest in real estate. The recovery of the real estate market is picking up momentum, which provides an incredible opportunity for investors.

With combined low interest rates and low prices, **now** is the time to jump into the market. Real estate is a solid investment that you can see and feel—and it's the number one source of long-term wealth for many Americans.

Can the average person become a real estate investor? You bet! The key is to know the right investments to make – the investment that “fits” you. Real estate investing is all about your personality.

For example, there are people who should never be landlords. They just don't have the tolerance level required to evict somebody for non-payment of rent. Don't fool yourself into thinking you could be a landlord if you don't have it in you.

There are other people who love the idea of investing in vacation rental homes. All they do is place the vacation rental with a management company who takes care of everything. Then, they just sit back and wait for their checks.

Again, this type of investing is not for everybody. Some people don't like the idea of not being able to keep their things in a vacation home permanently. They think it starts to feel more like a hotel than a home. These people shouldn't bother with vacation rentals.

Other people love the idea of investing in land, new construction, or commercial real estate. Each has their varying degrees of difficulty and each requires a different personality.

Whatever your personality, now is the time to think about getting back into real estate investing because this period in history will prove to be an amazing opportunity for the smart real estate investor.

Want to know more about the different types of real estate investments in your neighborhood? Just give me a call at (360) 607-5217 or send an email to Fred@ListWithFred.com. I'll help you figure out what investment fits your unique personality.

***Call or email Fred anytime for a no-obligation discussion of your Real Estate needs.  
 360.607.5217 --- Fred@ListWithFred.com***