

Absorption Rates around the United States As of November 15, 2007

What is the hottest real estate market in the United States for sellers?

Seattle WA
Judy Nice
Wendemere Real Estate

Seattle WA

- Sold homes in last 12 months 33,924
- Monthly Absorption Rate 2,827
- Number of homes on the market 13,750

- Months Supply on the market 4.9

Is it a Buyers or Sellers Market?
Seattle WA

6 Month Market Trend

- Sold homes in last 6 months 18,194
- Monthly Absorption Rate 3,032
- Number of homes on the market 13,750

- Months Supply on the market 4.5

Is it a Buyer's or a Seller's Market?

Seattle WA

3 Month Market Trend

- Sold homes in last 3 months 7,846
- Monthly Absorption Rate 2,615
- Number of homes on the market 13,750

- Months Supply on the market 5.25

What is the market doing?
 Odds of your House Selling
 Seattle WA

- Closed in last 6 months 18,194
- Divided by
- Number of new listings 23,249
- Odds of Your House Selling 78%

This is the highest odds of selling I have found in the last 7 years of researching markets all over the United States!

Las Vegas NV
 Jim Barrett
 C-21 Barrett Real Estate

Las Vegas NV

- Sold homes in last 12 months 20,801
- Monthly Absorption Rate 1,733
- Number of homes on the market 29,834

- Months Supply on the market 17

Is it a Buyers or Sellers Market?
 Las Vegas NV
 6 Month Market Trend

- Sold homes in last 6 months 9,819

•Monthly Absorption Rate	1,636
•Number of homes on the market	29,834
•Months Supply on the market	18

Is it a Buyer's or a Seller's Market?

Las Vegas NV

3 Month Market Trend

•Sold homes in last <u>3</u> months	4,154
•Monthly Absorption Rate	1,385
•Number of homes on the market	29,834
•Months Supply on the market	21.5

What is the market doing?

Las Vegas NV

Odds of your House Selling

•Closed in last <u>6</u> months	9,819
Divided by	
• Number of new listings	62,885
•Odds of Your House Selling	15%

Madison
Wisconsin
David Stark
Stark and Company REALTORS

Madison WI

•Sold homes in last <u>12</u> months	8,107
•Monthly Absorption Rate	675
•Number of homes on the market	6,757
•Months Supply on the market	10

Is it a Buyers or Sellers Market?

Madison WI

6 Month Market Trend

•Sold homes in last <u>6</u> months	4,818
•Monthly Absorption Rate	803
•Number of homes on the market	6,757
•Months Supply on the market	8.4

Is it a Buyer's or a Seller's Market?

Madison WI

3 Month Market Trend

•Sold homes in last <u>3</u> months	1,793
•Monthly Absorption Rate	598
•Number of homes on the market	6,757
•Months Supply on the market	11.3

What is the market doing?

Madison WI

Odds of your House Selling

•Closed in last <u>6</u> months	4,818
Divided by	
• Number of new listings	8,644
•Odds of Your House Selling	55%

Nashville
Tennessee
Bud George
Bob Parks Realty

Nashville TN

•Sold homes in last <u>12</u> months	13,665
•Monthly Absorption Rate	1,138

•Number of homes on the market 7,298

•Months Supply on the market 6.4

Is it a Buyers or Sellers Market?

Nashville TN

6 Month Market Trend

•Sold homes in last 6 months 7,351

•Monthly Absorption Rate 1,225

•Number of homes on the market 7,298

•Months Supply on the market 5.9

Is it a Buyer's or a Seller's Market?

Nashville TN

3 Month Market Trend

•Sold homes in last 3 months 3,129

•Monthly Absorption Rate 1,043

•Number of homes on the market 7,298

•Months Supply on the market 7

What is the market doing?

Nashville TN

Odds of your House Selling

•Closed in last 6 months 7,351

Divided by

• Number of new listings 15,437

•Odds of Your House Selling 47%

Reno/ Sparks
Nevada
Joyce Emory
Dickson Realty

Reno/ Sparks NV

•Sold homes in last <u>12</u> months	3,448
•Monthly Absorption Rate	287
•Number of homes on the market	3,515
•Months Supply on the market	12.2

Is it a Buyers or Sellers Market?

Reno/ Sparks NV

6 Month Market Trend

•Sold homes in last <u>6</u> months	1,732
•Monthly Absorption Rate	289
•Number of homes on the market	3,515
•Months Supply on the market	12.1

Is it a Buyer's or a Seller's Market?

Reno/ Sparks NV

3 Month Market Trend

•Sold homes in last <u>3</u> months	746
•Monthly Absorption Rate	249
•Number of homes on the market	3,515
•Months Supply on the market	14.1

What is the market doing?

Reno/ Sparks NV

Odds of your House Selling

•Closed in last <u>6</u> months	1,732
Divided by	
• Number of new listings	6,493
•Odds of Your House Selling	26%

Lawrence Kansas
John Bush
Lawrence Realty

Lawrence Kansas

•Sold homes in last <u>12</u> months	1,351
•Monthly Absorption Rate	112
•Number of homes on the market	777
•Months Supply on the market	6.9

Is it a Buyers or Sellers Market?

Lawrence Kansas

6 Month Market Trend

•Sold homes in last <u>6</u> months	839
•Monthly Absorption Rate	140
•Number of homes on the market	777
•Months Supply on the market	5.5

Is it a Buyer's or a Seller's Market?

Lawrence Kansas

3 Month Market Trend

•Sold homes in last <u>3</u> months	255
•Monthly Absorption Rate	85
•Number of homes on the market	777
•Months Supply on the market	9.1

What is the market doing?

Lawrence Kansas

Odds of your House Selling

•Closed in last <u>6</u> months	839
Divided by	

- Number of new listings 1,977
- Odds of Your House Selling 42%

Chicago
 Metropolitan Area
 Joan Murphy
 Starck REALTORS®

Chicago

- Sold homes in last 12 months 91,122
- Monthly Absorption Rate 7,593
- Number of homes on the market 90,628
- Months Supply on the market 12

Is it a Buyers or Sellers Market?
 Chicago

6 Month Market Trend

- Sold homes in last 6 months 39,034
- Monthly Absorption Rate 6,505
- Number of homes on the market 90,628
- Months Supply on the market 14

Is it a Buyer's or a Seller's Market?

Chicago

3 Month Market Trend

- Sold homes in last 3 months 11,807
- Monthly Absorption Rate 3,935
- Number of homes on the market 90,628
- Months Supply on the market 23

What is the market doing?

Chicago

Odds of your House Selling

•Closed in last 6 months 39,034

Divided by

• Number of new listings 124,072

•Odds of Your House Selling 31%

Delaware

Barbara Heilman, CRS

Mike Selvaggio, CRS

Delaware Homes, Inc

Delaware

•Sold homes in last 12 months 8,906

•Monthly Absorption Rate 742

•Number of homes on the market 6,582

•Months Supply on the market 8.9

Is it a Buyers or Sellers Market?

Delaware

6 Month Market Trend

•Sold homes in last 6 months 4,683

•Monthly Absorption Rate 780

•Number of homes on the market 6,582

•Months Supply on the market 8.4

Is it a Buyer's or a Seller's Market?

Delaware

3 Month Market Trend

•Sold homes in last 3 months 2,153

- Monthly Absorption Rate 718
- Number of homes on the market 6,582

- Months Supply on the market 9.1

What is the market doing?

Delaware

Odds of your House Selling

- Closed in last 6 months 4,683

Divided by

- Number of new listings 9,296
- Odds of Your House Selling 50%

Colorado Springs
Chandra Hall, CRS

Colorado Springs

- Sold homes in last 12 months 11,591
- Monthly Absorption Rate 966
- Number of homes on the market 7,698

- Months Supply on the market 7.9

Is it a Buyers or Sellers Market?

Colorado Springs

6 Month Market Trend

- Sold homes in last 6 months 6,098
- Monthly Absorption Rate 1,016
- Number of homes on the market 7,698

- Months Supply on the market 7.6

Is it a Buyer's or a Seller's Market?

Colorado Springs
3 Month Market Trend

•Sold homes in last <u>3</u> months	2,619
•Monthly Absorption Rate	873
•Number of homes on the market	7,698
•Months Supply on the market	8.8

What is the market doing?

Colorado Springs
Odds of your House Selling

•Closed in last <u>6</u> months	6,098
Divided by	
• Number of new listings	13,945
•Odds of Your House Selling	43%

Charlotte NC
Gary Keizer
Helen Adams Realty
Charlotte NC

•Sold homes in last <u>12</u> months	35,109
•Monthly Absorption Rate	2,925
•Number of homes on the market	19,197
•Months Supply on the market	6.6

Is it a Buyers or Sellers Market?

Charlotte NC
6 Month Market Trend

•Sold homes in last <u>6</u> months	18,256
•Monthly Absorption Rate	3,042

•Number of homes on the market 19,197

•Months Supply on the market 6.3

Is it a Buyer's or a Seller's Market?

Charlotte NC
3 Month Market Trend

•Sold homes in last 3 months 8,148

•Monthly Absorption Rate 2,716

•Number of homes on the market 19,197

•Months Supply on the market 7

What is the market doing?

Charlotte NC

Odds of your House Selling

•Closed in last 6 months 18,256

Divided by

• Number of new listings 32,062

•Odds of Your House Selling 57%

Grants Pass
Oregon
Garrett Frey
Ninja Personal Coaching

Grants Pass OR

•Sold homes in last 12 months 3,364

•Monthly Absorption Rate 280

•Number of homes on the market 3,789

•Months Supply on the market 13.5

Is it a Buyers or Sellers Market?

Grants Pass OR

6 Month Market Trend

- Sold homes in last 6 months 1,774
- Monthly Absorption Rate 295
- Number of homes on the market 3,789

- Months Supply on the market 12.8

Is it a Buyer's or a Seller's Market?

Grants Pass OR

3 Month Market Trend

- Sold homes in last 3 months 782
- Monthly Absorption Rate 260
- Number of homes on the market 3,789

- Months Supply on the market 14.6

What is the market doing?

Grants Pass OR

Odds of your House Selling

- Closed in last 6 months 1,774
- Divided by
- Number of new listings Information not available

- Odds of Your House Selling

Quad Cities

Iowa

Davenport, Bettendorf, Eldridge

Mary Beth Chupka

Ruhl and Ruhl

Quad City IO

Davenport, Bettendorf, Eldridge et all

- Sold homes in last 12 months 3,934
- Monthly Absorption Rate 327
- Number of homes on the market 1,878

- Months Supply on the market 5.7

Is it a Buyers or Sellers Market?

Quad City IO

6 Month Market Trend

- Sold homes in last 6 months 2,264
- Monthly Absorption Rate 377
- Number of homes on the market 1,878

- Months Supply on the market 5

Is it a Buyer's or a Seller's Market?

Quad City IO

3 Month Market Trend

- Sold homes in last 3 months 1,075
- Monthly Absorption Rate 358
- Number of homes on the market 1,878

- Months Supply on the market 5.3

What is the market doing?

Quad City IO

Odds of your House Selling

- Closed in last 6 months 2264

Divided by

- Number of new listings Information not available
- Odds of Your House Selling

Andrew Monaghan
The Monaghan Group
Keller Williams Realty
Phoenix

•Sold homes in last <u>12</u> months	57,597
•Monthly Absorption Rate	4800
•Number of homes on the market	57,657
•Months Supply on the market	12

Is it a Buyers or Sellers Market?
Phoenix

6 Month Market Trend

•Sold homes in last <u>6</u> months	26,325
•Monthly Absorption Rate	4,388
•Number of homes on the market	57,657
•Months Supply on the market	13

Is it a Buyer's or a Seller's Market?

Phoenix

3 Month Market Trend

•Sold homes in last <u>3</u> months	10,746
•Monthly Absorption Rate	3,582
•Number of homes on the market	57,657
•Months Supply on the market	16

What is the market doing?

Phoenix

Odds of your House Selling

•Closed in last <u>6</u> months	26,325
Divided by	

• Number of new listings Information not available

•Odds of Your House Selling

Raleigh
North Carolina
Cynthia Peterson
York Simpson Underwood

Raleigh NC

•Sold homes in last <u>12</u> months	34,521
•Monthly Absorption Rate	2,876
•Number of homes on the market	17,656
•Months Supply on the market	6.1

Is it a Buyers or Sellers Market?

Raleigh NC

6 Month Market Trend

•Sold homes in last <u>6</u> months	18,913
•Monthly Absorption Rate	3,152
•Number of homes on the market	17,656
•Months Supply on the market	5.6

Is it a Buyer's or a Seller's Market?

Raleigh NC

3 Month Market Trend

•Sold homes in last <u>3</u> months	7,795
•Monthly Absorption Rate	2,598
•Number of homes on the market	17,656

•Months Supply on the market 6.7

What is the market doing?

Raleigh NC

Odds of your House Selling

•Closed in last 6 months 18,913

Divided by

• Number of new listings Information not available

•Odds of Your House Selling