

# Market Trends

by Albert M. Hairapetian



The  
**HAIRAPETIAN**  
Home Selling System

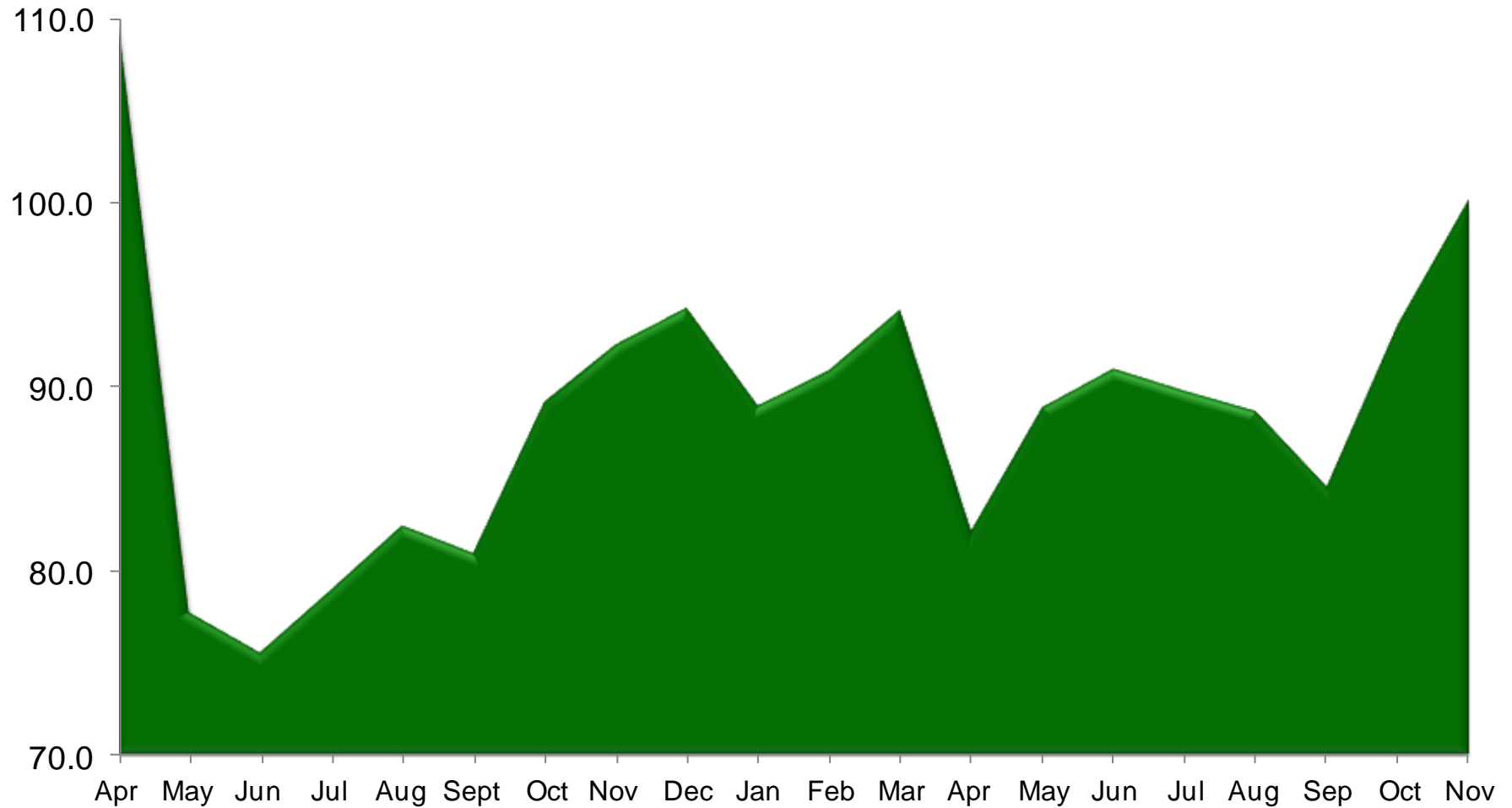
# Existing Home Sales

An abstract graphic on the left side of the slide. It features several 3D rectangular blocks of varying heights, colored in shades of red and black. The blocks are arranged in a row, with the tallest one on the right. White, wavy lines flow across the background, starting from the left and curving towards the right, creating a sense of movement and depth.

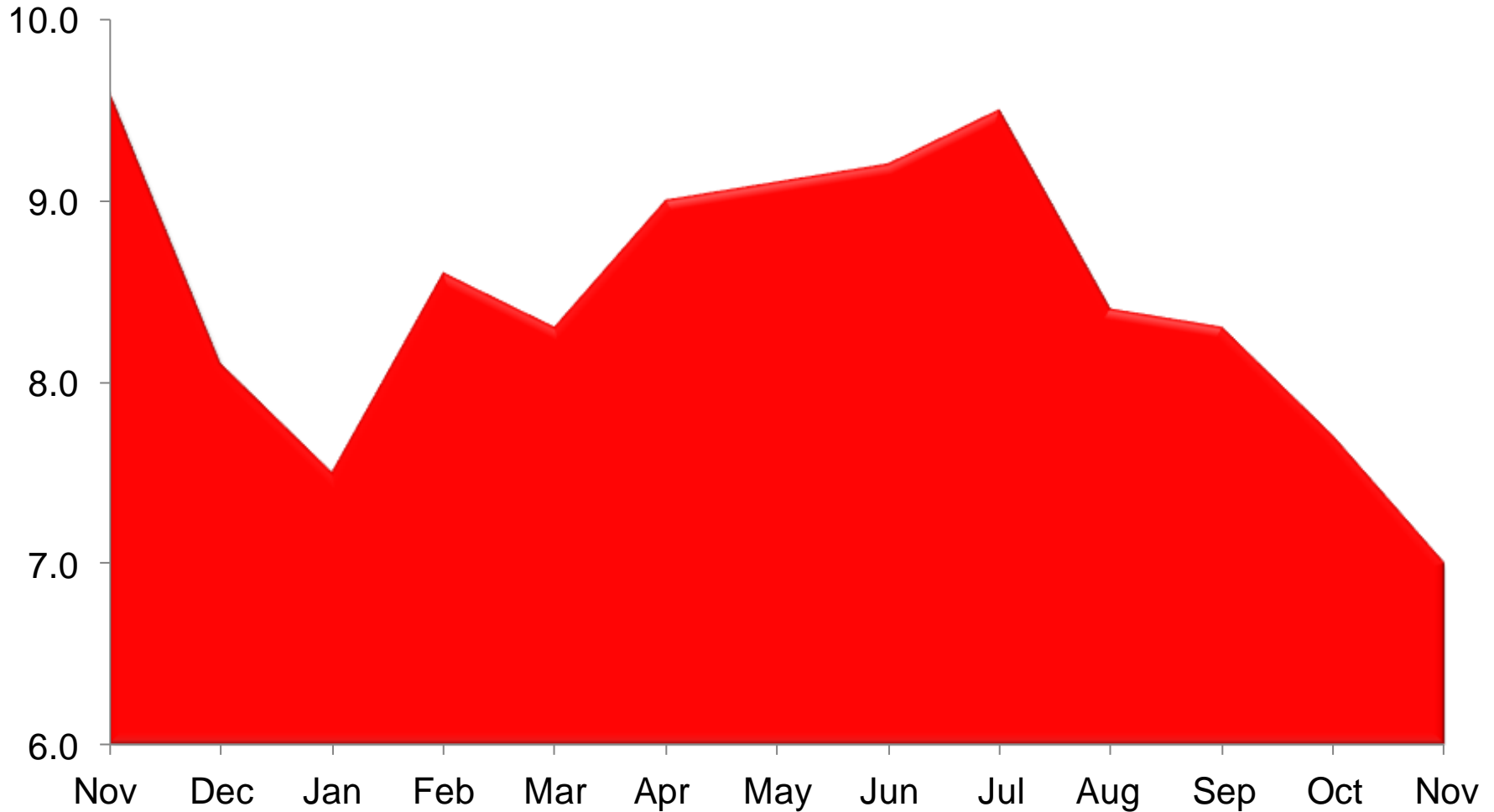
**12,109 Homes  
Sell Every Day**

**and 8,718 Buyers  
Receive a Mortgage**

# Pending Home Sales



# Month's Inventory of Homes for Sale

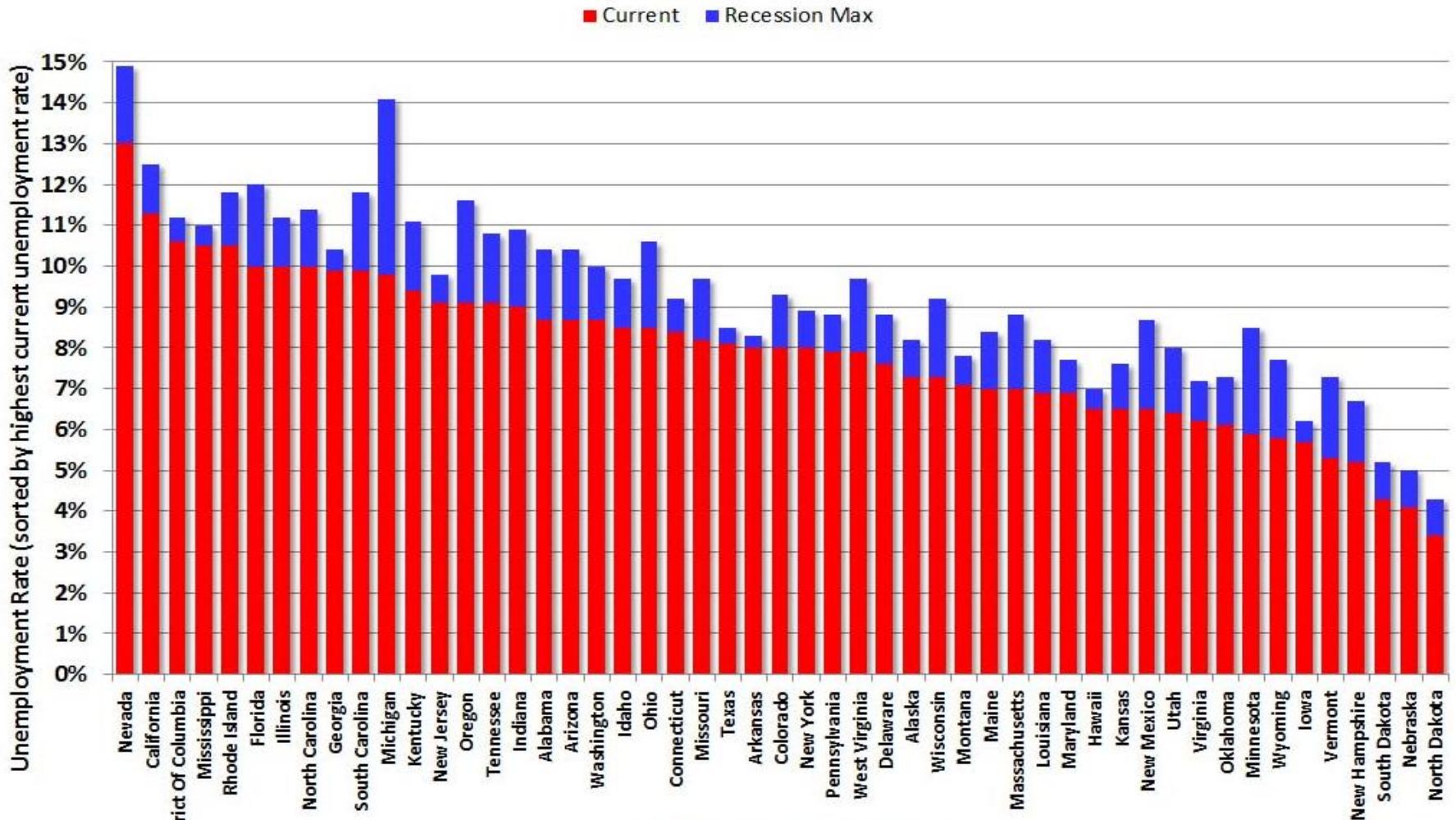


# Mortgage Rates - 30 year fixed



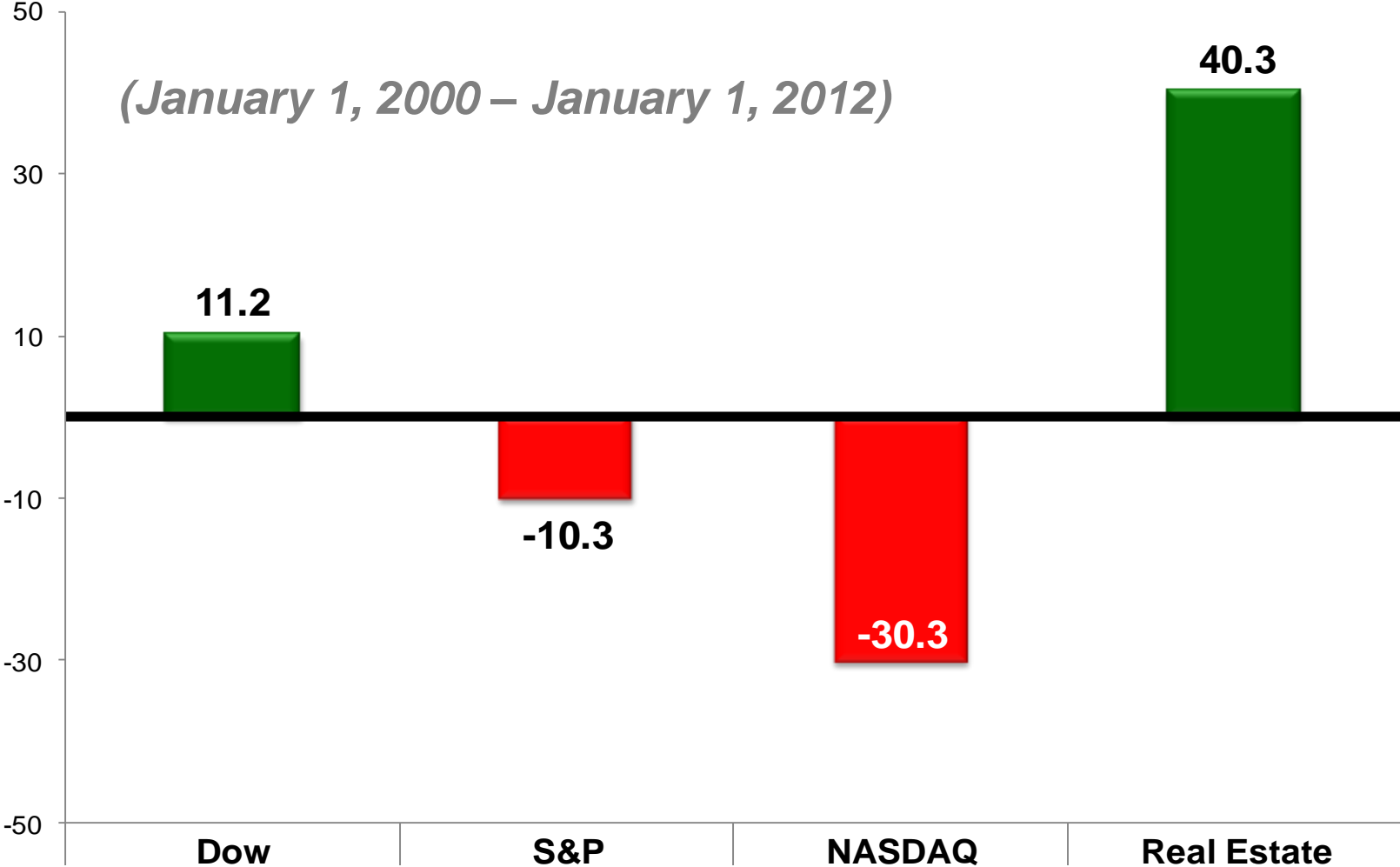
# Unemployment Improving - *Everywhere*

State Unemployment Rate: Current Rate and Max for 2007 Recession

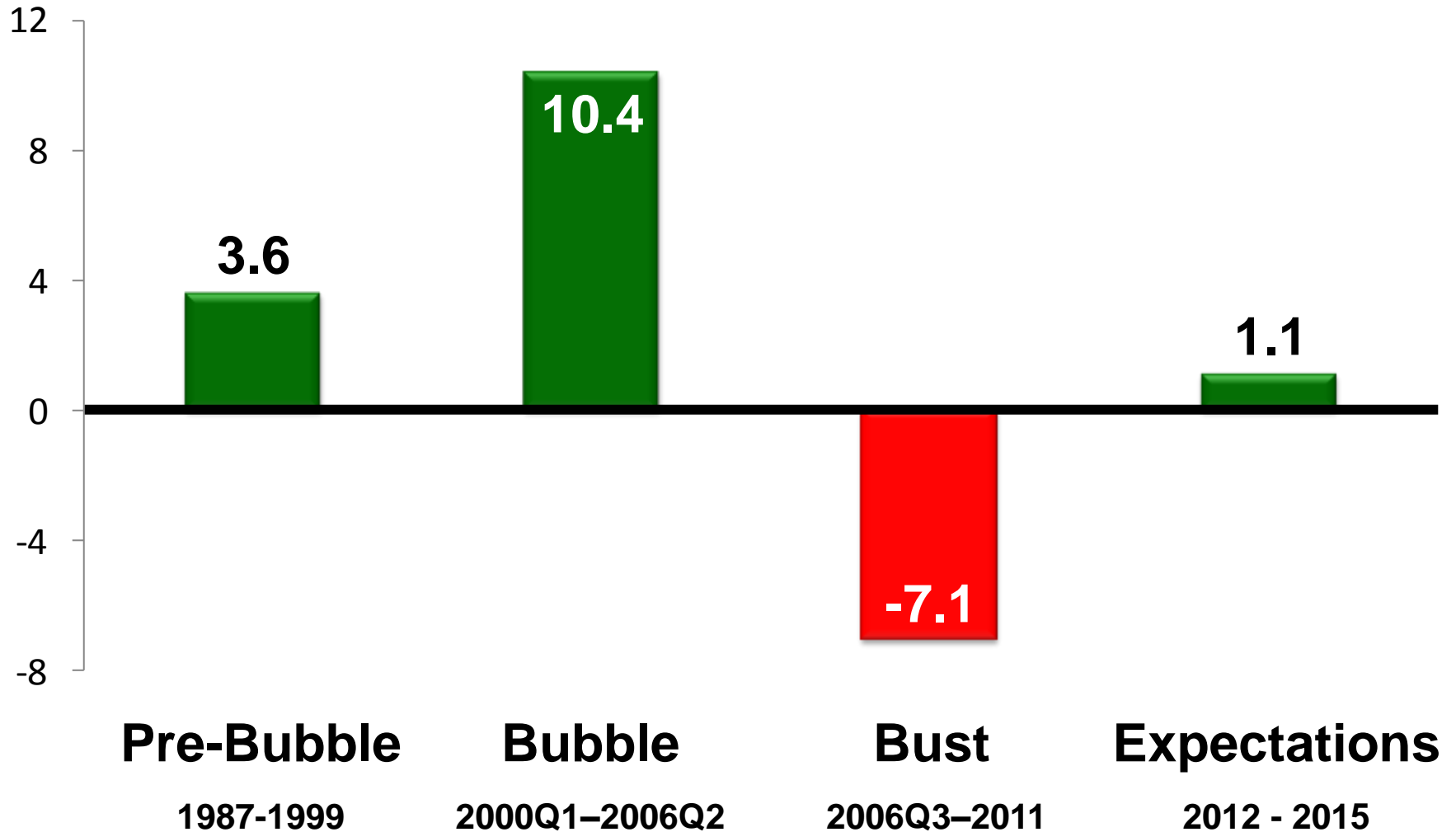


<http://www.calculatedriskblog.com/>

# Return on Investment



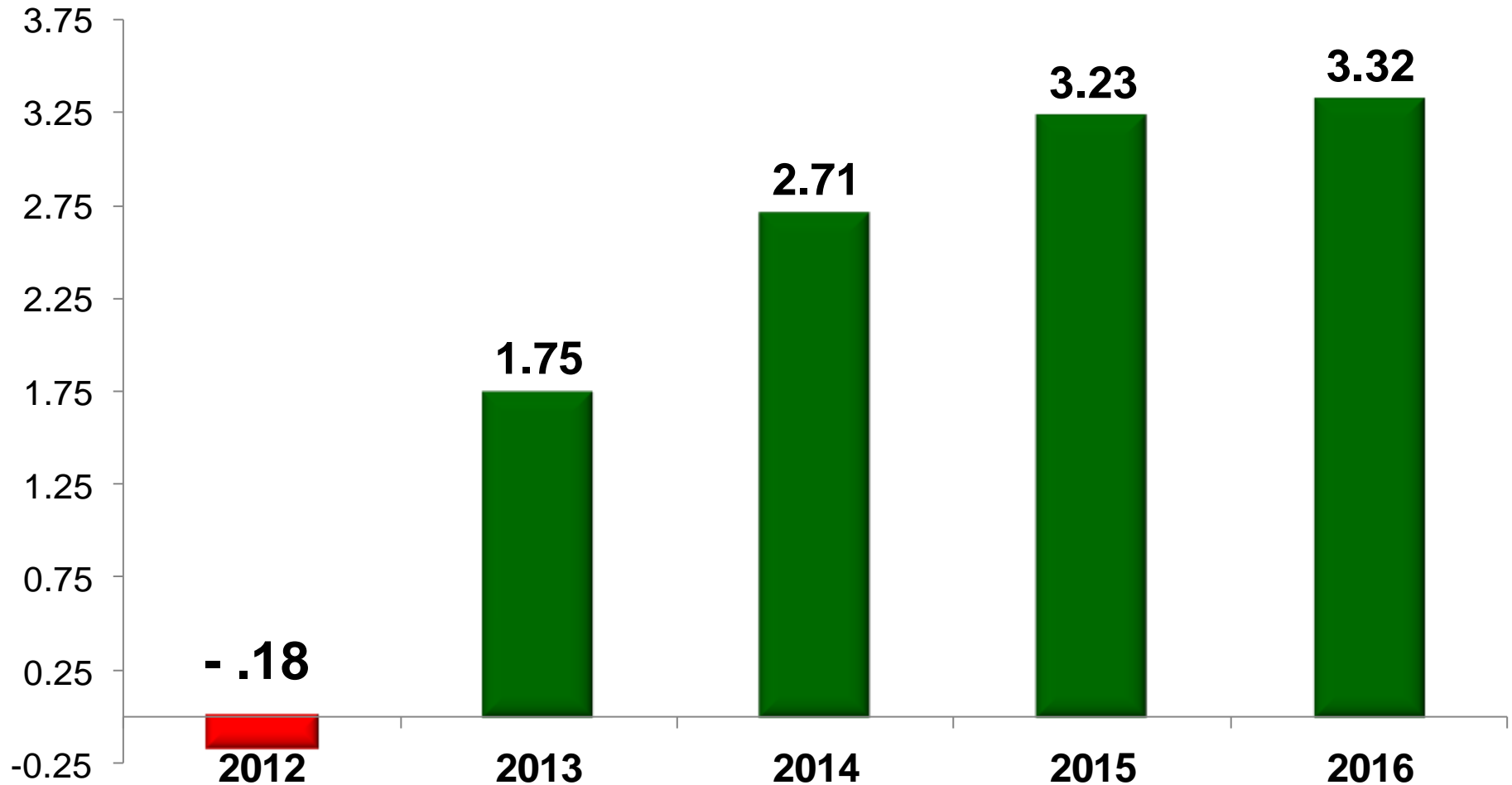
# Annual Appreciation & Depreciation





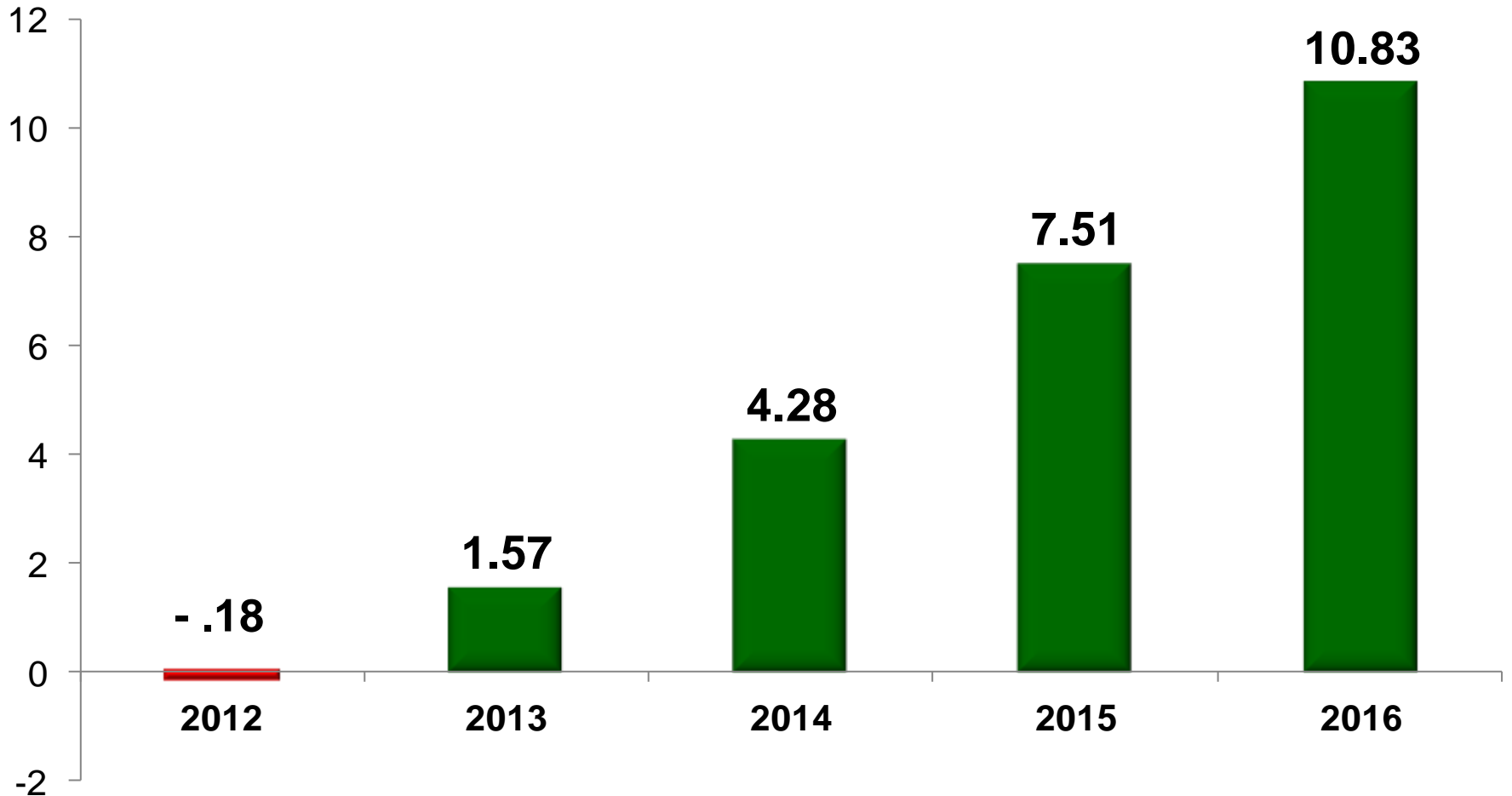
# Projected Appreciation & Depreciation

## Annual Price Change



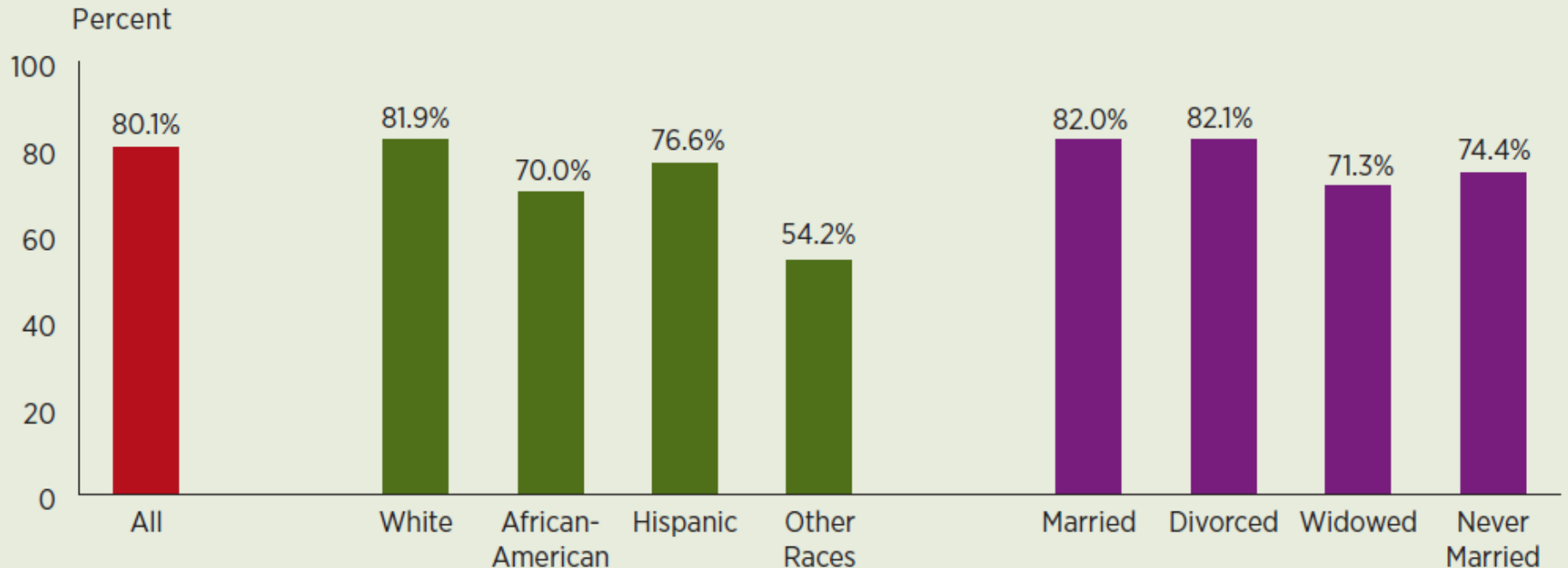
# Projected Appreciation & Depreciation

## Cumulative Price Change



# “Now Is a Good Time to Buy”

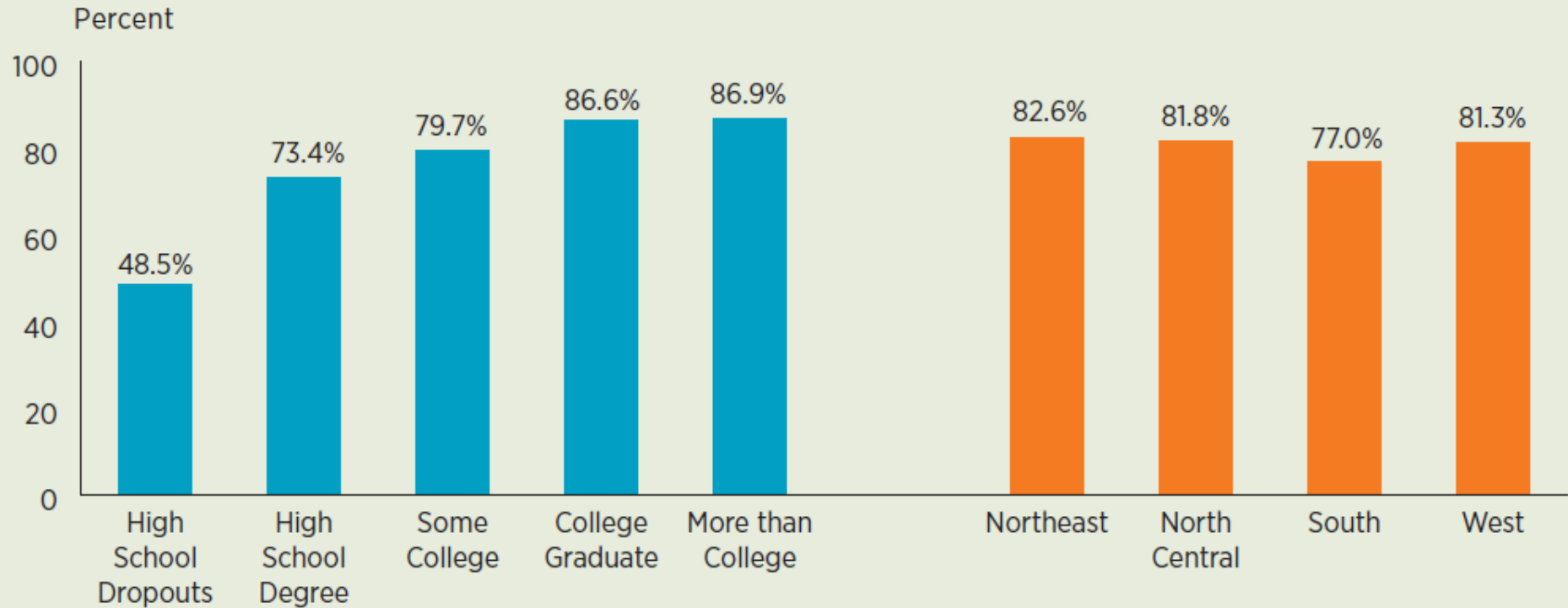
## Home Owner Percentages by Race & Marital Status



Positive home buying sentiment is measured as the percent of households who agree that now is a good time to buy a home.

# “Now Is a Good Time to Buy”

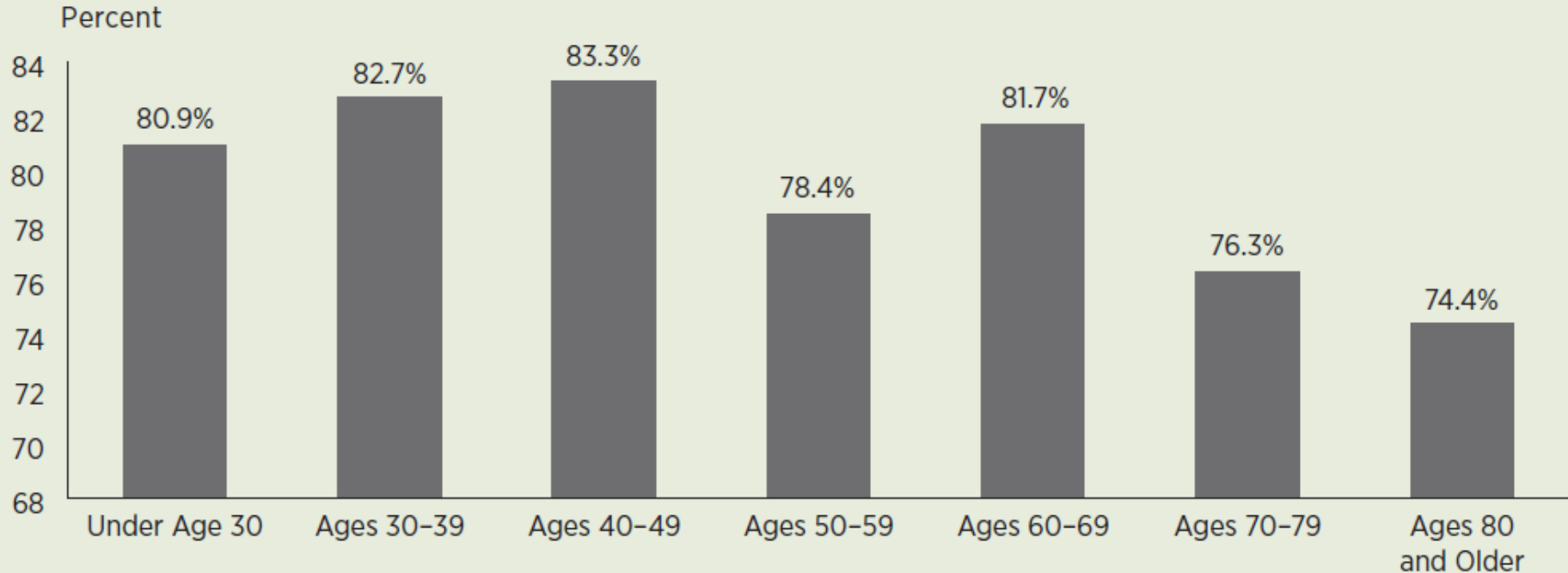
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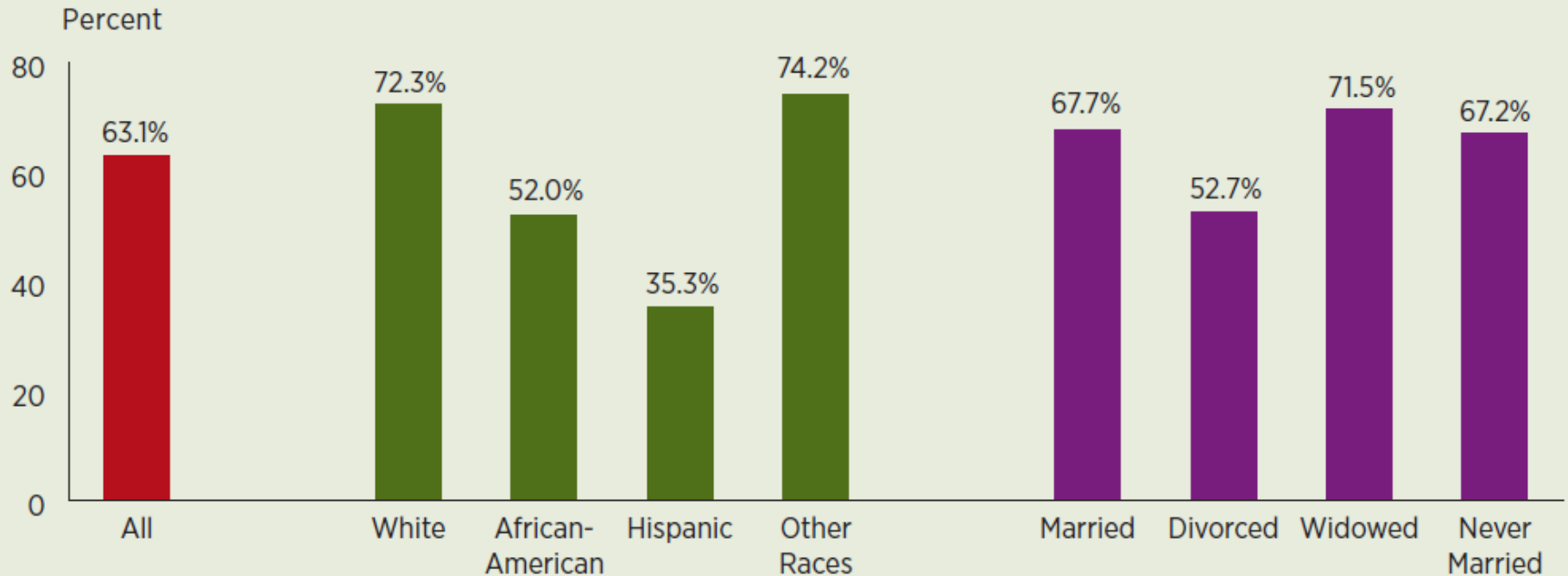
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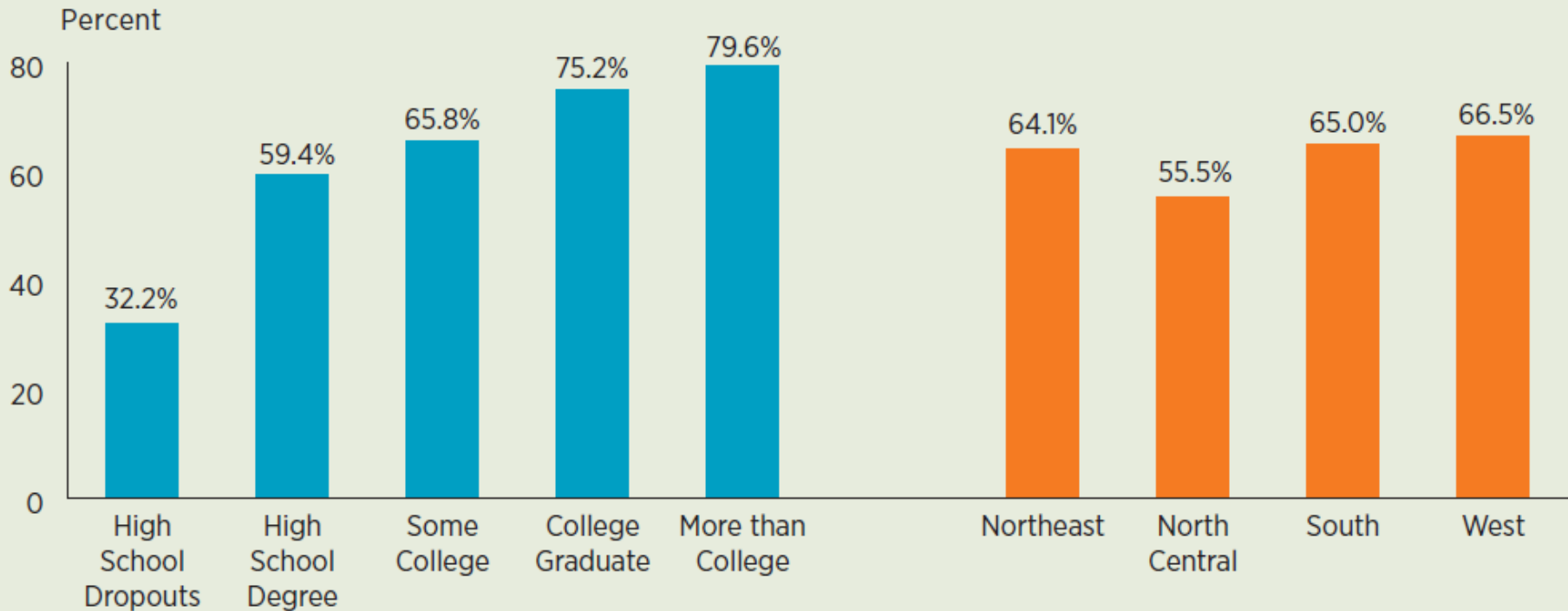
## Renter Percentages by Race & Marital Status



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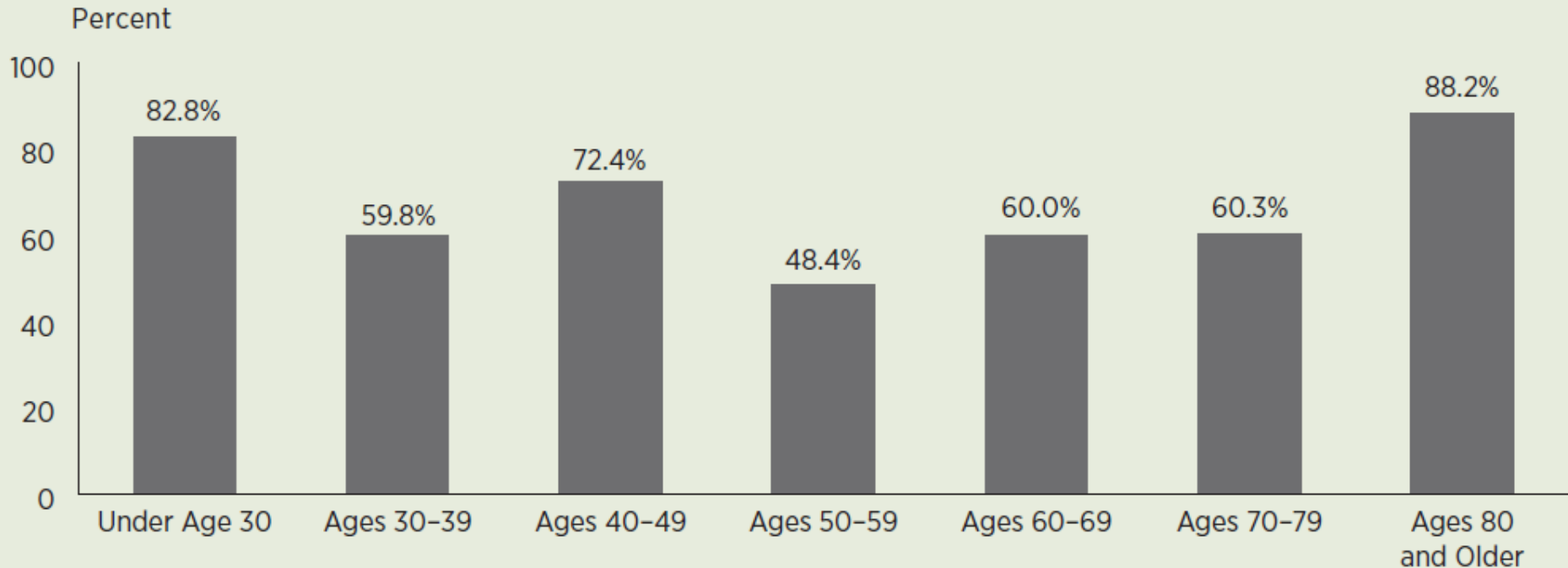
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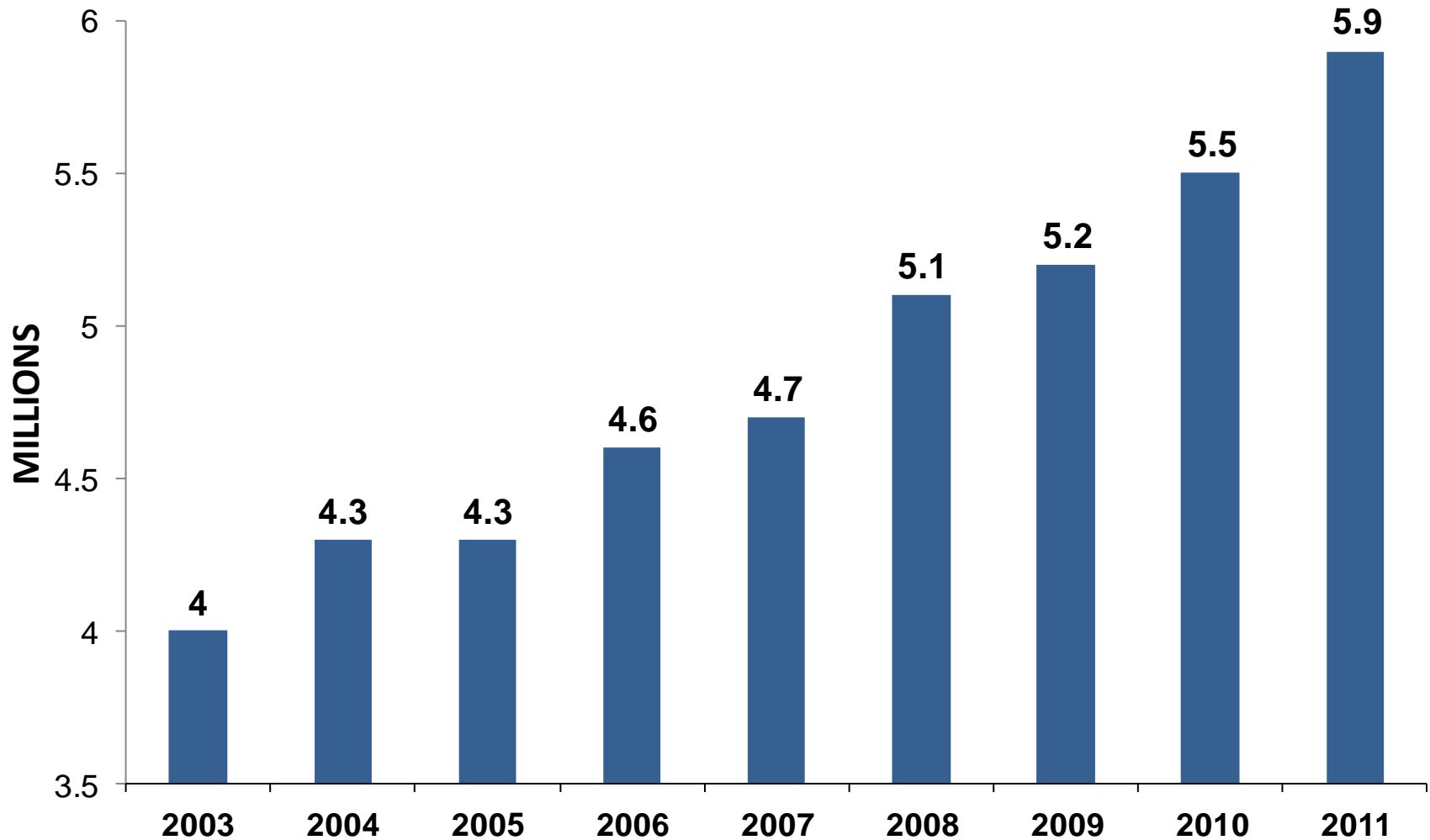
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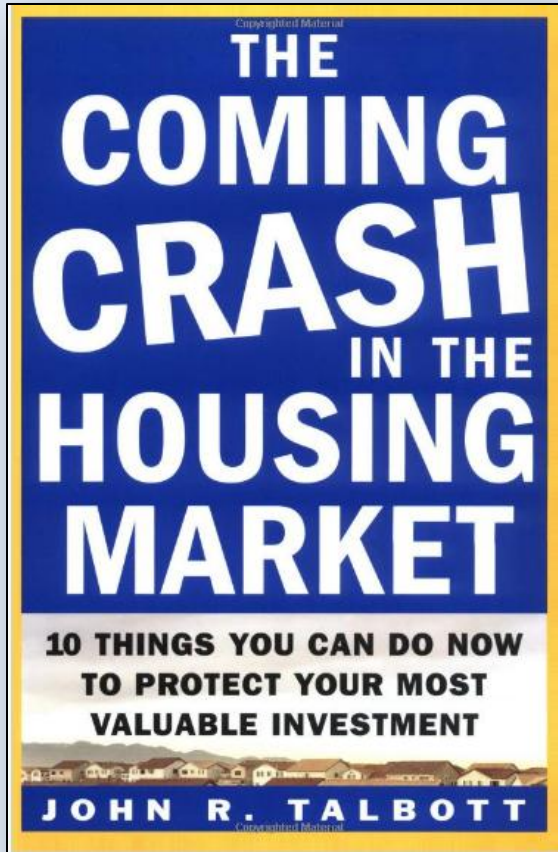
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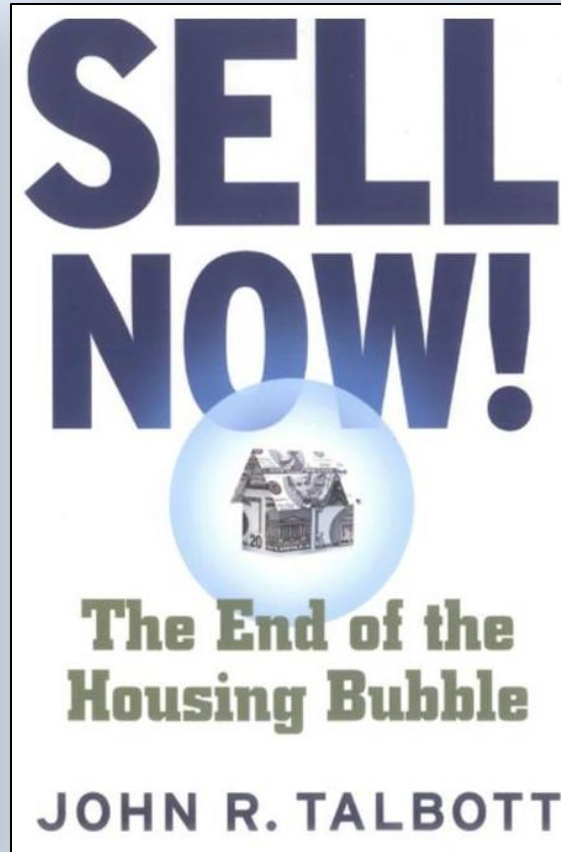
# 25-34 Year Olds Living with Parents



# John R. Talbott: *“It’s Time To Buy”*



2003



2006

*“I have been waiting for more than five years to offer this advice. It is now time in most cities across the country to buy a new home.”*



**Today**

# Affordability

"Housing affordability has improved dramatically... The monthly mortgage payment for a median-priced single-family home is now \$700, compared to \$1,140 in 2006 — a decline of nearly 40%.

Nationally, purchase mortgage payments now account for only 13% of monthly median family income, the lowest percentage on record (since 1971), and compared to 23% in the 1Q of 2006."

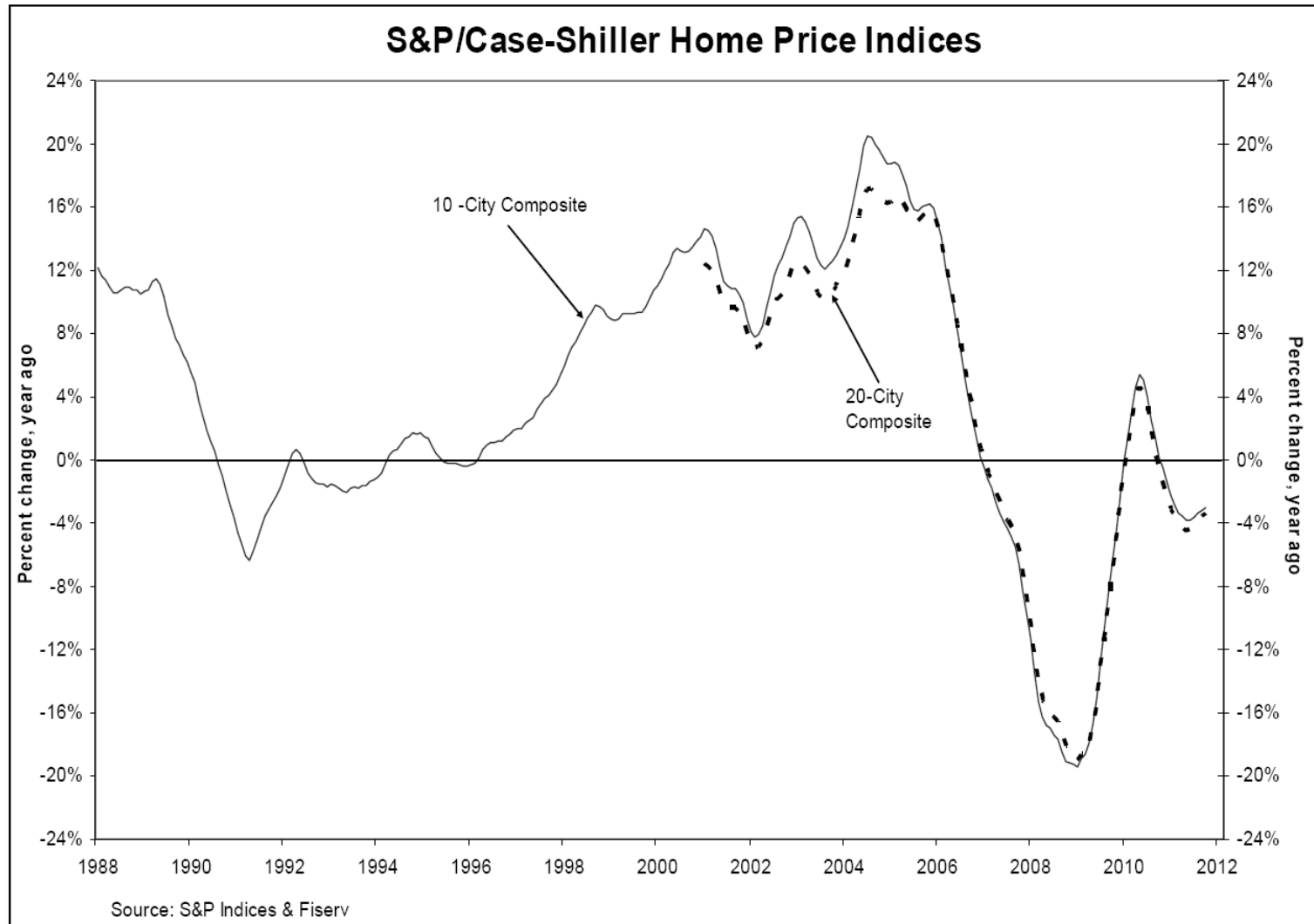
- David Stiff, chief economist at Fiserv 11/2011



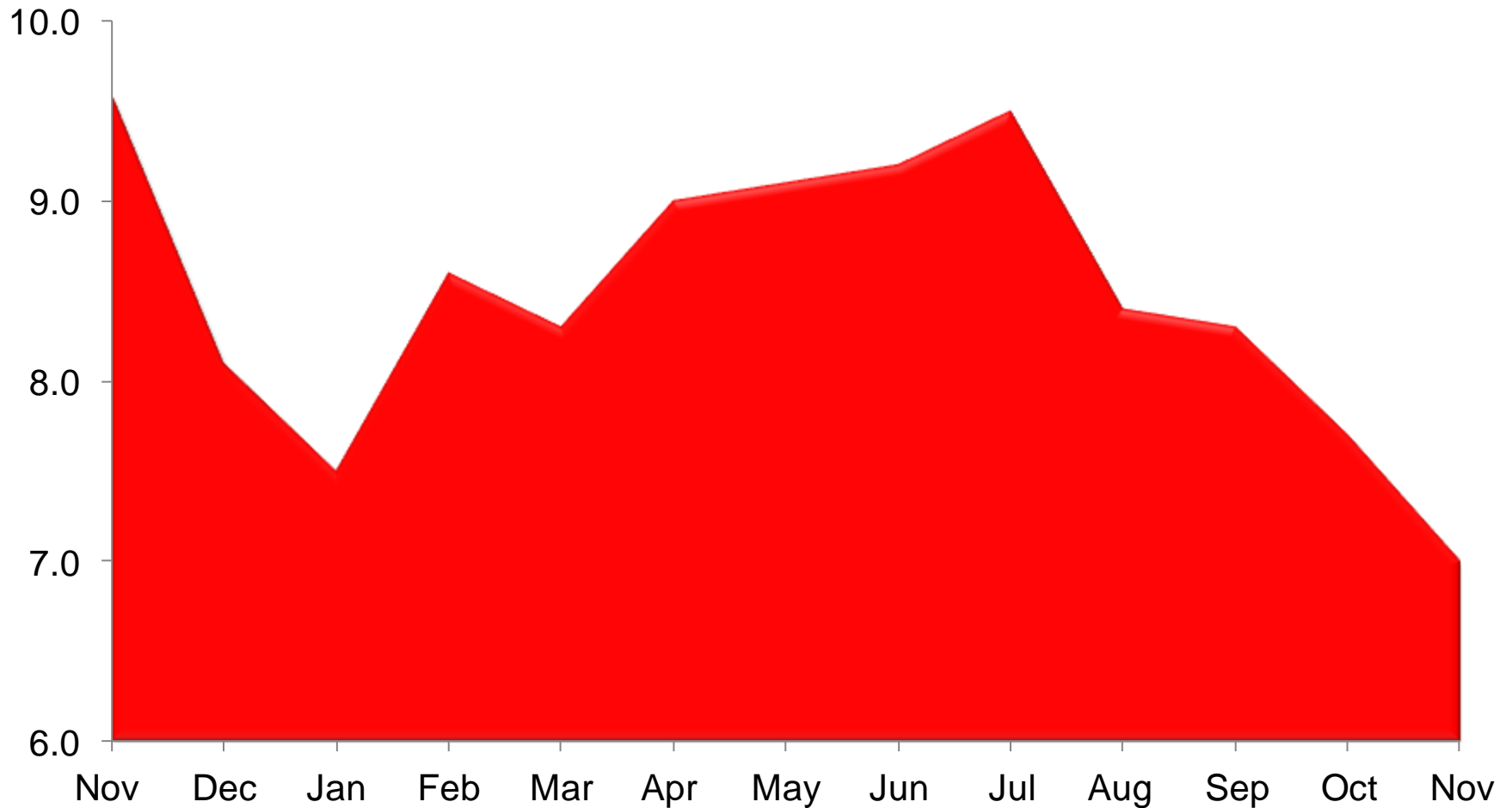
# Supply & Demand



# S&P Case-Shiller Home Price Indices



# Month's Inventory of Homes for Sale



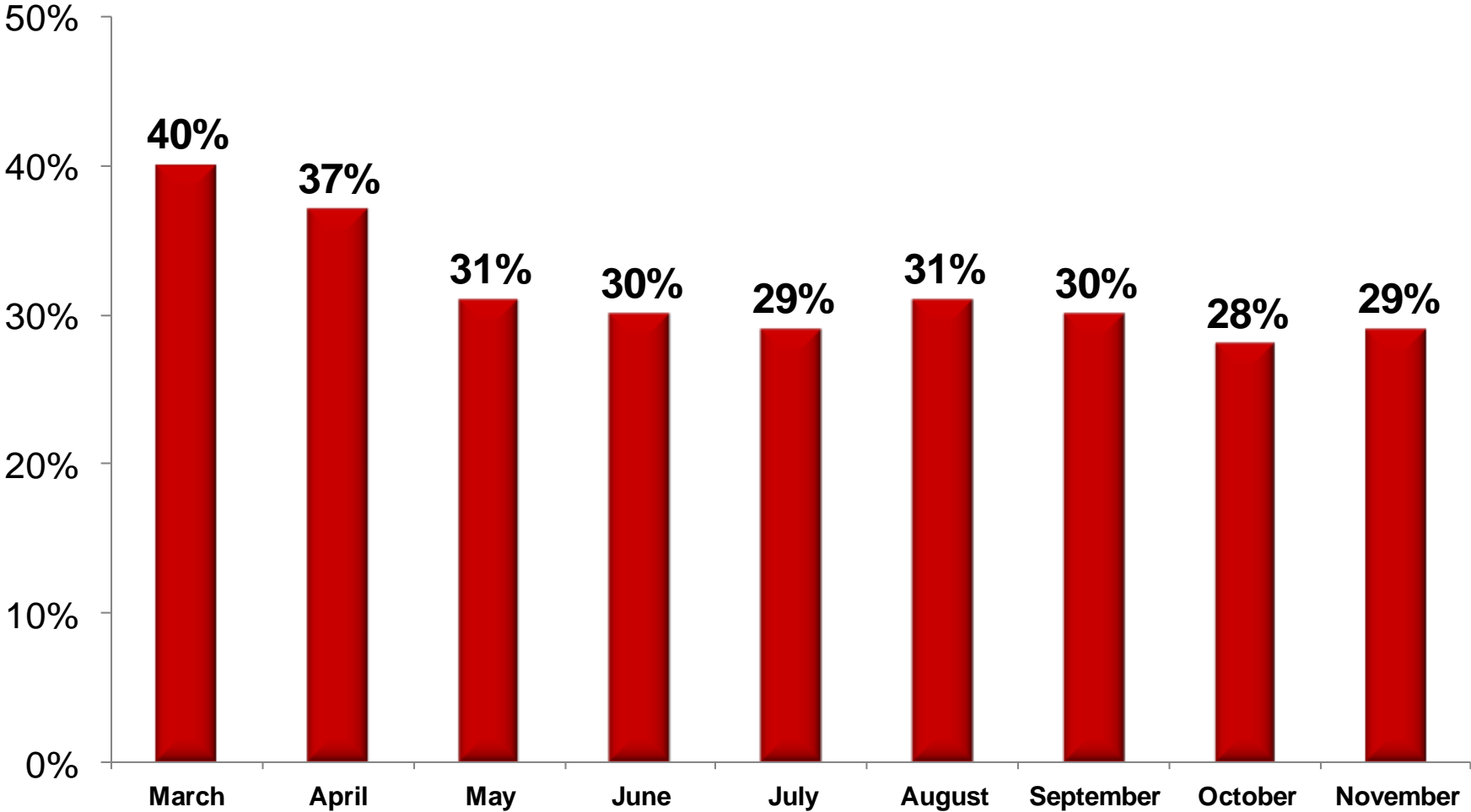
# Coming Foreclosures

*“The paperwork issues have been mostly resolved and that could mean bank repossessions will come roaring back in 2012, said James Saccacio, CEO of RealtyTrac.*

*‘Despite a seasonal slowdown similar to what we’ve seen in each of the past four years, November’s numbers suggest a new set of incoming foreclosure waves, many of which may roll into the market as REO’s or short sales sometimes early next year,’ he said.”*

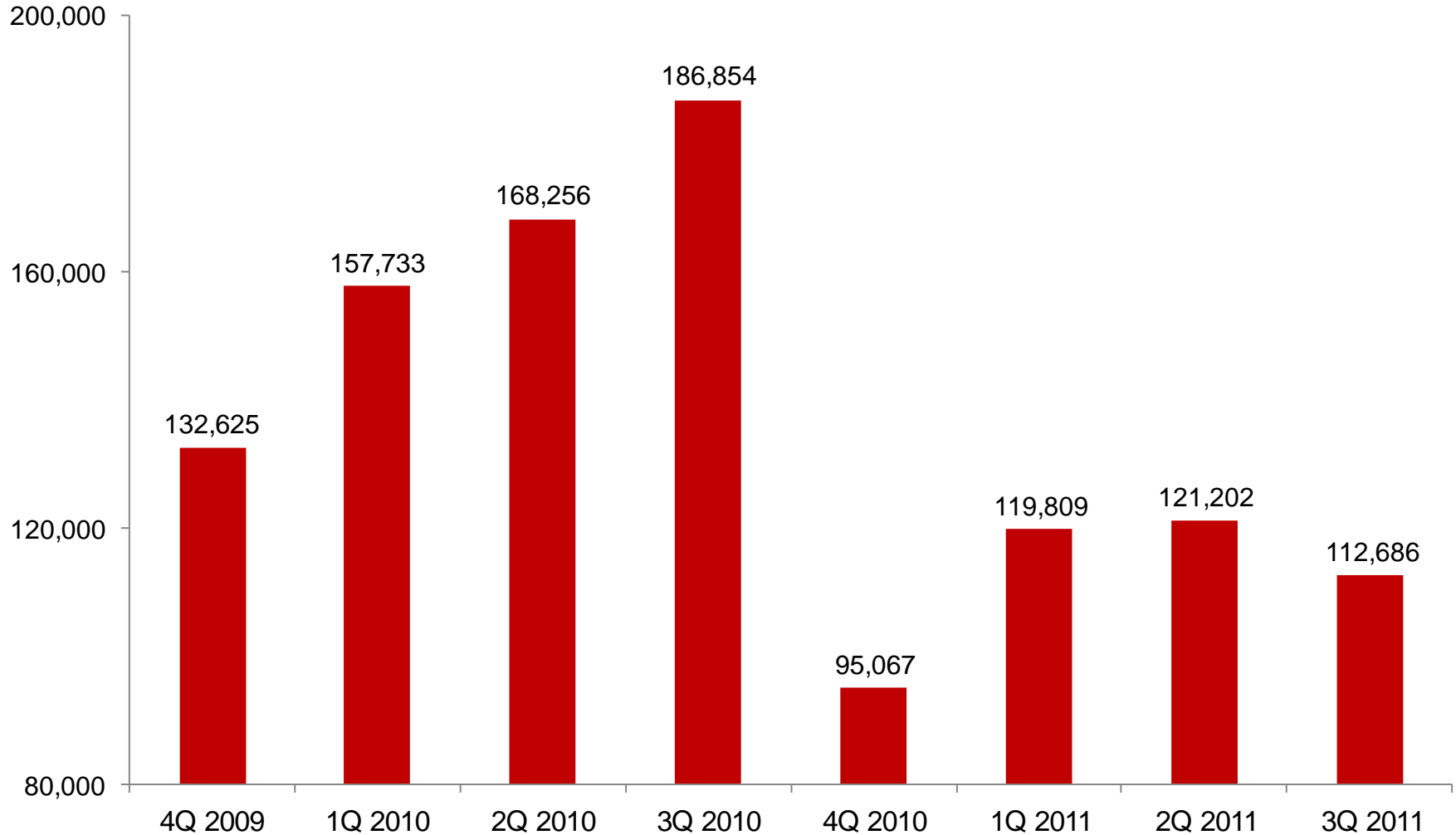


# Percentage of Distressed Property Sales

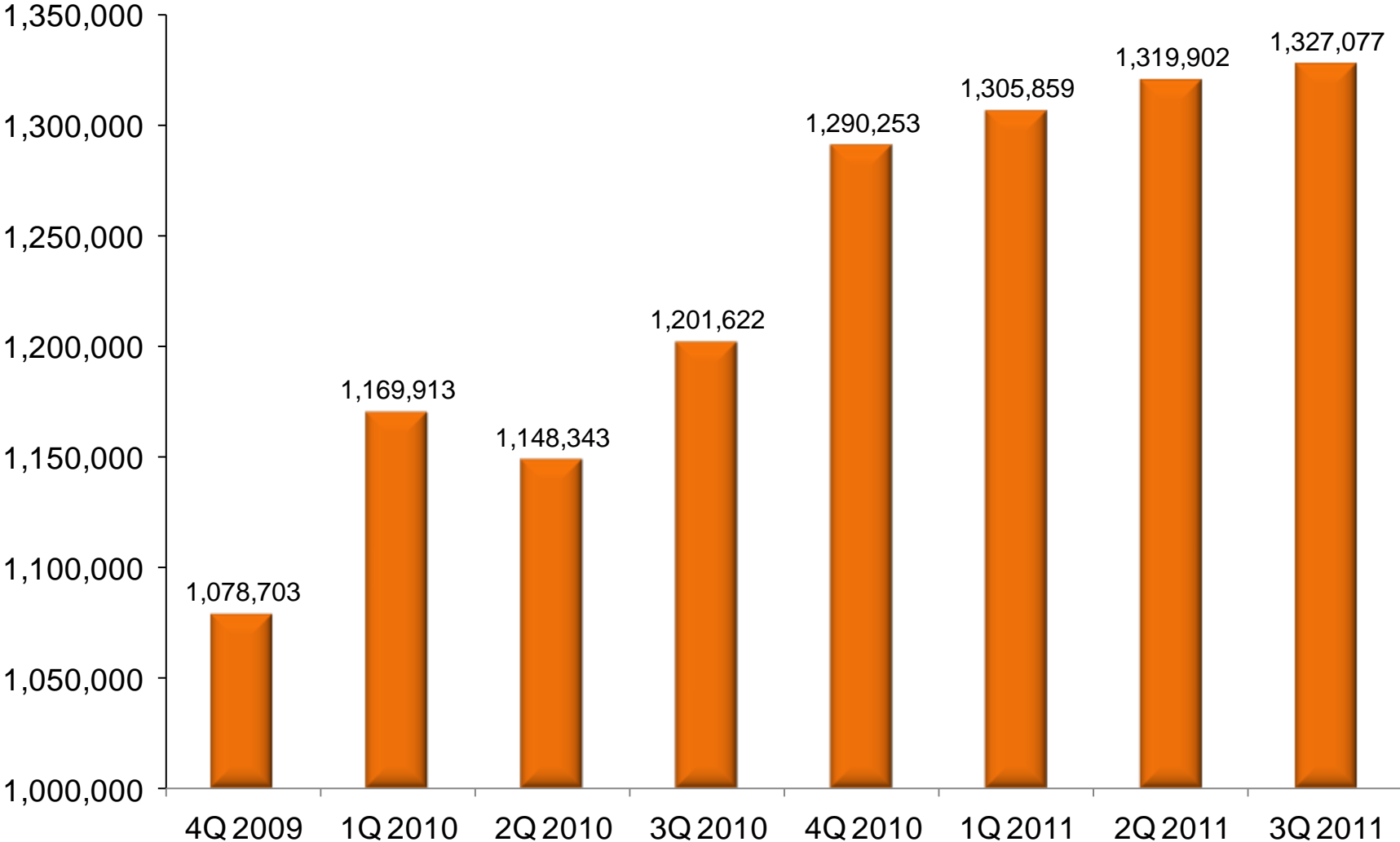




# Completed Foreclosures



# Foreclosures in Process

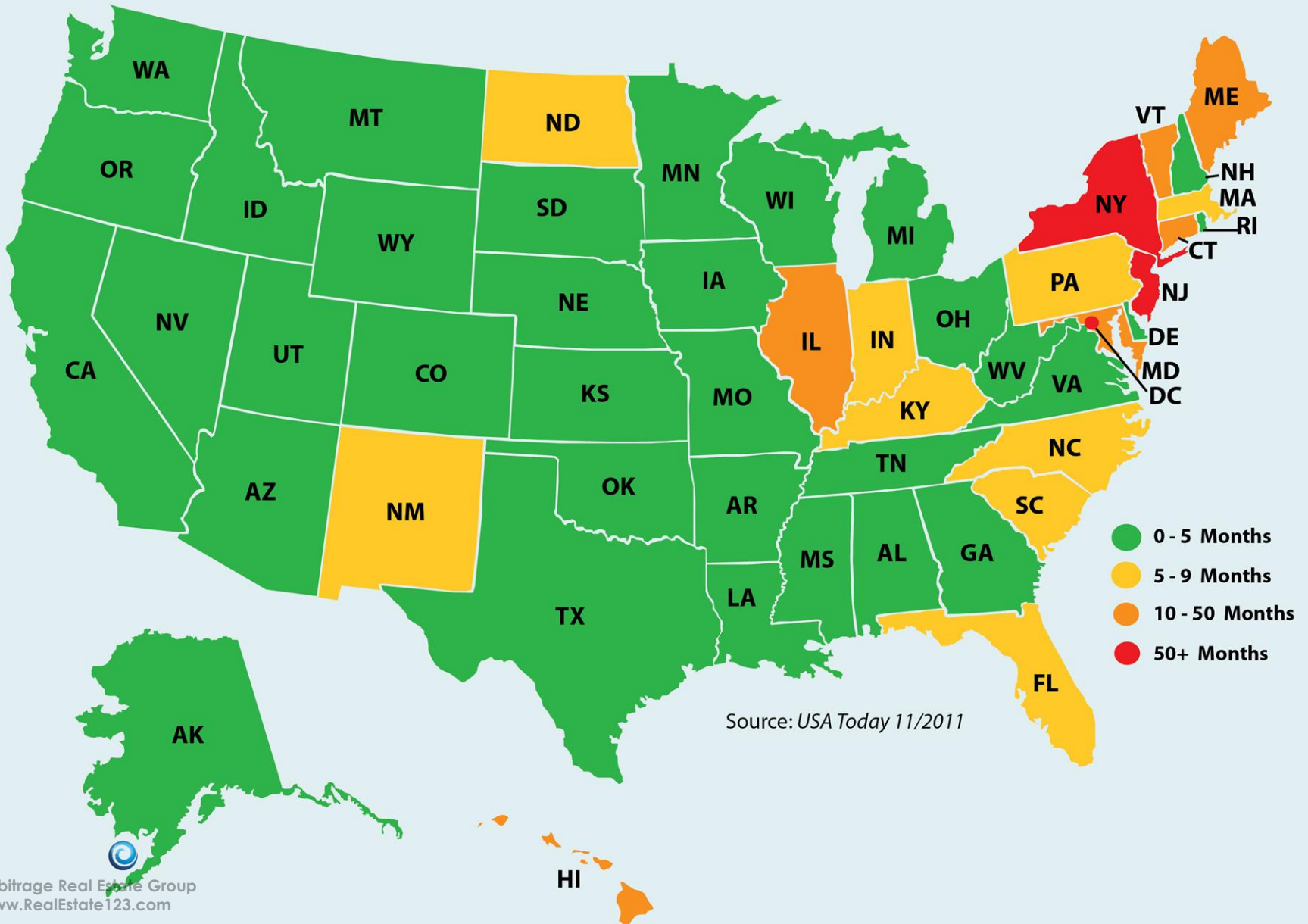


# Coming Foreclosures

*“Delinquencies remained elevated but stable during the third quarter of 2011 but have declined from a year ago. However, **the number of new foreclosures increased by 21.1 percent during the quarter as servicers lifted voluntary moratoria implemented in late 2010 and exhausted alternatives to foreclosure for the large inventory of seriously delinquent mortgages working through the loss mitigation process.**”*

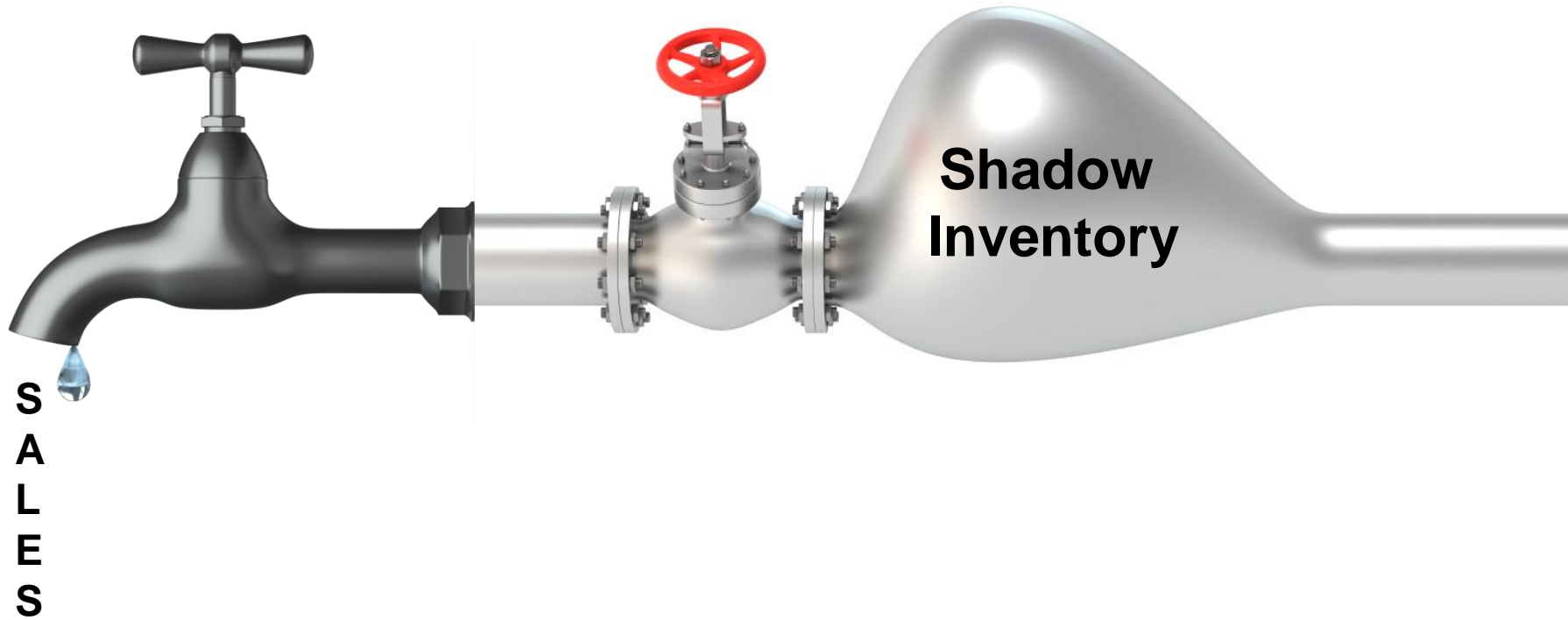


# Months Shadow Inventory

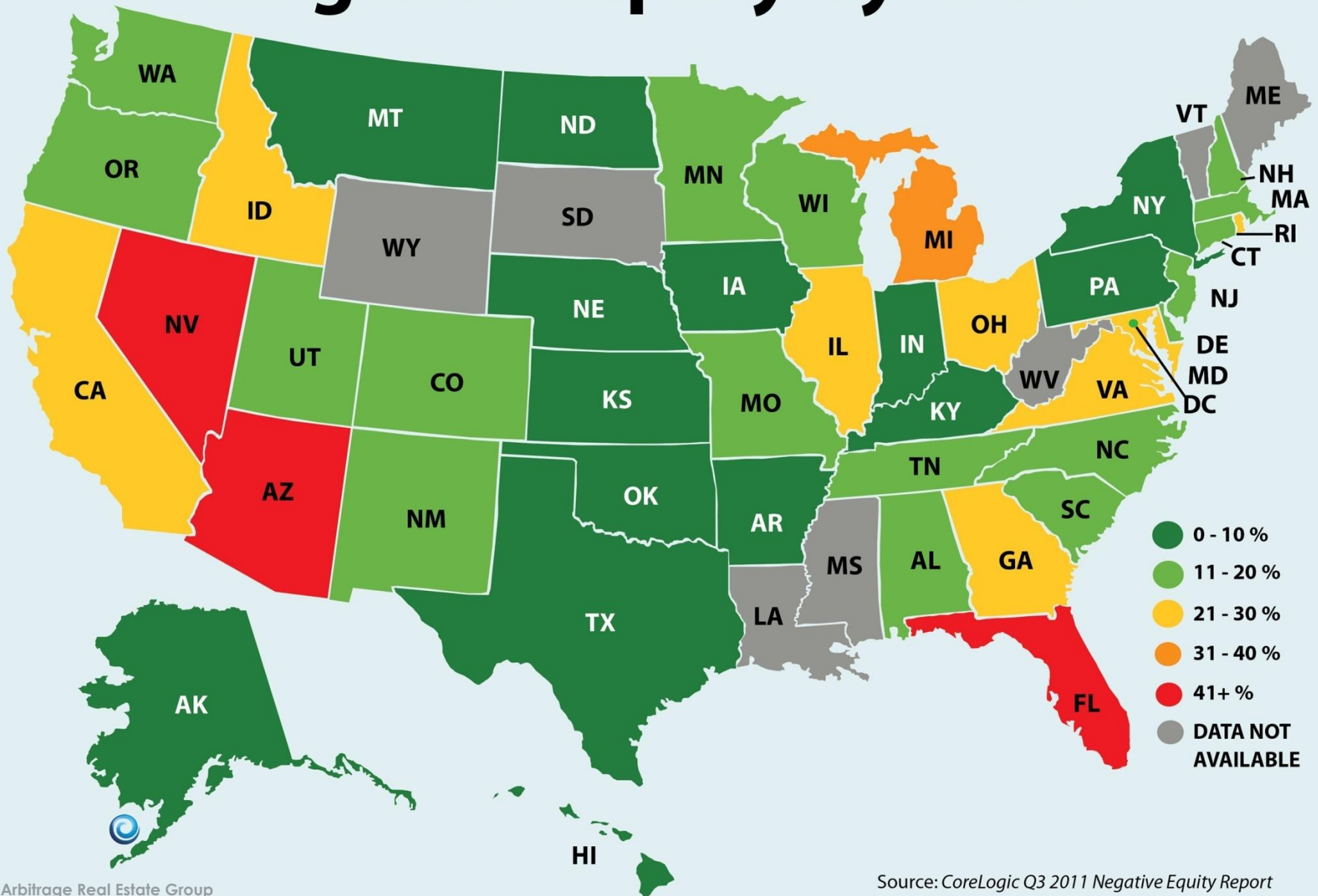


Source: USA Today 11/2011

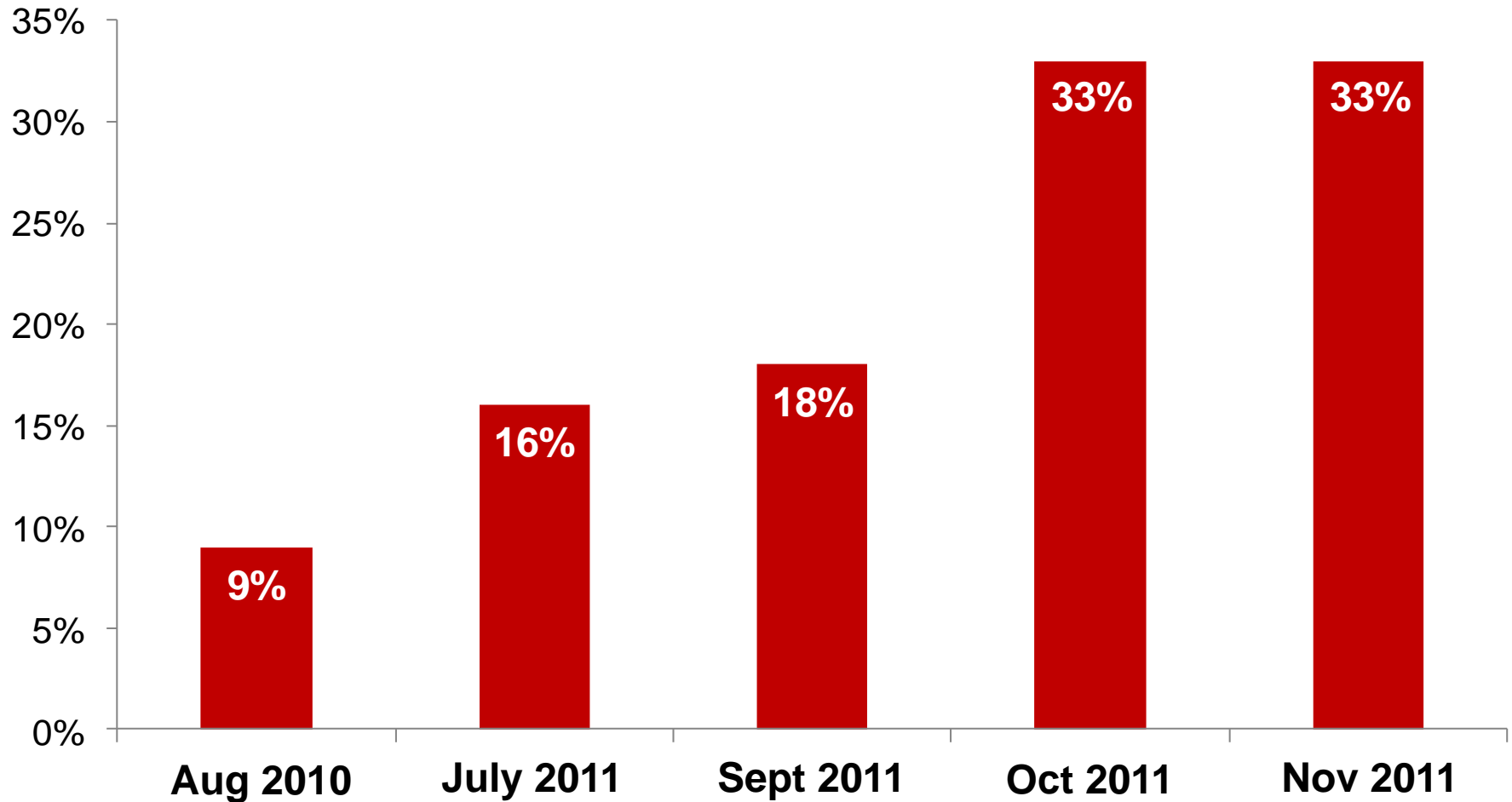
# Explaining Shadow Inventory



# Negative Equity by State

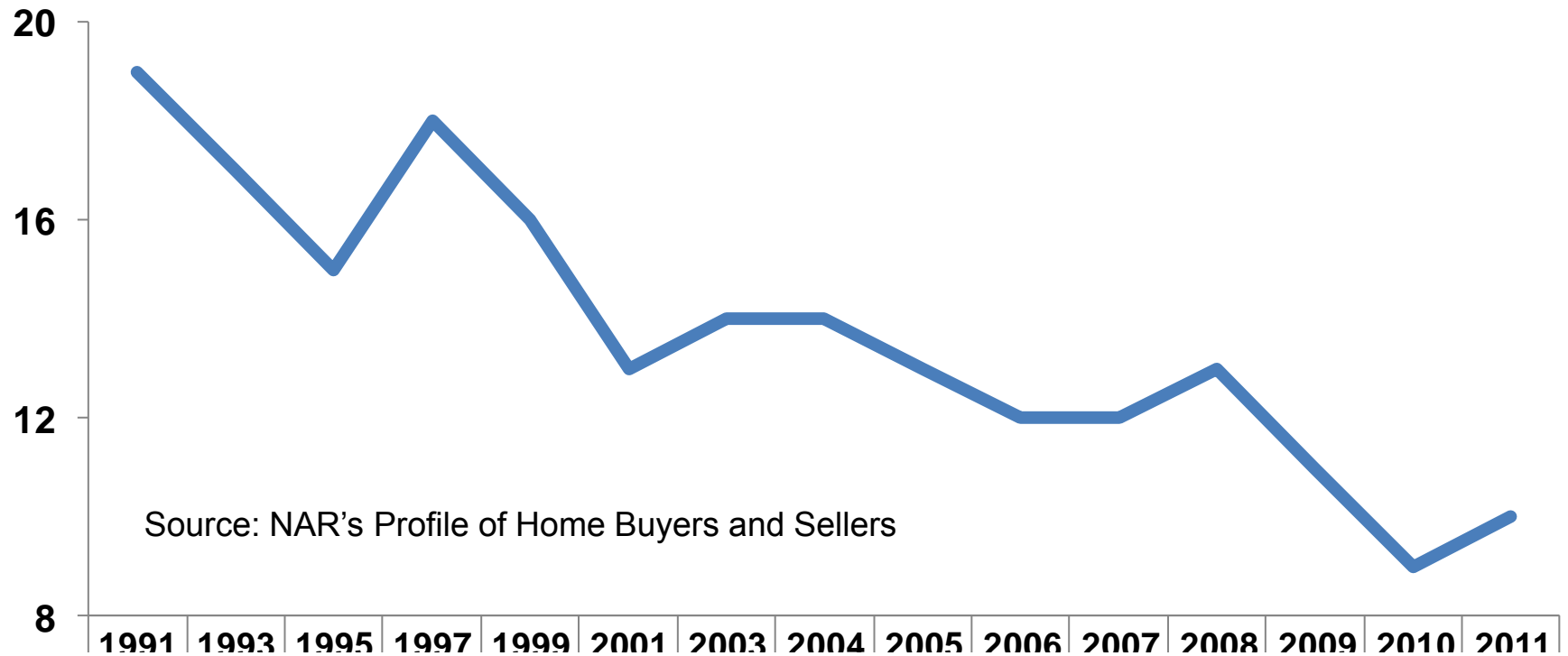


# Percentage of Contract Failures



*“Contract failures – cancellations caused largely by declined mortgage applications or failures in loan underwriting from appraised values coming in below the negotiated price.”*

# Percentage of FSBOs in the Market





# Resources

Slide	Slide Title	Link
2	Existing Home Sales	<a href="http://www.realtor.org">http://www.realtor.org</a>
3	Pending Home Sales	<a href="http://www.realtor.org">http://www.realtor.org</a>
4	Month's Inventory of Homes for Sale	<a href="http://www.realtor.org">http://www.realtor.org</a>
5	Mortgage Rates – 30 Year Fixed	<a href="http://www.freddiemac.com/pmms">http://www.freddiemac.com/pmms</a>
2	Unemployment Improving	<a href="http://4.bp.blogspot.com/-IzRFpTKC7tc/TvDMGdQv37I/AAAAAAAAALoc/WhhliZza3B4/s1600/StateUnemployNov2011.jpg">http://4.bp.blogspot.com/-IzRFpTKC7tc/TvDMGdQv37I/AAAAAAAAALoc/WhhliZza3B4/s1600/StateUnemployNov2011.jpg</a>
8	Annual Appreciation & Depreciation	<a href="http://www.macromarkets.com/real-estate/home-price-survey.asp">http://www.macromarkets.com/real-estate/home-price-survey.asp</a>
9,10	Projected Appreciation & Depreciation	<a href="http://www.zillow.com/blog/research/2011/12/20/experts-continue-to-see-long-road-ahead-in-housing-recovery">http://www.zillow.com/blog/research/2011/12/20/experts-continue-to-see-long-road-ahead-in-housing-recovery</a>
11,12,13 14,15,16	Now is a Good Time to Buy	<a href="http://www.mortgagebankers.org/NewsandMedia/PressCenter/79086.htm">http://www.mortgagebankers.org/NewsandMedia/PressCenter/79086.htm</a>
17	25-34 Year Olds Living with Parents	<a href="http://www.realestateconsulting.com/newsletter">http://www.realestateconsulting.com/newsletter</a>
18	It's Time to Buy	<a href="http://www.huffingtonpost.com/john-r-talbott/housing-market_b_1161186.html">http://www.huffingtonpost.com/john-r-talbott/housing-market_b_1161186.html</a>
21	S&P Case-Shiller Home Price Indices	<a href="http://www.standardandpoors.com/indices/articles/en/us/?articleType=PDF&amp;assetID=1245326665741">http://www.standardandpoors.com/indices/articles/en/us/?articleType=PDF&amp;assetID=1245326665741</a>
22	Month's Inventory of Homes for Sale	<a href="http://www.realtor.org">http://www.realtor.org</a>

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23	Coming Foreclosures	<a href="http://money.cnn.com/2011/12/15/real_estate/foreclosures_homes/index.htm">http://money.cnn.com/2011/12/15/real_estate/foreclosures_homes/index.htm</a>
24	Percentage of Distressed Property Sales	<a href="http://www.realtor.org">http://www.realtor.org</a>
25,26,27	Completed Foreclosures, Foreclosures in Process, Coming Foreclosures	<a href="http://www.occ.treas.gov/publications/publications-by-type/other-publications-reports/mortgage-metrics-2011/mortgage-metrics-q3-2011.pdf">http://www.occ.treas.gov/publications/publications-by-type/other-publications-reports/mortgage-metrics-2011/mortgage-metrics-q3-2011.pdf</a>
28	Months Shadow Inventory	<a href="http://www.corelogic.com/about-us/researchtrends/shadow-inventory.aspx">http://www.corelogic.com/about-us/researchtrends/shadow-inventory.aspx</a>
30	Negative Equity by State	<a href="http://www.corelogic.com/About-Us/ResearchTrends/Negative-Equity-Report.aspx">http://www.corelogic.com/About-Us/ResearchTrends/Negative-Equity-Report.aspx</a>
31	Percent of Contract Failures	<a href="http://www.realtor.org">http://www.realtor.org</a>
32	Percent of FSBO's in the Market	<a href="http://www.realtor.org">http://www.realtor.org</a>