

How are the sales so far in 2010 compared to 2009? Let's take a look...

We are still in a Buyer's Market, which means we have more supply of homes on the market than we have buyers. For Buyers who are financially stable, this is a great time to buy a home. All statistics below are for **Single Family Residential Homes on the Westbank** only, and are compiled from actual figures provided by the New Orleans MLS (Multiple Listing System) used by the Realtor Association in our area:

Year	Homes Sold Jan - April	Average Listed Price - All Listings	Avg Listed Price of Sold Homes	Avg Actual Sold Price
2009	435	\$ 199,524	\$ 163,433	\$ 156,235
2010	392	\$ 185,279	\$ 159,149	\$ 151,841

Above shows that on the Westbank, 10% less homes sold between this year compared to the same time period last year.

The Average Price of homes on the Westbank for all of 2009 was \$156,235 while the year to date Average for 2010 is slightly lower at \$151,841 (2.8% lower).

But look at the Average Listed Prices - The overall Average Listed Price of all homes listed is much higher than the Average List Price of the homes that actually sold! In 2009, the overall Average Price of Homes Listed was 18% higher than the Average Listed Price of the Homes that actually Sold. As of the end of April in 2010, this amount decreased to 14%.

Chart below shows how many homes actually sold in both 2009 and 2010 compared to how many listings there are on the market:

WESTBANK RESIDENTIAL HOME SALES

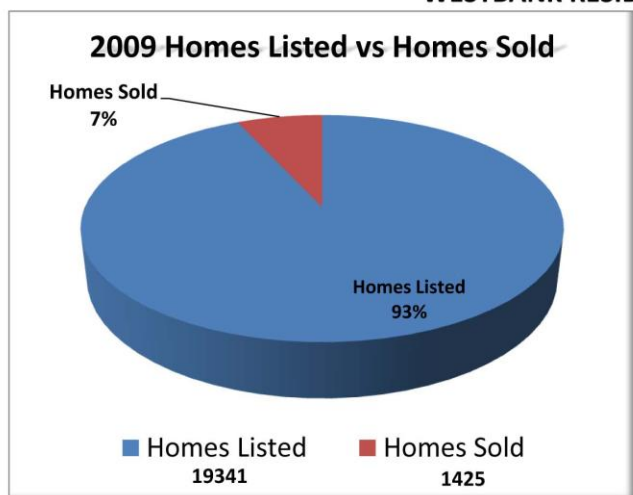


Chart below shows a comparison of Homes Sold in 2009 vs 2010:

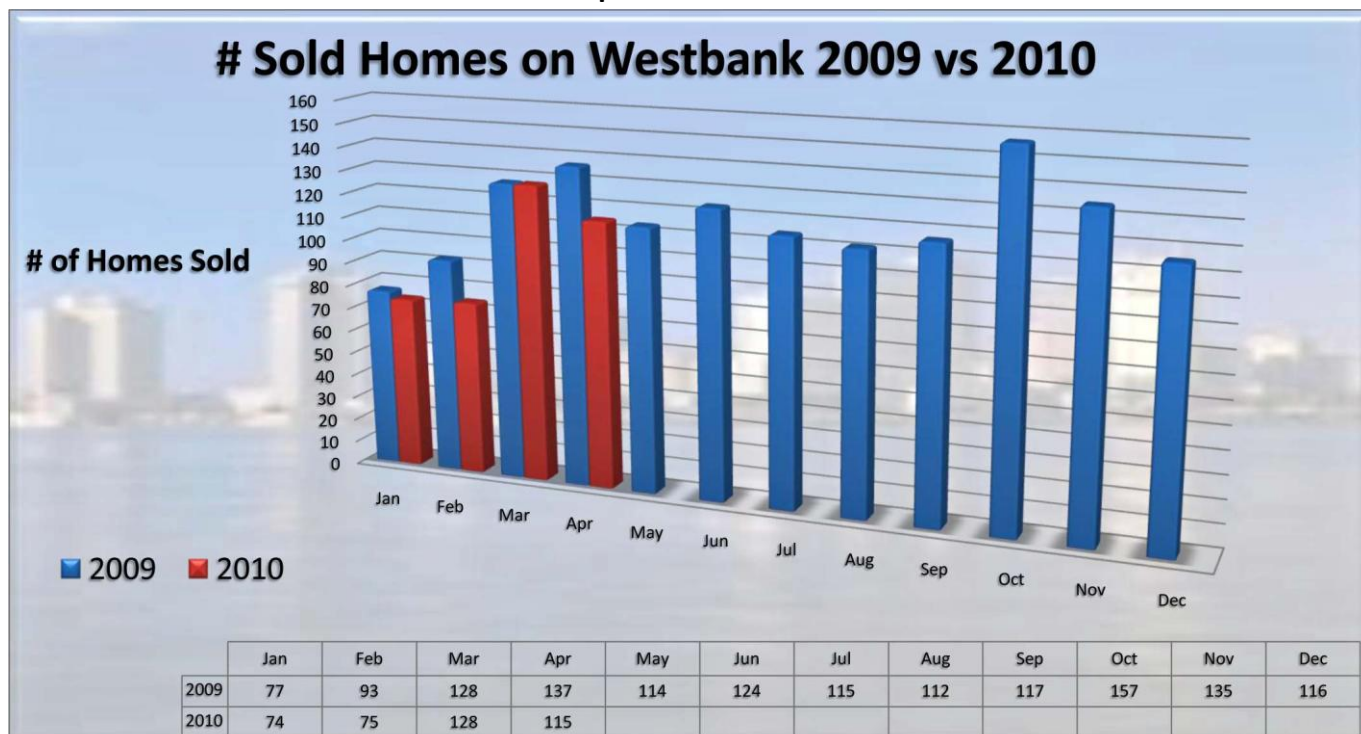


Chart below shows the Average Number of Days on the Market of Homes that Sold

and compares 2009 to 2010:



Chart below shows the amount in Inventory of Homes on the Market measured in Months. This is found by dividing the amount of homes we have on the market by the number the sold in any given time period. This is called the "Absorption Rate":

