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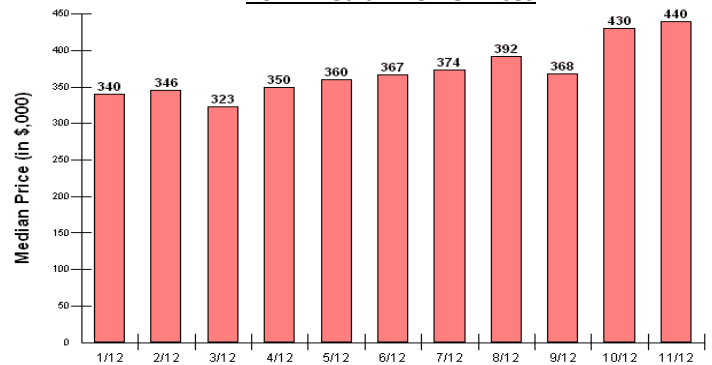
# Market

January 2012

## How's The Market?

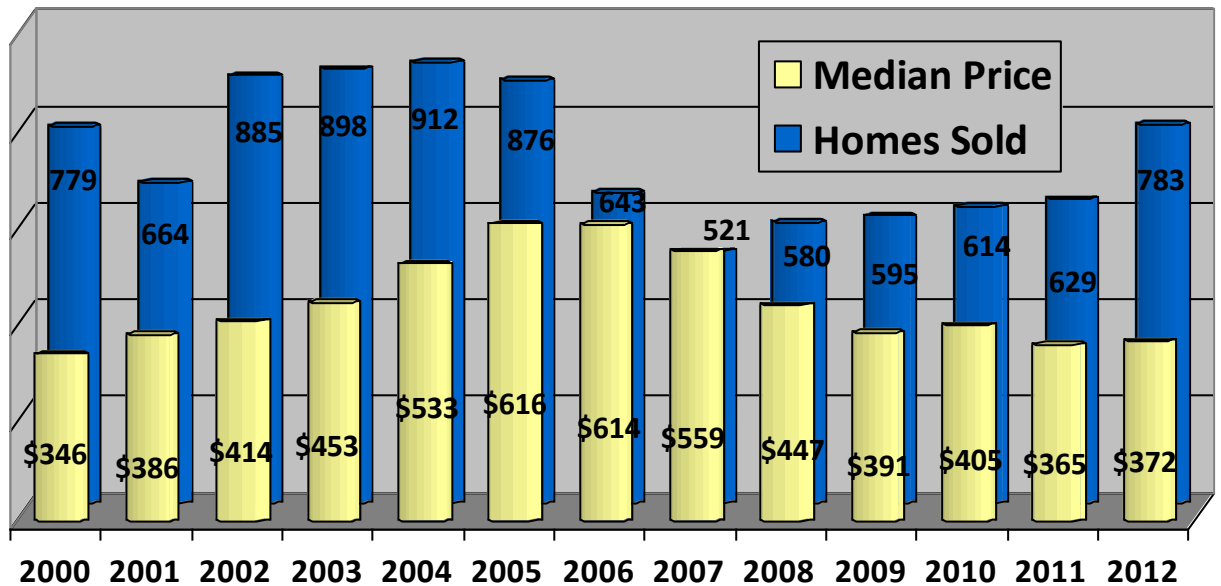
In 2012 for the first time in 5 years we have finally started seeing stability in the real estate market demonstrated by an increase in the number of home sold, up approximately by % from 2011. The median sale price has also increased from 22222 to 33333 in 2012 as short sales and REO's are less prevalent. Low mortgage rates, job growth and rising rents have all been reasons for a recovering real estate market. Housing is very affordable these days considering today's 40 year record low mortgage rates. Many buyers judge their decisions based on the monthly payment of a mortgage. The average monthly payment on a median priced home last month, assuming 10% down payment and not including taxes or insurance, fell to \$1,500 at current rates, down from \$3,148 in 2005.

2012 Median Home Prices



With limited inventory, low interest rates, decreased REOs and short sales on the market we are seeing a steady rise in home prices for the first time in 5 years

Petaluma Real Estate Market Trends from 2000 to 2012



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This 12 year chart demonstrates the changing landscape of Petaluma's real estate marketplace. After 5 years of going up the market adjusted to a low in 2011 along side the stock market collapse. The median home price fell from a high of \$616,000 to \$365,000 a difference of 41%. Since then Petaluma has begun a cautious recovery.

If your property is currently for sale, this is not intended to be a solicitation for that listing.

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