

Tom Lyons—Real Estate Expertise  
925-216-1105  
realestate@tomlyons.com  
19 Years of experience in Tri Valley Real Estate



*The Lyons Tri Valley Real Estate Report*  
*September 2009*  
*Year / Volume #3—Issue #25*

We'll start the September report with important supply and demand numbers.

<u>City</u>	<u>Available Houses</u>	<u>Pending Sales</u>	<u>Months Supply</u>
Livermore	191	128	1.49
Pleasanton	192	104	1.85
Dublin	81	67	1.20
San Ramon	162	121	1.34
Danville	202	69	2.93
<b>Totals</b>	<b>828</b>	<b>489</b>	<b>1.69</b>

The above numbers are important in helping determine what is currently happening with Tri Valley Real Estate. As of 9/1/09 inventory levels continue to be low, 10% lower than they were in August of 2009. Still plenty of buyers out there looking for homes that are not now available.

Currently, there are many buyers out there, wanting to buy in the lower price ranges, first time buyers and investors mostly .... And there is very little out there for them to buy.

So what does all this information mean??

In the lower price ranges ..... In the \$200K's-\$400K's ... it means that prices are appreciating. We have seen price appreciation over the past 60 days. **House prices in these lower price ranges are currently going up!!** Buyers are currently lining up to purchase lower priced homes. Most listings receive anywhere from 5-10 offers!! Prices in the middle price ranges (\$500K's- \$700K's) have held steady over the past 60 days. Upper price ranges in the Tri Valley Area are selling, though not as fast. Prices in the higher price ranges continue to be soft.

Tom Lyons—Real Estate Expertise  
925-216-1105  
realestate@tomlyons.com  
19 Years of experience in Tri Valley Real Estate



***The Lyons Tri Valley Real Estate Report  
September 2009  
Year / Volume #3—Issue #25***

These improved numbers described on page means that home sellers in the lower to middle price ranges may be able to get more money for their homes if they plan to sell. Why? Presently there are more buyers out there than sellers, demand is outstripping supply .... that translates into higher sales prices on homes.

What's going on with all the foreclosures?? A record number of homes continue to be in foreclosure. Many of the recent sales have been short sales as banks, not wanting to foreclose, are now more open to short sales and loan modifications. Many of the homes currently in foreclosure do not hit the market as bank owned REO's. Instead, the banks approve short sales and loan modifications. So the number of foreclosures that hit the market are being reduced. The moratorium, in California, on foreclosures, is over ... so expect more foreclosures to get to the market.

As usual, our real estate definitions are of great value here ....

Houses sell for current market value which is described as what buyers have paid recently for similar homes. The prices of houses go up and down strictly based on current supply and demand statistics; supply being how many houses are available for sale, demand being how many houses have sold in a given period of time. All other economic factors ... such as interest rate changes, economic conditions in the area, job creation, unemployment, etc., directly affect supply and demand. By looking at supply and demand statistics you can determine where houses prices currently are at.... and where they will be going in the future.

4 months supply of houses is considered a balanced market. Less than 4 months supply is considered a sellers market; prices go up in a sellers market. More than 4 months supply of houses is considered a buyers market; house prices go down in a buyers market. The less supply of houses available, say 1-2 months supply ... house prices may go up 10-15% per year. Eager buyers bid the prices up and market value rises.

Good news on housing 8/09 ...

[http://news.yahoo.com/s/ap/20090826/ap\\_on\\_re\\_us/us\\_new\\_home\\_sales;\\_ylt=ApmY Yoqw8gQA3moqYkMufgOyBhIF;\\_ylu=X3oDMTJpcnM3anZpBGFzc2V0A2FwLzIwMDkwODI2L3VzX25ld19ob21lX3NhbGVzBGNwb3MDMQRwb3MDMGRzZWMDDeW5fdG9wX3N0b3J5BHNsawNqdWx5bmV3dXNob20-](http://news.yahoo.com/s/ap/20090826/ap_on_re_us/us_new_home_sales;_ylt=ApmY Yoqw8gQA3moqYkMufgOyBhIF;_ylu=X3oDMTJpcnM3anZpBGFzc2V0A2FwLzIwMDkwODI2L3VzX25ld19ob21lX3NhbGVzBGNwb3MDMQRwb3MDMGRzZWMDDeW5fdG9wX3N0b3J5BHNsawNqdWx5bmV3dXNob20-)

Tom Lyons—Real Estate Expertise  
925-216-1105  
realestate@tomlyons.com  
19 Years of experience in Tri Valley Real Estate



***The Lyons Tri Valley Real Estate Report  
September 2009  
Year / Volume #3—Issue #25***

Here are a number of recent articles that show where real estate is heading. Please bear in mind that the real estate industry, as a whole, is dynamic. Meaning, that prices, inventory, and what generally happens in the real estate market changes all of the time ....

Current info 8/09 on local real estate activity.

<http://www.dqnews.com/Articles/2009/News/California/Bay-Area/RRBay090821.aspx>

Home prices rise in August of 2009.

[http://news.yahoo.com/s/ap/20090825/ap\\_on\\_bi\\_ge/us\\_economy;\\_ylt=AnomKJMwvrPZbmbEwlcxh9SyBhIF;\\_ylu=X3oDMTJidHVpZzM0BGFzc2V0A2FwLzIwMDkwODI1L3VzX2Vjb25vbXkEY3BvcwMxBHBvcwMyBHNIYwN5bl90b3Bfc3RvcnkEc2xrA2NvbnN1bWVyc2VudA--](http://news.yahoo.com/s/ap/20090825/ap_on_bi_ge/us_economy;_ylt=AnomKJMwvrPZbmbEwlcxh9SyBhIF;_ylu=X3oDMTJidHVpZzM0BGFzc2V0A2FwLzIwMDkwODI1L3VzX2Vjb25vbXkEY3BvcwMxBHBvcwMyBHNIYwN5bl90b3Bfc3RvcnkEc2xrA2NvbnN1bWVyc2VudA--)

Our blog info on the recent success stories on short sales.

<http://www.dqnews.com/Articles/2009/News/California/Bay-Area/RRBay090716.aspx>

Buyer information on how to purchase a home.

[http://news.yahoo.com/s/ibd/20090709/bs\\_ibd\\_ibd/20090709realestate](http://news.yahoo.com/s/ibd/20090709/bs_ibd_ibd/20090709realestate)

Info on the \$8,000.00 first time homebuyers tax credit.

<http://www.federalhousingtaxcredit.com/2009/home.html>

The Lyons Real Estate Report is distributed monthly to approx. 950 households in the Tri Valley area. If you'd like to receive this report monthly, or if you'd like to unsubscribe, please send me an email at [realestate@tomlyons.com](mailto:realestate@tomlyons.com)

Thanks!

Tom