

How's the Market?

September 10, 2008

Interest rates have once again plunged below 6% on a 30 year-year fixed mortgage. What's the likely impact? Home-buyers will see tremendous savings in interest expense, and home-sellers should witness a greater pool of willing and able home-buyers. As recently as August, interest rates on a 30-year fixed mortgage were as high as 6-5/8%.



“All real estate is local.” Central Iowa and Ames has continued to go against the grain of the national real estate market. While we continue to report market numbers reflecting price appreciation and solid sales activity, it nonetheless remains a buyer's market. The average sale price of a residential home in Ames for the first eight months of this year is \$182,327- a modest increase of 2.0%*. The current supply of homes actively on the market for sale in Ames as of September 2nd was 285, 11.3% lower than the same time last year*.

Home-sellers: While it remains a buyer's market, our market is rather stable. Houses that are priced correctly for their condition, location, and other relevant factors are selling in timely manner. Residential properties in Ames that closed in August 2008 averaged 92 days on the market- 10 days faster than August 2007*.

Home-buyers: Has there been a better time to buy a home? Not only are interest rates incredibly low, but there is a good supply of homes in which to choose.

At Hunziker and Associates, we know and understand our local real estate market like no one else. Please contact any of our sales associates to learn more about the specific real estate market conditions that impact your decision to buy and/or sell.

*From the Ames Multiple Listing Service as of 9/2/2008

