

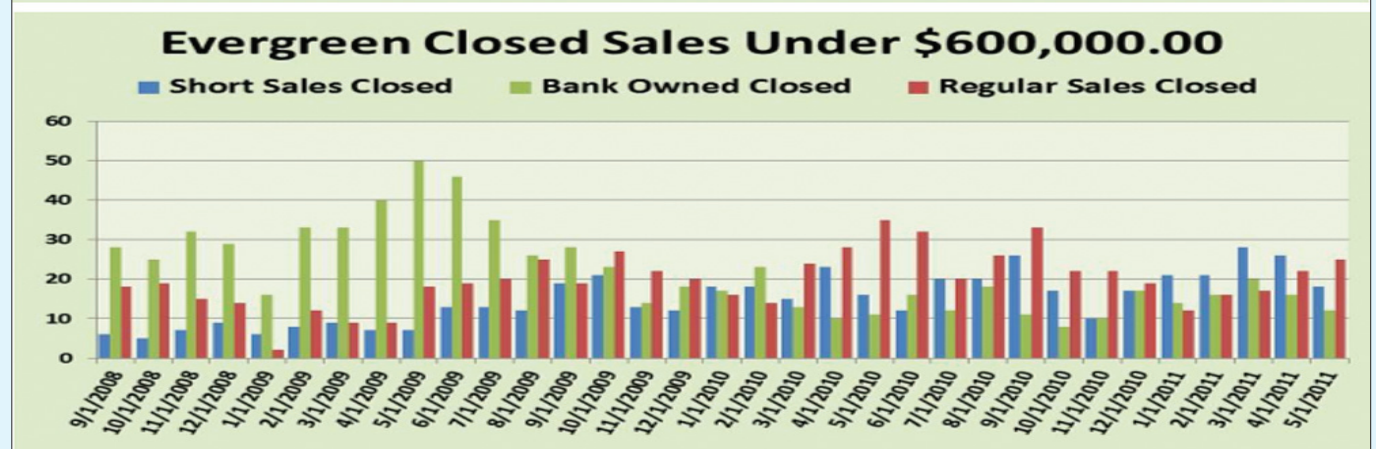
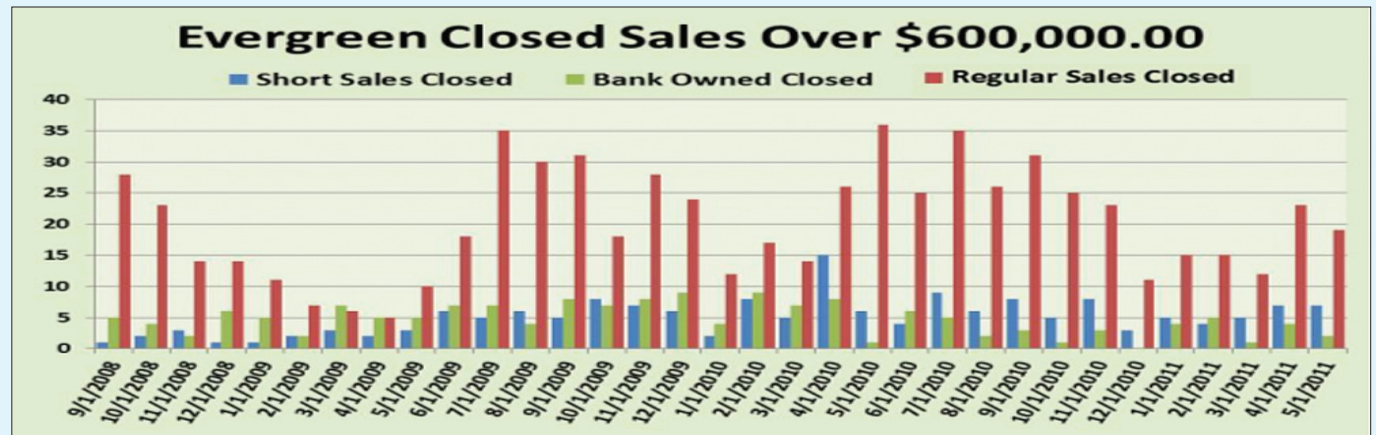
# Evergreen Real Estate Market, June 2011

## The Tale of Two Markets

A closer look at the Evergreen sold homes since September 2008 revealed that home prices dictate the degree of influences of distressed sales. There were over 70% of regular homes sold with prices over \$600,000. Most of the distressed sales between bank-owned and short sales were under \$600,000.



**Jason Chan Lee**  
 Broker  
 DRE# 01051200  
 (408) 348-7988  
 Jason@svreo.com  
 www.svreo.com



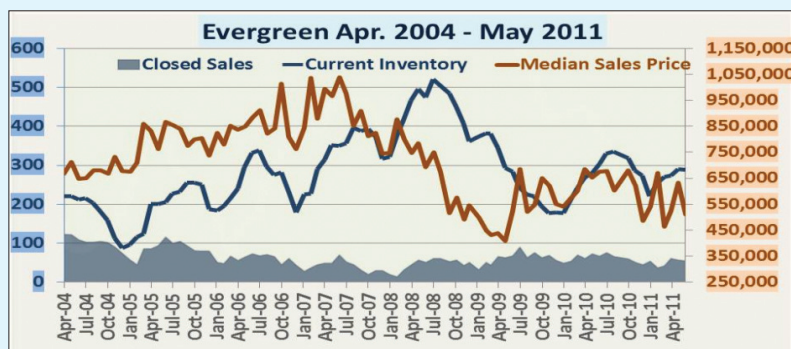
The charts above reflect two extinguished markets. The lower end of Evergreen are down at around 50% off its peak, and the high-end area are only down around 20-30% from peak.

## Let's examine the supply and demand equation for the EVERGREEN real estate market.

Active and pending sales for bank-owned have been declining since its peak in January 2009. This is a good sign for the market. Most banks prefer to dispose of under-performing assets through short sales or modified mortgages. Bank-owned homes may soon become endangered species. Active and pending short sales have been holding at a high level since January 2009. This indicates the economic conditions of Evergreen. The area is relatively new, as many of the homeowners have bought within the last 15 years and many homeowners find themselves holding onto a money -losing investment. The homeowners are more willing to walk away and sell, some are burdened with financial hardship and others are strategically avoiding paying for a bad gamble of the past. The media and many real estate experts predict more foreclosures from banks. Regular sellers are extremely reluctant to offer up their homes for sale for fear that bids may come in lower than their expectations, or that their asking price may be much higher than the demand can bear. The market has many buyers looking but the numbers of consumated deals are not high enough to advance the median price above the \$700,000 mark.

## What will happen to the EVERGREEN real estate market?

Spring marks the beginning of a new buying season, and buyers this year are expected to follow the established past pattern. The market will advance into the summer months with distressed sales being the dominating factor. If the numbers of short sale and bank owned homes remain at the current level, expect prices to retreat by the late fall and winter months. The distressed inventory needs to decline in order for the market to advance throughout this year.



## Help for Buyers and Sellers

The new normal for the Evergreen real estate market has been the dominating force of distressed sales. The important factors for sellers and buyers to consider when selecting a real estate agent are:

- How will this market change in the next 6 months?
- What market do you compete with?
- How do I gain an advantage compared to other buyers and sellers?

Please call Jason Lee at (408) 348-7988 or email Jason@svreo.com to schedule a private consultation. Find out how we have sold over 200 homes in the last two years and helped many distressed home owners get relief from their financial burden through loan modifications or avoiding deficiency judgments with a short sale. Knowledge makes a difference in today's real estate market. Call now to be an informed buyer or seller.



We are all entitled to our opinions, but we share the same set of facts

4868 San Felipe Road #130  
 San Jose, CA 95135  
 (408) 520-7838 Office  
 DRE# 01051200