

Los Alamos Real Estate Pulse



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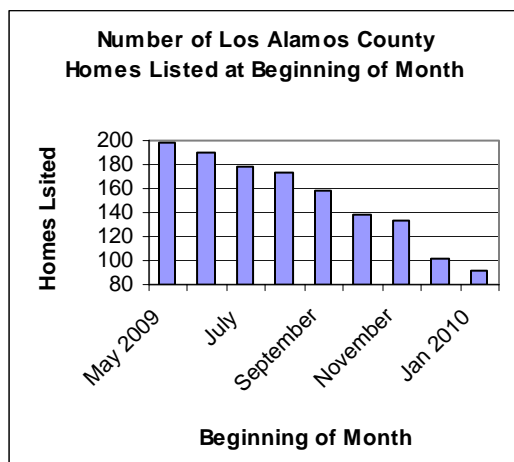


Hello everyone,

Happy New Year!

I am writing this newsletter to make you aware of significant changes that are taking place in the Los Alamos real estate market.

Since May, 2009, the number of listed homes on the market in Los Alamos has dropped dramatically. The following figure shows the number of listed homes in Los Alamos county at the beginning of each month:



The number of available homes has dropped from 200 in May 2009, to around 80 in January 2010. The number of homes sold in the second half of 2009 has risen by 38%, compared to the same period in 2008. Prices have stabilized, and have not decreased further in this period. The number of homes sold in November and December 2009 is almost double the number sold in the same period in 2008, despite the fact that this period is usually a very slow one. The average price per square foot has also risen slightly in the last two months (from \$127 to \$133).

We believe that there are three reasons for this change. Relatively low prices are attracting buyers, mortgage rates are low, and there are government financial incentives (in the form of a tax rebate) to buying. Subject to certain limitations, even repeat home buyers can get a tax credit up to \$6,500. New home buyers can get up to \$8,000 tax credit.

If you are thinking of upgrading to a different home, now is an excellent time. The lower the prices, the smaller the difference between prices of homes. Mortgage rates are low, making the transition even more affordable.

Please go to my web site

<http://www.homes-la.com>

and click on "All Los Alamos Homes" to review all available listings in Los Alamos county. Summarized price trends through 2009 are available by clicking "Trends". As always, our monthly update can be seen by clicking "Current Statistics".

Alternatively, please contact me on my cell phone at **690-1409**.

Best wishes,

Devori

P.S. If you know of anyone who is looking to buy or sell a home, please let me know, and I will be happy to provide them with superb service. I'm never too busy for your referrals.

This mailing is not a solicitation!