

The Real State of Real Estate Market Sees Growth in '11; Poised for Good 2012

By: Cindy Martin, REALTOR® Association President
Michael Byrd, MLS President

In a market that still has its ups and downs (but mostly ups), the High Point Regional real estate market ended 2011 on a definite 'UP'. Following are the reasons that justify such a statement:

- Sales increased 37% from January to the end of the year.
- Sales in December of '11 were within 2 units of December '10 sales and
- We usually see a real slow market at year end.
- The market showed a 7% increase in sales when comparing the 4th Quarter of '11 vs. 4th Quarter of '10.
- December 2011 sales were up 8% from November of the same year.
- Pending Sales, those under contract but not closed increased:
 - 56% from December '11 over Dec. '10
 - 19% from Dec. '11 over Nov. '11
- Traditionally the real estate market experiences a slowdown from The 3rd to the 4th Quarter as we enter the Holiday Season. We saw the slowdown this year, too, but the rate of both closed and pending sales was much stronger in the 3rd to 4th Quarter time period. What this means is that the real estate market is stronger now than it was in December of 2010.
- General observations:
 - Sales are on the rise!
 - Prices are beginning to stabilize; the long term value of real estate as an investment and hedge against inflation is beginning a return to normalcy.
 - Pending sales (under contract, but not closed) are a good indicator of activity in this market and they are definitely on the increase having experienced a double digit jump from the start of 2011!
 - Housing Affordability is at an all time high!
 - Obviously the American dream of homeownership is alive and well, with pent up demand. As the U.S. Economy stabilizes and strengthens housing sales will increase and this will result in more economic stimulation of related goods and services.