



**--- Seven Oaks Market Update ---**  
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**Market Summary Table**

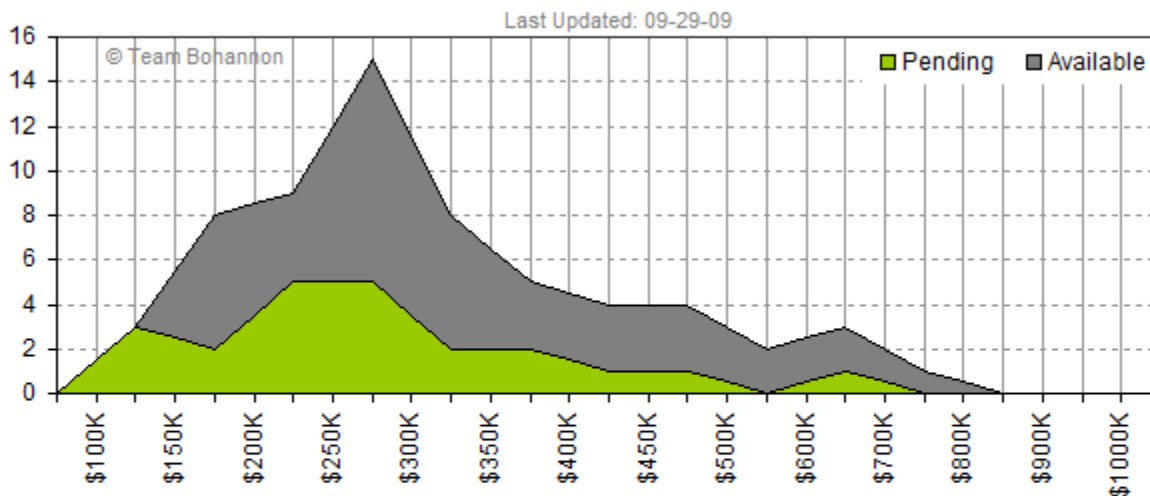
Price Range		Active Listings			Pending Listings		Exp. *	Sold Listings - Last 6 Months *						
From	To	Number Active	Average Days on Market	Average List Price	Number Pending	Pending Ratio	Number Expired	Number Sold	Average Days on Market	Average Orig List Price	Average Final List Price	Average Sold Price	List to Sales Ratio	Absorption Rate (mo.)
\$0	\$99,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$100,000	\$149,999	0	-	-	3	-	0	10	165	\$ 155,680	\$ 134,310	\$ 128,861	95.9%	0.0
\$150,000	\$199,999	6	166	\$ 180,000	2	25.0%	5	5	37	\$ 181,970	\$ 174,950	\$ 175,200	100.1%	7.2
\$200,000	\$249,999	4	89	\$ 234,450	5	55.6%	22	12	212	\$ 297,460	\$ 243,167	\$ 227,125	93.4%	2.0
\$250,000	\$299,999	10	410	\$ 274,760	5	33.3%	25	13	158	\$ 309,384	\$ 280,879	\$ 273,342	97.3%	4.6
\$300,000	\$349,999	6	223	\$ 321,375	2	25.0%	26	7	133	\$ 397,806	\$ 343,792	\$ 318,692	92.7%	5.1
\$350,000	\$399,999	3	301	\$ 379,567	2	40.0%	24	2	41	\$ 374,900	\$ 374,900	\$ 370,950	98.9%	9.0
\$400,000	\$449,999	3	76	\$ 426,600	1	25.0%	3	4	96	\$ 465,200	\$ 404,675	\$ 411,725	101.7%	4.5
\$450,000	\$499,999	3	104	\$ 460,900	1	25.0%	11	2	114	\$ 512,925	\$ 497,925	\$ 469,125	94.2%	9.0
\$500,000	\$599,999	2	335	\$ 562,450	0	-	30	0	-	-	-	-	-	-
\$600,000	\$699,999	2	51	\$ 674,950	1	33.3%	13	3	54	\$ 707,567	\$ 682,596	\$ 612,667	89.8%	4.0
\$700,000	\$799,999	1	199	\$ 775,000	0	-	4	0	-	-	-	-	-	-
\$800,000	\$899,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$900,000	\$999,999	0	-	-	0	-	0	0	-	-	-	-	-	-
\$1,000,000	+	0	-	-	0	-	0	0	-	-	-	-	-	-
<b>Market Summary --&gt;</b>		<b>40</b>	<b>230</b>	<b>\$ 343,616</b>	<b>22</b>	<b>35.5%</b>	<b>163</b>	<b>58</b>	<b>142</b>	<b>\$ 320,723</b>	<b>\$ 286,310</b>	<b>\$ 273,094</b>	<b>95.4%</b>	<b>4.1</b>

\* Dates are from March 30, 2009 to September 29, 2009  
 Search: {Seven Oaks}

Single-Family Residential Listings

## Market Dashboard

**Number of Available vs. Pending Listings  
 Seven Oaks**



As of this week, there are currently 22 sales pending in Seven Oaks, leaving 40 active listings. Additionally, the average list price (or asking price) for all homes in this market is \$343,616.

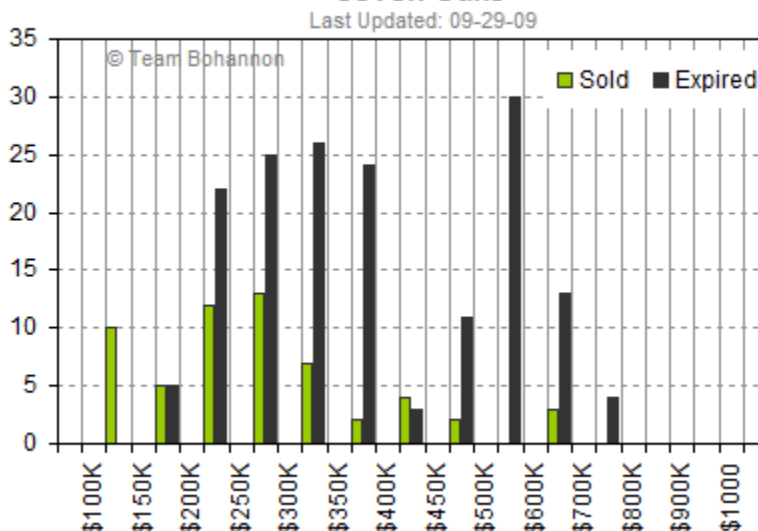
Homes in the \$250K - \$300K price range have the largest active inventory of 10 listings. Taking a closer look, we notice that homes in the \$200K - \$250K price range have the largest number of contracts that are currently pending.

A total of 58 homes in Seven Oaks have sold in the last 6 months. Additionally, 163 listings have expired in that same period of time.

Breaking it down, we see that more homes have sold in the \$250K - \$300K price range than any other. The \$500K - \$600K price range has the largest number expired at 30 listings.

The average sold price of homes for the last 6 months is \$273,094.

**Number of Sold vs. Expired (Last 6 mos.)  
 Seven Oaks**



## Market Dashboard

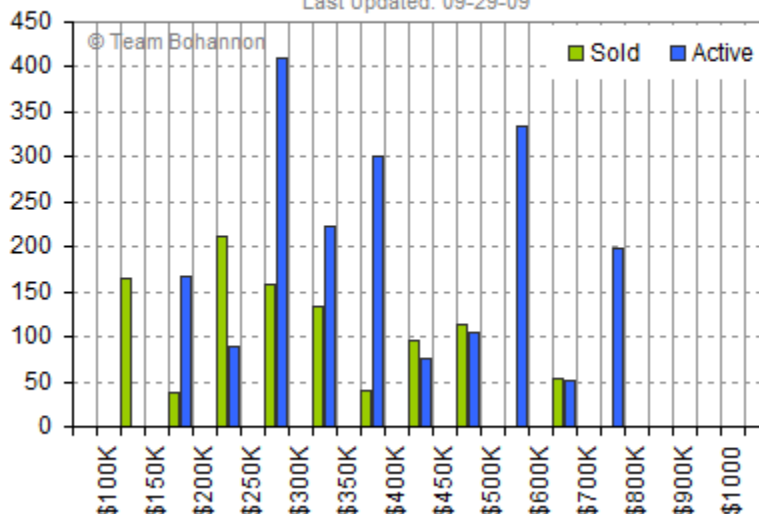
Currently active listings in Seven Oaks have been on the market for an average of 230 days.

Taking a closer look, we see that active listings in the \$250K - \$300K price range have been on the market longest at 410 days. The chart indicates that homes in the \$200K - \$250K price range have recently taken longest to sell.

Analysis of sold homes for the last 6 months reveals an average DOM of 142 days.

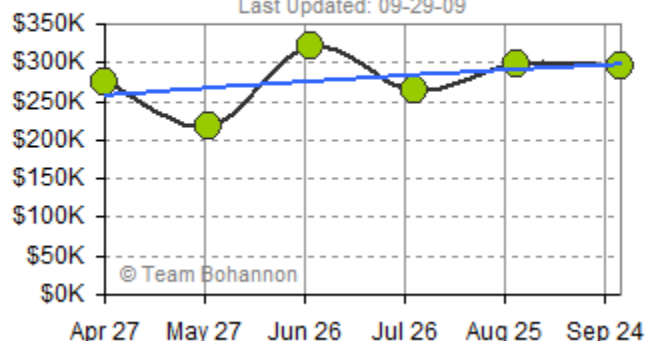
### Average Days On Market (Last 6 mos.) Seven Oaks

Last Updated: 09-29-09



### Average Sold Prices Seven Oaks

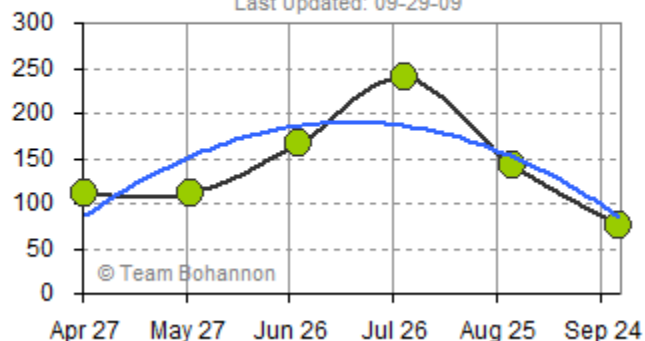
Last Updated: 09-29-09



The average sold price in Seven Oaks for the last 30 days is \$294,471. This is a 1.0% decrease from the previous 30 day period. Additionally, the list-to-sales ratio (percentage of the list price that the buyer ultimately paid for the home) is 95.4%. This ratio is typically used to help decide how much to offer on a home or what price to list a home at.

### Average Days On Market (Sold) Seven Oaks

Last Updated: 09-29-09



There was an average of 77 days on market for homes that sold in Seven Oaks in the last 30 days. This is a 45.9% decrease from the previous 30 day period. Additionally, analysis of the absorption rate (an estimate of how fast listings are currently selling) indicates an inventory of 4.1 months based on the last 6 months of sales and currently active listings. Please note that this does not take into account the number of new houses which will eventually come on the market.

## Glossary & Definitions

### 1. ACTIVE LISTINGS

- a. **Number Active:** The number of listings which are currently being marketed but do not yet have a purchase agreement.
- b. **Average Days on Market (DOM):** The average marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Average List Price:** The average price that a seller is currently asking. Otherwise known as the asking price of a home.

### 2. PENDING LISTINGS

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a "list to pending ratio". This is a measure of how fast homes are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents homes that buyers have chosen

(A+P) represents the entire pool from which they have chosen

### 3. EXPIRED LISTINGS

- a. **Number Expired:** The number of listing agreements that have expired in the last 6 months.

### 4. SOLD LISTINGS

- a. **Number Sold:** The number of homes that have gone to a closing in the last 6 months.
- b. **Average Days on Market (DOM):** The average amount of time it has taken homes to sell in the last six (6) months.
- c. **Average Original List Price:** The average price at which a sold home was originally marketed.
- d. **Average List Price:** The average price at which a sold home was marketed just prior to selling.
- e. **Average Sold Price:** The average price for which a home sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the home.

$$\text{List to Sales Ratio} = \frac{\text{Average Sold Price}}{\text{Average List Price}}$$

- g. **Absorption Rate:** An estimate of how fast listings are currently selling, measured in months. This calculation helps determine whether an area is trending towards a buyers or sellers market.

$$\text{Absorption Rate} = \frac{\text{Number of Active Listings}}{\text{Avg Number of Sales per Month (Over 6 mos. Period)}}$$