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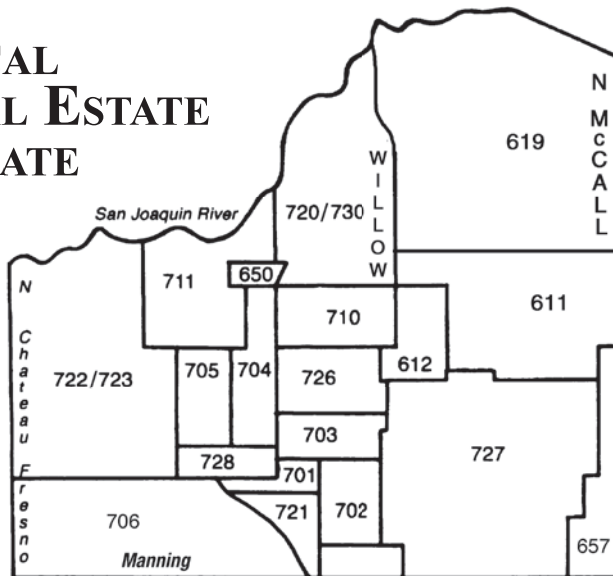
Patti O'Neill CRS, GRI, Broker Associate



JULY 2010



LOCAL REAL ESTATE UPDATE



FRESNO/CLOVIS REAL ESTATE SALES SUMMARY 05/15/10 – 06/30/10

| Area | No. Sold | Highest Price | Lowest Price | Average Price |
|---------|----------|---------------|--------------|---------------|
| 611 | 93 | \$512,000 | \$80,000 | \$230,000 |
| 619 | 84 | \$950,000 | \$150,000 | \$312,500 |
| 704 | 42 | \$599,000 | \$44,000 | \$153,500 |
| 705 | 40 | \$165,000 | \$55,000 | \$112,000 |
| 710 | 30 | \$245,000 | \$116,910 | \$160,450 |
| 711 | 67 | \$2,300,000 | \$108,900 | \$245,000 |
| 720/730 | 93 | \$750,000 | \$127,500 | \$240,000 |
| 722/723 | 171 | \$586,500 | \$42,500 | \$168,500 |
| 726 | 51 | \$219,950 | \$64,000 | \$124,000 |
| 727 | 151 | \$941,000 | \$42,000 | \$190,000 |

Note: Information provided from the Multiple Listing Service

CELEBRATING 25 YEARS

Late June of 1985 it finally arrived – my long studied for and anxiously awaited Real Estate License. It was something that I always wanted to do – and it has been a career most enjoyed... What a trip it has been since that first day ... and my, how things have changed. The first contract I ever wrote was one-page long – then it went to two pages and I can remember the grumbles in the office! Interest rate was double digit... And, I can remember breaking into a sweat when I used my first fax machine! Today's transaction file exceeds 200 pages of disclosures, over 90% of all buyers' start their home shopping on the Internet and interest rates are the lowest in history. I can remember when it fell below 10% and everyone thought they "had died and gone to heaven!" Now it is in the mid-4% range! The biggest reward has been the people. Buying and selling a home is a really personal experience for the average family and I have enjoyed the laughter and the tears... Thanks for the wonderful memories...



Fondly,

Patti

Which Patti O'Neill Did You Buy From?

Just had to ask... Found these old business cards covering the 25-year span – a fun memory trip...

The good news is that the January to June statistics for our Fresno MLS shows me ranking in the top 200 real estate agents out of the 3,100 agents covering the Central Valley.

More good news is that with the resurgence of FHA guaranteed home loans – there are once again **assumable loans** – **today's rate is right at 4.5%**... Parents listen up here – consider co-signing for a child to realize that one of you could fully assume that rate when they are ready to afford/qualify on their own – all for a \$500 assumption fee... And, remember the extra value placed on an assumable loan? It is back!!!

Area's to target that are really enjoying growth in sales is the Central School district, and west of Highway 99 (722/723 codes) and the old Sunnyside area. Building is going West and Southwest now for affordable housing.

The odd news is – with record low prices and interest rates – lenders are asking, "where are the buyers?!" Slow to move and wary because of our dour unemployment situation – Welcome to real estate 2010....



GUARANTEE REAL ESTATE
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OVER \$2.8 MILLION
 IN SALES 1999



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Dance the night away at North Fresno Rotary Club's annual fundraiser benefitting Storyland at Roeding Park!

Party is held at Storyland on Saturday, August 28 and tickets are only \$50 per person for great music, food, and fun. Wooden dance floor will be available for great dancing!
 TICKETS: Call Patti O'Neill @ 288-5529

THE 17th ANNUAL

STORYLAND AND JAZZ

Creating Memories

Homeowner Info Online

Have you checked out the State of California website www.ca.gov? It's filled with great information for homeowners including tips on...

- Home Improvement: Figuring out what kind of contractor you need, finding the right contractor, checking their license, and if your project needs a building permit
- Homeowner Insurance: Finding an agent and insurance checklists
- Safety: Home security or calling 811 to



find out "what's below" before you start digging in your yard
 Just go to the website and click on Home & Family to find much more!

June Market Statistics

Fresno/Clovis Cities

| NUMBER OF PROPERTIES FOR SALE | |
|-------------------------------|----------|
| JUNE '09 | JUNE '10 |
| 3,265 | 3,333 |
| +2% INCREASE | |

| PROPERTIES UNDER CONTRACT | |
|---------------------------|----------|
| JUNE '09 | JUNE '10 |
| 683 | 732 |
| +7% INCREASE | |

| NUMBER OF HOMES SOLD | |
|----------------------|----------|
| JUNE '09 | JUNE '10 |
| 691 | 678 |
| -2% DECREASE | |

| MONTHS OF INVENTORY | |
|---------------------|----------|
| JUNE '09 | JUNE '10 |
| 3.5 | 3.2 |
| -8% DECREASE | |

| AVERAGE PRICE OF SOLD HOMES | |
|-----------------------------|-----------|
| JUNE '09 | JUNE '10 |
| \$149,900 | \$167,000 |
| +11% DECREASE | |

| AVERAGE DAYS ON MARKET | |
|------------------------|----------|
| JUNE '09 | JUNE '10 |
| 64 | 57 |
| -11% DECREASE | |

It's a GRE8 TIME to BUY

GUARANTEE REAL ESTATE

Patti O'Neill
 288-5529

- Interest rates are low
- There are many homes to choose from
- Prices have come down

Call **Patti O'Neill** for all of your real estate needs (559) 288-5529