

National and Local Real Estate 4th Quarter and Annual Review 2013: A Good Year

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NMLSR 413601

January 29, 2013
435 647 9055

Park City Real Estate Statistics

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Today's Retopics:

Demand

Supply

Cash Sales

Distressed and Foreclosure Sales

Pricing Trends

Demand: Pending Sales

NAR announced (12/30/13) the pended home sales index inched up 0.2% to 101.7 in November, but is 1.6% below November 2012 when it was 103.3.

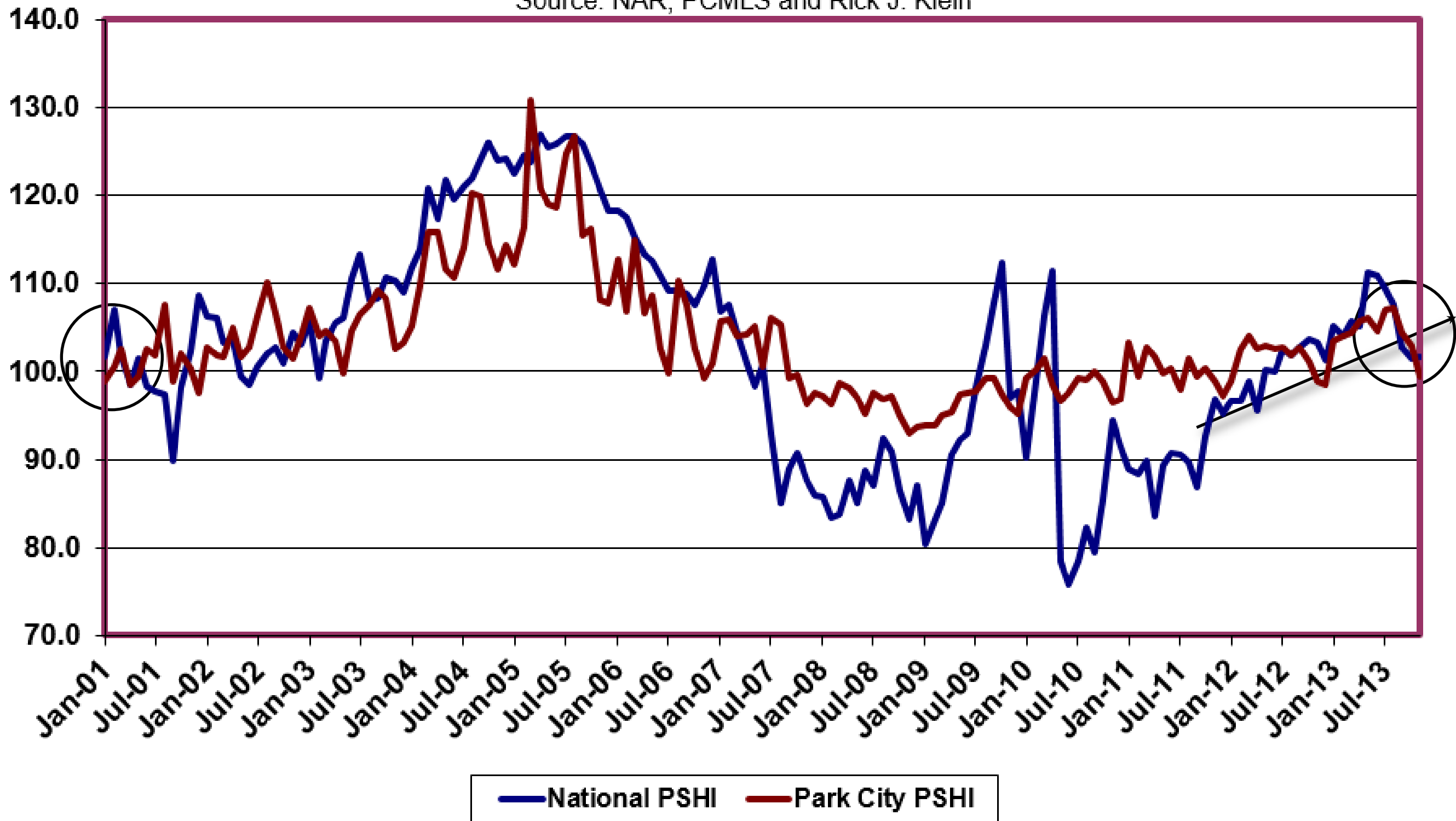
According to Dr Yun: “Although the final months of 2013 are finishing on a soft note, the year as a whole will end with the best sales total in seven years.”

GPC PSHI saw a decrease of 3% in November to 99.48 but is 0.6% higher than November of 2012; pended sales in the 4th quarter typically dip in Park City.

Demand: Pending Sales

NAR & GPC Pending Home Sales Index Thru 11/2013

Source: NAR, PCMLS and Rick J. Klein

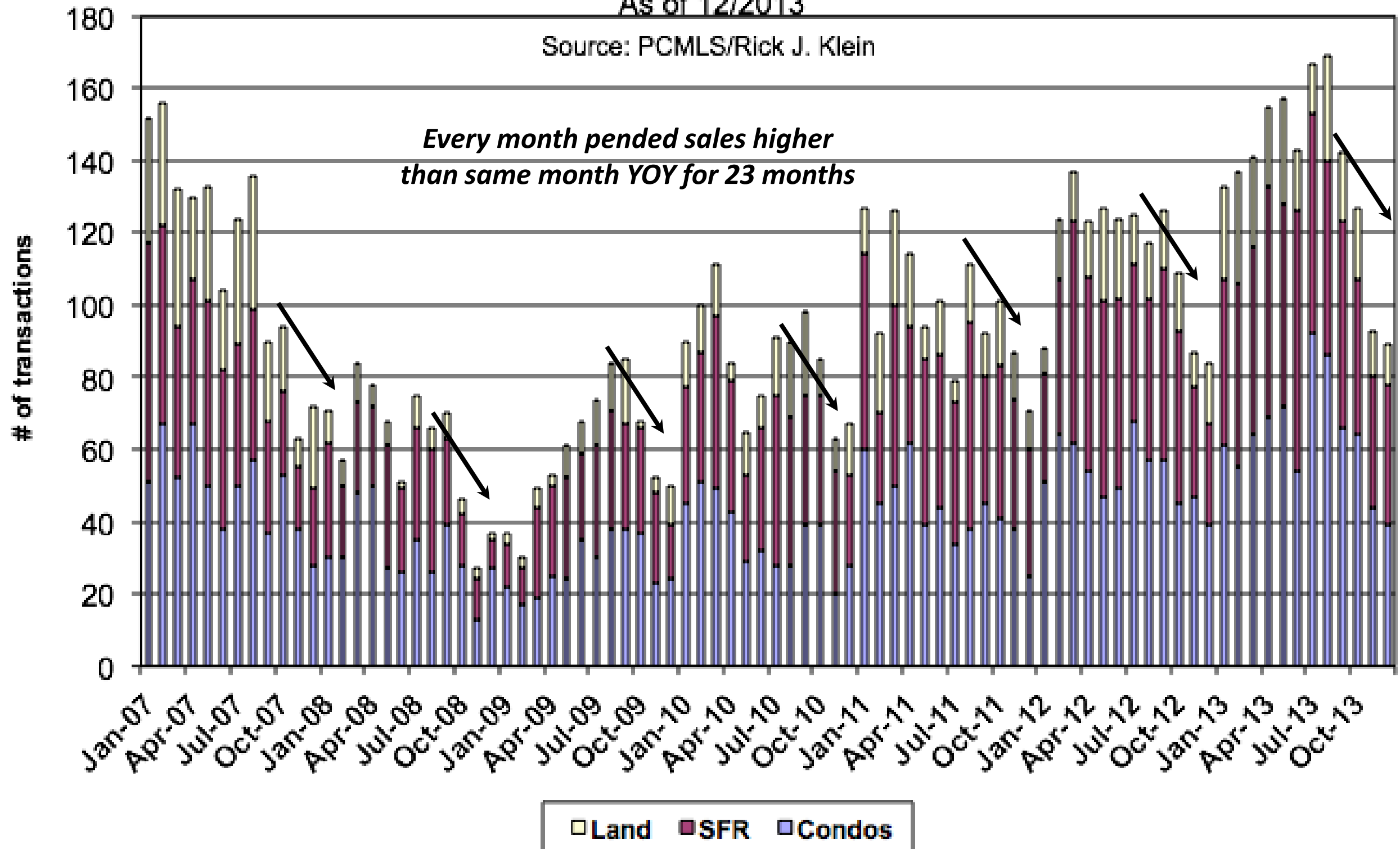


Demand: Pending Sales

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Pended Sales: Greater Park City As of 12/2013

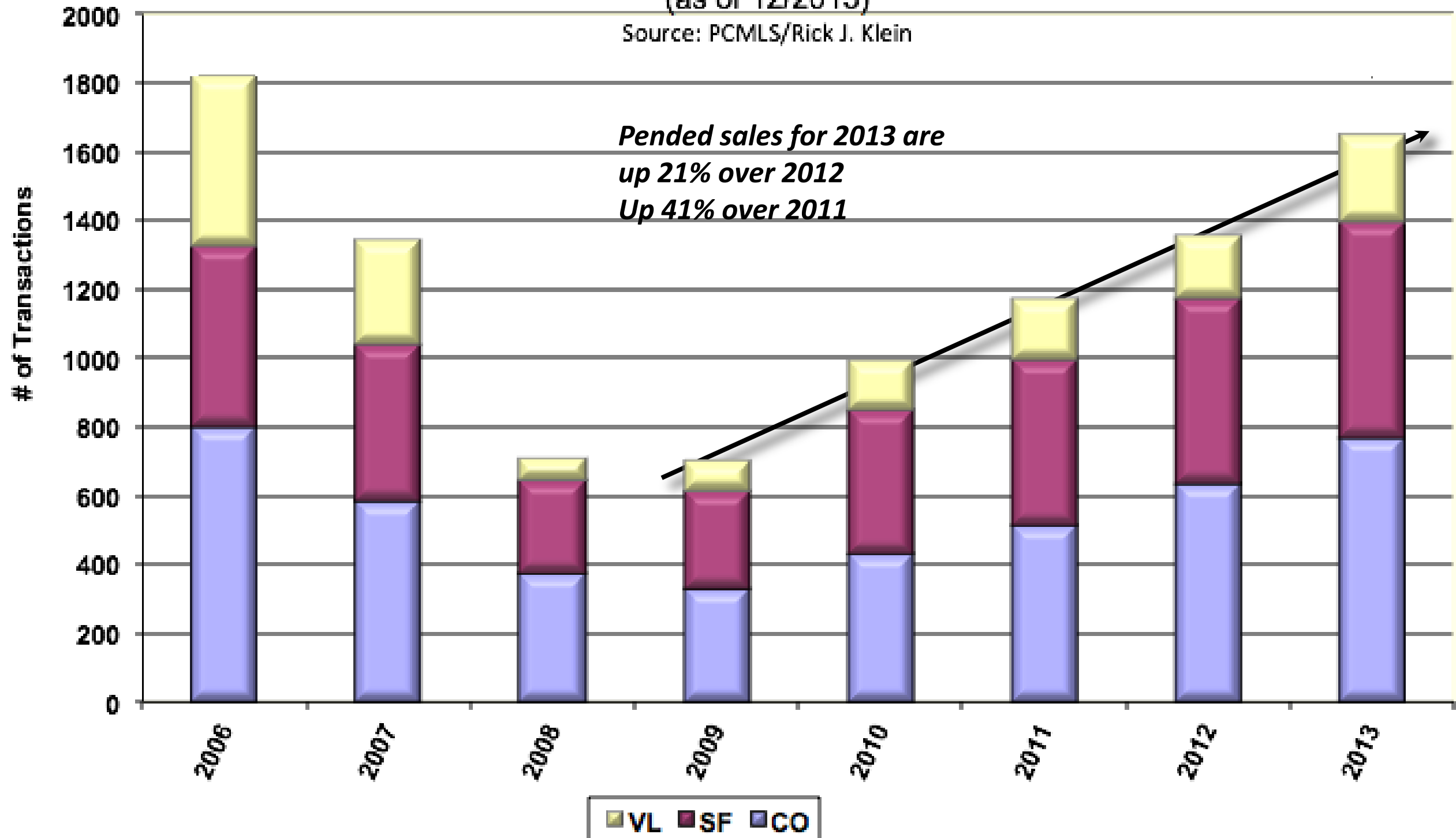
Source: PCMLS/Rick J. Klein



Demand: Pending Sales

Pended Sales: Greater Park City
Annual Comparison
(as of 12/2013)

Source: PCMLS/Rick J. Klein



Demand: Existing Sales

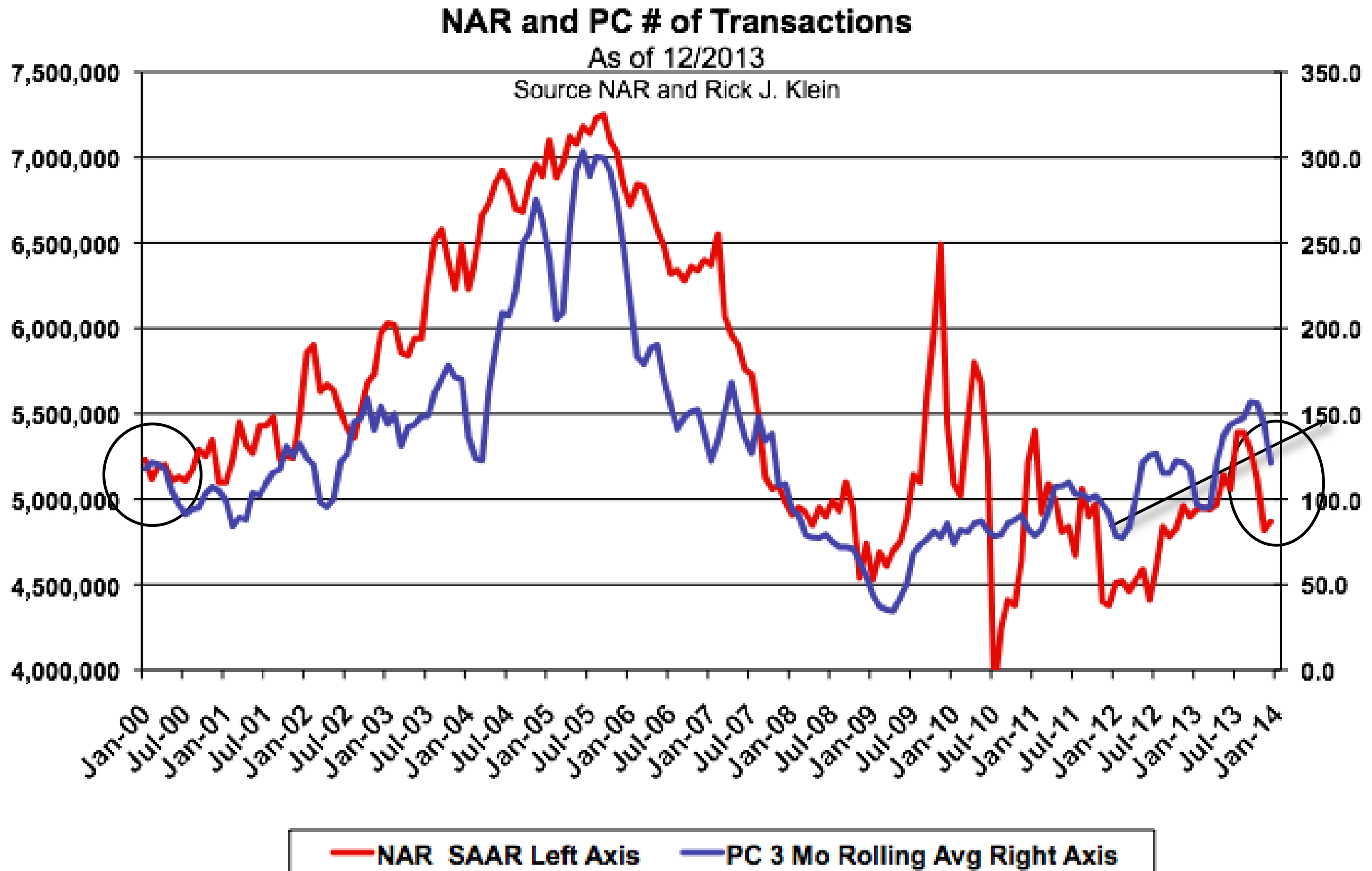
NAR announced (1/23) existing sales increased 1% to a SAAR of 4.87M in December and are 0.6% below the 4.6M pace in December of 2012. November and December were the only months this year that saw a decrease from the year before. 2013 saw the highest level of sales since 2006.

Dr Yun stated “Existing home sales have risen 20% since 2011, with job growth and record low mortgage rates and large pent-up demand...we lost some momentum toward the end of 2013 from disappointing job growth and limited inventory.”

GPC saw a decrease of 15% in the 3 months rolling average in December from November. December is the first time in 22 months sales were below year ago levels. However, the 3 month rolling average in December is 3% higher than December 2012.

Demand: Existing Sales

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Demand: Existing Sales

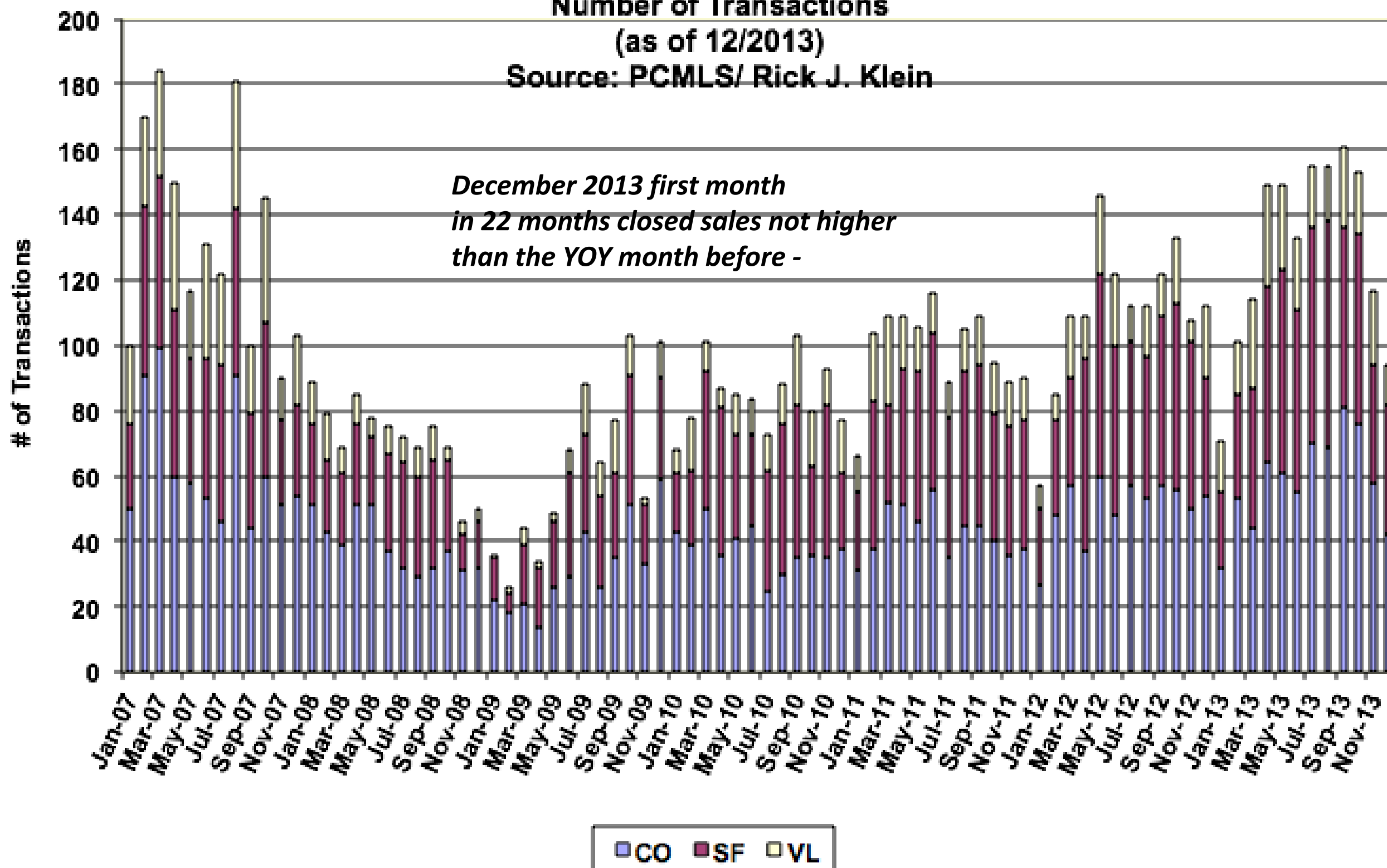
Closed Sales: Greater Park City

Number of Transactions

(as of 12/2013)

Source: PCMLS/ Rick J. Klein

*December 2013 first month
in 22 months closed sales not higher
than the YOY month before -*



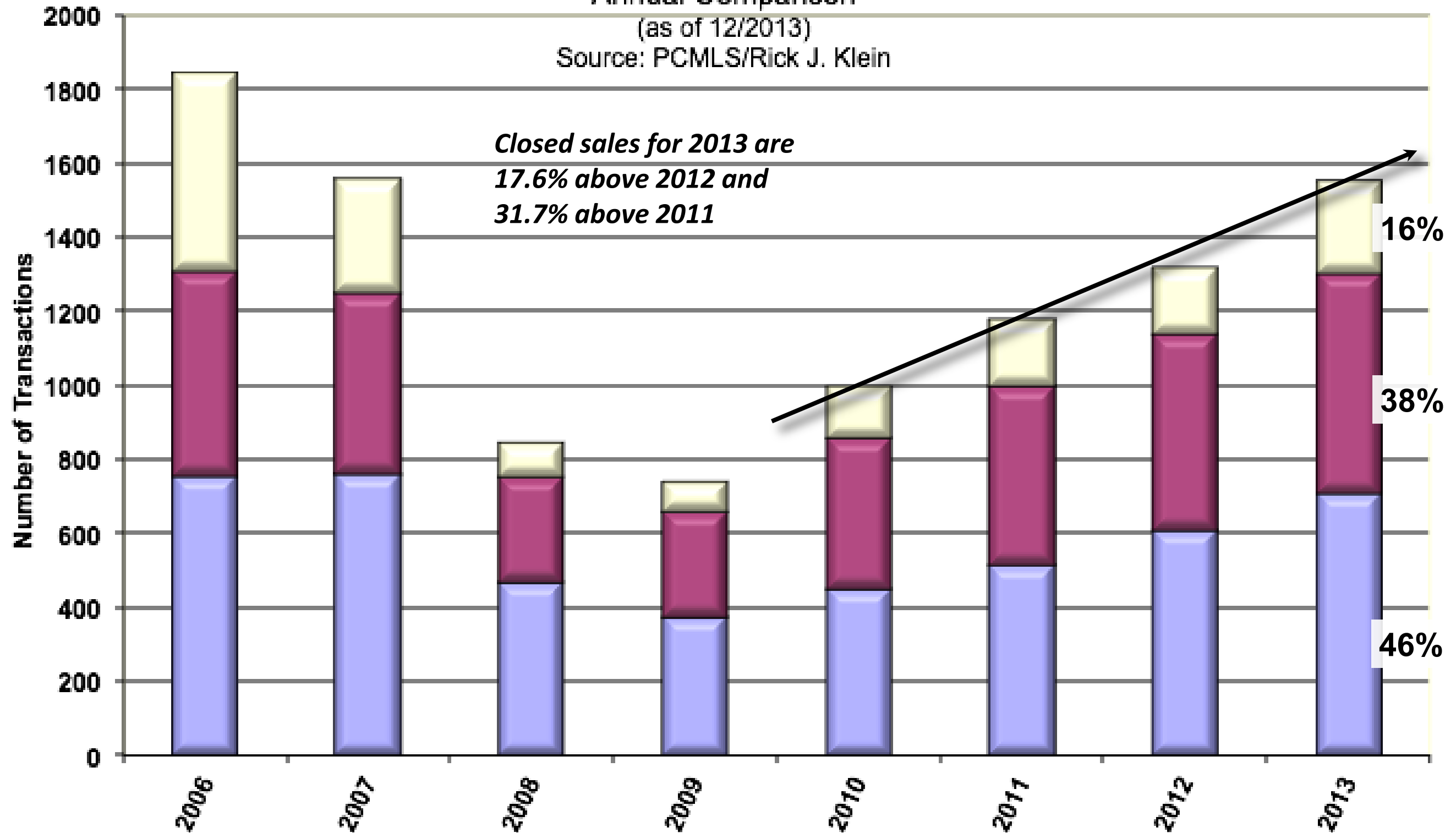
Demand: Existing Sales

Closed Sales: Greater Park City

Annual Comparison

(as of 12/2013)

Source: PCMLS/Rick J. Klein

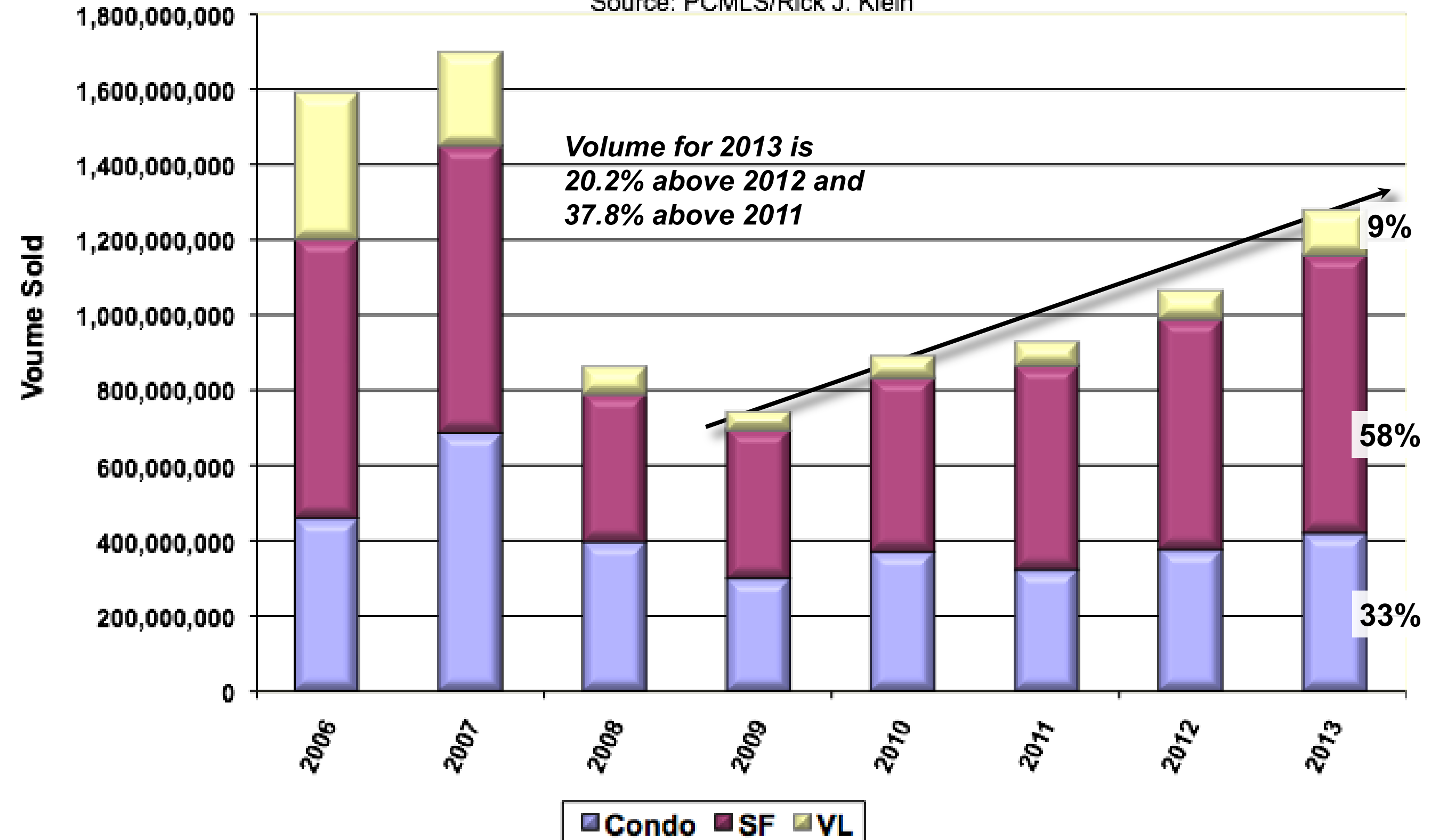


Demand: Existing Sales

Greater Park City Annual Volume

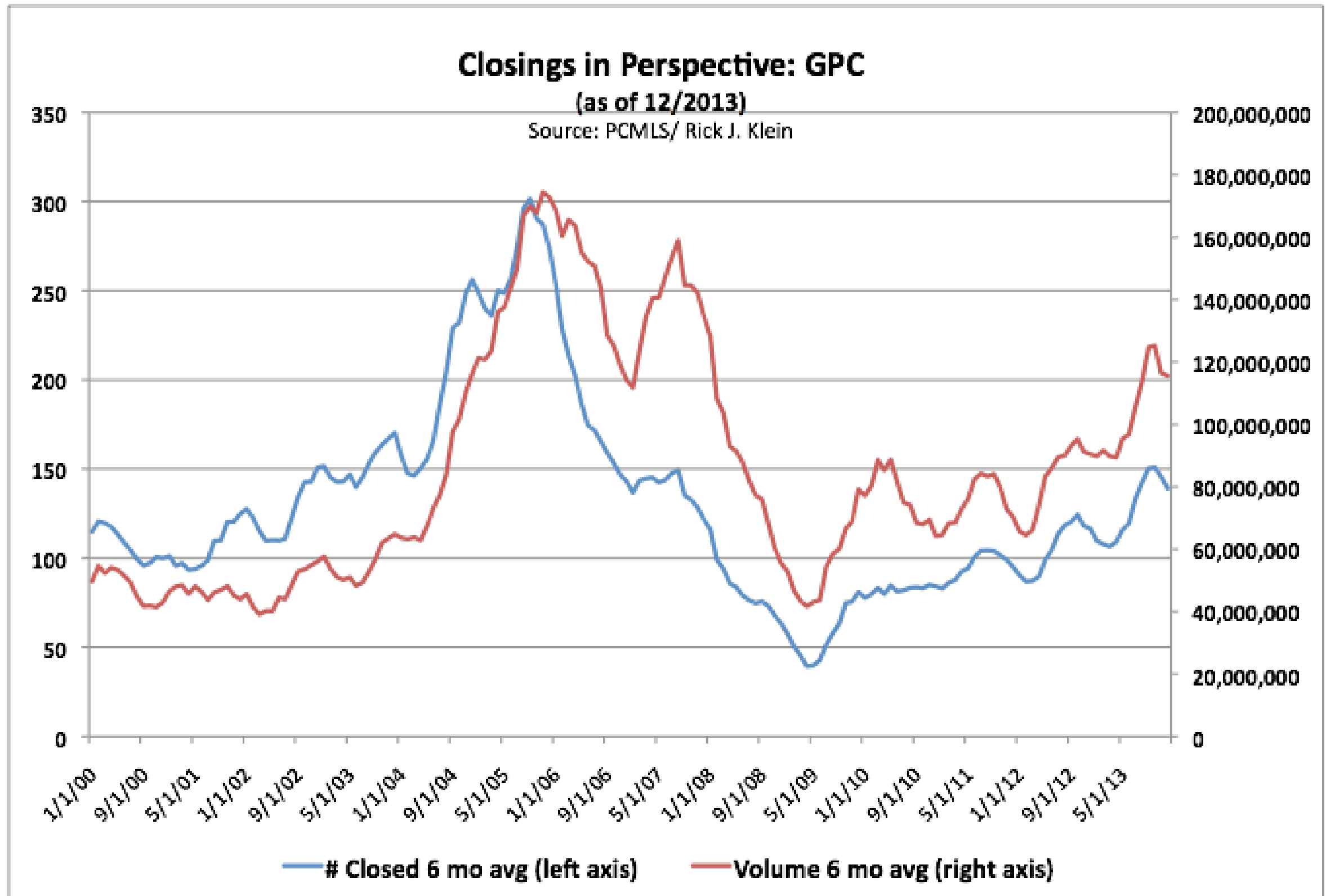
(as of 12/2013)

Source: PCMLS/Rick J. Klein



Demand: Existing Sales

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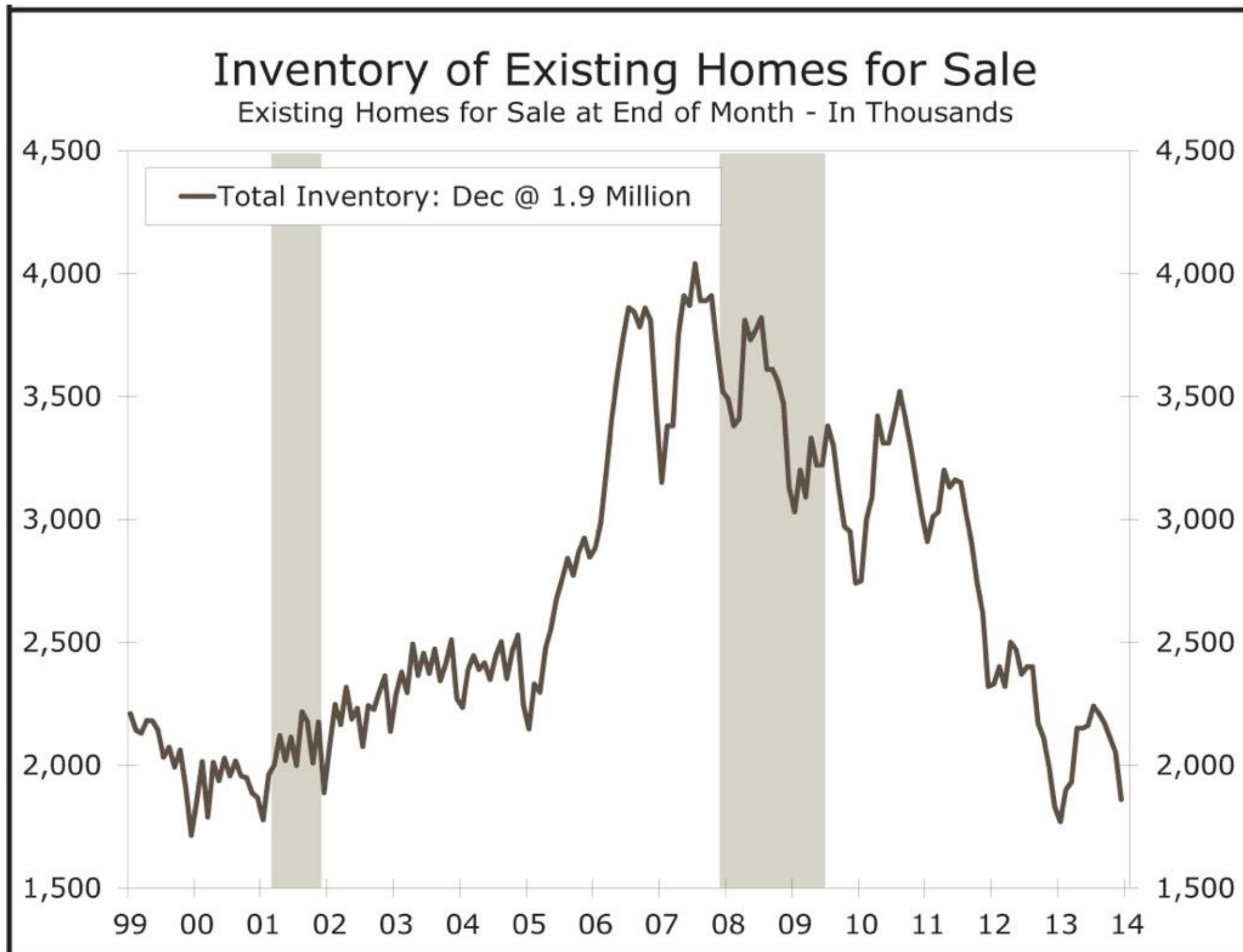


Supply: Inventory

NAR: Total housing inventory at the end of December declined 9.3% to 1.86M existing homes available for sale, which represents a 4.6 month supply at the current sales pace, compared with 4.9 months in October. Unsold inventory is 1.3% above a year ago, when there was a 4.5 month supply.

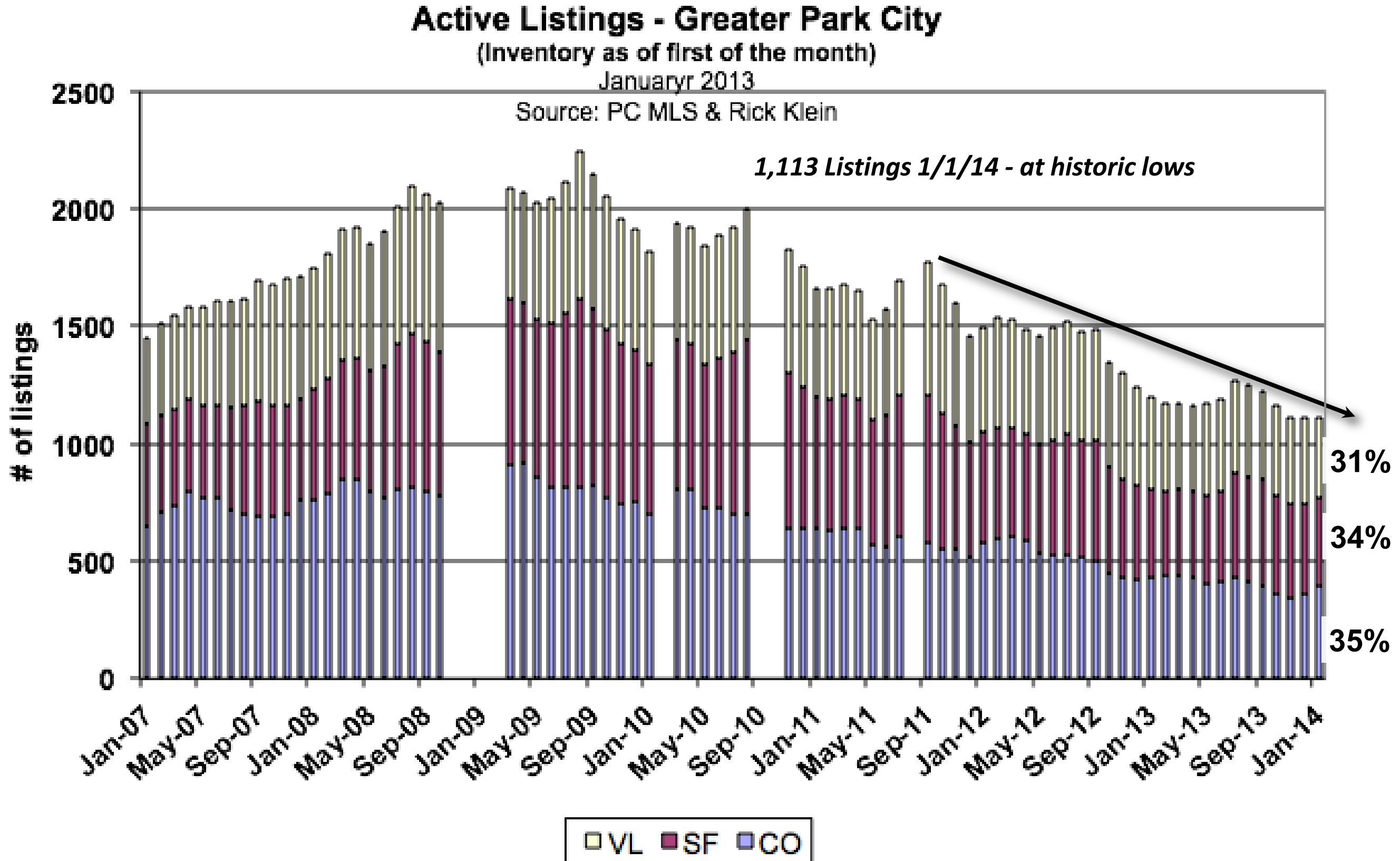
GPC total listings January 1st were 1,113; this is the same for the past three months. However, current inventory is down 7.3% from this time last year and this remains a record low since January 2007. The absorption rate increased from 6.1 to 7.4 months due to the reduced number of sales.

Supply: Inventory



Supply: Inventory

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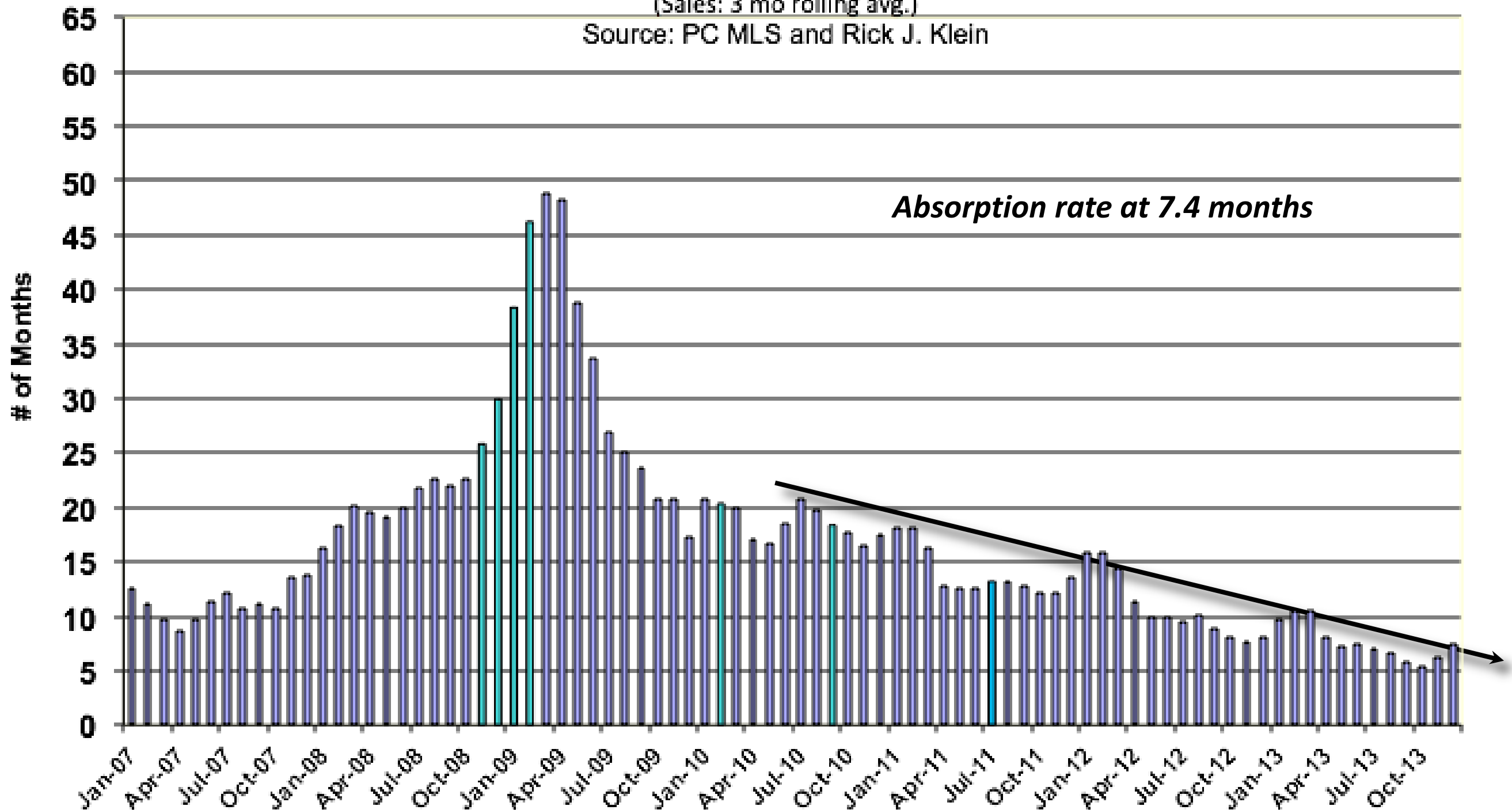
Supply

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Absorption Rate (ex lots): Greater Park City December 2013

(Sales: 3 mo rolling avg.)

Source: PC MLS and Rick J. Klein



Supply: 1/1/14 compared to 1/1/13

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	CO		SF		VL		Total	
	Inventory	% change	Inventory	% change	Inventory	% change	Inventory	% change
1 Old Town	73	-37.6%	28	-40.4%	7	0.0%	108	-36.8%
2 Thaynes	0		7	0.0%	6	50.0%	13	18.2%
3 Lower DV	50	2.0%	20	-25.9%	12	-25.0%	82	-10.9%
4 Deer Crest	20	100.0%	15	114.3%	6	-25.0%	41	64.0%
5 Upper DV	43	16.2%	20	-9.1%	4	0.0%	67	6.3%
6 Empire	43	7.5%	12	20.0%	10	0.0%	65	8.3%
7 Aerie	2	100.0%	5	-28.6%	1	-50.0%	8	-20.0%
8 Prospector	9	-30.8%	3	0.0%	5	-44.4%	17	-32.0%
9 Park Meadows	8	-42.9%	25	-30.6%	4	-55.6%	37	-37.3%
10 Canyons	69	1.5%	24	14.3%	39	-2.5%	132	2.3%
11 Sun Peak	15	87.5%	6	-14.3%	0	-100.0%	21	10.5%
12 Silver Springs	1	0.0%	7	75.0%	0	-100.0%	8	33.3%
13 Old Ranch Rd	0		5	-28.6%	4	-50.0%	9	-40.0%
14 Kimball	28	40.0%	2	100.0%	0	-100.0%	30	36.4%
15 Pinebrook	9	80.0%	17	-22.7%	12	0.0%	38	-2.6%
16 Summit Park	0	-100.0%	5	-54.5%	13	-31.6%	18	-41.9%
17 Jeremy	2	-33.3%	21	10.5%	15	7.1%	38	5.6%
18 Glenwild/S Creek	0		40	-14.9%	40	-44.4%	80	-32.8%
19 Trailside	0		9	125.0%	5	66.7%	14	100.0%
21 Promontory	0		71	69.0%	64	4.9%		
23 Jordanelle	23	-45.2%	31	10.7%	96	9.1%	150	-5.1%
Grand Total	395	-7.9%	373	-1.6%	345	-12.2%	1113	-7.3%

Supply: Q4 13 Absorption Rate Per Area

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	Condo			SF			VL		
	listings	# sales*	Months	listings	# sales*	Months	listings	# sales*	Months
1 Old Town	73	157	5.58	28	68	4.94	7	11	7.64
2 Thaynes				7	13	6.46	6	2	36.00
3 Lower DV	50	40	15.00	20	21	11.43	12	8	18.00
4 Deer Crest	20	4	60.00	15	4	45.00	6	9	8.00
5 Upper DV	43	33	15.64	20	9	26.67	4	1	48.00
6 Empire	43	22	23.45	12	4	36.00	10	2	60.00
7 Aerie	2	1	24.00	5	5	12.00	1	5	2.40
8 Prospector	9	45	2.40	3	13	2.77	5	0	
9 Park Meadows	8	53	1.81	25	56	5.36	4	10	4.80
10 Canyons	69	75	11.04	24	9	32.00	39	19	24.63
11 Sun Peak	15	29	6.21	6	21	3.43	0	4	0.00
12 Silver Springs	1	8	1.50	7	58	1.45		1	0.00
13 Old Ranch Rd				5	12	5.00	4	7	6.86
14 Kimball	28	73	4.60	2	17	1.41	0	0	
15 Pinebrook	9	48	2.25	17	52	3.92	12	8	18.00
16 Summit Park	0	2	0.00	5	29	2.07	13	17	9.18
17 Jeremy	2	13	1.85	21	73	3.45	15	16	11.25
18 Glenwild/S Creek				40	25	19.20	40	31	15.48
19 Trailside				9	49	2.20	5	4	15.00
21 Promontory				71	36	23.67	64	53	14.49
23 Jordanelle	23	103	2.68	31	19	19.58	96	45	12.80
Grand Total	395	706	6.71	373	593	7.55	343	253	8.13

* # of Sales based upon past 12 months

Supply: Q4 12 Absorption Rate Per Area

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	Condo			SF			VL		
	listings	# sales *	Months	listings	# sales *	Months	listings	# sales *	Months
1 Old Town	117	108	13.00	41	46	10.70	5	12	5.00
2 Thaynes				9	17	6.35	5	4	15.00
3 Lower DV	49	44	13.36	28	14	24.00	15	5	36.00
4 Deer Crest	10	10	12.00	11	10	13.20	5	6	10.00
5 Upper DV	37	35	12.69	20	11	21.82	6	0	N/A
6 Empire	40	30	16.00	7	2	42.00	10	3	40.00
7 Aerie	1	0	N/A	7	4	21.00	2	1	24.00
8 Prospector	13	48	3.25	7	16	5.25	8	0	N/A
9 Park Meadows	14	45	3.73	25	52	5.77	6	13	5.54
10 Canyons	68	76	10.74	24	8	36.00	41	19	25.89
11 Sun Peak	8	23	4.17	7	21	4.00	3	1	36.00
12 Silver Springs	1	5	2.40	7	33	2.55		1	0.00
13 Old Ranch Rd				8	12	8.00	5	3	20.00
14 Kimball	20	69	3.48	2	17	1.41	2	0	N/A
15 Pinebrook	5	36	1.67	18	65	3.32	14	4	42.00
16 Summit Park	1	2	6.00	8	28	3.43	16	8	24.00
17 Jeremy	3	12	3.00	26	58	5.38	10	6	20.00
18 Glenwild/S Creek				37	36	12.33	52	30	20.80
19 Trailside				6	32	2.25	5	2	30.00
21 Promontory				37	42	10.57	70	39	21.54
23 Jordanelle	42	64	7.88	25	19	15.79	92	22	50.18
Grand Total	429	607	8.48	360	543	7.96	373	179	25.01

* # of Sales based upon past 12 months

Cash Sales

NAR stated cash sales were 32% of purchases in November, up from 31% in October; they were 30% in November 2012. Investors, who account for most cash sales, purchased 19% of homes in November, same as October and November 2012. Last month 7 out of 10 investors paid cash.

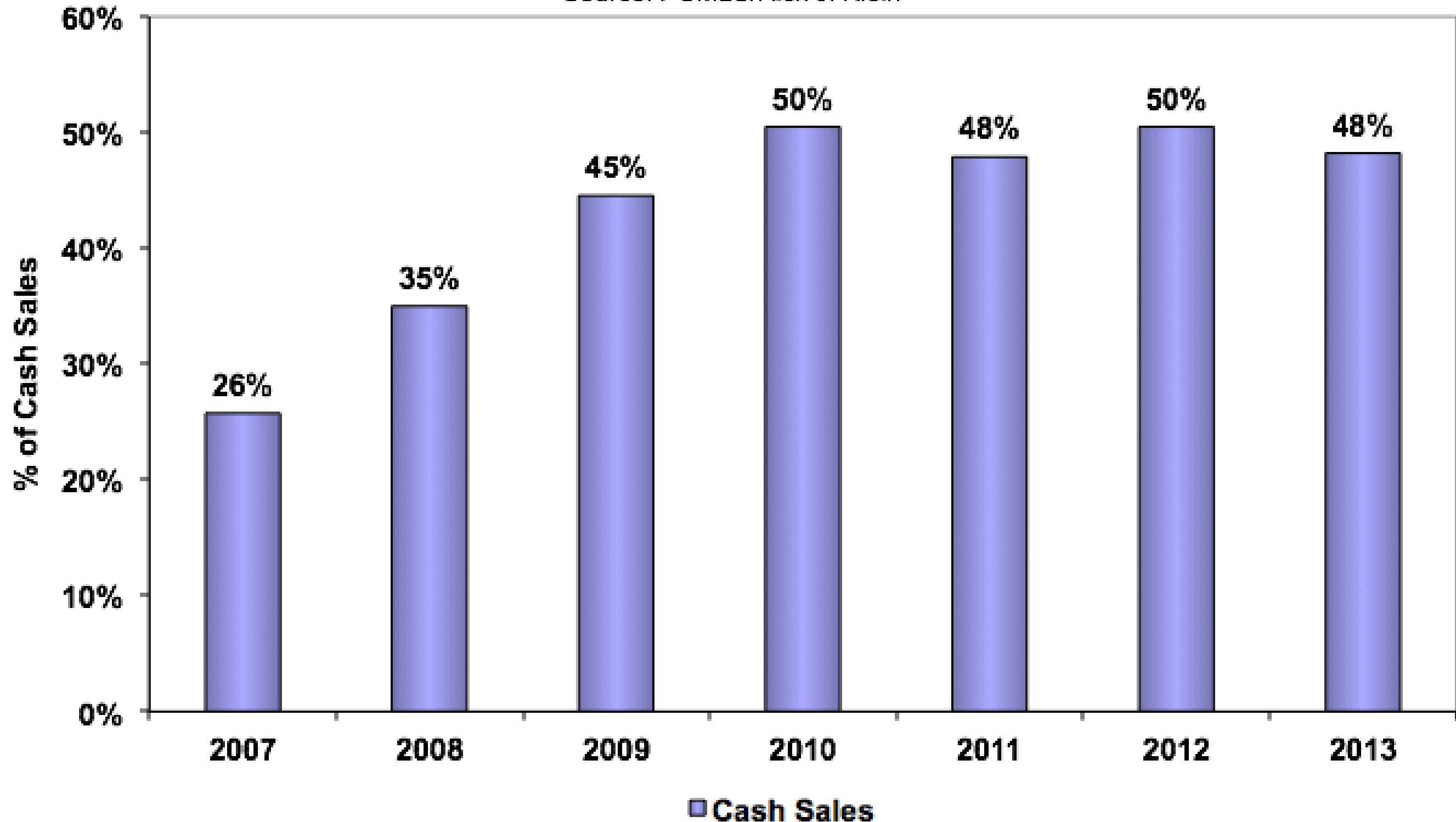
GPC cash sales declined to 48% in 2013, down from 50% in 2012. However, the number of financed sales improved throughout the year.

Cash Sales

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Cash Sales History

Source: PCMLS/Rick J. Klein



Distressed Sales

NAR: Distressed homes accounted for 14% of sales in December- 10% REO and 4% short sales; they were 24% in December 2012. Foreclosures sold for 18% below market value and short sales were discounted 13%.

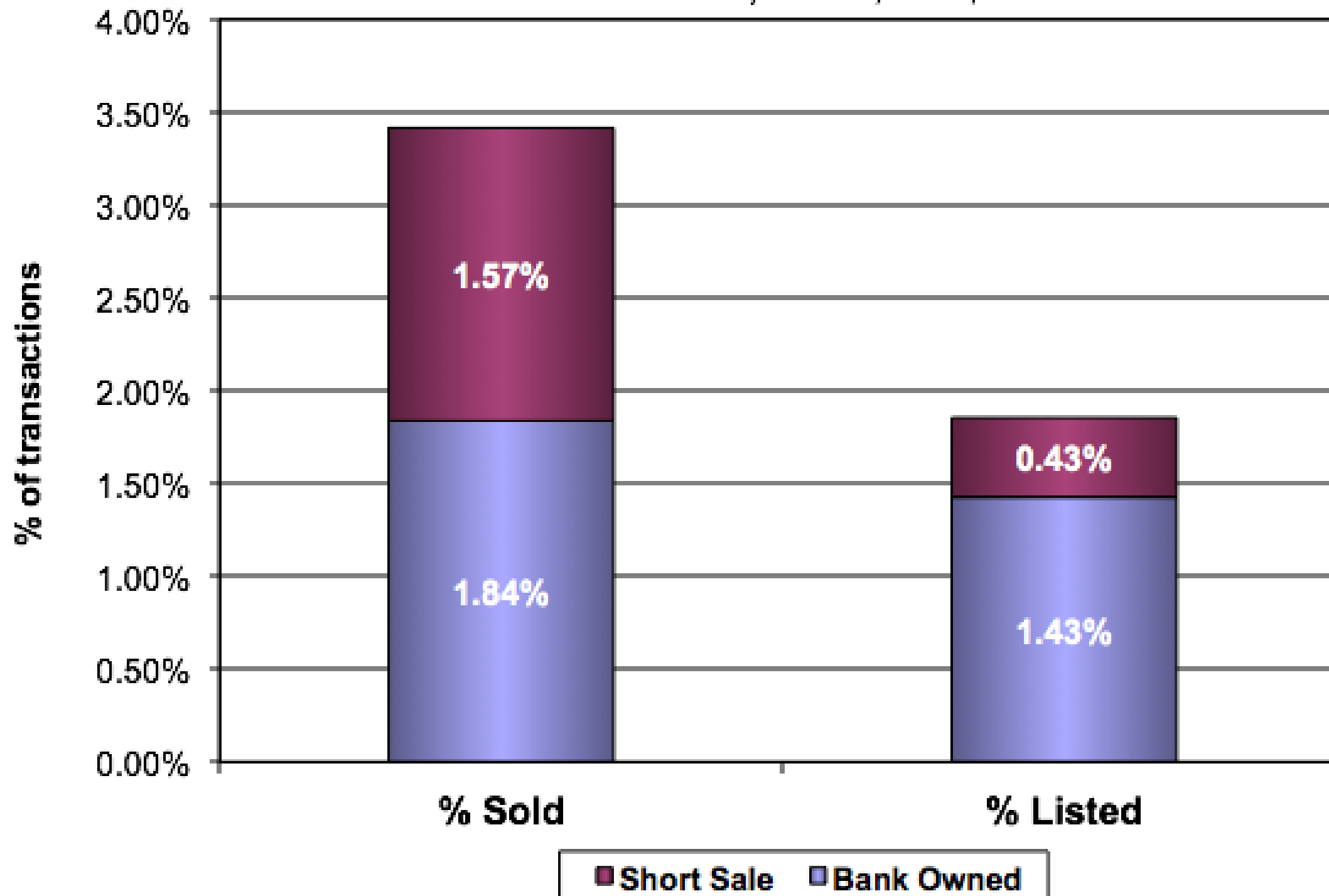
GPC distressed properties accounted for 3.4% of Q4 2013 sales down sharply from 13% in Q4 2012. Distressed sales sold for only 2% below market transactions.

Distressed Sales

Summit County Distressed Sales and Listings Q4 2013

All Property types excluding fractionals

Source: Summit County Recorder, PCMLS/Rick J. Klein

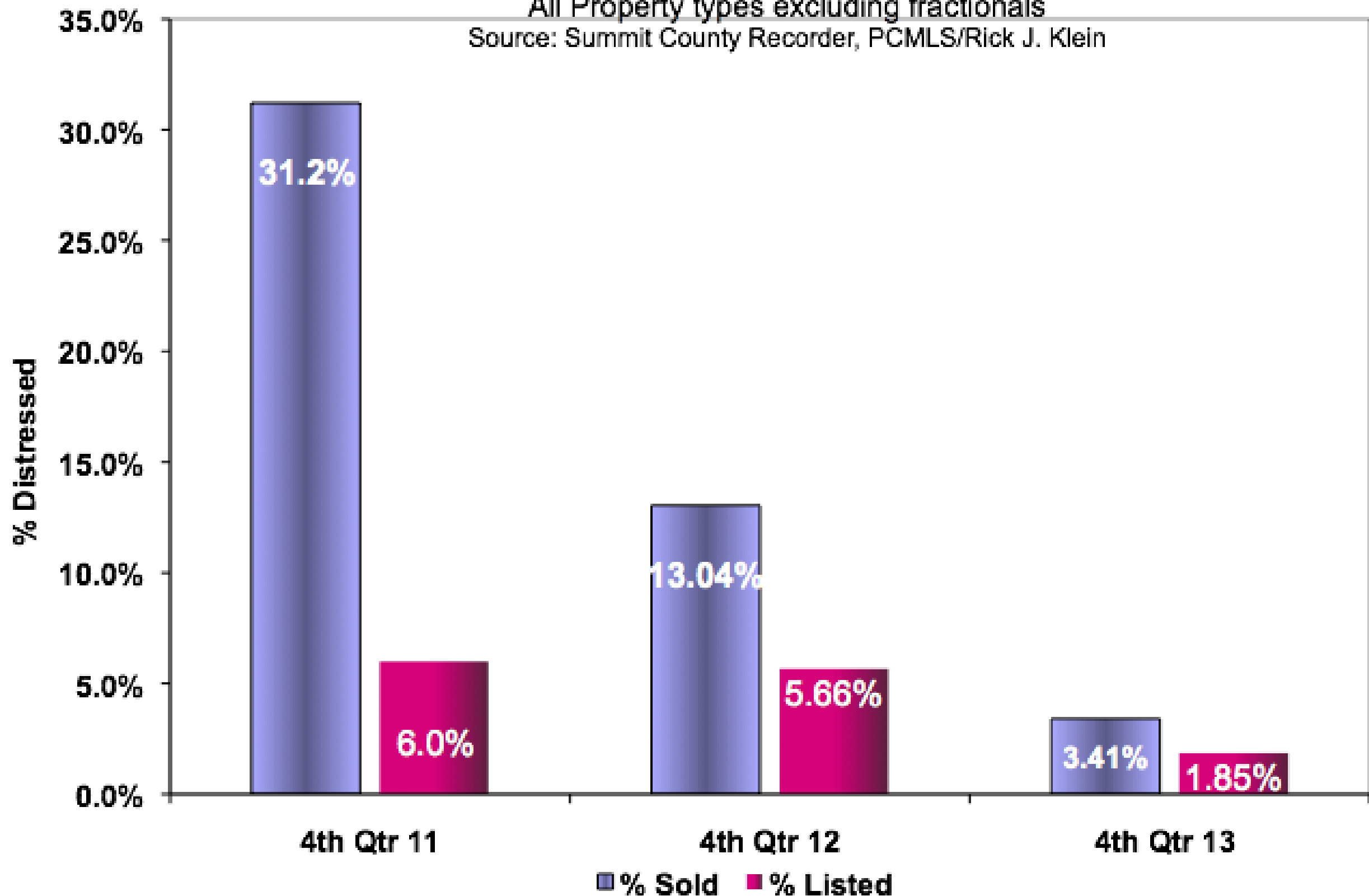


Distressed Sales

Summit County Distressed Sales Q4

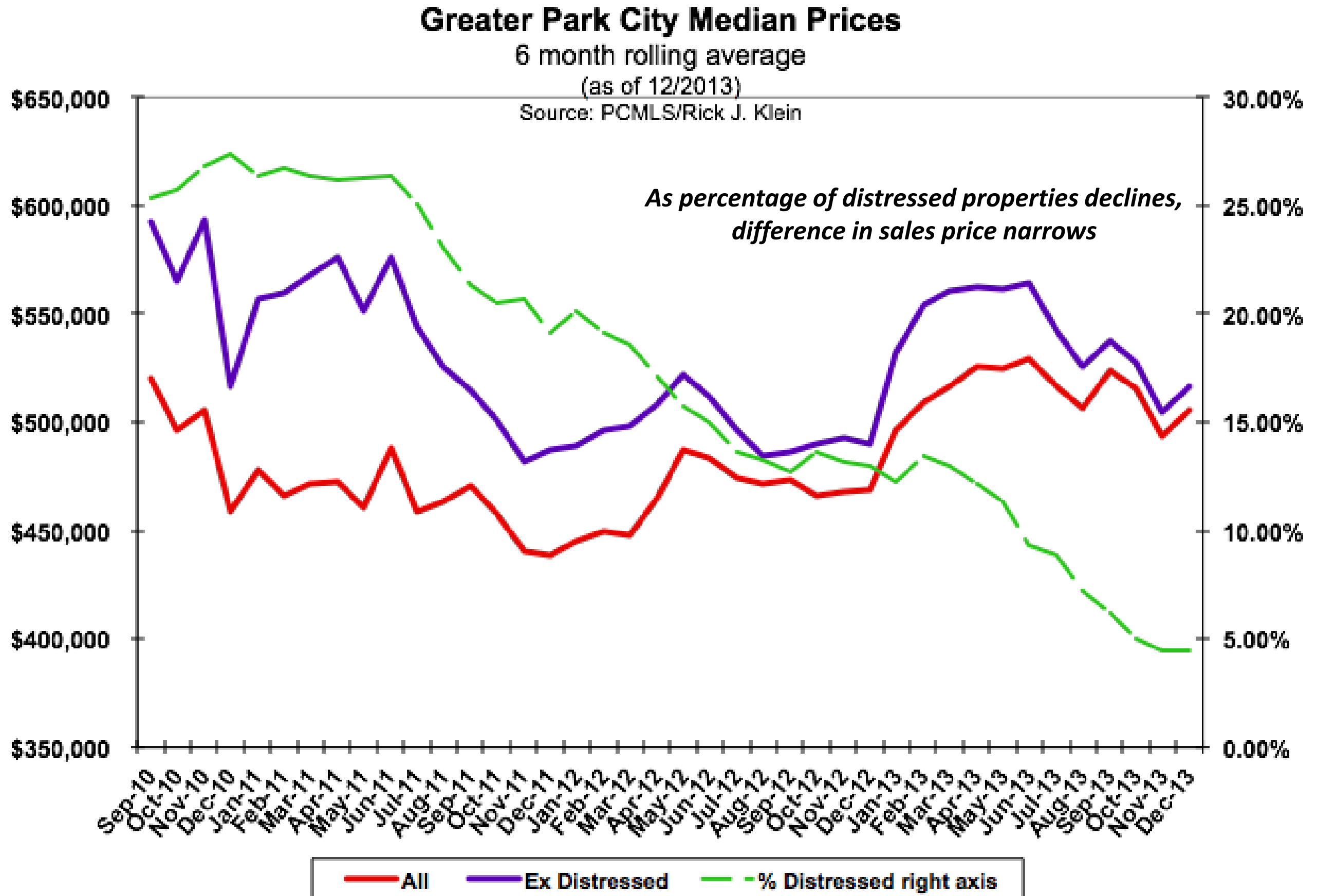
All Property types excluding fractionals

Source: Summit County Recorder, PCMLS/Rick J. Klein



Distressed Sales & Pricing

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Shadow Inventory/Foreclosures

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Core Logic announced (1/9/2014) shadow inventory fell to 1.7M homes as of November 2013 a 24% decrease from last year; this is the lowest level since August 2008.

As of November there were approx. 812K homes in some stage of foreclosure compared to 1.2M in November 2012; a decrease of 34%. In addition, there were fewer than 5% of all loans in serious delinquency.

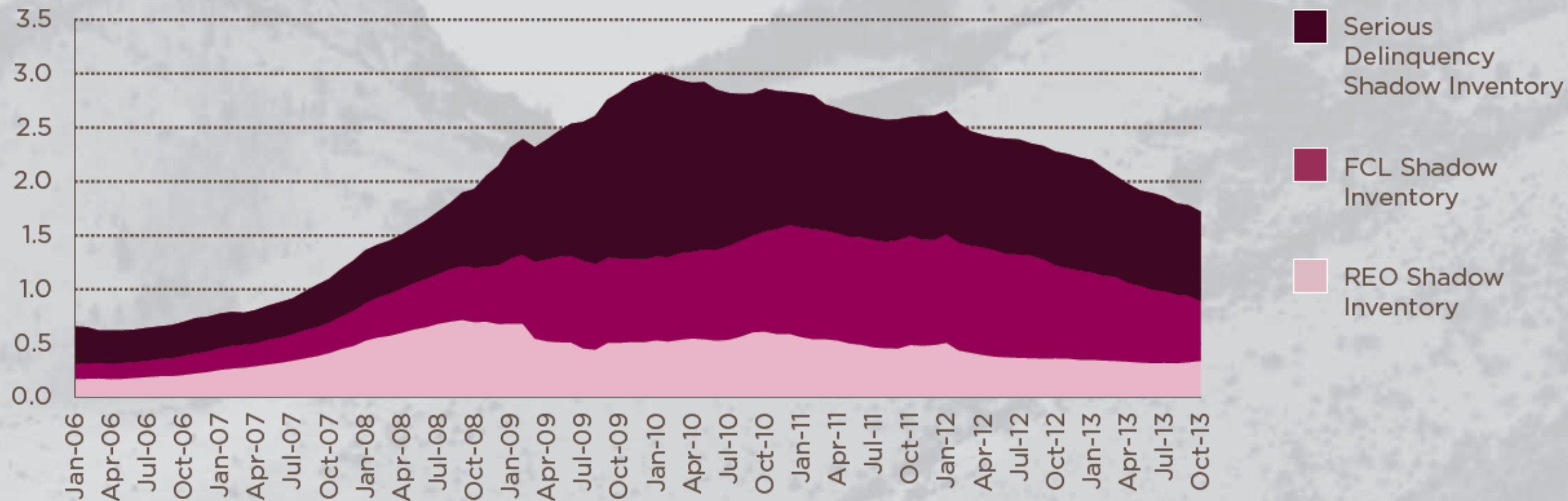
Shadow Inventory/Foreclosures

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FOR THE YEAR ENDING OCTOBER 2013, SHADOW INVENTORY DECLINED AT AN AVERAGE MONTHLY RATE OF 50,000 HOMES

► Figure 1. Shadow Inventory Detail

In Thousands, Not Seasonally Adjusted



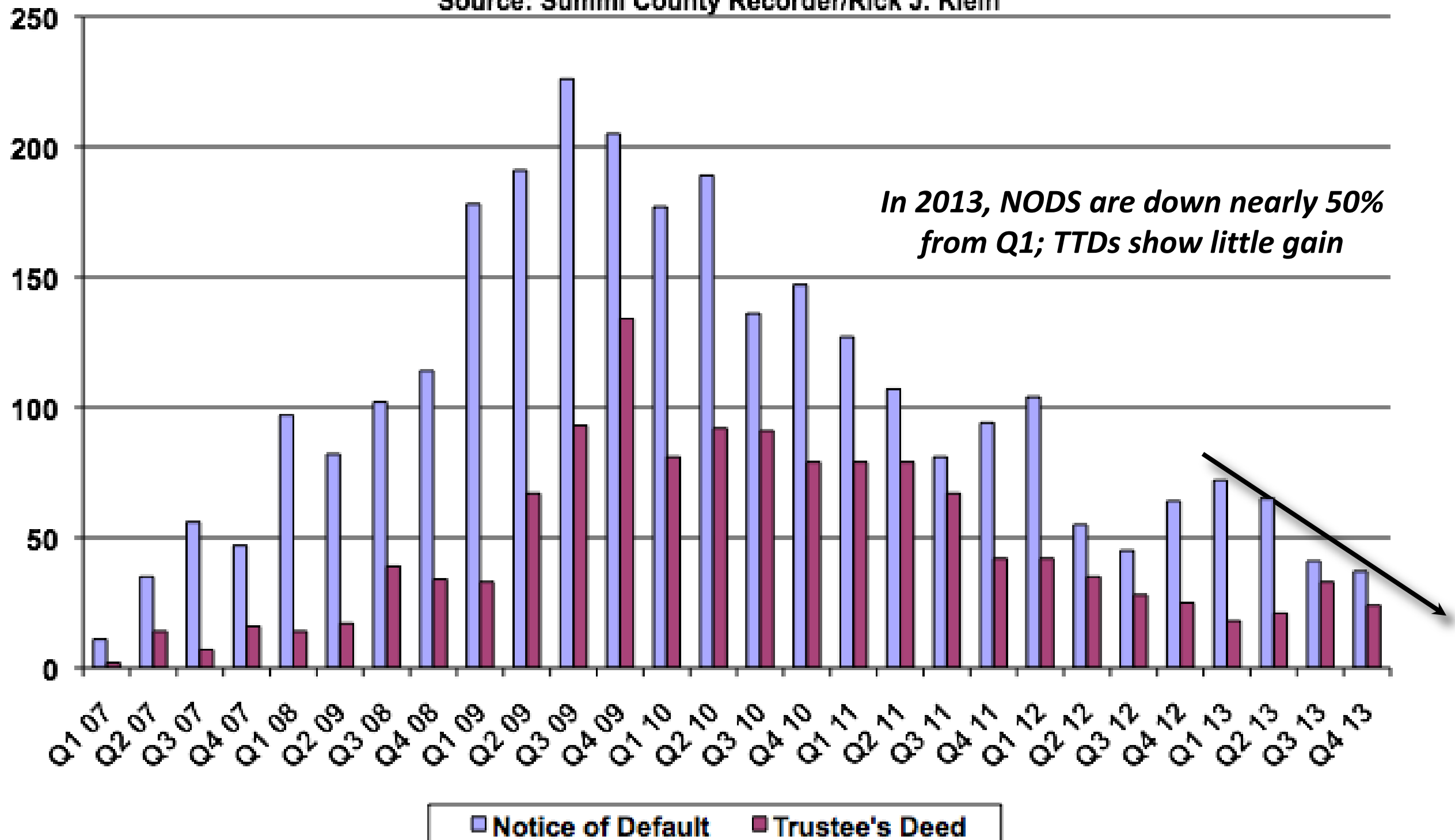
Source: CoreLogic October 2013

Shadow Inventory/Foreclosures

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Foreclosure Report - Summit County

Source: Summit County Recorder/Rick J. Klein

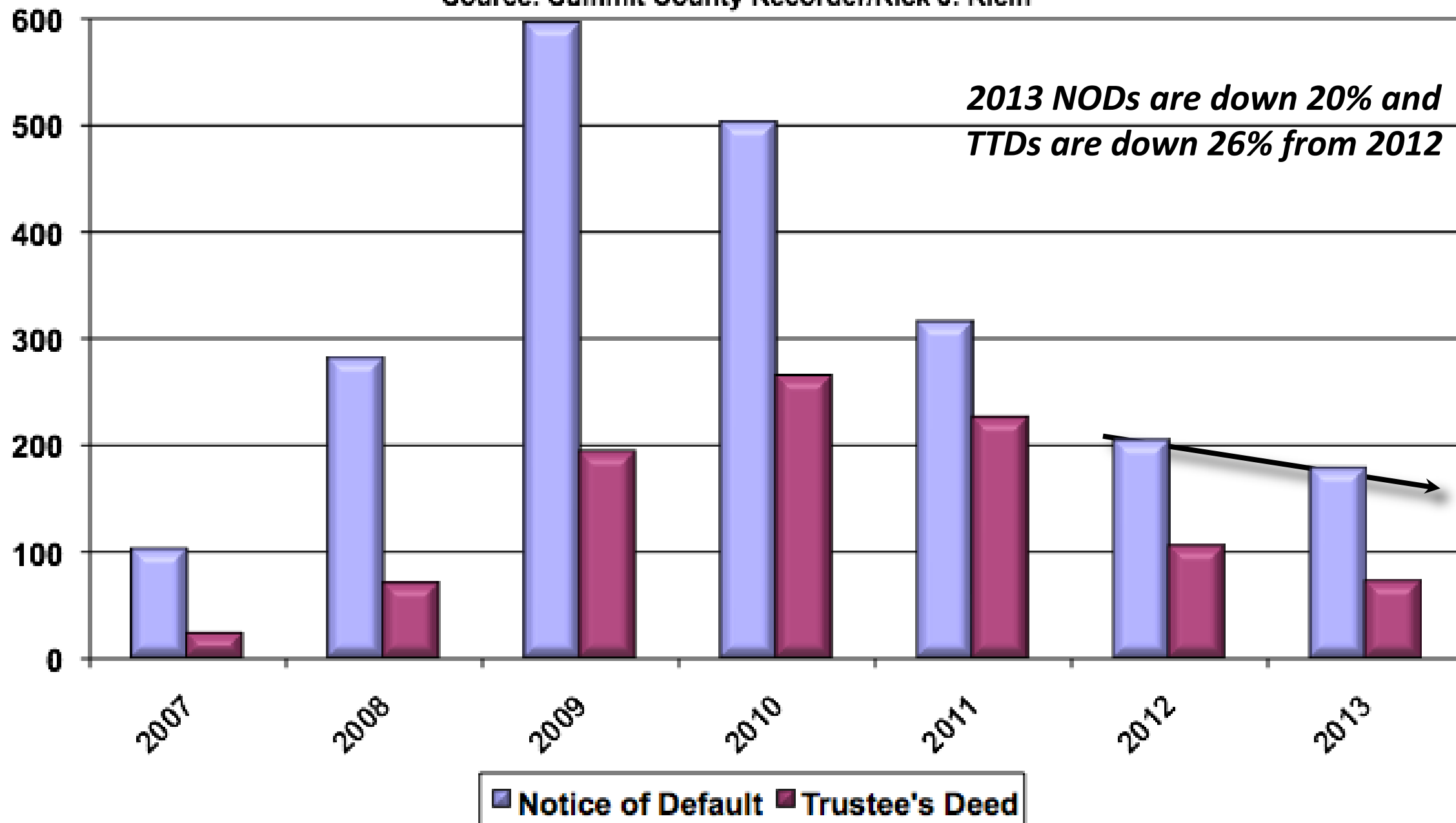


Shadow Inventory/Foreclosures

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Foreclosure Report - Summit County Annual Comparison

Source: Summit County Recorder/Rick J. Klein



Home Prices

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NAR (1/23) stated median existing home price rose 9.9% to \$198,000 from one year ago.

Case Shiller announced (1/28) home prices increased 13.7% for the 12 months ending November for 20-City Composite: there was a slight 0.1% decrease from the prior month.

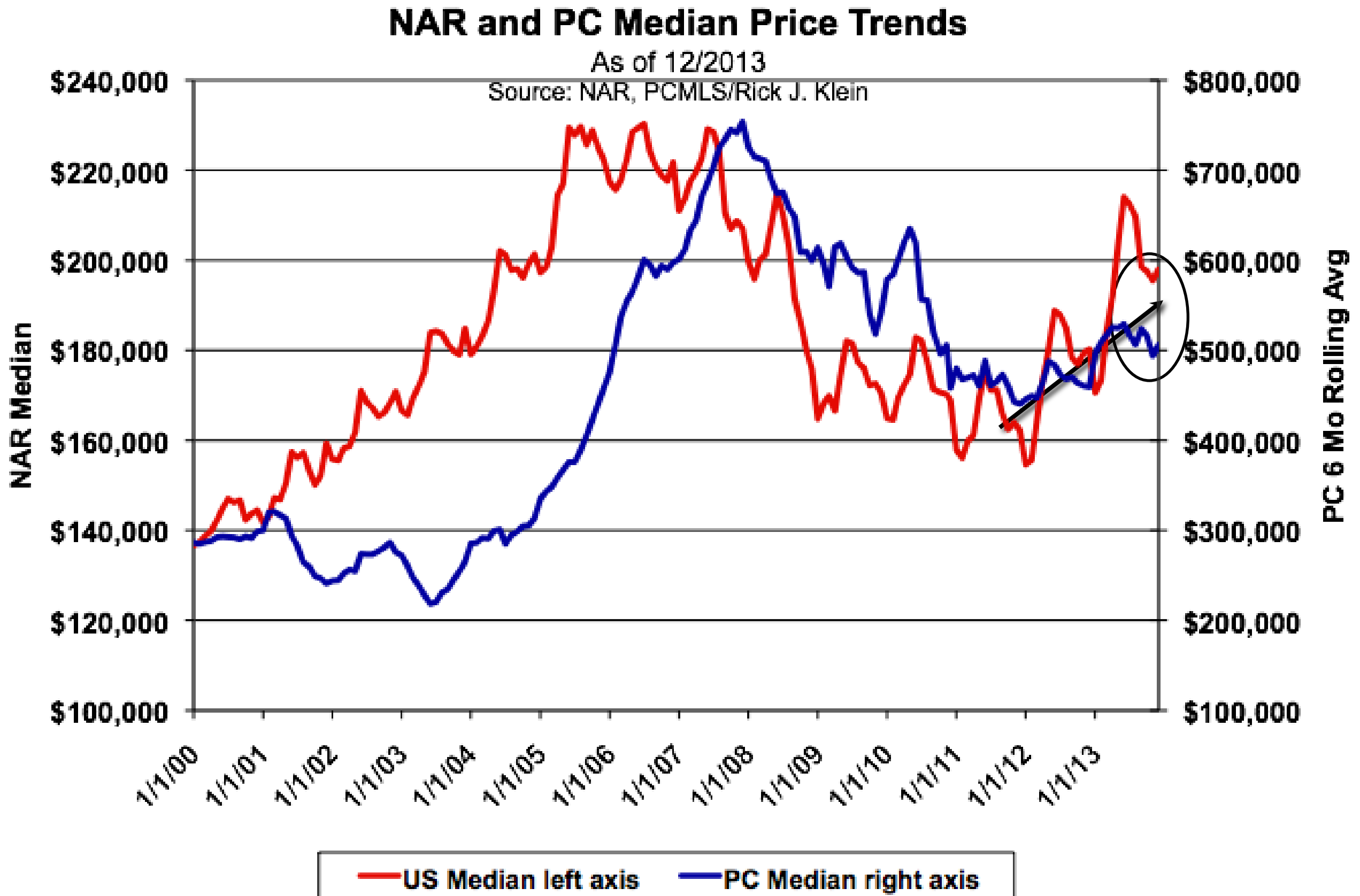
FHFA stated (12/24) home prices increased 8.2% for the 12 months ending October 2013.

CoreLogic reported (12/22) home prices increased 11.8% in November compared to November 2012; excluding distressed sales, the HPI increased 10.4%.

GPC 6 month rolling median was \$505,967 in December up 7.9%; GPC 12 month median was \$508,250 up 7% from one year ago.

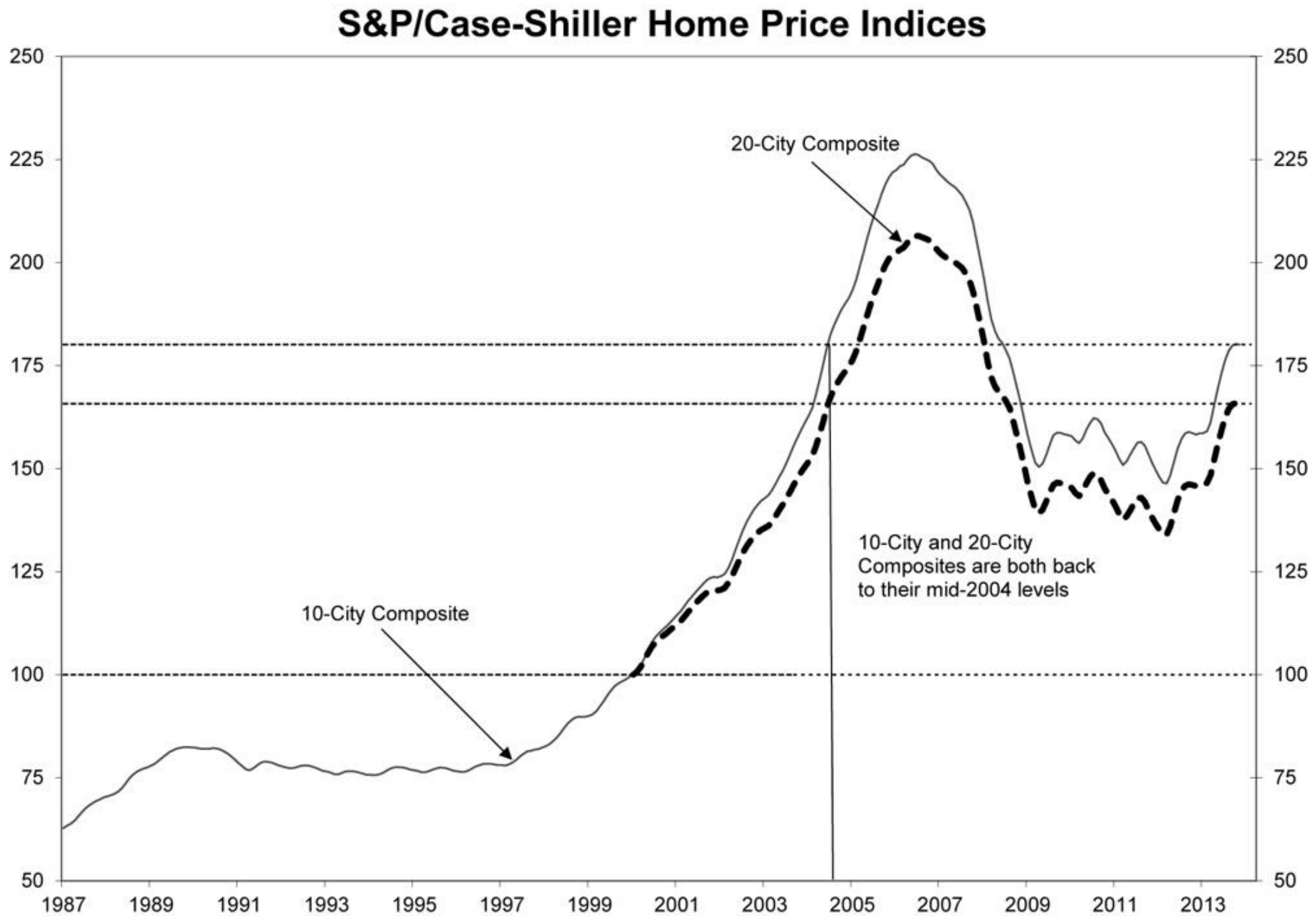
Home Prices

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Source: S&P Dow Jones Indices and CoreLogic

Home Prices

Metropolitan Area	November 2013 Level	November/October Change (%)	October/September Change (%)	1-Year Change (%)
Atlanta	113.37	-0.3%	-0.2%	18.5%
Boston	168.78	0.2%	-0.4%	9.8%
Charlotte	124.83	-0.6%	0.6%	8.7%
Chicago	125.87	-1.2%	-0.5%	11.0%
Cleveland	106.91	0.3%	-0.2%	6.0%
Dallas	132.58	0.1%	-0.1%	9.9%
Denver	146.45	-0.2%	-0.4%	8.9%
Detroit	94.70	-0.1%	0.9%	17.3%
Las Vegas	128.00	0.6%	1.2%	27.3%
Los Angeles	214.79	0.1%	0.9%	21.6%
Miami	176.02	1.4%	1.1%	16.5%
Minneapolis	139.05	0.0%	0.5%	10.5%
New York	172.54	-0.4%	0.0%	6.0%
Phoenix	144.86	0.3%	0.9%	16.7%
Portland	159.92	-0.3%	0.2%	12.5%
San Diego	194.15	0.0%	0.3%	18.7%
San Francisco	180.19	0.4%	-0.2%	23.2%
Seattle	160.17	-0.1%	-0.3%	12.4%
Tampa	154.70	0.2%	0.1%	15.7%
Washington	203.71	-0.3%	-0.4%	7.8%
Composite-10	180.15	-0.1%	0.2%	13.8%
Composite-20	165.80	-0.1%	0.2%	13.7%

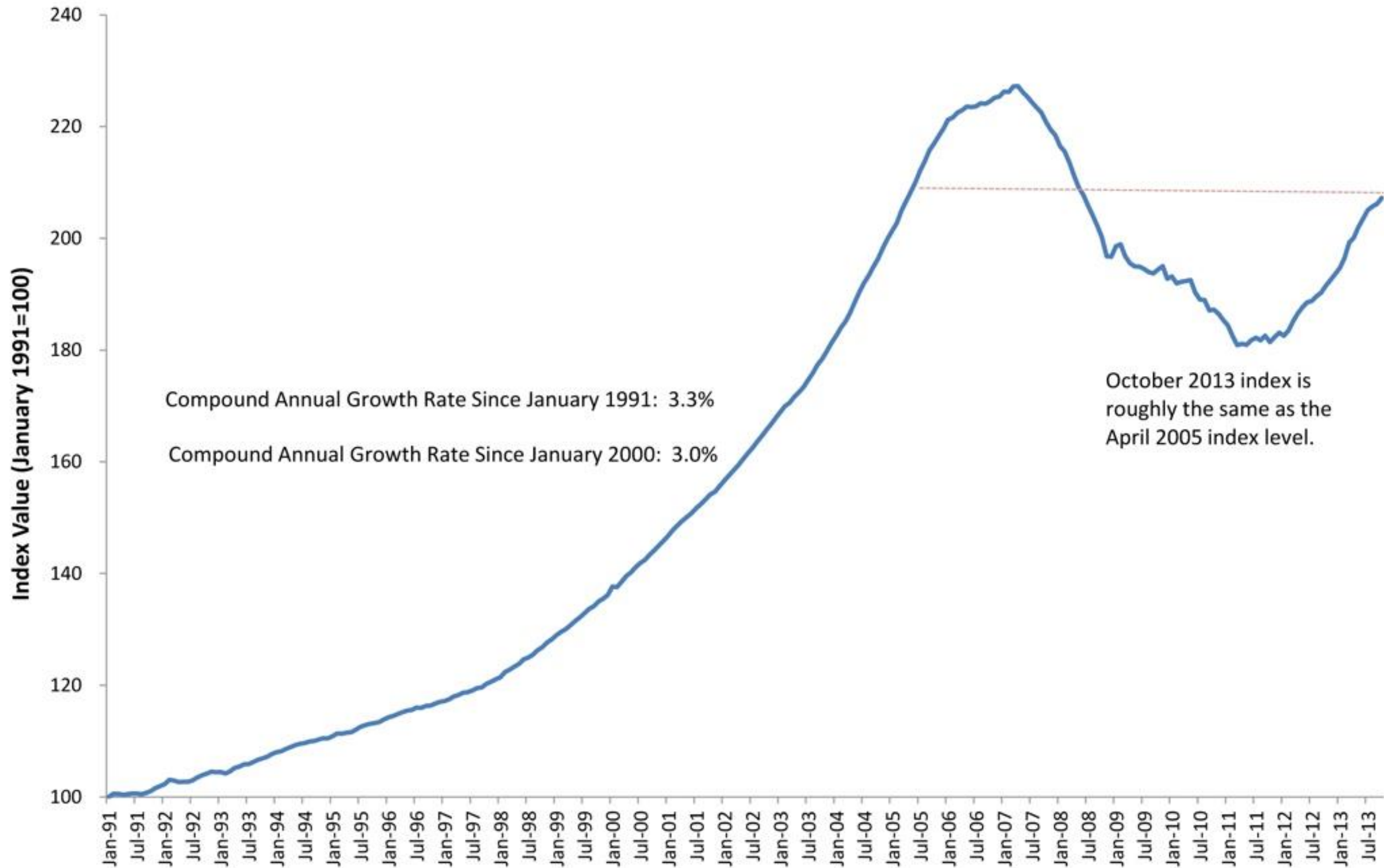
Source: S&P Dow Jones Indices and CoreLogic

Data through November 2013

Home Prices

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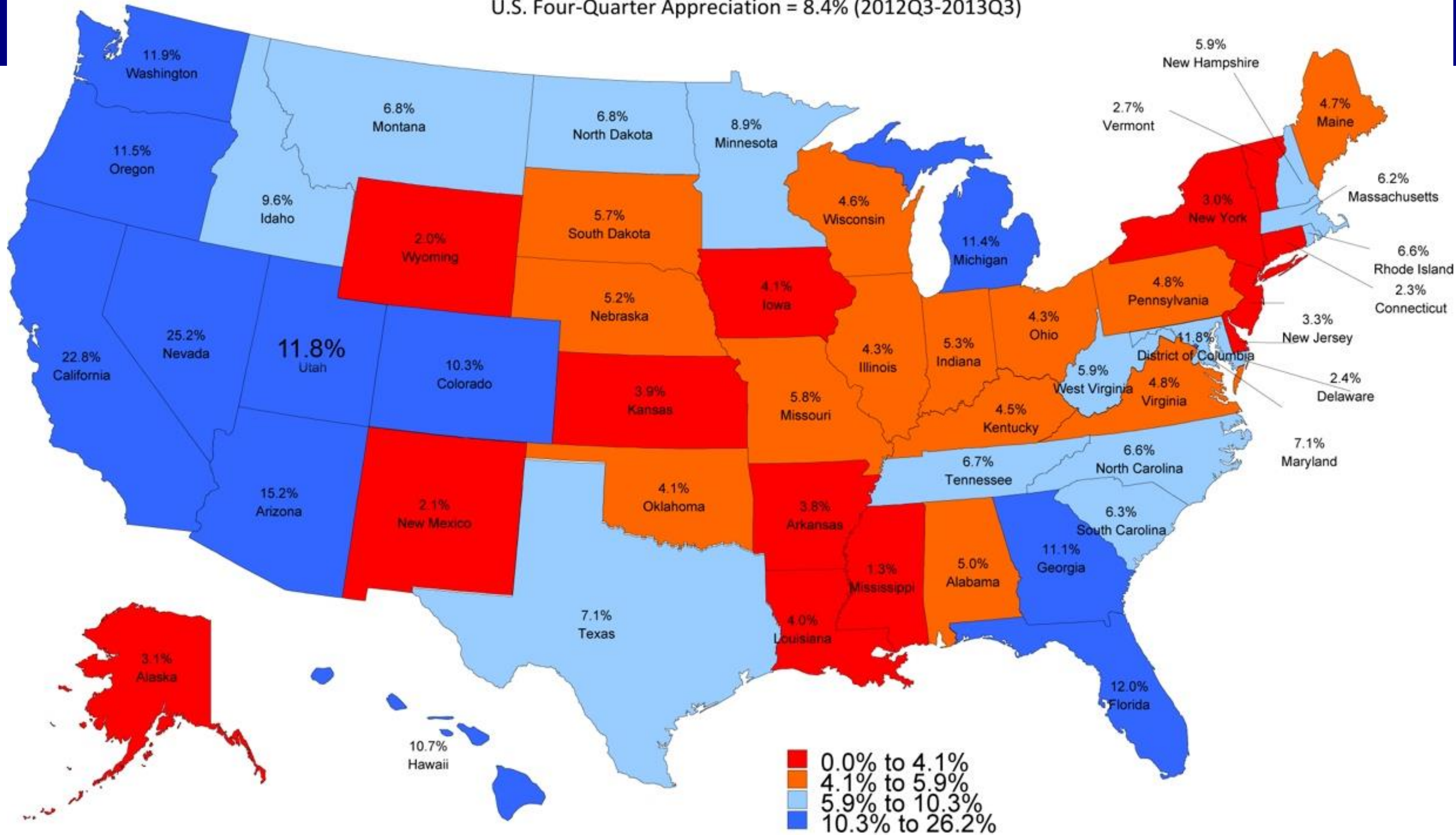
Figure 2: Monthly House Price Index for USA
Purchase-Only, Seasonally Adjusted Index, January 1991 - Present



Source: FHFA

Four-Quarter Price Change by State: Purchase-Only Index (Seasonally Adjusted)

U.S. Four-Quarter Appreciation = 8.4% (2012Q3-2013Q3)



Source: FHFA

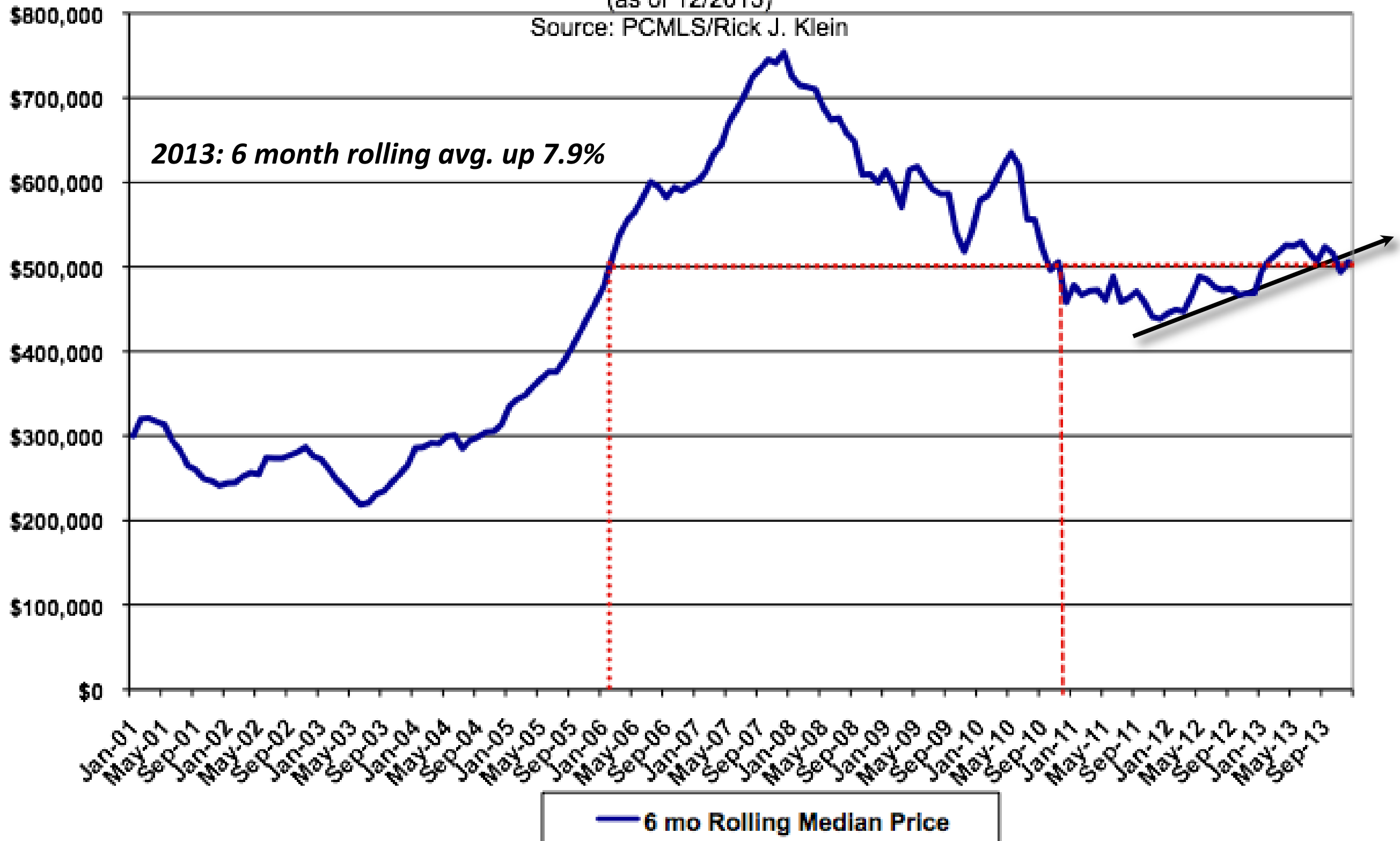
Home Prices

Greater Park City Median Prices

6 month rolling median

(as of 12/2013)

Source: PCMLS/Rick J. Klein



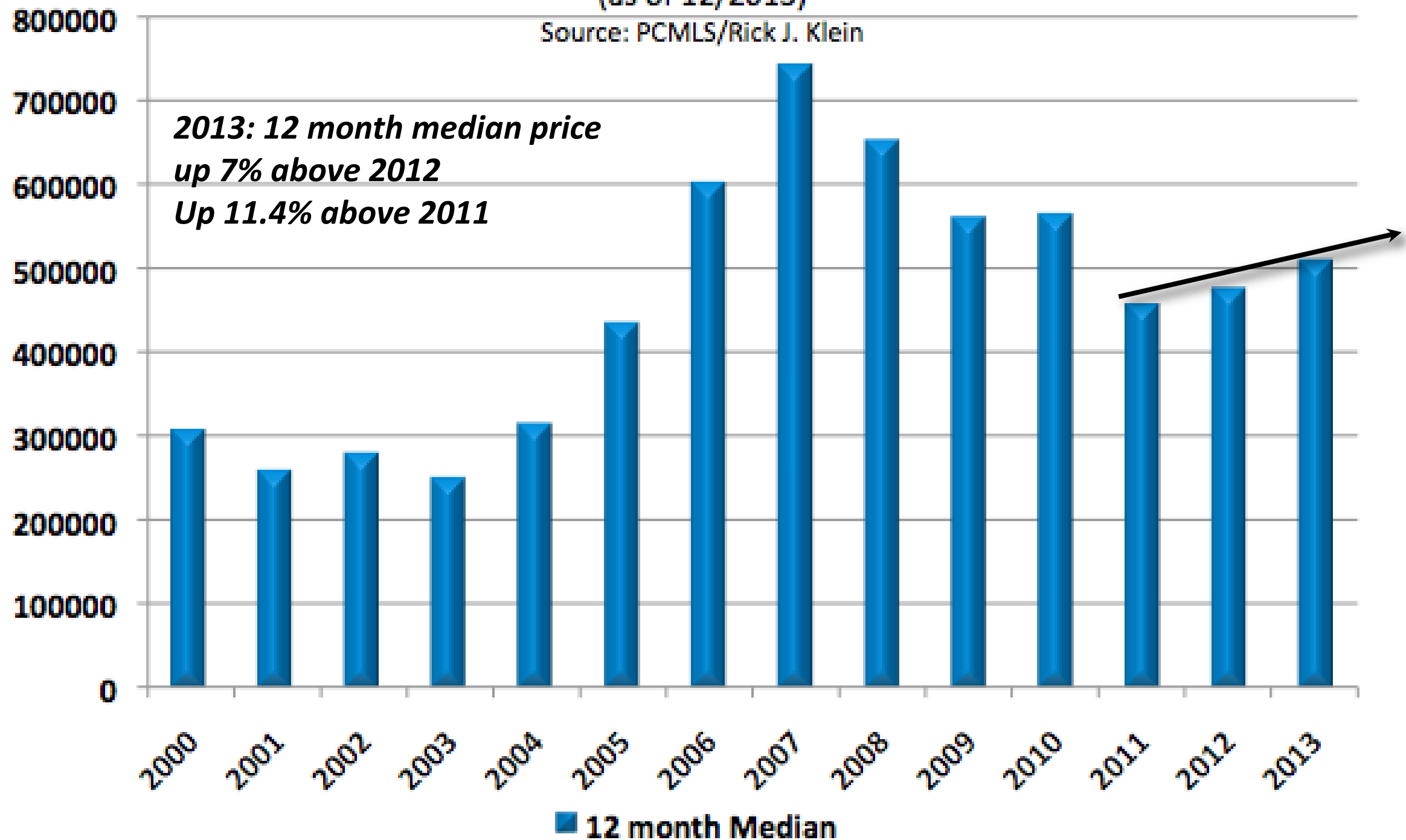
Home Prices

Greater Park City Median Prices

12 month median

(as of 12/2013)

Source: PCMLS/Rick J. Klein

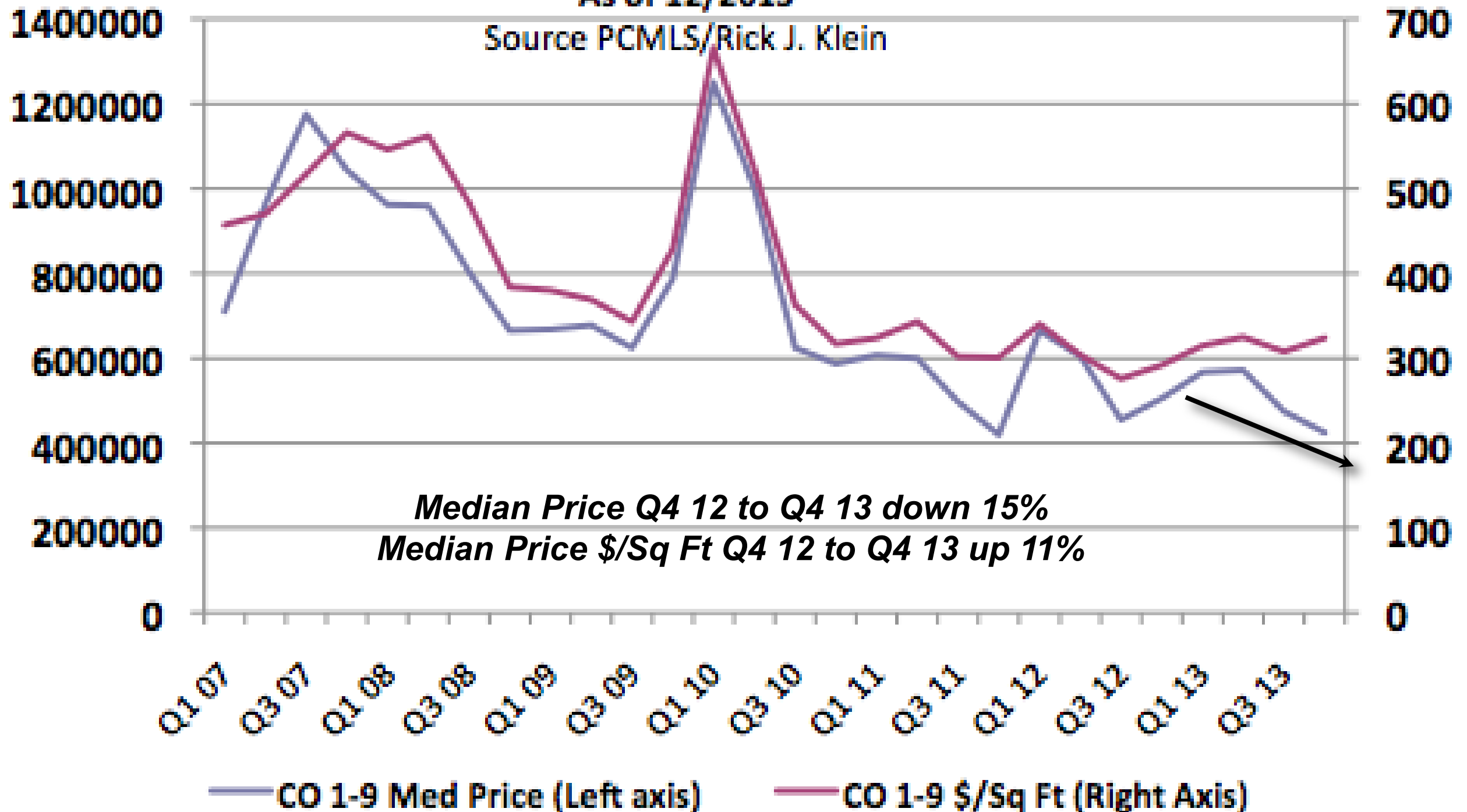


Home Prices by Segment

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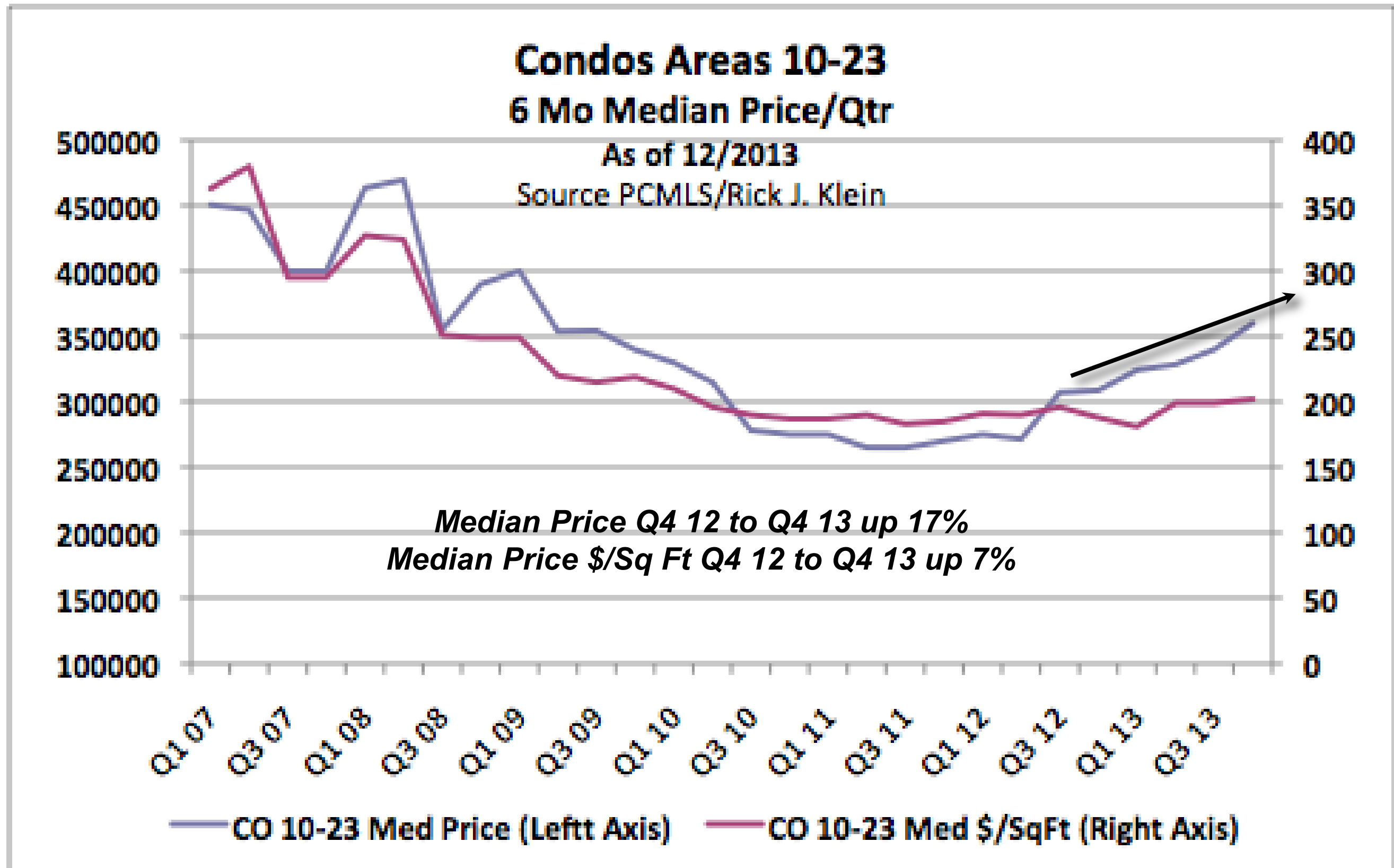
Condos Areas 1-9 6 Mo Median Price/Qtr As of 12/2013

Source PCMLS/Rick J. Klein



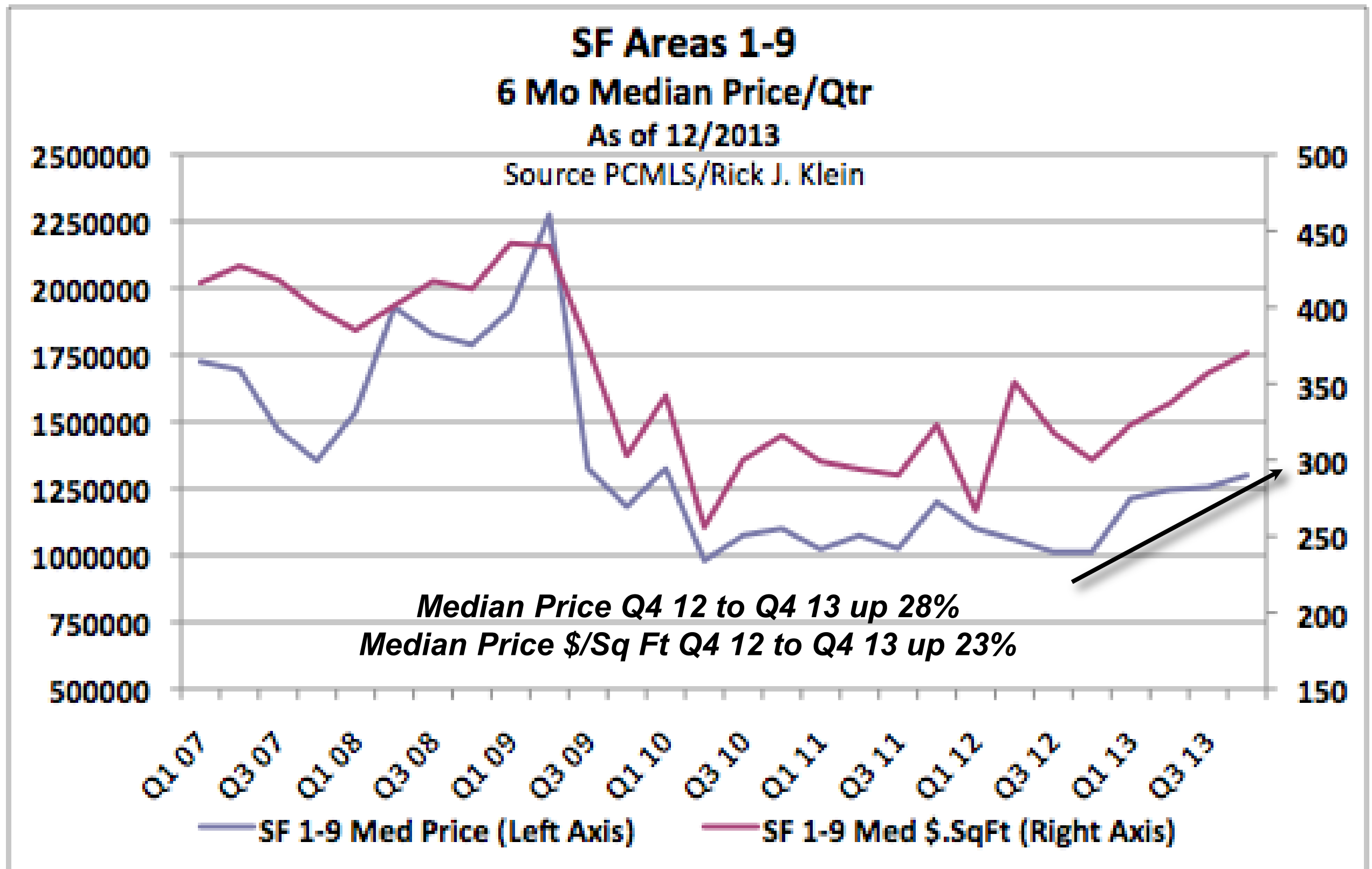
Home Prices by Segment

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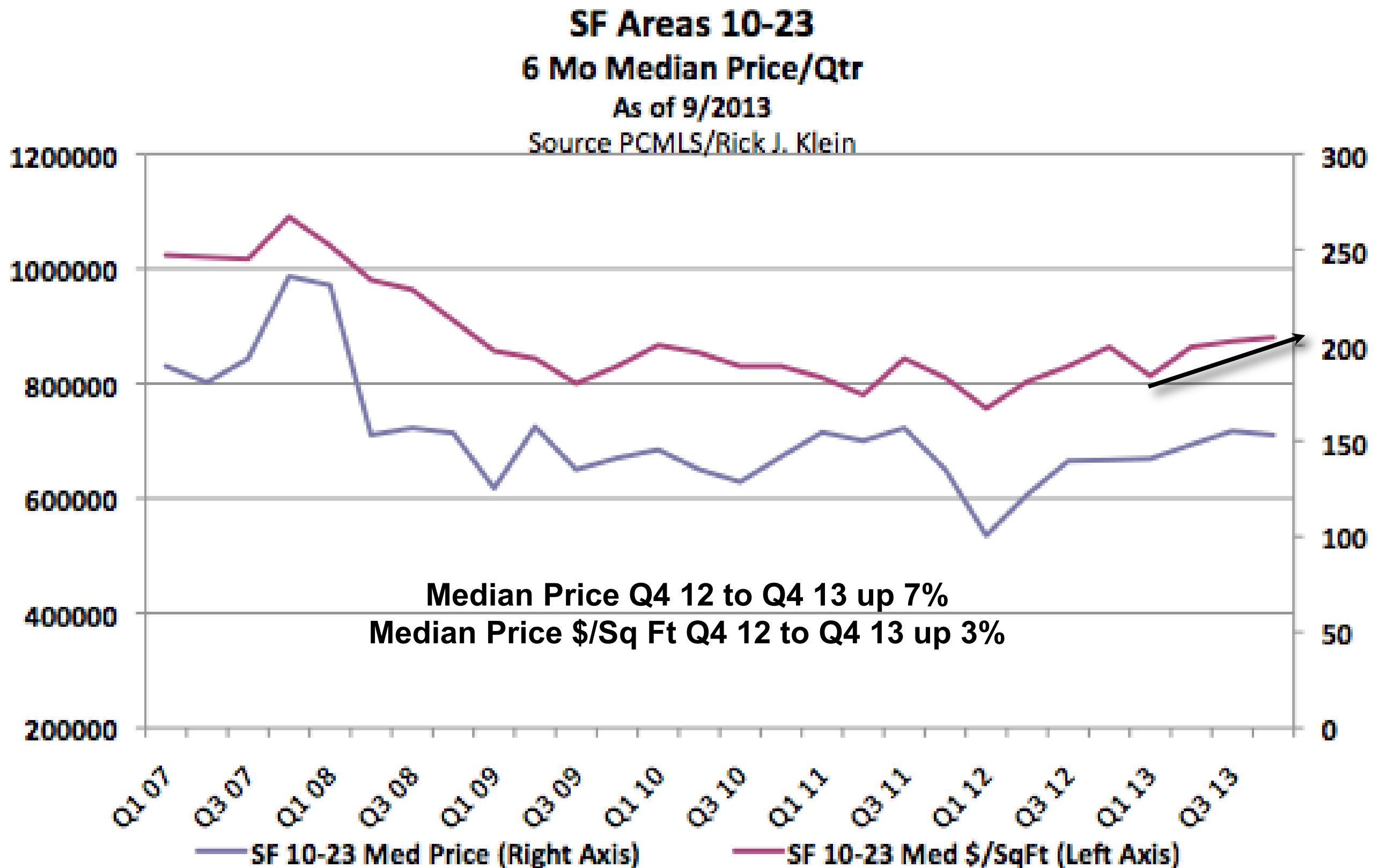
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Home Prices by Segment

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Q4 2013 Snap Shot

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	Q4 2012	Q4 2013	% change		Q4 2012	Q4 2013	% change
CO 1-9				CO 10-23			
Listings 12/31	281	248	-11.7%	Listings 12/31	68	94	38.2%
# transactions	92	82	-10.9%	# transactions	59	94	59.3%
Median*	522,500	515,000	-1.4%	Median	308,335	349,000	13.2%
Volume	78,011,768	54,952,792	-29.6%	Volume	19,212,406	36,507,156	90.0%
SF 1-9				SF 10-23			
Listings 12/31	166	135	-18.7%	Listings 12/31	213	238	11.7%
# transactions	44	36	-18.2%	# transactions	100	98	-2.0%
Median	1,075,000	1,257,000	16.9%	Median	649,000	700,000	7.9%
Volume	71,624,212	63,111,312	-11.9%	Volume	91,572,700	103,067,188	12.6%
VL 1-9				VL 10-23			
Listings 12/31	69	50	-27.5%	Listings 12/31	324	290	-10.5%
# transactions	15	7	-53.3%	# transactions	34	47	38.2%
Median	482,500	555,000	15.0%	Median	249,500	237,000	-5.0%
Volume	16,648,005	3,442,047	-79.3%	Volume	10,584,404	16,761,798	58.4%

GPC Areas 1-23 CO, SF, VL			
	Q4 2012	Q4 2013	% change
Listings 12/31	1201	1113	-7.3%
# transactions	353	364	3.1%
Median*	475000	508250	7.00%
Volume	290,584,305	330,598,772	13.8%

*Median: based on 12 months

Mortgage Rates

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Rates quoted for a purchase transaction w/one point (as of 1/28/13)

	30 Year Fixed	5/1 ARM
Conforming	4.500% 4.586% APR	3.250% 3.083% APR
High Balance (\$600,300)	4.500% 4.542% APR	3.625% 3.175% APR
Non-Conforming	4.250% 4.278% APR	3.000% 2.944% APR

Conforming 15 year fixed: 3.625%; APR 3.772%

In Summary

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Demand remains strong: total number of sales in 2013 were 17% higher than 2012.

Inventory is down 7% from last last year and is at the lowest level since we started keeping records in 2007.

Property prices show sustained appreciation. Median prices are 7% higher than in 2013.

Foreclosures and short sales have declined dramatically this past year and now make up less than 4% of our total number of sales.

Our market is highly segmented; consumers need knowledgeable professional agents for selling or purchasing property.

Rates are still great and your referrals are always appreciated.