



INSIDE

park city real estate

VOLUME 4 | ISSUE 2 | MARCH 2008



GREETINGS FROM PARK CITY

According to the Park City MLS, the number of properties sold in Park City so far in 2008 is down from last year, but the median and average sale prices are still going up. From my personal perspective, 80% of my sellers have told me that they don't "have" to sell their property. When I work with buyers, the experience is similar. It is a rare instance to see a seller cut their asking price dramatically, unless that property was priced incorrectly from the start. The average list/sale price is still 95.59%. This confounds buyers who hear about a crashing real estate market in other places. The truth is that the economic forces in Park City are preventing a real estate meltdown. People are continuing to relocate here as permanent residents, and vacation homeowners, who have the means to purchase anywhere they want, continue to choose Park City.

quote

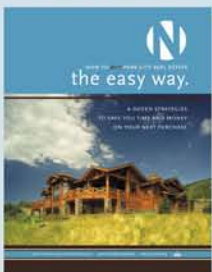
“You have to have investments that increase in value during a bear market”

-Tobin Smith, investment guru.

special offer

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the easy way
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Listing Your Home for Sale is Like Entering a Beauty Contest.

The number of home sales is down and only about one-third of homes listed for sale in Park City actually sell. If you are serious about selling a home in Park City, it must look its best. Think of it as a beauty contest or a job interview. Would you show up for a job interview in tattered clothes? Would you sell a car without getting it detailed? New paint and carpet are the two most valuable improvements because they establish a clean first impression. De-cluttering and depersonalizing are also important. Buyers need to picture themselves living in your home. Buyers do not want to picture themselves living in a messy home full of someone else's stuff. Remember, the home that is perceived to be the best value in its class will sell the quickest and for the highest price. [We work with accredited staging professionals to ensure all of our listings look their best.]

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**Pinebrook
 Pointe
 H23**



FEATURED LISTING

**WALK TO DINING & SHOPS
 PRICED UNDER \$300,000**

This conveniently located Pinebrook Pointe condo offers the best of both worlds. Views are towards the mountains and open space while the building is across the street from dining and shopping at Quarry Village and adjacent to trails. Well maintained condo with updated light fixtures.



NANCY TALLMAN REAL ESTATE STRATEGISTS
 Three Licensed Real Estate Strategists/REALTORS®
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Investment Trends:

Are you waiting until property prices drop? If interest rates go up, your payments will be HIGHER, even if property prices go down.

See table at right:

As this "INSIDE Park City Real Estate" newsletter goes to print, a 30-year fixed conforming loan (up to \$729,750 in Park City) is at 5.66%. Contact us. It would be our pleasure to discuss the latest numbers.

Lock in a Low Payment with Today's Low Interest Rates

Today	Scenario 1	Scenario 2
Home Price \$800,000	Home Price -5% \$760,000	Home Price -10% \$720,000
Interest Rate 5.5% interest only/80% LTV	Interest Rates 6.0% interest only/80% LTV	Interest Rates 6.5% interest only/80% LTV
Monthly Payment \$2,933	Monthly Payment \$3,040	Monthly Payment \$3,120

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