



PRESS RELEASE

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REAL ESTATE DEALS TOTAL MORE THAN \$575 MILLION IN THE FIRST NINE MONTHS OF 2009, ACCORDING TO THE PARK CITY BOARD OF REALTORS®

23 October 2009 (Park City) – The dollar volume of real estate transactions in the greater Park City area (which includes Summit and Wasatch counties) totaled \$575.5 million in the first nine months of 2009, down 33.7 percent compared to \$868.1 million in total sales in the same January through September period in 2008, according to the Park City Board of REALTORS®.

“There continues to be tremendous opportunities in the current market for buyers,” said Lincoln Calder, president of the Park City Board of REALTORS®. “When you look at the entire market for the Park City MLS, median sales prices have come off about 30 percent from their highs in 2008.”

The 758 sales transactions in the first nine months of 2009 were down 30.4 percent compared to 1,090 transactions in the first nine months of 2008. The sales trend seems to have changed course in recent months, however. “Since February 2009, we have seen a steady increase in the number of pending sales,” Calder said. “Buyers have come back to the market and have been motivated by lower pricing.” He added that there continues to be pressure on pricing and finding value is of primary concern to buyers.

Single-family properties continue to account for the majority of sales transactions occurring in the market. Condominium sales make up nearly one-third of the total transaction volume.

Pricing (Single-Family Homes)

The median sales price for single-family homes sold in the Park City limits during the first nine months of 2009 was \$1.4 million, down 13.3 percent compared to \$1.6 million a year ago. The number of single-family homes sold in the first nine months of 2009 was nearly the same as the same period a year earlier (65 sales vs. 67 in 2008), suggesting that price declines have again motivated buyers.



In the Snyderville Basin (which includes Kimball Junction and Jeremy Ranch) the median sales price for single-family homes fell to \$650,000 in the first nine months of 2009, down 9.7 percent compared to \$720,000 in the same nine-month period last year.

Heber Valley saw its median single-family home price fall to \$307,500, down 12.1 percent compared to \$350,000 a year ago. The Kamas Valley also saw a decrease in its median price of homes, falling to \$285,000, down 18.3 percent compared to \$349,000.

Pricing (Condominiums)

The median sales price for a condo inside Park City limits during the first nine months of 2009 was \$625,500, down 22.7 percent compared to \$809,550 a year ago. Lower Deer Valley had an increase of five sales (20 vs. 15 in 2008) with a total volume of \$18.8 million vs. \$15.0 million in 2008. In the Snyderville Basin, condo prices fell to \$350,000, down 18.7 percent compared to \$430,450 last year.

Land

Vacant land sales continue to be slow. In the first nine months of 2009, there were 86 land transactions in Summit and Wasatch counties, down from 183 transactions during the same period last year. The median sales price of land fell to \$371,000, down 10.6 percent compared to \$414,880 a year earlier.

Outlook

Utah's real estate market continues to fare better than many surrounding states and the nation. Utah ranked No. 27 among all states in the percent of its mortgages "underwater," according to a recent report by First American CoreLogic. As of mid-year, 25 percent of all mortgages in Utah were in a negative equity position. In comparison, 66 percent of mortgages in Nevada were upside down. In Colorado, 35 percent of mortgages were in negative equity. Nationally, an estimated 32 percent of all borrowers owed more on their mortgages than their home was worth.

At 6.2 percent in September, Utah's unemployment rate continued to trend well below the national jobless rate of 9.8 percent. According to Economist Mark Knold, Utah's employment losses hit bottom in August. "Utah is still losing jobs, but at a slower rate," Knold said. "This suggests that the Utah economy has just passed through an inflection point within the business cycle—that the low point has been reached and the trend forward will now be back up."

"Going forward the economy continues to show signs of improvement," Calder said. "Nationally, home prices in many areas have stabilized and have even shown small price increases. Park City did not experience the rampant speculation that plagued many areas of the country. Buyers continue to look to Park City for its great lifestyle and world class resorts."

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