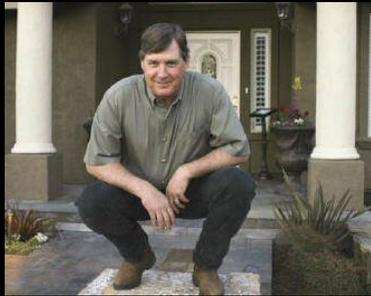


# Oakdale's Fall 2009 Market Update



Among his peers and clients, Scott Abell has become known as the problem solver, a mentor, advisor. His ability to envision solid, innovative solutions, combined with an intense inner drive to make success happen is a powerful combination you need when it's time to make your move.

Scott's Direct Lines:

Cell: 209.765.7929

Office: 209.844.1705

Web Sites:

[WeSellOakdale.com](http://WeSellOakdale.com)

[ScottAbell.com](http://ScottAbell.com)

[Hillsborough -Estates.com](http://Hillsborough-Estates.com)

[m.sabell.c21mm.com](http://m.sabell.c21mm.com)

Email:

[Scott@WeSellOakdale.com](mailto:Scott@WeSellOakdale.com)

DRE# 01064059



## The truth is:

Government intervention has taken hold. Its a good news / bad news story that has radically changed our Oakdale housing market in the last few months. The huge amount of U.S. Government stimulus money combined with State of California moratoriums delaying foreclosures, and the awkward bank sale (REO) process has reversed our previously declining market almost overnight. We now have very little inventory and the Buyers are stacked up like cord wood.

Our under 300K market is hot and our upper end market has been getting lots of interest with several homes selling at better than anticipated prices. However, we could be headed for a stall soon, due to two factors; the first time home buyer tax credit ends November 30, and our county unemployment rate is running 9+ percentage points above 2004/05 levels.

My top three housing market appreciation indicators are the unemployment rate, gas prices and interest rates (both mortgage and credit card).

## The other truth is:

Many of our Buyers, are very frustrated with their buying experience. We now live in what I call the WILD, WILD WEST of real estate.

Today's REO and shortsale transactions are fraught with new conflicting governmental regulations, lender restrictions and out-of-state bank negotiators; unskilled in the central valley market, and frightfully ignorant of California Real Estate Law. What used to take days, can now take weeks or even months to be accomplished.

The buying or selling of real estate should not be difficult or confusing. In my opinion, it should be a joyful and/or growing experience, especially for owner occupied buyers. You know a new home, a time to get your piece of the "American Dream."

**Negotiating with experience and knowledge is the key.**

Fear not the real estate market will again return to sanity and modest appreciation is on the horizon. The sooner our JOB numbers improve the sooner the other urgent problems will start to work themselves out.

***As Always Keep The Castle In Great Shape***