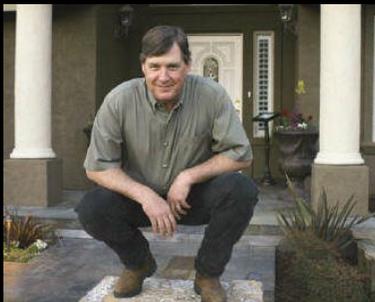


Among his peers and clients, Scott Abell has become known as the problem solver, a mentor, advisor. His ability to envision solid, innovative solutions, combined with an intense inner drive to make success happen is a powerful combination you need when it's time to make your move.



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MARKET UPDATE 2013

Scotts 2013 Quarterly Market Update Did We Bounce UP or What?

DATE: 1/25/2013

The Good News - Yes it Happened!!!!:

Currently, January 2013, our 95361 zip code boasts, 78 sales currently pending with 56 homes on the market ranging in price from \$86,000 to \$4,400,000 - thats quite a price spread! That means that every price level is participating in the market again. In 2012, 472 re-sale properties closed escrow, or an average of 40 per month. New home construction has begun and those homes are selling like hotcakes. We are back to the 2005 market activity level we all enjoyed. Our prices have jumped up measurably, multiple offers over listed price are very common, and even the appraisals are on the rise.

GOOD NEWS my friends, we are back!!!

The truth is: We still have more short sales and REOs to wash through the system. All of us need to pay close attention to one GIANT fact about the American economy. The national news tends to focus on the Fiscal Cliff, Debt Reduction, Tax Reform, and the Debt Ceiling, all incredibly important issues. However, there seems to be a disconnect between those issues and the core recovery issue - JOBS. Locally, more of us are employed, that coupled with the lack of homes to buy and low interest rates has created a very nice sustainable increase in values in our local market place.

The other truths: Our economic recovery is still fragile, be confident in our continued success and participate when and wherever possible. If you lost your home to a foreclosure 3 years ago or did a short sale 2 years ago, talk to your lender; you may be able to buy now.

You heard it here AGAIN: This is the time to help your kids and grandkids buy a home. Home ownership for them, may be your greatest legacy. Several of my clients have heeded this call to action. Don't stand still; opportunities exist and the time to act is NOW!

As always, Keep the Castle in Great Shape