

March Sales GREAT!

The number of homes contracted in March in Southeast Forsyth was 93% of March last year. For homes listed between \$200,000 and \$600,000, the number of contracted homes was **97% of March 2007**. February with total sales at 84% of last year (89% for \$200-\$600 range) also showed marked improvement from the 50 to 60 percent range we were seeing in the previous months.

Inventory levels always grow as we enter the spring selling season, this year the **inventory growth during February and March was less than 2007**. Inventory levels for all homes in Southeast Forsyth is 14 months. On the \$200,000 to \$600,000 price range we have **12 months of inventory - indicating a healthy market**.

More good news, resale homes made up 63% and 58% of all contracts written in February and March respectively. Those are the **highest resale percentages in the last six months!**

Spring 2007 is trending towards solid performance as a stable market. That makes **NOW!** the time to buy and sell!



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