



CERTIFIED DISTRESSED
PROPERTY EXPERT®
(818)368-6265

Re/Max Olson & Associates

GRAF REPORT



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www.RobertGraf.com

- **Northridge West Neighborhood Council meets the second Tuesday of each month @ Beckford Elementary School in the auditorium at 7:00PM.**
- For more details contact:
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If you have been thinking about selling your home — now is a great time. Interest rates are at an all time low and inventory is limited. Call me for a free no obligation price analysis and the latest up to date market details. Be informed.



Have We Hit the Bottom & Is It a Sellers Market Yet?

All indications are that we have bottomed out in February 2012. We have seen steady gains since that time and it appears that we are on the road to recovery based on the following:

SUPPLY vs. DEMAND: As of the end of March we have 1,875 single family homes for sale in the SFV representing only a 2.8 month supply—the lowest level since March 2004. The demand is extremely high due to the home affordability index.

HOME AFFORDABILITY INDEX: The combination of low median prices and historically low interest rates opens the market for first time home buyers that offers them a mortgage payment at or below

their monthly rent. We have also seen an increase in rental rates since January of 2012. As of this printing a 30-year fixed-rate mortgage is at an incredible 3.84%.

SEASONALITY: Spring & summer are typically the best time to sell a home as people are looking to get their children into the new schools for the start of the fall year. Also flowers are blooming & daylight hours are longer.

IN THE TRENCHES: As an active Realtor showing qualified buyers property to purchase I am constantly getting into bidding wars due to the extremely low inventory of homes for sale. Right now your home is at a premi-

um and will sell if it is priced properly (current market value). No one is better prepared to represent you in the northwest San Fernando Valley than I am. I have lived hear all my life and been one of the top real estate producers for many years.

If you would like more information or a free Market Evaluation of your home contact: Robert Graf at: (818)368-6265



What Foreclosure Wave? False Alarm

Recent surveys have shown that foreclosure sales have dropped to their lowest point in more than 2 years. Lenders are increasingly recognizing that short sales are a better alternative for them

than foreclosures. Some analyst are showing that short sales are now outpacing foreclosures sales—the first time that's ever occurred. If there is a wave coming, we sure don't see it.

