

# Real Estate Facts & Trends Over The Past 10 Years For Cheyenne, WY

## Fall 2009 Update

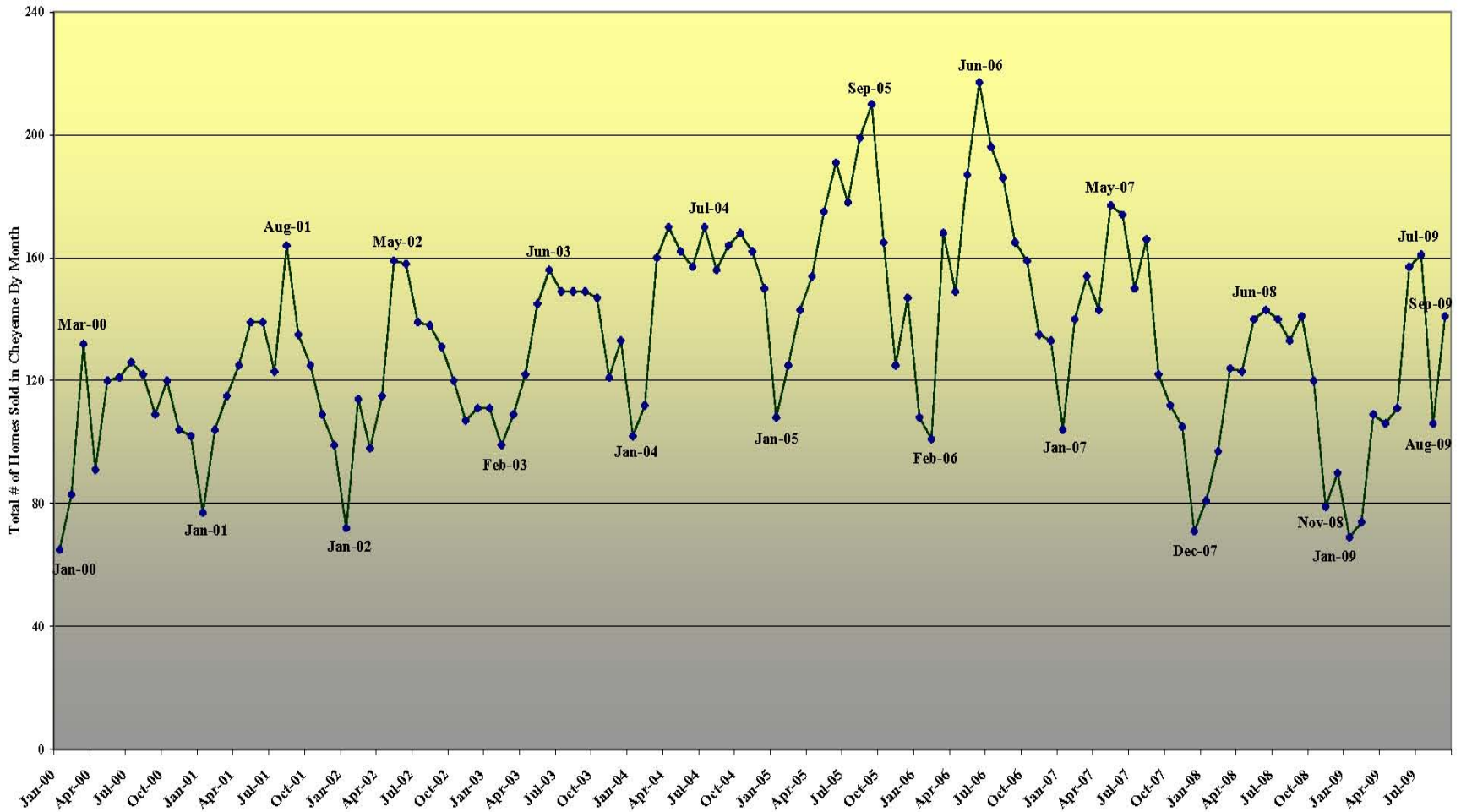


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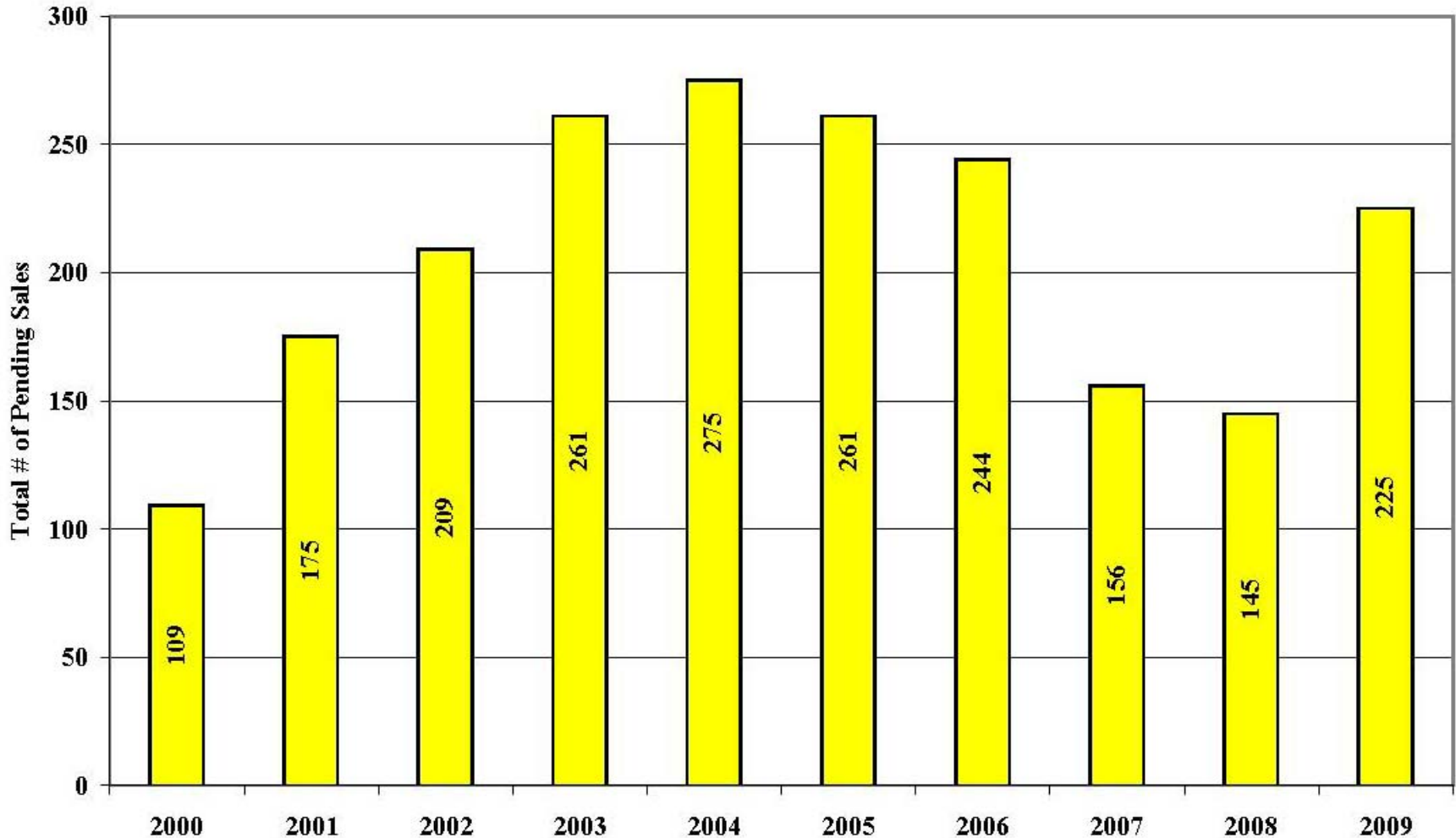


### Monthly Comparison of Total # of Homes Sold in Cheyenne Area (January 2000 thru September Year-To-Date 2009)





## Snapshot Comparison of Pending Sales in Cheyenne (September 2000-September 2009)

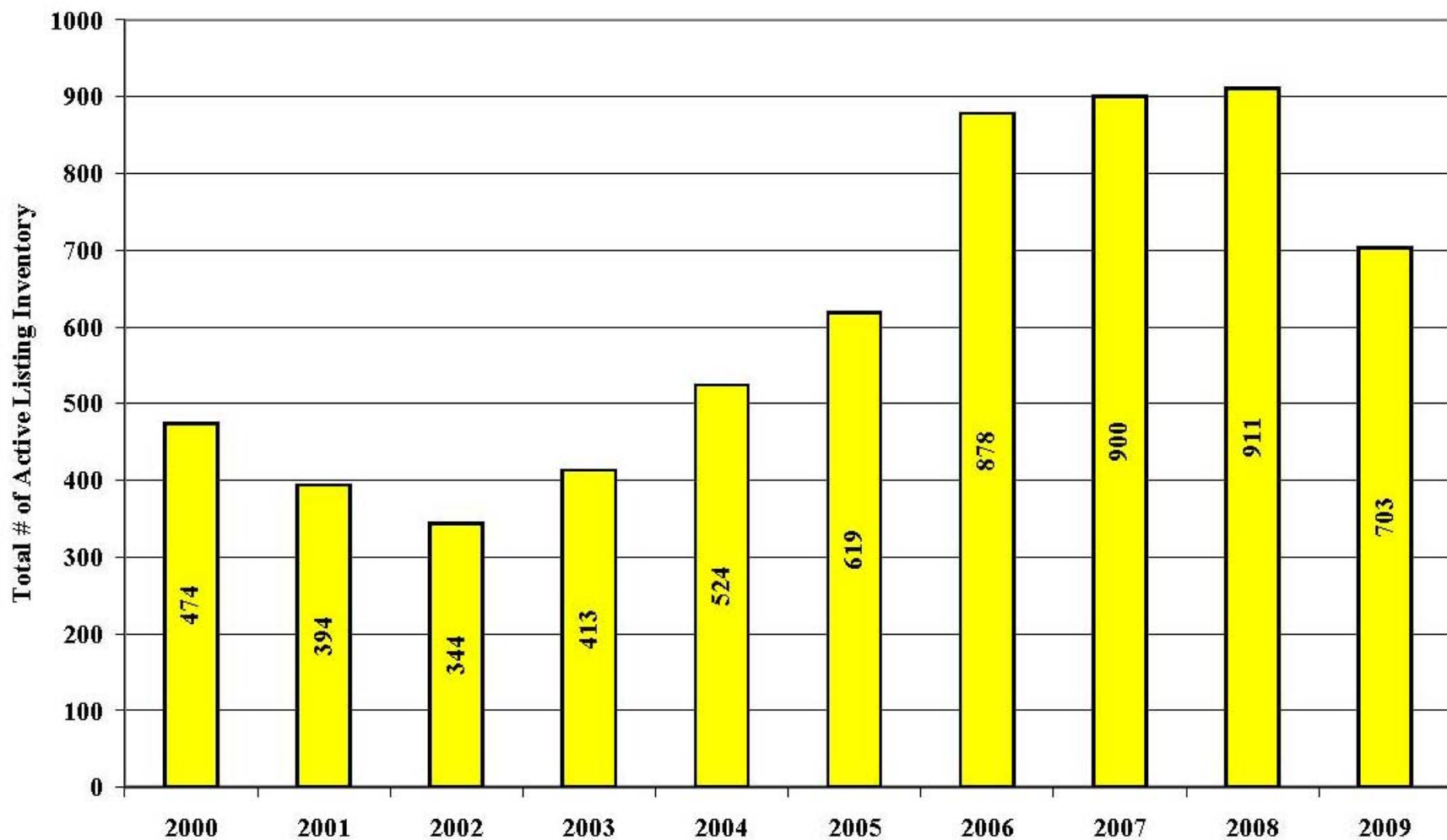


# Pending Sales Trends

- The total number of **MLS pending home sales is up 55%** in comparison to a year ago.
- In September 2008 there were 145 pending sales vs. 225 pending sales in September 2009; **80 more additional pending sales.**
- *#1 Properties' number of pending sales has increased by 120% from a year ago.*
- *#1 Properties' market share of pending sales is 37% which is up from 24% a year ago.*



## Snapshot Comparison of Active Listing Inventory in Cheyenne (September 2000-September 2009)



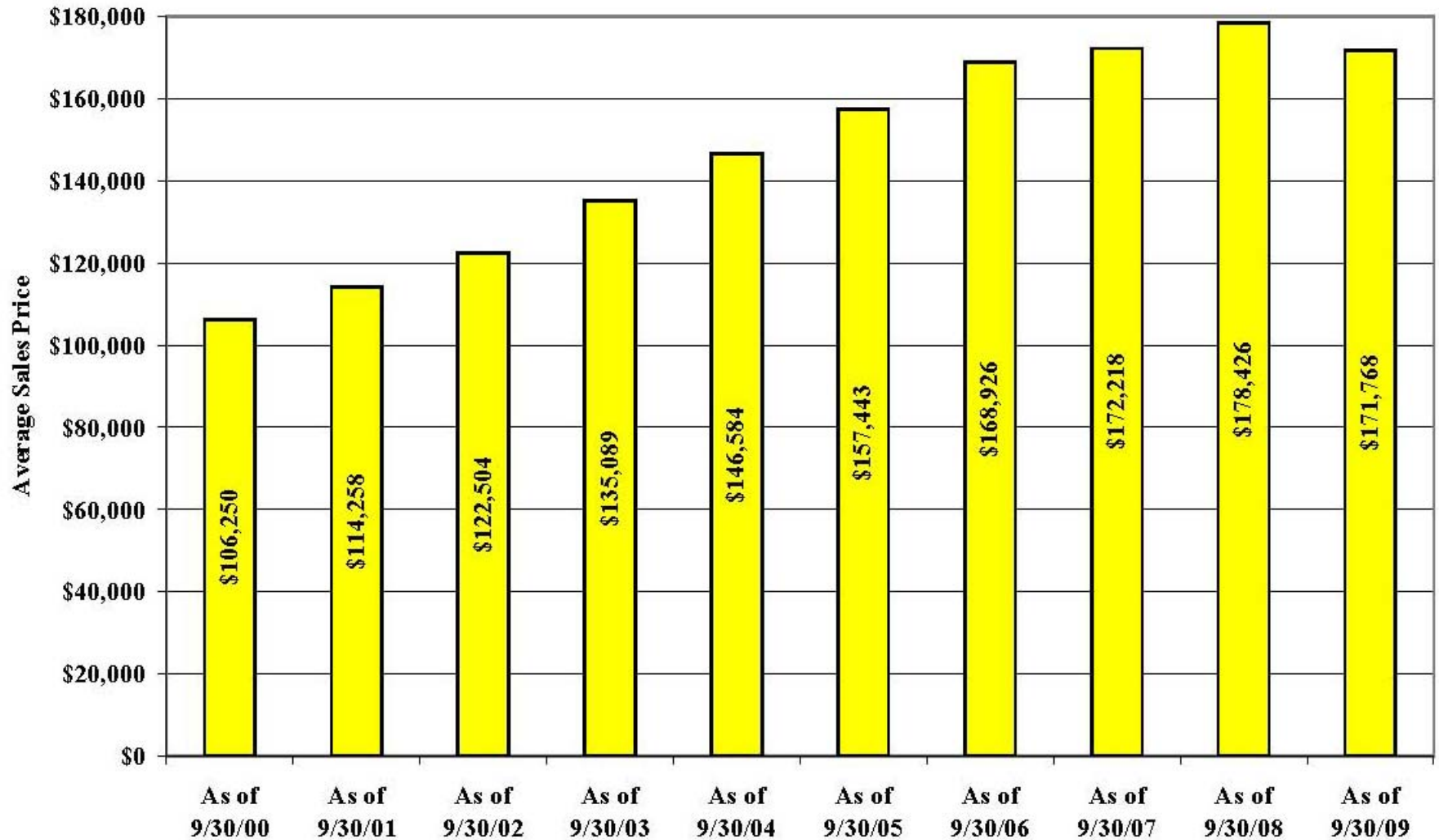
# Active Listing Inventory

- **The number of properties for sale is down 22.83%** from September 2008; a decrease from 911 listings last year to 703 listings this year.
- Buyers advised to seize the opportunities available now and lock in great interest rates.
- *#1 Properties has 32% market share of the homes for sale in the Cheyenne area. This is up from a 25% market share a year ago.*



## September Year-To-Date Snapshot Comparison 2000-2009

### Average Sales Price for Residential Homes in Cheyenne

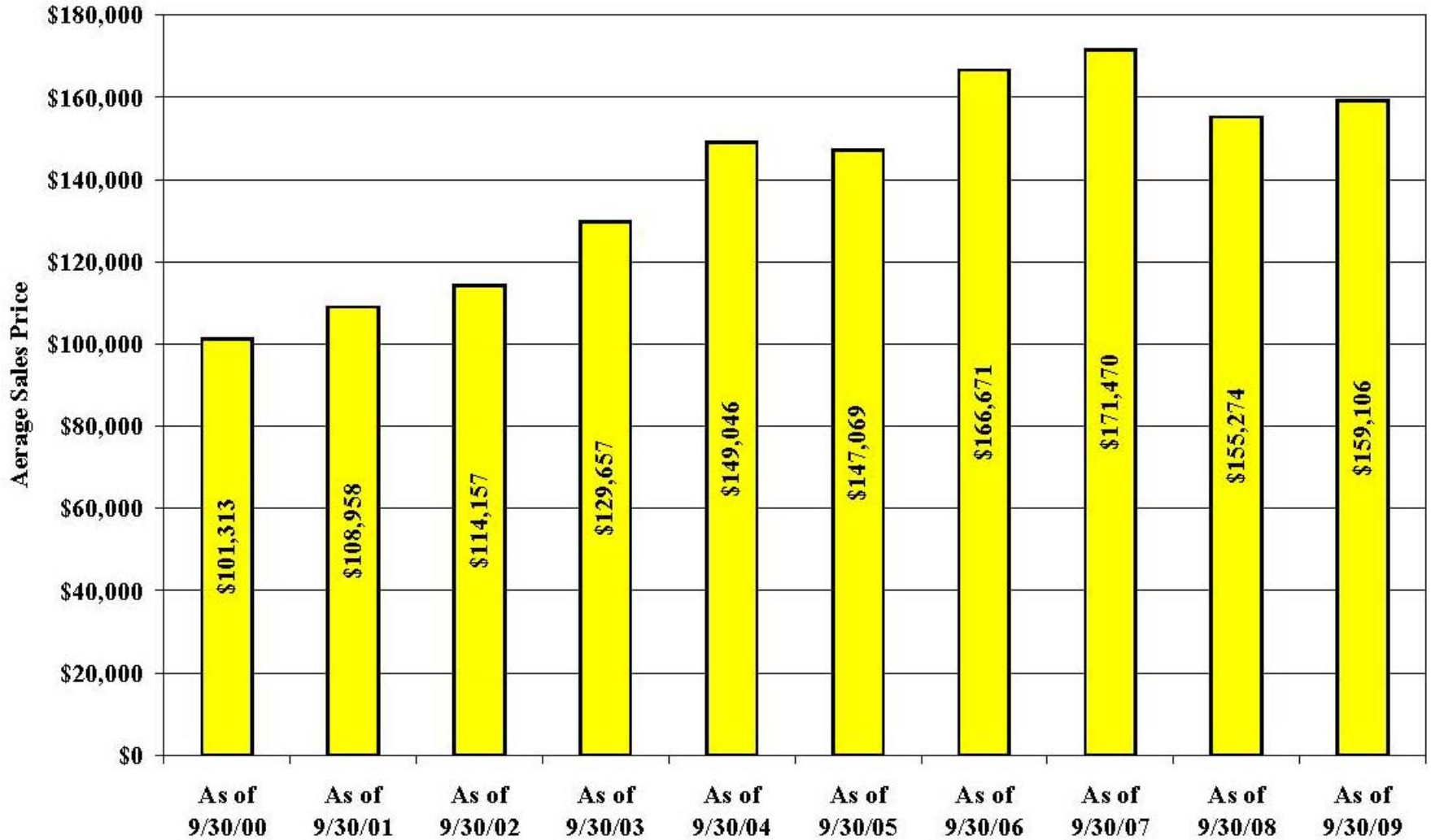


# Average Sale Prices for Homes

- Average Sales Price for Residential Homes **slightly decreased 3.73%** from \$178,426 through September 2008 to \$171,768 through September 2009.
- Home values remain stable. Nationally and regionally home values have fallen 7%.
- 2009 is the **3<sup>rd</sup> highest average sales price for residential homes** in the past 10 years.



## September Year-To-Date Snapshot Comparison 2000-2009 Average Sales Price for Condo/Townhomes in Cheyenne



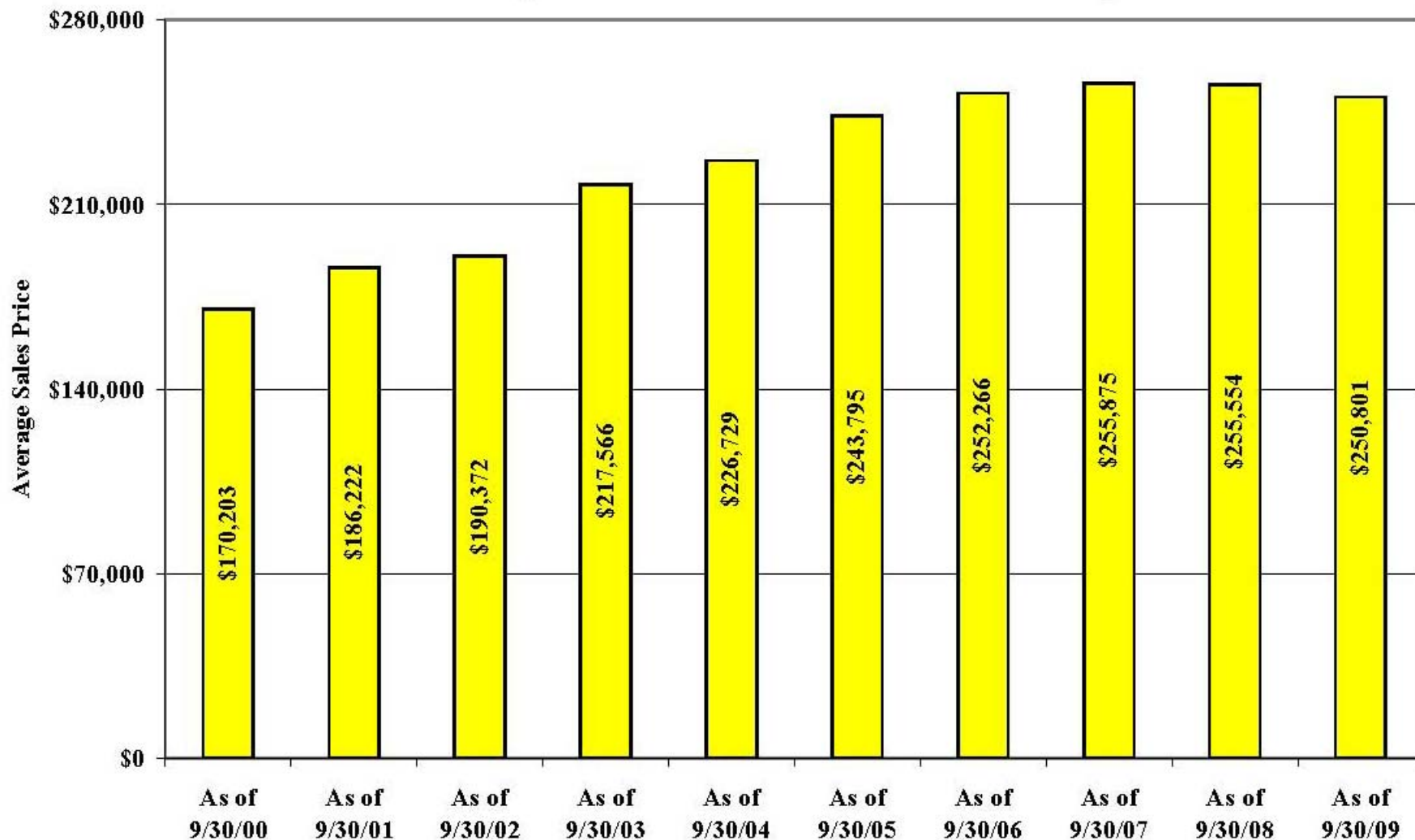
# Average Sale Prices for Condos

- Average Sales Price for Condos & Townhomes **slightly increased 2.47%** from \$155,274 through September 2008 to \$159,106 through September 2009.
- Home values remain stable. Nationally and regionally home values have fallen 7%.
- 2009 is the **3<sup>rd</sup> highest average sales price for condo/townhomes** in past 10 years.



## September Year-To-Date Snapshot Comparison 2000-2009

### Average Sales Price for Rural Residential Properties

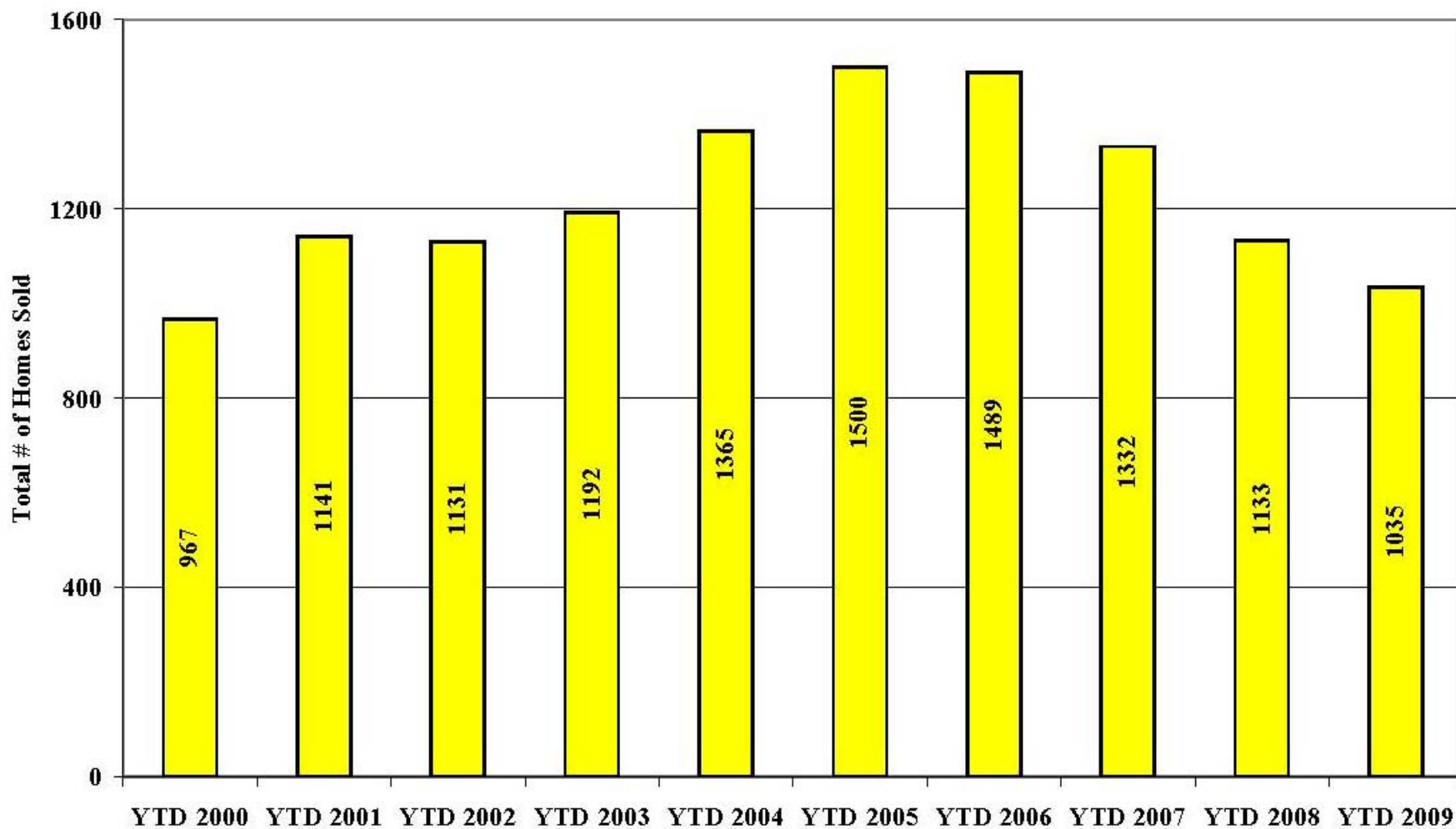


# Average Sale Prices for Rural

- Average Sales Price for Rural Residential Homes **slightly decreased 1.86%** from \$255,554 through September 2008 to \$250,801 through September 2009.
- Home values remain stable. Nationally and regionally home values have fallen 7%.
- 2009 is **2nd highest sales price for rural homes** in past 10 year.



## Comparison of Total # of Homes Sold in Cheyenne Year-To-Date September 2000-2009

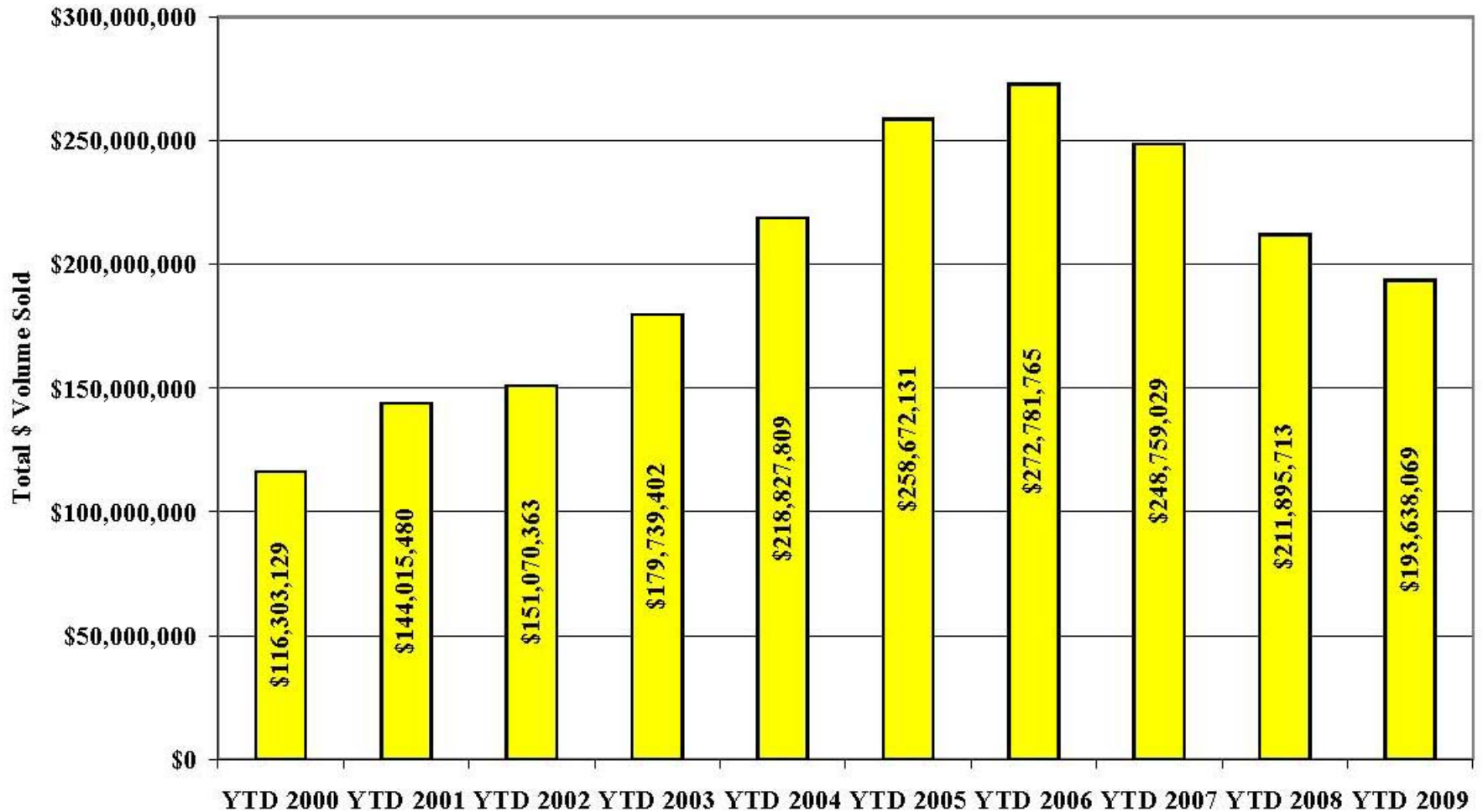


# Total Number of Properties Sold

- Through September 2009, there have been **8.65% fewer properties sold** during the same period as in 2008, comparing 1035 sales this year to 1133 sales last year. In other words, less than 100 fewer homes.
- This is the lowest number of sales since 2000.
- *#1 Properties' number of properties sold reflects a 34% market share up from a 31% market share a year ago.*



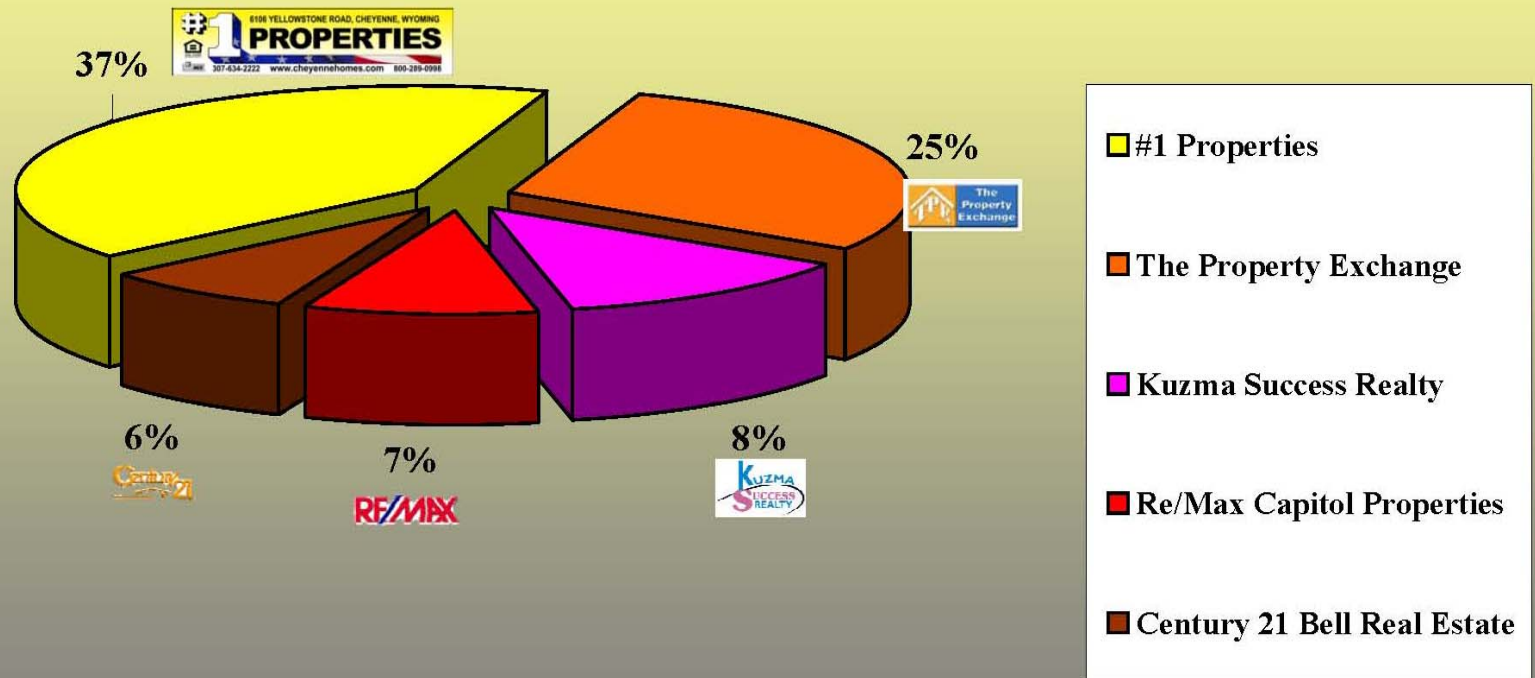
## Total Dollar Volume of Homes Sold in Cheyenne September Year-To-Date 2000-2009



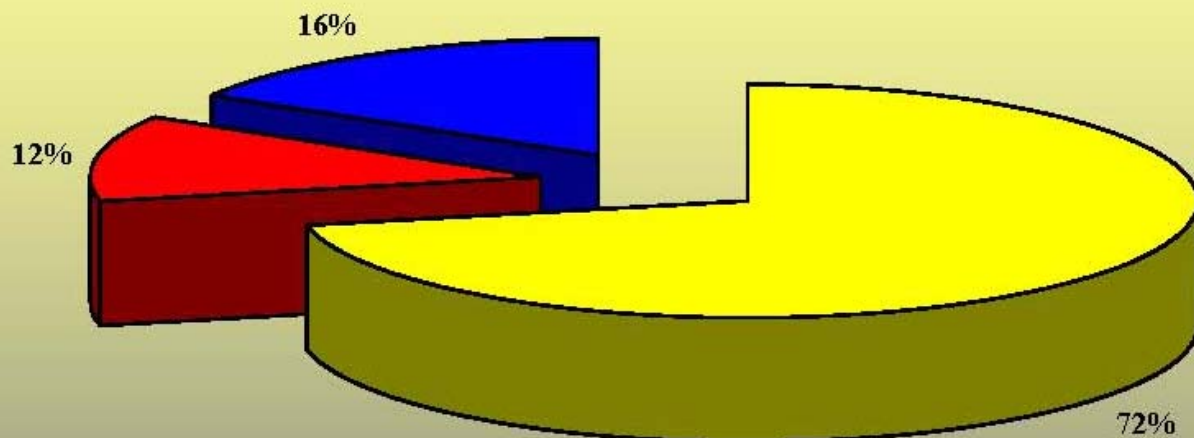
# Overall Total Sales Volume

- The overall Total Sales Dollar Volume **shrank** by **8.62%** from \$211,895,713 as of Sept 2008 to \$193,638,069 as of Sept 2009.
- *#1 Properties' dollar volume of sold listings reflected a 37% market share up from a 35% market share a year ago.*

## Top 5 Leading Real Estate Companies in Cheyenne Based on # of Dollar Volume Sold Year-to-Date 2009)



## Sales Breakdown By Property Types Sold As of Year-to-Date September 2009



-  Residential Homes
-  Condominiums/Townhouses
-  Rural Homes

# Why is Cheyenne Doing So Much Better?

- Lower unemployment rates.
- Stable home values.
- Lower foreclosure and delinquency rates.
- New construction not overbuilt.
- Our homes are selling and our listing inventory is falling.
- First-time homebuyer credit.
- Historically low interest rates.

# Positive Momentum Continues

- Buyers are returning to the Market.
- Buyers are signing Contracts.
- Many first-time homebuyers are rushing to beat the deadline for the \$8,000 tax credit (expiring the end of November 2009).
- However, not all contracts become closed sales within the expected timeframes (typically close 30-60 days).

# Positive Momentum Continues

- Our Cheyenne homes are selling and our listing inventory is falling.
- Activity encourages more activity.
- Builders are building new construction again.
- Buyers advised to seize the opportunities available now and lock in great interest rates.
- *#1 Properties represents several exciting subdivisions and outstanding builders.*