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## Q1 - 2007 Whittier Real Estate Review

Whittier home sales	# homes sold	days on market
2002	147	57
2003	132	71
2004	146	76
2005	180	79
2006	112	96
2007	34/runrate of 136	111

Whittier per sq. foot \$	Condition
\$100-135 psf	Uninhabitable, needs new systems, kitchen, baths, etc.
\$150-175 psf	Inhabitable, some updating done, but more is necessary
\$195-210 psf	Move-in & play condition. Has current contemporary choices
\$235+	Highest commanding psf pricing in area
Factors	Location, home type, condition, & age

Address	List Price	Sold Price	Bed/Bath	Sq. Ft.	PSF	DOM
2831 Lafayette	\$495,000	\$465,000	3/2	2430	\$191.36	155
2040 Park Place	\$499,900	\$480,000	3/2	2352	\$204.08	72
2343 Ogden	\$449,500	\$435,000	5/2	2104	\$206.74	31
2618 Marion (new build)	\$372,000	\$365,000	3/3	1677	\$217.65	140
2640 Vine (new build)	\$425,000	\$420,000	3/5	1712	\$245.33	8
2924 Vine	\$360,000	\$360,000	3/3	1440	\$250.00	20
2302 Lafayette (new)	\$399,900	\$399,900	3/2	1311	\$305.03	38

### Upcoming situations that will positively/negatively effect Whittier

- |  |                                 |
|--|---------------------------------|
| + Children's Hospital Redevelopment    | - Stapleton's 9,000 homes to go |
| + 2 new G&T magnet schools for '08-'09 | - Lack of mainstreet services   |
| + Light rail popularity                | - Need for improving schools    |
| + Increasing new builds                |                                 |
| +/- Manual High School's reinvention   |                                 |

### Five steps to selling your home

**Plan:** Study your home and its competition carefully. Strategize how to hit the market with the biggest bang and get out fast!

**Prepare:** Look at your home as a buyer would. Clean it up, clear out the clutter, fix the blemishes and make your home shine.

**Execute:** Hit the market with a big splash and push the sales plan hard. Be ready to roll with the market.

**Measure:** Analyze buyer reactions and move quickly to overcome objections. Maintain confidence, but be realistic.

**Celebrate:** Pat the process on the back. Honor yourself for the sound decisions that helped sell your home.

### Whittier Overview

Actives	47
Under Contract	23
Solds this year	34
'07 runrate	171
2005 solds	180
2004 solds	146



Call us for a free market analysis of your home in the current market. We offer helpful tips on how to get the most dollars from your home with the least amount of hassle.