

Saluda Real Estate Trends Compared to Henderson & Polk Counties

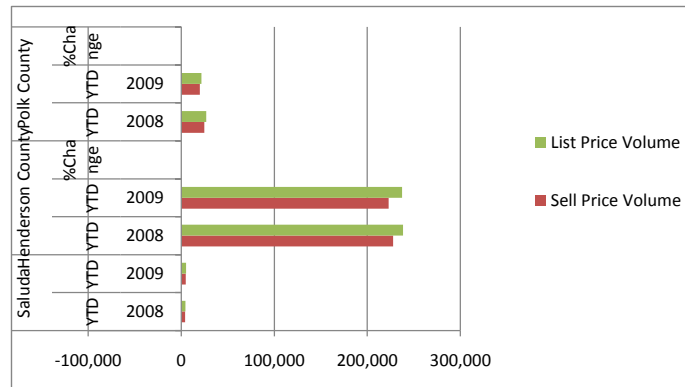
January - December 31, 2009

Single-Family Residential

	Saluda			Henderson County			Polk County		
	YTD 2008	YTD 2009	% Change	YTD 2008	YTD 2009	%Change	YTD 2008	YTD 2009	%Change
Total Units Sold	16	21	31%	969	1041	7%	83	107	29%
Sell Price Volume	\$ 4,266,250	\$ 4,842,475	14%	\$ 227,645,457	\$ 222,846,227	-2%	\$ 24,719,085	\$ 20,029,151	-19%
List Price Volume	\$ 4,639,100	\$ 5,161,824	11%	\$ 238,338,573	\$ 237,147,515	0%	\$ 26,796,389	\$ 21,746,353	-19%
Avg. Sell Price	\$ 266,641	\$ 230,594	-14%	\$ 234,928	\$ 214,069	-9%	\$ 297,820	\$ 187,188	-37%
Avg. List Price	\$ 289,944	\$ 245,801	-15%	\$ 245,963	\$ 227,807	-7%	\$ 322,848	\$ 203,237	-37%
List/Sell/Ratio	92%	93%	1%	96%	94%	-2%	92%	92%	0%
Median List Price	\$ 255,450	\$ 229,750	-10%	\$ 209,500	\$ 195,500	-7%	\$ 249,000	\$ 175,000	-30%
Median Sell Price	\$ 234,500	\$ 222,500	-5%	\$ 200,000	\$ 184,000	-8%	\$ 227,000	\$ 165,000	-27%
Avg DOM	140	218	56%	119	109	-8%	128	129	1%

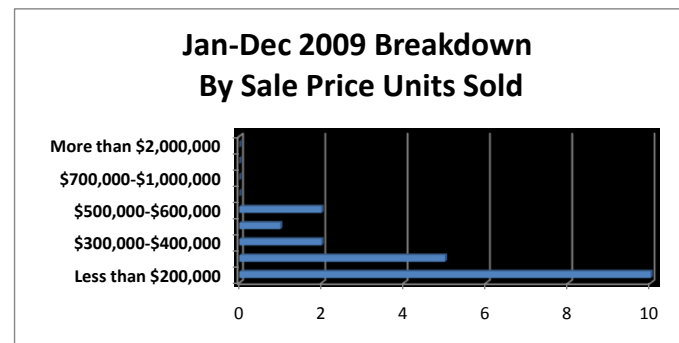
Saluda Land and Lot Sales

Total Units Sold	21	12	-43%
Sell Price Volume	\$ 1,879,750	\$ 1,093,000	-42%
List Price Volume	\$ 2,076,150	\$ 1,268,800	-39%
Avg. Sell Price	\$ 89,512	\$ 91,083	2%
Avg. List Price	\$ 98,864	\$ 105,733	7%
List/Sell/Ratio	91%	86%	-5%
Median List Price	\$ 69,900	\$ 87,000	24%
Median Sell Price	\$ 65,000	\$ 78,000	20%
Avg DOM	144	279	94%



YTD 2009 Breakdown By Sale Price-Homes Sold

	Units Sold	Total Sales Volume
Less than \$200,000	10	\$ 1,093,450
\$200,000-\$300,000	5	\$ 1,220,000
\$300,000-\$400,000	2	\$ 997,900
\$400,000-\$500,000	1	\$ 450,000
\$500,000-\$600,000	2	\$ 1,079,125
\$600,000-\$700,000	0	
\$700,000-\$1,000,000	0	
\$1,000,000-\$2,000,000	0	
More than \$2,000,000	0	



Notes:

Saluda numbers include two For Sale by Owners (FSBO) sold by real estate brokers.
Saluda numbers include four Foreclosures in Saluda.

Notes and Disclaimers:

1. All data is provided by the Western NC Multiple Listing Service (WNCMLS).
2. Data is not guaranteed to be accurate and is being provided as a tool to understand real estate trends in Saluda, NC.
3. Polk County numbers may not include all Polk County sales. Polk County has its own MLS and not all properties are listed and tracked in WNCMLS.
4. Data may not include sales that did not participate in WNCMLS. (ie. For sale by owners.)

Prepared by Cathy Jackson Realty

