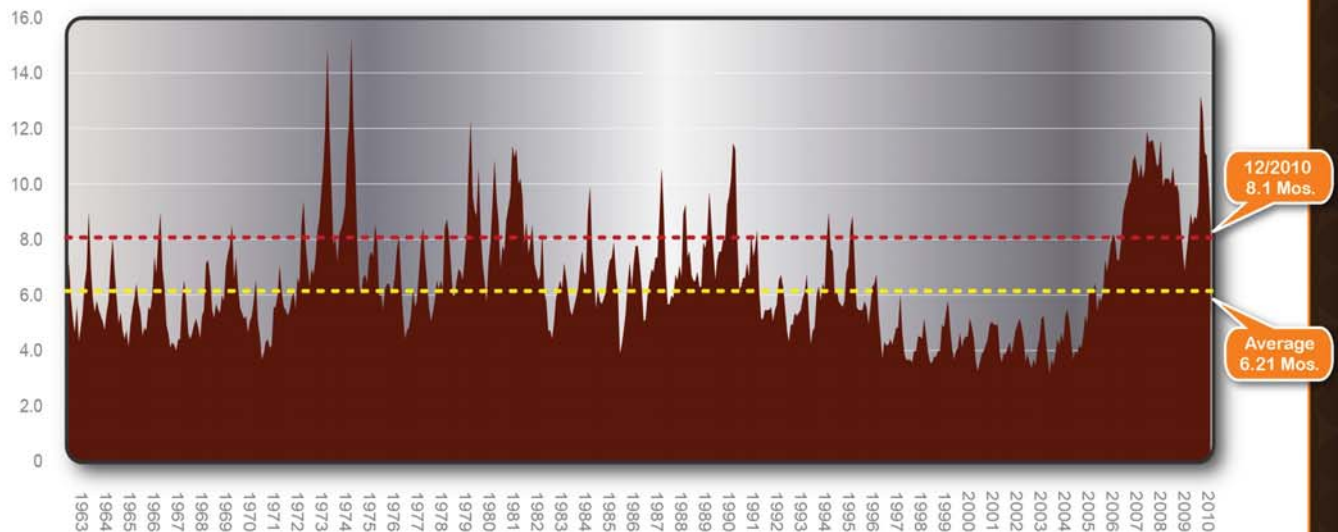


# HOUSING INVENTORY



## Monthly Supply of Homes for Sale



The inventory of homes for sale across the country is one of the biggest factors keeping negative pressure on prices. This gets a lot of attention in the media but rarely if ever with the benefit of historical perspective. All we seem to hear is that the number of homes for sale has reached recent highs. Even scarier are the references to the looming "shadow inventory" of bank held foreclosures.

All sensationalism aside, If we look at the chart above, we can see that even the recent peaks that came about during the credit crisis have peaked and at their worst, these were still not higher than what has occurred in the past.

There's little doubt that inventories have jumped and they're lingering longer than usual. Still, the drama of this is more relative to the fact that we had spent the prior 10 years or more at an unusually low level of homes for sale.

Even in the areas where there is a large stock of foreclosed homes held by the banks (the shadow inventory) it's unlikely that these will be brought to market all at once and it's in these same areas that new construction has slowed to a crawl. Accordingly, the lack of newly built homes will help to mitigate the total stock of homes for sale.

Supply and demand will continue to flow back and forth yet ultimately, those that must sell will and with a steadily growing population and an albeit slowly improving economy, the current buyer's market will ultimately swing back the other way. Operating ahead of that curve while selection is still high and rates are still low may just be where the really smart buyers will be found.



Licensed by the Department of Corporations under the California Residential Act License #813B544. Subject to applicant and property qualification and availability of funds. Subject to change without notice. Rates and terms apply only to subject programs. Registered with the Nationwide Mortgage Licensing System and registry, Broadview Mortgage #170528. Branch NMLS #170952.



Tim Harrison  
Branch Manager  
Broadview Mortgage  
1164 N. Monte Vista Ave. #4  
Upland, CA 91786  
tim@hlcteam.com  
Office: (909) 920-5260 x 108  
NMLS #170960



Mr. Sam Ple  
Real Estate Agent  
NotReal Realty  
6789 Fictitious Avenue  
Mock City, CA 99999  
SamPle@phony.net



DRE License # 000000001