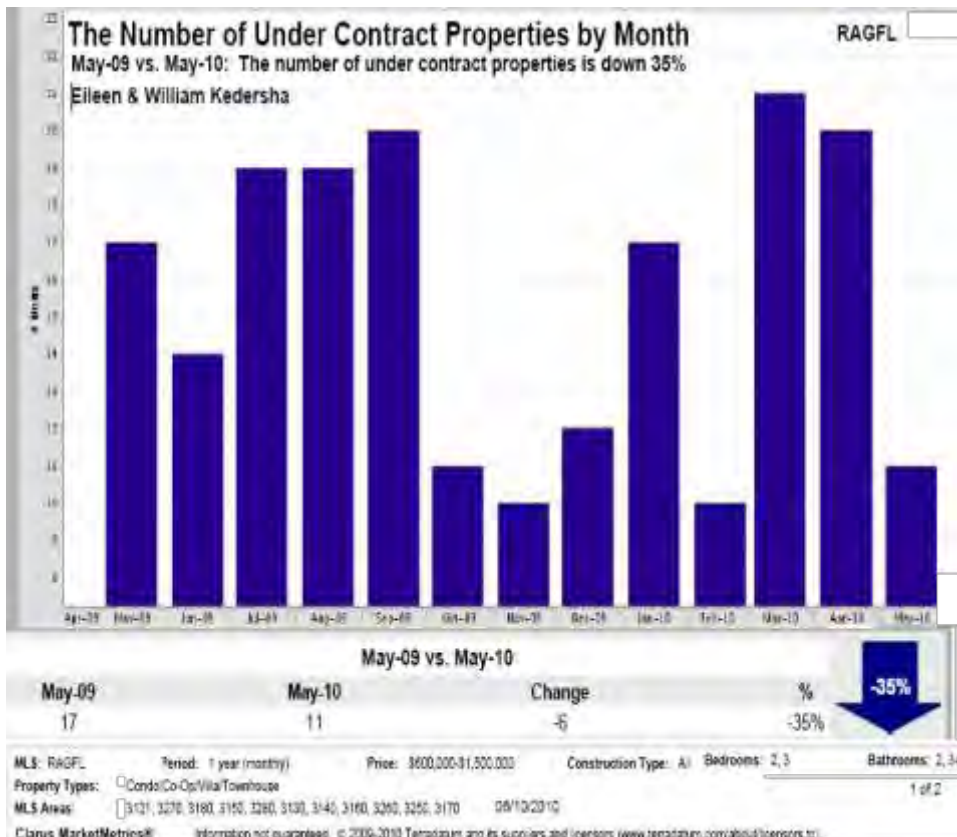




## FORT LAUDERDALE MAY 2010 CONDO BEACH AREA MARKET DATA: \$600K-\$1.5M

As we discussed in last month's newsletter, technology and information availability regarding real estate has improved significantly. May sales figure in the condo beach area suggests a weakness in sales. May 2010 median price reflects a reduction of 13% from May, 2009 which was \$885,000; May 2010's median price was \$767,000. Keeping abreast of market trends is beneficial to both buyers and sellers in establishing fair market values. In a depreciating market a seller should consider the monthly depreciating percentage and factor that into the asking price. The old adage: don't chase a depreciating market is good advice. Not utilizing sales data can result in large, unnecessary losses. Knowing where to look for sales data, how to interpret the data, choosing the correct criteria to establish an accurate valuation will save thousands. It is our belief that both buyers and sellers should carefully select a professional real estate agent that has the knowledge, tools and technology to take advantage and leverage the information available to the benefit of their client. Many of us have heard that "**Knowledge is Power**", however this is only partially true; more specifically we believe that the "**USE of Knowledge is Power**". Please visit our website, which is filled with valuable information, [www.ekluxuryhomes.com](http://www.ekluxuryhomes.com).

We offer a complimentary evaluation of the property you would like to sell or purchase. If you would like to take advantage of this offer, please either give us a call at 954-561-4100 or go to: [www.ekluxuryhomes.com/home\\_worth.php](http://www.ekluxuryhomes.com/home_worth.php). We will provide you with accurate and exact data necessary to help you establish the correct valuation. The Kedersha Group has consistently adapted our business model to incorporate internet strategies to give our clients the latest and most effective marketing tools available. Our website contains the area's most effective MLS search tools available, try it yourself. **We are here to help you, please contact us, 954-561-4100 or [Luxury@ekluxuryhomes.com](mailto:Luxury@ekluxuryhomes.com).**



The charts in this letter reflect condo sales in the Fort Lauderdale area between \$600k to \$1.5 million. For more specific information and details please contact us.

This chart shows pending sales which is a more accurate forecast of the direction of the housing market. The chart reflects a significant **decrease in pending sales year-over-year for May, -35% and from April 2010.** Combined with other trends that we are watching, implies a weakness in the coming months. More Charts follow:

If you would like to see the current active inventory of all the beach condos in the Fort Lauderdale area, [Click Here](#) or type the following into a web browser:

<http://tinyurl.com/24zfzdu>

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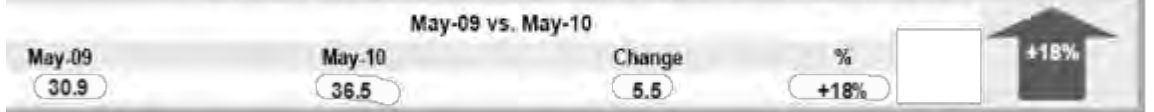
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This chart shows the month supply of inventory which reflects an **18% increase in inventory year over year for May**. Before we can experience a sustained recovery our inventory must be reduced and sales increase for 4 consecutive months.

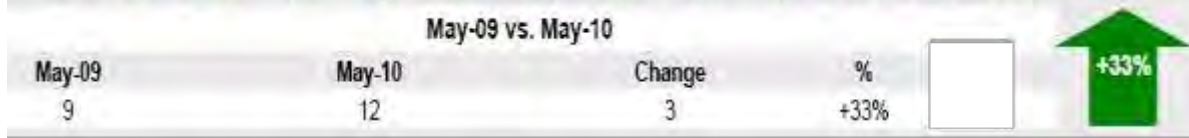


MLS: RAGFL Time Period: 1 year (monthly) Price: \$600,000-\$1,500,000 Construction Type: All Bedrooms: 2, 3 Bathrooms: 2, 3+  
Property Types: Condo/Co-Op/Villa/Townhouse  
MLS Areas: 3121, 3270, 3180, 3150, 3280, 3130, 3140, 3180, 3260, 3250, 3170  
Statistics are based on closed MLS transactions. Each closing generates one transaction side only. Clarus MarketMetrics® 06/10/2010

This chart reflects the number of sold properties month by month. **Year-over-year for May we have a 33% increase in the number of properties sold**, 12 Sales in May 2010 versus 18 Sales in April 2010 or 6 less unit sales.

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<http://tinyurl.com/24zfzdu>



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