

# Windermere Report.com

## FEDERAL HOUSING BAILOUT:

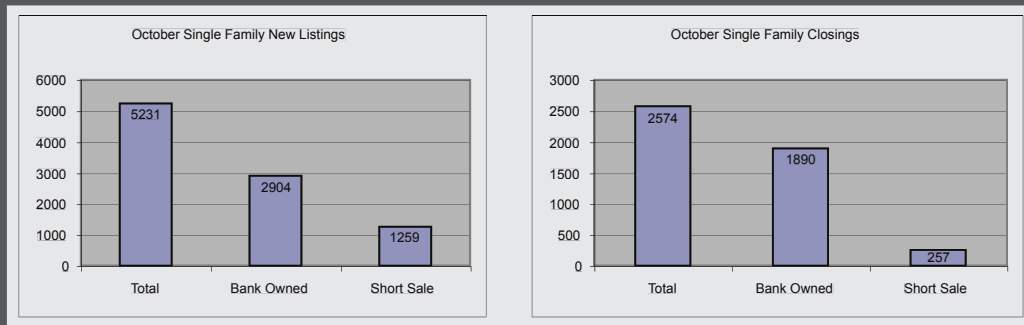
Where is my money?

## ON THE WEB:

Online database offers comprehensive foreclosure listings

## PREMIER PROPERTIES SNAPSHOT:

Who buys premier properties?



## FEDERAL HOUSING BAILOUT:

### Where is my money?

Created by Congress to help homeowners at risk of default and foreclosure refinance into more affordable, sustainable loans, the HOPE program (or Hope for Homeowners Bill) is a mortgage option designed to keep borrowers in their homes.

In effect until September 30, 2011, the federal government has mandated that the program be in operation by December 1<sup>st</sup>. The government will also make the program's benefits, qualifications and application process public December 1<sup>st</sup>. It is estimated the bill could help as many as 400,000 homeowners avoid foreclosure.

Underwriters from qualifying lending institutions will begin training for the program November 20<sup>th</sup>, where they will learn all the qualification details, as well as how homeowners can apply for assistance.

One qualifying factor is homeowners must be "upside down" in their mortgage, meaning they owe more on their home than it is currently worth. However, it remains to be determined whether homeowners will still qualify if they have had late payments.

## ON THE WEB:

### Online database offers comprehensive foreclosure listings

With foreclosures rising nationwide, prospective home buyers and investors are increasingly recognizing now is the time to buy.

Knowing where to find these bank-owned homes – some discounted more than 40 percent – can spell the difference between closing a hot deal and losing out.

One of the country's most popular resources is [www.foreclosures.com](http://www.foreclosures.com), which offers more than 5 million distressed property listings. Properties can be broken down by county, listing the market value, loan amount, positive/negative equity and other information for each.

## PREMIER PROPERTIES SNAPSHOT:

### Who buys premier properties?

Over the past few decades, growing wealth among the middle class has changed the definition of luxury home buyers in America. According to a 2007 American Express/Harrison Group Study, the following provides a snapshot of today's luxury buyer.

- Luxury home buyers are in the wealthiest 5 percent of the population\*
- 79 percent of the affluent market grew up middle class
- The current average age of the affluent is 47, and dropping
- 69 percent of this segment have had their affluence or wealth less than 15 years
- Of the wealthiest 5 percent, the study also determined the following:
  - Accounts for 35 percent of the gross margin in all U.S. consumption
  - Accounts for 57 percent of the tax base for federal, state and local governments
  - Accounts for 65 percent of the private assets in the American economy

\* The study sub-classified this segment as affluent or wealthy, based on annual discretionary income. Affluent was defined as income between \$125,000 and \$499,000; wealthy was defined as annual discretionary income over \$500,000.

## YTD LUXURY CLOSINGS: 2008 VS. 2007 BROKEN DOWN BY PROPERTY TYPE AND COMMUNITY

SINGLE FAMILY HOMES	2008 CLOSINGS AS OF OCT. 31	AVG. LISTING PRICE	AVG. SALES PRICE	AVG. DAYS ON MARKET	2007 CLOSINGS AS OF OCT. 31	AVG. LISTING PRICE	AVG. SALES PRICE	AVG. DAYS ON MARKET
Anthem	16	\$1,953,846	\$1,726,531	190	40	\$1,770,009	\$1,650,412	73
MacDonald Ranch	13	\$2,138,758	\$1,950,822	225	16	\$2,126,928	\$1,995,246	100
Red Rock CC	26	\$1,570,295	\$1,424,903	145	41	\$1,729,798	\$1,597,530	86
Southern Highlands	19	\$2,281,044	\$2,028,202	146	7	\$3,310,000	\$2,773,571	115
Summerlin	29	\$2,361,271	\$2,142,268	116	76	\$2,259,315	\$2,094,245	95
<b>CONDO/TOWNHOMES</b>								
Turnberry	21	\$2,183,095	\$1,926,428	111	20	\$2,114,544	\$1,956,350	121
Park Towers	3	\$4,193,333	\$3,783,333	30	4	\$2,524,749	\$2,376,025	76
Panorama	0	N/A	N/A	N/A	2	\$1,197,500	\$1,050,000	81
Regency Towers	0	N/A	N/A	N/A	5	\$2,200,000	\$1,955,000	57