

## ABSORPTION RATE SHEETS

An 'ideal' supply (last column) would be six months which would indicate a balanced market. More than 6 months indicates a Buyer's market and more than 12 months means big-time Buyer's market. Less than 6 months would indicate a Seller's market. Less than 1 month would mean you don't need us at all...your property will sell itself without a lot of effort.

It is more important than ever to be priced very competitively in this market. You want your property to be the best looking one in any particular price range.



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## SALES ACTIVITY IN RHINELANDER AREA

	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
<u>CITY HOMES</u>	133	130	105	118	123	121	97
<u>COUNTRY HOMES</u>	103	115	117	112	104	111	91
<u>LAKE HOMES &amp; COTTAGES</u>	90	119	125	118	114	96	83



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## 2009 ABSORPTION RATE

### Rhinelanders City Homes

January 1, 2009 thru March 31, 2009

<u>Price Range</u>	<u>Prior Year (2008) Sales</u>	<u>Current Listings</u>	<u>Current Yr ('09) Sales</u>	<u>Months Supply on the Market</u>
0-\$39,999	20	0	1	
\$40,000-\$49,999	3	5	1	20
\$50,000-\$59,999	6	7	1	14
\$60,000-\$69,999	10	5	2	6
\$70,000-\$79,999	11	9		10
\$80,000-\$89,999	10	8	4	10
\$90,000-\$99,999	8	3	1	4.5
\$100,000-\$119,999	12	15	2	15
\$120,000-\$139,999	6	6	1	12
\$140,000-\$159,999	6	5	1	10
\$160,000-\$179,999	4	4		12
\$180,000-\$199,999		1		
\$200,000-\$249,999	1	4		48
\$250,000-\$300,000		0		
\$300,000+		3		
<b>TOTAL</b>	<b>97</b>	<b>75</b>	<b>14</b>	<b>9</b>
<b>Average 2008 Sale Price:</b>		<b>82,000</b>		
<b>Average % of List:</b>		<b>94%</b>		
<b>Average Days on Market:</b>		<b>137</b>		

## 2009 ABSORPTION RATE

### \*Rhineland area Country Homes

### January 1, 2009 thru March 31, 2009

\*includes Townships of Cassian, Crescent, Enterprise, Monico, Newbold, Pelican, Piehl, Pine Lake, Schoepke, Stella, Sugar Camp & Woodboro

<u>Price Range</u>	<u>Prior Year (2008) Sales</u>	<u>Current Listings</u>	<u>Current Yr ('09) Sales</u>	<u>Months Supply on the Market</u>
0-\$39,999	14	6	5	5
\$40,000-\$49,999	4	3	3	9
\$50,000-\$59,999	3	4	1	16
\$60,000-\$69,999	5	5		12
\$70,000-\$79,999	3	3		12
\$80,000-\$89,999	7	3	1	5
\$90,000-\$99,999	5	3	1	7
\$100,000-\$119,999	14	6	1	5
\$120,000-\$139,999	13	16	1	15
\$140,000-\$159,999	7	12		20.5
\$160,000-\$179,999	6	8		16
\$180,000-\$199,999	3	5		20
\$200,000-\$249,999	2	11		66
\$250,000-\$300,000	4	6		18
\$300,000-\$399,900	1	7		84
\$400,000-\$499,900		3		
\$500,000-\$599,900		1		
\$600,000 & up		3		
<b>TOTAL</b>	<b>91</b>	<b>105</b>	<b>13</b>	<b>14</b>
Average 2008 Sale Price:		112,000		
Average % of List:		93%		
Average Days on Market:		166		

## 2009 ABSORPTION RATE

### \*Rhineland area Lake Homes and Cottages including condos

January 1, 2009 thru March 31, 2009

\*Includes Townships of Cassian, Crescent, Enterprise, Monico, Newbold, Pelican, Piehl, Pine Lake, City of Rhineland, Schoepke, Stella, Sugar Camp & Woodboro

<u>Price Range</u>	<u>Prior Year (2008) Sales</u>	<u>Current Listings</u>	<u>Current Yr ('09) Sales</u>	<u>Months Supply on the Market</u>
0-\$39,999				
\$40,000-\$49,999				
\$50,000-\$59,999				
\$60,000-\$69,999		4		
\$70,000-\$79,999	1	6		72
\$80,000-\$89,999	1	2		24
\$90,000-\$99,999	1	4	1	48
\$100,000-\$119,999	1	7		84
\$120,000-\$139,999	4	15		45
\$140,000-\$159,999	6	10		20
\$160,000-\$179,999	7	6	2	10
\$180,000-\$199,999	4	13		39
\$200,000-\$249,999	10	22	1	26
\$250,000-\$300,000	12	31	1	31
\$300,000-\$399,900	25	37		18
\$400,000-\$499,900	5	12	1	29
\$500,000-\$599,900	4	2		6
\$600,000-\$750,000	2	3		18
\$750,000 & up		8		
<b>TOTAL</b>	<b>83</b>	<b>182</b>	<b>6</b>	<b>26</b>
Average '08 Sale	\$282,000		Average DOM: 169	
Average % of List:	94%			