

The Woodlands Real Estate Report

Months Supply Of “For Sale” Listing Inventory – September 7th, 2009

What Can Buyers and Sellers Expect In The 4th Quarter Of 2009?

Seasonality will slow sales and reduce listing inventory in the last quarter.

Why? Fewer people decide to move during fall and winter months.

If you’re a seller today, three things that affect salability and the competitive positioning of the property are

1. Marketing
2. Merchandising/staging/presentation
3. Pricing.

Tweak and amplify these factors and you’ll be one of the successful sellers attracting a qualified buyer. Ignore one; two or three of the salability factors and the property will languish. [Before you pick a list price for your property, watch this video.](#)

If you’re a buyer, interest rates are at an all time low, selection is healthy and sellers are motivated. Good luck.

Below you’ll find Months Supply Of Inventory by Price Range. According to real estate economists, 6 months supply of For Sale Inventory represents a balanced market. Keep in mind; these numbers represent big averages across [The Woodlands](#). Real estate is hyper local in nature. Market conditions for your specific property, in your specific neighborhood may be different that the big average you see below. To find out, contact a [Realtor Icon](#) and have them run an up to the minute, on-target market report for you.

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PRICE RANGE.MONTHS SUPPLY OF LISTING INVENTORY

\$000,000 – \$200,000	3.8
\$200,001 – \$300,000	4.6
\$300,001 – \$400,000	8.1
\$400,001 – \$500,000	6.4
\$600,001 – \$700,000	7.3
\$700,001 – \$800,000	10.9
\$800,001 – \$900,000	7.2
\$900,001 – \$1,000,000	18.6
\$1,000,001+	28.2

Keep in mind; while this snapshot provides the big picture, what is happening in your neighborhood could very well be different. If you’d like a detailed market analysis for your property and your neighborhood, give us a call at 281-367-3531.

Thanks.