

## Truth # 1: Real Estate Markets are Always Shifting.

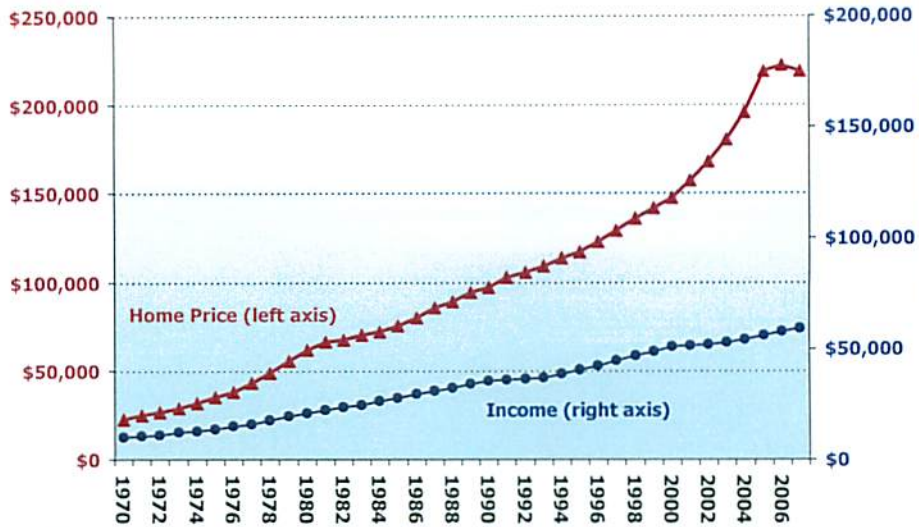
- What goes up must come down.
- What comes down won't stay there.

### 19 Years of Supply & Demand Shifts



Source: NAR

## Median Home Price & Family Income 1970-2007



Source: NAR

## Comparison of Income to Home Price

Income and Price set to Index of 100 in 1970

### 1970-2007



Source: NAR

*“Our market is really a tale of two markets—80% of the homes are overpriced and 20% are well-priced. The well-priced properties are getting multiple offers. The overpriced properties are getting none.”*

Brian Hickox

Franklin-Milford Market Center

Franklin, Massachusetts

## The Tale of Two Markets

