

## Use Facts to Address Worries

**Appreciation Went Into Overdrive** Historically, homes have appreciated at a rate of about 5 percent per year. In the six years between 2000 and 2006, however, appreciation was 89 percent, or nearly 15 percent per year on average. Today's correction is a move back to stability.

1980 - 1985	25%
1985 - 1990	27%
1990 - 1995	25%
1995 - 2000	29%
2000 - 2006	89%

Source: Brookings Papers 9/08

**Lots of Listings = Depressed Prices** Although many factors affect pricing, in a down market, excessive inventory becomes a key driver.



**The Stages of a Market Cycle** You've heard of Elisabeth Kubler-Ross's stages of death and dying? Well, the stages of a market cycle aren't that different. Today's market is still trying to work its way back to hope.



Source: Westcourt Funds