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Home prices haven't hit bottom yet



David Leonhardt

ECONOMIC SCENE

WASHINGTON The closest thing to a real estate crystal ball in the past few years has been the house auctions that are held regularly around the United States.

In 2006 and early 2007, official statistics were still showing that house prices were holding up. But that was largely because so many sellers were refusing to sell. The auctions, mostly of homes that had been foreclosed on, showed the truth: House values were starting to plummet in many places.

So a few weeks ago, I decided to go to an auction in Washington and to study the results of several others elsewhere with an eye to figuring out whether prices might be close to bottoming out.

That's clearly a huge economic question. Last week, JPMorgan Chase's chief financial officer said that his bank, and presumably others, would be under pressure "until home prices stabilize and unemployment peaks." As long as home prices are falling, foreclosures are likely to keep rising and the toxic assets polluting bank balance sheets are likely to stay toxic.

There are reasons to think that prices may be on the verge of stabilizing. Relative to fundamentals, like household incomes and rents, houses nationwide now appear to be overvalued by only about 5 percent. You can make an argument that the end of the housing crash is near.

But that's not what I found at the auctions.

"This is a perfect storm of opportunity," Bob Michaelis, goateed with a shaved head, told the 300 or so people who had come to the hotel ballroom for the auction.

Mr. Michaelis, the auction manager, spoke from a lectern on stage, and his goal seemed to be to persuade people that they might never see a buyer's market as good as this one. Prices have plunged, and interest rates, he said, are at "generational lows."

"Look around to your left and your right, and you'll see someone who sees an opportunity just like you do," Mr. Michaelis said. "We're approaching the bottom of the market, I think."

He then told the audience that in the past 100 years, house prices had recovered from every downturn and gone on to reach record highs. Oh, and Wells Fargo and Countrywide were standing by, ready to offer financing to qualified auction buyers.

If nothing else, this sales pitch certainly had chutzpah. It combined the old bubble-era notion that house prices always rise over time (ignoring the fact that incomes, stock values and the price of bread do, too) with the new post-crash idea that houses must be a bargain because they are a lot cheaper than they used to be. Even Countrywide, which was taken over by Bank of America after so many of its subprime mortgages went bad, is still part of the housing pitch.

Yet as soon as the auction began, it was clear that the pitch was not working.

The winning bid on the first home auctioned off, a two-bedroom town-

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house in Virginia Beach, Virginia, was \$115,000. Just last July, it sold for \$182,000, according to property records.

Throughout the evening, such low-ball prices continued to win the bidding. At one point, the auctioneer, Wayne Wheat, interrupted his singsong auction call to ask cheerfully, "Where are my investors?"

Many audience members, like the man in a camouflage baseball cap just in front of me, were attending their first auction.

On Sunday, my colleague Carmen Gentile went to a larger auction, in Miami, to see whether my experience had been unusual. It had not. The homes there sold for just a fraction of what they would have brought even a year ago. The rate of decline in Miami has not even slowed noticeably in recent months, according to data kept by Real Estate Disposition Corp., known

as R.E.D.C., which runs the auctions.

A recently transplanted New Yorker named Michael Houtkin won the bidding on a one-bedroom condominium on the outskirts of Boca Raton, Florida, a few blocks from three golf courses, for the incredible price of \$30,000. "Things were almost being given away," he said later.

As is often the case at these auctions, the seller of the condo — Fannie Mae — retained the right to refuse the winning bid and keep the property. But Mr. Houtkin told me he was optimistic that his bid would be accepted. An R.E.D.C. employee suggested to him that \$30,000 was not much below the minimum price that Fannie Mae had hoped to receive.

How could that be? Because Fannie Mae, like many banks, is inundated with properties in foreclosure. In recent weeks, banks have begun accelerating foreclosures again, after having held off while waiting to find out which homeowners would be eligible for the assistance program set up by the administration of President Barack Obama.

The glut of homes in foreclosure creates a self-reinforcing cycle. Falling prices lead to more foreclosures. Foreclosures lead to an excess supply of homes for sale. The excess supply then leads to further price declines. Jan Hatzius, the chief economist at Goldman Sachs, says that the "massive amount of excess supply" means that home prices nationwide will probably fall an additional 15 percent.

That estimate hides a lot of variation, too. In Miami, Goldman forecasts, prices could drop an additional 33 percent, which is pretty amazing, since they have already fallen to 50 percent of their 2006 peak.

Nor is excess supply the only reason prices still have a ways to fall. Nationwide, homes may not be overvalued by much. But in some cities, including New York, San Francisco, Los Angeles, Boston, Chicago and Miami, they remain very expensive.

So while Mr. Hatzius and his Goldman colleagues are somewhat more pessimistic than most forecasters, the difference is not enormous.

Prices do not have as far to fall today as they did last spring, but the great real estate crash is not over, either. So if you are trying to decide when to buy, relax.

The market is still coming your way.

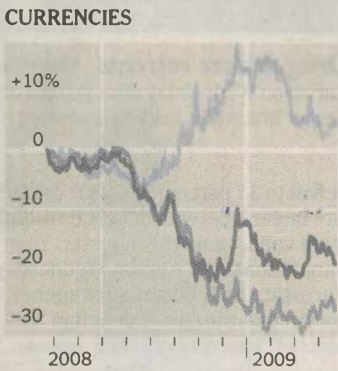
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TRYING TO SAVE A U.S. CITY BY MAKING IT SMALLER

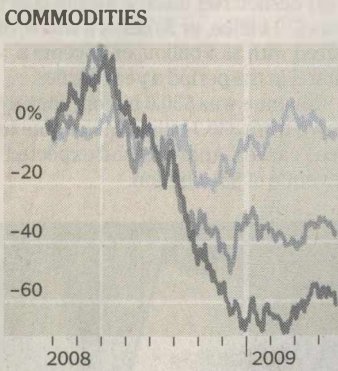
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UNITED STATES	S&P 500	52-week
856.60	+13.27	-37.7%
EUROPE	DJ Stoxx 50	
2,285.69	+42.06	-38.8
JAPAN	Nikkei 225	
8,727.30	+15.97	-35.6



EURO	52-week
€1 = \$1.30	+0.004 -18.6%
YEN	
¥100 = \$1.02	+0.006 +5.1
POUND	
£1 = \$1.45	-0.021 -27.4



OIL	52-week
Nymex light sw. crude	\$48.19 a barrel +2.10 -59.1%
GOLD	
New York	\$887.60 a tr. oz. +3.60 -3.4
CORN	
Chicago	\$3.75 a bushel flat -36.8

Data as of 1700 U.T.C.
Source: Reuters
Graphs: Custom Flow Solutions

BREAKINGVIEWS.COM

Pondering whether the worst is over

Is the worst over? Investors seem to think it is. Confidence that the global financial crisis is winding down has been mounting. But the right answer to the question depends on what "worst" is meant. Appropriate replies include: probably, yes but so what, not yet, probably not, and let's hope so.

The worst of the credit squeeze is probably over. True, loan losses are still increasing. But the official aid is massive, with policy interest rates kept low, ample liquidity supplies, capital injections and implicit loan guarantees.

The aid from above has helped push dollar-denominated interbank borrowing rates down in the past six weeks. The cost of insuring against corporate failure in the credit default swap market has also fallen by 0.5 to 0.7 percentage points, to about 1.9 and 1.6 percent annually, for the main U.S. and European investment-grade C.D.S. indexes. Improving bank credit has contributed to this trend.

Better credit all around means more loans will be refinanced, so fewer companies will go under than would otherwise be the case.

The big push in official liquidity also gives investors more cash to put into the markets. The additional buying power may account for some of the sharp increase in oil and equity prices. There have also been tentative signs of revival in the markets for junk bonds and initial public offers. To some extent, the mood is following the money.

It may be because of government help or it may just be the passage of time, but another worst that has probably passed is in the pace of economic decline.

The huge sudden drop in activity after the collapse of Lehman Brothers last September has already become something of a business legend. If the decline had continued at that pace, economies would have been back to the Stone Age in a few decades.

It's not going to be that bad. Globally, exports are down 30 percent since last July, according to Lombard Street Research.

But the pace of decline is moderating. Similarly, American housing starts, which have declined by 75 percent since their 2006 peak, may have reached their low.

The balance of indicators still suggests gross domestic product is falling in most developed economies, but at a much less dramatic rate than a few months ago.

When the economy is only declining at a moderate pace, some measures typically suggest that growth is returning — the much talked-about "green shoots" — but more measures show further decline. That seems to be the case now.

Inventories complicate the picture. A sharp decline in global demand led to an even sharper reduction of inventories as retailers and manufacturers cut back. As the inventories are rebuilt, production will most likely pick up faster than consumption.

So yes, all in all, the economy isn't shrinking as rapidly as it was.

But so what? It's still shrinking. On that yardstick, therefore, the worst isn't yet over.

Now look at another measure of "worst" — unemployment. Even when economic growth does return, recovery is likely to be anemic. It will take time to absorb the excesses built up during the credit boom, from houses in the United States to too many Chinese factories making cheap goods.

What's more, it's not as if all that private-sector debt has gone away. The rise in savings rates in the United States and elsewhere isn't going to be a one-quarter wonder. This means that the peak in unemployment could easily be two years away.

And will that then be the end of the pain? Probably not. The crisis will leave government balance sheets shot to pieces. The best-case scenario is that the authorities manage to suck all their fiscal and monetary stimulus out of the economy safely once economic growth has bottomed out. Then all that the world will suffer is high taxes and slow growth.

But there is a risk that this outcome will prove too unpopular, and that the authorities will instead take the current fad for "quantitative easing" to the extreme — and just print money to finance their deficits. The outcome would then be inflation.

An inflationary outburst might even lead to another sort of financial crisis — a loss of confidence in key currencies. That could be worse than anything seen up to now.

Can such a dire outcome be avoided? Let's hope so. EDWARD HADAS

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INTERNATIONAL TRAVELER

NAIROBI
FARMING AND SETTLEMENTS REDUCE GIRAFFE AND ANTELOPE POPULATIONS

An increase in commercial farming and settlements around the Masai Mara Game Reserve in Kenya has reduced the population of some wildlife species by as much as 62 percent, the International Livestock Research Institute said Wednesday.

The number of giraffes fell to 145 in 2002 from 387 in 1989, the institute, based in Nairobi, said. The population of hartebeests declined to 1,377 from 1,705 over the same period and the number of topis dropped to 6,163 from 9,380, said Joseph Ogutu, lead researcher in the institute's study. Hartebeests and topis are species of grassland antelopes.

"Wildlife are constantly moving between the reserve and surrounding rangelands, and they are increasingly competing for habitat with livestock and with large-scale crop cultivation," Mr. Ogutu said. (BLOOMBERG)

CHICAGO
ORBITZ WILL LIST ALL TAXES AND FEES IN INITIAL DISPLAYS OF HOTEL PRICES
The online travel agency Orbitz said it would start including all taxes and fees in its initial price display for hotels on Orbitz.com, instead of just listing the

base rate. The change, which Orbitz hopes will improve loyalty, took effect Wednesday. Orbitz and rivals like Expedia and Priceline.com typically disclose the amount of taxes and fees later in the booking process. Orbitz said it would now display those costs in its initial price lists.

Henry Harteveldt, a travel industry analyst at Forrester Research, said taxes and fees often represented 15 percent or more of a hotel booking. (REUTERS)

LONDON
RYANAIR CONSIDERS A TAX ON WEIGHT
Ryanair, the biggest European discount airline, said Wednesday that it would consider how to levy a tax on larger passengers after the move came out on top in an Internet vote on five options for increasing revenue. The tax on weight was favored by 29 percent of respondents, Ryanair, based in Dublin, said. (BLOOMBERG)

KABUL
AFGHANISTAN PICKS BLUE LAKES AS PROTECTED NATIONAL TREASURE
A cascading collection of blue, high mountain lakes became Afghanistan's first provisional national park Wednesday, as the country took a first step toward protecting one of its natural treasures.

Coinciding with Earth Day, Afghan officials signed a decree to create Band-e-Amir National Park. Located in the country's peaceful central highlands, the lakes were a popular tourist destination before the Taliban came to power in 1996.

Band-e-Amir is in Bamiyan Province, and the provincial capital is where Taliban fighters destroyed two towering Buddha statues carved into the cliffs. (AP)

WASHINGTON
ECONOMY KEEPS BRAKES ON DRIVING
Americans drove fewer miles in February, the 15th monthly decline, the U.S. Transportation Department said Wednesday, as the sinking U.S. economy cut further into highway travel. U.S. highway travel was down 0.9 percent in February, compared with a year ago, falling 1.9 billion miles to 215.8 billion miles, or 347.3 billion kilometers. (REUTERS)

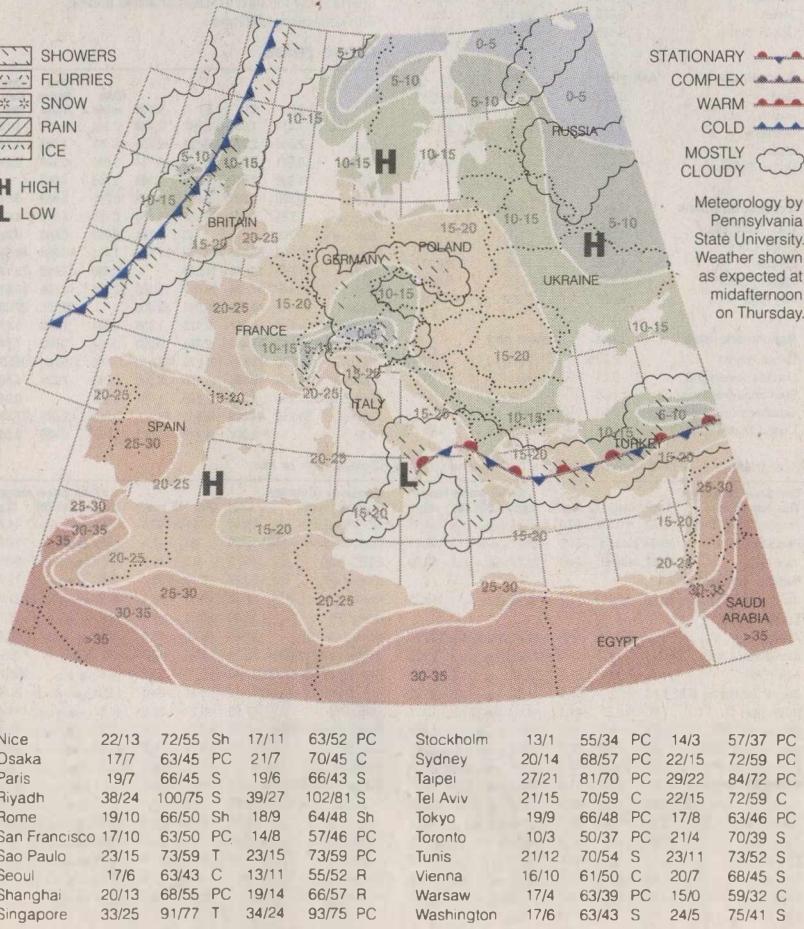
ISTANBUL
TURKEY SEES 7.5% DROP IN VISITORS
The number of foreign visitors to Turkey fell 7.47 percent in March to 1.2 million, compared with a year ago, the Culture and Tourism Ministry said Wednesday. Germany was the biggest source of foreign visitors, followed by Iran and Bulgaria. (REUTERS)

Traveler's forecast

High/low temperatures, in degrees Celsius and degrees Fahrenheit, and expected conditions.

C	Clouds	Sh	Showers
F	Fog	S	Sun
H	Haze	Sn	Snow
I	Ice	SS	Snow showers
PC	Partly cloudy	T	Thunderstorms
R	Rain	W	Windy

	Thursday	Friday
	°C	°F
Almaty	35/20	95/68
Almaty	15/1	59/34
Athens	15/9	59/48
Bangkok	36/28	97/82
Barcelona	21/12	70/54
Beijing	12/10	54/50
Belgrade	17/6	63/43
Berlin	19/5	66/41
Boston	15/6	59/43
Brussels	16/0	61/32
Buenos Aires	25/15	77/59
Cairo	28/19	82/66
Chicago	21/3	70/37
Frankfurt	13/4	55/39
Geneva	17/5	63/41
Hong Kong	25/21	77/70
Istanbul	15/5	59/41
Jakarta	34/25	93/77
Johannesburg	17/8	63/46
Karachi	36/25	97/77
Kiev	10/3	50/27
Lagos	32/25	90/77
Lisbon	24/12	75/54
London	20/9	68/48
Los Angeles	20/14	68/57
Madrid	23/6	73/43
Manila	29/25	84/77
Mexico City	29/11	84/52
Miami	29/21	84/70
Moscow	9/3	48/27
Mumbai	35/25	95/77
Nairobi	25/17	77/63
New Delhi	37/23	99/73
New York	17/5	63/41



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