

Real Estate Update

I love this time of year! The Seminoles kickoff the season this Saturday, the kids have gone back to school and the fish should start biting again soon.

The real estate market is still a bit tricky but there are reasons to be optimistic. According to *Realtor Magazine*, real estate remains a top investment choice; it is the No. 1 sought-after asset among investors with self-directed IRA's. Also the long term outlook continues to be very positive due to the population increase in the United States. From the start of 2007 to the start of 2008 we have gained almost 3 million more people according to the Census Bureau. Immigrants and an increasing birth rate are fueling this expansion.

If you are thinking about selling your home, here are a few ideas to help get it ready to put on the market: (1) Paint-both inside and out preferably neutral colors (2) Have a home inspection and do the basic maintenance (3) Perform energy efficient projects (4) Install new modern fixtures (5) Landscape. Are you curious to find out what your home is worth in today's market? Give us a call and we can discuss this over the phone.

We have had a good summer with most of our sales to first time homebuyers. Our buyers are choosing to take advantage of FHA financing. Rates are still very low around 6%. We have listed a couple of very luxurious homes in the Bradfordville area. 7778 McClure is on Lake McBride with a pool and over 4 acres. It is truly a "dream home" priced at \$1,500,000. 7008 McBride Point is on 5 acres and has been completely renovated. This home is being offered to lease at \$3,500 per month.

There is still an abundance of inventory to choose from in the Tallahassee market. Buyers should be in the driver's seat at least until the second quarter of 2009. If you are thinking of buying or selling real estate, do not hesitate to give us a call.

Here's to hoping the Noles new quarterback can lead us back to the top of the ACC and may your favorite team have a great year! Except when they play FSU of course.

Sincerely,
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