



From the desk of
William C. Ring, President

Real Estate Newsletter

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Favorite Quotes...

I contend a nation trying to
tax itself into prosperity is
like a man standing in a
bucket and trying to lift
himself up by the handle.

Sir Winston Churchill
1874-1965



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March_09.htm](http://www.harborrealtyusa.com/March_09.htm)

Housing Market Jumps...

California's housing market slump showed hints of improvement in March with sales of existing single family homes increasing 64% from the prior year period and median home prices rising month to month for the first time since August 2007, according to a trade group report.

California's inventory of unsold homes in March fell to a three year low of five months, according to a report released Monday by the California Association of Realtors. That compares with 12.2 months of inventory the group reported for March 2008.

The state saw sales of 522,980 existing single family homes in March compared with 319,290 in the year earlier period, the report stated. Home prices remained sharply down from a year ago: the March median price of \$253,000 was up from \$247,590 in February 2009 but down 39% from March 2008 levels.

Stimulus efforts helped the state's home sales in the month, said Delores Conway, a professor at the University of Southern California's Marshall School of Business. Some Californians benefitted about \$8,000 in credit for first time home buyers from the Federal economic-stimulus plan and some received an additional \$10,000 credit from a state stimulus measure. Depressed prices of houses are luring first time buyers, she added.

But the March improvements are partly statistical, according to Ms. Conway, because the number of sales in March 2008 was especially low. California's unemployment rate, one of the nation's highest at 11.2%, may also delay any housing market recovery by resulting in more foreclosures.

Another concern is the recent ending of moratoriums on foreclosures by Fannie Mae, Freddie Mac and some big lenders. That is expected to lead to a new increase in foreclosures in California and elsewhere over the next few months.

Tips for Spring Selling Season...

If you are preparing to put your home on the market, that means you may not only have to stage your home's interior to impress potential buyers, but you may have to spruce up your yard too. So, in a nutshell, here are some tips:

- | | |
|-------------------------------------|------------------------|
| 1. Baby the lawn | 2. Trim the overgrowth |
| 3. Splurge on mulch | 4. Edge the flowerbeds |
| 5. Power wash everything | 6. Plant annuals |
| 7. Plant a small veggie/herb garden | 8. String a hammock |
9. Create conversation areas. Draw attention to a birdhouse, sculpture or other attractive feature in your yard by arranging colorful side chairs and an end table facing it. When you have a showing or open house, place a book and a small glass of lemonade on the table.
10. And, of course, call me for prompt and professional service and desired results.



Please contact me anytime regarding your real estate needs or questions; commercial or residential. And, remember that the highest compliment I, or anyone, can receive is the referral of my name to your family, friends, and business associates. Thank you for your trust.

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