



*"Before everything else,
getting ready is the
secret to success."*

—Henry Ford

Dear Friend,

Savvy prospective homebuyers are always trying to figure out when the BEST time to buy will be. Did everyone receive the Real Estate Report - How Current Market Trends Affect our Community that I mailed to you last month? I hope that you have had the opportunity to read it. It's an exciting time in real estate and I want to share that excitement with you. If I wasn't working in real estate every day, I might believe what I see in the media and not realize what a wonderful buying opportunity it is right now. Low interest rates, lots of great properties to choose from, a buyer friendly negotiating environment, and an \$8,000 incentive from the government for first time home buyers all make it an exceptional time to buy real estate.

It was quite fulfilling to help *three* families to find homes during January. I also got a purchase contract on my first listing in Williamsburg Commons. A sophomore at W&M was the lucky buyer. February was slower, but I still was able to help *two* families get their homes ready to be put on the market. The most rewarding experience so far this year was being able to help a military family (that was unable to make a house hunting trip here first) to find a rental home - sight unseen. That's right – they never saw the home and relied on me to find the right home to meet their search criteria. They just arrived in town this week and are extremely happy with their new home!!!

Please mark your calendars for March 26th, 2009. I will be hosting a free informative seminar "Unlock the Secrets of Today's Real Estate Market" at 5350 Discovery Park Boulevard, in New Town. Starting at 5:30 PM with refreshments and door prizes, the seminar will focus on the *current* Williamsburg real estate market. Our goal is to educate the public by helping to provide investors, buyers, and sellers with the necessary information to make an *informed decision* with regards to their real estate transactions. Our panel of experts includes Liz Moore and Associates, Wells Fargo Home Mortgage, Lytle Title, First American Home Buyers Protection Corporation and Building Specs Property Inspections. These experts will provide an update on current market conditions, and stimulus bill benefits to include the home buyers tax credit, and changes to FHA, VA and Conventional financing; the opportunity to purchase a home warranty for your current home or investment property; as well as discounts for a savings of up to \$375.00 and even some free items. Following the seminar, you will have the opportunity to ask our experts any questions you may have about the process of buying, or selling your home.

Included in this month's newsletter are two brochures filled with helpful information for you and your home. The first, Keep Your Fair Share with tips on filing your taxes, and the second, What Makes up Effective People with tips on ways to get the most out of the new year.

It's hard to believe that there will ever be a more opportune time than right now for homebuyers. But don't wait too long, or you may find that the pendulum begins to swing back to the Sellers' favor.

Sincerely,

Denise Fleischmann,

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