

JUNE 2010
Anne's Answers REAL ESTATE

A newsletter from your neighborhood Realtor® Anne Sturm

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JUST LISTED JUST SOLD

CLOSED IN 30 DAYS!



37215 Avenida La Cresta • Murrieta • CA 92562

\$765,000 - LA CRESTA RANCH on 5+ Acres, 2975SF Home, Guest House, Pool, Barn, Covered RV, Orchard, Stream, Oaks, Solar, Landscaped, Fenced, Well. More pictures and Virtual Tour on website: www.Anne4Property.com



Corte Martinez • Murrieta • CA 92562

\$319,000 - 5 BD/3 BA - completely repainted interior; new carpet; 3 fire places; jacuzzi; landscaped front and back; covered patio; upper deck!

WITH VIEW 19 ACRES-OAKS



The Colony - 40662 Via Amapola • Murrieta

\$329,000 - Golf-course view; 1900+ SF; highly upgraded with granite, travertine tile, stainless, oversized fenced yard, end of cul-du-sac; prime location.



18170 Hombre Lane • La Cresta Highlands • Murrieta

\$449,000 - 19 Park-like Acres ±400 Oaks. Have you been dreaming of a quite, beautiful place? Seeing is believing when you walk this extraordinary parcel of land!



SPECIAL OFFER - FREE - LISTINGBOOK ACCOUNT

Listingbook gives you access 24/7 to in-depth property details! Set up your FREE ACCOUNT NOW!

SEARCH LIKE AN AGENT: www.Anne4Property.Listingbook.com

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National Association of Realtor's SHORT SALES & FORECLOSURE RESOURCE CERTIFICATION



Seller Solutions • Buyer Opportunities • Real Estate Recovery

Short sales and foreclosures are quickly becoming the new “traditional” real estate transaction. Having the skill necessary to help buyers and sellers navigate the distressed property market is critical for today's agents.

The National Association of REALTORS® developed the newest certification — Short Sales and Foreclosure Resource (SFR) Certification. This Program is designed to help REALTORS® become more knowledgeable and efficient in the short sale & foreclosure transactions for buyers and sellers. If you are considering a short sale be sure your agent is certified! *I have have recently completed the training and have been certified as an SFR Agent.* ★

What is this new Mortgage Protection Program?



To help provide first-time home buyers with peace of mind when purchasing a home, the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) Housing Affordability Fund is offering a new **mortgage protection program to first-time home buyers.**

Through the C.A.R. Housing Affordability Fund's Mortgage Protection Program, first-time home buyers who lose their jobs due to layoffs may be eligible to receive up to \$1,500 per month, for six months, to help make their mortgage payments. A qualified co-buyer also can participate in the program, and receive a monthly benefit of \$750 per month for up to six months. Program benefits also include coverage for accidental disability and a \$10,000 death benefit.

For more information including eligibility requirements and information on applying for the C.A.R.H.A.F. Mortgage Protection Program, please visit www.car.org/aboutus/hafmainpage/carhaf-mortgageprotection/. ★

If You're Planning an Open House...

- **Clean like crazy beforehand**, preferably with good-smelling organic cleaners that won't upset anyone's allergies.
 - **Clear out the clutter**, pets, toys and even extra cars from the garage.
 - **Draw back the drapes**, clean the windows and remove the screens so the most light shines in.
 - **Mow the lawn, trim the hedges** and put some blooming flowers in pots by the doorway.
- NAR's survey shows old-fashioned open houses have remained consistently useful to consumers, even in the age of YouTube video marketing pitches and virtual home tours with jazzy musical scores. Since 2001, the number of buyers who said they found a house they eventually bought through an open house or yard sign was constant at about 15%. Nor have economic ups and downs made much of an impact on how people regard them. In 2006, 47% of buyers said they used open houses as an information source in their home search; in 2008, the number was 48%.

Of course, while your house is open, you should make sure that your home is free of clutter, pets, children, scattered toys, extra cars in the driveway, and you. Clean like crazy beforehand, preferably with good-smelling citrus-based organic cleaners that won't upset anyone's allergies, and don't forget the windows (remove the screens so the most light shines in). Draw back the drapes and turn on the lights. Make sure your lawn is mowed, your hedges trimmed and flowers are blooming in pots by your doorway.

Source: June Fletcher - Dow Jones & Company, Inc.