



Realty View

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Gayer Group | www.gayergroup.net | (512) 282-HOME/4663 | October, 2008

Top 10 Tips for Buyers

With all the information available to home buyers today, some of the simple tips can be overlooked. So, here's a top 10 quick-list of tips to have under your belt before beginning the house hunt!

1. Don't buy if you can't stay put.

If you can't commit to remaining in one place for at least a few years, then owning is probably not for you, at least not yet. With the costs of buying and selling a home, you may end up losing money if you sell any sooner.

2. Start by getting your credit ready.

When looking into the mortgage process, it's best to make sure your credit history is as clean as possible. A few months before you start house hunting, get copies of your credit report. Make sure the facts are correct, and fix any problems you discover.

3. Aim for a home you can afford.

The rule of thumb is that you can buy housing that runs about two-and-one-half times your annual salary. But you'll do better to use one of many calculators available online to get a better handle on how your income, debts, and expenses affect what you can afford.

4. Don't worry if you can't put down the usual 20%

There are a variety of lenders who offer low-interest mortgages that require a down payment as small as three percent of the purchase price. Research these programs to see if you qualify.

5. Buy in a district with good schools.

In most areas, this advice applies even if you don't have school-age children. Why? When it comes time to sell, you'll learn that strong school districts are a top priority for many home buyers, thus helping to boost property values.

6. Before house hunting, get pre-approved.

Getting pre-approved will you save yourself the grief of looking at houses you can't afford and put you in a better position to make a serious offer when you do find the right house. Not to be confused with pre-qualification, which is based on a cursory review of your finances, pre-approval from a lender is based on your actual income, debt and credit history.

7. Choose carefully between points and rate.

When picking a mortgage, you usually have the option of paying additional points - a portion of the interest that you pay at



closing - in exchange for a lower interest rate. If you stay in the house for many years, it's usually a better deal to take the points. The lower interest rate will save you more in the long run.

8. Do your homework before bidding.

Your opening bid should be based on the sales trend of similar homes in the neighborhood. So before making it, consider sales of similar homes in the last three months. If homes have recently sold at 5 percent less than the asking price, you should make a bid that's about eight to 10 percent lower than what the seller is asking.

9. Hire a home inspector.

Sure, your lender will require a home appraisal anyway. But that's just the bank's way of determining whether the house is worth the price you've agreed to pay. Separately, you should hire your own home inspector, preferably an engineer with experience in doing home surveys in the area where you are buying. His or her job will be to point out potential problems that could require costly repairs down the road.

10. Get professional help.

Most buyers are truly better off using a professional agent when it comes to finding a home. A real estate professional can work with you to understand and meet your needs and can provide the necessary experience and information to help you make the best purchase possible. Keep all these tips in mind when starting the buying process, but even better - call today for more information to tie it all together!

Moving Tips and Tricks

Are you moving and maybe confused about where to start? Moving into a new home can be overwhelming, but you can start by breaking the job down into smaller parts. First decide if you want to hire a professional, or if you are going to do the move yourself. Don't just assume you will save a lot of money if you do it all yourself. Look at all the costs carefully and find out what would work best for you.



If you've decided to go with a moving company, be very cautious in your selection. Start by asking friends who they have used in the past, and if they've had a good experience. Get estimates from up to three reputable, brand-name movers. For small moves, they may give a price over the phone, but typically a moving company visits your home to give you an accurate estimate at no obligation. Movers know if they give you a written estimate, they will be legally bound within limits to their estimate, so some companies may try to talk you out of sending an estimator. This is a big red flag - you may not wish to work with this company.

Once you've found a moving company you feel comfortable with be sure to get a binding estimate from the moving company with the total amount written in the contract. Costs generally depend on two main criteria, the weight of your belongings and the distance they will travel. Ask about expected gratuities and if you feel they are applicable, write them into the contract as well. Make sure the contract includes a guarantee of how many hours the job will take, and that all charges are listed.

On the day of your move, be there to watch the loading and unloading of the moving truck. When unpacking, examine all items carefully before signing a receipt.

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"Trick or Treat" for a Great Halloween

Halloween is an exciting time of year for kids, and to help ensure they have a safe holiday, here are some safety tips from the American Academy of Pediatrics.

When helping to create the perfect costume, remember they should be bright and reflective. Make sure that shoes fit well and that costumes are short enough to prevent tripping or entanglement. Consider adding reflective tape or striping to costumes and trick or treat bags for greater visibility.

On the trick or treat trail, a parent or a responsible adult should always accompany young children. Obtain flashlights with fresh batteries for all children and their escorts. If your older children are going alone, plan and review the route that is acceptable to you and agree on a specific time when they should return home. Remind them to stay in a group and communicate where they will be going, remain on well lighted streets and use the sidewalk.

A good meal prior to Halloween parties or trick-or-treating will discourage children from filling up on candy which could end a fun night with a not-so-fun stomach ache! After making the neighborhood rounds, wait until children are home to sort and check treats. Though tampering is rare, a responsible adult should closely examine all treats and throw away any spoiled, unwrapped or suspicious items. Then try to ration treats for the days following. Most importantly, have a safe, fun-filled Halloween!

Fast and Easy Home Selling Tips

As a seller in this year's market, you'll want to make your home stand out in order to get it sold quickly and easily. It may take more ideas and salesmanship to achieve the goals of getting a home sold and making a profit, so here are some tips to help you along.

The first thing to do is to set a strategy for pricing. Your asking price must be competitive with those of similar homes in the area and keep within the range that you need in order to be profitable. Next, make every effort to keep your home looking as clean and beautiful as possible for showings. First impressions really do make a difference, so keep that in mind when cleaning and decorating. Another thing to consider is the use of incentives, like throwing in your curtains, washer/dryer, or even the dining room set to close the deal.

Of course, the easiest and best way to prepare an excellent sales strategy is to work with a real estate professional who can give you a market-value analysis to help price your home appropriately, advise you on what decor works best, curb-appeal, and generally making your home look its best for a quick sale. Plus, your real estate professional can guide you through different incentives and financing options that you may consider in offering to potential buyers. Call today at (512) 282-HOME (4663) and together we can get you on the right track to a sale!

27 VALUABLE TIPS

Free Report shows what you should know to get your home sold fast and for top dollar!

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We need your HELP!

Over fifty percent of the below listed properties are either SOLD or LEASED. These client successes are associated with our team concept; wherein, real estate knowledge is willingly shared with our clients, and in turn, our clients have a better understanding of the Austin Area real estate environment and in their decision making process. To further illustrate these client successes, a recent analysis of this year's Austin Board of REALTORS® data showed that the "Average Sold Price to List Price Ratio" for our client listings is 98.9% versus 96.5% for the Austin Area (a favorable client percentage difference of 2.4%). In regard to the "Average Sold Days on Market", our client listings were sold in 73 days versus 95 days for the Austin Area (again, a favorable client difference of 22 days). When homes were sold in less than 60 days, our listings had a "Sold Price to List Price Ratio" of 99.5% while the Austin Area had 97.3%. These latter statistics demonstrate the importance in establishing a list price that can be justified in today's market environment and is competitive with other properties for sale.

Our client successes result in our success, and to continue with such successes, we need more listings. If you know of anyone who is thinking about moving, please share our client successes and ask them to call us at 512-282-4663 or email us at realtors@gayergroup.net. After they hear about our unique services and our marketing programs, they will most likely thank you for your suggestion to contact us. Our business is built on referrals, and in advance, we want to thank you for your HELP and the future referrals.



COMPANY LISTINGS AND CO-OP TRANSACTIONS

<u>MLS #</u>	<u>Property Address</u>	<u>Subdivision</u>	<u>Beds</u>	<u>Bath</u>	<u>Half Bath</u>	<u>Sq. Feet</u>	<u>List Price</u>	<u>Status*</u>	<u>Code**</u>
2984929	528 Sendero Verde	Arroyo Doble	3	2	0	1,698	Sold	S	
5367609	429 Manchester Lane	Belterra	4	2	1	2,528	Sold	S	
4501377	1309 Sir Thopas Trail	Canterbury Trails	4	2	1	1,590	\$165,000	P	
7301314	2405 Castledale	Castlewood Forest	4	3	0	2,950	Sold	S	
3140497	9502 Queenswood Drive	Castlewood Forest	4	3	0	2,198	Sold	S	
8542922	208 Buttercup Trail	Coves Cimarron	4	2	0	2,384	Sold	S	
2167574	1253 Haleys Way Drive	Creekside Park	4	2	0	2,302	\$189,900	A	
3806237	1610 Melissa Oaks Lane	Crossing at Onion Creek	3	2	0	1,880	\$1,195/Mo.	A	(For Lease)
4882043	675 Clear Springs Hollow	Elm Grove	4	3	1	3,268	Sold	S	
9199474	7902 El Dorado Drive	Granada Estates	4	3	0	2,310	Sold	S	
9724006	0 Cotton Gin Road	John Stuart Survey				(1.00 Acre Lot)	Sold	S	
5878458	10912 Sea Hero Lane	Knolls of Slaughter Creek	3	2	0	2,269	\$254,995	P	
2457098	6501 Deer Run	Lago Vista				(0.38 Acre Lot)	\$23,000	A	
5223423	6503 Deer Run	Lago Vista				(0.41 Acre Lot)	\$23,000	A	
2953959	114 Hazeltine Drive	Lakeway	4	3	1	3,203	\$544,900	A	
8486556	120 White Sands Drive	Lakeway	3	3	1	2,528	Sold	S	
4596668	309 Leisurewoods	Leisurewoods	3	2	0	1,824	\$199,999	A	
7940762	108 Poplar Drive	Mountain City Oaks	3	2	1	2,755	Sold	S	
3339923	11109 County Down Dr	Onion Creek	3	2	1	2,402	\$289,500	P	2000
7014737	11111 Champions Lane	Onion Creek	5	4	1	3,875	Sold	S	
7542711	10328 Shinnecock Hills Dr	Onion Crk, Cypress Ridge	3	2	1	2,126	\$259,950	A	2010
9017682	188 Retama	Park at Steeplechase	3	2	1	2,244	\$1,250/Mo.	A	(For Lease)
8278613	9913 Buffalo Lake Lane	Parkside at Slaughter Crk.	4	2	1	2,342	\$239,900	A	2008
3293744	256 Skinner	Plum Creek	4	2	0	1,907	\$199,000	A	2009
3079321	135 Chesser	Plum Creek	3	2	0	1,376	Sold	S	
5059626	5412 Hartson	Plum Creek	3	2	0	1,306	Sold	S	
5065764	109 River Run	River Oaks Ranch	4	3	0	2,334	\$172,000	A	2011
5353603	2313 S Crossing Drive	South Creek	3	2	0	1,346	\$129,900	A	2006
9135696	11907 Arbor Downs Rd	Southland Oaks	3	2	0	2,014	Leased	L	
5627058	3507 Starline	Starline	2	2	0	1,380	\$349,900	A	
3738306	151 Desert Quail Lane	Stoneridge	3	2	0	1,856	Sold	S	
2739417	2904 Jadewood Court	Tanglewood Forest	2	2	0	2,040	Sold	S	
8839585	1109 Emmitt Run	The Grove	3	2	1	1,590	\$177,000	A	
9793905	4621 Trail West	Trailwood Village	3	2	0	1,812	Sold	S	
5502784	6300 Clairmont Drive	Village At Western Oaks	4	2	0	2,267	\$1,695/Mo.	A	(For Lease)
3047512	8104 Bounty	Village At Western Oaks	3	2	0	1,387	Sold	S	

* A=Active, PB=Pending Take Backup, P=Pending, S=Sold and L=Leased

** For 24-hour recorded property information, call 1-800-799-9336 and then enter property code.



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How to Sell Your Home for the Price You Want and Need

Austin Area - When you decide to sell your home, setting your asking price is one of the most important decisions you will ever make. Depending on how a buyer is made aware of your home, price is often the first thing he or she sees, and many homes are discarded by prospective buyers as not being in the appropriate price range before they're even given a chance of showing.

Your asking price is often your home's "first impression", and if you want to realize the most money you can for your home, it's imperative that you make a good first impression.

This is not as easy as it sounds, and pricing strategy should not be taken lightly. Pricing too high can be as costly to a home seller as pricing too low. Taking a look at what homes in your neighborhood have sold for is only a small part of the process, and on its own is not nearly enough to help you make the best decision.

A recent study, which compiles 10 years of industry research, has resulted in a new special report entitled "Home Sellers: How to Get the Price You Want (and Need)". This report will help you understand pricing strategy from three different angles. When taken together, this information will help you price your home to not only sell, but sell for the price you want.

To hear a brief recorded message about how to order your copy of this FREE report, call 1-800-856-0036 and enter ID# 1016. You can call any time, 24 hours a day, seven days a week.

Call NOW to learn how to price your home to your maximum financial advantage.



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