



**OBSERVATIONS FROM THE DESK OF
ALICE OLDFORD**

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Need a referral? Please give me a call.



Will the groundhog see his shadow?

What do the real estate pros expect for Spring?

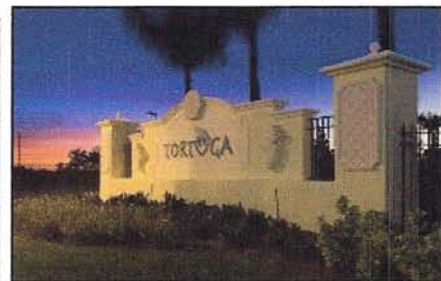
- **An improving real estate market. Recovering prices—4% projected. Continued low mortgage rates. Supply and demand rules.**
- **More Social Security taxes deducted from your paycheck—now 6.2%.**
- **Getting a mortgage probably won't get easier soon according to a Wall Street Journal report.**
- **Continued political volatility. Washington has to establish the rules before Americans are ready to spend their money and stimulate the economy.**

Lawrence Yun, NAR chief economist says "Even with market frictions related to the mortgage process, home contract activity continues to improve. Home sales are recovering now based solely on fundamental demand and favorable affordability conditions."



**Cross Creek Country Club
2 br condo, includes golf \$69,000. Wow!**

**Shrinking inventory
Rising prices
Low rates this spring
Live your dream
now!**



**Tortuga—new construction
Condos from \$140,000's close to beach**

Owning a home is a keystone of wealth – both financial affluence and emotional security.

Suze Orman

Did you know?

Outside remodeling has the biggest return on investment.

Gary Thomas, president of National Association of Realtors says "Realtors know that curb appeal projects offer great bang for your buck, because a home's exterior is the first thing potential buyers see. Projects such as siding, window and door replacements can recoup more than 70% of their cost at resale."

Two interior remodeling projects also recoup substantial value at resale:

- A minor kitchen remodel
- An attic bedroom

The short sale process has been cut in half or more.

Freddie Mac's executive vice president Tracy Mooney contends "We estimate that the time to complete a short sale will decrease by approximately 50% to 75%." Why? Rule changes:

- Mortgage servicers have 30 days once they receive an application to make a decision.
- Mortgage servicers must acknowledge receipt of an application within 3 days.
- Mortgage servicers have authority to approve short sales when qualifying financial hardships for homeowners who are current or past due with payments.
- Mortgage servicers may also approve short sales without a separate review by the mortgage insurance company.

Following a short sale, homeowners may be able to qualify for up to \$3,000 in relocation assistance.

**Live with the 3E's.
Energy, Enthusiasm, Empathy.**

**Believe good things come out of
challenging experiences.**



Dream BIG! Hope BIG! Relay BIG!

April 12 & 13, 2013

Lee County Sports Complex

**Be part of this important work — join the team,
donate, attend a fund raiser — something for
everyone**

Check out my Relay website:

**[http://main.acsevents.org/site/TR?
fr_id=49915&pg=personal&px=6576736](http://main.acsevents.org/site/TR?fr_id=49915&pg=personal&px=6576736)**

Party in Paradise



**Fundraiser for the
American Cancer Society
Relay For Life of Fort Myers.**

Saturday, February 23, 2013

Put on your Flip Flops & come down and dance to
the music of Jimmy Buffett!



*The Party will start at 6
Dinner, Music &
Fundraising Auctions 7-10 pm*

Fort Myers Elks Lodge

1900 Park Meadows Dr. FM, FL 33907

\$20.00 per person includes dinner & entertainment, cash bar

Reserve a table for 8 — \$160.00

Advance ticket sales required.

For tickets or information contact



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Fort Myers, FL 33912

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310-1335



Catered by Reuben's Catering

Music by DJ Bear

Sponsored by Team Purple Haze

Hosted by the Fort Myers Elks Lodge #1288



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