



OPPORTUNITY IS KNOCKING.

ARE YOU LISTENING?

We've all heard the news and have seen the headlines: "Home sales are down across the board". However, what we're not hearing enough is that the 2007 home sales volume is still going to be one of the best on record. According to the National Association of Realtors (NAR), this year will likely be one of the top five years *ever* for existing home sales. ***And, I believe this is the best real estate market in the last five years in Atlanta.*** If you have good credit, right now is an incredible buying opportunity. Interest rates are back down, inventory is plentiful and sellers are motivated.



Over the past few years, the market had about a 3%-4% range for price negotiations and concessions. Currently, I'm seeing more of a 5%-10% range on price. One reason is due to incorrect pricing but mostly it's due to the current imbalance in supply and demand. Sellers also realize it is a buyer's market, they also know they're going to get the same kind of concessions on the house they buy. And, if you're buying a more expensive home, you're going to get more in concessions than you give up when selling. Thus, this is where the current opportunity

lies and why this is the best market in a long time.

What if you're not ready to move right now? Then, I urge you to consider buying an investment property or a lot in a new subdivision (builders are very motivated these days) or land. When this market rebounds - *and it will* - these moves will be handsomely rewarded.

I anticipate the spring will bring the market closer to the balance.

By 2009, this will all be a memory and you'll wish you had bought now instead of waiting. I'll be happy to discuss specifics with you or anyone you know who wants to benefit from this opportunity.

Issue Highlights

- **Market Stats - Trending Positively?**
- **New Changes in 2008 Contract**
- **Contractor Referrals**

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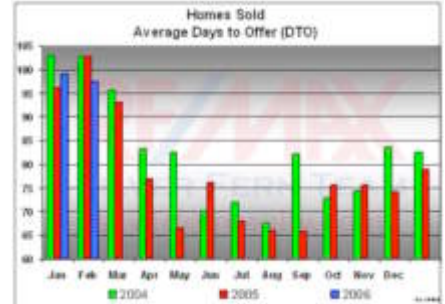


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OCTOBER STATS SHOW GLIMMER OF POSITIVE TRENDS.

After many months of negative news regarding the number of closings being down and expired and withdrawn listings being up, there seems to be some good news in the October market reports that may indicate our market is starting to level out and turn around.

Before we get to the good news, the data still shows that October closings were down ~30% from the year before. Remember that 2006 was one of the best years we've had so take this with a grain of salt. However, after the lag sales are reported, the number of October closings may exceed September's. This is important because October has historically been a slower month than September. The average price for a single family home was \$248,333 representing a 0.3% decline from last year. Days on market for October was just over 90 days which is also the highest average since 1998. So, where is the good news?



The good news is that we've had three interest rate cuts with more possibly on the way. A lot of the inventory is foreclosure related which is also why the average price is down slightly. Congress is also close to passing legislation that will help keep adjustable mortgage rates from jumping too high and pushing more people into foreclosure. By helping these homeowners stay out of foreclosure, this helps everyone by not dragging down prices, keeping crime lower since foreclosures tend to be targets, and helps keep property values steady. There is still a lot of pressure on the housing market but perhaps we are starting to see the dawn on this turbulent period. Personally, I have seen more activity in the market now than I did in August through October. I will continue to monitor the market and statistics and let you know what the market trends indicate.

THANK YOU!

As we enter a new year, I want to thank all of you who have given me support this past year whether as a new or repeat client or through a referral. While 2007 had its challenges, I achieved new personal records in my business. I appreciate all of your support. Please know that *I am committed to being your personal real estate consultant for life!*

THANK YOU!

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I AM NEVER TOO BUSY FOR YOU OR ANY OF YOUR REFERRALS.

I am working on new systems and services that I believe will allow me to continue to exceed your expectations and reach my goal to have a business that is 100% referral based.

If you have a friend, family member or neighbor that has a real estate need, please consider referring them to me. I promise to give them unparalleled service and attention as you have experienced.

Did you know that I can help a friend or family member anywhere in US? Through the Re/Max referral network, I can locate a local agent for anyone in the US.

Who can I help for you?

NEW CHANGES IN 2008 CONTRACT - WHAT THEY MEAN FOR YOU.

2007 brought several significant changes to the GAR Purchase and Sale Agreement that we use to buy and sell real estate. 2008 will bring more changes as well as refinements to this document again.

The most significant changes, in my opinion, are the following:

1) There is now only one contingency period where by all matters must be resolved. This replaces the separate financing and inspection contingency periods.

2) The contract now stipulates that all closing and related transactional charges (with a few exceptions) are the responsibility of the buyer unless otherwise indicated. These include the GA transfer tax which had been stipulated as a seller cost in the previous contract.

Some of the refinements and subtle changes included in the new contract address issues related to the seller's disclosure, purchase price as it relates to an appraisal, legal description of the property and method of payment - just to name a few.

I pride myself on my knowledge of the GAR contract and how these changes will affect my clients. I have already attended an overview of these changes and will be adjusting how I advise my clients to make and review offers. I want all of my clients to know that I am fully versed in how to protect your best interests and advise you on how these changes can benefit or impact you.

Over the last four years, I have earned over 50 hours of Continuing Education credit. This is just one additional way I try to differentiate myself from other agents. Please call me if you have any questions about the new contract.



NEED A HANDYMAN, APPRAISER, PLUMBER OR PAINTER?

As an active agent, I have built an extensive list of support partners to assist my clients with all of their needs. When I refer someone to you, you should know that I have either personally used them, referred them to a client and seen their work or have asked a colleague for the name of one of their trusted partners.

My commitment to you does not stop at the closing! Call me if you need a referral OR if you know a great contractor I should be referring!

However, I find that most of my clients don't call me after they have closed on their home. So, I want you to know that I am available to assist you at any time and give you the name of a trusted partner. This is part of the service I pledge to provide you *even after the closing!* My commitment to you never ends.

I also often have negotiated special rates or deals with my partners specifically to pass along to you. And, if you have a contractor or service provide who has done a great job for you, please don't hesitate to send me their name. Your endorsement is good enough for me to add them to my list of vendors.

Featured Listings



MARIETTA - EAST COBB
 4 BEDROOMS/2 BATHS
 FULLY FENCED BACKYARD
 CLOSE TO I-75 & I-575
 UPDATED KITCHEN
 CURRENT PRICE: \$179,900



ALPHARETTA
 5 BEDROOMS/3 BATHS
 BUILT IN 2000
 1.88 ACRES
 FULL BASEMENT
 CURRENT PRICE: \$474,900

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