



Covenant Realty Newsletter

The Local Heart Beat for Real Estate

Brought to you by: Ryan Kirkpatrick

The Best time of Year to Buy is Probably When You Don't Want To

As the winter months approach in the Dallas area, I am reminded again that it's good to be a Texan. Yes, my tennis playing days of the year will get a lot more scarce than in the harvest of Spring and Summer, but it will be made up for with golfing adventures in December, I can assure you.

During this time of year as you probably are aware, real estate tends to slow down as people's attention shifts to the holidays, wood burning fires, turkey and family. On the contrary though, if I could just bring you back to the mere thought of buying real estate in November or December of all months...ok seriously, put the candy corn down and follow me here:

Buy in the winter months. There are good and bad times of the year to buy, and there are good markets and bad markets. If you can, probably the best time of the year to buy your home is in December, preferably during the last two weeks of the month when everyone is fussing about the holidays.

Traditionally, there are fewer home sales between Thanksgiving and New Year's (by a wide margin) than any other time of the year, simply because fewer buyers are out looking. Most buyers get involved with the holidays and put off home searching until after the New Year. The last few weeks of December traditionally have the poorest sales of all. Most sellers who haven't been able to sell their homes during the summer months feel the same way and remove them from the market after Thanksgiving. Often the only sellers who keep their homes up for sale (or list them at this time) are those who are desperate to get out. And if they haven't sold by the end of December, those sellers are very desperate, indeed.

There are so few buyers at the end of the year, in fact, that "motivated" sellers will often grab at ridiculously low offers just to get out of their property. If you want to save money, that's when you should make your offer. Buy your home in late December.

Buy in the winter months, and then place your home on the market in the Spring and early Summer to maximize your profit, preferably not in the same year though!



Thank you for reading! I hope you enjoy the content of these newsletters. I know I enjoy writing them. If there is anything in particular that you would like to read about in future newsletters, shoot me an email at RyanK@CovenantRealtyCorp.com or you can call me at 214-912-1703.

Sincerely,
Ryan Kirkpatrick

Our Recent Listings:

Keep us in mind if you are interested in placing your home on the market!



1005 Westwood Ct.
Allen, Texas



601 Durango Circle
Irving, Texas



3701 Turtle Creek Blvd. 12J
Dallas, Texas



1308 Hillsdale Dr.
Richardson, Texas



Term	Rate*	APR
30 Year Fixed Rate	4.875	4.963
15 Year Fixed Rate	4.250	4.381
FHA 30 Year Fixed Rate	4.500	4.959
FHA 15 Year Fixed Rate	4.500	5.675
VA – Contact Lender		

* As of 11/09/09 and are subject to change. All Rates are based on a loan amount of \$150,000. Subject to credit and income requirements, all rates and APR assume 80% financing on \$187,500 loan to value and a maximum of \$417,000. A signed loan application is required to lock the rate. APR will change if the loan amount and percentage of the home changes.

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Quick Quiz

Each month I'll give you a new question.

Just email me at
RyanK@CovenantRealtyCorp.com
 or call 972-424-7092 Ext. 7 for the answer.

What do you call something that's spelled the same forward and backward?

Why Not Pass Me to a Friend?

If you've enjoyed this newsletter and found its information useful, please pass it to a neighbor, friend or co-worker.

And if you have any comments about it, don't forget to give me a call or send me an email!

What is Confidence Apart From God? This....



Worth Quoting

It's Grouch Day this month, so let's start to feel happier with some quotes about smiles.

"Let us make one point, that we meet each other with a smile, when it is difficult to smile. Smile at each other, make time for each other in your family."

Mother Teresa

"I have witnessed the softening of the hardest of hearts by a simple smile."

Goldie Hawn

"A smile is the shortest distance between two people."

Victor Borge

"Don't cry because it's over. Smile because it happened."

Dr. Seuss

"Better by far you should forget and smile than you should remember and be sad."

Christina Rossetti

"Sometimes your joy is the source of your smile, but sometimes your smile can be the source of your joy."

Thich Nhat Hanh

Did You Know?

Complete these well-known phrases.

That's _____ for the course.

The wolf loses his teeth but not his _____.

Ask no questions and be told no _____.

One man's meat is another man's _____.

(Answers: par, inclinations, lies, poison)

What You Need to Know About Short Sales

If it seems like short sales have suddenly exploded in the real estate arena, it's not your imagination.

Once considered relatively rare, short sales have become a common phenomenon in the past 18 months, thanks in large part to the banking and mortgage crisis.

To find out if you can benefit from a short sale, here's some helpful information about the practice.

What Is a Short Sale?

Short sales occur when the bank and seller agree to a purchase price for real estate that is less than the original mortgage amount and does not cover the entire cost of the existing debt obligation.

Who Benefits?

Depending upon how the deal is structured, everyone can benefit from a short sale.

The seller benefits from the ability to save his or her credit rating and avoid bankruptcy or face a mountain of debt, the buyer benefits from acquiring a property at below market price, and the lender benefits from a sure sale that reduces the risk of a property going to auction or of having to foot the bill for foreclosure and additional expenses.

Considerations and Consequences

Short sales are not without consequences, so take time to carefully weigh all options before making a decision.

Sellers need to carefully review the terms prior to signing a final contract.

Some lenders expect the seller to make up the difference between the selling price and the full amount of the original mortgage.

Buyers should also proceed with caution, as many properties have additional liens, deferred maintenance, back taxes or other expensive fees that become the obligation of the buyer.

Additionally, short sales may require substantial time before obtaining final approval, which can make it difficult to lock in favorable rates or result in the loss of other prospective properties.

Sudoku instructions:

Complete the 9x9 grid so that each row, each column, and each of the nine 3x3 boxes contains the digits 1 through 9. Contact me for the solution!

	3	5					4	6
9	4	8	6		2	1		
				8	5	2		1
	2			6			5	
6		4	7	2				
		3	1		6	7	8	2
4	8					3	1	

Ask the Agent: This Month's Question

I'm concerned my house will not appear spacious enough for today's buyers. What can I do?

Get rid of clutter: This is probably the most important secret to increasing the illusion of space. Remove items you don't need from surfaces, particularly in the kitchen. Keep shelves tidy and not stuffed with books and ornaments.

Remove some furniture: Potential buyers need to be able to walk around your house without bumping into chairs and tables. Put some furniture into storage until you move. Leave a path through your rooms that buyers can walk through.

Organize closets: Make sure you've tidied your closets. Invest in an organizing system, if necessary. Remove clothing that you're not likely to wear from your closets.

Clean up the garage: People want to know they can fit a car (or two) in the garage and still have room for storing their possessions. So clear out your garage and neatly organize everything that must stay in there.

How Your Credit Score Determines Your Rate

The major factors are:

1) *Payment history, which is about 35% of the total score.*

This indicates how well a borrower is able to pay on time. Recent late payments of any kind, including utility bills, and mortgage late payments weigh the most heavily.

2) *Level of indebtedness.*

This is the balance of a credit line versus the total limit, and is about 10% of the score. Ideally the balance will be under 40% of the limit.

3) *Length of credit history.*

Demonstration of being able to manage credit long-term. This makes up about 10% of a credit score.



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“Brick walls are there for a reason – they let us prove how badly we want things and to keep out others who do not want it enough”

Randy Pausch

NEWS YOU CAN USE

Covenant Realty Corporation

Plano Real Estate Statistics The Pulse of the Local Market Ending in September 2009

Plano	September			Entire Year		
	2008	2009	Change	2008	2009	Change
<i>New Listings</i>	399	347	-13%	4,800	3,990	-16.9%
<i>Closed Sales (Reported)</i>	323	271	-16.1%	3,087	2,381	-22.9%
<i>Closed Sales (Projected)</i>	323	304	-5.9%	3,087	2,414	-21.8%
<i>Avg. Sales Price</i>	\$261,374	\$248,446	-4.9%	\$262,358	\$264,787	+0.9%
<i>Median Sales Price</i>	\$215,000	\$217,500	+1.2%	\$218,000	\$212,000	-2.8%
<i>Avg. Days on Market</i>	86	75	-13.1%	87	83	-4.5%
<i>% of Original List Price</i>	94.5%	94.9%	+0.4%	94.9%	94.2%	-0.6%