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JON RADEMACHER'S

MARKETWATCH

*Real Estate news for
those on the move*

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Real Results from Real People

When we started the process of looking for a home, we weren't sure where to start. We knew Jon from a previous professional engagement, so we asked him for help. Even though we were unsure about when we wanted to move, Jon was determined in finding us the perfect house, even though our expectations were very high. Jon's diligence and hard work paid off especially in the final days before closing when we had to make repairs to our home before closing. **We** went out of town and **he** took care of everything. The whole process was extremely easy and smooth, and we have Jon to thank.

Joseph & Michaela Young ~ Lincoln

REAL ESTATE 101

Q: Will I get a better deal if I buy a foreclosure property?

A: Sometimes. Can you find foreclosure deals in Lincoln? Absolutely. Will you be able to buy them for 50% off the market price? Not likely. Many homes that have been repossessed by the bank are in rough shape, so be prepared to do some work. While this may represent an opportunity for some buyers, not everyone has the skills to "fix up" some of these properties.

Buying a foreclosed property also has some special considerations that might not be part of a traditional transaction. The type of title policy, title insurance, and the type of deed you'll receive are extremely important. Be prepared to close by the date you've specified in the contract, or you may face penalties for each day you're late. Make sure your financing is solid, and that your lender knows the true condition of the house before you make your offer. And be sure to read the lengthy addendums provided by the seller – it's very important that you know what you're signing!

If you're considering the purchase of a foreclosed home, make sure your agent has experience in selling them! His guidance and advice will be invaluable!

If you think this issue is worth reading, pass it on! Someone you know - a friend, family member, or co-worker - is considering a move right now, and they'll appreciate that you shared this page with them!

Have we hit bottom?

I read an article last week that proclaimed the housing bust had come to an end, and that we're on the road to recovery. While I can appreciate the writer's optimism, it's still too early to make a statement like that, especially on a national level. Lincoln's housing market continues to hum right along, but I'd suggest our market is the exception across the country rather than the rule. Seems to me that the employment picture will dictate what happens with the housing market. There are way too many people unemployed or underemployed, and once that changes, housing will follow suit. Lincoln's unemployment rate is among the lowest in the country, so it's no surprise that our housing market is doing well.

To buy or refi ...

Interest rates are still at historically low levels, and buyers are taking advantage. Homeowners are also taking the opportunity to re-finance their current mortgages (including yours truly!) With rates between 3-4%, it's hard to resist!

Wanna get away?

If you've thought about a weekend getaway or family vacation to places like Las Vegas, Orlando, Estes Park or Lake of the Ozarks, I may have an opportunity for you. Pam and I have access to some nice resorts in these and other fun locations, and we can offer them to you at below-market rates. If you're interested, let me know and we'll do our best to hook you up!

A tip for buyers

As you're visiting with your lender to get pre-approved for your loan, ask about 15- and 20-year mortgages, too. A 30-year loan is still the most common, and you can 'afford' to buy more with a longer loan, but give some thought to how long you want to make house payments. With the current low rates, and depending how you feel about long-term debt, a shorter loan term might make sense for you.



*The problem with
political jokes
is they get elected.
Henry Cate*



It's YOUR Move

Fabulous east Lincoln location on a cul-de-sac and a stone's throw away from the Mopac Trail-head! Oversized split foyer offers an abundance of room for everyone, with three spacious bedrooms, a second living room addition and a covered deck! Large fenced yard to keep the kids and pets contained.



8530 Arrow Head Cir

Nestled in Lincoln's Country Club neighborhood is this fabulous house that's ready for you to call it home! From the updated kitchen (with gorgeous cabinets & Corian countertop) to the sunroom addition, this home sparkles! Only a short distance away from the top-rated Rousseau Elementary & Cathedral, a stone's throw from the Country Club golf course, & a quick bike ride to the Rock Island trail. All the heavy lifting has been done - 50 yr roof, newer furnace/AC & 50 gal water heater, stone exterior & permanent siding, & a basement that's bone-dry year-round. This one's an easy decision - come see it today!



3307 So. 30th Street

Ready for stunning sunset views and peaceful privacy? This beautiful 4-bedroom 2-story is only seven years young, and offers a perfect retreat from the daily grind! Imagine coming home after a long day and relaxing on the large deck, overlooking your own 10 acres & also the quiet Nebraska countryside! The kitchen is large & open (granite countertops, of course), & the walkout basement features a custom bar & huge family room, perfect for game-day gatherings or quiet family time. The 30 x 60 detached workshop & garage will seal the deal, with space for at least 2 additional vehicles, as well as a climate-controlled workshop. Opportunities like this don't present themselves every day call to schedule your appointment for this home today!



15725 SW 114th Street

Happy Home Anniversary!

John & Pam Fecht (4)
 Kyle & Kathy Wobig (4)
 Robin Stewart (5)
 Chris Marks & Jessica Freeman (6)
 Carolyn Kitterer (1)



Note: This representation is based in whole or in part on data supplied by the REALTORS® Association of Lincoln or Midlands MLS Inc. Neither the REALTORS® Association of Lincoln nor Midlands MLS Inc. guarantees or is in any responsible for its accuracy. Data maintained by the REALTORS® Association of Lincoln or Midlands MLS Inc. may not reflect all real estate activity in the market.

LOCAL MARKET ACTIVITY - 2012 Thus Far...

JUNE	2010	2011	2012
Single-Family Residential Listings on Market (Last Day of Month)	1,985	1,965	1,546
Single-Family Residential Listings Processed (Month)	573	600	627
Single-Family Residential Listings Processed (Y-T-D)	3,907	3,434	3,605
\$0-79,999 Under Contract	48	69	49
\$80,000 - 159,999 Under Contract	103	181	199
\$160,000 - 249,999 Under Contract	66	70	107
\$250,000 + Under Contract	40	42	55
Total Single-Family Residential Listings Placed Under Contract (Mo.)	257	362	410
New Home Sales Closed (Mo.)	86	37	58
Avg. Sale Price of New Homes Closed (Mo.)	\$186,050	\$220,727	\$204,480
Existing Home Sales Closed (Mo.)	370	319	403
Avg. Sale Price of Existing Homes Closed (Mo.)	\$144,862	\$153,747	\$161,364
Total Single-Family Residential Sales Closed (Mo.)	456	356	461
Avg. Sale Price of Single-Family Residential Sales Closed (Mo.)	\$152,630	\$160,709	\$166,789
New Home Sales Closed (Y-T-D)	239	157	243
Avg. Sale Price of New Homes Closed (Y-T-D)	\$195,586	\$215,832	\$209,319
Existing Home Sales Closed (Y-T-D)	1,753	1,418	1,744
Avg. Sale Price of Existing Home Sales Closed (Y-T-D)	\$142,585	\$139,077	\$149,433
Total Single-Family Residential Sales Closed (Y-T-D)	1,992	1,575	1,987
Avg. Sale Price of Single-Family Residential Sales Closed (Y-T-D)	\$148,944	\$146,728	\$156,756