

There's Talk all Over Town!!

There Really Is Something About Mary!



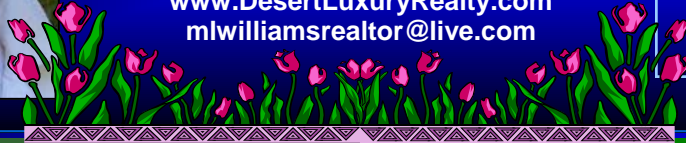
Mary Williams,  
That Is!

760-567-7282

www.DesertLuxuryRealty.com  
mlwilliamsrealtor@live.com



License # 01277445



Special Points  
of Interest:

DOUBLE DIP!!

Earth Day

How to get Tax  
Relief

April

In this issue:

Double Dip Tax Credits	1
California Market	2
How to get Tax Relief	3
It's HOT in the Desert!	3
Green Floor Cleaner	4

Volume 4, Issue 4

### Good Timing Could Reap Double Tax Credits

Kathleen Pender



Some home buyers in California could get a federal tax credit worth up to \$8,000 plus a new state credit worth up to \$10,000 if they time their purchase just right over the next three months. But double-dipping will be tricky and won't come without risks.

**To get the federal credit, buyers must - among other things - close before May 1 or enter into a binding contract before May 1 and close before July 1.**

Although the prospect of double-dipping will excite many house hunters, "I don't think a ton of buyers will get both and benefit from both credits," says Renee Rodda, editor of Spidell's California Taxletter.

**To get both, buyers must meet two sets of strict criteria.** Timing it right will be tricky, especially in foreclosure or short sales, which can involve long lead times and many parties.

People who have already locked in a rate on a mortgage could lose the rate, or have to pay an additional fee to keep it, if they postpone their closing.

**The federal credit:** The federal credit is 10 percent of the purchase price, up to a maximum credit of \$8,000 for first-time home buyers or \$6,500 for longtime homeowners who buy a replacement home. Either type of buyer can purchase a new or existing home.

Buyers claim the federal credit when they file their tax return (or amend the prior year's return). This credit is refundable: The full amount will be paid out, even if you have zero federal tax liability or the credit is bigger than your federal tax. You cannot get the federal credit if your income is too high or the home was purchased after Nov. 6, 2009, and cost more than \$800,000.

**The state credit:** The California credit is the lesser of 5 percent of the purchase price or \$10,000. First-time buyers can purchase a new or existing home but repeat buyers can only purchase a new home that has never been occupied. The California credit is spread over three years, up to \$3,333 per year. It is not refundable: If you owe less than \$3,333 in one (or more) of those years, you lose the difference that year. Even if you owed \$3,333 before you owned a house, you might owe less after because of all the new tax deductions.

### Other Special Days in April!

April 7th  
No Housework Day



April 10  
Golfers Day



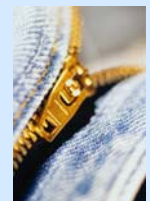
April 15th  
Federal Tax Filing Day AND  
First McDonalds Opens  
By Ray Kroc in Des Plaines, IL,  
1955.



April 27th  
Tell a Story Day  
Walter Lantz's Birthday  
The creator of Woody Woodpecker.



April 29th  
Zipper Day  
Modern zipper invented by Gideon  
Sindback in 1917.



April 30th  
National Honesty Day  
George Washington inaugurated as first  
US president in 1789.

### My Business is Built on Your Referrals.

If you know anyone who is looking to purchase or sell their home in the Desert Area, please give them my name and phone number.

**They Will Thank You Over and Over.**

# REAL ESTATE CORNER

## California Market Analysis

The national economy is showing signs of improvement in many areas. Consumer spending rose .05% in January. Manufacturing was up for the seventh straight month. Non-manufacturing was at its highest point since October 2007. Mortgage applications in February were up 14.6% from last year. Although 36,000 jobs were lost in February, this was still less than expected. It appears that the overall economy is heading in the right direction. The best news is that real estate is leading the way because interest rates are very low. Inventory is at a reasonable level. Consumer confidence is on the rise, and prices are down 30% from their highs four years ago. The real estate market could be improving even more were it not for the fact that

unemployment is still above 10% in California, the state is having problems balancing its budget, and we have a shortage of inventory in the price range under \$500,000. There is no clear indication of when these three indicators will begin to improve, but if and when they do, we may see the real estate market heat up substantially.

Most likely the Federal Reserve Board will take action to raise interest rates if, in their opinion, the real estate market is heating up too much. After all, a big part of their job is to be an adjusting factor to stabilize the economy. Rates are kept low at times to spur on the economy and rates are increased when the Federal Reserve believes the economy is improving too fast. So when you see interest rates on the rise, you can bet that the real estate market will be moving from warm to hot.

## California Market Report

<i>March, 2010</i>	Current Period	Last Period	Last Year	Month-to-Month Change	Year-to-Year Change
Existing Home Sales	539,040	555,640	602,660	-3.0%	-10.6%
Median Home Price	\$287,440	\$306,820	\$249,960	-6.3%	15.0%
Unsold Inventory Index	5.8 months	3.8 months	7.3 months	52.6%	-20.5%
Median Days On Market	33.8	35.2	50.0	-4.0%	-32.4%
30-Year Fixed Mortgage	5.03%	4.93%	5.05%	0.10%	-0.02%

Source for statistics: California Association of Realtors



## Is There Really Something About Mary?

Call me and experience first hand why my clients become my friends, returning repeatedly for their real estate needs and confidently referring their friends .

# 760-567-7282

[www.DesertLuxuryRealty.com](http://www.DesertLuxuryRealty.com) \* [mlwilliamsrealtor@live.com](mailto:mlwilliamsrealtor@live.com)



## IRS Tells Homeowners How to get Tax Relief if a Lender Forgives Part of their Debt

Generally, the Internal Revenue Service (IRS) treats debt forgiveness by a creditor as taxable income. However, under federal legislation that took effect in 2007, certain home mortgage debt cancellations—such as loan modifications, short sales, or foreclosures—may be exempted from federal taxes. Other exemptions are also available.

### MAKING SENSE OF THE STORY FOR CONSUMERS

- Homeowners considering a loan modification, short sale, or foreclosure should note that the federal tax exclusion under the Mortgage Forgiveness Debt Relief Act of 2007 only applies to mortgage balances on a qualified principal residence and not on second homes, rental real estate, or business properties.
- The maximum amount of forgiven debt eligible under the 2007 law is \$2 million for married taxpayers filing jointly and \$1 million for single taxpayers.
- The debt reduction only can be for loan amounts used to buy, build, or substantially improve a principal residence, including refinance loans as long as an increase in the total mortgage debt if any is attributable to renovations and capital improvements of the house. However, if refinance proceeds were used for other personal purposes, such as paying off credit card bills, purchasing cars, or investing in stocks, then the mortgage debt attributable to those expenditures is not eligible for tax exclusion under the 2007 law.
- California homeowners who sold their house in a short sale or were foreclosed upon in 2009 still may have to pay state taxes on forgiven mortgage debt. The California legislature did not extend the tax exemption for mortgage debt forgiveness for state taxes. However, lawmakers are working on a bill that would provide the same tax relief on state taxes as the federal government currently offers.



To read the full story, please click here: [http://www.latimes.com/classified/realestate/news/la-fi-harney14-2010mar14\\_0,7087233.story](http://www.latimes.com/classified/realestate/news/la-fi-harney14-2010mar14_0,7087233.story)

**We've Come A LONG Way!**

**Bell's Box Telephone of 1877**

The first commercial telephone used by Alexander Graham Bell was based on his patent of January 1877. The telephone consisted of a single transmitter/receiver placed within a rectangular wooden box. One would speak into the opening in the box and then listen through the same opening. This telephone had essentially the same design as the patent drawing except for the shape. The patent drawing had a round shape rather than squared.

Two or more of these box phones were connected in series on a line with a ground return. **The first telephone line was installed in April 1877 between Charles William's electrical shop on Court Street, Boston and his home about three miles away.** A month later the first rented installations were made making this line the first commercial telephone service.



**NAR: Vacation-Home Sales Rise**

Inman News April 1, 2010

Sales of new and previously owned vacation homes rose last year, while investment-home sales dropped, according to a survey report by the National Association of Realtors.

NAR's 2010 Investment and Vacation Home Buyers Survey includes responses from residents in 1,930 randomly selected households who bought residential real estate in 2009. The association conducted the survey in March 2010 and controlled for age and income.

Vacation-home sales increased 7.9 percent to 553,000 in 2009 from 513,000 in 2008, the report said. The market share for vacation homes rose to 10 percent, from 9 percent in 2008.



**It's HOT in the Desert!!!**

*Here is just a sample of what is going on here in the Desert!*

**SPECIAL EVENTS CENTER**

Fantasy Springs Resort  
84-245 Indio Springs Drive, Indio

COLBIE CAILLAT  
8PM · SATURDAY, APRIL 10th



**The Show at Agua Caliente Casino Resort Spa Rancho Mirage**

Cyndi Lauper  
Friday April 9th 2010 - 9:00pm



ESPN Championship Boxing  
Saturday April 10th 2010 - 3:30pm

Darius Rucker  
Friday April 23rd 2010 - 9:00pm



Crosby, Stills & Nash  
Wednesday April 28th 2010 - 5:00pm  
Friday May 28th 2010 - 8:00pm



Gabriel Iglesias  
Wednesday May 5th 2010 - 8:00pm



**McCallum Theatre**

One Night Only  
Thu, Apr 8, 2010 6:30 pm



Chicago  
Fri, Apr 9, 2010 8:00 pm



**Old Town – La Quinta**

Saturday, May 1, 2010  
"Cellar Fest 2010"  
An All Day Music Event:  
10 bands in 10 hours

\$20 Wristband allows you to enjoy world class entertainment from 2 p.m. to midnight along with wine specials, food specials, and raffle prizes



**FOR THE LATEST NEWS IN REAL ESTATE CHECK OUT MARY'S BLOG!**

Get Current Real Estate News, Monthly Real Estate Sales Figures, and much much more!

**Another New Post!!**

**MARKET TRANSACTION LEVELS HOLDING STEADY AS PRICES FIRM FOR BOTH SFR AND CONDO**

Check out all the details in the attached Coachella Valley Market Condition Reports provided by Four Seasons Escrow.

Market composition barely budged from the 60% REO, 10% Short, and 30% Standard sale ratio that has dominated recent outcomes.

The Historical Sales Table reveals positive gains in median sales price in 3 of the last 4 months, signaling the end of a free fall in prices that marked the past several months.

**To Read the full article, follow this link to my blog!**

It's just another way,  
"There Really is Something About Mary!"  
**Mary Williams, That Is!**  
*Come back often to see what else is new!*

**MARY WILLIAMS**  
THERE Really IS SOMETHING ABOUT MARY

1.760.567.7282  
mlwilliamsrealtor@live.com

[www.mlwilliamsrealtor.blogspot.com](http://www.mlwilliamsrealtor.blogspot.com)

**Pop on it Today!**



## EARTH DAY!!

Nearly 40 years ago, a dedicated group of some 20 million Americans celebrated the first ever Earth Day. On that April day in 1970, pollution was so rampant that rivers were catching fire and cities were covered in a thick blanket of fog. We have made great strides since that first Earth Day -- and we

have caused even greater setbacks.

Perhaps the greatest accomplishment of those who started Earth Day is the promotion of the holiday into a worldwide event. Today, Earth Day is celebrated by one billion people around the globe. In America and elsewhere, grassroots organizations, governments and concerned citizens continue to take the lead on raising awareness about local, national and global environmental issues.

We are delighted to be joining this important international movement for a safer, more sustainable Planet Earth. Please join the campaign as we share tips and fun activities for protecting and promoting the environment.

Earth Day is celebrate on April 22, 2009



### "Green" Floor Cleaner

Most floors can be easily cleaned with one cup of white vinegar mixed into a gallon of water. Don't worry: Your house won't smell like a salad bar as the vinegar smell dissipates in seconds. You can always add a few drops of Essential Oil, though, if you prefer a fresh mint, citrus or lavender scent.

**For really dirty floors**, dissolve 1/4 cup of Borax in a cup of warm water and add to the vinegar mix.

**For ceramic and stone tile floor**, use the above formula, but rinse well with clear water.

**For wood floors**, mix one part olive oil with one part white vinegar in a spray bottle. Shake well and mist over your floor. Shine with slightly damp cloth.



(Continued from Page 1)

The state credit has no income or purchase-price limits. But here's the rub: Some buyers who fall below the income limits for the federal credit might not owe enough California tax to get the full benefit of the state credit.

**To get the California credit**, you must close escrow between May 1 and either Dec. 31 or whenever the money set aside for the program runs out, whichever comes first. The money is likely to run out long before Dec. 31.

Alternatively, you can reserve a state credit for new construction by entering into a binding contract between May 1 and Dec. 31 and closing before Aug. 1, 2011. People who do this won't get the federal credit because they entered a contract after April 30. Getting both: Both credits require you to buy the home as your primary residence. Both define a first-time buyer as someone who has not owned a home in the three years prior to purchase. In short, to get both credits you must be in contract on or before April 30 and close between May 1 and June 30 - and meet all other requirements.

Buyers who are already in contract and want to postpone their closing need to get the seller and lender to agree. "Sellers might be flexible because it's still a buyer's market, but they may want something in return," says Richard Redmond, a mortgage broker in Larkspur. "If you have a loan locked in with a close date in April and you want to extend it, you may have to pay a fee or get a higher interest rate," Redmond adds. Buyers should consult a well-informed tax person and make sure they understand both credits. [\(Like Mary Williams!\)](#) For more on the state credit, see [links.sfgate.com/ZJLF](http://links.sfgate.com/ZJLF). For the federal credit, try [links.sfgate.com/ZJLG](http://links.sfgate.com/ZJLG) or [links.sfgate.com/ZJLH](http://links.sfgate.com/ZJLH).

This article appeared on page D - 1 of the San Francisco Chronicle

## *There's Talk All Over Town...*

### *There Really Is Something About Mary!*

FYI, I have been in the service industry all of my working life, primarily in the finance and real estate arena and have a highly successful track record. My listening skills and ability to quickly access your needs helps you realize the difference in working with a true professional.

You've heard that old saying before ...

*"Always take care of Business".*

*And I will.....*

So, find out what all the talk is about. . .

*Give Me a Call. . .*

*Mary Williams, That Is!*

**760-567-7282**

[www.DesertLuxuryRealty.com](http://www.DesertLuxuryRealty.com)  
[mlwilliamsrealtor@live.com](mailto:mlwilliamsrealtor@live.com)



License # 01277445



### No Court Closures in 2010-11!

The Iowa Legislature allocated an additional \$5 million to the Iowa Judicial Branch, which means there will be no court closure days between July 1, 2010 and June 30, 2011. This is good news for us because court closures can delay the eviction process.

### Coralville Franchise Fee North Liberty Water Rate Hike Approved

The North Liberty City Council approved a 15 percent water rate hike, effective July 1, according to a report in The Gazette. The increase will fund a new well, and future capital projects. The bill for a household that consumes 5,000 gallons of water per month will be \$32.83, up \$2.79 over last year.

Coralville's 1 percent franchise fee for gas and electric service also takes effect July 1. Rate increases such as these can affect the amount people will pay for rent.



### Unemployment Down Locally

### Up Slightly at State and National Levels

Unemployment in the Iowa City metro area fell slightly, from 5 percent in March to 4.8 percent in April. In Johnson County, the unemployment rate was 4.7 percent in April, which remains higher than the 3.2 percent rate in April 2009.

Statewide, the rate was 6.9 percent for April, up from 6.8 percent in March. The rate was 5.5 percent in April 2009, according to the Bureau of Labor Statistics. And nationally, the rate rose slightly from March to April, from 9.7 percent to 9.9 percent. That compares to 8.9 percent in April of 2009.

### K-Rem Implements New Property Management Software



We upgraded our property management software, and you may have noticed that the reports now contain more information. The new software allows tenants to check their account and pay rent online – an option that prospective tenants find appealing. There is also potential for owners to view their accounts online.

The software is linked to our accounting program, and it allows us to consolidate data like motor vehicle and emergency contact information in one place. We can also send mass e-mails to tenants, and our files are backed up off-site.

If you have questions about the format of the new report, please contact Mary Allred at [mary@k-rem.com](mailto:mary@k-rem.com).

**Contact Us:**  
**755 E 2nd Avenue**  
**Coralville, IA 52241**  
**(319) 354-0386**  
**[www.K-REM.com](http://www.K-REM.com)**

**Email: [Info@K-REM.com](mailto:Info@K-REM.com)**



# August 2008 NORTHERN NEVADA - LAKE TAHOE AREA ACTIVITIES



## FUN ACTIVITIES

August	Sparks Hometowne Farmer's Market	Thursdays Victorian Square Sparks	775-323-2291
Aug. 2	Taste of the Towns / Food, music and fun. Advanced tickets required.	Museum and Cultural Center, Gardnerville	775-782-2555
Aug. 2 -10	Hot August Nights	all around Reno and Sparks	775-356-1956
Aug. 8 - 9	Wooden Boat Week and Concours D'elegance / Celebration of classic wooden boats	Lake Tahoe	530-581-4700
Aug. 20 - 24	Nevada State Fair	Livestock Events Center, 1350 N. Wells in Reno	775-688-5767
Aug. 25 - Sept. 1	Burning Man	Black Rock City, NV	415-TO-FLAME
Aug. 27 - Sept. 1	Best in the West Nugget Rib Cook-Off	Victorian Square, Sparks	800-648-1177

## Music, Theater and the Arts

Aug. 1 - 17	Lake Tahoe Shakespeare Festival	Sand Harbor, Lake Tahoe	800-747-4697
Aug. 2	Lake Tahoe Music Festival	Reno Philharmonic Orchestra, Lake Tahoe	530-581-1184
Aug. 2	Rock the Rails /Get a sneak preview of Grammy nominee, Kevin Cadogan's next album	Piper's Opera House	775-847-0433
Aug. 2	Dana Carvey	MontBleu Casino Resort, Stateline	775- 588-3515
Aug. 2	Steely Dan - Harveys Outdoor Concert Series	Harveys Outdoor Concert Stateline	775-588-2411
Aug. 7,8	The Beach Boys	Silver Legacy	775.325.7401
Aug. 16	The Steve Miller Band w/Joe Cocker	Reno Events Center	775-787-8497
August 16 - 17	Reno-Tahoe Blues Festival	Grand Sierra Resort	775-857-3378
Aug. 23,23	Reno Cowboy Poetry & Music Gathering	Bartley Ranch Regional Park	775-830-7087
Aug. 23,23	Larry The Cable Guy	Reno Events Center	775-787-8431
Aug. 30	An Evening with KISS - Harveys Outdoor	Harveys Outdoor Stage, Stateline	775-588-2411
Aug. 31	Chicago	Silver Legacy	775-325-7401

## SPORTS

August 1 - 3	Legends Reno-Tahoe Open	Montreux Golf Club	<a href="http://www.Legendsreno-tahoeopen.com">www.Legendsreno-tahoeopen.com</a> 775-852-5954
Aug. 2	Pyramid Lake Sprint Triathlon	Pyramid Lake	
Aug. 8 - 24	The Olympics in Beijing, China	GO TEAM USA!!!	
Aug. 8 - 9	Hot August Nights Drag Races	Reno-Fernley Raceway	<a href="http://www.reno-fernleyraceway.com">www.reno-fernleyraceway.com</a>
Aug. 20	ACTRA National Finals	Livestock Events Center	775-829-1303
Aug. 29 - 31	BMX Black Jack Nationals	Livestock Events Center	775-829-1303



**Peggy Ries, Realtor®**  
Your Personal Dream Catcher  
775-750-1539 [www.PeggyRies.com](http://www.PeggyRies.com)  
<http://WorldPeace.NSEDreams.com>  
Email: ePeggy@kw.com



Peggy Ries, Distributor  
Nuskin/Pharmanex/Photomax  
690 Sierra Rose Drive  
Reno, NV 89511  
750-750-1539  
ePeggy@kw.com



JOIN US FOR OUR APRIL 27, 2010  
MEMBER LUNCHEON FEATURING:

## THIS MONTH'S MAIN TOPICS!!

EDUCATION FOR LANDLORDS,  
DISCLOSURE FORMS AND THE  
IOWA CITY NUISANCE ORDINANCE

Please join us this Month  
as we Welcome  
Stan Laverman



Iowa City's Senior Housing Inspector

Stan will discuss the City's current stance  
on education for landlords.

He will also disclose how the City intends to use the Disclosure Form to enforce the Nuisance Ordinance with both problem tenants and the landlords managing those apartments. There will be more emphasis on landlord and tenant meetings. Stan will be presenting a very informative slide show you will not want to miss. The Disclosure form is available on the Iowa City website (*see link below*) and will be available at the meeting.

<http://www.icgov.org/site/CMSv2/file/housing/infoDisclosure.pdf>

### SF2224 - Condo Association Meetings Goes into effect July 1, 2010

This bill provides that the bylaws of a Condo Association must provide that if the form of administration is a board of administration, board meetings must be open to all apartment owners. Notice of each board meeting must be mailed or delivered to each apartment owner at least seven (7) days before the meeting. Minutes of meetings of the board of administration must be maintained in written form or in another form that can be converted into written form within a reasonable time. The official records of the board of administration must be open to inspection and available for photocopying at reasonable times and places. **This goes into effect July 1, 2010.**

## 2009-2010 Board

**President:**

David Kacena

**Vice-President:**

Tony Vespa

**Secretary/Treasurer:**

Kayla Cress

**Board:**

Mark Ruggeberg

Jim Houghton

Michelle Lamkins

Patricia MacKay

LUNCH IS \$10.00  
AT THE DOOR.

## LOCATION DETAILS

Lunch will be in the Education Room of the Iowa City Board of Realtors office, 438 HWY 1 West, Iowa City, IA 52246.

A catered meal of baked chicken breast, scalloped corn, fruit tray, roll, and beverage will be served from 11:30am to 12noon.

The speaker will have the floor from noon to 1pm.

PLEASE RSVP TO KAYLA

AT 319-337-7392 OR

APARTMENTASSOC@GMAIL.COM

## Helpful websites:

[www.icgov.org](http://www.icgov.org)

[www.coralville.org](http://www.coralville.org)

[www.university-heights.org](http://www.university-heights.org)

[www.northlibertyiowa.org](http://www.northlibertyiowa.org)

[www.iowasexoffender.com](http://www.iowasexoffender.com)

[www.iowacourts.state.ia.us](http://www.iowacourts.state.ia.us)



Please check out our website regularly and add it to your "favorites".

[www.gicaa.org](http://www.gicaa.org)

We have links to member websites, regular news, updates, and forms available.

## NEW RESIDENTIAL SMOKE DETECTOR INSTALLATION REQUIREMENTS



The State Fire Marshal filed administrative rules requiring all new residential construction will be equipped with dual sensor smoke detectors effective April 1, 2010.

A dual sensor detector means a smoke detector which contains both an ionization sensor and a photoelectric sensor and which is designed to detect and trigger an alarm in response to smoke detected through either sensing device, or a smoke detector which has at least two sensors and which is listed to Underwriters Laboratory Standard 217, Single and Multiple Station Smoke Alarms, or to another standard approved by the state fire marshal.

**If a smoke detector is 10 yrs old or not working (other than just needing a battery), you must replace with the new dual sensor.**

## Vender Membership

We are beginning to send out notices to selected Vendors for membership in our organization. Vendors will pay a \$75.00 per year fee, have their contact information on the website and can attend lunch meetings.

## DO YOU KNOW?

Does the current model Kidde 2A10BC fire extinguisher meet the Iowa City Rental Housing requirements for the 5 lb. 2A10BC fire extinguisher? **YES or NO**

### Answer to Last Month's Question:

The property owner is responsible for the water service line to the property from which point?

**E. the Tap in**

April is Fair  
Housing Month!



## FAIR HOUSING

In Iowa City ensures all people the lawful right to be considered:

For the house of their choice,  
In the neighborhood of their choice,  
In the price range they can afford;  
And to receive fair, legal and equal  
treatment and services in the terms  
and conditions of buying, renting or  
borrowing.

People who believe they or someone they know might be victims of housing discrimination should file a complaint immediately by contacting:

Iowa City Human Rights Commission  
City Hall  
410 E. Washington Street  
Iowa City, IA 52240  
319-356-5022

There is **NO CHARGE** for services of the Commission  
Complaints Must Be Filed within **300 Days** of the Alleged Incident

The Iowa City Human Rights Ordinance prohibits discrimination in housing based on:  
Race, Color, Creed, Religion, National Origin, Disability, Sex, Sexual Orientation, Public Source of  
Income, Gender Identity, Familial Status, Marital Status, Presence or Absence of Dependents.

[humanrights@iowa-city.org](mailto:humanrights@iowa-city.org) or [www.iowa-city.org/humanrights](http://www.iowa-city.org/humanrights)



## There are some Forms Left And will be offered for sale at the May luncheon

- Leases: pad of 10 for \$3.00
- 2 part carbonless Check In form - \$.25 ea
- 2 part carbonless Check Out/Security Deposit Form - \$.25 each
- Applications - \$.25 each

**Supplies are limited, so when they are gone, they're gone!**

## Please mark your calendars for the following dates:

### U of I Spring Schedule

May 07 Close of 2nd Semester  
May 10 - 14 Examination Week

### KCC - Iowa City

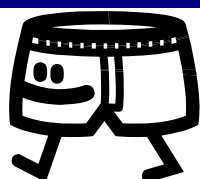
May 7th - 13th Final exams & End of term

**Landlords of Iowa State Convention is set for Oct. 15-16, 2010 in Dubuque, IA**

## Upcoming Meeting Topics -

Our speaker for **May 25th is Attorney Mark Danielson**. He will discuss our lease clauses.

We're always open for ideas for future speakers. Please contact a board member with your suggestions.



# JYM SHORTS

Volume 1, Issue 2

April 2006

## Mortgage News

### **Is it time to refinance?**

*Carpe Diem* - seize the day. Or as Tom Ward puts it in *The Empathy Effect*, "Successful people...recognize and seize opportunities."

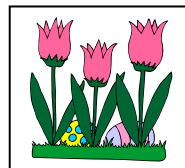
You may have a chance to save a great deal of money on your mortgage, thanks to two recent developments!

### **The Inverted Yield Curve**

The financial sector usually doesn't behave the way it has been in recent months. Short-term notes, as compared to longer term notes and bonds, typically offer lower yields because an investor's money is subject to less risk. The longer you tie up your money, the more you should be rewarded since it's difficult to know what economic conditions will be several years from now. As a result, the normal yield curve slopes upward with the length of a security's maturity.

However, over the last twenty months, the Federal Reserve has raised the overnight funds rate 13 times; quadrupling it from 1% to 4.25%. This rise has boosted the prime lending rate, which is the basis for everything from credit card rates to some adjustable rate mortgages, particularly Home Equity Lines of Credit. Despite this, long-term yields on bonds, which impact mortgage-backed securities and interest rates, haven't risen. In late December, the interest on 10-year treasury notes temporarily dipped below that of 2-year treasuries.

A major reason for this trend is 2005's sluggish stock market. Last year, the Dow Jones Industrial Average failed to close in the black and was down for the first time in three years. The Dow's lackluster returns have prompted an increased demand for more secure investment vehicles, specifically long-term bonds. The U.S. trade deficit may also be a contributing factor,  
*continued on page 2*



## LANDSCAPING TIP

This is a great recipe to promote a healthy lawn. The beer will help break up thatch and dead plant tissue. The ammonia is a great fertilizer. Lemon scented ammonia is fine and it does repel some insects. Use this with a hose end sprayer and spray until the lawn is saturated. The following recipe should be used in Late March to Early April: 50% Beer/50% Ammonia. As an added benefit, you can do this treatment after a pre-emerge granule has been spread on your lawn to work the herbicide in. This will increase your control of crab grass!

About three to four weeks later, use the following recipe to help your lawn get a jump start: 50% Cola/50% Ammonia. The cola, use a cheap brand, will give the lawn a jump start. Believe it or not, a healthy lawn grows more steady and slower. Yes, less time mowing the lawn!

### **Mulch Alert!!!!**

You may have heard about the Hurricane Mulch. This may be an Urban Hoax. However, you should be very picky when buying any mulch. Look for these three problems before you load up: Mold, Bacteria, and Bugs! Molds will usually be grey and discolor the mulch. Bacteria cultures look slimy and usually grow in circle colonies. Bugs are easy to find, but sometimes you need to look very closely. Yes, some termites or other wood destroying insects do get brought in through mulch. Also, it's not a good idea to have mulch right beside your house. Can you say "Termite Snack"! Make sure you inspect your mulch, yes every bag, before you load up and buy.

## INSIDE THIS ISSUE

- 1 Is it Time to Refinance?
- 1 Landscape Tips
- 1 1<sup>st</sup> Choice Mortgage Success Story – maybe yours will be next month!!!
- 2 Recipe of the Month
- 3 Save Money on Home Improvements and Renovations
- 3 **SPECIAL COUPON!!!!**

continued from page 1

according to some analysts. Many trading partners have enormous capital surpluses, especially China, Japan, Taiwan, and Korea. Although these countries could choose to invest in short-term notes, they seem to favor long-term American treasuries, which provide extended certainty over immediate gain. Because the demand for long-term bonds has remained high, the yields they offer have remained steady, since there's been little need to attract additional investors.

When short-term interest rates are high while long-term interest rates remain lower, this leads to a shift in the usual yield-versus-term paradigm, known as an inverted yield curve. So what does this mean to someone who is trying to determine what type of mortgage would be best under these economic conditions? It means that the cost of an Adjustable Rate Mortgage may not be significantly lower than that of a 15- or 30-year fixed mortgage. Depending upon your circumstances, this may be an excellent time to refinance.

The opportunity presented by this unusual yield curve probably won't last. In the first few days of 2006, the Dow Jones Average rose above 11,000 for the first time in over four years. Stocks and bonds compete for the same investment capital. If the market stays bullish, the demand for bonds and their value may decrease. When this occurs, interest rates and bond yields rise; and, with other bonds, mortgage-backed securities and their interest rates may also increase. In fact, long-term treasury rates are currently near their highest of the year.

If you would like to review your existing loan plan to see if now would be a good time to refinance, please contact us! We would be happy to meet with you to explore all of the options available.

#### Conforming Loan Limits Raised

The second recent development that's of special interest to many home owners has to do with conforming loan limits!

The Federal National Mortgage Association (Fannie Mae) and the Federal Home Loan Mortgage Corporation (Freddie Mac) are rather unusual organizations because they are government-sponsored enterprises which are privately held by shareholders.

These organizations were established in an effort to increase the levels of home ownership and affordable housing. While they do not provide funds to home buyers directly, they purchase loans from mortgage lenders across the country. They then bundle the loans into securities which investors may purchase. Mortgage lenders use the funds they receive from Freddie and Fannie to provide new loans, thereby ensuring a steady supply of lending capital is consistently available.

Because of the continual rise in the median cost of housing in the U.S., each year Fannie Mae and Freddie Mac set the ceilings for what they consider to be conforming loans Fannie and Freddie control the majority of the nation's secondary mortgage market. Because they only buy conforming loans, the demand for larger mortgages is far less. As a result, these jumbo loans carry higher interest rates.

For 2006, in the contiguous 48 states, the new conforming loan cutoff has been set at \$417,000 for a single unit home. Other limits have been raised as well. This is more than good news for new home buyers and existing home owners. This is a great opportunity to see how much interest you can now save by consolidating previously borrowed "piggy back" or home equity loans. You may be able to convert a jumbo loan as well.

Please call us at (888) 671-1004 to set up an appointment to review your current loan program. We will make sure that you're taking full advantage of these recent economic developments.

**If you know anyone who is looking to buy, sell or refinance a home, please forward their name and telephone number to us. We will happily provide the same high level of service that we have provided to you. The greatest compliment you could possibly give us is the referral of your friends and family.**

## RECIPE OF THE MONTH



#### Ingredients:

1 lb. Dried pasta, preferably farfalle or penne  
1 lb. Sweet Italian sausage, casings removed  
1 Bunch (approx. 1 lb.) broccoli rabe, rough ends trimmed then cut in half crosswise  
2 to 3 Garlic cloves chopped fine  
1½ Tbsp extra virgin olive oil  
¼ Cup parsley, chopped  
3 Tbsp unsalted butter  
Kosher salt  
Grated Parmagiano Reggiano

#### Directions:

Bring a large pot of water to a rapid boil and season liberally with kosher salt. Blanche the broccoli rabe for 2½ minutes, remove with tongs, and allow it to drain in a sieve. Once water returns to a boil, add pasta and cook until al dente. Drain pasta in a colander, reserving 1½ cups of the cooking liquid. Meanwhile, in a skillet heat olive oil and add sausage meat. When sausage is nearly cooked, add garlic and sauté for an additional 2 minutes. Add 1 cup of the reserved pasta water and bring to a simmer. Add pasta, broccoli rabe, parsley, and butter. Mix until butter is incorporated. If pasta is too tight, add remainder of the pasta water and mix again. Serve in bowls, and garnish with grated parmesan. Serves 4.

## Credit Alert

The credit scoring model had a slight adjustment recently. Credit cards with higher balances now have a more dramatic negative impact on your scores. Use this rule of thumb: never have more than 50% of your credit limits charged on your card. 30% charged or less is preferred. I am seeing customers with little or no late payments but high amounts charged with severe negative impact on their scores. If you miss a payment just by 30 days and have this much charged on your cards, watch out. Keep in mind, your credit score impacts insurance rates along with credit applications!

**When you want a loan officer who really works for you –think Jym Hansen!!**

**1<sup>st</sup> Choice Mortgage**

**Your 1<sup>st</sup> Choice Lender since 1993**

**373 Collins Rd, NE – Ste 209**

**Cedar Rapids, Iowa 52402**

**319-378-0120 or 888-671-1004**

**Cell: 563-920-5291**

## 20 Low-Cost Ways to Spruce Up Your Home

1. Trim bushes so they don't block windows and cut down on light.
2. Buy a new doormat.
3. Put a pot of bright flowers (or a small evergreen in winter) on your porch.
4. Put new doorknobs on your front door.
5. Put a fresh coating on your driveway or paint your porch/porch floor.
6. Edge the grass around walks and trees.
7. Keep your garden tools out of site.
8. Be sure kids put away their toys.
9. Buy a new mailbox.
10. Upgrade your outside lighting.
11. Use warm, incandescent light bulbs for a homey feel.
12. Polish or replace your house numbers.
13. Clean your gutters.
14. Put out potpourri or burn scented candles.
15. Buy new pillows for the sofa.
16. Buy a flowering plant and put in a window you pass by frequently.
17. Make a centerpiece for your table with fruit or artificial flowers.
18. Replace heavy curtains with sheer ones that let in more light.
19. Buy new towels.
20. Put a seasonal wreath on your door

### **HERE'S TO YOU!!!!**

Special Congratulations to our New Homeowners!  
Here are the new clients who became members of  
our "Real Estate Family" this past Month.

#### **Enjoy your new home!**

Scott Frank  
Roy Ostby  
Brent Schebler

*Thank you for your referrals!*

Stacy Blake  
Jennifer Goethals  
Roy Ostby  
Tina and Allen Stewart  
Keep those referrals coming!

#### **Client of The Month**

**Congratulations to our Client of The Month,  
Roy Ostby**

*As always, the Client of the Month receives a  
\$20 gift Certificate to Menards or Home Depot!  
Call me to find out how you can become  
Client Of The Month!*



### **Jym Shorts Special Savings Coupon**

**\$250.00 OFF CLOSING COSTS**

Redeemable through Jym Hansen, 1<sup>st</sup>

Choice Mortgage.

**888-671-1004**

*To redeem, a loan application must be made by 05/ 15/06.*

**(Keep for yourself or share with a friend  
or family member!!)**

## Save money on Home Improvement and Renovations

Home repairs can cost thousands of dollars and are the subject of frequent complaints. When selecting a contractor:

- Get recommendations and references. Talk to friends, family and other people for whom the contractor has done similar work.
- Get at least three written estimates from contractors who have come to your home to evaluate what needs to be done. Be sure the estimates are based on the same work so that you can make meaningful comparisons.
- Make sure the contractor meets licensing and registration requirements with your local or state consumer agency. Some states require licensees to pass tests for competency and scrutinize licensees for financial solvency. Some states also have a fund to cover some financial losses that result from problems with licensed contractors.
- Check to see if state or local laws limit the amount by which the final bill can exceed the estimate, unless you have approved the increase.
- Check contractor complaint records with the Better Business Bureau.
- Get the names of suppliers and ask if the contractor makes timely payments.
- Contact your local building inspection department to check for permit and inspection requirements. Be wary if the contractor asks you to get the permit. It could mean the firm is not licensed.
- Be sure your contractor has the required personal liability, property damage and worker's compensation insurance for his/her workers and subcontractors. Also check with your insurance company to find out if you are covered for any injury or damage that might occur.
- Insist on a complete written contract. Know exactly what work will be done, the quality of materials that will be used, warranties, timetables, the names of any subcontractors, the total price of the job, and the schedule of payments.
- Try to limit your down payment. State law may specify that only a certain percentage of the total cost may be made as a down payment.
- Understand your payment options. Compare the cost of getting your own loan versus contractor financing.
- Don't make final payment or sign an affidavit of final release until you are satisfied with the work and know that subcontractors and suppliers have been paid. State lien laws may allow unpaid subcontractors and/or unpaid suppliers to attach your home.
- Pay by credit card when you can. Under federal and state law, in most cases, you have the right to withhold payment to the credit card company until problems are corrected See Resolving Credit Problems.

#### **Be especially cautious if the contractor:**

- comes door-to-door or seeks you out;
- just happens to have material left over from a recent job;
- tells you your job will be a "demonstration";
- offers you discounts for finding other customers;
- quotes a price that's out of line with other estimates;
- pressures you for an immediate decision;
- offers exceptionally long guarantees;
- can only be reached by leaving messages with an answering service;
- drives an unmarked van or has out-of-state plates on his/her vehicles; or
- asks you to pay for the entire job up front.

With most home improvements, federal law gives you three business days to cancel without penalty. Of course you would be liable for any benefit already received. State laws may also provide some protection. See Your Rights: 3-Day Cooling-Off Rule. If you finance home improvements with a home equity loan and don't make your payments, you could lose your home. *From Realtor Magazine Online*

## Referrals are the Heart of my Business!

I want to thank those of you who have referred clients! Like any business, I need new clients to stay in business. Over the years I have found that looking for new clients takes away from the time I would rather spend working with you and other clients.

If I helped you with the purchase or sale of real estate, you know how committed I am to the people I serve. If you refer your friends and relatives to me everyone benefits. I can serve you better, and I assure you that I will take the very best care of any friends or family that you refer to me.

### PLEASE DON'T KEEP ME A SECRET!

Call me today at 888-671-1004

*Free Newsletter Offer*

If you want any friends, coworkers, relatives, or business acquaintances to receive a **FREE** subscription to this newsletter, please email me [jymhansen@fcmortgage.com](mailto:jymhansen@fcmortgage.com). I'll send them the latest issue. I'll also send them a note with their first issue telling them that you suggested they receive this newsletter, and to contact me if they would like to stop at any time, with no hassle for you!

Credit is given to the authors of various articles that are reprinted when the original author is known. Any omission of credit to an author is purely unintentional and should not be construed as plagiarism or literary theft.

Copyright 2006 Jym Hansen. This information is solely advisory, and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be done through the advice and counsel of a qualified attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper financial, legal or tax advice.

Jym Hansen  
1<sup>st</sup> Choice Mortgage  
373 Collins Road NE, Suite 209  
Cedar Rapids, Iowa 52402

BULK RATE
US POSTAGE
PAID
PERMIT NO.
00000

**ADDRESS CORRECTION REQUESTED**





Keller Williams Realty

6005 Hidden Valley RD. #200  
Carlsbad, Ca. 92011

760-496 7959 Office  
760-683 3110 Fax

www.eileendrutman.com  
eileen@eileendrutman.com

What's Inside!

Right Time to  
Purchase—NOW! .. Pg 1

EILEEN'S TOP 10... Pg 2

1st mortgage rate  
decline in  
7 weeks...Pg 2

5 Minute  
Health Tips... Pg 2

Things to do in  
San Diego ... Pg 2



Eileen Drutman  
& Associates

July 2007



*"Personal Service, Proven Results"*

San Diego's Real Estate/Marketing Expert - 26 Years of Experience

I have an outstanding sales record in this area. My degree is in marketing, so I design a specific marketing plan for your home. Paired with my knowledge of this ever changing market and strong negotiation skills I can assure results for my clients. My sales record reflects that my listings sold for 97% of asking price in the first 40 days.

*Why Lean on Eileen?*

**NOW IS THE BEST TIME I HAVE EVER EXPERIENCED  
IN THE PAST 30 YEARS TO PURCHASE PROPERTY.**

*I am purchasing investment properties this year.*

*Here is why:*

1. The economy is the strongest in 10 years. Unemployment is at a low, real incomes are rising, and sale of factory goods are up-all signs of a booming economy.
2. Home sales and mortgage applications starting are back up.
3. Greenspan and Don Kohn, vice president of the Federal Reserve, both said there is no bubble or crash, and that this "correction" is probably over.
4. We now have a buyers' market for the first time in five years. We are getting the best deals and best concessions we have seen for 10 years.
5. Interest rates are now on their way down, and excluding the last two years, are the lowest in 35 years.
6. Best rental market for five years. Rental rates are now rising at 4% and vacancies have fallen from a 10% rate to 5.6%-really good.
7. Best tax benefits we have seen in years.
8. Never, in the past 30 years since I have been buying properties, have we had a buyers' market, such low interest rates and rents rising at the same time.

*Eileen Is Great!*

"Eileen's enthusiasm, professionalism and commitment to community are what make her great. She goes the extra mile for her customers."

-Marty Conrad

## Why Lean on Eileen?

### You Guided Us To The Right Lender

"We knew that buying a home was going to be a challenge, because we both own our own businesses and our income is not constant. You guided us to the right lender, found the perfect house and then negotiated a great price and terms. You took all the stress out of home buying with your positive attitude and determination."

-Marina and Rick Rukes

### We Are Very Pleased!

"You are one of the most professional agents with whom we have ever worked. Your attention to detail helped make a very complex sale happen. We are very pleased we met you." Janna and Steve Wiley

## EILEEN'S TOP 10

What is your Favorite Restaurant? Where do you like to go for the best sea food, steak, vegetarian cuisine?

Send me your e-mails of where you like most to dine out and what is the best off the menu. Please do this soon as I would like to feature this next month!

This will be fun and exciting to see which spot has the most votes.

Look for next month's newsletter to see if your favorite spot made the list. We'll have a new "What's Your Favorite?" next month!



## Finance

### 1st mortgage rate decline in 7 weeks

By Holden Lewis • Bankrate.com

Finally, relief. For the first time in two months, mortgage rates fell.

The benchmark 30-year fixed-rate mortgage fell 8 basis points to 6.76 percent, according to the Bankrate.com national survey of large lenders. A basis point is one-hundredth of 1 percentage point. The mortgages in this week's survey had an average total of 0.27 discount and origination points. One year ago, the mortgage index was 6.83 percent; four weeks ago, it was 6.42 percent.

The 15-year fixed-rate mortgage fell 8 basis points to 6.45 percent. The 5/1 adjustable-rate mortgage fell 9 basis points to 6.58 percent. Before this week, the average rate on a 30-year fixed had risen seven weeks in a row, going from 6.27 percent in Bankrate's April 25 survey all the way up to 6.84 percent in last week's survey. It had been more than three years since rates had climbed so rapidly.

### 5 Minute Health Tips



#### Lassoing Your Waist

"Pull out your tape measure and your check waist circumference or waist-to-hip ratio," says Savard,

author of *Apples and Pears: A Revolutionary Diet Program for Weight Loss and Optimum Health*. "Everybody's got a tape measure and this is so important that doctors are starting to call it the new vital sign," she says. For women, an optimal waist is less than 35 inches and for men, it's less than 40 inches.

"The lower the waist circumference, the better," she says. For example, "women with a waist of 35 inches or more means that they have increased amounts of dangerous fats which spew out chemicals and hormones, increasing risk of diabetes, heart disease, breast cancer, and stroke." The good news is that walking 30 minutes per day burns waist fat and shrinks the waist first --- even before we tip the scale very much," she says. "Losing just 2 inches of waist size will reduce risk of diabetes by 58% or more," she tells WebMD.

From WebMD, Reviewed by Louise Chang, MD

### Things to do in San Diego

#### Acura Classic

07/28/2007 -  
08/05/2007



Women's Tennis Association Tour - The tournament will feature top players in the world such as Maria Sharapova, Martina Hingis, Justine Henin and many more.

#### Snorkel La Jolla Cove

07/14/2007

The sun has finally arrived in La Jolla, and it's time to go snorkeling!  
Birch Aquarium at Scripps



#### Snorkel with Sharks

07/08/2007

The sun has finally arrived in La Jolla, and it's time to go snorkeling!  
Birch Aquarium at Scripps

#### Cabrillo National Monument bike tour

07/17/2007 - 07/21/2007

Ride from Mission Bay out to Cabrillo National Monument. Wow! Gorgeous ocean and bay views riding along the Pt. Loma Peninsula. Allens Kayaks

# Your Logo Here

**(Don't have a Logo -  
I can fix That!)**

## Your Name

Company Name  
Address

Phone Number

November 2009

## Turning Neighbors Into Friends

Volume 1

FHA Saddles up to  
Help Delinquent  
Borrowers.....Page 1

Thanksgiving Forecast  
Page 2

Tighter Lender  
Requirements....Page 2

Tax Free  
Transactions....Page 2

### We Just HAVE to Laugh!

Some men in a pickup truck drove to a lumber yard. One of the men walked into the office and said, "We need some four-by-twos."

The clerk asked, "You mean two-by-fours, don't you?"

The man said, "I'll go check," and went back to the truck. He returned shortly and said, "Yeah, I meant two-by-fours."

"All right. How long do you need them?"

The customer paused for a moment and said, "I'd better go check." After a while, he returned to the office and said, "A long time... we're gonna build a house!"



## FHA saddles up to help delinquent borrowers

By [Holden Lewis](#) • Bankrate.com

As millions of homeowners lie bleeding in the Subprime Corral, the feds ride in on an old mare to rescue a few borrowers suffering from scratches.

The bailout plan, called FHASecure, is designed to prevent foreclosures among homeowners who fell behind because the rates went up on their adjustable-rate mortgages. About 60,000 "delinquent-yet-creditworthy" mortgage borrowers will be able to refinance into FHA-insured home loans in the next year or so, an official with the Federal Housing Administration says.

It's a triage operation, with the FHA aiding the delinquent borrowers who are easiest to patch up. The rescued borrowers will be dwarfed by the number of struggling homeowners who won't qualify for FHA refinances. "Unfortunately, we think there will be some families that we won't be able to help," the FHA official says. People who refinance under the FHASecure program will end up with fixed-rate mortgages, which are quite popular nowadays among people who were burned by rising rates on ARMs. The FHA doesn't lend money; it insures mortgages made by lenders. The agency's Web site has a [search engine](#) (<http://locator.fha.gov>) to find FHA-approved lenders.

As millions of homeowners lie bleeding in the Subprime Corral, the feds ride in on an old mare to rescue a few borrowers suffering from scratches.

The bailout plan, called FHASecure, is designed to prevent foreclosures among homeowners who fell behind because the rates went up on their adjustable-rate mortgages. About 60,000 "delinquent-yet-creditworthy" mortgage borrowers will be able to refinance into FHA-insured home loans in the next year or so, an official with the Federal Housing Administration says.

It's a triage operation, with the FHA aiding the delinquent borrowers who are easiest to patch up. The rescued borrowers will be dwarfed by the number of struggling homeowners who won't qualify for FHA refinances. "Unfortunately, we think there will be some families that we won't be able to help," the FHA official says.



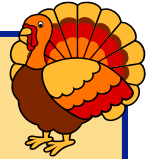
## Your Team Info!

You know how important it is to have caring professionals



help you when you're buying, selling or relocating. YourTeam give you the one-on-one attention you deserve. YourTeam connects with their clients on a professional and an emotional level. There are many decisions to be made when purchasing or selling a home. Count on YourTeam Realty to keep you informed about market trends and the latest conditions so you can make an informed decision when the time comes.

## Thanksgiving Forecast



Turkeys will thaw in the morning, then warm in the oven to an afternoon high near 190F. The kitchen will turn hot and humid, and if you bother the cook, be ready for a severe squall or cold shoulder.

During the late afternoon and evening, the cold front of a knife will slice through the turkey, causing an accumulation of one to two inches on plates. Mashed potatoes will drift across one side while cranberry sauce creates slippery spots on the other. Please pass the gravy.

A weight watch and indigestion warning have been issued for the entire area, with increased stuffiness around the beltway. During the evening, the turkey will diminish and taper off to leftovers, dropping to a low of 34F in the refrigerator.

Looking ahead to Friday and Saturday, high pressure to eat sandwiches will be established. Flurries of leftovers can be expected both days with a 50 percent chance of scattered soup late in the day. We expect a warming trend where soup develops. By early next week, eating pressure will be low as the only wish left will be the bone.



## Tax-Free Transactions

The government does quite a bit, within the tax code, to encourage homeownership. One of the most beneficial provisions within the tax code is the allowance for a \$250,000 capital gains exclusion on the sale of a home. Here's how it works. Who can claim the exclusion? The exclusion is available to any homeowner who has lived in his/her home for two of the last five years and has not claimed the exclusion within the last two years. Additionally, married couples who file jointly may claim a \$500,000 exclusion, provided each member meets the same requirements.

Lastly, non-married co-owners (who have lived in the house for two of the last five years) may each claim a \$250,000 exclusion on the sale of the home. Two of the last five years? The idea here is to prevent landlords from taking advantage of the exclusion in the same way homeowners can. However, there is quite a bit of flexibility within this requirement because it is not stipulated that you live in the home for two consecutive years to claim the exclusion. It is only necessary that the home is your primary residence for two of the five years. So, you may sell your primary residence, move into your vacation home, then sell your vacation home two years later and claim the same exclusion. How many times can I claim the exclusion?

The great part about this exclusion is that you may claim it as many times as you wish, provided you never claim the exclusion twice within two years. Again, the idea here is to restrict the offer to homeowners, preventing home-swappers from claiming the same exclusion. Conceivably, a homeowner could claim this exclusion every two years for the remainder of his/her adult life—never paying taxes on the sale of any home.

## My Business is Built on Your Referrals.

If you know anyone who is looking to purchase or sell their home in the **YOUR** Area, please give them my name and phone number.

**They will thank you over and over.**

Your Logo Here

*(Don't have a Logo -  
I can fix That!)*

Your Name

Company Name

Address

Phone Number

March, 2008



**1402 N West St. Your City**  
2 acres, 40 x 60 Pole Shed

New agent info.....

**700 N Fillmore St., Your City**

**\$44,000**

3 bedroom



**903 W South St . Your City**

**\$95,900**

2 bedroom acreage



**602 N Hayes, Your City**



**\$30,000**

2 bedroom

**1815 St Hwy 2, Your  
City**

**\$150,000**

4 BR country home on 3.4 acres



A Special Thank You to these Sponsors who have made it possible to bring this to you.

SPONSORS

SPONSORS

SPONSORS

Here  
Postage

**Your Name**  
**Company Name**  
Address  
Phone

<p><b>Your Name</b></p> <p><b>Company Name</b> Address Phone</p>	<p><b><u>My Business is Built on Your Referrals.</u></b></p> <p>If you know anyone who is looking to purchase or sell their home in the Ringgold County and Surrounding Area, please give them my name and phone number.</p> <p><b>They will thank you over and over.</b></p>
--	---

**This is brought to you with the cooperation with these fine Sponsors**

SPONSORS	SPONSORS
----------	----------

**OTHER EXCITING LISTINGS BROUGHT TO YOU BY WANDA!**

**More Listings**

307 E Vine St , Your City, IA	Single Family	\$89,900
806 E. Madison, Your City, IA	Single Family	\$25,000
306 S Polk, Your City, IA	Single Family	\$17,500
405 W Jefferson, Your City, IA	Single Family	\$14,500
270th Ave., Your City, IA	Lots and Land	\$49,900
404 S Pierce St., Your City, IA	Lots and Land	\$36,900
E Columbus, Your City, IA	Lots and Land	\$28,000



**Call Today!!**

**New Farm Listing!**


**County Hwy P64 •**

**Your City**

**\$370,000—185 acres**

Includes CRP acres, about 25 acres splashed with nice recreational timber, 6-acre pond and waterways

**This is brought to you with the cooperation with these fine Sponsors**

 <p style="font-size: 2em; font-weight: bold;">SPONSORS</p>	<p>Commercial Farm-Owners Home Owners Major Medical Crop-Hail Auto Life</p>
---	---

**Other Farm Listings**

305th St Redding	40 ac. tract in township	\$80,000
310th St Redding	40 acre tract in Section 13	\$80,000
County Hwy Diagonal	40 acre tract w/ timber	\$80,000