



JANIE'S Real Estate News!



Volume 1, Issue 1

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COVER STORY:

Sellers' Beware!

If today's high home prices and low interest rates make you want to sell, don't get carried away with unrealistic expectations of what you think your home is worth.

Of course you want to get as high a price as possible so you can move up to your next home. But home sellers often hope for the unlikely: A huge profit on their sale and a steal on their new home.

Experts say it's important to have realistic expectations for your home sale price. Your home may well have increased in value, but don't count too much on a windfall.

Many times, sellers hear inflated stories about how much homes in their area are selling for.

In the real world, there is a difference between what a seller thinks their place

is worth and how much they will actually net from the sale.

There is no way to know for sure how much your home will sell for.

Sometimes the inspection will uncover a problem which will encourage a buyer to renegotiate the price.

By estimating home sale proceeds on the low side, you are less likely to end up in a financial bind.

Also, be sure to take into consideration the likelihood that the property you want could be more expensive than you had hoped.

Remember that if you are eager to buy a certain type of property, it is likely that other people are just as eager. More buyers for existing properties drive up prices.

Best bet: Plan seriously for your home sale and scale down your expectations. If you do sell for a great price, it will be the kind of surprise you can afford.



A NOTE FROM JANIE

Recently I attended an excellent real estate seminar. The message they sent about referral based business really hit home with me because most of my business over the years has been referral based.

If I've helped you in the sale, purchase, or financing of real estate, you know how important it is for me to serve you well. I want to thank all of my past and new clients for their trust and referrals.

By referring your friends and relatives to me, everyone benefits from high-quality service. I assure you that I'll take the very best care of any friends or family you refer to me.

I hope you enjoy this newsletter! If so, please share it with others.

Happy Autumn! *Janie Merkle – Your Real Estate Consultant*



WELCOME NEW CLIENTS

Here are some of the new and returning clients who became members of our "Real Estate Family" this past month. Welcome! I wish you all the best!

**Jack Millis of Irvine,
Akbar & Shamshad Beguwalla of
Irvine (referred by Rashida
Vakharia)
Luis & Maria Leon of Irvine,
Dr. Gordon Eckerling of Irvine,**

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.

Harry Potter search

N C T O S T R A W G O H E
M O I R Q Y E K T R O P P
C B R O O M S T I C K F A
G C R Q A M H W D U F E N
O U N G U A E H A U N I S
N D I R G I O D P N R Y H
A C U R O U D E L E D E Y
G E I M S D L D H O R L E
A D L E B F N T I M V D L
L O E T F L Y I I T R U S
L L W U S L E O F A C D R
F N H U S A N D C F A H U
Y R R A H E C S O U Y M D
L W A L C N E V A R R R E
W H O G S M E A D E E S G
O E R O T N E M E D M U E

BROOMSTICK	HUFFLEPUFF
CASTLE	MAGIC
CURSE	MCGONAGALL
DEMENTOR	OWL
DUDLEY	PORTKEY
DUMBLEDORE	QUIDDITCH
DURSLEY	RAVENCLAW
GRYFFINDOR	RON
HAGRID	SCAR
HARRY	SLYTHERIN
HERMION	SNAPE
HOGSMEADE	VERMONT
HOGWARTS	WAND
HOUSE ELF	

See page 3 for puzzle solution

Greenspan's Recent Statement – And Possible Impact On Housing Prices

In an address on August 26, 2005 at the Kansas City Fed's annual summer meeting in Jackson Hole, Wyoming, Chairman Greenspan made an important statement and acknowledgement regarding the Fed's monetary policy.

Since the days of "irrational exuberance" in the equity markets, Greenspan has declared that central banks cannot control asset prices.

Even more recently - as he acknowledged the existence of "froth" in some housing markets - the question of whether or not current Fed policy is trying to halt the rise in the housing prices has been skirted.

For the first time publicly, in that address, Greenspan openly declared that indeed the Fed's policy actions are being influenced by rising asset prices.

Specifically he said, "Our forecasts, and hence policy, are becoming increasingly driven by asset price changes."

Some veteran watchers view Greenspan's comments as simply an open acknowledgement of what they already believed to be the Fed's unstated policy – the Fed wants to halt the rise in housing and commodity prices.

The underlying message here is the Fed is still anxious to see long term rates rise to cool the housing market.

	National Averages	Today	One Month Ago	One Year Ago
Key Interest Rate Summary	30-yr Fixed	5.31%		
	15-yr Fixed	4.91%		
	5/1 ARM	4.85%		
	Fed Funds Target	3.50%	3.25%	1.50%
	WSJ Prime	6.50%	6.25%	4.50%
	1-Month LIBOR	3.57%	3.48%	1.64%
	3-Month LIBOR	3.86%	3.67%	1.78%
	2-Year Treasury Note	4.06%	3.93%	2.48%
	5-Year Treasury Note	4.09%	4.05%	3.41%
	10-Year Treasury Note	4.18%	4.23%	4.21%
	30-Year Treasury Note	4.37%	4.45%	5.01%

Minimum Credit Card Payments Rise

If you're pushed for cash this month and decide to pay the minimum on a credit card, don't be surprised if that minimum is larger than on previous bills.

Two years ago federal regulators ordered banks to raise minimum payments, but it gave them time to comply. That time is up, so expect higher minimums to begin.

According to the Office of the Comptroller of the Currency, the rule is aimed at protecting consumers by placing minimum payments that at least cover the monthly interest on the account.

Typically, that will double current minimums. Many banks have already put the new rule into place.

If you feel the interest rate is too high on your card, visit cardtrak.com to find a card that charges a lower rate.

You can also switch to a card that isn't offered by a bank. Cards that are issued by credit unions and auto companies are not governed by the new rule and may charge lower interest rates.

Then, plan to stop charging!

Strength Training Has Big Benefits For People Of Every Age

Everyone can benefit from resistance training for strength and flexibility. Professors of exercise science at the University of San Francisco say their studies prove the value of strength training in mature adults. Are you age 45, 50, 60, or more? No problem.

A Tufts University program of strength training reduced knee pain caused by osteoarthritis by 43 percent.

The Centers for Disease Control and Prevention says strength training can reduce the symptoms of arthritis, diabetes, osteoporosis, obesity, back pain, and depression. In fact, lifting weights could be more beneficial for older people than younger ones.

Machines are good, but free weights are inexpensive and versatile. Begin with 3-, 5-, or 8- pound weights. One suggested routine from HealthNews:

* Squats for the upper legs and buttocks. Hold a dumbbell in each hand, arms down, palms in, feet at hip width. Slowly bend your knees until upper legs are parallel to the floor, then return to the starting position.

* Curls for the upper arms. Hold a dumbbell in each hand, arms down, palms in, and feet apart. Bring the weight up by bending your elbows and rotating your wrists toward the chest. Slowly return and repeat the curls.

* Shrugs for the shoulders: Hold dumbbells arms down, palms in, feet apart. Shrug your shoulders up and as high as possible, return and repeat.

* Heel raises for the lower legs. Hold dumbbells arms down, palms in, toes on a secure surface. Raise slowly onto your toes. Keep body erect and knees straight. Return and do it again.

Check with your doctor, and then get instruction on technique from a trainer. Start with eight reps and increase no more than 10 percent a week.

Solution to Harry Potter Search

N C T O S T R A W G O H E
M O I R Q Y E K T R O P P
C B R O O M S T I C K F A
G C R Q A M H W D U F E N
O U N G U A E H A U N I S
N D I R G I O D P N R Y H
A C U R O U D E L E D E Y
G E I M S D L D H O R L E
A D L E B F N T I M V D L
L O E T F L Y I I T R U S
L L W U S L E O F A C D R
F N H U S A N D C F A H U
Y R R A H E C S O U Y M D
L W A L C N E V A R R R E
W H O G S M E A D E E S G
O E R O T N E M E D M U E

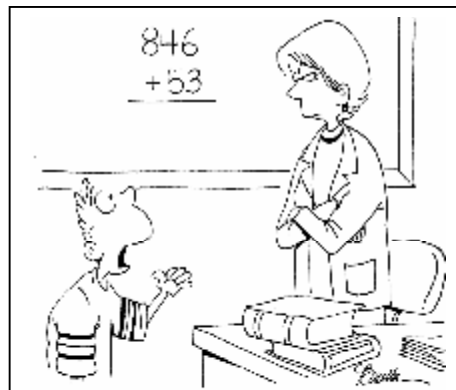
Inspiring Quotes

“Don't judge each day by the harvest you reap, but by the seeds you plant.”

Robert Louis Stevenson

“Let no one come to you without leaving better or happier.”

Mother Teresa



“Do you want the correct answer or the politically correct answer?”

August and September Birthdays

Lupe Montejano 8/21
Brenda LaMar 8/24
Laura Anand 8/27
Virginia Badillo 9/11
Patrick Bray 9/11
Patricia Bellas 9/13
Renee Peterson 9/15
Carol Adams 9/25
Bien Cai 9/25

Happy Birthday To You!

SEPTEMBER CALENDAR

1-30, Ovarian Cancer Awareness Month.

5, Labor Day. Public holiday honoring all working people.

11, 2001 Attack on America: Anniversary.

11, Patriot Day. Flags are displayed at half-staff and a moment of silence observed.

11, National Grandparents Day.

15-Oct. 15, National Hispanic Heritage Month.

16, National POW/MIA Recognition Day.

17, Citizenship Day.

17, Harvest Moon.

18, U.S. Airforce Established Anniversary.

22-Dec. 21, Autumn. Begins with autumnal equinox at 6:23 p.m., EDT.

24-30, National Chimney Safety Week.

25-Oct. 1, National Adult Immunization Awareness Week.

Janie's Real Estate News

North Irvine Realty

4790 Irvine Blvd., Suite 105-265

Irvine, CA 92620

www.NorthIrvineRealty.net

See An Interesting Home?

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily for any house, listed or sold, anywhere in town.

Just Ask Me! It's all part of my free, no-obligation, no-hassle, HomeFinder Service.

Leave the address on my voicemail, anytime, 24 hours a day, and I'll fax or mail you all the information.

Call (949) 559-1142

Fax (949) 559-7978

Email: Janie@NorthIrvineRealty.net

Another Satisfied Client for Life!

Dear Janie:

My wife and I would like to again thank you and your colleagues with your diligence and creative action taken in closing our home in North Tustin that we absolutely love. As we both know it was touch and go with the appraiser I chose (which I surely regret) scared our lender away with his prejudiced report. You quickly got us another appraiser and lender and we closed in a week (must be a record). We definitely will recommend you to other buyers that we know of. And for the record, I'd like to let you know that the property that you made sure we didn't lose has appreciated about \$100,000 since closing. You definitely helped us in securing a financial nest egg in our home.

Sincerely Yours,
Rick Borrelli

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