

NEWS YOU CAN USE

Brought to you by: Dick Berger, JD, Green, ABR, ePro
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No Government Support Could Fuel a Strong Housing Market

House sales will be stoked by buyers sprinting to cash in on a federal tax credit program before it expires the end of this month. Signs the U.S. economy has begun to create jobs could also lift business and with it the housing market. Housing dragged the U.S. economy into recession and lags a rebound that began in the second half of 2009. A housing recovery and job growth are key to keeping economic expansion alive as government stimulus wanes.

Federal Reserve purchases of more than \$1.4 trillion in mortgage-tied debt slashed home loan rates to record lows while tax credits of up to \$8,000 have sealed the deal for many buyers.

Those crutches are being removed, with Fed buying ended March 31, the tax credit window set to close on April 30 and mortgage rates now at an eight-month high. The National Association of Realtors reported a surprise 8.2 percent jump in home contracts signed in February, with multiple offers on some properties, driven by a push for the credit before it expires.

That bodes well for spring sales, a harbinger of the year's activity, after four months of falling new home sales and three months of existing home sales declines despite incentives. Some markets have seen nearly a 100% increase in home contracts compared to March 2009. These signs along with a reduction in unemployment should continue to jump-start the housing rebound.

Magazine for Everything Home Improvement

Trying to find relevant articles for this Newsletter every month isn't all that easy. I refuse to use the 'canned' articles you see so often in these types of newsletters.

Very often I hone in on subjects that anticipate you are going to sell your home or what to on the look-out for in buying a home. Even if you are not in either category perhaps friends or family are.

One fantastic source for things to do to your home, even if you are not in the market to sell your home can be found in a local Hilton Head Magazine call *House Hound Home Improvement*. If you have a local address you receive this magazine quarterly at no cost. I'm sure you saw the Spring issue this past week and flipped through it and put it down because of the number of ads. Fortunately it is the number of ads that allows this magazine to remain free.

In my opinion this is one of the best magazines that comes out of our area. The articles are timely and focus in on some very specific subject matters and trends. While you may feel some of the articles are just lead ins to the author's ad, they are all worth while and informative. For anyone who wants information about improving their home, inside and out, this remains an excellent source and should not be discarded until read fully. For more info go to <http://househoundmagazine.com/>

Putting Your House Up For Sale? Get These Essen-



If you want to get the best price for your house, it's essential to prepare it for sale. Homes that have been "staged" go for a lot more money... and sell much more quickly, too.

To give you a head start, get my free guide, "50 Essential Tips to Prepare Your Home for a Speedy, Top-Price Sale."

Just call me at 843-368-1510 and I'll send it right out to you.

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Dick Berger
Full Service—Full Time

Enough of Tiger Already— April is Time for The Verizon Heritage at Harbour Town Golf Links

This year marks the 42nd year of *The Heritage* at Sea Pines' famed Harbour Town Golf Links. With a purse of \$5.7 million there will be many of the PGA's top players vying for the winners circle.

While golf brings us all to the tournament, South Carolina benefits to the tune of nearly \$84 million into its economy. Beyond that, the tournament also provides \$1.3 million to local charities.

For those of you who may be first timers to the tournament viewing it can be a little difficult. On an entirely personal not I find that one of the best spots is at the end of the par 5 Second hole. From that gen-

eral location you can see the second and sixth greens as well as the third and seventh tees. In addition this location is very convenient to the restrooms and a full service concession stand.

As the last groups go thru you can follow them down seven, eight and nine and be back at the Clubhouse from where you can continue onto the back nine or find your way into Harbour Town for a very well deserved cocktail.

Don't let April get by without partaking of one of the low-country premier events—The Verizon Heritage, April 15 thru the 18th.

Wondering How Much Your Home is Worth?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help.

Just give my office a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time.

I'll just give you the honest facts about your home and its value.

And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give my office a call at 843-368-1510 to arrange an appointment.



Don't forget the Hilton Head Seafood Fest April 24, from 11am to 4pm at the Shelter Cove Community Park.

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Thanks for reading! If you'd like to tell me what you think about this newsletter, or if you're thinking of buying or selling real estate, please get in touch.

