



Erskine Real Estate Review

508-752-0466

“Information You Can Use”

November 2006



Where is the Market Headed?

So far there has been an increase in inventory but not much of a move in prices. Interest rates are fairly steady, and buyers are very concerned with over paying. The buyers perceive the market to have dropped significantly, and are also very leery of taking on any added expense for major renovations after the sale.

Also, sellers are willing to let their property sit on the market for a while, rather than taking huge losses from their perceived price.

The result is that buyers are taking more time to look and sellers are more likely to do the renovations a home inspection points out rather than take a large price hit.

Because of the change in the bankruptcy laws at this time last year, and the maturation of many variable rate interest mortgages, we will see an increase in the number of homes in foreclosure. Due to federal and state regulations, there are many steps a bank or mortgage company takes before the house is actually sold. (Many of the auctions you see in the paper are canceled at the last minute).

Erskine Real Estate is a HUD certified broker. If you are interested in pursuing HUD, FHA or VA properties give us a call and let us help educate you on these homes.

If you are selling, the better the condition of your home the more value you will receive. Buyers still have more buying power than time. With both partners working and the still historically low interest rates, they would rather pay another \$100 a month than spend weekends painting, papering, or changing the harvest gold shag rug!

Remember a home is an investment but also a place to live. Try and balance the two, and not just use your equity as an instant ATM!

Charitable Giving At Erskine Real Estate

Once again, fall is here and we would like to thank our great customers and clients! We at Erskine Real Estate have made donations to over 100 different charities on your behalf – for recommending and using Erskine Real Estate for all your real estate needs!

Some of the great causes we have supported this year include:

The Juvenile Diabetes Association

The Muscular Dystrophy Association

Sweat Pea Animal Shelter

The March of Dimes

The Leukemia and Lymphoma Society

The Richard's Memorial Library

NEADS Hearing and Assistance Dogs Program

The American Heart Association

Habitat for Humanity through sponsoring a student

St. Jude's Children's Hospital

The YWCA of Central MA and their Daybreak

Children's Shelter Program

The Paxton Baseball Association

Angel Flight of New England

The Worcester Center for Crafts

WBUR Public Radio

This is one way that we say ‘thank you’ and to give back to our community. So remember to recommend Erskine Real Estate to all your friends! Also, each of our Realtors belongs to either volunteer organizations, town or community boards and as well as other committees as a way of giving their time and experience.

More Opt out information

Ann Sanborn a business consultant recently gave me some great information for reducing the amount of solicitations you receive:

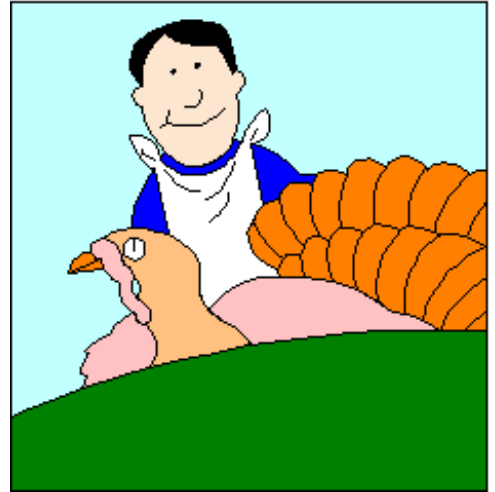
- 1. Credit Opt out request line.** You can have your name taken off all three (Equifax, Trans Union, and Experian) credit reporting agency's lists that they sell to marketers by calling (888) 567-8688. This is good for two years and you can simply call again to renew.
- 2. Junk Mail.** Mail your complete name (with any variations) and address to: Mail Preference Service, Direct Marketing Association, P.O. Box 9008, Farmingdale, NY 11735 or their phone number is (800) 407-1088.
- 3. Phone calls.** There is a National Do Not Call registry, www.donotcall.gov, to register your phone number and it is good for 5 years. The Direct Marketing Association also has a phone opt-out program – send your name, address and phone information to: Telephone Preference Service, Direct Marketing Association, Box 9014, Farmingdale, NY 11735.
- 4. Junk Faxes.** There are laws prohibiting them but you have to work through the Attorney General's office. Try writing 'Delete My Fax' on the fax and faxing it back or calling the removal number that is required to be on the fax itself.

She also recommends having a separate email address for surfing the web. Do not use this for email and then it will not get picked up for junk email. Usually your internet service provider will provide several free with your account.

Ann also suggests getting a separate free account on Hotmail or Yahoo for family and friends, so your business account does not get clogged with jokes, etc. If you post your email address on your website it can be harvested by computers and sold to junk emailers. Have your Webmaster put on a secure form for emailing you back. There is more information on this at www.cpsr.org/prevsite/cpsr/privacy/junkmail.html or <http://junkbusters.com>

Never give out your social security number over the web. Have them use your driver's license number. (Get a different number than your social security number for your license number if you have not already changed it at the DMV)

Also, check out your children's privacy with information at www.ftc.gov/kidzprivacy/.



Potato Stuffing

- | | |
|------------------------|----------------------------|
| 4 lb. potatoes | salt & pepper to taste |
| 3 to 4 Tbsp. margarine | 6 to 8 slices bread, cubed |
| 1 large onion, chopped | 2 eggs |
| 4 to 6 stalks celery | |



Peel and cut potatoes and boil till tender. Drain and mash potatoes. Set aside. In large skillet, melt margarine and saute onion and celery. Add salt and pepper and bread (add more margarine if necessary).

When bread is lightly browned, add mixture to mashed potatoes and mix well. Add eggs. Mix well.

Will fill a 10 to 15 pound turkey. (extra stuffing can be baked in a greased dish at 325° for 30 minutes)