

DEREK & DEBRA KIRK



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REAL ESTATE... PRIDE IN OWNERSHIP

The auto industry uses 0% interest to sell cars. So why not the housing industry? Here's the likely scenario if interest rates keep moving lower.

Imagine financing a home purchase with a no-interest mortgage. You'd probably never want to move again.

If rates continue to drop, as some in the mortgage industry suggest they may, especially after the Federal Reserve's recent statement that it was prepared for more extraordinary measures to pump up the economy -- mortgage rates could inch in the direction of 0%. Continued concerns of deflation may also put pressure on mortgage rates.

Think about it: 0% financing has long worked as an incentive in the auto industry. And homebuilders have been known to pay down mortgage rates for their buyers, so these days it wouldn't be unheard of for them to entice people with a 2% or 3% mortgage rate, at least for a period of time.

To fund a 0% mortgage, the investor would get a negative return -- "unless there were significant fees on the front to compensate for costs to originate, deliver, default, etc."

That isn't to say mortgage rates couldn't drop further from their current levels. After all, two years ago, few people would have thought a 4% mortgage was

possible. Rates on 30-year fixed-rate mortgages have dropped more than a percentage point since the end of the recession in June 2009, averaging 4.27%, according to Freddie Mac's survey.

Since 1975, fixed-rate mortgage rates have fallen over the 12 months after every recession, with the exception of the 1980 downturn. The 0.7-point decline from June 2009 to June 2010 was the largest decline during the first year of recovery over the last six recessions.

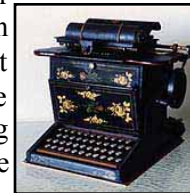
We don't know how much lower rates could fall, if they fall at all. But let's continue to play a little game of "what if mortgage rates hit zero."

Rates at or near 0% could bring more first-time homebuyers out of hiding to seek out extremely favorable financing for a house. Get more buyers in the mix, and demand for homes could kick up, thereby helping boost home prices

If this 0% financing were available for refinancing, demand would surge to the point where banks, title companies and appraisers would be over capacity and understaffed. In addition, we would see a marked reduction in monthly payments, spurring consumer spending."

Interesting Trivia

1. The State with the highest percentage of people who walk to work?
2. The average number of people airborne over the U.S. in any given hour?
3. The first novel ever written on a typewriter?
4. Each king in a deck of playing cards represents a great king from history?
5. Half of all Americans live within 50 miles of what?
6. Most boat owners name their boats. What is the most popular boat name requested?
7. What is the only food that doesn't spoil?



Interesting Trivia Answers

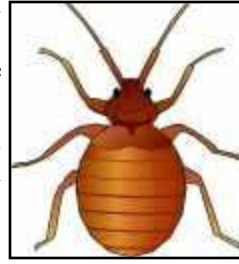
1. Alaska
2. 61,000
3. The adventures of Tom Sawyer
4. Spades - King David
Hearts - Charlemagne
Clubs - Alexander, the Great
Diamonds - Julius Caesar
5. Their birthplace
6. Obsession
7. Honey

KEEP BED BUGS OUT OF YOUR HOUSE! *The bed bug problem has grown rapidly since the turn of the millennium.*

Having been practically eradicated in North America in the 1950s, the recent surge in international travel and the lack of powerful pesticides to deal with the bugs has led to a problem that just keeps getting worse. An infestation can be incredibly hard to get rid of, as well as very expensive, so how do you prevent bed bugs from getting into your house in the first place?

The most common way for an infestation to begin in your house is by introducing infested furniture. To prevent the problem, do a detailed check for bed bugs first. Look for

specks of blood or fecal matter, and then run your fingers around the seams of the furniture, under the pillows, and in the label. If any bed bugs live there, hopefully you'll catch them before bringing them back home.



One of the best ways for bed bugs to get into your house is by traveling on people. Bed bugs are great travelers, and if a friend or relative has an infestation then they can easily transfer their problem to your house.

If a friend comes around who you know has a bed bug infestation, ask them not to bring any bags with them which could harbor the pests. Equally, if you are visiting their house, don't take

anything with you, and make sure that you wash your clothes on a hot wash when you get home.

Although many specialists may ask you not to clean your house during the treatment of a bed bug infestation, if you do not have a problem then it is a good idea to keep the place clean. Vacuuming can help to pick up any stray bugs and their eggs, and the cleaner a place is, the more chance there is of spotting a bed bug before it has turned into an infestation.

Bed bug encasements go right around the bed, zipping up to create a barrier that prevents them from getting in. However, you could also use one of these if you already have a bed bug problem, and it will stop you finding any more bed bug bites in the morning. You need to make sure that it is done up tightly, as even a tiny gap will allow the bugs out.

Call us for more information on these and other currently listed homes in your area!

ADDRESS	BED/BATH	SQ. FT.	LISTED PRICE
9681 Stablegate Road	5/7-5	5450	\$ 543,900
9671 Iris Meadow Way	3/4-2	1714	\$ 219,900
0..0 Babson Drive	5-3	2610	\$ 294,900
930 Arcade Blvd.	3-1	1183	\$ 54,900
7517 Lindale Drive	4-3	1735	\$ 124,900
8570 Willow Grove Way	3-2	1441	\$ 149,900
745 Parkhaven Way	3-2	1352	\$ 179,900
24 Greenway Circle	5-3	2545	\$ 289,900
3920 Elm Street	3-1	1106	\$ 89,900
311 Florene Court	4-2	1404	\$ 199,900
8968 Mooney Road	3/6-3	2156	\$ 360,000
8813 Clonmel Cort	5-3	2742	\$ 229,900
169 Creekside Circle	3/3-3	1401	\$ 95,000
7125 Witchinghour Court	3-2	1568	\$ 169,900
8640 Mecca Road	3-2	1152	\$ 228,900
8650 Adamstown Way	4-3	2590	\$ 242,900
2420 Rock Dove Way	4/5-3	2549	\$ 259,900
9254 Guillermina Court	3-2	1290	\$ 157,900
5205 Moddisson Avenue	3-2	1288	\$ 279,900
5020 Bonniemæ Way	3-2	1289	\$ 64,900
4221 Leafm ont Way	3-2	1270	\$ 151,900



*We wish you
a very
Safe & Hapy
Thanksgiving!*