

Real Estate is Picking Up

"A return to normalcy" is the 2013 outlook from the National Association of Realtors (NAR). *U.S. home sales rose more than nine percent in 2012*, NAR reports. Similar gains are expected this year as low rates, great prices, and more jobs make buying possible for many families.



A notable new development is the reduction in "distressed sales," which often are deeply discounted due to the need to sell quickly. Last year those transactions made up one in four sales, according to NAR.

But this year only around one in seven sales will fall into the distressed category, NAR forecasts. It's not surprising that a deep reduction in distressed sales has coincided with a turnaround in home prices.



WE'RE BUYING

Increased buyer interest also is sparking home sales, as *an estimated one million new households were created last*

year. That's 75 percent higher than the average growth in households from 2007 to 2011.

"Interest rates are expected to remain low," adds NAR, "though inflation could put upward pressure on both rates and home prices."

It's important to act soon on your intention of buying a home, while today's opportunities remain available. We'll review your credit report for any errors, and then I'll calculate how much you can spend on a home while staying within your budget. ■



America's Strength



"Worry over America's recent economic stagnation, however justified, shouldn't obscure the fact that the American economy remains Number One in the world," states *The Wall Street Journal*. "The United States holds 4.5 percent of the world's population but produces a staggering 22 percent of the world's output."

Persons considering a long-term commitment, such as buying a home, can remind themselves that America's growth has been leading the world for a long time. Our country's ability to respond to challenges in new ways can't be underestimated.

We'll always have something to be anxious about. Yet those fears don't have to keep us from moving ahead with our lives.

Let me show you how affordable it can be to purchase a residence now. Buying a home also lets you become part of our country's positive growth solution. ■



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