

Anne Scott's Real Estate Today

It's easy to see only crisis with current economic conditions. But as with most change, there is also opportunity. Interest rates are very low and selling today allows you to take advantage of favorable tax laws that currently exist except that they may be taken away in the next few years as the government struggles to capitalize huge unfunded obligations including health care and retirement pensions, massive deficit spending, and a weak economy with lower tax collections. Taxes follow wealth and for many Americans, their wealth lies in their home equity. If you are thinking of selling, pricing today is critically important as well as the condition and updates of your home. Buyers are looking for value, and homes that are priced correctly for current market conditions are beginning to sell. There is very little room for error in this market and working with an experienced agent such as myself, will make a difference in whether your house sells or not. In today's day, most agents are seriously cutting back on their spending; however, I continue to drive my website, www.RidgefieldRealEstate.com through every channel on the Internet that is available to me. I pay large sums of monies for a marketing firm to keep me on the front page of most sites, in particular "Google." Buyers are not searching in the local newspapers but instead are using the Internet and want lots of pictures, virtual tours, voiceovers (I'm the only agent in town that offers this) and mass exposure. Call me if I can help.

Hopefully with the election being over, and the cost of oil stabilized, and the government bailing out our banks in order that they can begin to lend money again, we should be seeing a positive effect on the real estate and the stock markets. The tax credit for first time homebuyers is now set at \$8000 and applies to principal residences only. It is available until December 1st. This provision is retroactive to purchases made on or after January 1, 2009.

We've all heard a lot lately in the news about Main Street vs. Wall Street. The term "Main Street" evokes visions of Norman Rockwell's America, a kinder, gentler place of charming small towns, where neighbors watch out for one another and small businesses anchor the local economy. Main Street is such a powerful symbol of old fashioned American values that the Walt Disney Company positions the attraction "Main Street USA" in all their Magic Kingdom parks around the world, as the first attraction visitors encounter when they step inside the park gates. We live in such a town.

Spring ahead.....March 8th



"Life is not about waiting for the storm to pass...it's about learning how to dance in the rain."

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