



Tallahassee BOARD OF REALTORS®



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Lucretia Thomas
2010 PRESIDENT

The purpose of the Tallahassee Board of REALTORS® is to preserve and extend the right to own, use and transfer real property and to serve its members by providing and promoting programs and services which will enhance members' skills and ability to operate their business profitably and ethically.

Real Estate Corner Right in Front of You



Robert "Greg" Lane
St. Cert. Res. REA #2252
V.P., Timberlane Appraisal

I know what I want for Father's Day this year—the latest in visual excitement, a 3-D television. Each Sunday, after checking out the real estate section, I scan the advertisements for the electronics sales. And each week, the 3-D televisions have come down in price, bringing me that much closer to enjoying the World Cup in my virtual soccer stadium.

I think home buyers are taking the same approach. They are cautiously waiting, expecting prices to keep dropping. In the case of over-priced listings, this makes sense; the market works itself out and those listings will eventually have to be reduced. But there are other homes in our market priced competitively, many selling in less than 60 days, causing multiple offers, even bidding wars.

Since May 2010, 269 detached homes in Leon County have been

sold by local REALTORS®. Over 40% of those homes were on the market for less than 60 days. So regardless of what you might have heard, our market is alive and kicking, and homes priced competitively will find a buyer. At a time when home prices and interest rates are in sync, this could be the "perfect storm" of opportunity for buyers.

Now is the chance to move up to the home of your dreams that might not have been possible even a year ago. I can wait for the latest technology, because I don't need it; it will always get cheaper and, to be honest, I'm still in awe of High Definition. But I do not understand waiting to make a move on real estate right now—postponing backyard barbeque memories, pool parties, neighborhood bike rides with the kids, or family dinners in the new dining room. Technology makes my life better; it provides me with entertainment for the moment. However, it is no substitute for the one thing that can put a roof over my head, providing a sense of safety and unity for my family: a home. When you work with a local REALTOR®, you will not need 3-D glasses to see the bargains, because they are right in front of you.