

Shellie Watson & Assoc.
Keller Williams Realty
Atlanta Partners
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Spring 2009

**Congratulations
to our newest
home owners
and sellers**

- **Jessica Swiecki
in the purchase
of her first
home**
- **Paige McKnight
in the purchase
of her new
home**
- **Daniel &
Elizabeth Cairo
in moving to
Atlanta and
relocating a
business**

Do you know a home owner in trouble?

Are you interested in purchasing distressed properties?

A short sale occurs when the bank agrees to discount the loan balance for a seller who owes more on his mortgage than the home is currently worth or when the seller is several months behind on their mortgage and facing the threat of foreclosure.

The good news about a short sale is that the seller is usually still living in the property and hopefully doing their best to take care of the property. This means the property is not usually rundown or distressed, as you would often find with a foreclosure. In fact there is a good chance that some of the most deluxe properties for sale in your area could be under water financially, this includes new construction.

Before you get too excited about buying a short sale, you need to be aware that the process of negotiating is anything but short. Actually, many buyers and realtors don't even want to deal with short sales because of the lengthy negotiations and the patience that the process requires. Unfortunately this fact leaves many choice homes on the market with sellers in trouble and very few willing bidders. Many realtors lack experience with these properties as well. Keep in mind in negotiating a short sale you are dealing with several parties: the sellers, their agent, and the seller's lender. Coordinating negotiations with all parties can take anywhere from 6 weeks to 6 months to execute because of the sellers legal obligations to their lender-not to mention the potential losses to the lender. Many banks are willing to take a loss on a mortgage in a short sale situation, especially if it means avoiding an even bigger loss in a foreclosure. It is a fact in our current market that lenders are being flooded with short sale offers, so you must keep in mind that this is the primary cause of the lengthy response times in negotiations. It is imperative that you work with a realtor who has experience in successful negotiations of short sales, and experience in presenting the offer as the bank requires.

Please call me personally if you know of anyone who might be behind on their mortgage and in need of assistance to avoid foreclosure. Also, contact me if you are interested in investing in a foreclosure or a short sale. Please do not remotely consider attempting the purchase of a foreclosure or a short sale solo. Our team has much experience in these negotiations over the last few years.

Shellie

GARDENING TIPS FROM GEORGIA GARDENER, WALTER REEVES

www.walterreeves.com

FIRST WEEK

- Divide over-wintered baskets of Boston fern into four sections. Plant new hanging baskets using two sections of fern in each.
- Green grass in a Bermuda lawn is probably *Poa annua* (annual bluegrass). You can try digging it out but, better yet, make a mental note to put out weed preventer next September.
- Plant dahlias, elephant ear, gladiolus and caladiums now.
- Prepare spots where you intend to sod by first killing all weeds present. Use glyphosate (Roundup) or glufosinate (Finale).
- Examine the backside of euonymus and holly leaves for the white crust that signifies scale insects. Thoroughly spray leaves with horticultural oil.

SECOND WEEK

- It is safe to plant tomatoes, peppers and eggplant in your garden now that the soil is warm.
- Remove withered flowers from florist's azaleas you receive for Easter to prolong their blooming.
- Move houseplants outdoors gradually. Never place them in full sunshine; filtered shade is best.
- It's never the wrong time to lime your lawn. Forty pounds per 1000 square feet is approximately enough but a soil test can tell you exactly what you need.
- Spray azaleas with insecticidal soap if you have had azalea lace bug problems in the past.

THIRD WEEK

- Remove guy wires from your fall-planted trees. Trees that move with the wind grow stronger than those supported for more than a few months.
- Plant Easter lilies outdoors after removing their faded blooms.
- Mulch tomatoes immediately after planting to prevent early blight fungus from splashing from the soil onto the leaves.
- "Flowering Annuals for Georgia Gardens" is a free booklet available at your local Extension Service office. Call 1-800-ASKUGA-1 to get local office phone numbers.
- Water houseplants more frequently with the onset of more hours of sunshine and new green leaves. Begin monthly feedings with houseplant fertilizer.

FOURTH WEEK

- Plant the seeds of annual flowers such as marigold, cosmos, zinnia and celosia. Mix lots of soil conditioner in beds to help them be drought tolerant.
- Hang garden chimes on a tree branch so the wind keeps them constantly tinkling.
- Plant corn, bean and pea seeds now. Use a soaker hose to water vegetable rows - you'll prevent disease and weeds plus save water.
- Sharpen or replace your mower blade now that lawn grass has begun growing rapidly. Check the mowing height on a flat surface.
- Look for aphids clustered at the tips of fast-growing crape myrtle branches. Blast them off with a water hose and give a ground-dwelling spider a nice lunch.

FEATURED LISTINGS by Shellie Watson & Associates!

**2828 Peachtree Rd
Atlanta
\$495,000**

2BD 2BA PENTHOUSE with views of downtown & Buckhead, Entrance foyer, Fireplace, patio, pool with clubhouse, 2 parking spaces with extra storage, laundry room, 74 unit building, CUSTOM wood doors

MLS# 2582255



**5932 Thunder Woods Trl
Sugar Hill
\$395,000**

5BR 4BA, 3 sides brick with full basement, NEW kitchen with GRANITE, Fresh Paint, HUGE private wooded backyard, HARDWOODS on main, HUGE Deck

MLS# 2649390



BRAND NEW LISTING!!!

**1950 Peachbluff Drive
Duluth
\$289,900**

4BRM 2.5 BA, TRADITIONAL Brick, Duluth schools, Kitchen with HARDWOOD floors, finished BASEMENT, PRIVATE backyard, NEW roof, NEW carpet

Go online to www.shelliewatson.com for updated information

**100 Roberts Rd
Suwanee
\$249,900**

North Gwinnett Cluster Schools!! 4BR 2.5BA, Charming 2 story brick, HUGE level lot, UPDATED kitchen, HUGE SUNROOM, Private FENCED backyard, 2 inch blinds, HUGE master suite with sitting room

MLS# 2637122



COMMERCIAL LISTING

7102 Mt. Zion Blvd.
Clayton
\$550K/frontage Acre

10+ acres owned by Mt. Zion Baptist Church-a 66 acre campus. Hospital project 2 miles away. Frontage property for sale is .04 miles west of I75 South on Mt. Zion Blvd.

Contact Shellie for details and flier!

www.shelliewatson.com

770-622-4675 678-938-9232

Check out what's going on around town???? Spring 2009

Phillips Arena

April 26-Bruce Springsteen

April 28-Fleetwood Mac

May 27-Atlanta Dream vs. Connecticut

Lakewood Amphitheatre

April 23-Nickelback, Seether, & Saving Abel

May 10-Nine Inch Nails & Janes Addiction

May 16-Darius Rucker

May 17-Coldplay

May 28-New Kids on the Block

Cumming Playhouse

April 22-The Wood's Tea Company

April 25-Tales of Brer Rabbit and Uncle Remus

May 14-17-Big Hair and Broadway:

The Music of the 80's

May 21-Forever Plaid



Gwinnett Arena

April 23-Fall Out Boy

May 16-Revenge!

Atlanta BRAVES-Home Games

April 10-12 WSH

April 14-16 FLA

April 27-29 STL

May 1-3 HOU

May 4-5 NYM

May 15-17 ARI

May 18-21 COL

May 22-24 TOR



SPECIAL DAYS & HOLIDAYS

April 22-Earth Day

May 1-May Day

May 5-Cinco de Mayo

May 10- Mother's Day

May 26-Memorial Day



Georgia Trivia Time:

Coca-Cola was invented in May 1886 by Dr. John S. Pemberton in Atlanta, GA. Coca-Cola was first sold at a soda fountain in Jacob's Pharmacy in Atlanta.

The future belongs to those who believe in the beauty of their dreams.

-Eleanor Roosevelt

THANKS

TO OUR STRATEGIC BUSINESS PARTNERS!!

Chip Nitowski

Custom Mortgage Services



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Bathroom remodeling, interior/exterior painting, carpentry,
Basement Finishing, Tile installation, General Home maintenance!

**CONTACT US TODAY FOR
INFORMATION ABOUT HOW TO BE
LISTED AS A STRATEGIC PARTNER!**

SHELLIE SELLS REAL ESTATE!



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TO A VALUABLE CLIENT AND FRIEND:



Thank you for your referrals!

Search the entire MLS and FMLS
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www.georgiahomeforyou.com or
www.shelliewatson.com

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Why Pick Shellie?

- *Multi Million \$ producer!!!*
- *Full Time-Full Service Realtor!!!*
- *Elected to Serve on Agent Leadership Committee for the largest Keller Williams office in the Southeast!!!*
- *Top 20% producer for Atlanta!!!*
- *Elite Realtor Society of Atlanta!!!*
 - *NATIVE OF ATLANTA!!!*



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