

# Lafayette Real Estate

JUNE

LAFAYETTE AND ACADIANA REAL ESTATE NEWS

2010



## In this issue:

[Home Buyer Tax Credit Extended for Armed Service Members](#)

[Tip #4 for For Sale By Owners](#)

[Home Sales January-May 2010](#)

[Home Sales are Up in Lafayette, LA](#)

## Armed Service Members Have Till April 30, 2011 For Home Buyer Tax Credit

For the majority of people, the home buyer tax credit expired on April 30, 2010, but Congress has given service member more time to take advantage of it. They realize that many members of the military, foreign service and intelligence communities may have missed out on the opportunity to take advantage of the credit due to being assigned overseas.

The law provide qualified service members who served on official extended duty outside of the United States for

90 days or more at any time between January 1, 2009 and April 30, 2010, another year to buy a home and claim the credit.



Those qualified service members who are eligible for the home buyer tax credit now have until April 30 2011, to sign a sales contract and until June 30, 2011 to settle and close on the home. This includes both the \$8,000 first-time home buyer and the \$6,500 repeat home buyer tax credits.

There are many more details to this tax credit that can be found at [www.FederalHousingTaxCredit.com](http://www.FederalHousingTaxCredit.com).

Search for properties: [www.LaRealEstateDoctor.com](http://www.LaRealEstateDoctor.com)

Get your Home's Value: [www.AcadianaHomeValues.com](http://www.AcadianaHomeValues.com)

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Tip #4 for a Successful sale as  
a For Sale By Owner

**FSBO Tip #4: Pre-qualify callers  
and visitors: Have a Lender  
Willing to Help!**



Even if you are not buying another home and do not need a lender, some of the people who will call on your home may not be pre-qualified or pre-approved, yet. This is a question you should ask when they first call and before you show them your home: "have you talked to a lender and are you pre-approved to purchase a home in this price range?"

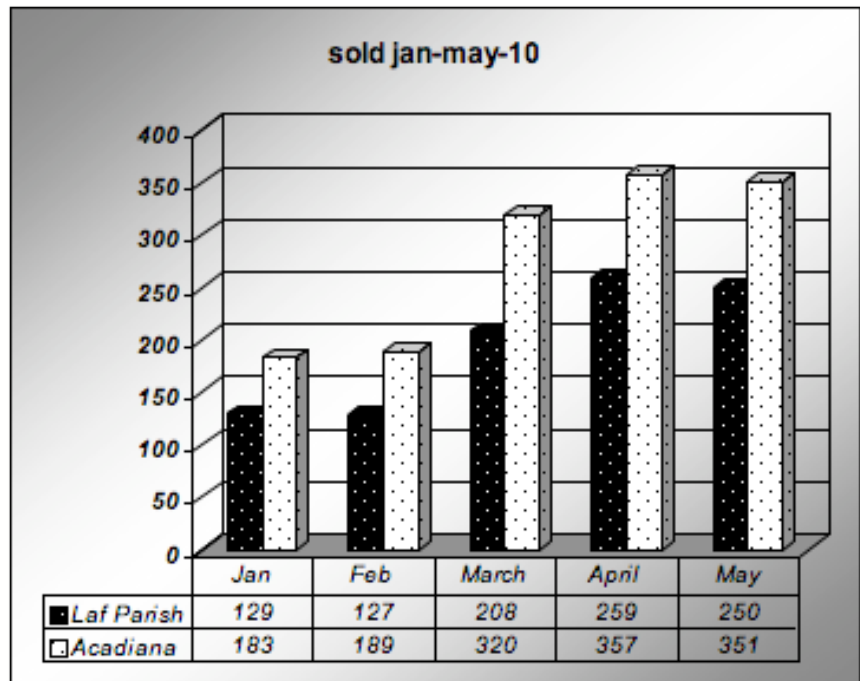
Yes, you may feel a little uncomfortable asking, but think of all the time you will save by not showing your home to buyers who can't afford it!

If you do not know a lender, your Realtor (see tip #1) can help you find one. Call the lender ahead of time and let them know that you will give their contact information to your potential buyers who are not pre-approved. Chances are, some of the people who will call on your home are not ready to buy; they are just "looking."

Showing your home is a time consuming process. By pre-qualifying your callers, you can save time and energy and only show your home to willing, ready, and able buyers.

[Click here to read this article online and for links to Tips #1, 2 and 3.](#)

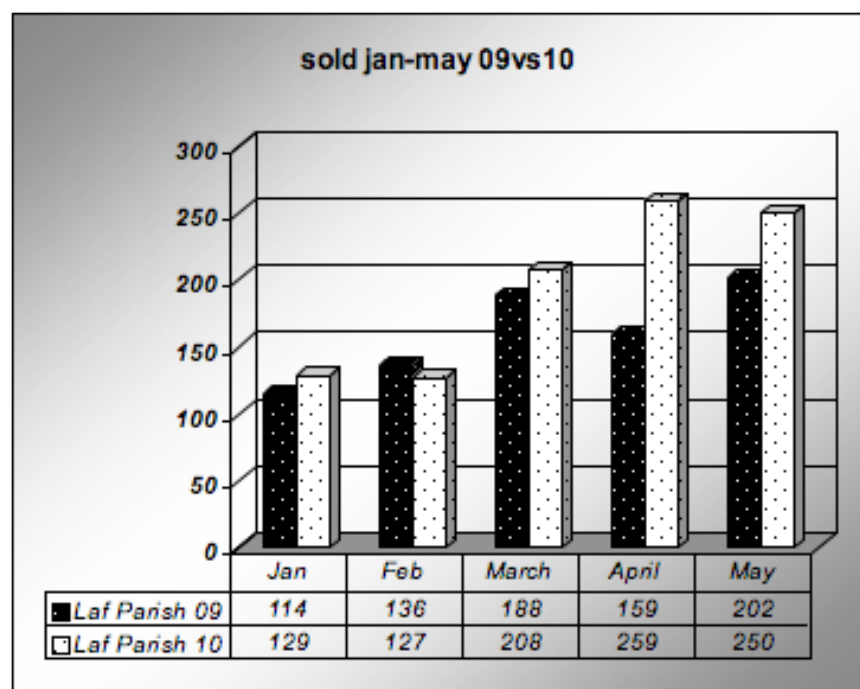
# Home Sales 2010 Lafayette & Acadiana



Home sales remained about the same in May when compared to April and are still much higher than last year. Interest rates have remained low and are making this a great time to buy.

There are currently 2470 homes available and 464 home sales pending in Acadiana. In Lafayette Parish, there are 1354 homes for sale and 301 properties are under contract.

[Click here for more info](#)



# Home Sales are Up in Lafayette

Home sales in Lafayette, LA are up 20% this year when we compare to last year for the same period. In Lafayette in 2009, 758 homes had sold by May 25th while this year, 911 homes sold during the same period.



If we look at all of Acadiana, home sales are up more than 16% this year with 1310 homes sold compared to 1124 last year during the same period.

One thing people ask these days is the percentage of foreclosures in those sales. Last year, bank owned properties accounted for 10% of home sales in Acadiana and 5% in Lafayette Parish. This year, in 2010, the percentage of bank owned properties sold remained the same for all of Acadiana at 10% and went up

to almost 7% in Lafayette parish.

If you are thinking about buying or selling a home in Lafayette, LA or anywhere in Acadiana, or investing in real estate, contact me. I'd love to hear about your real estate dreams!

## Summer's Here!



Visit my web site  
[www.LaRealEstateDoctor.com](http://www.LaRealEstateDoctor.com)  
and enter to win a copy of "My First Home," a guide for first time home buyers.

## Buying or Selling?



[Contact me](#) today for a free, no obligation consultation!



## In the July Issue

- *Staging Tips for Sellers*
- *More Tips for FSBO*
- *Don't miss it!*

## RED Day in Lafayette: a Success!!

**RED Day is a day where members of the Keller Williams family take a break from their busy lives to give back to their communities.**

**In Lafayette, LA, members of Keller Williams Realty Acadiana worked at transforming flower beds at the Acadian Village. And while most of us had planned to be there for the day, we had completed our work by the time lunch rolled around. We even **did more than anticipated!****

[Click here to visit my blog and view picture of our RED Day project!](#)