

Dear Friends and Clients,

First we have snow! Then 80 degree temps 4 days later. How I love Richmond! I realize everyone is very busy now that the weather is so nice! So I'll leave you with a paragraph written by Robert J. Samuelson from the Washington Post on the current affordability of housing.

Here's a little-known fact: Housing may be more affordable now than at any recent time, thanks to lower prices and falling mortgage rates (now about 5 percent). The National Association of Realtors has an "affordability index" that estimates the family income needed to buy a median-price house, assuming a 20 percent down payment and monthly mortgage payments equal to 25 percent of income. Affordability is now the highest since the index's start in 1970.

Still not convinced that now is a great time to buy? Even if you have a home to sell, now may be an opportunity you don't want to miss. So give me a call and I will be happy to answer any questions you may have. And remember that I am never too busy for any of your referrals. John.

If you do not wish to continue to receive this valuable monthly newsletter, please send me an email and let me know.



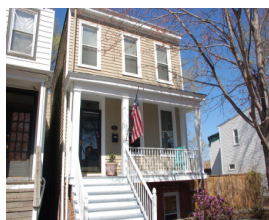
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"The finest compliment I could ever receive is a Referral from my friends and clients."



Properties For Sale – www.JohnPace-Realtor.com – click on 'Current Listings'
Or click on pictures below to view Virtual Tour



GREAT NEW PRICE - [414 N. 24th St.](#) - \$295,000—Love urban living, but need some elbow room? Then this completely renovated (2003), 3 bed, 2.5 bath 2,745 SF home with a LARGE double lot with gorgeous landscaping is the perfect home for you. All plumbing, electrical and mechanical systems replaced in 2003, full English bsmt with 8 ft ceilings has access from inside, front or rear of home. **NEW main ROOF!** HUGE tax abatement! Beautiful, historic home with modern conveniences. Short walk to MCV!



UNDER CONTRACT! - [6612 Monument Ave](#) - \$239,950 - Turn-key 3 bed cape on historic Monument Ave. Roof, central a/c, water heater, replacement windows & gutters all new in 2003. Cozy wood burning fireplace & refinished wood floors. Updated kitchen, large fenced yard, rear deck, screened porch.



BEST \$ PER SQUARE FOOT - [5804 Morningside Dr](#) - \$429,500 - This beautiful 2 story Georgian style brick home comes complete w/slate roof & matching garage in desirable Westwood. 4 bedrooms & 3.5 full baths. Over 3,300 SF! The large master bedroom has it's own private bath, brick/gas fireplace, walk-in closet, 2 hanging closets, linen closet, & 2 storage closets. Huge family room with fireplace and lots of windows for great light, walk-up closet and



SOLD! - [1315 Maywood Rd](#) - \$199,950 - Super clean 3 bed, 1.5 bath cape on corner lot with 1.5 car garage. Hardwood floors on both levels. 1st floor bedroom has a brick, wood burning fireplace. 1st floor also has a full bath and sunroom. 2 large bedrooms and 1/2 bath on second floor. HUGE rear deck overlooks large, private backyard. All appliances and HMS home warranty convey with home.

Newsletter – www.JohnPace-Realtor.com - click on 'Monthly Newsletter'

- It pays to research a new neighborhood before you buy a home there. While your Realtor is a valuable resource for some information, you will need to find out some facts for yourself. Want to learn how? Just click on "Expert Insight".
- Whether you are saving up for a full bedroom makeover, or just want to make a small change, your bed is the perfect place to start. To learn more, just click on "Home and Garden".
- It really is possible to make simple changes and save on the costs of health care for yourself and your family. To find out how, just click on "Dollars and Sense".
- Do you sometimes feel like you might forget your own name, let alone be able to remember the name of someone you just met? Check out these seven simple ways to improve your memory. Just click on "Health and Wellness".
- Are you stuck in a rut? Want to make a change? Spring is the perfect time to clean up your life! Get started when you click on "Living the Good Life".
- Don't miss this month's recipe for Patty Melts with Mushrooms and Blue Cheese. So much more than your basic patty melt, this recipe kicks up the classic. Get it when you click on "Delicious Dishes".