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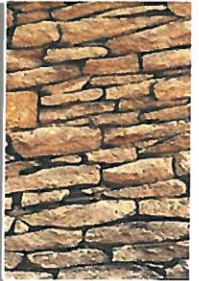
My Favorite Recipes



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An Insight into the Current Real Estate Market

Marcy's Corner of the Market



current topics >>>

How To Sell Your Home in an Economic Downturn

Selling your home in a downturn market dictates pricing your house at fair market value right out of the gate - Day 1!

Sellers don't like to hear it, but Buyers always shop and compare. Some Buyers are looking for a good deal and a steal, but there are plenty of Buyers in our market who are buying at or close to full price if the house is priced at fair market value. *This year I've had quite a few of my listings go under contract within the first week of being on the market!*

For more information go to www.MarcyKlee.com

What is a short sale?

Selling your home as a short sale - how does it work?

A short sale is a sale of real estate in which the sale proceeds fall short of the balance owed on the property's loan. It often occurs when a borrower cannot pay the mortgage loan on their property, but the lender decides that selling the property at a moderate loss is better than pressing the borrower. Both parties consent to the short sale process, because it allows them to avoid foreclosure, which involves hefty fees for the bank and poorer credit report outcomes for the borrowers. This agreement, however, does not necessarily release the borrower from the obligation to pay the remaining balance of the loan, known as the *deficiency*.

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circumstances that has led them into the inability to pay their mortgage. One or two years worth of tax returns, bank statements, pay stubs, stated income, expenses, and assets.

This information goes to the Loss Mitigation Department of the bank and is sent through a qualifying process and/or committee to determine if the Seller is accepted into the Short Sale Program. Once accepted the bank usually issues a letter stating what the bank must net from the sale.

If there is a second mortgage on the property the Seller must do double the work as they each require a short sale package to be submitted. It generally takes 6 weeks or longer to be accepted into the program. Once an offer is made on the house the process enters a new phase of the program and eventually gets sold!

The short sale process is a lengthy process and is subject to each individual lender's prerogative. In general though, a Seller completes a short sale package that includes a handwritten letter of hardship explaining the



Marcy Klee & Associates are going **GREEN!**

I love to keep in touch with my clients, but sometimes I don't get all of the pertinent information at the end of the transaction. You've moved onto a new house, a new state, or even out of the country. I usually have your address of where you are going, but I lack some other information I need.

I am undertaking a huge transition in my office to go green. We are accomplishing this by updating our database. You can help me by supplying your current home phone number, a new cell number and your email address.

I never sell any of my information to anyone. However, I would like to go to an eNewsletter and need your email address to do so. The eNewsletter will be a one page quick update on anything new concerning real estate in our market. I plan on sending it out monthly. Of course, you will have an option to opt-out if you do not want to be contacted through email.

Critical issues come up periodically and I want to make you aware of them. Please take just a moment to email me at MKlee@neo.rr.com with your home **phone number**, new **cell number**, and **email addresses**. Also, I would like to know when your special day is-that is your Birthday! I don't need the YEAR you were born, just the month and day.



Please don't ever hesitate to call me if you have a question about real estate. I may use one of your questions for this newsletter.

If you have a family member or friend looking for real estate we would appreciate your referrals, even if it is in another state. I can help by finding a top notch REALTOR in that area. Just call me!



Tips on Ways to Add Value To Your Home

Get out a can of elbow grease and remove that outdated wallpaper! Don't have wallpaper to remove, but you have bold or loud colors? Putting a fresh coat of a flat neutral color on your walls will add value to your home and put more money in your pocket.

Did you know...

All homeowners are required to fill out a property disclosure statement disclosing issues with their home. There are a few exemptions to this rule: i.e. homes that are held in a trust, new construction, foreclosure, court order, deed in lieu, transfer between co-owners, between spouses, spouses or former spouses, to a government entity, or someone who has inherited the property and has not resided for one year prior to the transfer.

I Need Your Help!



Trying new things and experimenting in my Kitchen is a form of relaxation for me and my office has reaped the benefits of testing my recipes. The publication of my first cookbook was a lot of fun to create and a huge success so I have decided to print another one but need your help!

It would be great to have you share your favorite recipes with us and then be acknowledged in the cookbook! We hope to publish it in time to send out for the New Year. Everyone who contributes a recipe as well as my friends, past customers and affiliates will receive one free. If you need more than one, just ask!

Please send your recipes to *Marcy Klee & Associates* at 549 N. Main St, North Canton, OH 44720 or feel free to email team member, Katie at ktehret@yahoo.com.

Thank you for all of your business over the years. Your help in making my business and the cookbook a success is greatly appreciated! Bon Appetite!

September Home Sales!

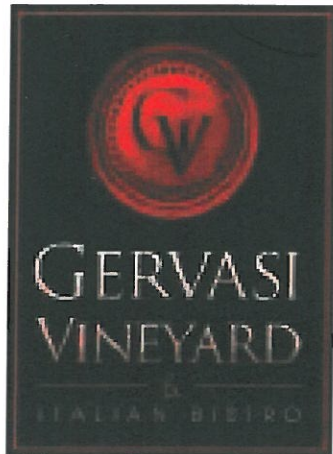
Area	Averages	SqFt	Original Price	List Price	Sale Price	% of List Price
North Canton	18 Sales	2142	\$183,389	\$176,733	\$167,577	94.82
Plain	32 Sales	1782	\$149,979	\$146,217	\$136,870	93.61
Jackson	42 Sales	1990	\$169,467	\$159,383	\$153,619	96.38
Perry	21 Sales	1480	\$103,562	\$92,105	\$89,043	96.68
Massillon	26 Sales	1343	\$67,031	\$61,287	\$59,651	97.33
Lake	12 Sales	2057	\$205,581	\$194,413	\$180,492	92.84
Green	20 Sales	1895	\$188,300	\$184,545	\$177,928	96.41



Remember, as a valued client of mine you are entitled to a free market study once a year.

An in-depth market study compares your home to other homes that sold, of similar style and square footage, in the general vicinity, and in the general same condition.

As always, Buyers and Sellers agree on the purchase price of a home, but appraisers have the final word. They determine value by guidelines set up by the Federal government.



*My Favorites
Around Town*

Gervasi Vineyard & Italian Bistro opened in March 2010 and it is a fabulous new addition to this community! The beautiful property provides a relaxed, friendly atmosphere to enjoy a glass of wine or share an exquisite meal in good company. Visit the vineyard on Wednesdays for the weekly Farmer's Market from 4-8 p.m. for fresh & local, homemade goods!

property advice >>>

Property Questions:

- Q. Should I just have an appraisal done on my home now so when a buyer comes along it is already done?
- A. No because when a Buyer comes along that Buyer's lender will order an appraisal and won't accept an appraisal already done by the Seller of the property.
- Q. Is a market study like an appraisal and how is that conducted?
- A. A market study uses the same information as the bank appraiser. I prefer to do a 2 step approach. My first appointment is a fact finding mission. What is your time frame? What improvements have you made? And the general condition of the property. After taking copious notes and room measurements, I go back and gather the necessary data to provide an accurate assessment of value. My next appointment, I sit down and go over the in-depth market study and show you what I do to market the home. I am proud to say that my listings are selling between 96.7 and 98% of where we list them and in less days on the market.



Marcy's Autumn Apple Dumplings

These apple dumplings will make your mouth water! Topped with a delicious cinnamon-sugar sauce, you won't be able to get enough of them.



6 medium apples

Sauce:

1 cup sugar
2 cups water
3 Tbsp butter
1-1/2 tsp cinnamon

Apple Filling:

1/2 cup sugar
1-1/2 tsp cinnamon
butter

Pie Crust:

4 cups flour
1/2 cup ice water
2 cups Crisco
1 Tbsp vinegar
1 egg
1 tsp salt

Peel and core apples. Mix sauce ingredients in sauce pan and boil for 5 minutes. Roll pastry 1/8 inch thick. Cut squares to fit the apple. Place apple in middle of square.

Fill core of apple with about 1/2 tsp of apple filling. Dot top of core with butter. Pull pastry up and form around apple. Place in pan and Pour sauce over the dumplings. Bake at 450 F for 40-50 minutes or til crust is brown.



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It costs no more to hire the best!



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