

## Katie Wethman's Real Estate News

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**Dear Katie,**

Happy New Year!

I'm starting off my new year with a big change: I am pleased to announce my **new affiliation with Keller Williams!**

Keller Williams is an international company with over 650 offices nationwide, and is the 4th largest real estate company in the US. After researching many brokers in our area, I realized that Keller Williams "gets it" and is the right fit for me and my clients. I'm excited about the upcoming year!

**My contact information remains the same:**

**[katie@katiwethman.com](mailto:katie@katiwethman.com) and (703) 655-7672.** My website got a makeover, though, so check out [www.katiwethman.com](http://www.katiwethman.com) when you have a moment and let me know your thoughts.

There is lots to talk about this month, so I have **blocks below for buyers, sellers, and a special feature on refinancing.**


I've also **scheduled the first of my classes for 2009: my popular (and FREE) [Home Buyer Seminar series will start on February 17](#)**, held at Arlington Central Library.

**New this year will be a free [Home Seller Seminar, also held on the 17th](#).** The class will cover how to price your home, key marketing channels and tips, and key seller pitfalls.

*As always, please let me know if I can do anything to help you or your friends with your real estate needs.*

Best regards,  
Katie

p.s. If you know of someone looking to buy OR sell this year, please forward them this newsletter!

 [Forward to a Friend](#)

### Real Estate By The Numbers

My market stats section got a recent makeover. Don't worry, your favorite stats are still there, plus a few more: **Average Sales Prices, Days on Market, Inventory levels, and Interest Rates.**

**Check out these new pages, and let me know what you think!**



[Arlington](#)  
[District of Columbia](#)  
[Northern Virginia](#)

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#### Monitor the Value of My Property

Contact me to arrange for a free monthly email of activity in your neighborhood.



Katie's Sold Properties  
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[Logan Circle Condo](#)

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## Buy Now or Wait?



This [New York Times writer](#) thinks we will look back on this time as the "golden age for first time home buyers."

I don't have a crystal ball, but I do know there are some **pretty compelling reasons to start your search now:**

- **Interest rates** are at historical lows
- Prices tend to be **lower in winter**
- [\\$7500 Home Buyer "Credit"](#) expires July 1, 2009

I find it takes buyers about 2-3 months to conduct their search. Getting comfortable with the market, learning what you get for the money, and contracting for a home all takes time. **Wondering how to get started?**

- Attend my [free First Time Buyer class](#).
- Think about how much you can afford and evaluate your assets and spending. ([Here's a good article on that.](#))
- Review these [buyer resources and FAQs](#).
- Then give me a call. I'd love to help you!

## Sellers: Start Thinking NOW About a Spring Sale - Preparation is Key!

Believe it or not, the Spring market is just around the corner. **NOW is the time to begin preparing if you plan to list your home for sale in 2009.** Thinking of selling? Here is some must-read material:



[Seller Resources](#)

[How Do I Know if My Listing Agent is Doing a Good Job?](#)  
[Five Mistakes Listing Agents Make](#)

**I bring together a team of pros to give my clients outstanding marketing and services.** I provide all of my listing clients with:

- **Free professional photography**
- **Free [professionally printed brochures](#)**
- **Free professional staging consultations (interior and exterior)**
- **Free [dedicated websites](#)**

I'm a CPA and an MBA, and that's important because your home is one of the biggest investments you will ever make, and you need someone with the right training--business training--to advise you. I am a licensed real estate agent in VA, DC, and MD. Learn more about me at [www.katiewethman.com](http://www.katiewethman.com)



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All of these services take time, and in this difficult market you want to make sure your home 'launches' in the best possible light. I'm licensed in VA, MD, and DC, so **if you know of someone thinking of selling this spring, please forward them this newsletter!**

## Thinking of Refinancing?



Yes, **rates are at all time lows, but it may not be as easy as you think to refinance, especially if your property has lost value or you have little equity.** You also need to consider the closing costs, just like when you purchased. **But as this article points out, many people, including those with [ARM loans](#), those with rates a full percentage point higher than current rates, those planning to stay in their homes awhile, and those with significant equity, should look into refinancing.**

Read more at my [blog post "Should I Refinance?" here](#). **And contact me if you need a recommendation on some excellent lenders and settlement companies!**

## Recent Blog Entries

[Should I Refinance?](#)  
[First Time Home Buyer Classes](#)  
[First Time Home Seller Classes](#)

## January Calendar of Events



[Click here for a list of fun events](#) in the Greater DC area this month.

Happy 2009!

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