



Home Matters

Your John Smith Team Newsletter

December 2009

Elizabethtown (717) 367-2400

www.JohnSmithTeam.com

Hershey (717) 533-1100



Happy Holidays clients and friends! It is hard to believe that 2009 is rapidly coming to a close. The entire team at the John Smith Real Estate Group would like to extend warm wishes for a happy and healthy and joyful holiday season with family and friends. As always, we are sincerely grateful for your referrals now and throughout the coming year.

Warmest regards, John and Eileen Smith and Team

It's our pleasure to serve you!

Visit our website to enter to win a 32 inch SONY FLAT SCREEN TV!



MARKET UPDATE FROM JOHN

According to a report released November 20, 2009 by the Lancaster County Association of Realtors (LCAR), home sales for the month of October increased 24.2 percent compared to October of 2008 and pending home sales jumped 26.0%. Sales numbers indicate homes that went to settlement during the month of October, and pending sales reflect homes that went under contract during the month. In October 2009, 462 homes were sold and 392 went under agreement; this compares to 372 sales in October of 2008 and 311 pending sales.

Homes that sold in October of 2009 did so at a faster pace than 2008. In October 2009, 42.9% of the sales were on the market less than 30 days, compared to 35.9% in October 2008. New listings for October decreased 2.0% from 693 in 2008 to 679 in 2009. The extension and expansion of the original home buyers' tax credit that was set to expire November 30th is great news for consumers, both first-time and repeat buyers. When you combine low mortgage rates with very favorable affordability conditions, a great supply of homes in all price ranges and the added bonus of the \$6,500 or \$8,000 tax credit, it is truly an unprecedented time to buy a home.

The National Associated of Realtors forecasts that 2010 home sales are expected to increase 15% over 2009. There will also be improvement in the mid- and high-priced markets similar to what we have seen thus far in the lower end, first time market due to the expanded tax credit. The \$6,500 move-up tax credit applies to buyers who meet the following criteria: they have owned and lived in their previous home for 5 consecutive years out of the last 8 years, the home was purchased after November 6, 2009 and on or before April 30, 2010, and a single taxpayer has an income up to \$125,000 or a married couple has an income up to \$225,000.

Check out our NEW website! Visit: www.JohnSmithTeam.com

Weekly Open Houses

Check out our open house schedule by clicking on the 'Open Houses' tab on our website. You can view both inside and outside pictures of the featured homes.

Neighborhood Report

If you are interested in finding out what home values are doing in your neighborhood for 2010, we have an easy solution. Simply email me at John@JohnSmithTeam.com for your copy of the market report that will show your neighborhood statistics.

TEAM COMMUNITY NEWS... Because we care!

John Smith Team Food Bank



On **Saturday, November 14th**, we filled our moving truck with generous food donations from shoppers at Darrenkamp's Elizabethtown Market and Karn's Quality Foods in Hershey. We distributed the donations to the Elizabethtown Food Bank and The Hershey Food Bank. Even the John Smith Team Happy House had a great time collecting food! Thank you for sharing the blessings of Thanksgiving with others in our community.

John Smith Team Toy Bank

December 12th kicked off our 14th year of collecting toys to bring joy to area children for Christmas. We were located at the Elizabethtown and Hershey K-Marts. Your generous donations were much appreciated and were delivered to the children at The Children's Playroom of Lancaster County, The Bethesda Mission and Water Street Rescue Mission. Thank you all for opening your hearts this Christmas!

