



CERTIFIED DISTRESSED
PROPERTY EXPERT®

(818)368-6265

Re/Max Olson & Associates



GRAF REPORT

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Robert Graf –REALTOR® License # 01469117

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www.RobertGraf.com

- *Northridge West Neighborhood Council Clean Sweep is in full swing—come join us every Saturday morning starting at 7:00AM to help beautify our neighborhood.*

- For more details contact:

Robert Graf @

(818)368-6265

Bob@RobertGraf.com



If you have been thinking about selling your home — now is a great time. Interest rates are at an all time low and inventory is limited. Call me for a free no obligation price analysis and the latest up to date market details. Be informed.



What to Look for in a REALTOR® when Selling Your Home

Make sure the person you select is a member of the National Assoc. of Realtors (NAR). While real estate agents can sell homes, only REALTORS® are members of NAR and must follow the association's strict ethics code. Interview more than one REALTOR® before making a decision. Each agent should have a listing presentation demonstrating their ability to represent you, years of experience, marketing plan, and company resources available to attract buyers and expose your property world wide. It is extremely beneficial to have an agent that specializes in your area as they are more familiar with local schools, shopping, places of worship,

surrounding developments and market conditions. Your local expert is also better equipped to determine current market value on your home. Ask if the agent works full time or part time. Full time agents have more time to keep up with local market conditions and laws. They also tend to have more experience with contracts and disclosure issues that can arise throughout the process. A skilled negotiator is important when it comes to concessions between buyer & seller. All agents must have their Dept. of Real Estate license # on there contact info, you can go to the DRE website at: **www.DRE.CA.gov** & look under license status check to see if their li-

cense is current & if there has been any disciplinary action taken against them. The key to having a good experience is to be informed & educated. Choosing the right agent will equip you to make good decisions & feel confident about the process.

If you would like more information or a free Market Evaluation of your home contact: Robert Graf at: (818)368-6265



Housing Market Update for 2011

In the Los Angeles County area the median price bottomed out in February of 2009. We have been slightly increasing since that time but have experienced a set back the last 8 months (although still above the low of 2009).

According to Leslie Appleton-Young, chief economist for the Cal. Assoc. of Realtors 2011 will bring more of the same. We will experience slight growth but are still far from complete recovery. All government programs have

been helpful but only for a limited time. As Leslie Appleton-Young stated, "time heals all wounds," and this economic cycle we are in has to run its course before we will have a robust housing market.