



The Relo-Report

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Our mission is threefold:

- (1) Eliminate the stress and headaches associated with relocation,**
- (2) Provide excellent assistance, including finding one of the best, most highly qualified hand selected real estate agents for the individual or family who is relocating, through our Certified Professional Agent Network. (CPAN)™**
- (3) Reduce the costs associated with relocation by providing Free Relocation Services and discounts through our Business Alliance Advantage™ program.**



9 Buyer Traps and How to Avoid Them

No matter which way you look at it, buying a home is a major investment. But for many homebuyers, it can be an even more expensive process than it needs to be because many fall prey to at least a few of the many common and costly mistakes which trap them into either:

- paying too much for the home they want, or...
- losing their dream home to another buyer or,
- worse, buying the wrong home for their needs.



A systemized approach to the homebuying process can help you steer clear of these common traps, allowing you to not only cut costs, but also secure the home that's best for you.

The following information discusses the 9 most common and costly of these homebuyer traps, how to identify them, and what you can do to avoid them:

1. Bidding Blind

What price should you offer when you bid on a home? Is the seller's asking price too high, or does it represent a great deal. If you fail to research the market in order to understand what comparable homes are selling for, making your offer would be like bidding blind. Without this knowledge of market value, you could easily bid too much, or fail to make a competitive offer at all on an excellent value.

2. Buying the Wrong Home

What are you looking for in a home? A simple enough question, but the answer can be quite complex. More than one buyer has

been swept up in the emotion and excitement of the buying process only to find themselves the owner of a home that is either too big or too small. Maybe they're stuck with a longer than desired commute to work, or a dozen

more costly fix-ups than they really want to deal with now that the excitement has died down. Take the time now to clearly define your wants and needs. Put it in writing and then use it as a yard stick with which to measure every home you look at.

3. Unclear Title

Make sure very early on in the negotiation that you will own your new home free and clear by having a title search completed. The last thing you want to discover when you're in the home stretch of a transaction is that there are encumbrances on the property such as tax liens, undisclosed owners, easements, leases or the like.

4. Inaccurate Survey

As part of your offer to purchase, make sure you request an updated property survey which clearly marks your boundaries. If the

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Referrals are Truly
Appreciated

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survey is not current, you may find that there are structural changes that are not shown (e.g., additions to the house, a new swimming pool, a neighbor's new fence which is extending a boundary line, etc.). Be very clear on these issues.

5. Undisclosed Fix-Ups

Don't expect every seller to own up to every physical detail that needs to be attended to. Both you and the seller are out to maximize your investment. Ensure that you conduct a thorough inspection of the home early in the process. Consider hiring an independent inspector to objectively view the home inside and out, and make the final contract contingent upon this inspector's report. This inspector should be able to give you a report of any item that needs to be fixed with the associated and approximate cost.

6. Not Getting Mortgage Pre-Approval

Pre-approval is fast, easy and free. When you have a pre-approved mortgage, you can shop for your home with a greater sense of freedom and security, knowing that the money will be there when you find the home of your dreams.

7. Contract Misses

If a seller fails to comply to the letter of the contract by neglecting to attend to some repair issues, or changing the spirit of the agreement in some way, this could delay the final closing and settlement. Agree ahead of time



Name that Movie!

In what popular fantasy film from 2004 were these memorable lines uttered: "I knew I could do it because I already saw myself do it. ...Does that make any sense?"



"Harry Potter and the Prisoner of Azkaban"



Life Lesson of the Month: "Capital can do nothing without brains to direct it." — J. Ogden Armour

tidbits

The Most Stressful City in America!

The research company Sperling's Best Places has determined that, based on unemployment, divorce rate, commute time, violent crime, suicide, alcohol consumption, poor mental health, and number of cloudy days, Tacoma, Washington was the most stressful place to live in America in 2007.

Sperling annually ranks communities in a host of categories, from "Most Romantic" to "Most Drivable."

Following Tacoma as *most stressful*:

- Miami, FL
- New Orleans, LA
- Las Vegas, NV
- New York City, NY

The research company said the *least stressful* cities were:

- Albany-Schenectady-Troy, NY and Harrisburg-Lebanon-Carlisle, PA.
- Orange County, CA
- Nassau-Suffolk, NY
- Minneapolis-St. Paul, MN

Source: www.bestplaces.net

real estate facts

on a dollar amount for an escrow fund to cover items that the seller fails to follow through on. Prepare a list of agreed issues, walk through them, and check them off one by one.

8. Hidden Costs

Make sure you identify and uncover all costs—large and small—far enough ahead of time. When a transaction closes, you will sometimes find fees for this or that sneaking through after the "sub"-total—fees such as loan disbursement charges, underwriting fees, etc. Understand these fees in advance by having your lender project total charges for you in writing.

9. Rushing the Closing

Take your time during this critical part of the process, and insist on seeing all paperwork the day before you sign. Make sure the documentation perfectly reflects your understanding of the transaction, and that nothing has been added or subtracted. Is the interest rate right? ...Is everything covered? If you rush this process on the day of closing, you may run into a last minute snag that you can't fix without compromising the terms of the deal, the financing, or even the sale itself.



The LARGEST Home in Hollywood

"The Manor," on Mapleton Drive in Belair, Los Angeles, is the largest Hollywood home in history. The building has 123 rooms and occupies an area of 36,500 square feet. Built by TV producer Aaron Spelling, the house includes a gymnasium, bowling alley, swimming pool, and skating rink. It is currently valued at \$37 million. Spelling bought the property in 1983 which included a house that had belonged to Bing Crosby. He demolished the Crosby house and built his own "dynasty."

Why Do People Relocate?

Changes in Jobs or Positions are Most Often the Reason People Change Residences

Relocating to a new region or state by renters and property owners happens for a number of diverse reasons; however, the primary reason given is usually career related. For example, if the area job market in your field is limited, relocating to a new area may give you a more optimistic outlook. However, perhaps you already have an excellent job, but you spend too many hours of your day commuting. In this case, moving may enable you to spend more hours of your day at home and less of your time battling traffic jams every day. Or perhaps moving to a new location gives opportunities for a bigger salary for the same work responsibilities you currently have. Other real estate owners have little control over their reason to move for a job. When your employer moves, they may require that you transfer to that new location or locate employment at a different company. Or, if you have a military position, moving on regular basis is just part of your job until your time of active duty expires. If you have a military position, moving on regular basis is just part of your job until your time of active duty expires.

Family Matters or City Atmosphere Induce Some Move

Family status changes are another of the top reasons that property owners give for moving to a new region. When a married couple begins to have children, they may contemplate relocating to a neighborhood that is more family-friendly. Some factors they may hope for in a move include close proximity to good day-care, uncrowded schools and other families with children. Families may also choose to move when they outgrow their current house or rental home if the cost of living becomes too great in their home town. Often property owners with families may go through changes such as a separation, divorce or the death of a spouse. These are also reasons that certain families may choose to move. A relocation of this form may be made to enable the extended family to provide more assistance in caring for children.



Things that make you go...

“Hmmm”

Weird Trivia

- ❖ Leonardo Da Vinci invented the scissors.
Maine is the only state whose name is just one syllable.
- ❖ No word in the English language rhymes with month, orange, silver, or purple.
- ❖ On a Canadian two dollar bill, the flag flying over the Parliament building is an American flag.
- ❖ Our eyes are always the same size from birth, but our nose and ears never stop growing.

Quote of the Month: *“Anything that changes your values changes your behavior.”*
— George Sheehan

Are You Wired?

It's easy to measure the value of conventional home improvements, such as remodeled kitchens, baths, or room additions because these improvements appeal to many homebuyers. Everyone can see and appreciate the value of the majority of conventional home improvements, because you can generally compare those improvements from home to home in order to analyze the return on the investment. However, the added value of a “wired” home is more difficult to measure, but it may be an improvement worth considering.

A “wired” or connected home is defined as a home specifically designed to accommodate a wide array of electronic equipment such as computers with Internet connections (both hardwire and wireless), cable or satellite television, impressive home entertainment systems,

special lighting, heating/ventilation/air-conditioning (HVAC), home security systems, and other elements that are all linked through a centrally controlled network.

Connectivity now includes “smart” appliances, such as refrigerators that order groceries and washers that dial up for repairs!



The average age of the first-time buyer is 31-35 years. That age group may be more likely to value a “wired” home.

Some buyers will pay more for connectivity, and a “wired” home may sell faster than a home that is not connected. The wired home, however, isn't likely to receive a higher appraised value just yet. More low-tech buyers, for example, may not be concerned at all with the value of a home's “connectivity.”

That's why it's usually smart to highlight wired features when marketing your home, even though research hasn't yet confirmed that

they add real value. But you can be assured that as time goes on, “wired” homes will become more and more in demand and their value recognized.



- ❖ Rubber bands last longer when refrigerated.
- ❖ “Stewardesses” is the longest word typed with only the left hand and “lollipop” with your right.
- ❖ The average person's left hand does 56% of the typing.
- ❖ The cruise liner, Queen Elizabeth 2, moves only six inches for each gallon of diesel that it burns.
- ❖ The microwave was invented after a researcher walked by a radar tube and a chocolate bar melted in his pocket.
- ❖ The winter of 1932 was so cold that Niagara Falls froze completely solid.
- ❖ The words ‘racecar,’ ‘kayak’ and ‘level’ are the same whether they are read left to right or right to left (palindromes).



Across town
or across
the nation....
*We bring
you home*



Relocating
America....
*One Family
At A Time*

Relocating?

Learn about our Streamlined NO COST Relocation Services

- ★ Single Point of Contact
- ★ Personal Relocation Consultant
- ★ Business Alliance Advantage™
- ★ Travel & Moving Discounts
- ★ Customized Home Search
- ★ Certified Professional Agent Network™
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