



A Note From The Editor:

Hello to All!

Whether you are a first-time buyer or a homeowner trying to upgrade, purchasing a house in an expensive or fast-rising area can be daunting. Real-estate experts say there are plenty of ways for committed buyers to get into even the hottest markets.

Here are few tips:

- * **Don't expect screaming deals.** Hot markets mean there is competition for virtually every available home. You can reduce the rivalry by looking off the beaten path. You must be careful not to pass up a good deal because you are waiting for an impossibly great deal to come along. Do your homework.
- * **Buy the worst home in the best neighborhood you can afford.** This old real-estate trick still works. Desirable areas appreciate faster in good times and hold their value better in bad times.
- * **Look for homes you can add value to.** You're more likely to get a long term payoff when you spend money bringing a home up to the average level of the rest of the neighborhood. If it's already the biggest or the best, you're going to pay a premium.
- * **Don't bankrupt yourself.** You need to set a limit on how much debt you are comfortable carrying. Many lenders today will loan you excessive amounts of money. Your housing and debt payments should not exceed 36% of your gross income.
- * **Get pre-approved.** Pre-approval gives you more to negotiate with than mere pre-qualification. You want to be able to tell a seller that you have a commitment from a lender. This tells them that you are a serious buyer.
Call 1-800-East West and we will approve you right over the phone for free!

ISoldMyHouse.com has again broken new ground with the launching of our new Real-Estate TV show premiering on Channel 56 the WB network at 10:00 AM Sunday mornings.

I would also like to mention that we have launched an entirely new, totally revamped website to better serve you. We are convinced you will be dazzled with the new look and user friendliness of our new site! ISMH.com now receives almost **THREE MILLION HITS A DAY!**

Happy House Hunting!

E. Williams, Editor In Chief