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“ Plain & Simple Tried & True ”

Hi Glenn & Susan,

How many times of late have you said to yourself, ***“It’s getting crazy out there!”*** **You are not alone.** The easy going conversations of the past about the weather, the cost of energy, the economy and the political arena aren’t so casual any more. For the first time in recent memory you can get a decent parking place at the local Wal-Mart; plenty of open spaces.

An unspoken phenomenon is occurring! There’s been a **stampede of activity** in our real estate market. Buyers are surfacing like new grass growing. This cavy of customers is hitching their wagons to our team because they are at peace with our willingness to invest ourselves in their acquisition success. Mortgage **banking is still pretty tricky** and more often than not can be pretty daggone disruptive to getting to the settlement table!

Since my last writing I have met an extraordinary and interesting assemblage of people who continue to respond to our **“Rapid Results Sales & Listing Program”**. In turn our activity is soaring, i.e.10 contracts on the board already this month, great group of new listings and multiple auctions coming up. The office is rocking!

Just a quick holler out to my **Trails End** group! Now is the time to tweak your listings, if you care to, ahead of prime selling season. Give us a call.

Clients ask, **“What’s selling?”** **In a word, VALUE !!** Dollars are worth less and the cost of living continues to out pace income. Our marketing strategy for both clients and customers have been to emphasize value directly related to opportunity and timing. Simply put there’s no time like the present to buy, sell or invest in real estate.

As I amble off let me leave you with a thought, ***“Be a better person today than you were yesterday and if you are blessed with a tomorrow be better yet!”***

God Bless,

April news letter.

