



If you have any family, friends, or loved ones this month looking to buy or sell a home, please give them our names!

Hello Everyone,

Volume 1, Issue 8, October 2008

“Ask Nate!”

First, a huge thanks to all who came out to our 1st Annual Hog Roast. It was a huge success with almost 100 in attendance. We had a blast sharing good conversation and new ideas with you all. We hope to make it a yearly event.

Nate,
I recently bought a fixer upper home for myself and want to refinish the current oak flooring. Is there a “green” sealant available that a do it your seller can use?
Thanks,
Connie

Next, there has been a lot in the news lately about the housing market and new bills going through congress. We have included a small snippet of info regarding this below. This is an interesting time, please feel free to call us with any of your questions/concerns about this.

Connie,
I have been researching this subject since receiving your email. I have checked out various suppliers and spoken with a few. I like a product called Rubio Monocoat. It is an oil based wood finisher/sealer good for use on all woods (floors, countertops, decks, etc.) The product is made of vegetable oil, linseed oil, and carnauba wax. It is zero VOC and food safe for countertop applications. The manufacturers claim it will last as long as any polyurethane floor finish. It comes in various colors too. I have purchased the clear oil and a color to try for myself so please check back to see how it went. In the meantime, I have highlighted this company in my Green Corner for this month. Please visit their website for more info and pictures.
Thanks,
Nate

Also, don't forget about the Nathan Alan **t-shirts/tanks** as they are selling like hot cakes! Please email me if you would like one.

Enjoy the beautiful cool fall weather!

NATE and COURTNEY

LATEST ECONOMIC INDICATORS

The **Existing Home Sales** and **Median Home Price** are based on closings for single-family homes, town homes, condominiums, and co-ops. The **Pending Home Sales Index** is a leading indicator for the housing market based on contracts signed for existing homes.

Existing Home Sales (in millions)			
AUG 08	JUL 08	% CHANGE	AUG 07
4.91	5.02	- 2.2	5.5

Pending Home Sales Index			
JUL 08	JUN 08	% CHANGE	JUL 07
86.5	89.4	- 3.2	92.8

Median Home Price (in thousands)			
AUG 08	AUG 07	% CHANGE	
\$203,100	\$224,400	- 9.5	

DID YOU KNOW?
We can refer you to an out of town Realtor if you or someone you know is moving. All you have to do is give us who you want to work with and let us make the call to them first to refer you or just let us pick a fantastic Realtor for you. Its just that easy!



To all who attended the 1st Annual Nathan Alan Hog Roast! We appreciate your business!

Thank You...

GREEN CORNER

Rubio Monocoat®

Natural Oil Floor Finish

A revolutionary technology

- *Free of VOC
- *A spectrum of 34 colors – matte or satin
- *Single-coat simple application
- *Durable protection
- *Easy to touch up

A spectrum of 34 colors

Monocoat Natural Oil finish is currently available in 34 colors, a complete range of choices to fit any design.

Single-coat application

Monocoat adheres with the first microns of wood by molecular bonding. As a result, Monocoat Natural Oil can cover an average 400 sq. ft. of floor per liter. And because of molecular bonding, no surface film can form, and no variable saturation can occur. Not only is a **second coat not required**, the finished wood will not accept a second coat. The same action protects against overlaps and color variance and causes the process to complete in a single coat.

Free of VOC

Monocoat Oil is based on natural vegetable products without volatile organic compounds. It is food safe too!

OTHER APPLICATIONS

EXTERIOR

COUNTER TOPS

FURNITURE / FIXTURES

www.monocoat.us

DESIGN TIP:

Make sure each room has at least two to three different light sources and include general lighting, task lighting and mood lighting. Up light plants and art for a different look, or just add some candles. Try to vary the source and quality of light (e.g., ceiling vs. table, diffuse vs. spot-light) to create a flattering effect.

Real Estate News

How Much Will the Bailout Help Housing?

While the \$700 billion financial bailout will shore up the banks' ability to lend, "The key to recovery is finding stability for the housing market," says Susan Wachter, professor of real estate and finance at the University of Pennsylvania's Wharton School.

The pace of foreclosures shows no sign of abating, Wachter says, predicting that foreclosures will increase in the coming months and drive down housing prices still further.

"I do not expect a turnaround, unless prices stabilize, until 2010," she says.

Another concern is tightened credit. "There is no question that lending standards for the foreseeable future will be high," says Jay Brinkmann, chief economist for the Mortgage Bankers Association.

But Mark Zandi, chief economist for Moody's Economy.com, believes housing will be less affected than other parts of the economy by the bailout.

"The events that we've gone through, despite the government's efforts, will hit the economy hard. We are in full-blown recession," Zandi says. "Layoffs are going to mount and it will be a tough six to 12 months. But the housing market will be the least affected part of the economy because of these things the government has done to shore up housing."

Source: USA Today, Anna Bahney (09/26/2008)

Current Mortgage Rates
10/1/08

30 yr fixed	5.91%
15 yr fixed	5.62%
5/1 ARM	5.94%

