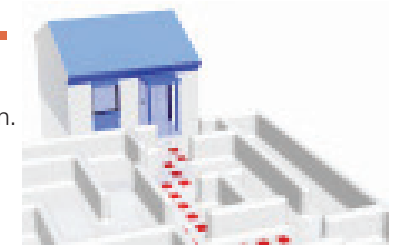


# LIVING Quarters

## Finally, things seem to be heading in the right direction.

The spring buying season is upon us, and things are starting to feel "normal" again. Foreclosures are down, interest rates are low, and housing prices are starting to stabilize somewhat, especially in the metro area. According to Bloomberg News, the Federal Reserve listed Atlanta among the six Fed regions whose economies are growing "modestly to moderately."



It's still a buyer's market, but it's not as lopsided as it has been. There are plenty of good properties available, and an increasing number of qualified buyers who are shopping with serious intent. Finally, things seem to be headed in the right direction. Even so, there are some important considerations for buyers and sellers.


First, sellers must recognize that the days of fast, easy, top-dollar sales are gone. Properties must be priced **and** presented attractively in order to move.


Buyers need to realize that holding out for a bargain can be costly in the long run. Why? Because price is just one factor that affects your monthly payment. Locking in an affordable interest rate is perhaps even more important. Did you know that just a 1% increase in your mortgage interest rate increases your monthly principal and interest payment by 10%?

For buyers and sellers, it's important to keep your eye on the big picture.

Another important thing to consider is that each individual purchase decision is different. That's why we get to know our clients as individuals, so that we can understand your goals and help you maximize your home investment, whether you're buying or selling. That's also why more than 90% of our business is from repeat clients. Our clients become our friends, and we stay in touch.

Regards,

  
Susan Harding

  
Katie Schanck

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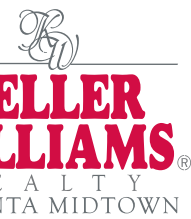
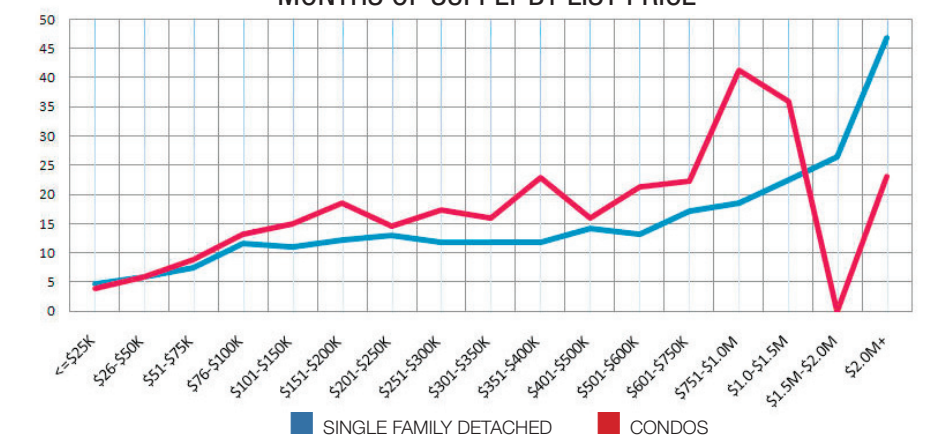
### THE MARKET

Months of Supply (the number of properties for sale divided by the number of sales in a month) is one good indicator of how balanced the market is.

When Months of Supply levels fall below six months, we have a seller's market, and prices tend to climb. Above six months creates a buyer's market, which often leads to falling prices. When current Months of Supply levels are in the six-to-seven month range, the market is considered balanced, meaning supply roughly equals demand. In a balanced market, prices appreciate at about the rate of inflation.

Please call us to discuss how current market conditions might affect your real estate sale or purchase decisions.

### MONTHS OF SUPPLY BY LIST PRICE



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### SITES to see

It's time again for the spring shape-up, the annual attempt to get physically lean and mean in time for summer. But these sites will put you through some tough mental gymnastics so your brain will be as strong as your body:

Learn a new "power word" each day (pusillanymous, anyone?), along with its definition and sample usage, from Word of the Day. For a free subscription, go to [www.dictionary.com](http://www.dictionary.com).

Show off your new vocabulary while you help feed the world. For each answer you get right in this word-definition challenge, 10 grams of rice are donated through the UN's World Food Programme. Warning, this is addictive! To play go to [www.freerice.com](http://www.freerice.com).

Stretch your brain with free online puzzles and games like sudoku, chess, crosswords, jigsaws and more. (It'll make you much smarter than Facebook.) Get started at [www.thinks.com](http://www.thinks.com).



Pamper your inner nerd with online math games, mysteries, physics challenges, and other brainteasers at [www.theproblemsite.com](http://www.theproblemsite.com). Some are even timed!

Whip your attitude into shape with daily Motivational Quotes sent directly to your in-box. Subscribe for free at [www.belief.net](http://www.belief.net).

Ever wondered how old you really are? Find out – and get tips on growing younger – at [www.realage.com](http://www.realage.com).

## LIKE

When you work in real estate, you meet some of the nicest people! That's why we'd like to introduce you to a few of our favorites:

#### Kimberly A Kozloski DMD PC

With an undergraduate degree in psychology, a Doctorate in Dental Medicine, and a hospital-based residency, Dr. Kozloski knows how to create a warm, caring, comfortable environment. Because she understands how even conservative cosmetic dental procedures or periodontal care can improve her patients' appearance and confidence, she creates natural looking restorations.  
1295 Terrell Mill Road, #102, Marietta, kksmiles.com

#### Moore Floor Coverings

Moore Floor Coverings (formerly The Moore Showroom at Miami Circle) is a 'To the Trade' showroom specializing in custom rug fabrication and wall-to-wall installations. Owner Mike Miconi has long focused his energies on the Atlanta's design community, and now does work for the general public, too. Located in a new showroom, it's the complete rug and carpet source.  
2378 Chamblee Tucker Rd, moorefloorcoverings.com

## Spring Cleaning:

### Is there a mouse in your trash?



Did Santa bring you a larger TV or faster computer? Have you upgraded your cellphone? Traded in your PDA for an iPad or an Android? Replaced your old DVD with Blu-ray? If you answered yes, spring cleaning no longer means just cleaning, polishing and throwing things away.

Because of health concerns and landfill costs, EPA regulations discourage disposing of electronic products in landfills. Improper disposal can release toxic substances such as lead and mercury, which can have serious environmental and health consequences. And many Georgia landfills refuse to accept residential e-waste.

So what do you do with all those old gadgets?

Responsible disposal may be easier than you think. Every third Saturday of the month, you can bring your e-scrap to

the parking lot of Grady High School (on 8<sup>th</sup> Street between Charles Allen & Monroe, near Piedmont Park) for safe, free recycling. [EXCEPTION: There is a \$10 processing fee for TVs.] Check with [keepatlantabeautiful.org](http://keepatlantabeautiful.org) for a complete list of what is and is not accepted.

You can also take (or mail) old electronics to Radio Shack or Best Buy stores. In most cases, you'll get either an instant discount or a gift card toward future purchases. Check the stores' web sites for locations and details.

Starting June 1, Georgia E-Waste Recycling will accept electronics at its GreenSite<sup>®</sup> drop-off centers in Atlanta. For updates and locations, see [georgiaewaste.com](http://georgiaewaste.com)

For more options, go to [Earth911.com](http://Earth911.com)'s Georgia page, then enter what you want to recycle and your zip code to find local recycling centers, household hazardous waste collection or recycling centers.

## OUTSIDE the box

### HOW DOES YOUR GARDEN GROW?

Springtime in Atlanta is such a tease: one day it's warm and sunny, the next you're scrambling to find that jacket you thought you were safe to store. Sunny days can lead us into temptation – with everyone from big-box stores to the corner grocery putting out showy annuals, it's hard to resist grabbing the first pretty plants you see to get your garden going.

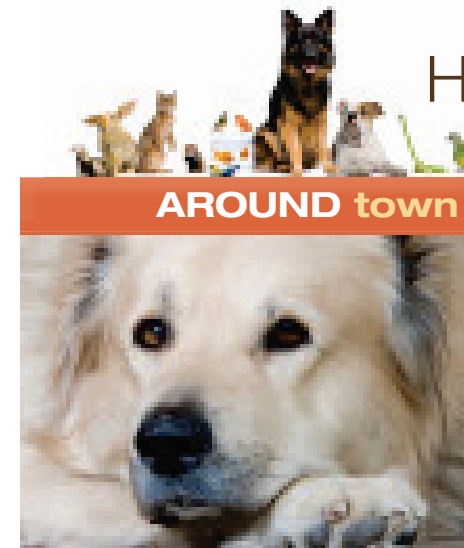
But don't! Atlanta's last frost date is April 10-14, so why not make a quick outing to some of the area's established public and private gardens to gain a little education and inspiration before you plant? Some even sponsor plant sales. Here are a few to start:

**Atlanta Botanical Garden** (1345 Piedmont Avenue NE, [www.atlantabotanicalgarden.org](http://www.atlantabotanicalgarden.org)) is known far and wide, but far too many of us in-towners don't take full advantage of this ever-expanding green resource. Have you seen the new Edible Garden, featuring a 55-foot-long herb wall planted with 2,000 herbs? Or the Vegetable Amphitheatre, patterned with 1,000 square feet of vegetables and espaliered fruit trees? Or the state-of-the-art Outdoor Kitchen, where area chefs conduct demonstrations and tastings?

**Atlanta History Center** (130 West Paces Ferry Road, [www.atlantahistorycenter.com](http://www.atlantahistorycenter.com)) features six historic gardens in the heart of Buckhead. From rare and endangered native plants to contemporary shade gardens to an interactive discovery trail, this often-overlooked oasis is filled with fascinating facts and flora.

**Barnsley Gardens** (597 Barnsley Gardens Road, Adairsville, [www.barnsleyresort.com](http://www.barnsleyresort.com)) is an award-winning destination resort sited on an 1840s estate. Its 160-year-old gardens showcase hundreds of varieties of heirloom roses, along with a diverse range of other flowers and foliage, just 70 miles north of Atlanta.

**Callaway Gardens** (US Highway 27, Pine Mountain, [www.callawaygardens.com](http://www.callawaygardens.com)) is home to the world's largest azalea display, an amazing butterfly conservatory and the vegetable garden where TV's *The Victory Garden* is filmed. Bicycle and walking trails connect the major attractions, including the John A. Sibley Horticultural Center.



## AROUND town

Those of us who love and care for animals are rightfully horrified by the number and condition of homeless animals in Atlanta. In addition to spaying and neutering our own pets, animal lovers can help by supporting no-kill shelters that serve the metro area. Any of these organizations could use financial donations, volunteer time, and gifts of food and supplies. Most also offer low-cost spay and neuter programs, adoptions, and foster parent programs.

**Good Mews**  
[www.goodmews.org](http://www.goodmews.org)

**PAWS Atlanta**  
[www.pawsatlanta.org](http://www.pawsatlanta.org)

**Furkids Animal Rescue**  
[www.furkids.org](http://www.furkids.org)

**RescueCats**  
[www.rescuecats.org](http://www.rescuecats.org)

**Another Chance Animal Rescue**  
[www.anotherchanceanimalrescue.org](http://www.anotherchanceanimalrescue.org)

**Atlanta Animal Rescue Friends**  
[www.aarfatlanta.org](http://www.aarfatlanta.org)

**Animals Deserve Better**  
[www.animalsdeservebetter.com](http://www.animalsdeservebetter.com)

**Atlanta Human Society**  
[www.atlantahumane.org](http://www.atlantahumane.org)

**Atlanta Pet Rescue and Adoption**  
[www.atlantapetrescue.org](http://www.atlantapetrescue.org)

**Canine Crusaders of Atlanta**  
[www.caninecrusaders.petfinder.com](http://www.caninecrusaders.petfinder.com)

**Dog Pack Rescue**  
[www.dogpackrescue.org](http://www.dogpackrescue.org)

**Homeless Pets Foundation**  
[www.homelesspets.com](http://www.homelesspets.com)

**Georgia Equine Rescue League Ltd**  
[www.gerlltd.org](http://www.gerlltd.org)

For a more complete listing, including listings by breed, go to [www.spotsociety.org](http://www.spotsociety.org).

## Has Atlanta gone to the dogs?

There's no doubt that Atlanta's a pet-friendly city, with stylish pets and owners hanging at all the neighborhood hot spots. So how do you make sure you and your furry friends stay on top of the latest trends?

Start with grooming, fine dining, and flattering attire. These retailers can help you put your best paw forward –and make life better for pets who aren't so pampered:

**Woof Gang Bakery Buckhead** specializes in handmade gourmet dog treats like Snickerpoodles, Nutty Squirrels, Paw Lickin' Chickens, Bacon Cheddar Bones, Beef Stew Stars, Pumpkin Pie Fire Hydrants and custom Woof Gang Bakery Bones. For the socially active, Woof Gang's boutique offers a variety of fun, fuzzy, floatable and tough toys (perfect as gifts!); fashionable accessories, collars and leads; and spa grooming products. Sign your buddy up for the Woof Gang Bakery Loyalty Club for special treats.

Owner Paige Dohoney and her rescued yellow Lab Emma also support animal rescue organizations and host in-store events to help benefit the local pet community, including pet adoption days, yappy hours and pet wellness seminars. 2815 Peachtree Road NE, [buckhead@woofgangbakery.com](mailto:buckhead@woofgangbakery.com)

**Inman Park Pet Works** caters to the discriminating dog and cat with high-end organic and natural food and treats, the very latest in pet couture and accessories, one-of-a-kind designer collars and leashes, toys and beds, and more. What's not to like about Woofy Pop popcorn or Kitty Caviar? Or fancy hats, hoodies, scarves and sunglasses for the fashion-hound? Or a shampooochie in the Urban Dog Spa? But what makes this shop really special is the Four Legged Gallerie, featuring original dog and cat art works by local artists.

Owner Laura Saunders is a California transplant (she served as SPCLA's Director of Companion Animal Services in Los Angeles), who now lives in Inman Park with her family of rescued dogs and cats. She also coordinates pet adoption days, and hosts various local shelter programs. 914A Austin Avenue, [inmanparkpetworks.com](http://inmanparkpetworks.com)

**Sophie's Uptown** is a community café and bakery in Buckhead that's dedicated to saving Atlanta's homeless animals by donating 25% of all profits to local animal rescue organizations. Named for owner and animal rights activist David York's beloved rescue Sophie, who lived to celebrate her 20<sup>th</sup> birthday, Sophie's Uptown serves people treats exclusively, including homemade bakery favorites, coffee, ice cream, sandwiches, salads, quiche and daily specials. There's also a Putts for Pups room that's a favorite for children's birthday parties. 54 Pharr Road, [sophiesuptown.com](http://sophiesuptown.com)

## GOOD cents PAST YOUR SELL-BY DATE?

A listing that languishes on the market can start to seem stale. Changing agents is an excellent way to focus new interest and enthusiasm on your home's full sales potential.

This time, why not choose a team of full-time professional Realtors<sup>®</sup> with experience and energy, innovative ideas, and extensive contacts?

With a concentrated focus on in-town markets, we provide clients with accurate pricing strategies, effective promotional methods, and dependable financing resources – all designed to bring qualified buyers to your door and present your home at its best. Our comprehensive marketing program ensures that your home is in full view of the right people, at the right time, and at the right price.



Sellers who follow our plan typically sell in 60 days or less and at 97% list-to-sell ratios! That's why more than 90% of our business is from repeats or referrals.

Now's the perfect time to make a fresh start. Let us help you breathe new life into your home's sales strategy.