

Dear Friends,

By the time you get this the election should be over. Once again the voting public of the United States has chosen someone to lead them through the next 4 years. Let's hope their decision is something we can all live with.

Let me remind you that I have moved my office. My Warsaw office is now located at **436 S. Buffalo St. Warsaw**, beside the Marsh Supermarket and the Peking Restaurant. Much better visibility and more foot traffic. Still have things I want to accomplish but everything is up and running. I want to extend a warm thank you to those who have been patient with me during this move. Stop on down take a look; get to know where we are.

The market:

According to our Multiple Listing Service there are currently 869 residential homes on the market. Out of those 57 actually have some type of offer on them. That means that of all the homes on the market in Kosciusko County only 6.5% of them have accepted offers. That number is down by almost 2% from last month. Have we hit bottom? I truly believe we have. In spite of what "The Experts" say I see this as a positive. I believe that for the next 6 months we will see stabilization in the market. It is my belief that the blue collar worker will once again save this country from total break down. As the price of gas, food, and other durable goods comes down that this will give the blue collar person more spend able dollars at the end of each month. They will then in turn start using that money to make purchases and thereby solidify our economy.

The reason:

Once again, the average blue collar person has had to spend every available dollar on feed the family. With little to nothing left at the end of each week. We are faced also with the coming of colder weather and concerns of higher utility bills. Thus the term "Hunker Down" comes into play. Let's face it all of us do have something in common. Basic survival.

The cure:

I believe that starting in November we will see an up-turn in the markets. All markets. The economy is not going to get better over night but that's a whole other subject. Now that this election is over with you will see things settle down a bit. Buyers will start buying homes again and everything else for that matter. As that happens you will see a general trend upward.

Market Awareness:

I am constantly checking our market. I am totally aware of what is going on out there. Some of you may be wondering where your homes are in relationship to what's happening. Give me a call I will run an analysis for you and give you a full report. In the meantime fasten your seatbelts and put your trays in the upright position as it's going to be a bumpy ride.

Sincerely
Terry L Baker