

# Real Estate News



**Prudential  
California Realty**

## Investing in Real Estate

### The Ground Hog Saw His Shadow!

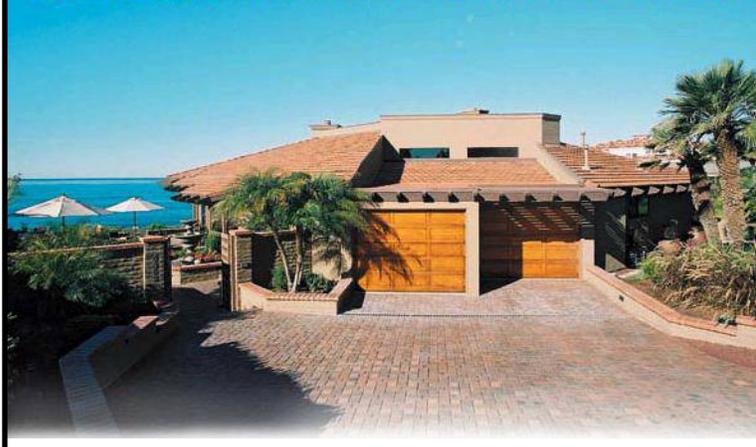


The sun shone yesterday (as it usually does in San Diego), so the real estate groundhog saw his shadow . What's that mean for homeowners?

At least six more weeks of Winter, of course. In real estate terms, that means continued low prices - and record low interest rates. That could end with April showers, as the current Federal mortgage purchase program expires and rates head up as many expect they will.

And we could also see May flowers, too, as buyers push up prices, scrambling to earn tax credits by opening escrows before April 30 (and closing them by June 30). You've seen the recent headlines - December pending home sales up from November, prices up from a year ago . . . but personally, I don't think Winter is over quite yet.

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We'll probably see a few more months of opportunity for buyers to invest or move up before the summer selling season starts in May.

Those who can buy this winter are lucky as most agree that we've seen the market bottom. Luck is preparation meeting opportunity, and I can help you prepare to make a lucky purchase. Start now by having me set up automated market updates, with your preferred area, house style and price range.



I watch this market daily, and I can quickly tell you what's an unusually good opportunity. Nothing moves in North County Coastal without me knowing it. **I won't guide a client into a purchase unless I feel that I'd do the same thing in their shoes.**

