



Noel David Realty
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September 2007

Dear Friends;

Here is our back to school, back to regular work schedules newsletter. Summer is officially over and autumn has arrived. Were you out and about during the hail storm last Thursday? Sheesh! We could possibly compare the news we have been reading and hearing every day about the market to the recent hail storm. It was very noisy and impressive, but it passed and we once again had clean air as we went about our lives. We believe the same is happening now with the real estate market and the press. Very noisy, impressive to some, but it too shall pass. We will have the lenders and other messiness cleared up and will be back to business. Comparing our driving during the hailstorm, we drove a little more carefully, but we continued on our journey and reached our goal. We have been doing the same these last few months in our real estate business: working more carefully, yet still working and still helping our clients reach their goals.

Our inventory of homes in the area is up, which means great news for buyers. Especially when they realize there are also low interest rates, an abundance of First Time Buyer Programs, and FHA or VA loans for those with some credit challenges. Sellers need to know that homes are selling, we can help with advice on preparing for sale, pricing, marketing and negotiating. Did you know there are many homes receiving multiple offers? Those homes that are presented well, priced right and properly marketed are selling. Call on us for our expertise to help you as you buy or sell your home.

We thank you every newsletter for your support and your referrals, we do sincerely appreciate them. So please keep 'em coming. Call us: 916-967-2200, e-mail us: C21NDR@aol.com, or just stop by our office in the village of Fair Oaks, 7976 California Ave. Enjoy the new season!



“The Family” (Top row, left to right): Heather David (public relations), Michelle David Lehman (broker), Kirsten David (agent), “Mike” David (broker), Noel David (broker), and John David (broker). (Middle row, left to right): John “Tony” David (agent), Mark Lehman (agent), and Daniel Lehman (agent). Bottom row, left to right): John Michael David (complaint department) and David Lehman (broker).