



LESLIE TUPPER, REALTOR®

HOME CONNECTION

WWW.LTREALTOR.COM

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A Note from Leslie

My daughter turned 28 last month, so my husband and I took her to dinner at the restaurant of her choice. I asked what accomplishments stood out to her this past year which held several great achievements. She replied that buying her home was at the top of the list. Once again, I was reminded that owning a home is a great milestone.

It wasn't just first time buyers that were delighted with their move this last year. Each buyer I worked with had a different set of criteria: one wanted more room for family, one wanted less space to clean, one wanted new construction, one wanted a home with space for a pool, one wanted less yard work while another wanted more yard, and one thought it was a great financial opportunity to move-up.

One family found their way to me just because they wanted to move. I asked, "Why move when you have a fine home in a popular location?" Their answer was that they were ready for the home of their dreams, for fun and a place to retreat. They found a home that promises to give them the adventure they seek.

While not all home purchases are about adventure, it is clear that the satisfaction of finding and buying a new home is much more dependent upon matching the motivation and imagination of the buyer with a home rather than any specific set of "ideal" home criteria. (No wonder it is so hard for appraisers to do their job for lenders who need to protect their loans.)

Buying a home and making it yours is one of the most exciting and satisfying experiences in life, no matter what your inspiration. In spite of the cold and snow, 2010 is already off and running and it is clearly going to be a memorable year for many buyers.

Leslie Tupper

COMING SOON



4004 DARTMOUTH RIDGE COURT
Wildwood • \$459,900

NEW LISTING



633 NORTH VIRGINIA AVENUE
Eureka • \$129,900

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CALENDAR

- February 26 - 28 St. Louis Home and Garden Show
- February 27 & 28 Gardening Blitz at the Missouri Botanical Garden
Register now for classes
- March 7, 1-3 pm Open House at 16272 Waterfront Way
- March 14, 1-3 pm Open House at 18507 Hawks Hill Road
- April 30 **Last day for an accepted contract to qualify for home buyer tax credit!**

* Please call or visit the website to confirm open house dates as they are subject to change



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Mortgage rates which are still below 5% for a 30 year fixed loan are expected to rise ¾% at the end of March (when the Fed's mortgage-backed securities program comes to an end) and rise to about 6% by the end of the year. **For the same monthly payment, a 1% increase in mortgage rate lowers buying power by 11%.**