



LESLIE TUPPER, REALTOR®

HOME CONNECTION

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A Note from Leslie

Doom and gloom headlines from the past year have many homeowners wondering if their home is still a good investment, but the situation in our local market may not be quite what you think. Media coverage of late has primarily focused on the situation on the East and West coasts. Tim Barker of the St. Louis Post-Dispatch recently commented that “In the best of times, we get to watch with envy as people in other parts of the country bask in the glow of fast money and lightning growth. But in the worst of times, we usually get to watch those same people struggle ...” There are certainly advantages to our geography.

Only a year or two ago, buyers flooded the market—first-time, downsizing, and relocating buyers, as well as investors. Though they continue to buy homes, their numbers have dropped due in part to concerns about loan qualifications and whether or not they will be able to sell the home they currently own. While this may sound disconcerting, consider these facts: Interest rates rise and fall but they still remain at historic lows. Foreclosures may be in the news, but the latest reports show that they are only up 1% from last year. Some things truly haven’t changed—communities and homeowners either become complacent or choose to maintain and improve their real estate, which impacts the value just as it always has.

If you’re concerned about the number of for sale signs in your neighborhood, it may surprise you to know that sellers who have kept their home in good condition and who price their home appropriately continue to sell at stable or increased prices.

Ask yourself what other investment you own that appreciates in value over the long term, while it provides shelter and contributes to the quality of your life?

NEW LISTINGS



151 HUNTERS LAKE COURT
Eureka • \$185,000



781 SOUTHERN HILLS DRIVE
Eureka • \$575,000



2100 BABLER RIDGE LANE
Wildwood • \$564,900



18551 BRIDLESPUR ESTATES DRIVE
Wildwood • \$437,000

[Click to View ALL LISTINGS](#)

CALENDAR

September 26 - Oct 8

Coldwell Banker Gundaker Red Tag Sale
Look for reduced prices on select homes. Check my website for listings participating in the promotion, then call me to take a look!

September 30, 2-4 pm

Open House at 773 Southern Hills Drive

October 7, 1-3 pm

Open House at 781 Southern Hills Drive

October 20, 9 am-1 pm

Coldwell Banker Gundaker 15th Annual Great Pumpkin Giveaway



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