

courtney's newsletter

Summer 2008

Jack Tyrrell & Company a real estate corporation



Happy 4th of July!!
Jade Alexa Heimowitz

Summer Events

July 4th, Celebrate!!

July 4-6th YMCA Camp
Erdman Family Camp

July 31st North Shore Chamber of Commerce Qtr. Mtg.
Haleiwa Joe's

August 15th, Hawaii Statehood Day!



Kokua Festival, April 2008

Wealth Creation is the planning and executing of YOUR financial goals, YOUR mortgage and debt, YOUR retirement and insurance and YOUR estate planning and wills. Some harsh realities are: a) $\frac{3}{4}$ of workers age 55-64 have less than \$56k saved for retirement, b) The Average monthly Social Security benefit is \$963, c) Pensions are down from

How to sell your home in today's market...

Communication is key to a successful transaction at any time and most importantly in today's housing market. Working together with your Realtor prior to going on the market and creating a timeline incorporating both your needs and the needs of your Realtor. This is key to market your property properly. Sometimes, a pre-home inspection can identify a few needed repairs, Your Realtor may move around furniture; as the owner you may not

be able to see what a Prospective Buyer walking into your home for the first time will see and feel. Your Realtor must create a good warm feeling for the Buyers.

Essentially you want to create excitement with ads, mailings, calls and networking leading up to a big event such as an open house, cocktails, and a tour day can generate interest, excitement. In effect, you have created a party so that pro-

spective buyers will feel the need to hurry and place an offer on your property. Neighbors will feel the need to tell their friends and coworkers.

Selling your home can be smooth. Planning and Communication is key!



Change Your Life with Wealth Creation...

85% in 1982 to 34%, d) 97% of U.S. families do not have a current college savings plan, e) 65% of Americans need their next paycheck to meet living expenses. In 2005, personal savings were negative for the first time since the Great Depression in the 1930's - we spend more than we make. 20% of Americans have credit cards that are maxed out and 94% of families do not have a Will or Trust - the only way to protect your children. Sources: Federal Reserve, CRS Report for Congress and the Dept. of Labor

A surprising fact from the Chicago Federal Re-

serve Board... "We show that a significant number of households can perform a tax arbitrage by cutting back on their additional mortgage payments and increasing their contributions to tax-deferred accounts. We show that about 38% of U.S. Households that are accelerating their mortgage payments instead of saving in their tax deferred accounts are making the wrong choice. In the aggregate, these misallocated savings are costing U.S. households as much as 1.5 billion dollars per year."

Ask yourself the following: What are YOUR financial Goals? Is YOUR mortgage and debt structured properly? Do YOU have a college savings plan? When do YOU want to retire? Do YOU have enough life insurance? Are YOU protected from estate taxes? Most importantly...is YOUR family protected? Contact Conrad Studor at Central Pacific and his Team at (808)375-0113.



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A Real Estate Corporation

Courtney's Words...an activity update by area...

The dip is happening now and Buyers are catching on. The # of sales is remaining consistent and/or picking up in some areas this 2nd Quarter of 2008.

North Shore: Of the 107 homes on the market (119 first QTR), 15 are in escrow priced between \$460,000 and \$2.9 Million. 13 have sold this QTR. Compared to 17 last QTR; Activity is consistent. 24 of these homes on the market are oceanfront, 1 has sold and 2 are in escrow.

Waialua Condos: 29 condos are on the market, 10 have sold and 3 are in escrow. More are on the market and in escrow, representing consistent activity.

Mililani & Mauka: Of the 103 homes on the market, 66 have sold priced \$450,000 to \$950,000 and 39 are in escrow.

Mililani Townhomes: Of the 116

on the market, 47 are in escrow and 72 have sold.

Leeward & Makikilo: Of the 249 homes on the market, 63 have sold (most priced in the \$400,000s and some as high as \$1.5 million. 38 are in escrow.

Leeward/Makakilo Townhomes: 211, 28 have sold and 29 are in escrow.

Kailua & Kaneohe: Of the 368 homes on the market, 79 are in escrow and 102 have sold this QTR. Priced between \$500,000 and \$1.5 million.

Kailua/Kaneohe Townhomes: Of the 135 on the market, 34 are in escrow and 59 have sold.

Hawaii Kai: 127 homes are on the market, 40 have sold from \$590,000 to \$3.3 million and 23 are in escrow.

Honolulu & Waikiki: 1200 condos are on the market, 250 are in escrow and 453 have sold this Qtr. Compared to 1043 YTD. I would say we are fairly consistent with activity for the year 2008.

On vacation with family June 25 through July 12th in Black Mountain, NC. Available by email/cell or wait till I get back. Happy 4th of July!!!



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