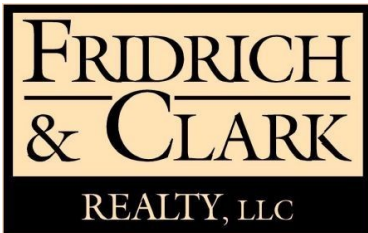




Berni Nash
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TALKING POINTS:

"Calling All Buyers!"

(You know, the ones in the real estate "driver's seat"!)

AND

"What about Foreclosures?"

(back page)

Come on...Let's Get Real

From: **Berni Nash, Fridrich and Clark Realty**

LISTINGS: FOR MORE INFO: VISIT THESE WEBSITES TODAY!

See virtual tours of these listings on their websites!

www.1025WEastland.com

www.4438HeathRoad.com

AREA 6—East Nashville

Charmingly renovated 4 BD/2.5 BA bungalow cottage with screened-in-porch, over-sized 2-car garage, located just over the bridge from downtown Nashville & Titans Stadium!



REDUCED:
\$199,900—1,752 sq. ft.

Not perfect, but darned near! New-ish kitchen, complete with all appliances: refrigerator with icemaker, dishwasher, stove/oven, microwave. Free-standing pantry remains.

Unique built-in corner cabinet in kitchen, tract lighting, "granite" countertops.

Laundry room with half bath just off kitchen, Master Suite on 1st floor, Living Room has the original coal fireplace, original windows and some original hardware, extra wide staircase to 2nd floor. Basement has storage room. Front porch swing remains.

Extra large garage has pull-down storage, plumbing in place for water, heated with heater, electric installed.

Great neighbors! Sidewalks, Kroger and other amenities within walking distance.

For more information & photos: go to

www.1025WEastlandAve.com

Area 2—Buffalo Rd./ Newsome Station Area

Cape Cod with front and back porches, 2 ac.,



\$379,900 2 acres

Peaceful, serene views, bright, inviting home!

3 BD/2.5 BA, hardwood floors on main floor.

Master suite on main floor, with carpet. Master has double his--and-hers walk-in closets, double vanities, separate garden tub, separate shower. Bidet, ceramic floors, plantation shutter blinds.

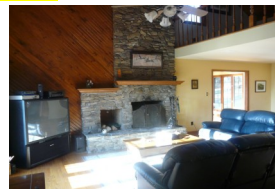
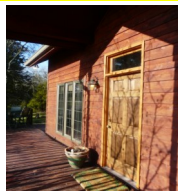
Skylights, fireplace, huge basement is roughly finished, but it wouldn't take much!

Heath Rd. is a dead-end street just off Hwy. 70, just past Newsome Station and Buffalo Road on the far side of Bellevue.

For more information and photos, to go:

www.4438HeathRoad.com

What a place to relax and kick back! Go to: www.91LakesideDr.com for more information and photos.



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CALLING ALL BUYERS!

Are you ready to take advantage of the buyer incentives right now?

If you are a buyer, you are the toast of the town, at the moment. You are in control, calling the shots. Your every move is being surveyed by all the players in the real estate game: sellers, builders, contractors, realtors, title companies, mortgage companies, appraisers, closing attorneys. The world is your oyster. You aren't just a pawn in the game, you *own* the game. So, the rules of the game have changed. Just for you. For a window of time. As in...

Prices: have gone down (between 8-18% in different parts of Middle Tennessee and the US). But it won't be that way forever. *You* are the one who decides when the market gets the wake-up call, stirs, stands up, stretches, and heads for the showers. In the meantime, do your due diligence, scan the horizon for what it is you want and help yourself to the deals that you and other buyers have helped create (by waiting to buy). Only, you don't want to wait *too* long. Deals tend to get sold, sellers start to see what's happening and then it starts all over again. Prices go up. Proving once again that real estate *is* the great investment.

First-time homebuyers (or anyone who hasn't owned a principal residence in the last three years): what a great time for you! A tax credit of up to \$7,500 is available for you if purchase a home before June, 2009. Go to the "Home Loans" tab on my website: www.BerniNash.com to get all the information you need to take advantage of this unbelievable incentive!

Buyers who ask me to be their Buyer's Agent: for the next 6, (yes SIX!) months, I am offering the following incentive to every buyer who asks me to help them buy a house—up to \$1,000 of my commission, based on sales price, can either be donated to the kindergarten, elementary, middle or high school of your choice, **or**, the amount you are eligible for, can be deducted from the sales price of the house you buy.

If you need any more reasons to be thinking of buying right now, go to my website: www.BerniNash.com. The "Mortgage Man" can tell you about home loans and interest rates. He, or the other loan officers listed on the page there that I personally recommend, can help you get pre-qualified so you will be ready, willing and able to take advantage of the special buying opportunity we're in.

Also, click on the "Foreclosures" tab. It will show you photos of recent foreclosures available and also take you to my foreclosure website where you can search by price, location, etc. for foreclosures. My Buyer Incentive (above) applies to all buyer transactions, including foreclosures.

FORECLOSURES: should you, can you, do you want to buy one???

If you are thinking about investing in a foreclosure, you need to educate yourself about them. I can help. I have lists of bank-owned properties and auction properties with their respective outstanding loan amounts. I also have the auction dates and times and can tell you what you need to bid on auction properties. Many are also listed by real estate companies. Just call or email me to set-up a no-obligation meeting to discuss how, what, when and where you can find the right foreclosure situation for you. See my contact info in the blue-lined box below.

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As always, your referrals are serious business to me!