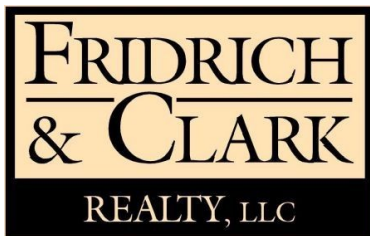




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TALKING POINTS:
"BREAKER, BREAKER...
Are we seeing signs of a
Thaw" ???
Realtors are buzzing...listen to the
chatter...
 (back page)

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.1025WEastlandAve.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! Newish 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./Newsom Station Area

Cape Cod with front and back porches on 2 ac.



Reduced again: \$369,900

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

QUESTIONS AND ANSWERS IN REAL ESTATE:

Q. Berni, how do you market my house on the Internet, since it's the first place buyers go to start their home search these days?

A. Glad you asked that!

The advertising dollars I spend on marketing your property are best spent on the internet these ways:

1. I create an **individual website for your property** (www.1234YourAddress.com) complete with photos, layout of home, disclosures, mapping and directions, open house dates, etc. The web address is placed on your For Sale sign in the yard.
2. I take **virtual tours** of your home—inside and out.
3. I **link your website and virtual tours** to: Google Base, craigslist, Oodle, hot-pads, Lycos, Vast, Zillow, Trulia, Realtracs, Realtor.com, Myspaceclassifieds, Military.com, CLR Search and more.

Q. What is the average length of time a home is on the market these days?

A. The information in our Multiple Listing Service comes up with an average of 74 days, that's condos and homes, since Jan., 2008. But what that data doesn't include are homes that had to be **re-listed** since they didn't sell in the initial 60, 90 or 120 day listing period.

When a home is re-listed in MLS, after it's already been on the market (for however long the initial listing period was), the counting of the number of "Days On The Market" has to start all over from "0".

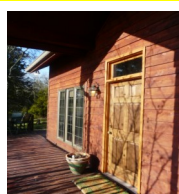
I can research each SOLD property in MLS, individually, and discover the **actual** total days a specific home has been on the market.

My guess is that if you researched all the SOLD properties in MLS in the last year, the actual average Days on the Market would be more like 100-120, in Davidson County.

PENDING!

Go to: www.91LakesideDr.com

for more information and photos.



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The Chatter has started...activity's on the radar...are closings on the way?

The spring-like weather woke some of you up that first full weekend in February. You got out and went to open houses, you asked agents to show you listings, you got an offer on your house, you accepted it and your agent placed a "pending" sign on the For Sale sign. Then you went looking for one to buy, with tears in your eyes.

You heard the best news you'd heard in a long time: the new stimulus package will include a \$15,000 tax credit to ALL buyers who buy in 2008, not just first-time buyers. Must be your primary residence, **WOULD NOT HAVE TO BE REPAID**, and only recaptured if the home is sold within 2 years of purchase. Credit can be taken on the '08 income tax return, if desired. (Please read below...this feature was tweaked in the final agreement voted on by Congress later in the week).

Anyway, we agents picked up our ringing phones, agreed to meet buyers at our listings, spoke with buyers who wanted information, asked questions, and, most of all, looked interested; something we haven't seen in awhile. That put tears in *our* eyes.

If our phone lines had been 2-way radios, it would have sounded like this:

Agent 1: "14 people came to my open house this Sunday. Ran out of flyers. Wore me out. Over."

Agent 2: "Seller agreed to lower listing price \$30,000. Reduced for the first time after 9 months on the market. Over."

Agent 3: "16 agents' cars in the office parking lot on Saturday. Many had buyers in their cars. Over."

Agent 4: "Agent called me, in a panic. Just sold their clients' home. Pleading to show my listing on short notice. Said in the same breath that buyers wanted to buy this weekend. They did. Over."

Agent 5: "Email from friend said his sister in New York wants to buy a duplex in Nashville. Over."

Agent 6: "Client who said he wanted to buy last year, but didn't, says he's ready. Over."

Agent 7: "Might be getting multiple offers on, of all things, a lake house. On the market over a year. Over."

Agent 8: "Worked on Saturday. Felt good. Over."

Agent 9: "Pre-approved buyer found me on the internet; wanted to see my listing. Actually showed up. Over."

Berni Nash: "Iceberg thawing? Too soon to hope this market is *really* over? Over."

Update at press time: Congress' final bill took out the \$15,000 tax credit for everyone buying a home. Instead, it was revised to an \$8,000 tax credit for homebuyers who have never owned a home *or haven't owned a home in the last 3 years*. Also, the property can't be sold anytime in the 3 years after purchase. Still a good reason those who qualify to buy! Over.

Berni

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

If you're thinking about investing in a foreclosure, you need to educate yourself. I can help. I have lists of bank-owned properties and auction properties with their respective outstanding loan amounts. I also have auction dates and times and can tell you what you need to be prepared to bid on auction properties. Many are listed by real estate companies. Some are listed 30-50% *less* than what the original owner paid. *Now* is the time to take foreclosures seriously. They *will* be all bought up sometime soon. And you will be way ahead of the market owning one.

Advertisement: Online Self-service Temp Agency

theJobJar.com...If you're looking for extra **work**...

theJobJar.com...if you're looking for extra **help** around the house or in the office...

IT'S COMPLETELY free. Easy; negotiate your fees. *"theJobJar is...Takin' up the slack!"*

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As always, your referrals are serious business to me!