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The Real Buyer's Agent Newsletter

April Showers Bring May Flowers

April 2011

Dear David,

Spring has sprung! Buying season seems to be coming on in full force this year. According to preliminary data released by the Charleston Trident Association of REALTORS® (CTAR) 824 homes sold at a median price of \$176,825 in March. [Sales volume is 19% higher](#) this March and median price is within 4% of where it was a year ago. Preliminary figures for March 2010 showed 691 homes sold at a median price of \$185,000. In the last month, sales volume has increased almost 50% and prices climbed 8%.

Hope you're enjoying the lovely weather we've been having!

Fortune Magazine: Real Estate: It's time to buy again



Castleman is in a unique position to know. As the founder and CEO of a company called Metrostudy, he's spent more than three decades tracking real-time data on the country's inventory of new homes. Each quarter he dispatches 500 inspectors to literally drive through 45,000 subdivisions from Baltimore to Sacramento. The inspectors examine 5 million finished lots, one at a time, and record whether they contain a house that's under construction, one that's finished and for sale, or a home that's sold. Metrostudy covers 19 states, or around 65% of the U.S. housing market, including all the ones hardest hit by the crash: Florida, California, Arizona, and Nevada.

Read More: [Full Fortune Article](#)

Another Bridge Run Behind Us...

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Monthly Area Reports

Charleston-Trident MLS, Inc. 

On the 10th of each month, our local Realtor association provides market statistics broken down by region of all activity in our MLS.

[Downtown Charleston \(below historic/crosstown\)](#)

[Downtown Charleston \(above crosstown\)](#)

[Mt. Pleasant \(Upper\)](#)

[Mt. Pleasant \(Lower\)](#)

[Sullivan's Island](#)

[Isle of Palms](#)

[West Ashley](#)

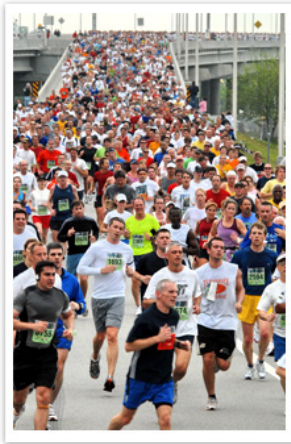
[James Island](#)

[Folly Beach](#)

[North Charleston](#)

[Hanahan](#)

[Summerville](#)



Thirty four years after the initial event, this year's Cooper River Bridge Run set a record for finishers, with 34,690 people completing the 10 kilometer (6.2 mile) course that stretched from Mount Pleasant to downtown Charleston. The total surpasses by more than 1,000 the record set in 2006, the first year the event was held on the Arthur Ravenel Jr. Bridge. In April of 1978 the first year of the run, there were only about 950 runners... oh how far we've come!

[Goose Creek/Moncks Corner](#)

April's Quote:

"There is only one success--to be able to spend your life in your own way."

Christopher Morley

Do you know someone interested in Buying a new home?

Let us [know!](#) We love working with your referrals!

Curious about what a neighbor's house sold for?

Just let us know the [address](#) and we'll let you know!

[Join Our Mailing List!](#)

10 Tips to Saving Money on Your Landscaping



With the arrival of spring many home owners are getting out and fixing up lawns and gardens. It's imperative to have a plan! A garden without a plan is like a journey without a destination: You waste a lot of time and money and end up nowhere. High-quality landscaping, however, adds to the [value of your home](#): The return on

investment is 100% to 200%, according to a study conducted by the American Society of Landscape Architects and Money Magazine. So don't impulsively drive to your garden center. Walk your land, consult an almanac, test the soil, and make a budget. You'll save your back, your budget, and your home's curb appeal.

Learn to study the sun, mulch, water and then grade your landscaping!

Read more: [Full article with all 10 tips](#)

The Real
BUYER'S AGENT

The Real Buyer's Agent became the first real estate company in Charleston, SC to exclusively represent buyers in 1995. Since its start the company has never taken a listing which eliminates the conflict of dual agency that most agencies face. The company has continued to grow while remaining committed to the idea of

100% representation and service for the buyer. The Real Buyer's Agent services buyers in all three counties and has become experts in helping families relocate to the Charleston area, find the ideal investment property, or 2nd home.

Sincerely,

The Real Buyer's Agent

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