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The Real Buyer's Agent Newsletter

April is a promise that May is bound to keep. ~Hal Borland

May 2011

Dear David,

Another month closer to the hot months of summer! If you currently live in the Charleston area or are thinking of a good time to visit, [Spoleto Festival USA](#) starts on May 27th and runs through June 12th. If you've never participated in this awesome arts festival take the time to check it out. For 17 days and nights each spring, Spoleto Festival USA fills Charleston's historic theaters, churches and outdoor spaces with performances by renowned artists as well as emerging performers in opera, theater, dance, chamber, symphonic, choral and jazz music. There really is something for everyone!

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Smart Money thinks you should Use A Buyer's Agent!



The article discusses the fact that many buyers are opting to go it alone instead of using a buyer's agent. It goes on to say that "Many experts think this is a bad move to try to go it alone when buying a house worse, for example, than trying to sell a house without an agent. A buyer's agent can usually access historical price data for home sales in the area, which means he can recommend a bidding strategy that targets comparable properties that sold for less, rather than the mid-range. John Vogel, adjunct professor of real estate at the Tuck School

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](#)

of Business at Dartmouth College, calls going through this process alone "a mistake." " **We're excited because our broker, David Kent is quoted at the end of the article!**

Read More: [Smart Money Article: Home Buyer's Go Hunting Alone](#)

Charlotte Lemon heading to the slammer... for MDA

Believe it or not, one of our Exclusive Buyer's Agents, Charlotte Lemon is going to be arrested on June 22nd and needs your help to raise enough dough to bail out of jail. She will be locked up "FOR GOOD" unless she can come up with a minimum of \$2400 to "BAIL" her out.

After the police come to our office and take her away in handcuffs and a scad car (pictures to follow next month) the Muscular Dystrophy Association will be locking Charlotte up at Outback Steakhouse where she will be incarcerated. Her charge is "having an extremely big heart."



Your donation towards her bail will not only set this jailbird free, but will help many local children and adults with muscle diseases. \$2400 will help her campers enjoy a week at MDA Summer Camp 2011 while the remaining funds raised will be adding vital funds to MDA's research efforts. To the left is a picture of the child we are working to get to camp this summer.

Since 1955, kids have been granted the opportunity to escape the reality of their disease and relax among their peers at one of MDA's summer camps. All campers are able to attend at no cost to themselves or

their families.

We hope you'll consider making a [Donation](#) to this great cause!

Your Guide to Exterior Maintenance

In the South, high heat, excessive humidity, and driving rains can punish your home's exterior and other outdoor features on your property. Late Spring is the perfect time to address some exterior preventative maintenance. By performing regular inspections and preventative outdoor maintenance, a homeowner can avoid much pricier repairs down the road. Here are some of the key areas that certified home inspectors focus on when examining the exterior of a house and surrounding property. Read the full article for things to look for in each category.

- Grading
- Doors and Windows
- Decks
- Septic Tanks
- Air Conditioning & Heat Pump
- Irrigation Systems & Spigots
- Fences & Gates



[James Island](#)

[Folly Beach](#)

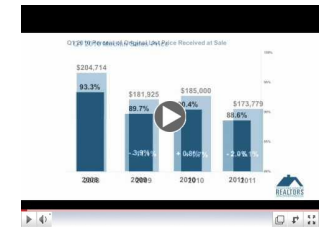
[North Charleston](#)

[Hanahan](#)

[Summerville](#)

[Goose Creek/Moncks Corner](#)

MARKET VIDEO:



First Quarter 2011 -
Charleston Area
Residential Real Estate

**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!](#)

Garage and Out Buildings

Read Full Article: [Guide To Exterior Maintenance](#)

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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