



# REAL ESTATE MATTERS! *The Glaze Team!*

APRIL 2009

## Travis and Gena Glaze

*An Award-Winning-Team!*

### *Opportunity In The Midst Of Chaos!*



**HOME SWEET,  
AFFORDABLE, HOME**

Although markets cycle, real estate is a wise long term investment, and today's "perfect storm" of undesirable financial events has yielded some extraordinary buying opportunities.

With an abundance of homes on the market and great bargains seemingly at every turn, buyers are finding value in reduced properties, foreclosures, short sales and even new construction. These exceptional buying opportunities, coupled with historically-low interest rates, could possibly be a once-in-a-life-time event!

### *Managing The Market*

#### ***An Aggressive Marketing Plan!***

Should you decide to sell in today's market, an aggressive marketing campaign will be crucial. A pro-active campaign can positively influence the sale of your property and reduce marketing time!

A successful campaign utilizes the data from the seller's assessment, along with the property information, to establish goals, set price and determine the target market. The property's most "salable" features are then captured in

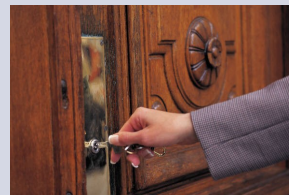
#### ***Want To Buy But Currently Own A Home?***

If you currently own a home and want to take advantage of today's market, it's time to evaluate your situation and explore your options.

While it's true that you can't always "buy low and sell high" within the same market, an assessment of your situation will reveal your best course of action to reap the benefits of the current real estate environment. Today's market is allowing many homeowners the ability to finally move-up, purchase their dream home or even buy an investment property. **NOW** may be the best time to afford the home you desire!

#### ***Proper Preparation Is Key!***

An experienced Realtor can provide you with current information and comprehensive market data that will allow you to make informed decisions about timing your next move. This thorough examination will unveil all aspects of purchasing a new home, the sale of your current home, rent options, long term benefits and any negative consequences. For some homeowners, making a move in today's market could prove to be a wise decision.



print publications, profile sheets and, of course, on-line.

Professional photographs, virtual tours, videos, a variety of advertising mediums and vast web exposure are all important components. A successful campaign will showcase your home professionally, in it's most positive light, while exposing it to as many qualified buyers as possible!



#### ***No Down Payment - No Problem!***

USDA Rural Development has partnered with local lenders to help extend 100% financing opportunities to qualified borrowers. The program features no down payment, no monthly mortgage insurance and flexible credit and qualifying guidelines. However, qualified individuals must purchase a home in the USDA's designated areas.

Most USDA qualified properties fall outside city limits but you will be surprised how many semi-rural properties fall within the programs eligibility.

For more info, visit <http://eligibility.sc.egov.usda.gov>

#### **THE GLAZE TEAM**

*The Real Estate industry is becoming more sophisticated and challenging everyday, you need professionals that understand the industry and are positioned to stay ahead of the game.*

*As preeminent real estate professionals in the Charleston area, The Glaze Team is committed to providing the finest service available while breaking new ground. They are experienced, dedicated and offer the most advanced real estate services in the industry.*

*Choose an Award-Winning Team!*

#### ***The Glaze Team***

Travis and Gena Glaze  
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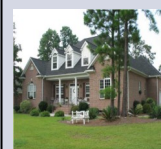
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#### **Featured Properties!**



Crowfield  
The Hamlets  
100 Melton Ct.  
3700 sqft  
4BR 3b  
\$533,000

Crowfield  
The Preserve  
133 Thousand  
Oaks  
3100 sqft  
6BR 4.5 b  
\$279,983



Sangaree  
304 Beauregard  
3 BR 2 b  
1300 sqft  
\$109,983

*Click photos for more info*