



Betty L. Harris



Town Center Realty, Inc.

"Serving home buyers and sellers throughout Western New York since 1980."

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Spring is in the air!

Warmer weather is here and that traditionally means a warmer market for those folks looking to buy or sell a new home in Western New York too. I believe in that tradition. My belief might be partially based on the 30 years I have been involved in real estate, but it is also supported by what is going on in the economy and society.

Most reports indicate that the recession may be fading, and that will mean more jobs, less job worries, and a rediscovered vision of the American dream. Moody's reports that personal income should increase about 2% this year. In addition, mortgage rates are continuing to hover at near record lows. That's an obvious attraction to the residential market. But, there is even more information that supports my belief.

Luke Mullins of [U.S. News & World Report](#) recently wrote.

"Meanwhile, demographic forces should boost demand for housing over the next decade, according to Harvard University researchers. Members of the "echo boom" generation — children of the baby boomers — are "entering their peak household formation years of 25 to 44 with more than 5 million more members than the baby boomers had in the 1970s," Harvard researchers said in a June 2009 report. "The echo boomers will help keep demand strong for the next 10 years and beyond." While some of this demand is likely to flow into the rental market, the preferred tax treatment of mortgage loans should help keep the American infatuation with homeownership alive. And, if tax rates increase as many expect, the value of the mortgage interest deduction will go up as well."

Fact is that people are always going to be looking to buy or sell a house and it is easier and much more desirable to do that when the sun is shining and the grass is green. Most folks don't buy as an investment, but as a place to live and enjoy for a long time. That's the best reason too...and Spring is the perfect time to do it.

Homes for Heroes

April 30 is the last day for a contract to purchase property and utilize the government's real estate stimulus programs for first time or move up buyers. The program did get the market off to a good start, and created a need for first time buyers and homes under \$150,000. No matter what you thought of it, the programs did get the market moving again.

With the stimulus finishing, Betty Harris Town Center Realty has picked up the pace with a new affiliate arrangement with Homes for Heroes.



Homes for Heroes is a national not-for-profit program designed to provide incentives to military, fire and police and other community protectors. Their mission statement is to "provide extraordinary savings to local heroes who provide extraordinary services to our community every day."

We will be working with Homes for Heroes to insure that our area "heroes" can capture their American dream. They were looking for professional, successful, Realtors who are involved with community support efforts. We were looking for a way to help those who help us. It is the perfect union. For more information, contact me at: (716) 773-1177 or (716) 472-3739. I'll be posting more information on our website as well. www.bettyharristowncenterrealty.com

Our company website is designed to keep you up to speed about WNY residential real estate.

You'll find late breaking news, mortgage rates and a lot more at www.bettyharristowncenterrealty.com. I've included tips for buyers and sellers, up to the minute listings, home buying and selling calculators, key community resources and contacts, and contact information. Check us out and tell your friends!

Look for our newest website soon...www.wnysuburbanhomes.com.

The focus of this new effort will be on the suburbs. We want to help anyone looking for a suburban home in WNY find just the right one...at the right price.

The buying power for homes over \$200,000 is strong and the WNY area has many fine, quality homes available at reasonable prices. We want to be the go to web source for folks looking for these homes.

Home buying dollars simply go further here than in other parts of the country with homes in the nicest suburbs available at head turning prices for folks moving in from California, Florida and other high cost areas.

In fact the only problem these willing buyers have is the decision on which suburb is the right one for them. All of suburbs are unique...offering different sets of quality living assets. All glow in the light of individual community pride. Making a choice is difficult. We will help match buyer to suburb. And, that's a good thing for sellers too.

In any event, we're working on the new site which will link heavily to www.bettyharristowncenterrealty.com. We want to make sure that we do everything we can to make buying or selling a home in WNY the best experience it can be. I have personal inventory that includes acreage properties, waterfront, horse farms, executive, custom homes, special needs homes as well as traditional family homes. Have a question? Drop me a line at: inquiry@bettyharristowncenterrealty.com.

Pass this newsletter on to a friend!

I hope you've enjoyed this e-newsletter and found it helpful, informative and thought provoking. Remember to let you friends read it as well, pass it on. And, don't forget...if you're buying, or selling, I can help. Just give me a call at: (716) 773-1177, (716) 472-3739 (cell), or e-mail me at: inquiry@betterharristowncenterrealty.com.

Betty L. Harris is a licensed real estate BROKER and top producer since 1980. She is the owner/BROKER of Betty Harris Town Center Realty, Inc., a part of the METRO system. Betty is the current President of the METRO Association of BROKERS. Betty Harris Town Center Realty is a full service, NYS licensed, residential real estate company serving Erie and Niagara Counties in Western New York. The firm also offers turnkey corporate relocation and investment real estate services. The company's office is centrally located on Grand Island, NY at 1980 Whitehaven Road.

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