

Happy New Year



We hope your Holidays were special and as wonderful as possible for you.

Our office teamed up with Renaissance Health in a toy drive for children at Shade Tree (a haven for abused women and children here in Las Vegas) by offering to waive the application fee in exchange for a toy valued at \$25 or more. We had great response from not only prospective tenants and all of us but also from a special client in town. What a wonderful opportunity for us to give back.

We wish for you and your families a New Year of health, peace, love, beauty and financial growth.

The good news here in the Las Vegas area continues! Our home prices increased 9% this year. The analysts continue to say that we have turned the corner and while prices aren't expected to sky rocket, they are expected to continue to rise. An investment property purchased today for \$100,000 on a 3.25% interest rate loan will give you a monthly principal and interest payment of approximately \$435 – now that's cash flow! The census bureau says that our population has also increased and this translates to more people who need housing and hopefully will move our rents up again in 2013!

This is a good time of year to speak with your insurance agent and decide if you have enough coverage and the right type of coverage. Unfortunately air conditioning unit thefts have increased and your vandalism and theft coverage limits may need to be increased. There is a company in town that makes security cages for ac units. If you are interested, let me know. If enough people are interested, I'm sure we could negotiate a better price.

I recently attended a two-day Earth Advantage conference on green building practices. Switching over to using safer and more energy efficient products such as low VOC paint and high-efficiency toilets and appliances can be used to your advantage when we market your property. It's estimated that one of every four American adults is now very focused on health and sustainability. I'm not aware of any other management company here reaching out to this group of consumers – a market segment estimated to be valued at \$845 billion by 2015!

Thank you for your business and trust. We appreciate you so very much.

All of us at Avalon Realty & Oaktree Management, Bonnie, Laura, Venessa, Lori, Diane & accounting