



News from the Western Shore

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Update on Home Sales

NAR's 2011 *Investment and Vacation Home Buyers Survey* just came out March 30, 2011 and they are reporting vacation home sales are stable compared to last years increase. Sales were stable since last year. 2010, the volume of 543,000 vacation-home sales was down 1.8 percent from 553,000 in 2009.

Median price of a vacation home was \$150,000 in 2010, down 11.2%. 38% of vacation home buyers decided to purchase a vacation property last year primarily because of the decrease in prices. Vacation home buyers purchased more distressed homes compared to buyers of primary residences.



Welcome Debbie Grill!

Western Shore Realty is pleased to announce that we have welcomed a new agent to our team, Debbie Grill. Debbie Grill, hailing from Charlotte Hall, she is a native of Southern Maryland. We know her expertise and exuberant attitude will be a wonderful addition to our team.

Welcome Debbie!

To make an appointment with Debbie, you can contact her at Debbie.Grill@gmail.com or call her at 240-237-0948. Or stop by the office in the St Leonard Town Center.

Curious what your home can sell for? Request for free over-the-net home evaluation by email. Visit

<http://www.westernshorerealty.com/CMA.htm>

Do You Owe More Than Your Home is Worth?

Chances are if you purchased or refinanced your home in Calvert County between 2005-2007 you may owe more than your home is worth. When it comes to sell there are some different options. If your home has a view or a walk to the beach you may be able to rent it out as a vacation rental to make ends meet until the housing market recovers.

Another option is to market your home in Calvert County as a short sale and negotiate a lower sales price with the bank. I offer this service working with an attorney. You can find out more about it on my Calvert County Short Sale Website at www.ccshortsale.com

www.WesternShoreRealty.com

Office: 443-295-7030

Up Coming Events

- **April 23, 2011 SMCM Muldoon River Center** Retired St. Mary's College of Maryland biology professor will lead a tour of natural and managed plant habitats on the St. Mary's campus. This is a FREE tour to enjoy the spring flowers.
- **April 30, 2011 University of Maryland College Park** The 13th annual Maryland Day a family-friendly event features hundreds of interactive exhibits, workshops and live performances.
- **May 7, 2011 Scientists' Cliffs Maryland House and Garden Pilgrimage Tour 2011.** Visit early summer cabins hosted by the Calvert Garden Club. Tickets are \$30 in advance and \$35 on the day of the tour.
- **May 7, 2011 Prospect Hill Tea Room in La Plata** Join Charles County Foursquare Church for a ladies tea. \$40 ticket.

Interested in Renting out your property? Visit:
<http://westernshorerealty.com/property-management/>

*If your home is listed by a Realtor this is not a solicitation to sell your home.



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