



We handle all your Real Estate matters completely and competently

"Distinctive Service for Our Distinctive Clients"

Upcoming Events in the Tri-Cities

May

- 5 Kennewick Art Walk, Downtown Kennewick - 5-9:00 PM - 900 Kennewick Ave
- 12 Comedian Jeff Dunham, Toyota Center, Kennewick - 7:30 PM - Tickets available at Fred Meyer, Toyota Center Ticket Office, and Ticketmaster
- 21 Mid-Columbia Symphony Presents: Water - Three Rivers Convention Center

June

- 1 Metropolitan Opera Encore: Wagner's Die Walküre 6:30 PM at the Regal Columbia Mall 8 Theatre, Kennewick
- 17 Three Rivers Senior Life Show - 10AM - 4PM - The 3rd Annual Senior Life Show is for seniors who want to live life to the fullest and achieve a safer, happier and healthier life style. *Free Admission and Parking.*
- 23-26 Cool Desert Nights, Uptown Parking Lot, Richland - The car show is open to cars of all makes and models.

July

- 1 Opening Night for 'California Suite' Dinner Theatre at the Foothills Playhouse, 33907 S. Gerards, Kennewick. Tickets will be available in May at Distinctive Properties, 8022 W. Grandridge, Kennewick, reservations can be taken anytime at 509-948-1436.
- 1 Vineyard Hikes at Terra Blanca 3-4:30 PM - Take a guided walk with a trained staffer through acres of our estate vineyard. *Reservations required.* Email events@terrablanca.com
- 29-31 2011 Lamb Weston Columbia Cup - Tickets Available at the Tri-City Water Follies office; general admission passes available at area Albertsons. Telephone orders gladly taken 509-783-4675

"I thought you might find it interesting to see what the Tri-City market has been doing. As always, I am available to you should you have any real estate questions and I hope you'll think of me when your friends & acquaintances look to buy or sell a home."

Presorted
Standard
U.S. Postage
PAID
Pasco, WA
Permit No. 330

DISTINCTIVE PROPERTIES INC.
8022 West Grandridge Blvd.
Kennewick, WA 99336
509.783.1431 phone
509.736.0864 fax
www.distinctiveprop.com

DISTINCTIVE PROPERTIES INC.
It's the Sign of Success

Distinctive Newsletter Spring 2011



Distinctive News

Spring 2011

Real Estate Corner

Where will Housing Bounce Back Most?

The Tri-Cities has been nationally ranked in many things. For instance, in 2006, Kennewick was rated the best place to live by CNNmoney.com, the Tri-Cities leads the nation in Ph.D.'s per capita, and Hanford's B Reactor is the world's first large-scale nuclear reactor built during WWII. It seems feasible that Kennewick is anticipated to have 1 of the strongest U.S. Housing markets in 2011.

5 Strongest

U.S. Housing Markets Dec '10 - Dec '11

San Diego, CA	+3.5%
Kennewick, WA	+3.4%
Pittsburg, PA	+2.7%
Fargo, N.D.	+2.6%
Washington, D.C.	+2.5%

5 Weakest

U.S. Housing Markets Dec '10 - Dec '11

Reno, NV	-7.2%
Orlando, FL	-6.5%
Boise City, ID	-6.4%
Daytona Beach, FL	-6.3%
Port St. Lucie, FL	-6.3%

Smoke Alarms Save Lives

The National Fire Protection Association (NFPA) estimates that 94% of U.S. homes have at least one smoke alarm. However, there are more homes with smoke alarms that don't work properly, than homes without smoke alarms. Be sure to test and maintain your smoke alarms!

MID Saved Average WA Homeowner \$3,565

The average WA taxpayer, claiming the mortgage interest deduction (MID), deducted \$14,262 from taxable income in 2008. At a marginal rate of 25%, this means the average taxpayer saved \$3,565 in taxes as a result of MID. NAR sent a letter to Congress asking representatives to cosponsor H.Res. 25, a resolution that affirms the importance of the mortgage interest deduction.



This Issue

- Writing on the Wall . . . P.1
- Real Estate Statistics for Tri-Cities P.2
- House Hunting without Fear P.3
- 10 Home-Maintenance Tips for Spring P.3
- Upcoming Events P.4

Writing on the Wall...

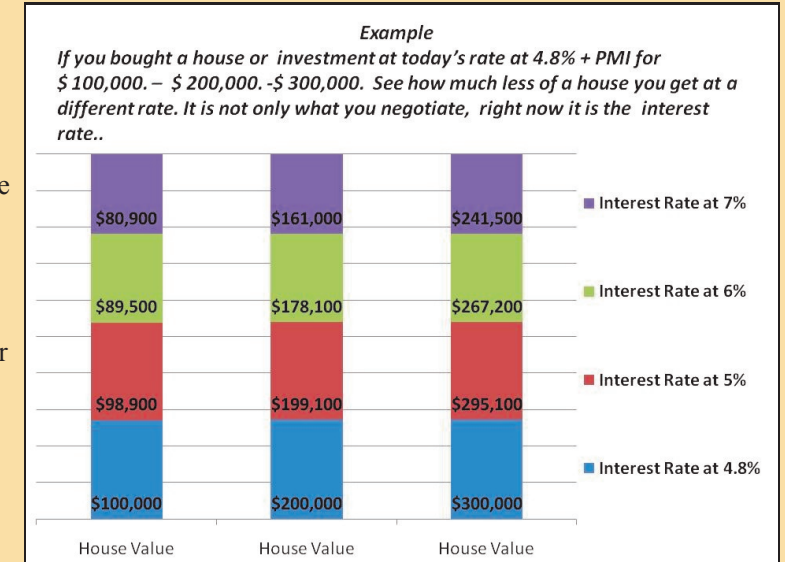
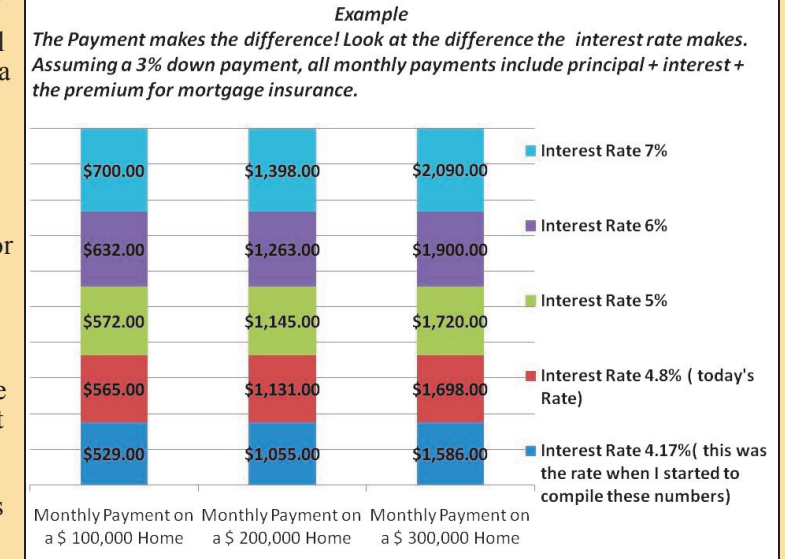
Yes, it's there! Sometimes it's easy to see, sometimes you have to squint but...it's there. It becomes more readable when you watch gas prices go up and walk down the aisle of a grocery store marveling at how much change has happened since the last time you went down that same aisle. Fifty cents here, a buck and a quarter there... The writing becomes bolder. Things are changing: gas, lumber, health care, automobiles, food, education, petroleum products, etc. Prices are increasing exponentially!

If you think that housing prices will not follow suit...you are looking at a different wall than I am. Yes, Hanford contractors will lay-off hundreds and yes, Hanford contractors will hire hundreds. We live in the same protective bubble the Tri-Cities has lived in for many, many decades. We are fortunate but not totally immune from the national trends though. Our rental market, commercial construction and income growth are keeping up with some of the hottest areas in the country but...when interest rates go up, they go up for us too! We've included two graphs that will illustrate how waiting to make that next purchase can affect you.

One thing that might drive this "Time for action" point home....interest rates were 4.17% when we started putting these stats together last week and this week the quote is at 4.8!

Please check out the number. You might even grab a calculator and times any of the differences in payment amounts by 12 for the year and by 360 for the life of a 30 year mortgage. You'll be amazed at the totals!

These are good times for us, but as always....key an eye on that wall. Tell your friends & family too.



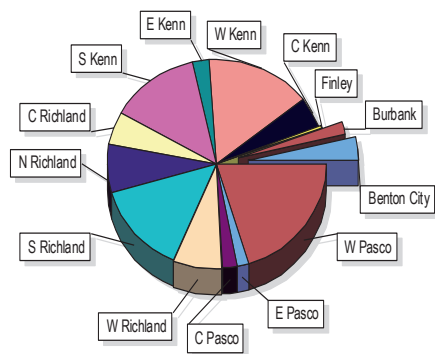


Is there a Relocation in your future?

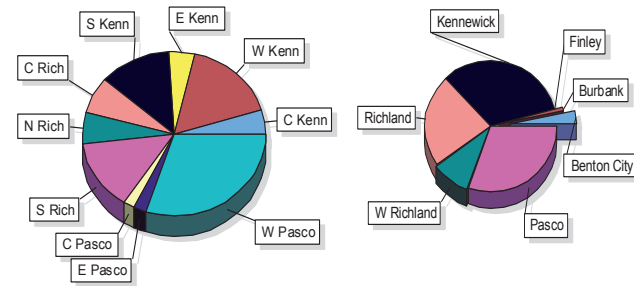
Distinctive Properties, Inc., is a member of the Leading Real Estate Companies of the World, whose membership is a global network of nearly 600 premier real estate firms with 5,000 offices and 150,000 sales associates in 30 countries around the world. Collectively, this group has the highest number of sales among the top 500 residential firms in the U.S. Leading RE dominates the United States' list of top 500 real estate firms with more of the Number One market leaders in the top 90 markets than any network. Go to Distinctiveprop.com on the bottom of the front page is a RELO Home search button to search the world for Real Estate....



TRI-CITY REAL ESTATE STATISTICS



**Current Active Listings
as of 3/31/2011**



**Residential Sales
1/1/2011 — 3/31/2011
According to the Tri-City Association of Realtors**

City	Residential Listings	Median Price
Benton City	45	\$169,000
Burbank	23	\$169,900
Finley	4	\$162,200
Kennewick	431	\$215,000
Cntrl Kennewick	55	\$129,900
West Kennewick	186	\$218,400
East Kennewick	31	\$154,900
South Kennewick	158	\$267,400
Richland	324	\$269,900
Central Richland	60	\$154,900
North Richland	87	\$269,900
South Richland	171	\$304,900
West Richland	84	\$269,970
Pasco	303	\$199,500
Central Pasco	27	\$120,000
East Pasco	21	\$119,900
West Pasco	240	\$217,327

City	Sold Listings	Median Sales \$	Ave. Days on Market
Benton City	18	\$130,250	37
Burbank	4	\$166,020	147
Finley	1	\$60,000	11
Kennewick	170	\$185,050	77
Central Kennewick	22	\$125,500	98
West Kennewick	74	\$207,250	70
East Kennewick	19	\$118,999	59
South Kennewick	57	\$193,900	82
Richland	121	\$214,000	68
Central Richland	33	\$126,000	48
North Richland	27	\$243,170	56
South Richland	61	\$259,900	86
West Richland	49	\$223,000	76
Pasco	158	\$155,992	62
Central Pasco	9	\$104,276	92
East Pasco	10	\$99,500	77
West Pasco	133	\$163,665	61

House Hunting without Fear

Being an adrenaline junkie, going on vacation, or even grocery shopping, they all require preparation. Home buying is no different. Preparation for all of these things takes out any possible fears associated with them. The National Association of Realtors compiled a list of 5 things future home buyers can do to prepare themselves in being and remaining a home owner.

Create a Wish List - Write down your needs and wants in a home. How big of a home are you looking for? Do you need a certain number of bedrooms? Does it need to be close to a certain school or public transit?

Browse for Housing - There are many websites, include DistinctiveProp.com that allow the public to search for active listings in their area. It is also beneficial to check the housing section in local papers, realtor magazines, or drive in your ideal neighborhoods and collect flyers or attend open houses.

Work with an Expert - Finding an agent who best represents you is important, it could make a difference in location, negotiating your offer, and getting your home. At Distinctive Properties, our sales associates hold many professional designations.

Get the Complete Picture before you Visit - Online listings can't tell you all you may want to know about a community. Work with your realtor to learn about the schools, crime, and shopping in your desirable area.

Make sure the Property Details are Reliable - You can work with your realtor to stay on top of listings that have had price changes, upgrades, or updates to the listings. Staying on top of information like this can ensure you to be one of the first to act on that property.

10 Home-Maintenance Tips for Spring

- Check your gutters. Loose or leaky gutters cause improper drainage which could lead to water in the basement or crawl space.
- Fill in low areas in the yard and next to the foundation with compacted soil. Spring rain showers may cause yard flooding which can lead to foundation flooding and damage.
- Spring rain can also cause damage to exposed woods. Take the time now to explore the wood trim around windows, doors, railings and deck for any repairs and get them fixed.
- Look up at the roof. Were there any lost or damaged shingles during winter? If so, begin to save for repairs. Summer is right around the corner and the summer sun can really damage shingles.
- Have the flue of your chimney cleaned and inspected by a certified chimney sweep.
- Check concrete slabs for cracks. When weather permits, power-wash and then seal the concrete.
- Remove firewood stored near your house. Firewood should be stored at least 18 inches off the ground and at least 2 feet away from the home.
- Check hose faucets for winter freeze damage.
- Have a qualified heating and cooling contractor clean and service your outside air conditioning unit.
- Check your gas- and battery- operated lawn equipment so that it is ready for summer!

At Distinctive Properties, we Speak Real Estate.

In English, Spanish,

Russian, Portuguese, German, Korean.....



LOOKING FOR A NEW HOME?

Check our website **anonymously. For you and any of your friends and family.. Or ask us for help by signing in to "My Distinctive" and get automated e-mail listings of your search. Visit us at**

www.distinctiveprop.com, and check on all of the homes currently listed in the greater Tri-Cities. Just go to the site and click on "Search all Tri-City area listings". You will get addresses and maps to locate homes. If you need help I will help you (or yours) from afar. Sign in, select me as your agent to help you. You can then save the search, set an automated email to yourself with the listings matching your preferences as soon as they come on the MLS. Have questions? I will happily answer them. Want to be qualified without having to worry about what kind of lender you are going to get? I can help with that too!

When you are ready, I will show you the houses you wish to see and help you through the process, with advice, knowledge of the contract, and guidance to make the right decision for you!