



Upcoming Events in the Tri-Cities

August

- 6-7 Historic Downtown Kennewick's "Downtown for Three" Basketball Tournament
- 23-27 Benton Franklin County Fair, Benton County Fairgrounds, Kennewick

September

- 10, 11 2011 Tri-Cities Parade of Homes, Homes throughout the Tri-Cities
- 14, 2011 Tri-Cities Parade of Homes, Homes throughout the Tri-Cities
- 17-18 2011 Tri-Cities Parade of Homes, Homes throughout the Tri-Cities
- 12 21st Annual Golf Classic , Meadow Springs Country Club
- 24-25 Catch the Crush Wine Festival, Wineries throughout the Columbia & Yakima Valleys and Red Mountain

October

- 1 97 Rocktoberfest, TRAC Center, Pasco
- 8 Great Mid-Columbia Duck Race, Columbia Park Bandshell & Lampson Pits, Kenn
- 14-15 Women's Expo, TRAC Center, Pasco
- 26 Regional Open for Business Expo, TRAC Center, Pasco
- 30 Tri-Cities Marathon, Tri-Cities, WA

We handle all your Real Estate matters completely and competently

"Distinctive Service for Our Distinctive Clients"

"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."

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Distinctive Newsletter Summer 2011



DISTINCTIVE PROPERTIES, INC.

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



Distinctive News

Summer 2011

Real Estate Corner

Understanding Mortgage Rates & Points

Current mortgage interest rates (for now) are at historic lows. An increase of just 1% can increase your monthly mortgage payment by hundreds of dollars..... tens of thousands over the long haul.

Can you afford a home now?

How much can you afford? With today's reduced prices, historical low interest rates. Now is the time to explore Homeownership.

What can I afford?

A housing payment-to-income ratio should be about 30%. In the end, your debt-to-income ratio (your monthly debt including house payment in relation to your gross monthly income) should be no more than 36%. Call us, we can run the numbers for you.



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Mobile Real Estate Search Application

Download our Mobile Real Estate Search app on your smart phone by texting: DIST to 87778 and have all the information on homes for sale. Also reach us with just a click of your phone!

This tool will allow you to search homes for sale **anytime, anywhere - right from your cell phone!** Wherever you are, driving, or walking around looking at properties, you'll have access to all of the MLS information on the homes for sale around you, with just one touch of a button on your cell phone.

Hit "Call to See" and you will be put right in touch with my office, then just ask for ME, ready and waiting to serve all your real estate needs.

It's so easy to do! Just text DIST to 87778 and the application will be sent to your phone via text message. Just click on it and the application downloads right away.

I know you will love this great new way to look for homes. So don't delay - start searching for your dream home **TODAY!**





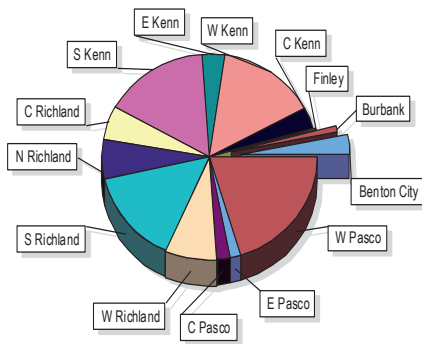
Is there a Relocation in your future?

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.

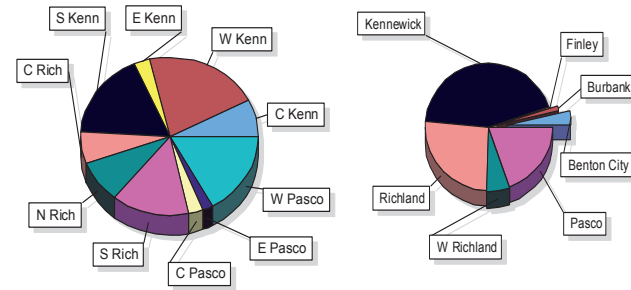
Go to Distinctiveprop.com on the bottom of the front page is a RELO Home search button to search the world for Real Estate....



TRI-CITY REAL ESTATE STATISTICS



Current Active Listings as of 6/30/2011



Residential Sales 4/1/2011 — 6/30/2011 According to the Tri-City Association of Realtors

City	Residential Listings	Median Price
Benton City	45	189,900
Burbank	18	217,400
Finley	2	177,799
Kennewick	538	219,950
Cntrl Kennewick	47	135,000
West Kennewick	216	224,700
East Kennewick	47	148,500
South Kennewick	227	249,900
Richland	381	257,000
Central Richland	73	150,000
North Richland	93	255,000
South Richland	210	297,450
West Richland	112	271,200
Pasco	363	199,940
Central Pasco	29	121,500
East Pasco	21	129,900
West Pasco	289	214,900

City	Sold Listings	Median Sales \$	Ave. Days on Market
Benton City	13	150,000	29
Burbank	4	139,725	53
Finley	1	155,000	344
Kennewick	149	164,150	65
Central Kennewick	23	117,900	51
West Kennewick	63	170,000	59
East Kennewick	9	115,000	39
South Kennewick	52	184,750	88
Richland	88	221,058	74
Central Richland	19	129,000	41
North Richland	26	216,000	100
South Richland	42	250,000	70
West Richland	20	184,000	37
Pasco	67	149,900	47
Central Pasco	8	118,950	49
East Pasco	6	116,358	30
West Pasco	50	159,450	48

Reaching Resolutions with Washington's Foreclosure Mediation Program

If you know of anyone that is in trouble with their Mortgage, a new Mediation Program is going into effect July 22, 2011. Have them call me; this may be of great interest to them!

The Foreclosure Mediation Program was created during the 2011 legislative session to provide homeowner foreclosure assistance. State law now requires lenders to notify borrowers prior to foreclosure of the availability of foreclosure prevention counseling and the potential for mediation. Foreclosure mediation is intended to provide a non-judicial process conducted by a neutral third party (the mediator) who will assure each party is heard fully and fairly and to reach a resolution if possible.

Foreclosure mediation begins July 22, 2011. Homeowners who wish to participate in mediation must be referred by a housing counselor or an attorney.

To participate in this program homeowners should seek housing counseling or an attorney immediately, particularly if they received a Notice of Trustee's Sale before July 22, 2011 and the home has not yet been sold or if after July 22, 2011 the homeowner has not yet received a Notice of Trustee's Sale.

Homestead Laws

The homestead laws are intended to protect a person's home from execution and forced sale to satisfy the claims of certain creditors. Homestead property consists of either the dwelling house or mobile home in which the owner resides, including the land and appurtenant buildings, or unimproved land purchased with the intention of building a house and residing thereon. The homestead must be actually intended or used as a home for the owner.

A purchaser under a mortgage, deed of trust, or real estate contract is an "owner" for purposes of the homestead laws. Since 1981, the homestead exemption applies automatically and a declaration of homestead is no longer required, except as to unimproved land purchased with the intention of residing thereon. The homestead exemption protects the owner's equity in the property up to \$125,000. For example, suppose that there is a first lien against the property in the amount of \$112,000, and a second lien of \$8,000, for a total of \$120,000 in secured debt. If the market value of the property is \$180,000, then the owner's entire equity (\$60,000) is protected by the homestead exemption. However, if the market value is \$280,000, then only the first \$125,000 of the owner's equity is protected and the remaining \$35,000 is subject to execution under a special proceeding.

The homestead laws do not afford protection from certain claims, such as property taxes or assessments, federal taxes, construction liens, mortgages, deeds of trust, real estate contracts, child support or spousal maintenance obligations, or certain claims in bankruptcy. A homestead may be terminated by abandonment or sale of the property. The proceeds from a sale of homestead property for the purpose of acquiring a new homestead are exempt for one year, up to the homestead amount. In effect, the homestead laws provide limited protection from forced sales of the owner's residence to pay unsecured creditors.

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!