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- September Nashville home sales increase by 16.9% from last year (pg. 2)
- Housing starts decline in August (pg. 2)
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New Listings and Rentals Now Available!



www.9615mitchellplace.com



9615 Mitchell Place
4 BR, 4 Full BA; \$875,000



5,584 sq. ft. in Brentwood's
Magnolia Vale



www.1116omandrive.com



1116 Oman Drive
4BR, 3.5BA; \$859,900



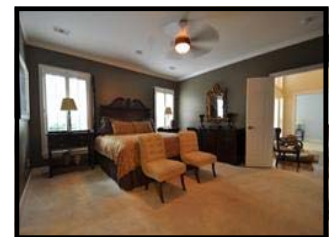
Serene setting yet minutes
to all of Nashville



www.960caldwelllane.com



960 Caldwell Lane
3BR, 3BA; \$469,900



2,660 sq. ft. with second
floor bonus room



Pending! 8216 Middlewick
Lane, 4 BR, 3.5BA



For Rent! 205 Claybrook
Ln., 3BR, 2.5BA; \$1400/mo.



For Rent! 2117 White Ave.
2BR, 1BA; \$650/mo.

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Recent News

Nashville Sales

Greater Nashville Home Sales Increase in September

There were 1,832 home closings reported for the month of September, according to figures provided by the Greater Nashville Association of REALTORS®. This represents a 16.9 percent increase from the 1,567 closings reported for the same period last year.

To read the complete article, click here:

http://www.gnar.org/current_press_release



For the month of September, home sales increased by 16.9% from a year earlier in Nashville.

National Association of Home Builders

Number of Improving Housing Markets Nearly Doubles in October

The second edition of the National Association of Home Builders/ First American Improving Markets Index (IMI) shows 23 individual housing markets now qualifying as "improving" under the new gauge's parameters. This is nearly double the 12 housing markets that made the list last month.

To read the complete article, click here:

http://www.nahb.org/news_details.aspx?sectionID=148&newsID=13650



Have a real estate question? Do you know someone that needs our advice? Call John at (615) 473-2632 or Ben at (615) 483-3138. We are here to help with all of your real estate needs!

New-Home Sales Decline 2.3 Percent in August

Sales of newly built, single-family homes declined 2.3 percent to a seasonally adjusted annual rate of 295,000 units in August, according to newly released data from the U.S. Commerce Department. The decline is from an upwardly revised, 302,000-unit rate in the previous month.

To read the complete article, click here:

http://www.nahb.org/news_details.aspx?sectionID=148&newsID=13528

Housing Starts Decline, Permits Rise in August

Nationwide housing starts declined 5.0 percent to a seasonally adjusted annual rate of 571,000 units in August, according to figures released by the U.S. Commerce Department. The decline was primarily on the more volatile multifamily side, with single-family housing production edging down just 1.4 percent. Meanwhile, permits for new construction posted modest gains in both sectors.

To read the complete article, click here:

http://www.nahb.org/news_details.aspx?sectionID=148&newsID=13493

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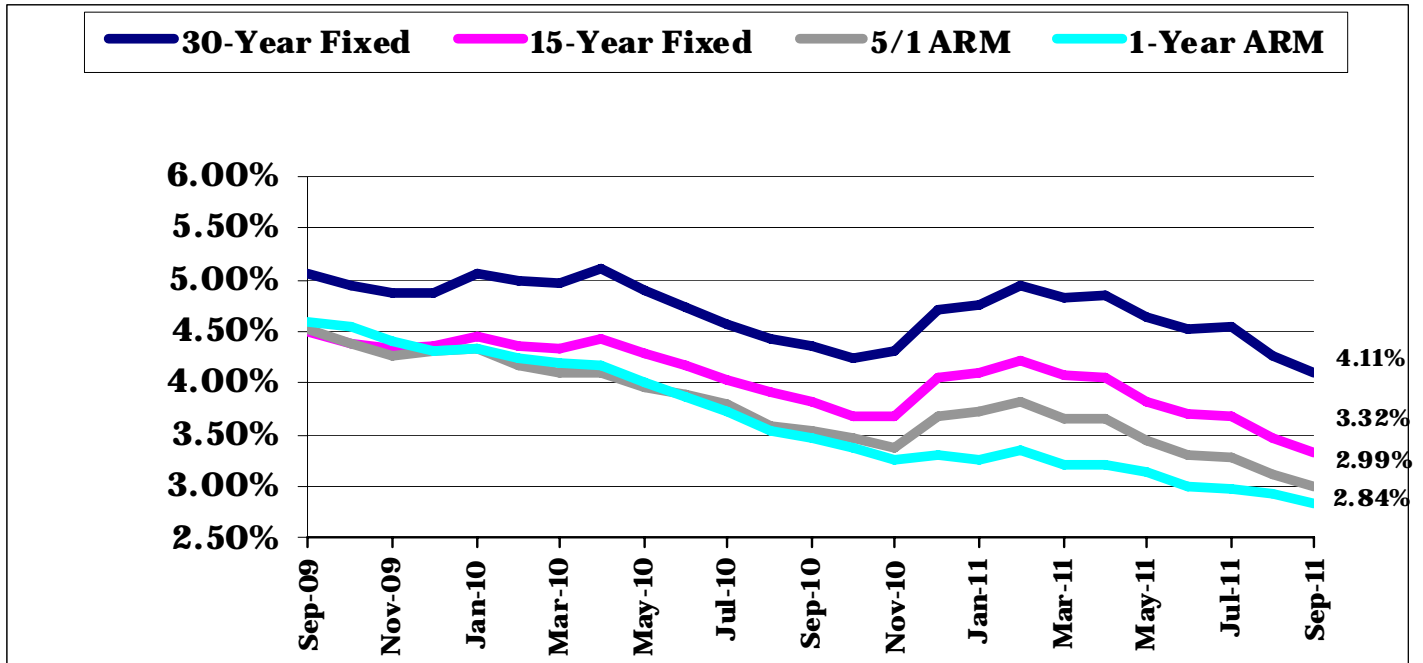


Current National Mortgage Rates

Loan Type	Week Ending 6-Oct	Week Ending 29-Sep
30-Year Fixed	3.94%	4.01%
15-Year Fixed	3.26%	3.28%
5/1 ARM	2.96%	3.02%
1-Year ARM	2.95%	2.83%

Source: Freddie Mac Weekly Primary Mortgage Market Survey (PMMS)

National Monthly Average Mortgage Rates



Source: Freddie Mac Weekly Primary Mortgage Market Survey (PMMS) Monthly Average Values



2010 and YTD 2011 Middle Tennessee Home Sales Statistics

Single Family Homes (If your neighborhood is not listed or you would like a detailed analysis, contact us for a free market analysis)

	Belle Meade		Belmont		Oak Hill		Forest Hills	
	2010	2011	2010	2011	2010	2011	2010	2011
# of Homes Sold:	50	42	66	54	32	39	29	21
Average Days On Market:	84	105	81	63	98	121	100	136
Average List Price:	\$902,326	\$1,130,042	\$461,475	\$439,921	\$498,640	\$670,637	\$791,963	\$708,428
Average Sales Price:	\$828,723	\$1,043,230	\$444,631	\$420,411	\$468,582	\$606,789	\$724,928	\$644,466
Sales Price to List Price Ratio:	91.8%	92.3%	96.3%	95.6%	94.0%	90.5%	91.5%	91.0%
Lowest Sales Price:	\$310,000	\$330,000	\$182,500	\$193,000	\$186,000	\$185,000	\$150,000	\$150,000
Highest Sales Price:	\$1,750,000	\$3,250,000	\$935,000	\$960,000	\$1,208,750	\$2,599,750	\$3,035,000	\$1,585,000

	West Meade		Brentwood (Williamson)		Brentwood (Davidson)		Crieve Hall	
	2010	2011	2010	2011	2010	2011	2010	2011
# of Homes Sold:	65	63	601	515	154	129	71	84
Average Days On Market:	97	105	94	95	88	87	75	83
Average List Price:	\$450,299	\$377,119	\$611,596	\$604,432	\$322,959	\$320,310	\$241,912	\$227,610
Average Sales Price:	\$421,446	\$352,250	\$582,020	\$578,898	\$310,411	\$305,798	\$232,687	\$220,125
Sales Price to List Price Ratio:	93.6%	93.4%	95.2%	95.8%	96.1%	95.5%	96.2%	96.7%
Lowest Sales Price:	\$168,000	\$132,300	\$125,000	\$70,000	\$130,000	\$85,000	\$115,000	\$119,000
Highest Sales Price:	\$1,650,000	\$1,700,000	\$2,900,000	\$2,700,000	\$1,200,000	\$1,950,000	\$540,000	\$377,000

	Green Hills		Hillsboro / West End		Sylvan Park		Waverly / 12 South	
	2010	2011	2010	2011	2010	2011	2010	2011
# of Homes Sold:	102	98	39	38	67	59	49	51
Average Days On Market:	96	99	63	84	85	105	86	86
Average List Price:	\$524,463	\$565,192	\$409,433	\$391,714	\$324,830	\$326,316	\$351,340	\$397,570
Average Sales Price:	\$494,370	\$534,129	\$393,607	\$377,778	\$311,517	\$315,975	\$339,792	\$387,014
Sales Price to List Price Ratio:	94.3%	94.5%	96.1%	96.4%	95.9%	96.8%	96.7%	97.3%
Lowest Sales Price:	\$212,000	\$233,400	\$164,000	\$175,000	\$104,000	\$130,000	\$179,000	\$180,100
Highest Sales Price:	\$1,435,000	\$2,500,000	\$985,000	\$1,030,000	\$580,000	\$610,000	\$645,000	\$629,700

Condominiums by Zip Code

	37212		37215		37203		37209	
	2010	2011	2010	2011	2010 *	2011 *	2010	2011
# of Condos Sold:	95	66	120	87	236	163	56	53
Average Days On Market:	76	94	92	108	49	71	89	94
Average List Price:	\$280,643	\$233,494	\$214,879	\$270,190	\$308,222	\$294,995	\$184,698	\$180,221
Average Sales Price:	\$266,017	\$219,902	\$204,811	\$257,169	\$277,675	\$286,100	\$182,978	\$173,639
Sales Price to List Price Ratio:	94.8%	94.2%	95.3%	95.2%	90.1%	97.0%	99.1%	96.3%
Lowest Sales Price:	\$90,000	\$80,000	\$82,750	\$96,500	\$90,000	\$93,000	\$32,000	\$19,000
Highest Sales Price:	\$1,025,000	\$825,000	\$600,000	\$2,150,000	\$1,500,000	\$1,180,000	\$301,250	\$440,000

Source: Middle Tennessee Regional Multiple Listing Service website. Home sales statistics for 2011 are through October 9, 2011.

Information is believed to be accurate but is not guaranteed due to the lack of exact boundary parameters between neighborhoods. Neighborhoods often include adjacent areas (e.g. Belle Meade Highlands).

* 2010 and 2011 days on market statistics for the 37203 zip code appear skewed due to sales reported showing 0 days on market at ICON, Velocity in the Gulch, and The West End developments.

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Hot Topic

Commonly Overlooked Roof Repairs

Before winter's bad weather can catch up to you, if you're having any problems with your roof, this is the time to get those repairs out of the way.

Even when your shingles appear to be holding their own up there, you could have problems with flashings, attic and plumbing vents, and other penetrations into the house that can allow water to enter, creating the potential for big problems down the road.

You or a qualified, licensed roofing contractor should do a thorough inspection of the roof to examine the condition of several key areas. Look at the attic vents to see if there's any evidence of cracking, loose or torn screens, loose fasteners or other problems. Examine plumbing vents for worn, loose, cracked or brittle seals around pipes.

Check flashings around chimneys, wood stove flues, siding intersections, skylights and other areas for evidence of loose fasteners, bending, denting, water leaks, or other issues that need to be taken care of.

From inside the attic, look for water staining on the rafters, ceiling joists and roof sheathing that might indicate a possible leak. Also look for areas of insu-

lation that appear crusty on top, or that are flattened out or depressed, indicating that water has been dripping there.

If you spot something, remember that the water leak may not be directly overhead. With roof leaks, water often runs down at an angle from above, so you may have to do a little detective work to trace the leak back to its origin.

Flashings rarely need to be replaced unless they've been damaged, such as by a falling tree limb or other impact. Typically, they need only to be refastened and resealed.

You can fasten flashings using wide-headed roofing nails, or roofing screws with a washer underneath. Don't simply drive existing fasteners back into existing holes, as they'll just come loose again.

After the flashings have been resecured, seal them with a flashing sealant approved for that use. Flashing sealants are available in caulking tubes, and are easy to apply with a standard caulking gun.

Source: realestate.yahoo.com