



Greetings!

Summer is upon us, which means the kids are out of school and many of us are looking forward to family vacations and we are all praying for a calm hurricane season on the Gulf and Atlantic coasts. But the beginning of summer also signifies that the year is practically half over. Being an optimist, shall we say that the best half of the year is still to come?

The month of May at Grace Title was another solid month with our numbers slightly better than April. We would like to think that our clients represent a good cross section of Realtors and Mortgage Brokers around Central Florida. Assuming that is the case we could draw the conclusion that the Real Estate Industry as a whole is having a good solid year so far.

Granted, the Real Estate market has cooled some from this time last year but in our opinion it will result in a healthy “shaking out” of the market which is past due. We are heading into a time when the posers and part timers will move on to something else while the new professionals with the right stuff, and those who have been around awhile will thrive and do well. This, in my opinion, is a good thing for our related industries.

If Grace Title can help you in your planning for the last half of the year or do anything at all to enhance your performance with your customers please know that we are here to help you succeed in any way we can.

Market Snapshot

Our Central Florida region is clipping along at a good steady pace and is rivaling that of Las Vegas, Nevada. Our unemployment rate is hovering near 2%, while the average unemployment rate across the nation is above 4% according to the Bureau of Labor Statistics. Meanwhile rents for office, retail and apartments are on the rise as the vacancy factors tighten according to a local study by C.B. Richard Ellis.

As reported by the Orlando Regional Realtor Association the inventory of homes during the first quarter of this year has risen significantly over last year. Nevertheless, sales have remained solid. During the first quarter of 2006, sales through MLS were 8,714. The median sales price of new homes was at \$308,000 while the median price for existing homes was at \$273,907. Just doing some quick math would put sales for the year at something over **two billion dollars**.

As expected, the Federal Reserve Board boosted the funds rate to 5% in May pushing mortgage rates higher and in all likelihood they are not done yet. That being the case, we are likely to see more softening of the market before the end of the year, especially in the

high-end homes. In our opinion, the sales of middle and lower-end homes, by contrast, will continue to stay solid given the low unemployment coupled with a steady growth rate in the Central Florida area.

In summary, business should remain good for those who continue to work hard and adapt their marketing plans to the changes in the marketplace. There will always be business for the professionals in the Real Estate and Mortgage Lending industries who work hard and adjust to market changes.

Thanks!

As always, thank you to each and every one of our customers for making our company successful. We view each of you as a partners and your continued success is important to us. You are the reason we exist, so if at any time you feel we need to improve on something or that you feel that you are not getting the service that you need, call our office immediately and speak with Greg Gary or Pat Clark.

We would also ask that if you know of top notch people in the Title Industry looking to make a change in companies, please make us aware of them. Better yet make them aware of who we are and get them to call us before they make a move.

Thanks A Million!!!

Greg Gary

President & CEO



Value ● Integrity ● Magnificent Service

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