



Greetings!

Well April is over and the beginning of the second quarter is off to a good start. I certainly hope it is a good indicator of what we can all expect for the remainder of the year. When talking to Realtors and Mortgage Lenders they remain optimistic and from what we can see the business pipelines remain steady.

May brings us a new addition to the Grace Title team. I would like to welcome Lyn Thomas to our company. Lyn comes to us with eight years experience in closing transactions in central Florida and we believe she will be a great asset to the company. Lyn will be working in the Altamonte Springs office so when you come in, be sure to say hello and get to know her.

On a more somber note we would like to caution the brokers and lenders out there that the regulators are out and about making spot checks on Title Agencies, Mortgage Brokers and Real Estate Brokers. It seems that Congress has formed a committee as well as Tallahassee to investigate kickbacks from title companies through business arrangements with Mortgage and Real Estate Brokers. HUD deputy secretary Gary M. Cunningham has promised congress that there will be a crack down. As we all are aware, federal law prohibits realty settlement kickbacks or provisions of “anything of value” in exchange for referrals of business. Most of you know that Grace Title has not ventured into these types of arrangements. Therefore, our lender and broker clients have nothing to worry about. A violation of federal real estate settlement law can only end in a bad way for all parties involved and give all of our professions a bad reputation among consumers.

Our Market View

We continue to believe that the Real Estate market in Central Florida will remain strong. Inventory has increased with 10,253 homes listed in MLS and the average length of time on the market has increased but homes that are competitively priced are still selling fast. This year will be a time for weeding out the amateurs and part-timers in our respective professions which is a good thing for our industry as well as the consumer. Interest rates still remain low with the average 30 year note at 6.5% and it is our belief that the feds will probably only raise interest rates one more time this year as long as the economy remains at this pace. We all have many things to be positive about for the balance of this year.

Thank You

The staff at Grace Title is very blessed with great clients and we wish to say Thank You to all who support us and refer business to us. Your trust and confidence in us is never taken for granted. Thank you all!!

Your Input

As always we look forward to your input and observations as to how we can better our services to you. Our goal is to help you all have smooth closings by providing magnificent service. We also ask that if you know of people that work for other title companies that you think would be a good team member at Grace Title Inc. then please pass their name on to us. Finally, remember to visit us at www.thegracecompanies.com

Thanks A Million!!!

Greg Gary

President & CEO



Value ● Integrity ● Magnificent Service

Altamonte Springs

**225 S. Westmonte Drive, Suite 2080
Altamonte Springs, FL 32714**

321-207-0465

321-207-0466 (Fax)

Eustis

**2500 S. Bay Street
Eustis, FL 32726**

352-357-8200

352-357-8931 (Fax)