



Dear Client,

### New Sales Associate

I am proud to announce that Carmela Conde has joined Clairmont Real Estate as a sales associate. She will be exclusively representing buyers who are interested in multi-unit buildings, starting with 3 units and up. Carmela has been involved in real estate since 1994 mostly in her capacity as an investor, buying multi-unit buildings, renting some of them out, and remodeling others. Carmela is a true entrepreneur and owns several internet businesses and a painting company. If you are interested in purchasing a multi-unit building in the Bay Area please contact Carmela directly at [carmela@clairmontproperties.com](mailto:carmela@clairmontproperties.com) or call her at 415-971-9447.

### Economic Stimulus Package - effect in the Bay Area

If the House and Senate pass the proposed economic stimulus package, borrowers in the Bay Area will be benefiting greatly. This new legislation proposes to raise the JUMBO loan limits from \$417,000 to as much as \$729,250. This would mean that the lower interest rates currently available only for conforming non-JUMBO loans of up to \$417,000 will then become available to loans of up to \$729,250 producing large savings for borrowers. Interest rates for conforming loans can be as much as 1% lower than for JUMBO loans. Congress is planning to present the final version of the bill to President Bush by mid-February. Let's keep our fingers crossed!

### San Francisco Market

Inventory in San Francisco during December and January has been extremely low. While the bad weather certainly hasn't helped the housing market, sellers seem to still be waiting for better times to put their properties back on the market. I've also noticed that some of the properties currently on the market seem to be overpriced, which appears to be a factor of the sellers realizing that they don't have much competition. To my buyers I can only say: sit tight for another month or two. As soon as the spring weather returns, sellers will want to put their homes on the market. The more inventory, the better it will be for buyers.

As always I'm here to answer your questions. And if you know of somebody who needs a buyer's agent, I hope you consider referring me. It's the greatest compliment you can give me.

Sincerely yours,

Bettina



*Serving clients in San Francisco and Marin County  
- English - Deutsch - Français*

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