

HOME GUIDE



A personal Real Estate Newsletter published quarterly for our friends & clients. 1st Quarter 2003.

Home Equity Scams

by Mary Hunt (Good Advice Press)

As appeared in the May 2002 issue of Sound Mind Investing.

Homeowners beware. These days home loan scam artists are lurking around just about every corner. They're hungry, they're determined and they're coming after your equity. Unscrupulous loan peddlers are known as **predatory lenders** because of their resemblance to vultures. They go after the weak, the hungry and the poor; the rich, the elderly and people with poor credit histories. They swoop down and don't give up until they've picked their victims' bones clean.

Predatory Lenders



WHAT TO WATCH FOR

What makes a loan predatory are shady tactics and the way it comes close to or exceeds the available equity. But there's more to it than that. These loans encourage people to consolidate their debts and suggest this will prevent them from overspending and maxing out their credit cards again. Predatory lenders deal in asset-based lending: *They make the loans based solely on the amount of equity a borrower has in a property rather than considering the borrower's ability to repay the loan.* These loans with their high fees and excessive interest rates are designed to push homeowners into foreclosure. Currently, there are more than \$240 billion in these kinds of sub prime home equity loans outstanding in this country, 90% of which were used for debt consolidation.

Deceptive marketing. Victims of predatory lending frequently describe being subjected to a flood of phone calls and letters from brokers and lenders, encouraging them to take out a home equity loan. In many cases where borrowers used a home equity loan to pay off other debts, they did not realize that they were replacing unsecured loans (credit card and personal loan balances) with secured debt. They didn't know until it was too late that if they failed to keep up with the loan payments they could lose their homes.

Red flag: Lenders who engage in high-pressure tactics, telemarketing, cold calling and deceptive advertising campaigns.

Excessive fees. Predatory lenders routinely charge borrowers fees totaling as much as 15%-20% of the loan amount. One of the biggest scams rests in a form called a "Section 32." It allows a lender to charge more than 8 points for issuing a mortgage. The mere reference to "Section 32" tells you to get out of there fast!

Because these outrageous fees usually are not paid at the time of loan closing but are financed as part of the loan, lenders get away with advertising "no fees up front." The truth is these fees are huge to begin with, and when they become part of the loan they generate more interest. Fees alone can have a ruinous impact on a homeowner's equity. But add them to prepayment penalties and you're locked into a high-rate, financially disastrous loan.

Red flag: You inquire about fees and charges, but you can't get the facts. They insist there are no "up-front" fees.

Equity stripping. You need money. You don't have enough coming in each month to cover your expenses. You have equity in your home. A lender tells you that you could get a loan. This is a big shock because you know you will have difficulty keeping up with the payments. The lender encourages you to "pad" your income on your loan application to help get the loan approved. This lender has a two-part agenda: To get this loan on the books and

What We See happening locally...

Home Sales in Wapak. were off the charts in '02. 13% higher than any year in the past 15 years. Over 271 homes sold in the Wapak area (see chart of sales on page 5). But, we see some real problems in certain sectors on the horizon.

With record-breaking foreclosures and pending Sheriffs sales it is easily evident that too many homeowners are carrying too much debt. The article on the opposite side of this page highlights what we are seeing here locally and it isn't a pretty picture.

There are more houses on the market than usual for this time of year. Sure, the 40 year low interest rates are a main contributor, but there is also a strong undercurrent of a growing number of homeowners that are desperately trying to clear too much debt. These sellers have unrealistically high prices on their real estate. They are hoping someone will come along and pay their way out of debt.

In looking back and reviewing the past 3-6 months of home sales there are two trends that are readily recognizable. First, the majority of homes that have enjoyed the highest percentage of sales were under \$85,000. That is within the range of 1st time homebuyers, (who by the way are still out in droves looking for their 1st home.) Second, there is a **disturbing trend** that is becoming more and more evident. There are an increasing number of Sellers in that 1st time home buying price range that are under pressure to sell and are making less profit because they have to pay the buyers closing costs to be able to sell. (Typically 1st time homebuyers have "no" money to put down, now-a-days.) There is also an ever-increasing number of homes that are selling for more than what they are actually worth in order for the Seller to be able to add these fees into the financing. The disturbing trend, in our opinion, is the later – too many homes are being artificially inflated in value so that some less-than-reputable, banks or mortgage companies can make the loans. As a result there is an alarming and growing number of homebuyers that are being exploited in the process. Our guess is many will end up in foreclosure in 3-5 years, not only because they paid too much, but these buyers also

Inside This Issue

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Fly with Pride

It's atrocious how badly Americans treat their flag. Now, being sported by too many as the "in" thing to hang outside of their homes 24/7/365, there are signs of abuse and disrespect for the "red, white & blue" everywhere you look. As a combat veteran who has witnessed the human cost of preserving those sacred colors and seen too many draped over coffins, many of us veterans are outraged at the abuses by the majority of Sunday afternoon patriots we see abusing "Old Glory". It's shameful all the U.S. Flags you see being displayed around Wapak. that are out 24/7 without any lighting. I call most of these flag wavers "Plastic Patriots." They treat the flag like it was a house or lawn ornament and not with the respect it deserves.

★ ★ ★ ★ ★

According to federal code, here's how to honor those broad stripes and bright stars as you fly them at home.

The Patriot's Guide To Flying the U.S. Flag At Home

Fly the flag outside only from sunrise to sunset, **unless it is illuminated** for night time display.

- Especially fly the flag on New Year's Day, January 1; Inauguration Day, January 20; Lincoln's Birthday, February 12; Washington's Birthday, third Monday in February; Easter Sunday; Mother's Day, second Sunday in May; Armed Forces Day, third Saturday in May; Memorial Day (half-staff until noon), the last Monday in May; Flag Day, June 14; Independence Day, July 4; Labor Day, first Monday in September; Columbus Day, second Monday in October; Veterans Day, November 11; Thanksgiving Day, fourth Thursday in November; Christmas Day, December 25; state birthdays (dates of admission); state holidays; and other days as announced by the U.S. President.
- Do not fly the flag outside during inclement weather unless you use an all-weather flag.
- Do not fly another flag above the U.S. flag, or if the other flag is on the same level, do not fly another flag to the right of the U.S. flag.
- Fly the flag with the "union" (the blue field of white stars) at the peak of the staff (unless the flag is at half staff) when flying the flag from a staff projecting horizontally or at an angle from the

only as a distress signal.

- Fly the flag at half-staff (positioning the flag one-half the distance between the top and bottom of the staff) at times specified, often according to presidential instructions.
- When you suspend a flag over a sidewalk from a rope extending from a house to a pole at the edge of the sidewalk, hoist the flag, union first, from the building.
- When you display a flag horizontally or vertically against a wall or in a window, place the union uppermost and to the flag's own right, or to the observer's left.
- When flying the flag at half-staff, it should be first hoisted to the peak for an instant and then lowered to the half-staff position. The flag should be again raised to the peak before it is lowered for the day.
- **Never allow the flag to touch anything beneath it, including the ground,** the floor, water or other items.
- Never carry the flag flat or horizontally, but always aloft and free.
- Never use a flag as wearing apparel, bedding, drapery, ceiling covering. Never use the flag for advertising purposes. Don't embroider it on articles, print or impress it on disposable items.
- Don't use a part of the flag as a costume or athletic uniform. A flag patch may be affixed to the uniform of military personnel, firefighters, police, members of patriotic organizations.
- A lapel flag pin should be worn on the left lapel near the heart.
- Protect the flag from display, use or storage that will cause it to be easily torn, soiled or damaged.
- Never place things on the flag or attach marks, insignias, letters, words, figures, designs, pictures, or drawings
- Don't use the flag as a receptacle for receiving, holding, carrying, or delivering anything.
- **Aged flags no longer fit for flying** -- like those wind whipped ones that are tattered and torn you see being flown all over town-- should be destroyed in a dignified way. Locally, the VFW will properly dispose of aged US Flags.
- **Most of all—teach your children to properly display and respect the flag.**



What we see happening,...

(Continued from page 1)
become easy targets for unscrupulous lenders. By over inflating the value of their homes these under-the-radar, lenders will also try to get these marginally-qualified home buyers hooked up with an equity loan soon after they buy a home, with offers to furnish their homes, buy a new vehicle, or pay off credit cards.

Now, you might be sitting there reading this and think, gosh I wouldn't have a problem with it if I were the Seller. Well, would you have a problem if you were the taxpayer who ended up having to bail out fly-by-night lenders? Like the "Savings & Loan scandal" of the 80's, taxpayers are destined to bail out this fraudulent loan industry in the future.

Today, because the mortgage market is so lucrative many buyers who previously wouldn't have qualified for a mortgage, now are flooding the market as these lenders can give them money and not have to worry about whether or not they can pay it back. It's the banking industry's dirty little secret! As odd as it may sound, it appears like the banking regulators & politicians have opted to bury their head in the sand and look the other way to keep the economy going. We'll certainly have to pay for it eventually.

Too many (we'd estimate between 20-30% locally) of the overpriced homes you see up for sale can be divided into two, distinct groups. There are the "have-to" sellers, bogged down in too much debt and as a result trying to clear an unrealistic price. Then there are the "unrealistic" Sellers who see what some of these local houses have sold for lately and mistakenly believe their house is worth just as much or more. The problem is they see the SOLD PRICE, like we have listed on the back page, but what they don't see is the Seller had to pay \$6,000 in buyers closing costs to get it sold at that inflated price.

For those buyers who aren't pre-disposed to financial problems or shady lenders, there is no question if there was ever a time to make a strategic **move – it'd have to be now**. We look for rates to make a turn upwards in months ahead. With all the re-financing homeowners have done in the last year, too many will opt to stay put and upgrade their existing homes only to discover later that they may have over-improved for the neighborhood they live in. Sophisticated buyers are looking for good buys in neighborhoods that have higher rates of annual appreciation, or are priced below market value. We continue to see what we've always seen in the local real estate market,.. competitively priced homes –



Home Equity Scams (Continued from 1st page)

to eventually steal your equity. He doesn't (continued page 3 col. 1)

care if you can't keep up with the payments. As soon as you don't, they'll foreclose, take your home and strip you of the equity you have spent years building.

Red flag: Any suggestion that you can qualify for a loan when you know the truth is you cannot reasonably make the payments. Don't fall into this trap!

Balloon payment. You've fallen behind in your mortgage payments and may face foreclosure. Another lender offers to save the day by refinancing your mortgage and lowering your monthly payments. But beware. The payments may be lower because the lender is offering a loan on which you repay only the interest each month. At the end of the loan term (probably five years), the entire principal is due in one lump sum called a balloon payment. If you can't make the balloon payment you face foreclosure and the loss of your home.

Red flag: Unrealistically low payments.

Negative amortization. You are offered payments so low that they do not even cover the interest due each month. You may believe this lender really cares only about you and wants nothing more but to help you to reduce your expenses. What he hopes you won't understand is that the portion of interest due but not paid each month is automatically added to the principal. So next month the interest is computed on the current balance plus the unpaid interest. Each month the principal grows. By the time the balloon payment is due, the principal is many thousands of dollars greater than the original loan amount. Hopes of refinancing into a new mortgage are dashed because you owe far more than the property is worth. The lender swoops down, forecloses and tosses you out onto the street.

Red flag: The slightest hint of the word "negative" in conjunction with the repayment of a loan.

*** Don't make the mistake of thinking predatory lending only exists in the big city. We are here to tell you it is a growing problem right here in Auglaize County. If you don't believe us, stop by the courthouse and check out the ever-growing, record number of Sheriffs sales that are occurring in this area. Not all of them are a direct result of predatory lending, but we'd guess a majority of them are.

We are seeing more and more, young

too easy" to live beyond their means. [There are a lot of sad stories unfolding out there behind all those new pick-up trucks, cars and rising credit card debt.]

Not every lender is a crook. There are a lot of reputable lenders in this area. Several excellent local lenders. Most people fall victim to the TV lenders, or "unknowns" with deals too good to be true. So before you decide to take the plunge, do your homework. Check with local lenders who you know first.

Legitimate lenders will try to outline and compare your options. Most lenders will try to work with you to keep you in your house. Contact the mortgage lender you have when you can't make your payment. Try to talk with a real person and get their name. Explain your situation and give them a legitimate reason why your payment will be late. Too many people wait too long to take any action and by the time they finally do, it is too late, the lender automatically starts foreclosure action after a certain period of time IF THEY DON'T HEAR FROM THE HOMEOWNER.

Locally we're seeing too many houses being sold for grossly, inflated prices to unknowing and generally younger buyers anxious to get their first home. They are being handed to lenders who operate on the fringe and clearly don't have these buyers "best interests," in mind. We have heard of some purchases that encouraged the buyer to get a 110% loan so they would have enough money left over to buy a new car or pick up truck. You have to realize that these buyers are being set up for failure. Unless they are lucky enough to hit the lottery, they'll never be able to get out of debt.

In the past, buyers counted on the bank & the banks appraiser to tell them when they were paying too much. Many older readers can remember when banks rejected loans because either their income/debt ratio didn't justify the mortgage or the house they made an offer on didn't appraise out. As unusual as it may sound, we haven't seen a house not appraise for over three years...

Too many lenders want to make the loan so appraisers soon learn that to get that lenders business they have to make the house appraise out. End result is there isn't much protection for an inexperienced or unknowing buyer unless they have a Realtor (buyers agent) or attorney representing them.

★The End



For many people, a home is their largest and most tangible investment. It is truly an investment-not only of time and affection, but money. Here are some "tips" on how to take care of it.

Home Maintenance Tips

1. Change your heating/air conditioning filter when you pay your electric bill each month. This'll keep your furnace from over working. (Cleaner air too.)
2. Change your smoke alarm batteries when you change the clock twice a year for Daylight Savings Time.
3. Have your furnace and air conditioner serviced once a year in August just prior to Labor Day.
4. Check around windows and doors with a light thread or candle on a windy day to determine where drafts are. This will reveal problem areas that need immediate attention.
5. Pay attention for dripping faucets and running toilets. They waste water and can cost you a lot of money.
6. Prune limbs before they damage the roof and eaves of your home.

Weather-stripping can save you up to 15% in heating costs.

7. Replace the washing machine hose every five years. Turn off the water to the washing machine when you're out of town.
 8. Replace the batteries in your home use flashlight, or have fresh batteries readily available in case of power outages.
 9. Replace the rubber gasket under your garage door (some have gaskets on the side as well) to decrease air leaks or keep snow from getting in.
 10. Look for the "early warning" signs-hairline cracks in basement walls. Fill them with a hard (epoxy) filler, not chalk (soft).
- You may not think that those small crevices and cracks around your windows and doors are a very big deal. But, did you know that a 1/8" space between a standard exterior door and its threshold is equivalent to a two square inch hole in the wall? Closing those gaps can save you up to 15% in heating and cooling costs and also reduce the demand on your heating & cooling system.

FOR FURTHER TIPS on conserving energy or making common repairs go to lowes.com

★The End

**WE KEEP OUR OVERHEAD LOWER,
SO YOU CAN KEEP YOUR
PROFIT HIGHER!— Still only 5% selling fee**



10 Tips for Homebuyers

1. Be aware of your rights as a consumer.
2. Avoid disclosing confidential information—until you know who the Realtor represents.
3. Be aware of attempts to obtain information about you which may harm your negotiating advantage. Again know who the Realtor represents.
4. This is one of the most expensive purchases/investments you'll make. Read up on and try to learn as much as you can.
5. Have a basic understanding of the real estate, mortgage and appraisal process.
6. ALWAYS insist on a professional Home Inspection and take time to be there when it is performed.
7. Be realistic—don't expect to get the "buy-of-the-decade."
8. Seek a competent Realtor who will **only** represent your interests throughout the purchase transaction. (Called Buyers Agent or Buyer Brokerage see www.rebac.org for more information).
9. Negotiate from a position of knowledge and objectivity, but be aware of marketplace realities. (I.e., limited number of homes in your price range.)
10. Try to buy during the most favorable market conditions (I.e., low interest rates, buyers market, really reasonable price.)

★ The End



Meet our new sales agent—**Judy Schooler.**

Judy was recently licensed as a real estate agent and completed her required real estate coursework at Hondros

College. Judy has an extensive business background. She was one of the founding partners of a Lima based, utility construction company, which she helped manage for 28 years. Judy also has been a Mary Kay consultant for five years and was previously employed locally with Alan Davis Insurance Agency. She is specializing in working with 1st time homebuyers, investment properties & 2nd homes.

Call **Judy at 941-1221.** She can help YOU!



"TAX SCAMS"

The Internal Revenue Service issued a nationwide alert to taxpayers warning them not to fall victim to one of the these tax scams. These schemes take several shapes, ranging from false claims of slavery reparations to illegal ways of "untaxing" yourself.

The IRS urges people to avoid these common schemes:

❖ **NO TAXES BEING WITHHELD FROM YOUR WAGES.**

Illegal schemes are being promoted that instruct employers not to withhold federal income tax or employment taxes from wages paid to their employees. These schemes are based on an incorrect interpretation of tax law and have been refuted in court.

❖ **"I DON'T PAY TAXES – WHY SHOULD YOU?"**

Con artists may talk about how they don't file or pay taxes and then charge people a fee to share their "secret." The real secret that these people don't reveal is that many of them actually do file and pay taxes -- they just won't publicly admit it.

❖ **PAY THE TAX, THEN GET THE PRIZE.**

The caller says you've won a prize and all you have to do to get it is pay the income tax due. Don't believe it. If you really won a prize, you may need to make an estimated tax payment to cover the taxes that will be due at the end of the year. But the payment goes to the IRS – not the caller. Whether you've won cash, a car, or a trip, the prize giver generally sends you and the IRS a Form 1099 showing the total prize value that should be reported on your tax return.

❖ **UNTAX YOURSELF FOR \$49.95.**

The ads may say that paying taxes is "voluntary," but it is absolutely wrong.

The U.S. courts have continuously rejected this and other similar arguments. Unfortunately, hundreds of people across the country have bought "untax packages" before finding out that following the advice contained in them can result in civil and/or criminal tax penalties being assessed.

❖ **SOCIAL SECURITY TAX SCHEME.**

Taxpayers shouldn't fall victim to a scam offering them refunds of the Social Security taxes they have paid during their lifetimes. The scam works by the victim paying a "paperwork" fee of \$100, plus a percentage of any refund received, to file a

(Continued 1st column page 5)

Glacier Estates

Introducing Wapak's newest & most exclusive country development—upscale 5 acre building sites off Ramga Rd. Spectacular rolling hills & graceful, tree-lined pasture. Great building sites!

Enjoy country-living on the edge of Wapak.

Only 2 miles from downtown yet far enough out in the country that you can hear roosters in the morning and watch geese fly over head throughout the day. Secluded & private setting

Parcel #1	5 Acres	\$ 54,500	available
Parcel #2	5 Acres	\$ 49,500	available
Parcel #3	5 Acres	\$ 49,500	available
Parcel #4	19 Acres		SOLD
Parcel #5	15 Acres		SOLD
Parcel #6	5 Acres		SOLD
Parcel #7	5 Acres	\$ 51,500	available
Parcel #8	5 Acres	\$ 54,500	available

bordered by the Auglaize River. Imagine your new home being built here, surrounded by panoramic scenes of nature.

Call **Judy Schooler at 941-1221** or 738-2422 to find out more about Glacier Estates and this exceptional location.

Your School Taxes at Work?



Million \$ Boondoggle?—wait until they give us the bill for this swanky suite of administrative offices for local school, big shots. Bets are being placed saying this extravagance could come close to a cool million.

Thinking of Selling?

- Got too much house, or too little?
- Tired of all the upkeep, or busting at the seams?
- Don't know what you want to do for sure or what you should do first?

Start with a Market Analysis!

CALL US ! We'll tell you what your house is worth. !



Tax Scams (Continued from page 4)

refund claim with the IRS. The law does not allow such a refund of Social Security taxes paid.

❖ **"I CAN GET YOU A BIG REFUND...FOR A FEE!"**

Refund scheme operators may approach you wanting to "borrow" your Social Security Number or give you a phony W-2 so it appears that you qualify for a big refund. They may promise to split the refund with you, but the IRS catches most of these false refund claims before they go out. And when one does go out, the participant usually ends up paying back the refund along with stiff penalties and interest.

❖ **SHARE/BORROW "Earned Income Tax Credit" DEPENDENTS.**

Unscrupulous tax preparers "share" one client's qualifying children with another client in order to allow both clients to claim the Earned Income Tax Credit. For example, if one client has four children they only need to list two for EITC purposes to get the maximum credit. The preparer will list two children on the first client's return and list the other two on another client's tax return. The preparer and the client "selling" the dependents split a fee. The IRS prosecutes the preparers of such fraudulent claims, and participating taxpayers could be subject to civil penalties.

❖ **IRS "AGENT" COMES TO YOUR HOUSE TO COLLECT.**

First, do not let anyone into your home unless they identify themselves to your satisfaction. IRS special agents, field auditors, and collection officers carry picture IDs and will normally try to contact you before they visit. If you think the person on your doorstep is an impostor, lock your door and call the local police. To report IRS impostors, call the Treasury Inspector General's Hotline at 800.366.4484.

❖ **"PUT YOUR MONEY IN A TRUST AND NEVER PAY TAXES AGAIN."**

Promoters of abusive trust schemes may charge \$5,000 to \$70,000 for "trust" packages. The fee enables taxpayers to have trust documents prepared, to utilize foreign and domestic trustees as offered by promoters and to use foreign bank accounts and corporations. Although these schemes give the appearance of the separation of responsibility and control from the benefits of ownership, these schemes are in fact controlled and directed by the taxpayer. A legitimate trust is a form of ownership that completely separates responsibility and control of assets from all of the benefits of

(Continued 1st column page 6)



13347 Wapak-Freyburg Rd. Duplex with 2-2 bedrooms, 2 baths (each) over 2,468 sq ft. N side rents \$650/mo. 3 acres \$185



1111 Poppy Dr. Offers comfortable living at an affordable price. Oversize great room, walkout deck, p. bsmt \$129,900



404 Cheyenne Dr. This half duplex will make some lucky owner a good home & great buy! 2 bedrooms. 2 baths \$89,900



LOTS - 2 lots available on Fairview Dr @ \$19,900 ea. Prime 125x200 on Woodlawn

Minster Bank
 30 Yr Fixed 5.875%
 " " 2 pt. 5.5%
 " " 4 pt. 5.125%
 15 Yr Fixed 5.25%
 " " 2 pt. 4.75%
 " " 4 pt. 4.375%
 Call REX at 738-4806

Thinking of selling?
 Now's a great time to start getting ready! Call us—put our experience to work for You!



832 Helen Dr. Family-size 4 bedroom with over 2,100 sq ft plus an unfinished basement. Large lot. NICE! \$186,500



407 N. Wayne St. St Marys—showcase & thoroughly upgraded 4 bedroom. Large fenced lot, nice private patio \$115,900



10568 Buckland-Holden Rd. Peaceful piece of paradise located NE of Buckland on 3 acres. 2 Bedroom house, needs some fixing. Only \$44,900

Call us on any of these fine homes!



2002 SALES ACTIVITY WAS OFF THE CHARTS!

Here's a quick comparison of house sales in the Wapak area for the following seven years. (All figures were taken from Court House transfers and include private sales between owners as well as property sold through Realtors.)

YR	J	F	M	A	M	J	J	A	S	O	N	D	TOT
'96	14	14	12	15	17	19	26	5	14	22	10	11	189
'97	11	6	16	15	18	13	24	15	25	22	8	10	183
'98	6	15	18	21	23	28	13	18	19	21	14	14	210
'99	9	11	25	25	23	15	29	24	30	12	25	8	236
'00	17	15	19	21	27	12	17	19	13	15	12	17	204
'01	9	14	29	9	34	23	27	20	16	17	10	9	217
'02	9	13	27	29	13	22	22	23	25	43	17	28	271



Tax Scams (Continued from page 4)

ownership. (Talk to your attorney for more information.)

❖ **IMPROPER HOME-BASED BUSINESS.**

This scheme purports to offer tax "relief" but in reality is illegal tax avoidance. The promoters of these schemes claim that individual taxpayers can deduct most, or all, of their personal expenses as business expenses by setting up a bogus home-based business. But, the tax code firmly establishes that a clear business purpose and profit motive must exist in order to generate and claim allowable business expenses.

❖ **CLAIM DISABLED ACCESS CREDIT FOR PAY PHONES.**

Con artists sell expensive coin-operated pay telephones to individuals, contending they can claim a \$5,000 Disabled Access Credit on their tax return because the telephones have volume controls. In reality, the Disabled Access Credit is limited to bona fide businesses that are coming into compliance with the Americans with Disabilities Act.

"People should be on-guard for these scams," IRS Commissioner Charles O. Rossotti said. "If something sounds too good to be true, it probably is." If people think something may be unscrupulous, they can report suspected tax fraud to

Our NEW OFFICE



We are making the move back to town. If anything our home/office for 6 years was getting too comfortable. It was time for us to make a move. Now we are concentrating on recruiting & expanding our sales team to handle an ever growing client population.

Have you noticed any activity or changes around this location—607 W. Auglaize St.? ~ Stay tune, more to come!

Stop by and check us out—we'll have our Grand Opening on April 15th, the DREADED TAX DEADLINE & also our 12th Anniversary in business! Thank You for your support!!!



8 Willipie St. Former WDN building. Soon to open under new ownership. Purchased 2/03 by Ralph & Danielle Oen. To be a showroom for cabinets, kitchen equipment, bathroom vanities and

Have you thought about selling? Do you know anyone else who is? Please keep us in mind! Still only 5% selling fee. Why, pay MORE?

GETTING YOUR HOUSE ON THE MARKET

JAN '03 SALES in WAPAK
THESE SALES ARE TAKEN FROM COURT HOUSE TRANSFERS INFORMATION IS NOT WARRANTED

DATE	LOCATION	PRICE	DATE	LOCATION	PRICE
1/03	1304 Mohican Dr	\$115,400	2/03	602 W. Auglaize	\$110,300
1/03	842 N. Circle	\$110,000	2/03	405 W. Pearl St	\$ 82,000
1/03	1417 Commanche Pass	\$143,500	2/03	904 Middle St	\$ 66,500
1/03	907 Canterbury dr	\$ 80,000	2/03	113 Hamilton Rd	\$145,000
1/03	706 W. Auglaize	\$ 65,000	2/03	209 W. Auglaize	\$ 78,000
1/03	924 Sunrise Dr	\$ 97,900	2/03	915 Primrose Dr	\$100,500
1/03	18511 St Rt 501	\$108,000	2/03	305 Eastown Dr	\$ 84,000
1/03	107 Stinebaugh	\$107,000	2/03	12 E. Harrison St	\$ 41,000
1/03	411 W. Auglaize	\$307,500	2/03		
1/03	404 Cheyenne Dr	\$ 86,500	2/03		
1/03	214 E. Mechanic St	\$ 86,000	2/03		
1/03	914 Dearbaugh	\$100,000	2/03		CALL US !
1/03	1004 Springwood	\$ 94,900	2/03		
1/03	408 Buchanan	\$ 78,500	2/03		WE CAN SELL YOURS
1/03	1825 Rosewood Dr	\$155,000	2/03		
1/03	116 N. Rauthland Av	\$ 86,900	2/03		
1/03	902 Middle St	\$110,000			DON'T MISS OUT
1/03	301 Cheyenne	\$103,600			ON THESE 40 YEAR
1/03	17139 Tecumseh	\$125,500			RECORD LOW
1/03	821 Glynwood Rd	\$110,000			INTEREST RATES!

MAY BE TIME TO CONSIDER A MOVE ! THESE INTEREST RATES WON'T LAST

Au Glaize Real Estate

Jim & Barb Price
REALTOR
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