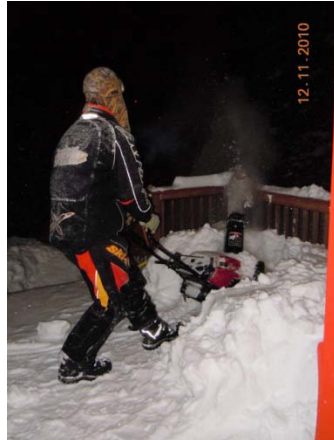
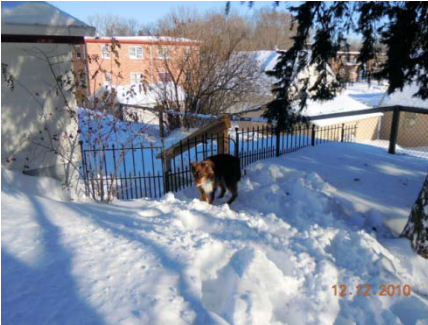




Happy Holidays!

Call me crazy (you won't be the first), but I love the snow and winters in Minnesota. Luckily, I missed the first two storms of the season while tending to my mother after she fell and broke her hip, but I was here for last weekend's dumping of white stuff. Mother Nature can sure bring it on! Thankfully, I have Greg to help with shoveling my front steps and deck.



BUSINESS HIGHLIGHTS FOR 2010

I expected that 2010 was going to be better than 2009, especially since I had so many listings this year. Sadly, this was not the case. 2010 will go down in history as my worst year ever with only 5 closed real estate transactions (see photos of homes sold and happy buyers/sellers). After the first-time homebuyers tax credit expired, the real estate market went south (way south). Even with historically low interest rates, stricter financing guidelines along with high unemployment rates and job insecurity have combined to reduce the supply of qualified buyers. Investors are still carousing the marketplace and picking up foreclosure deals. If there is a silverlining in all this, it's that investors have been rehabbing the foreclosure properties, providing much needed updates.

As market values and sale prices have plummeted (a trend that is likely to continue), the biggest losers have been homeowners, sellers and whole neighborhoods. I had my first low appraisal on a VA loan since the mid-90s. At present, I have 7 active listings (6 of which are short sales) and 2 pending sales, both short sales waiting on lender approval and not likely to close until Feb 2011.

A *short sale* is a sale of [real estate](#) in which the sale proceeds fall short of the balance owed on the property's [loan](#). It often occurs when a [borrower](#) cannot pay the [mortgage loan](#) on their property, but the [lender](#) decides that selling the property at a moderate loss is better than pressing the borrower. Both parties consent to the short sale process, because it allows them to avoid [foreclosure](#), which involves hefty fees for the bank and poorer [credit report](#) outcomes for the borrowers. This agreement, however, does not necessarily release the borrower from the obligation to pay the remaining balance of the loan, known as the *deficiency*.

On Sunday, September 26th, I held my 14th Annual BBQ & Customer Appreciation Party. The weather was picture perfect, the food was yummy and almost everyone who came left with a door prize. Oops, I forgot to take photos. Me bad!

Despite the economic forecasts for a long recovery, I remain *thankful* for all that I have (my health, my pets, my friends, my family). It's easy to get discouraged and negative these days, but that accomplishes nothing. So I choose to remain optimistic even in the face of reality.

THANKFUL

Poem by Ann Leviton (Nov 2010)

When we strip away our financial woes and worries
Open our hearts to abundance of another kind
We can then enjoy the blessings we have
And share our love with all who cross our paths.



PERSONAL HIGHLIGHTS FOR 2010

On Monday, Feb 8th, I had my second total knee replacement surgery at Abbott Northwestern Hospital, this time on my left knee. Since my first surgery three years earlier, Abbott had implemented many positive changes in post-surgery recovery, including group physical therapy. They got us up, dressed in street clothes, and walking the day after our surgery. With hard work, determination, and the assistance of my physical therapy coach, Gayle Schreiber, I left the hospital walking on Feb 11th. I had a short stay at Shalom Foundation-Shaller Family Campus East in St Paul for additional physical therapy before returning home the following week. My recovery this time around exceeded my wildest expectations, due in large measure to being in better physical condition prior to the surgery. Of course, I owe kudos to my surgeon, Dr Riggi!



I made several trips to Florida to visit my mother, who celebrated her 95th birthday in April. We had a BIG birthday party for her. I hope I look this good at 95; that is, if I'm lucky enough to reach 95!

(Group photo from left: Lauren, her granddaughter; me; Zelma, her sister; Joan, my sister; and Elsie)



In October, I journeyed to Virginia Beach, VA, to see my favorite nephew Ben perform at the Jewish Mother Farewell Bash with his band, Carbon Jam. They now have 3 original songs on iTunes: *Leave This Town Tonight* (9-24-10), *Get Lost In The Trance* (9-24-10) and *Under the Canadian Sun* (9-11-09).

The band recently performed their 2 newest releases on a local Hampton Roads TV show. Here's the YouTube link:

<http://www.youtube.com/watch?v=I07dYTZXIGE>.



On Nov 8th, my mother took a tumble walking to her bedroom and broke her hip. She had surgery, followed by a 3-week stay at a local rehab facility for physical therapy. We broke her out and brought her home for Thanksgiving Day and took her out again for lunch at a favorite Palm Beach restaurant on Saturday to celebrate my niece's 30th birthday. My mother and niece toasted the occasion with a Bloody Mary. Mom returned home on Dec 4th and is doing great. It's not easy to recover from a broken hip at any age, but at 95 it's a miracle. My mother has more lives than a cat and continues to defy the odds with "true grit" and tenacity. I'm heading down to FL for a week on New Year's Eve to usher in 2011 with my mother. I'm wishing for warmer weather right about now!

FYI - I cancelled my home phone line (651-457-5577) and my personal email address alevito@scc.net will be discontinued after January 5, 2011; please use ann@realestatefairy.com instead!

Wishing you peace and joy this holiday season!

Ann Leviton, Broker/Owner
MAVRIK REALTY



Homes Sold in 2010/Happy Buyers and Sellers



1401 Madison St NE, MPLS



Clint and Angie



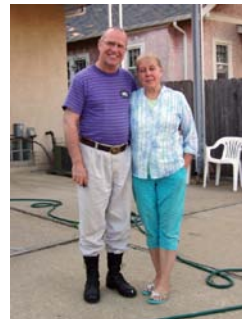
402 18th Ave S, SSTP



Anne and David



3310 RUSSELL AVE N, MPLS



Elijah and Lois



1038 County Rd D W, Roseville



Susan and Jeana



4319 Russell Ave N, MPLS



Eric and Lauren

Ann Leviton/MAVRIK REALTY
Sales Performance Results 1994 to 2010
(Updated December 21, 2009)

Year	Total Sales Volume	Number of Transactions	Average Sale Price	Median Sale Price
1994	\$83,500	1	\$83,500	\$83,500
1995	\$1,036,681	14	\$74,049	\$68,750
1996	\$1,976,600	22	\$89,845	\$88,550
1997	\$1,909,975	21	\$90,951	\$87,900
1998	\$2,113,870	18	\$117,437	\$110,950
1999	\$3,413,682	32	\$106,678	\$106,700
2000	\$4,265,212	33	\$129,249	\$119,900
2001	\$4,752,777	29	\$163,889	\$156,000
2002	\$6,538,534	37	\$176,717	\$157,000
2003	\$4,362,700	23	\$189,683	\$190,000
2004	\$5,775,106	26	\$222,119	\$209,900
2005	\$4,211,873	20	\$210,594	\$217,575
2006	\$2,878,700	13	\$221,438	\$222,500
2007	\$1,516,983	7	\$216,712	\$211,000
2008	\$1,500,700	9	\$166,744	\$159,900
2009	\$1,302,300	7	\$186,043	\$185,000
2010	\$927,700	5	\$185,540	\$185,000
Cumulative Results	\$48,566,893	317	\$153,208	\$144,900