

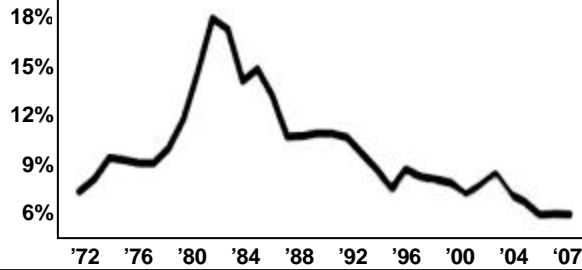


Plan to buy soon?
Can you afford to wait?



Historical Mortgage Rates

(Annual Average Interest Rates - 30-Year Fixed)



If you don't look at anything else in our Spring/Summer newsletter,

CHECK THIS OUT!!!



If you presently have financing on your home, plan to buy another, refinance, or buy a rental, **you are in the investment business.** With the constant media reporting about housing – from new homes to market surplus to lender-owned properties – you might consider your options. Fortunately, our market is not as volatile as the big “hot markets” that have gotten all the negative publicity.

SO WHAT DOES THAT MEAN TO ME?

The business magazine gurus all report that the Federal Reserve is considering raising the interest rate which will affect the real estate business (and others). The chart (above) is a record of the movement of interest rates for 30-year fixed rate home loans. Our company has been in the real estate business for 38 years and experienced the effect of the high rates during the 1980's. The chart also illustrates the value of timing when you make decisions to buy or sell your home, duplex, or business investment.

In our previous TV commercials, we mentioned that, even if you sell your property now for a bit less, you may also buy for less. With the present low interest rates, that might be a factor in any decisions you make. If your present loan rate on your home is an adjustable rate mortgage, again you might want to consider repositioning your financing for your present loan. (By the way, we are not attempting to direct you to a specific lender, just provide information.)

Interest rates from 2000 to now have been remarkably good for real estate investment. Many of the new loan offerings, such as adjustable rates, sub-prime, and 100% loans, have caused problems for some buyers. Many of those loans have contributed to increases in lender-owned properties (not too bad here, but a crisis in some areas). In summary, now seems like a great time to invest in real estate-for you, your family, and your future.



**Rapid City Area
Single Family Home Sales**

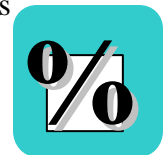
Year to Date
(January 1 through April 28, 2007)

- Total Listed – 1,125
- Number Sold – 500
- Percentage Sold – 44.44%
- Average List Price Sold - \$173,609
- Average Sales Price Sold - \$169,947
- Sale Price/List Price Ratio – 97.89%
- Average Days on Market – 94
- Average List Price Unsold - \$235,270

*Please Note:
These figures do not reflect separate statistics for new construction but rather combine new construction with pre-owned homes.
(Based on local public records and not verified for accuracy.)*

Current Lender Rates – 30 Year

- Conventional – 6.125% - 0 Points
- VA-FHA - 6.25% - 0 Points
- SDHA - 5.25% - 1 Point
- Step Rates Starting at 4.25%
- As of April 25, 2007



This letter is for information purposes only and is not intended as a solicitation of a presently listed property. The information contained herein is believed to be accurate but is not guaranteed.

Visit our Web Site at www.rapidcityrealestate.com
Call us anytime at 605-342-7272

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Your Service REALTOR®



Professional Service for Sellers and Buyers for 38 Years

Having Trouble Finding a REALTOR®?

Locating a Real Estate Office?

We Are Too!



With all the REALTORS® in business in the Rapid City area (hundreds) and offices (dozens new and previously existing), it gets confusing. Many other changes are going on, and we wondered if we had missed a great opportunity. **Is bigger really better?** For example, a while ago a representative with a national real estate franchise visited our office. He suggested that, with an office like ours, we could accommodate 80 to 90 REALTOR® Associates, the theory being that bigger really is better. Rightly or wrongly, we always believed that, as service REALTORS®, our goal was to produce results and provide the best possible service.

When it comes to finding our company (besides our multiple web sites, publications, direct mailing, and more), we have stayed close to our first location. We believe we are well located and easy to find. Our company entered the real estate business in 1967 at 3rd and Omaha in Raben Lumber Company. Our next move was to 322 Main, then to 201 Main in the Creamery in 1974, and in 1979 to our present location at 302 Main Street (the former location of Fish & Hunter Lumber, Lampert Lumber, Canyon Lumber, and James Motors) where we have stayed ever since. This is probably more than you wanted to know; however, **if you don't get the results you need with the first real estate company you choose, try Raben Real Estate for your best choice. WE LOCATE PROPERTY; WE SELL PROPERTY; WE GET RESULTS for Buyers & Sellers.**

For Sale By Owner?

THAT'S ALL RIGHT!

We do offer a **Free, No-Obligation Assistance Package** to ease the way for you.



To help you get a faster sale and a higher price, we offer a professional **Market Value Report** and a **Free "For Sale by Owner" Assistance Kit** with marketing information for you to use during the time you offer your property for sale. Upon request, we also provide information about recent city and neighborhood activities (sales, values, time on market).

In the event you decide to "hire" Raben Real Estate, remember our services cost you nothing until and unless we successfully market your property, and our fees are determined based on the level of service you choose according to the results you want!

And, by the way, if you are moving to another area, (because of our affiliation with **Leading Real Estate Companies of the World™**), we're the source for complete information on your new destination city - at no cost or obligation to you.

We HAVE buyers – We NEED sellers.

Real Estate Investors?

Looking for opportunities?



With affordable interest rates and area growth (new businesses, retirees, and more), **NOW IS THE TIME!**

We market **bank-owned properties** for dozens of lenders throughout the country!

For Inventory, go to

www.rapidcity.com/comm/realty-raben/
and click on "Lender Owned."

And, of course, we also market privately-owned investment properties:

- ✓ Single Family
- ✓ Land
- ✓ Multi-Family
- ✓ Businesses

Attention

First-Time Homebuyers!

Now is the time to consider investing in your future.

Amazing Interest Rates

Starting as low as 5.25%

Many Home Choices

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