

Summer 2009



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**IN THIS ISSUE**

- Positive Cash Flow
- New Software- AppFolio
- Management Team Members
- Paylease
- Surfing The Web
- Advertising

**MANAGEMENT TEAM CONTACT NUMBERS**

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Karen Jarrett X232
Financial Manager

Shannon Reynolds X233
Property Manager

Penny Patterson X270
Property Manager

Kim Cochrane X221
Property Manager

Carolyn Small X226
Property Manager

Paul Bresemann X222
Property Manager

Ashley Umstead X223
Admin/IT Coordinator

BECOMING A LANDLORD JUST GOT EASIER

This month marks my 25- year anniversary in the daily real estate business, and for the first time ever, we are finding that in 2009 you can actually buy a piece of real property and receive a positive cash flow! In the past, investors relied on the tax advantages inherent in depreciation allowances + deductions for interest, expenses, etc. While those considerations are still part of the equation, you can now add the fact that your mortgage payment (with 20-25% down payment) is usually less than the rent you are charging. That makes investment properties more affordable than ever. Four main factors to consider:

1. The median prices of homes in the Orlando area are down 37% from last year at this time
2. Interest rates are at historic lows--less than 5% for owner occupied and less than 6% for investors with good credit.
3. Availability is still there, because the total inventory of homes still exceeds 20,000 homes in Metro Orlando.
4. There are more folks than ever who need to rent because financial hardship has tossed them out of their homes, and they need to rebuild their credit position before ever having a chance to own their own home again.

But a warning--that home inventory is going down dramatically. The Orlando area had a 31-month supply of homes in January 2008. Right now there is a 13-month supply. The summer months are strongest for sales, and we are seeing a huge uptick in sales being written, as first time

buyers are cashing in on the limited time \$8000 first time home buyer tax credit. So, don't expect too many investor bargains for much longer. We fully expect it to be a 7-8 month supply by the end of summer, which is considered a balanced market, NOT in the favor of buyers. As an investor, you have more clout than the first timers, because of your cash position being more favored by the banks. However, many banks are more skeptical of investors, so are requiring more down payment than in the past.

What should you do? If you have a little money that you feel might not be best invested in the stocks or mutual funds or bonds, and you would like to receive 8-20% returns, real estate might be the best investment tool. Consult your favorite Realtor immediately to see how your expected rate of return and the realities of the market allow you to best pick the property that will suit you and your wallet best. As always, using the services of Hampton and Hampton, you won't even have to worry about late night calls from a frantic tenant with a plumbing problem...they take care of everything for you. Happy investing!

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...INTRODUCING APPFOLIO



After months of research, we are pleased to announce the unveiling of our new "Web Based" accounting program, "AppFolio. This program will not only allow our management

team to be even more efficient, but in addition give them more resources in the day to day management of your home.

With the change in programs, you will no longer need to log into Home Rentals. Beginning April 2009, your statement will be emailed to you each and every month. However, if you need a statement from a previous month, we will be able to provide those for you.

We have invested lots of time and money in this transition to the new software, so please bear with us as we work out the final kinks over the next few months. If you have any questions, please let us know and we thank you in advance for your patience.

MEET OUR MANAGEMENT TEAM



Paul Bresemann - Property Manager Paul has been active in Property Management for close to 20 years. His diversity ranges from hospitality to multi-family and residential homes. He holds a BS degree in Hospitality Management and Business and also has been a licensed Realtor since 1997. He firmly believes that it is his position to provide our clients with opportunities for success with their rental properties. In his free time, he enjoys spending time with his 4 children and 2 grandsons as well as his 4 dogs.



Kim Cochrane - Property Manager Kim relocated to Orlando from Virginia to be near her family. She previously worked for Circuit City Stores corporate office as an Asset Manager. She is originally from Kansas and attended Kansas State University. Kim has a thirteen year-old son. She loves to travel. Her favorite travel destinations are Laguna Beach and Las Vegas. She's been involved in raising money to benefit several organizations and causes such as childhood cancer and MS. In Kim's free time, she likes to run, go to the driving range, ride roller coasters and watch football. She is a big Chiefs and Seminoles fan.



Penny Patterson - Property Manager Penny has been in Property Management since 1998, and worked all facets of multi-family as well as residential homes. The most rewarding thing in business is helping people find a place they can call home, and going beyond the owners' expectations of the normal management companies. Penny has been married for 13 years to her wonderful husband. In her free time, she enjoys spending time with her husband and son, going to Universal Studios, singing and reading good novels. Her baby boy Ayden just turned One and keeps her very busy.



Andrea Thurman - Operations Manager Andrea is originally from northern Louisiana. She received her Bachelor of Science degree in accounting from Grambling State University. May of 1993, she relocated to Florida where she met her husband. They have two beautiful daughters Destini (10) and Savanna (4). Entering the Real Estate industry in 1996 as a property management assistant, Andrea takes much pride in her work. In January of 2005, she joined the Hampton & Hampton team as Operations Manager and recently received her Real Estate License.



Karen Jarrett - Financial Manager Karen was born in California, and has lived in Rhode Island, but she has been in Florida most of her life. Karen has two handsome sons Samuel and Erik. Karen has worked in the Mortgage business for the past fifteen years with an emphasis on Accounting. In January of 2007, she joined our team as Finance Manager.



Shannon Reynolds - Property Manager Shannon has lived most of her life in the Orlando area surrounded by family and friends. She graduated from the University of South Florida-GO BULLS! She spent about 7 years travelling the US and abroad as a Flight Attendant.

Shannon has joined Hampton & Hampton as an experienced Property Manager. Excellence in Customer Service is a top priority.



Carolyn Small - Property Manager A native of Florida, Carolyn is a wife and mother that enjoys writing poetry, singing and photography, as well as spending quality time with her family. Prior to joining Hampton & Hampton Mgmt & Leasing, Carolyn gained an abundance of industry experience through her positions in general real estate sales. She also worked in the accounting field with a fortune 500 company as an analyst for 15 years. Her responsibilities included managing several accounts with revenues totaling over \$5 million dollars; conducting annual inventories; and tracking property leases. Carolyn's mission is to exceed customer's expectations and looks forward to her personal contribution to the Hampton & Hampton team. Feel free to contact Carolyn; she welcomes the opportunity to make a difference in your property management and leasing experience.



Ashley Umstead - Admin/IT Coordinator Ashley is a native of Orlando. She danced from the age of 4-14. She attended West Orange High School where she was a cheerleader all four years as well as a member of the Student Council and Senior Class Secretary. After high school she moved to Tallahassee and attended Tallahassee Community College where she obtained her Associates Degree. While at TCC she cheered on the competitive squad and was a member of Phi Theta Kappa Honor Society. Ashley has now moved back to Orlando and will start UCF in August and continue her education in Health Information Management and Nursing. In her spare time Ashley enjoys spending time with family and friends, her cat Peanut, going to the beach, and reading.

PAYLEASE

PayLease has created a one-stop shop for rental payments and collection of monies. Using PayLease, Property Managers are now able to accept and manage on-line Rent Payments in a single, simple, easy-to-use management tool. You can make OnLine Payments with credit or debit cards for new or current residents, as well as owners. To access PayLease, you can go to our website at www.LeasingOrlando.com. You can then create an account and make your payments online.



SURFING THE WEB - WHERE 2 GO

www.MyFloridaHomesMLS.com

(a great web site to find the value of your home)

www.zipskinny.com

(Just enter your zip code and learn factoids about your neighborhood)

www.Insurance.com

(instant auto insurance quotes)

www.Annualcreditreport.com

(Free annual Credit Report)

www.Dinkytown.com

(Internets best Financial Calculator)

www.new.music@yahoo.com

(Free music to listen to at your desk)

www.couponcabin.com

(For the frugal & savvy shoppers)

www.weather.com

(get your weather forecast all over the world)

www.penzu.com

(easiest way to keep a journal on the web. We love how the journal is written on old school college rule paper)

www.Topix.com

(If you want something with more local flavor, then check out Topix. You can get news in virtually any city or town in the U.S. Topix links news from 50,000 sources to thousands of forums. If you're looking for a new way to follow the news, this cool website should be added to your daily habits.

www.pingme.com

(a unique approach to keeping track of things you need to do - it's mobile and interactive. Just create a Ping, set a date and you'll receive a reminder by E-mail or TXT to your phone.



ADVERTISING

We are always reaching out to expand our advertising so that we can get through to as many rental prospects as possible. Our monthly advertising now includes;

Rentals.com
Rentalhouses.com
Realtor.com
Base.google.com
Oodle.com
Vast.com
Craigslist.com
LeasingOrlando.com

MLS (Multiple Listing Service)
Signage (where permitted)
RentalHomePros.com
MyNewPlace.com
Tenants.com
HotPads.com

HomeTownRent.com
Stumblehere.com
CityCribs.com
Yakaz
Twitter
Overstock

MySpace Classifieds
Backpage.com
Local.com
Lycos.com
Military.com
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CoxMedia.Com
MediaGeneral.com
AdsInUSA.com
OLX
Zilpy
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All for only \$160.00 per month.

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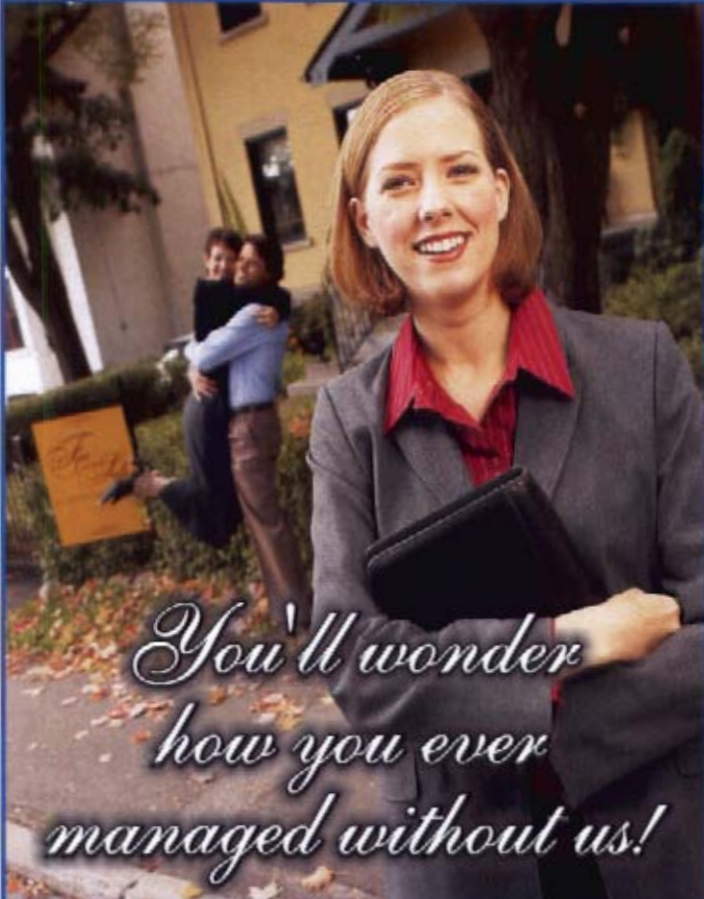
CHECK OUT OUR WEBSITE:

www.LeasingOrlando.com

Now you can pay your rent, request maintenance, look up important local phone numbers, check out current area traffic and weather, and view all of the Hampton & Hampton properties that are available! Also, check out our Owner Services page too!

***REMEMBER TO UPDATE INFORMATION!**

Please remember to provide us with any changes to your address, home phone, cell phone, fax, or e-mail address!



*You'll wonder
how you ever
managed without us!*



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