

Dear Clients, Associates, Fellow Writers, Poets, Realtors, and Friends,

This is not your typical real estate newsletter.

Of course, I'd love your business and referrals, always.

But more than that, I'm writing to encourage you with some good news.

You see, the other night I had a dream that seemed profoundly important in these uncertain times.

I was walking in a peaceful meadow. The day was beautiful and silent. White birds were flying.. That was it... just me, the grass and the sky, and the birds. As I walked, I began to focus on the birds... and then I began to worry about the birds. (After all, there was nothing else to worry about!) The number of birds seemed to grow larger, and they started to fly closer to me. As my fear mounted, they became more threatening... in fact, they were no longer birds, but pterodactyls (dinorsaur-like flying reptiles). I was almost overcome by fear... and then, awareness dawned as I observed myself: I realized that it was **only when I began to focus and fear the birds that they became threats**. The more intense my fear, the more threatening they became. With that revelation, the swooping flock retreated into non-threatening beings.

My dream reminded me that how and where we focus our attention matters in a direct way: i.e., if I choose to focus on the financial crisis... the global unrest... the petty problems of my life...those issues will loom frighteningly and breathtakingly real to me. If I instead choose to notice the beautiful weather... the love of my family, friends, and perfect dog, Oliver Dandy... the good news that does exist, especially here in the Austin market ... the fact that the UT Longhorns are Number One... the growing awakening among people everywhere... those positive reminders become my greater reality.

It sounds simplistic and naive. But if simplicity and naivete help us find balance in an uncertain -- though interesting -- time, I am grateful for the assistance.

So, I thought I'd note some of the Really Good News for those of you interested in real estate:

- Economists with the Texas A&M Real Estate Center are seeing a lot of interest in rural Texas land, particularly in 100-acre and smaller parcels, driving prices upward.
- The Texas economy is diversified, thanks to energy and technology, creating a strength unmatched by many other states.

- *Forbes Magazine* ranked Austin as the **NUMBER ONE city in the nation where money goes the farthest.**
- Economists predict job growth of at least 2% by 2012 in Austin, San Antonio, Dallas, and Houston.
- *American Business Journals* analyzed employment trends in the nation's 100 largest labor markets, and placed Austin in the #2 spot.
- The Milken Institute, an economic think tank, ranked Austin-Round Rock #4 on their list of top performing cities. Their study looked at job creation in America, along with salary growth, high tech output, and other factors.
- *Forbes Magazine* named Austin #2 on their list of Best Cities to Buy a Home, and #3 on their list of Most Recession Proof Cities.
- In the Austin area as a whole, we have about 6 months of inventory on the market. This means that it will take about 6 months to sell the current inventory, given the sales rate of the past 12 months. Six months of inventory is considered a balanced market. Of course, inventory levels vary throughout Austin. Areas with higher levels of inventory are often popular neighborhoods where builders anticipated high demand. These neighborhoods will be buyers' markets for the near future, but they balance will return. Austin is resilient.
- Best of all, Austin is a vibrant, beautiful, spirited, and yes, hip place to live. As an experienced realtor who has hosted a number of recent open houses, I can affirm to you that serious **buyers are in the market; investors are interested** in Austin; and great investment and living **opportunities abound** in Austin.

I'm grateful for the good news, for the good times, good memories, and for you, my good friends, clients, and supporters.

On a personal note, I am participating in the **Komen Austin Race for the Cure** Sunday. It's a cause dear to my heart, as my mother approaches her 5-year survivor mark after battling breast cancer. If you would like to support me in my fundraising efforts, I would be very grateful. You can access my page to make donations by simply clicking on the link below. Thank you!

[Vicki Goldsberry in the Komen Austin Race for the Cure](#)

Of course, I love to hear from you any time. If I can answer any questions for you about the current market -- or anything else-- please don't hesitate to contact me.

Warmly,  
Vicki Goldsberry

P.S. You know that poetry is one of my passions, and I often turn to poems and quotations for solace and inspiration. This writing, by Sarah Ban Breathnach, I found particularly helpful:

Expect to have hope rekindled.  
Expect your prayers to be answered in wondrous ways.  
The dry seasons in life do not last.  
The spring rains will come again.

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