

Postal Connections™ *Grand Opening*

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 5442 Ygnacio Valley Road, Suite 40, 925-524-9030

Hours:
 8:30am-3:00 M-F
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**LYNNE FRENCH
 REAL ESTATE**

Recently a couple heard from their landlord that their lease wasn't being renewed. They had to find a new place to live within 30 days.

In a panic, they started looking for homes to buy. While this is the perfect market in which to do that, it may not be realistic to expect to buy a home in such a short timeframe.

The length of time it takes to buy a home varies, depending on supply and demand factors. It also depends on the individual seller's situation.

In a buyer's market like we have been experiencing, where there are plenty of homes for

When buying a home, allow enough time for possession

sale and relatively few buyers, it's usually easier for buyers to find a home. In a seller's market, it can take months to find a home and successfully negotiate a purchase agreement.

Even if it doesn't take long for you to find a home to buy, there's no guarantee that you'll be able to move into your new home quickly. This is because the date the purchase goes through and the date the seller delivers possession of the property to the buyer are not necessarily the same.

Your purchase contract will specify a date for closing. This is the date that the home purchase becomes final. It is the date that title to the property passes from the seller to the buyer. Your contract will also specify a date for possession. This is the date that you can move into the property.

When closing and possession occur is negotiable. They can occur on the same day, but this is not always the case.

Let's say the sellers are building a new home, but it won't be ready for a couple of months. As part of your purchase negotiation, you agree to let the sellers rent back from you for a couple of months. In this case, your closing date will occur two months before you can move into the property.

Most sellers find a quick close attractive, but sometimes there's a reason why a seller can't close before a certain date.

Given the uncontrollable factors connected with finding a home to buy and gaining access to it, it's best to leave yourself plenty of time. If you're under a deadline, you may feel pressured to compromise and buy a home

that's not right for you. This can be expensive if you end up selling that home and buying another one that better suits your needs.

There are steps you can take to speed up the process. First, get pre-approved for financing. This will enable you to close quickly when you do find a home you like. Then, pick a diligent and energetic agent who will make your home search a priority. Finally, make sure that you look at every home your agent thinks will work for you.

Be patient. Good investments aren't made in a hurry.

Lynne French is the broker/owner of Windermere Lynne French & Associates and a Clayton resident. For any real estate needs or questions, contact her at 672-8787, Lynne@LynneFrench.com or stop in at 6200 Center St. in Clayton.

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**NICCI SHIPSTEAD
 Clayton Pioneer**

An evolution of the copy shop and mail stores, Postal Connections offers an advanced level of service with speed, friendly personalized interaction, access to all mail and transmission services and loads of home-office needs.

"Things still need to get from point A to point B, even in tough economic times," states Matt Barber, owner of the new Postal Connections store in the Clayton Valley Shopping Center.

Barber's interest in the franchise comes from a natural progression of his experience working with his father-in-law for a courier company. He learned of the Postal Connections franchise opportunity from his wife's uncle who was operating a store in Merced. After doing their homework, the Barbars chose Postal Connections based on initial costs and company support.

The clincher for Barber is the freedom within the business. "This franchise allows for us to be inventive within the walls of the business," he says. "For example, some models supplement merchandising with gifts. I want to be creative in other ways as the business grows."

Once the franchise was chosen, Barber, a San Ramon resident, searched the Bay Area for the perfect locale. Soon he learned of the revitalization project in the Clayton Valley Shopping Center. "We're in a brand-new center with very convenient parking and we have better prices than our competitors,"



Nicci Shipstead/Clayton Pioneer

VILJA AND ROBERT DEUSCHMAN OF CLAYTON MAKE THEIR FIRST VISIT INTO POSTAL CONNECTIONS AT THE CLAYTON VALLEY SHOPPING CENTER. Owner Matt Barber helps them select the right size box for their project and reminds them that Postal Connections will safely ship their order anywhere in the world.

Barber says proudly.

Barber found the Clayton-Concord area appealing because of the tight-knit community. "I want to support the residents by offering one-stop shopping," he says. "Over Christmas, a woman visiting from out of town came in and was able to use Postal Connections as her home office. We offer computer access with Internet and email, printing, fax, copies, office supplies and all the mail services including UPS, FedEx and DHL."

In addition, notary public service will be available soon. "I just have to finalize the paperwork," Barber reports.

Mailbox service is unique in that the client has a street address and can receive packages from all carriers. "You can also call and ask if your package has arrived, or we might call someone to say their mailbox is full. The Post Office doesn't do that," Barber says with a smile.

"We have extremely competitive pricing on all our services, recognizing that patrons are price sensitive in this economy," Barber says. "One client came in with a packing and mailing project first priced at a competitor's. When I figured out our price for all the requirements, he was very satisfied that our price was sig-

nificantly lower. In a way, our service is like gas in that it's basically the same from one place to another. But you still want the best price, within a reasonable distance."

An official grand opening and ribbon cutting ceremony with the Concord Chamber of Commerce will be Monday, Jan. 26. Sweepstakes entry for an iPod Nano is available now.

Postal Connections is at 5442 Ygnacio Valley Road, Suite 40. Open 8:30 a.m.-6:30 p.m. Mon.-Fri. and 10 a.m.-4 p.m. Sat. Phone 524-9030, fax 524-9031, email psa221@postalconnections.com.

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