

October has brought us a little bit of the seasonal slow-down in home buying in both Reno and Las Vegas. We closed on one Lease 2 Own in Reno and one in Las Vegas. Two more Lease 2 Own Buyers are scheduled to purchase their homes in the next 30 days. It is so satisfying for all that are involved to see the success of these families as they become homeowners again! This is exactly what our program is designed to do.

We purchased a home to flip in LV for \$265,000. It will need about \$15,000 in improvements and we believe it will sell for about \$100,000 more than our purchase price. We are constantly getting asked why we can buy it for so low. It is a bank owned property. Either they don't care, have been instructed to get rid of it, or don't understand its value. Either way, it makes us happy.

We are proud to announce Heather Leonard has joined us. In her previous life, she was an entrepreneur who helped businesses in the gaming industry with their compliance. She has been a terrific add to the team and we are lucky to have her.

The Reno and Las Vegas markets appear to be flattening out just a little bit. We are glad to see this happen. It's great to see the appreciation but we don't want too much, too soon. Our test of the greater Salt Lake market has proven to be unspectacular. For whatever reason, the appetite for our program doesn't appear to be there. We are researching other areas and will test the strongest ones to see if the demand is there.

On a different note, with some of our banking relationships we have recently been starting to hear "yes" more than we hear "no." This is exciting because maybe they're starting to turn the corner and will join us again, back in the small business community. It is the small business owners that make this country run and thrive.

Lastly, after 20 years of trying, Steve received a Desert Big Horn Sheep tag. The season starts November 20<sup>th</sup> and you only get one shot at this trophy in your life. He will have his work cut out for him since he hunts by bow and arrow. So if you need him during this period of time and you call him and he answers, "Bah bah this is Steve," you know what's wrong with him. Sheep on the brain.

We want to wish everyone a fantastic Thanksgiving.

Until next month,

