

## **REAL ESTATE BUSINESS CHANGES**

Maxine Klahn is an Associate Broker for Key Real Estate in Council Bluffs. Maxine explained that arranging real estate transactions through Key Real Estate for the past 26-years has kept her focused on residential development in and around Treynor and Council Bluffs. Not only have property values appreciated greatly during this time, but also the tools of the trade have changed dramatically. Maxine noted that when she began, cell phones and fax machines were not so available. Furthermore, the Internet resources for real estate information and communication didn't exist. In addition, Maxine explained, there are many more financial programs today, which allow buyers to find the residential loan they need to become a homeowner. The various loan alternatives combined with low interest rates have contributed to the strong housing market of recent years according to Maxine. In Pottawattamie County there are about 400 lots of one acre or more size on the market associated with residential developments approved by the county zoning board. These lots have a value listing ranging from \$15,000 to \$75,000, Maxine noted. One of the newer residential developments in the Treynor school district is Hearthstone Estates situated along Highway 92 about five miles from Council Bluffs. Maxine explained that a few lots have been sold but home construction hasn't begun yet which usually speeds up the sale of other lots