

# Real Estate Perspective



By Loretta Arrington Hall

## Is that house over priced?

How much you offer to pay for a home should be based on the following factors: Current real estate market conditions. Is it a soft buyer's or a hot seller's market? How close the listing price is to the actual market value of the home; the price you can afford to pay; and the seller's motivation.

How much under the seller's asking price you should offer will depend on supply and demand in the local market and on how well priced the home is. In sluggish markets, such as areas across our nation, where there are a lot of homes for sale and relatively few buyers, you'll have more room to negotiate than you will in a low inventory market with a high demand. In a hot market, a desirable house could attract offers from several buyers (called "multiple offers"). In this case you might want to offer the full asking price, or more, to have a chance at being the successful bidder.

How much you can afford to pay is determined by how large a loan you can qualify for and the amount of cash you have available for a down payment and closing costs. Remember, if you're stretching to buy a house you're in love with, you can afford to pay a higher price if you take an adjustable-rate rather than a fixed-rate, home loan. If you're short on cash, you might be able to ask the seller or builder to credit an amount to cover some or all of your non-recurring closing costs.

Find out all you can about the seller's motivation and needs. How long has the house been on the market? If the house has been on the market for several months, the seller might be receptive to a lower offer. Have there been other offers? If so, why weren't they

(See Real Estate, Page 12)

### ECONOMIC EMPOWERMENT

# Politics or economics in 1997?

By James Clingman  
Special to Sentinel-Voice

Which way will we as African-Americans go politically in the new year? 1996 was interesting, both locally and nationally. Unlike the 1992 political "revolution," 1996 saw few black people move into elected office. We saw a further erosion of our collective political strength, as well as more apathy within the African-American electorate.

Political apathy and a "what does it matter?" attitude are a certain prescription for the continuation of the status quo, and for failure.

In 1997 we will find ourselves fighting to keep some of the positive gains we have made, but it will be like being in a hatchet fight without a hatchet. We will find ourselves involved in another "struggle" (they never seem to end) for a level playing field, both politically and economically. What will we do? What can we do? What should we do? What must we do?

Thirty years ago African-

American leaders made a decision to engage in the struggle for civil rights. They fought with commitment and with all the bravery they could muster. Some of them gave their lives.

The outcome of the struggle brought forth a new generation of political leaders and political "presence" (I hesitate to say political "power"). As our leaders were sworn into political offices all across this country, we looked on with pride and amazement. We were finally there.

We had made it. Now we would have the things we always wanted; our black brother and sister politicians would see to that. They would change those "good ole boys" in D.C., the state house, and city hall. Today, we have over 8,000 elected black officials in the U.S. Need I say more?

Some of us are worse off now than we were 30 years ago. Why? Because we relied too much on our black elected officials, for one thing. We trusted the "good ole boys" to change and to "do right by us." We thought that merely by having a "presence" in the political arena, we had "power" in that arena. In 1997, finally, we'll see that we put our money into a game we had no chance of winning, at least not by playing that game the way we have for decades.

This is not an indictment of our black political leaders. Well,

not of all of them. Most of them have done an admirable job. They were trailblazers. They were willing to get off the bench and get into the game. They just weren't armed well enough. They were missing the Calvary, the troops, the reinforcements. They had no one to watch their backs. They could not rely on us to come to their aid when they needed us. We lost that battle. But the war continues.

In 1997, African-Americans must make a decision. We must decide whether to fight our next battle without back-up and without the proper weaponry, or to fight this battle together, well-armed, and willing to make the commitments necessary to win this time. Politically we are powerless if we remain economically weak and splintered as a group. So, here is the battle strategy.

If we are going to continue to fight in the political arena, we must make sure we have strong forces in the economic arena. We are already well-armed with the weapons of choice: Dollars. We have deep pockets and we can stay in the game for a long time. We can call all bluffs and stave off most challenges."

We must begin right now to pool our funds, to support OUR businesses, to be there for one another, and to provide reinforcements for our politicians. We cannot hold them

or anyone else accountable for anything if we are not willing to get our hands dirty too. If we are not willing to speak up, to speak out, to withhold our dollars, and cast our ballots, we don't have anything coming but more of what we have always gotten.

This is not about whether you call yourself a Republican or a Democrat, but about whether you are willing to commit to a unified economic struggle for African-Americans. Too often we become side-tracked by titles. The only thing that counts in this scenario is the \$400 billion in income generated by black folks in this country each year. That's what matters now. Civil rights have been won, and we have many elected officials, for whatever it's worth. Now we must join in a new fight. In 1997 we must don our armor to do battle on the economic front.

So get ready. In the waning days of 1996, into the ensuing days of 1997, make a promise to stop whining, (if that's what you've been doing), about what we don't have and what the white man is doing to us and how.

Stop finding excuses and stop blaming others for your demise. If you blame someone for your problems, you are also likely to give him the credit for the elimination of those problems. Throw those crutches away. You don't need them!

Political strength, social strength, and educational strength will remain elusive dreams for African-Americans without economic strength. In 1997, let's have a new motto: "First Things First."

James Clingman is a freelance writer in Cincinnati, Ohio and former editor of the Cincinnati Herald newspaper. P.O. Box 6722, Cincinnati, Ohio, 45206. Tel: 513-489 4132.



## •• King Week Festivities ••

- SATURDAY, JANUARY 11, 1997  
16th Annual Banquet — Mirage Hotel
  - MONDAY, JANUARY 13, 1997  
Community Forum — West Las Vegas Library
  - TUESDAY, JANUARY 14, 1997  
Tutorial Tuesday Talent Nite — W. Las Vegas Theater
  - WEDNESDAY, JANUARY 15, 1997  
Youth Night — Cheyenne High School
- For more info on the upcoming events call 631-1913

Saturn of Henderson  
Valley Auto Mall  
(702) 558-8888



Saturn of West Sahara  
5325 West Sahara  
(702) 252-8900

A DIVISION OF THE FINDLAY AUTOMOTIVE GROUP

Ultimate Pest Control • Work Guaranteed  
Office Hours: 8 am - 5 pm Mon.-Fri.  
License No. 2340

### New York Style Pest Control

(Put your pest to rest)  
**649-6868**

Zyra & Robert Thomas, Owners & Operators  
3424-C E. Lake Mead  
North Las Vegas, Nevada 89030

BLACK ART GALLERY  
CUSTOM FRAMING  
**TRINITY**

**Trinity Black Art Gallery & Custom Framing**  
proudly present the one and only  
**ANNIE LEE**

Saturday, January 18, 1997  
11:00 a.m. to 5:00 p.m.

Annie Lee is famous for unique and humorous art work  
**BLUE MONDAY**  
**6 NO UPTOWN**  
**YOU NEXT SUGAR**

2657 Las Vegas Blvd. No., No. Las Vegas, NV 89030  
(702) 399-1125