

HOUSECALLS

Gabe's August 2017 Stuart Florida Real Estate HouseCalls



Rhyme crime spree

Bad poetry thrives and it's not just your sentimental Aunt that commits rhyme crimes; Performing artists do too.

The Turtles weren't the first or the last to commit rhyme crime with their 1967 hit "Happy Together" and its non-sequitur phrase: So happy together; And how is the weather?

In 2006, you had to feel for Madonna whose "I Love New York" forced this rhyme: I don't like cities, but I like New York; Other places

make me feel like a dork.

Ariana Grande's 2014 song "Break Free", attempted to rhyme heart with are in a grammar catastrophe. As in: ...never at the hands of a broken heart ... now that I've become who I really are.

With this in mind, Aug. 18 brings you Bad Poetry Day when even you can write lines like this. When finished, send them to your high school English teacher.

Ready to sell?

Step up strong with these six first steps

If you are ready for the adventure of selling your home and starting a new chapter in your life, congratulations!

It's going to be great. And some work. But still great.

Here are the first six steps you can take to get your home ready for sale.

1. Pack up, pick up:

Pack up pictures, knick-knacks, books, files, decorations, out-of-season clothing, old purses, and sports equipment. That includes extra sets of anything, including dishes, pans, vases, glasses, lamps, supplies and linens. Sell, store, or trash. You might even love this minimalist living.

2. Clean. And clean again.

Nothing sells like a clean house. That means corners, drawers, cabinets, and all fixtures. Detail!

3. Fix up.

Inspect, paint and replace as needed: floors, walls, baseboards, molding, light fixtures. Don't forget the landscape. Clean and tidy.

At this point, you might wonder

A graphic with a red and orange background. The text "LET'S GO TO THE FAIR!" is written in white, bold, sans-serif font. Below the text is a blue ribbon with a white number "1" on it, and a yellow and red object that looks like a slice of pie or a piece of cake.

about professional staging. You've seen it on TV: An earnest home stager backs up a moving truck filled with fine furniture and clever decor and suddenly the house is remade. People ooh and aah at the pretty picture it makes.

This is actually true. According to the Real Estate Staging Association, professionally staged homes sell five to six times faster.

Real Estate agents have heard plenty of skepticism about this from buyers who already are overworked getting their homes ready for sale.

You might think your decor will already make people say ooh and aah but experience says no. Your listing will bring people

from outside your social circle who may not see home design your way. Neutral colors and fabrics help sell a home.

4. Plan to open your house to visitors.

Be ready to show your house. That means packing up the kids and pets when it is time. Make that plan early.

5. Get an inspection and spill your secrets.

Get an inspection before you put your home on the market to uncover problems. You might have to fix some things, but it's better than stalling your home sale. Be prepared with a list of things about the house that the inspection might miss, but you know of. For example, that crack in the cement deck that is covered with the lovely plant platform. List it.

6. Hire a full-service real estate agent. You have enough to do without trying to suddenly learn another profession. Experience pays in home sale price.

Ask the Expert



We are cleared to lock down a price on our mortgage but would be happier if the rate dropped slightly. Should we wait?

If the price is acceptable, don't wait.

Waiting for a price drop is a bad bet. No one really knows whether mortgage prices will rise or not, but chances are they will. If the rise is substantial, it might cost you the deal.

Mortgage prices have remained low, however. The average rate for a fixed, 30-year mortgage was 3.95 percent at the end of May.

A lock price is the lender's commitment for a particular applicant. It is only good for a short period of time from 30 days to 60 days. If the loan does not close in that time, the lender has no commitment to make the loan at that price. That's why it is important to lock in a price as soon as possible.

In fact, one question you should ask when shopping for a mortgage is what the requirements are to lock in a price.

Income documentation and property value documentation are required to lock and these will take the most time. Be sure



How the World Wide Web Was Born

If you can't image the world without the Web, just remember that in human years, the World Wide Web hasn't even broken 30 yet.

According to TechSpot, the World Wide Web started March 12, 1989, when Tim Berners-Lee penned a paper that proposed a way to use computers to connect university researchers so that they could share information more easily around the world. In 1990, the first website went live on Tim's computer and only existed to describe the features of the web and how people could use it for themselves. This simple plain-text

page evolved into the multimedia-driven Web of today.

The most striking feature of the World Wide Web is that ordinary people have been able to create their own content from the beginning. As BizTech magazine points out, GeoCities launched in 1995 and allowed users to host their own website for free.

Today the web provides people access to the people, places, and events of the world that was once unimaginable.



Many important milestones have been reached over the years, and CNN highlights many companies and services as they popped up. Although some are still very much alive and kicking, others have faded into history. Here are some of the big ones:

1993: AOL starts sending their famous free software in the mail on CDs. There are 130 websites in existence at this time.

1995: Amazon.com launches as an online bookstore.

1997: Google.com is registered, and there are now 1 million websites created.

1999: Napster, the first popular peer-to-peer file sharing service changes the way people think about music.

2003-2005: Myspace launches and quickly becomes the biggest social network in the world. Facebook and YouTube launch in the next two years and start their climb.

2013: By this year, it is estimated that 2.7 billion people are able to access the internet worldwide.

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to have your documentation in order.

Your lock price should cover interest rate, points, and other lender fees. Be sure to look at the lender's Lock Confirmation Sheet to make sure these costs are all covered.

Don't be surprised if the lock price is different from a price that is quoted over the telephone. These prices are usually made to attract bargain shoppers, not to actually close deals. You want to lock in at the lender's posted price, which should be on the lender's website. You should also find out if there is a fee for locking in a price, which is likely. If there is, find out how much, if any, is nonrefundable.



"Don't you mean you want to learn to 'Tweet,' not, 'Twerk,' Grandma?"

No, you can't look at the sun and watch the eclipse. No.

If you have ever held a small magnifying glass over dry grass, you know what happens. The sun's rays become so focused that the grass catches fire.

That is what will happen to your eyes if you attempt to watch the eclipse. Your retina will burn up. You won't know it until you can't see any more.

DO NOT LOOK AT THE SUN WITH THE NAKED EYE.

Do not look at the eclipse through binoculars or a telescope or a camera lens. The same thing happens: Your retina burns up.

Do NOT use sunglasses, polaroid filters, smoked glass, exposed color film, x-ray film, or photographic neutral-density filters.

What you can do is make a pinhole projector. There are many instructions online for this.

For ideas on how to view, go to www.exploratorium.edu/eclipse/how-to-view-eclipse.

This robot will weed the garden

Forget the aggravation of weeding the garden, inventors have come up with a robot to do it for you. The little weeding robot is called Tertill. According to Engadget, the makers of the popular automatic vacuum cleaner Roomba have begun work on the robot. The machine will be solar-powered, waterproof, and use sensors to identify weeds and chop them down with a little cutter. The kit comes with little collars that alert the Tertill to stay away from and protect actual plants and vegetables. Although most people would typically pull a weed up by its roots, this device plans to chop down the weeds repeatedly until they wither and die. It has some limitations and special requirements to work most effectively, but tending a garden might one day become as easy as watching the plants grow.



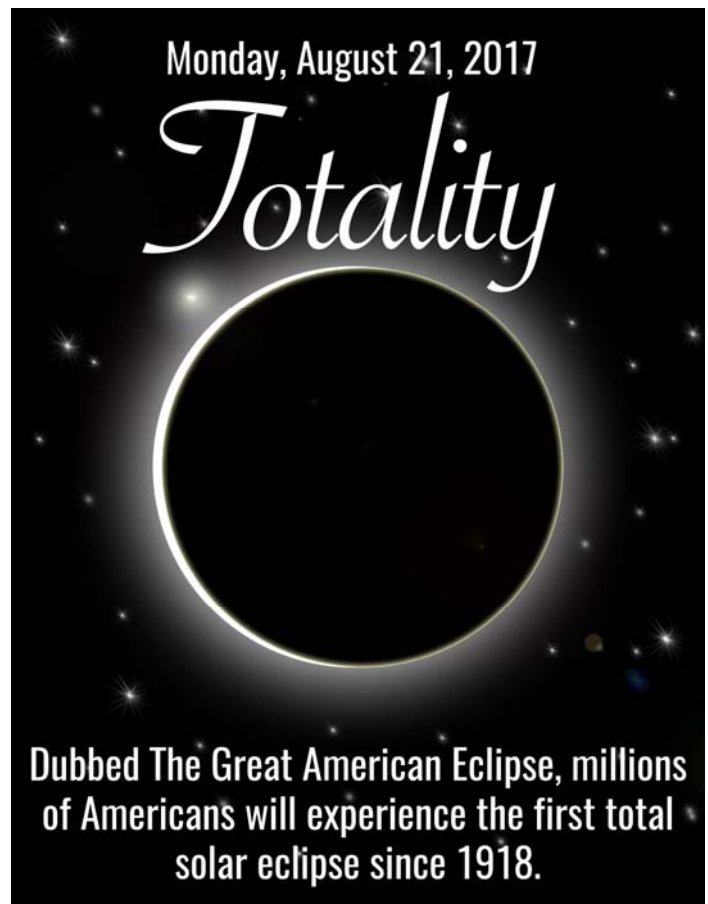
The cold summer of monsters

It was the perfect summer for monsters to arise.

The year was 1816, one year after the eruption of Indonesia's Mount Tambora. About 11,000 miles away, all of Europe and Asia along with parts of North America were plunged into a dark, cold summer. Debris from the eruption blocked the sun. The earth froze solid in June. Worldwide famine was on the horizon as crops failed. In Switzerland, Mary Shelley was one of a group of writers who warmed themselves around a log fire and decided to write ghost stories. The poet Lord Byron wrote of vampires. From this, came the first full tale of vampires in 1819 written by another writer around that same fire, John Polidori.

But that cold summer did not produce just one monster, but two. At first, Mary Shelley could think of nothing to write, but then she had a dream of a scientist and the half-living creature he created. Shelley's tale -- Frankenstein -- began in draft as: "It was on a dreary night of November that I beheld my man completed..."

August 30 is sometimes called Frankenstein Day, in honor of Mary Shelley, born August 30, 1797. She died at age 53.



The Great American Eclipse cometh

From Oregon to South Carolina, Americans will see the sight that has left mankind trembling and astonished as long as humans have walked the earth.

The Great American Total Eclipse will be one for the record books as totality junkies from across the globe hurry to the best viewing destinations.

On August 21, 2017, for the first time in 99 years, the earth, moon, and stars will line up perfectly in a total eclipse that can be viewed in 14 states. Best viewing is predicted to be in Oregon where sunshine is predicted, especially near Madras. Local time will be 10:21 am PDT and totality will last for about 2 minutes and 7 to 8 seconds, depending on where the viewer stands.

On the east coast, the eclipse will start a little after 1 p.m. and reach totality just before 3 p.m.

Further inland, viewers in Illinois and Kentucky will experience 40 seconds more totality.

"A solar eclipse can only take place at the phase of new moon, when the moon passes directly between the sun and Earth and its shadow falls upon Earth's surface," according to space.com.

The eclipse will be actively pursued by a sub-culture of totality followers who travel to various parts of the world to experience the out-of-this world phenomena many times during the year. Scientists will also be watching the display and the shadow allows them to see solar flares.




August 2017



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Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 National Girlfriend Day	2	3	4 Int'l. Beer Day	5
6 Wiggle Your Toes Day	7	8	9 Perseid Meteor Showers begin	10	11	12
13 Left Handers Day	14	15	16 Nat'l Tell a Joke Day	17	18	19 Nat'l Aviation Day
20	21 	22	23	24	25 Kiss and Make Up Day	26
27	28	29	30	31 Nat'l Eat Outside Day		

St. Lucie County Townhouse & Condo Sales June 2017

Click on the Image for the full report

Monthly Market Detail - June 2017
Townhouses and Condos
St. Lucie County





Summary Statistics	June 2017	June 2016	Percent Change Year-over-Year
Closed Sales	134	112	19.6%
Paid in Cash	93	55	69.1%
Median Sale Price	\$190,750	\$182,250	4.7%
Average Sale Price	\$228,304	\$193,594	17.9%
Dollar Volume	\$30.6 Million	\$21.7 Million	41.1%
Median Percent of Original List Price Received	94.7%	93.8%	1.0%
Median Time to Contract	39 Days	63 Days	-38.1%
Median Time to Sale	81 Days	105 Days	-22.9%
New Pending Sales	124	93	33.3%

View all Market Reports for [Martin County](#), [Saint Lucie County](#), and [Florida \(statewide\)](#)

Click on the name of the region above to view the reports.



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