

the BlueWater Realty team's August 2014

HOUSECALLS

NEWS ABOUT SELLING , BUYING AND LIVING IN A HOME BY GABE SANDERS



Chandeliers evolve into airy, linear sculptures

You remember the chandelier from days past: Full of crystal, gleaming glass, and dangly thingies.

Lighting designers are replacing these showy glass trees with linear design and unexpected materials that make observers wonder: Is that what I think it is? Yes.

New designs are deliberately not shiny but, instead, more useful.

Los Angeles designer Brendon Ravenhill uses the engineering principle of tensile strength used in

suspension bridges, to create modernist forms that look a bit like the designs of children's games with string around the fingers. At the end of each triangle are small lights fitted with tiny shades. The lights are pointed in several directions. His 6-foot diameter Pivot weighs just 16 pounds and can collapse to ship in a standard cardboard box.

Rosie Li assembles brass rods into frameworks that resemble molecular structures, and she affixed glass orbs that shine in various directions so that the chandelier is very airy.

Good news for home buyers: Some mortgage lenders will ease their standards

Momentum is building in the new-home industry. Recently, building permits were rising, a sign that construction could be rebounding from weak winter sales.

And builders will be considering first-time buyers. Previously, much of the demand for new homes has been from upper-end buyers, rather than those buying their first homes.

Builders targeted wealthier borrowers, according to a government report, because many new buyers had lower credit scores and a harder time getting a mortgage. So they focused on larger, more expensive homes.

The median price of a new home recently rose to \$290,000, the highest level on record, because builders worked for wealthier clients.

Now, many in the housing industry are encouraged that the new chief of the Federal Housing Finance Agency says he will make it easier for more Americans to qualify for loans.

Mel Watt, who in January took over as chief regulator of



Fannie Mae and Freddie Mac, said he would push mortgage companies to ease their standards.

The overall increase in housing starts was also fueled by a jump in multifamily homes rather than the single-family market.

Building permits for multifamily homes, including condominiums and apartments, are volatile from month to month. But the construction of homes with at least two units rose by nearly 40 percent this spring. Construction of single family homes was up 0.8 percent, reaching the fourth-highest level since the start of 2009.

While building contracts for family homes have yet to take off like multi-family construction did, economists say the coming easing of credit standards could

give the sector quite a boost.

The housing market has struggled to regain momentum since last summer, but that could change.

Ask the Expert



We can afford to buy a home, but don't have a big down payment. Is there any chance we can still get a mortgage?

I'd say it's time for you to start shopping for the home you want. Within the next few months, U.S. policy makers are planning to shoot down the 20 percent down payment rule.

In order to give the housing market a boost, they will bring back the no-down-payment mortgage or at least greatly reduce the 20 percent requirement.

The Securities and Exchange Commission (SEC) is still pushing for buyers to make some kind of down payment, but at least in the beginning of the new rules, they will approve the policy since it will be reevaluated in two years and every five years after that.

Changing the 2011 rules

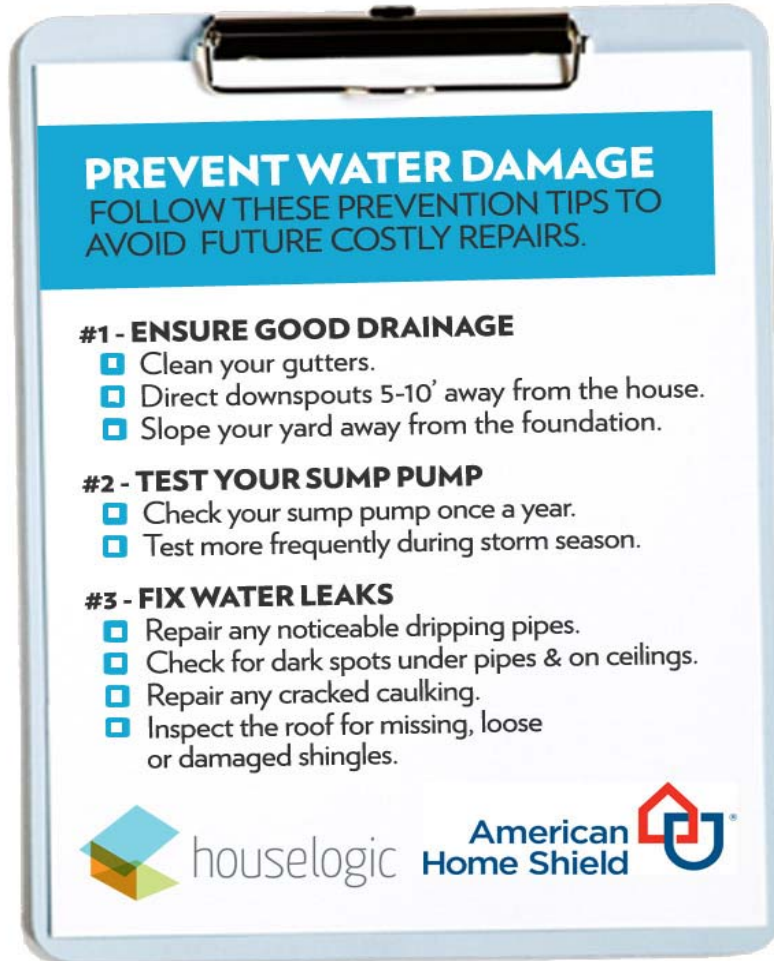
The Obama Administration has been trying to relax some of the postcrisis efforts to tightening lending standards. Their concern was that the housing sector, traditionally an engine for economic recovery, is struggling to shift into high gear.

Quoted in *The Wall Street Journal*, the overseer of Fannie Mae and Freddie Mac recently said mortgage companies should make more credit available to home buyers.

The SEC's change of heart is

Preventing water damage is a whole lot cheaper than paying for repairs. Here are three easy prevention tips:

([Read more online at House Logic.com](http://HouseLogic.com))



the latest twist in a battle over the 2010 Dodd-Frank mortgage rule. It was intended to improve the quality of loans by increasing down payments or making banks retain a stake in mortgages they make, package and sell to investors.

If lenders didn't get 20 percent down, they would have to retain 5 percent of a loan's risk on their own books.

Fighting the 20 percent rule

The original rule proposed three years ago brought a backlash from the housing industry, affordable housing authorities and civil-rights groups.

They said the requirement would end the dream of home ownership for many Americans. And that's exactly what the 20 percent down payment rule did.



"I don't believe in reincarnation, but I did in a previous life."

August: Great for swimming, but keep this warning in mind

The lovely days of August are perfect for swimming and as you keep a watchful eye on swimmers, keep in mind that drowning rarely looks dramatic.

In fact, unlike what you see on television, people do not flail around and yell for help when they are drowning.

Instead a child drowning may make no movement at all. He could simply sink to the bottom of a pool, arms out to the side.

It usually isn't the noisy swimmers who are having a problem. It is the quiet ones.

The Instinctive Drowning Response has five qualities, according to Francesco A Pia, an American lifeguard whose doctoral studies focused on unobserved drowning:

1 No calls for help. Breathing becomes primary and drowning victims will have no chance for speech.

2 Mouths sink below the surface and then reappear. Victims exhale, inhale but have to time to make noise.

3 Arms extended to the side. Naturally



this helps victims press down on the surface to lift mouths out of the water. But they can't wave for help.

4 They can't reach for rescue equipment or move toward a rescuer.

5 Bodies are upright with no kicking. A drowning person can struggle on the surface from 20 to 60 seconds before totally submerging.

There is a pre-drowning moment when a victim may be able to scream, wave and reach for life-saving equip-

ment so thrashing in water should not be ignored.

In a boating situation, a person in the water sometimes appears to be treading water. The best way to be sure they are not in trouble is to simply ask them if they are okay. If they don't answer, they are not okay. Experts say rescuers have about 30 seconds to get to them.

A drowning person who is quiet and unmoving in the water may have their head low with

water at mouth level. Or their head could be tilted back with the mouth open. Eyes may be closed. Hair may be over the eyes or forehead. They may be vertical in the water but not using legs.

A drowning person may also be moving, appearing to slowly climb an invisible ladder. They may be trying to swim, but not getting anywhere. They may try to roll over on their back.

Watch for these signs and let silence in the water be a warning.

JetBlue offers first class for business customers



JetBlue's new Mint cabin combines luxury with price and the company hopes it will be a win with the business traveler.

Once losing customers to American and Delta's first class cabins, JetBlue now offers the longest, widest flatbed seats currently flying domestically and four single-seat pods with their own doors.

Mint passengers can sample a signature drink before takeoff, and then have a cocktail once the jet is in the air. For dining, they will have their pick of three out of five tapas-style plates for their entree.

While they dine, they can watch up to 50 channels on TV, and they get an amenity kit as a parting gift.

JetBlue's ticket price is \$599, compared with \$2,000 on other airlines.

Does an inground pool add value to a home?

If you get an inground pool, invariably it is for the lovely, warm days when friends, kids and grandkids gather to share sun and good times.

But what value does an inground add to your home at sale?

The answer depends on how you look at it. Strictly by the numbers, an inground pool may not bring fantastic return at sale and might not justify the investment.

According to the National Association of Realtors, an inground pool can increase the value of a home from 8 percent to 15 percent, if you live in a warm area, especially the Southwest. In the Southeast, the numbers are more like an increase of 5 percent to 10 percent. In the north, where swimming is, at best, a 12-week activity, added value drops to about 6 percent.

To take an easy example, if you put in a simple rectangular in-ground pool, the cost is about \$25,000. If your house in

the Southwest is worth 100,000, at best the value increases to \$115,000. Leaving you a bit short on recouping cost. In the north, the cost of the pool will go up to about \$30,000 when pool heaters are added in, so the value of a \$100,000 house with an inground pool is about \$106,000, much less than cost of installation. That leaves northern homeowners with the question of whether the pool is worth taking a \$24,000 loss on the cost of the pool.

Meanwhile, home sellers also find their potential group of buyers is limited. Some people, maybe as many as one-third of buyers, simply do not want a pool and won't buy a home that has one.

Pool fans are left with a choice: Will they be in their home long enough to justify the cost of an inground pool?

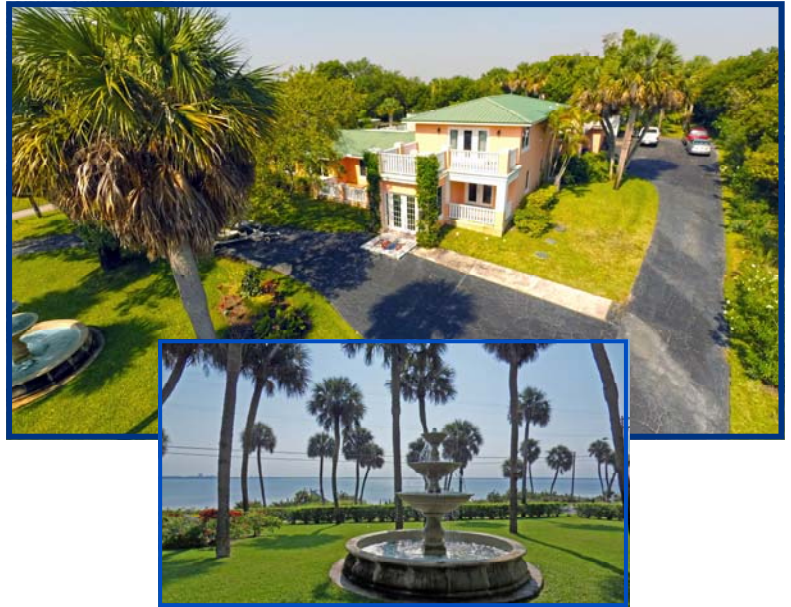
An above ground pool is the answer for many homeowners since the pool can be removed, but doesn't have the allure of a sparkling inground pool.

Featured Listing

Indian River Drive Estate

Prestigious waterfront home on Indian River Drive with wide river views. Enjoy this 6 Bedroom, 6 Bathroom pool home on almost 2 acres. Expansive views from the second floor master bedroom suite balcony. Huge walk in closet could be another bedroom. There are three additional bedrooms in the main home and 2 detached (covered breezeway) 1 bedroom apartments with individual bathrooms. Large den with built in shelves/bookcases. A formal dining room, entertainment/theater room, 2 Fireplaces, Kitchen with granite counters, stainless steel appliances, breakfast bar, built in desk and a large walk in pantry. There's 140' of waterfront with sweeping views of the Indian River and Hutchinson Island. Close to the beaches, shopping, entertainment and restaurants.

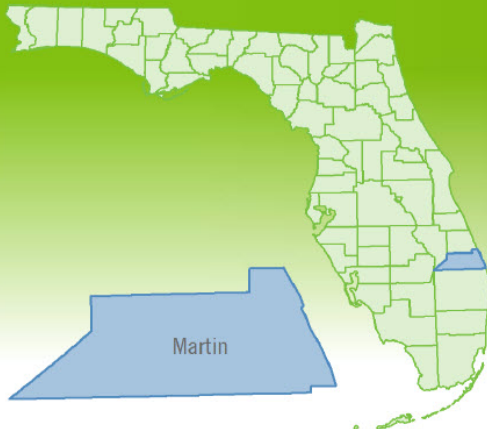
Offered for \$1,300,000



Martin County Single Family Homes Report for June 2014

Click on the Image for the full report

Monthly Market Detail - June 2014
Single Family Homes
Martin County



FloridaRealtors®
The Voice for Real Estate® in Florida

Summary Statistics	June 2014	June 2013	Percent Change Year-over-Year
Closed Sales	250	209	19.6%
Paid in Cash	103	79	30.4%
New Pending Sales	280	242	15.7%
New Listings	330	243	35.8%
Median Sale Price	\$315,000	\$277,000	13.7%
Average Sale Price	\$457,788	\$419,184	9.2%
Median Days on Market	61	60	1.7%
Average Percent of Original List Price Received	91.8%	91.9%	-0.1%
Pending Inventory	426	471	-9.6%
Inventory (Active Listings)	1,391	1,081	28.7%
Months Supply of Inventory	7.2	6.2	15.8%

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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