

Gabe's HOUSECALLS

HAPPY NEW YEAR 2022



The lion's roar and the kitten's purr

House cats can't roar. They can be plenty loud when they feel like it, but they can't actually roar. On the other hand, their cousin the lion can't purr.

All cats can either purr or roar, but according to Live Science, they can't do both. Lots of cats species can purr, including the bobcat, ocelot, lynx, cougar and cheetah.

A cat's lovely purr of contentment is created in the larynx as the cat breathes in and out. It is a quick twitching of the vocal folds inside the voice box. Both the purr and roar are created with the hyoid system at the base of the skull. In purring cats, there is a bone in the hyoid, while roaring cats have a long, elastic ligament.

Roaring cats have long, heavy, fatty layers of tissue that make up their vocal cords. So big cats create low, loud rumbles -- loud enough to reach a human's pain threshold.

Market still sweet for sellers, but slowing

Two years ago, the real estate market was sweet and hugely profitable for sellers. Record-low interest rates made buying homes attractive, but there weren't a lot of homes on the market, so buyers paid more and sellers got great prices.

In 2022, the market is still great for sellers but the picture is beginning to change, market watchers say. The market is said to be 'normalizing.'

Or not.

Realtor.com predicts that 2022 real estate prices will continue to rise, but not as quickly as the last two years. Economists predict a slower rise of just 2.9 percent, compared to 12 percent in 2021. Meanwhile, they think mortgage rates will rise, and though there will be plenty of buyers, there still won't be very many houses on the market. Homes for sales will still be at record lows, with a barely perceptible rise of .3 percent. Again in 2022, this is good news for sellers.

Suburban home demand will continue as buyers leave cities and look for bigger spaces as they spend more time at home.

Mortgage rates may rise from an average of 3.3 percent to 3.6 percent by the end of 2022, according to Freddie Mac data.

Meanwhile, Zillow expects home values to rise by 13.6 percent, ending in October 2022.

The end of 2021 showed higher than expected sales of existing homes. Zillow predicts those sales to continue to rise.

Zillow analysts also expect mortgage rates to rise, driven by inflation. Slightly fewer people are refinancing, but home-buying remains strong, along with retail sales, even in the presence of price increases.





Ask the Expert

We are wondering -- is it possible to refinance our home and take money out of it? We really need to replace the flooring and we think this could be the way.

It's absolutely possible and this kind of loan is called cash-out refinance. Many people are doing just that.

In the second quarter of 2021, US homeowners withdrew \$63 billion in equity from their homes in more than 1.1 million cash-out refinances, the largest quarterly volume since mid-2007.

A cash-out refinance lets you take some of your equity out of your home and get a new mortgage. Right now, if you've had your mortgage for a while, you might also be able to get a lower interest rate, although cash-out rates are usually slightly higher than traditional mortgages.

Whether your lender will do a cash-out refinances depends your credit profile and how much you want to take out. It is possible to take out up to 80 percent of your home equity.

Suppose your home is worth \$350,000. Your current mortgage balance is

The Once-A-Year To-Do

What should you try to accomplish in 2022? Goals don't have to all be mountains, but when we plan the little, necessary things, it can make our lives easier, save money and free up our time and mental energy for the big things we'd rather focus on.

* Get your wheels checked.

Properly aligned wheels saves money on repairs later.

* Replace your smoke detector batteries. It takes a few minutes at most and can save your life in a fire.

* Call "the guy." You should get your HVAC system, roof, appliances and pipes inspected regularly to prevent little problems from turning into huge, expensive repairs later.

* Get your teeth, skin and eyes checked. Talk to your doctor about any

other regular recommended checkups.

* Take your pets the veterinarian. Pets need checkups too, as well as annual vaccinations and blood work to identify any potential problems.

* Clean out your closets. Get rid of old stuff that you don't wear anymore and make room for new things that you actually like.

* Take a deep dive into your finances. Are you meeting your savings goals? Is there an unnecessary expense that can be trimmed?

* Do something for yourself. Go on a trip, build and renew your connections with others, do things that make you happy. Think of it as a bill that comes due every month or so, and if you don't pay up, you'll regret it.



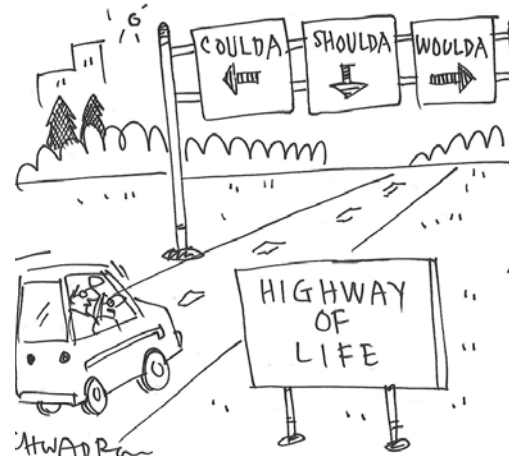
\$250,000. If you need \$30,000, you can refinance your loan for \$280,000 and take the \$30,000.

The funds you take out can be used for any purpose but most people spend the money on something that will improve their home or consolidate higher interest debt.

To do a cash-out refinance, you must:

- Have more than 20 percent equity in your home.
- Get a home appraisal to verify the home value.
- Credit score of at least 620.
- Loan-to-Value Score of 80 percent or less.
- Verification of income and employment.

With FHA and VA loans, the credit score or Loan-to-Value requirements might be slightly different.



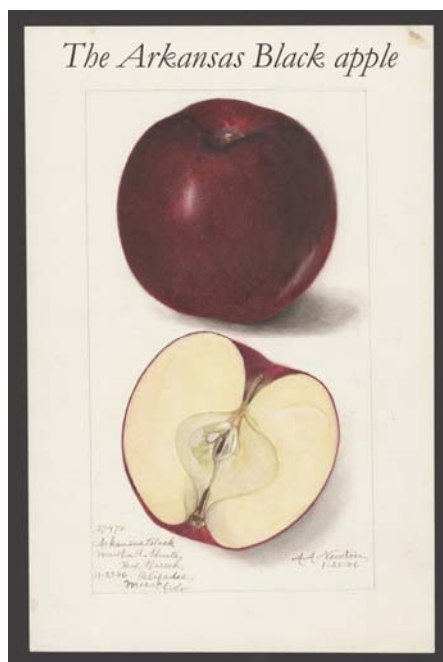
Wacky fruits that might tickle your taste buds (or put you in a coma)

Apples. Oranges. Bananas. In any given year, about 65 percent of Americans will eat at least one banana. Sixty-three percent will have had apples and 51 percent will have eaten oranges. Yet how many people do you know who've had an ackee fruit or jackfruit?

If you happen to make a lot of smoothies, you might appreciate the jackfruit. The largest fruit in the world, some jackfruits can weigh nearly a hundred pounds. Found in India, the fruit tastes similar to mangoes.

If daring suits your taste, the ackee is a bold choice. Unripened ackee fruits contain high levels of the compounds hypoglycin A and hypoglycin B, which are toxic to humans. In fact, these compounds can put people in a coma or even kill them. As the fruit ripens, toxin levels decline, making it safe to eat. Though the ackee is native to West Africa, it's now the national fruit of Jamaica.

Pond apples, AKA swamp apples, are also poisonous, or at least their seeds are. The seeds from swamp apples can kill fish. Along with the leaves, the seeds can also



be used as a natural insecticide.

If you have the patience to wait for an ackee fruit to ripen, you might also consider the Arkansas black apple. Fresh black

apples are extremely hard and all but impossible to eat. If you put them in storage, however, they'll slowly soften while remaining fresh and crisp. Typically, you need to let them sit for at least 30 days but they can last up to eight months.

Then there's the durian. You may have passed by some of the fruits already discussed and never realized it. Most encounters with a durian, however, are hard to forget. The fruit has a strong, pungent smell akin to sweaty gym socks and fresh sewage. Popular in Southeast Asia, the durian is considered a delicacy in many areas and is also known as the king of fruit.

Another potentially dangerous fruit may be in your fridge and a regular part of your diet. Grapefruit, known for its strong, bitter taste, contains various compounds, such as furanocoumarins (don't ask us how to pronounce that), that can alter the body's biological processes. Grapefruit can have a huge impact on some medications, often making them stronger, which could increase the risk of overdosing.

Choose the perfect area rug

If your living room or bedroom are looking a little tired these days, an area rug might be a quick way to refresh a room.

First, think about how big you want the rug to be. In the living room, all the furniture should sit on top of the rug comfortably or all the front legs should be on the rug. In a dining room, the rug should be large enough that the chairs remain on it even when pulled out. In a bedroom, an area rug should frame the bed and be big enough that the front feet of bedside tables can sit on the edge.

Next, consider the needs of the space. A high-traffic room like the living room requires a more durable low-pile rug that can be easily cleaned, while a more intimate space like a bedroom can handle something a little more delicate.

Make sure to get a rug pad to maximize your rug's lifespan. Look for one that's about two inches smaller than your rug on each side so it won't show through.

As for color and design, a good rule of thumb: Your rug can either stand out or blend in, but it shouldn't fight the existing colors and decorations in your room.

A light gray room could carry off a dark rug with some colors reflecting the room's art. For a more subtle effect, choose a gray with a simple pattern.

Rooms with browns and leathers could look nice with a lightly patterned brown, maroon, beige or gold rug. The more traditional a room, the more traditional the pattern should be.

A brief history of hello

Odds are pretty good that when you answer the phone, "hello" is the first thing out of your mouth. But have you considered taking "ahoy" for a spin instead?

When Alexander Graham Bell received the patent for the telephone in 1876, "hello" hadn't been in our vocabulary for very long. According to National Public Radio, the first published use of "hello" was in 1827 -- just shy of 50 years before Bell's patent. And instead of using it to greet others, people employed it as a way to catch attention or express surprise, not unlike the way we use "hey" today.

So when Bell thought about the appropriate way to answer a telephone call, he landed on "ahoy," a word with a much longer history. According to the Somerville Public Library, the idea gained some traction when the first telephone operators were trained to answer the phone with "Ahoy! Ahoy!"

Bell's arch-rival Thomas Edison, who invented a transmitter to improve Bell's invention, encouraged users to answer the phone with a crisp "hello" instead. When the first telephone directories advised "hello," the issue was largely settled.



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Sun	Mon	Tue	Wed	Thu	Fri	Sat
		WELCOME 2022				1 Rose Bowl
2	3	4	5	6 Carnival Season	7 Orthodox Christmas	8
9	10	11	12	13	14	15 MLK Jr birth
16	17 MLK Jr Day	18	19 AMEX golf tourney	20 Sundance Film Festival	21	22 Manatee fest Florida
23	24	25	26	27	28	29
30	31 Grammy's	We love referrals!				

November 2021 St Lucie County Single Family Homes Market Detail

Monthly Market Detail - November 2021
Single-Family Homes
St. Lucie County



Summary Statistics	November 2021	November 2020	Percent Change Year-over-Year
Closed Sales	592	548	8.0%
Paid in Cash	152	115	32.2%
Median Sale Price	\$335,000	\$259,575	29.1%
Average Sale Price	\$367,863	\$274,190	34.2%
Dollar Volume	\$217.8 Million	\$150.3 Million	44.9%
Median Percent of Original List Price Received	100.0%	99.6%	0.4%
Median Time to Contract	9 Days	15 Days	-40.0%
Median Time to Sale	53 Days	64 Days	-17.2%
New Pending Sales	669	597	12.1%
New Listings	652	614	6.2%

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

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