

## Gabe's June 2023 House Calls Real Estate Newsletter

# Welcome Summer



### Birds of a feather video chat together

Pet parrots are smart, sociable — and lonely, but that could change.

A group of 18 lonely parrots recently made friends through video calls.

Researchers studied 18 parrots whose humans taught them how to ring a bell. When the birds rang the bell, their humans responded by holding up a tablet with pictures of other participating parrots. The birds used their beaks or tongues to select a photo and start a video chat with the other bird.

Researchers expected the birds to react to each other with aggression, but they didn't. They quickly found some favorite friends and sang, danced, groomed and mirrored each other through the screens. Once they learned to video chat, they repeatedly requested it, according to The New York Times.

Even though the experiment has now ended, some birds still call their friends.

### Eight ideas to give your offer the edge

If you want yours to be the best-looking offer on the list, here are eight ideas to dress it up.

1. Make the right money offer. The best offer is, first and foremost, the right money offer.

Your agent will compare sales prices and values of similar homes in the area to help you come up with a starting point.

2. Money talks -- pay cash if you can.

Sellers love cash deals because they are less likely to fall through.

3. Make your offer clean and easy. Give the sellers a chance to get their price (or as close to it as you can manage) with little effort. Resist asking for improvements that cost the seller money and time.

4. Sweeten the deal by offering to cover closing costs.

5. Give the sellers their choice of closing dates. If you want the property, stay flexible.

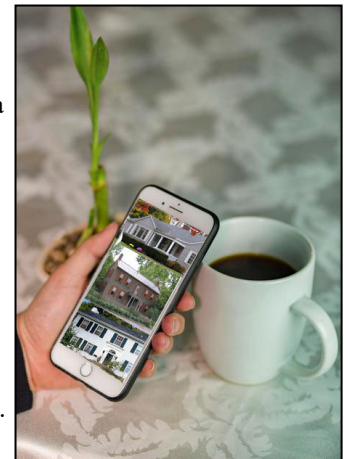
6. Offer to let the seller choose a move-in day, if you can.

7. Show you are a serious buyer with earnest money. If you have to back out of the offer for any reason allowed by the contract or state law, you will get your money back.

8. Share the love! If you love the house and can see your family in every nook and cranny, share that with the sellers in a letter.

Remember that selling a house is an emotional thing. Even when people want to sell, they still have a lot of love, memories, and dreams left in their home and their neighborhood. You might tell them which specific features of the home will be ideal for your family.

Sharing the love is not just a good idea in competitive situations. If the sellers love your family and want to see you in the house, they might just be able to wait until you get a buyer for your current home and iron out other details that can delay a deal.







## Ask the Expert

*We're talking to mortgage companies about financing a new home. What do all those letters stand for?*

It's true that there are many abbreviated terms in a real estate dictionary. Here are a few:

**HUD:** Housing and Urban Development is the cabinet department that oversees the U.S. housing market.

**LO:** Loan Officer is the person that takes the actual application for a mortgage. An LO can be a licensed mortgage broker or can work for a lender.

**LTV:** Loan-to-Value is the percentage of the mortgage compared to the purchase price or the appraised value.

**PMI (or just MI):** Private Mortgage Insurance is added to mortgages that are more than 80 percent of the loan value.

**LPMI:** Lender-Paid Mortgage Insurance, an arrangement in which the mortgage lender covers the cost of your mortgage insurance in exchange for a higher interest rate.

**DTI:** Debt-to-Income is the ratio of the borrower's gross monthly income to their consumer and/or housing debt.

**HUD1:** The statement that you receive that details all the costs and expenses involved in the closing of a mortgage.

## The Dizzy Real Estate Market

If you are watching the real estate market lately and trying to decide whether to buy or sell, you may feel a little dizzy.

Sales are up. Then down. The housing bubble has popped -- wait, no it hasn't. Mortgage rates are up and then they drop. Some say rates are poised to drop a lot. Some say otherwise.

What's a buyer or seller to think?

For home sellers, the current market offers some attractive opportunities. With housing inventory remaining low in many areas, home sellers may be able to take advantage of high demand and limited supply to command top dollar for their properties.

However, home sellers must also contend with some challenges in this market. With higher prices and mortgage rates, some buyers may be priced out of certain neighborhoods or

markets, which could limit the pool of potential buyers.

For home buyers, the current market presents both opportunities and challenges. On one hand, since the market slowed earlier in the year, some sellers are willing to make concessions or offer incentives to close a sale quickly.

However, home buyers may still find it difficult to find a home that meets their needs and budget.

To navigate this dynamic landscape, working with a knowledgeable and experienced real estate agent who can help you make informed decisions and maximize your chances of success is essential. Whether you are looking to buy or sell a home, the right agent can make all the difference in achieving your real estate goals.



**GFE:** Good Faith Estimate. The lender's estimate of what the closing costs of the applicant's mortgage will be.

**TIL:** Truth in Lending. A document you may receive within three business days of applying for a mortgage. It shows what the payments and the cost of the mortgage will be.

**API:** Annual Percentage Interest is the interest rate the borrower pays for the mortgage.

**APR:** Annual Percentage Rate. Calculates the cost of the mortgage by adding the fees and total interest to be paid over the life of the loan, divided by the loan principal, divided by the total days in the loan term, multiplied by 365, then multiplied again by 100.



"Dad, if a phone receives a text in the forest and nobody is around to hear the alert sound..."

## How to build a castle on the beach

Building a sand castle can make you feel like a kid again or entertain the kids around you. But it isn't as easy as it looks.

Professional sand sculptors use special tool kits, but you can build one with household items.

For this project, you will need a shovel, funnel, putty knife, butter knife, one five-gallon bucket with the bottom cut out, and one regular 5-gallon bucket.



The completed castle will have two towers joined by a "stone" wall.

First, create a big platform on which to build your castle. Mound up and pack down sand. Build your platform in six-inch segments, pack them down with your fists, and pour half a bucket of water over it.

Professional sculptor Justin Gordon recommends

building your two-tower castle by mounding sand and then shaving away thin layers.

Once your platform is finished, fill the bottomless bucket a quarter full with sand. Add half a bucket of water, then pack in more sand and water until the bucket is full. Place the bucket toward one side of the sand platform for the body of one tower and gently rotate the bucket to remove the sand.

Fill the funnel with packed sand and place it upside down on top for the pointed roof. Carve the body of the castle so it angles down and out from the roof.

You can build a wall between the two towers and carve stone shapes into it. Add more interest to the castle walls with carved doors and windows.

## The best bedsheets for hot weather, hot sleepers

Maybe it's the summer weather, or maybe you just sleep hot. Either way, the right material can help you stay cool and comfortable at night and avoid that too-hot-to-sleep feeling.

Linen or cotton are the best options for summer-weight sheets, unsurprisingly. Sweaty sleepers will appreciate linen's moisture-wicking capabilities, and the lighter weight and breathability makes it ideal for hotter weather. Linen sheets can be very pricey, but you can save by mixing a linen top sheet with a more durable cotton fitted sheet beneath it. Linen often feels rougher than cotton, so if you're sensitive to scratchy textures, linen might not be for you.

For cotton sheets, look for percale weave, which breathes better than sateen. The minimum thread count for percale cotton is 180, but choose sheets with a thread count between 200 and 300 -- this weight promotes airflow without sacrificing softness or durability.

Bamboo-derived sheets might be a good choice for sleepers with sensitive skin, according to Prevention. The soft material has moisture-wicking properties.



## Fancy compost makes its social debut

Let's talk animal waste and rotten plants.

The subject is all the rage these days as compost (animal waste and rotten plants) has been elevated into conversation fodder at society cocktail parties.

These days, compost can be an absolute status symbol when it comes from the manure of the best families. That includes Lady Diana's family, which markets Spencer horse and cow manure and weeds from their ancestral estate through Land Gardeners of London. According to The Wall Street Journal, a coffee-sized bag goes for about \$25.

Such artisanal compost also comes from the best-fed animals. At California's Flamingo Estate, the free-roaming chickens and goats drop rich deposits digested from organic fruits and vegetables, wild sage, and eucalyptus. It's very happy manure that goes into a luxury compost. A nine-pound bag sells for \$75.

Gardeners confirm that rich compost helps to grow fabulous plants, but experts caution against buying compost outside the local area. It can contain invasive organisms, so you'll want to stick with what you can find nearby. Recycling centers often offer free leaf compost, too. The downside: It won't be as fun to discuss at cocktail parties.

## How to test soil acidity or alkalinity

Commercial soil test kits are widely available and very accurate. But if you want to know right now whether your soil is acid or alkaline, try these tests recommended by Almanac.com:

1 Place 2 tablespoons of soil in a bowl and add a half cup vinegar. If the mixture fizzes, you have alkaline soil. Treat alkaline soil with ground sulfur.

2 Place 2 tablespoons of soil in a bowl and moisten it with distilled water. Add a half cup baking soda. If the mixture fizzes, you have acidic soil. Counter acidic soil with ground limestone.

If you get no soil reaction to either test, your soil has a neutral pH.



# June 2023



## Gabe Sanders

REALTOR®  
E-Pro, SFR  
Real Estate of Florida  
2391 SE Ocean Blvd.  
Stuart, FL 34996

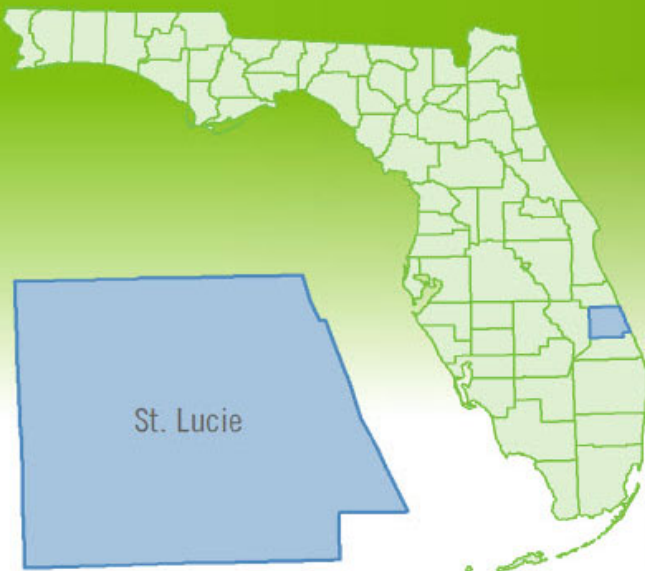
[www.GabeSanders.com](http://www.GabeSanders.com)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	
4	5	6	7 Boone Day Kentucky	8 World Ocean Day	9 Chicago blues fest	10 Belmont Stakes
11 King Kamehamea Day, Hawaii	12	13	14 	15 U.S. Open	16	17 Newport Flower Show
18 Father's Day	19 Lightning Safety Week	20	21 Summer begins	22 Smithsonian Folklife Fest	23	24
25 Log Cabin Day, Michigan	26	27	28 Fireworks safety week	29 U.S. Senior Open	30	

## April 2023 Saint Lucie County Single Family Homes Market Report

Click on the Image for the full report

### Monthly Market Detail - April 2023 Single-Family Homes St. Lucie County



Summary Statistics	April 2023	April 2022	Percent Change Year-over-Year
Closed Sales	520	665	-21.8%
Paid in Cash	132	179	-26.3%
Median Sale Price	\$380,000	\$380,000	0.0%
Average Sale Price	\$409,220	\$407,233	0.5%
Dollar Volume	\$212.8 Million	\$270.8 Million	-21.4%
Median Percent of Original List Price Received	95.6%	100.0%	-4.4%
Median Time to Contract	36 Days	8 Days	350.0%
Median Time to Sale	75 Days	51 Days	47.1%
New Pending Sales	579	671	-13.7%
New Listings	543	756	-28.2%

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.



**Disclaimers:** All real estate information deemed reliable but not guaranteed and should be independently verified. All properties are subject to prior sale, change, or withdrawal. Neither listing broker(s) nor this company shall be responsible for typographical errors, misinformation, misprints and shall be held totally harmless. If your property is currently listed with another real estate broker, this is not a solicitation of that listing.