

HOUSECALLS

THE GABE SANDERS' BLUEWATER REALTY TEAM'S JUNE 2016 NEWSLETTER



Gabe Sanders

Towel warmers find a place in American baths

Novice American travelers are often mystified by the heated towel racks in European hotel rooms. But it will probably become a more familiar sight in the next few years.

Towel heaters are actually radiators with bars for drying dampened towels. Designers say the racks help keep bathrooms and towels dry and mildew free. Plus they are a pleasure to use after a shower.

American manufacturers are now promoting towel warmers, some with aromatherapy and other perks. At Amba Products in Marietta, Ga., a distributor of decorative hardware, they say the Ital-

ian-made Quadro collection features square bars and a digital controller with nine heat settings. The starting price is \$620.

Mr. Steam, a bath products company based in Long Island, N.Y., offers an aromatherapy feature in its Broadway Collection. They recommend filling the aromatherapy well with eucalyptus essential oil. The price is \$1,250.

Signature Hardware in Erlanger, Ky., offers a hard-wired steel towel rack with 23 rails for towels. Bars are filled with a liquid that, when warmed evenly, heats towels. It costs \$449 for a 30-inch unit.

For buyers, the home hunt heats up in June

June is the month buyers begin looking for their dream homes in earnest.

And real estate agents say the game is on.

This June buyers are expected to outnumber sellers in most locales, says Lawrence Yun, chief economist for the National Association of Realtors (NAR). That means there will be lots of buyers who can't find their dream home unless they get in the game early.

Because the supply of homes is low, prices are going up. The nationwide median price for an existing single-family home was recently \$213,800, or up 8 percent from last year. This year's pricing is part of a 47-month upward trend of gains, according to News Corp, which own The Wall Street Journal and also owns realtor.com, NAR's listing website.

Lenders are saying that it's a busy borrowing season. "There's a decade of pent-up demand," says Bob Walters, chief economist of Quicken Loans. In March, he says loan

volume for home purchases was at its highest level in four months, and low interest rates are also fueling a mini-refinance boom.



The average interest rate for a 30-year mortgage was 3.74 percent for the week ending March 4, according to mortgage rate website HSH.com. In June borrowers should still be able to find mortgages at less than 4 percent, a great rate historically.

To avoid delays in closings, lenders recommend getting into

the market as soon as possible. They say the number of mortgage seekers is expanding every day. Lenders are pushing for preapproval, which requires full documentation, to be submitted to an underwriter.

Preapproval can save up to 10 days in the closing period and gives you an advantage when there is competition for the same house.

Ask the Expert



How much paperwork is needed for a mortgage application?

Lenders are trying to reduce the amount of required paperwork for mortgages, but the list is still long. It is wise to gather the documents before you apply for a mortgage.

- * W-2 forms for one or two years if you collect a paycheck.

- * Self-employed borrowers may have to submit a current-year profit and loss statement, especially if the year is more than half over or they haven't filed their prior year's tax return.

- * Profit and loss statements or 1099 forms, if you own a business.

- * Recent paycheck stubs.

Loan guidelines typically specify one month of verified income. Employees who are paid electronically may be able to print out paycheck stubs.

- * You will be expected to provide tax returns, including all the pages and schedules for one or two years.

- * A list of debts tells the lender how much you owe each month, for credit cards, student loans, car loans, child support payments, and the minimum monthly payments and balances.

- * The lender then calculates your debt-to-income ratio, which is key to the loan decision.

- * Current bank statements,

Communicating About Flood Risk Beyond the Special Flood Hazard Area

In the conversation about flood risk and the benefits of flood insurance, one of the most commonly used statistics is that about 25 percent of the claims paid by the National Flood Insurance Program (NFIP) are on policies covering properties outside of the Special Flood Hazard Area [1]. This statistic confirms that risk exists outside of the Special Flood Hazard Area because properties are experi-

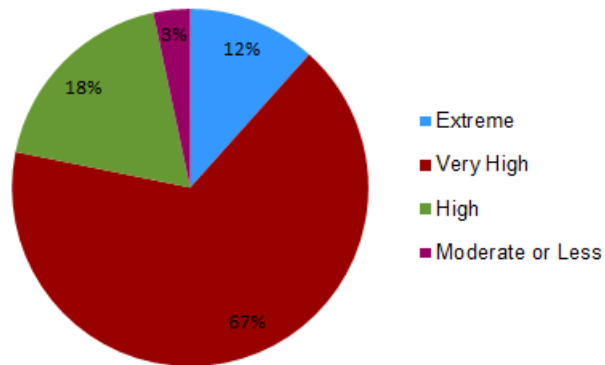
encing flood damage covered under a flood insurance policy. It also points to the reality that a certain percentage of the public recognizes this risk since property owners and renters are purchasing the flood policies. The challenge is to assess the risk beyond the Special Flood Hazard Area in order to communicate this risk effectively and drive

prudent decision-making by property owners, business owners, communities, insurers, lenders and policymakers.

Gilbert F. White, regarded as the “father of floodplain management,” famously wrote in his 1942 doctoral dissertation at the University of Chicago that “Floods are acts of God, but flood losses are

largely acts of man. Likewise, floodplains are naturally occurring areas subject to inundation, while the Special Flood Hazard Area is a manmade delineation of an area within the floodplain used for insurance and floodplain management purposes with a 1 percent statistical likelihood of flooding to a certain level each year.

Figure 1: Flood Risk Score Analysis on Sandy



[Click here for the entire Core Logic article](#)

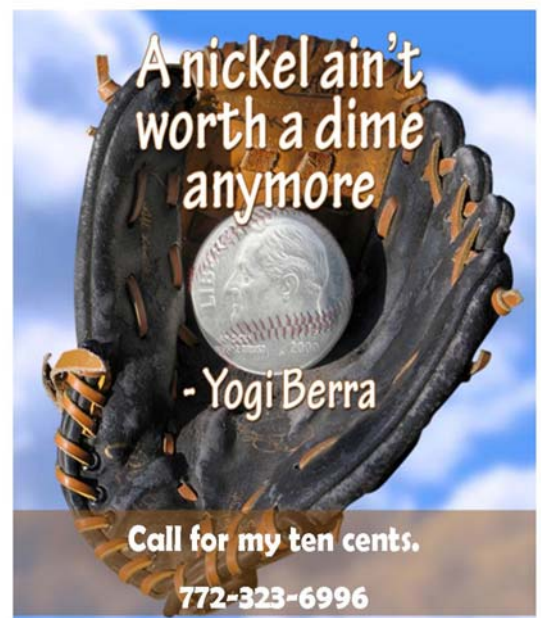
and possibly previous bank statements will identify the source of your down payment money. If you saved up for your down payment, without gifts from family, your bank record will show that.

- * Renters will be asked to supply 12 months of cancelled rent checks and bank statements showing that the rent was paid on time.

- * The lender will check your credit reports. So, months or weeks before applying for a mortgage, check your own credit report and correct any errors.

- * A list of assets including bank accounts, mutual fund statements, real estate and auto titles, brokerage account statements, and records of any other investments or assets.

**Claudine Porikos
Group One Mortgage**



What to say, and not to say, after a car wreck

Alex Glenn at NerdWallet, a personal finance site, says you should never say these five things to your insurer after being involved in a car crash

"I'm fine." Soft tissue injuries take time to show up. Let your doctor decide if you're fine.

"Whiplash." Even if you have it, the word throws up scamming red flags with your insurer.

"Sorry." Writing in USA Today, Glenn recommends keeping quiet instead. Saying the word could imply you think the crash was your fault.

"Sure, record me." You can refuse to have a statement recorded at the scene. Know exactly what you want to say before agreeing to it.

Answer questions honestly but stick to the facts. In all circumstances, tell the truth. But don't offer uncalled-for details.



After a wreck they're hard to remember, and you don't know all the details yourself.

"Many customers can't recall specifics," says Jason Lundberg, a San Francisco attorney specializing in vehicle accidents.

"Trying to give precise details can lead to a false recount. Instead of specifics, providing estimates is a good way to cooperate."

Never assume the blame at the accident scene. Fault is rarely cut and dried, and your interpretation is just that, an interpretation.

"Most accidents are caused by both parties," Lundberg says. "Sometimes 50-50, sometimes 90-10. Investigations may reveal there is something the (other) driver could have done to avoid the accident."

Getting compensated for damages, injuries. Any injury claims that aren't documented by your doctor won't be considered.

Getting your vehicle repaired is more straightforward. Get three estimates, but beware of the one that is significantly lower than the other two because the estimator probably missed something.

Popularity of adult coloring books still rising

Sales in the coloring category are soaring, alongside the number of titles offered, from one million units sold in 2014 to 12 million last year.

About 300 titles were offered in 2014, rising to 2,000 in 2015, according to Nielsen BookScan. Booksellers confirm the boom. At Bank Square Books, Mystic, Conn., owner Annie Philbrick said:

"Adult coloring books were crazy in 2015. They're coded under Art, and that section's sales increased from \$6,969 in 2014 to \$23,213 last year. Units sold increased from 300 in 2014 to 1,300."

Publishers of all stripes are making their marks on the genre. At Byrd's Books, the store holds monthly coloring nights at the arts center. They supply the materials and food, and folks bring their beverage. And they have date nights, ladies meeting for fun and for singles. They have relaxing, colorful evenings!"

One store owner offered two coloring book events at the store, one for adults and one for children. The only event that had participants was the one for adults.

Kids and adults go dot-to-dot

Other publishers are looking for the next children's-turned-adult crafting activity. Little, Brown has released two connect-the-dots titles (Dot-to-Dot: Journeys and Dot-to-Dot: Nature).

Barron's released one in February (Ultimate Dot-to-Dot) and one in March (Extreme Dot-to-Dot). Ulysses Press publishes Calming Dot-to-Dot.

Dover has continued its popular Creative Haven series (12 million copies sold) with Wild Animals Dot-to-Dot, which doubles as a coloring book once the dots are connected.



How to protect your animals during summer events

Pets can tell when you're gearing up for a barbecue, pool party or celebration. They are ready to have as much fun as you and your guests are.

It's not quite that simple. Writing in Family Circle, experts give these tips so a good time can be had by all, including your dog.

* Guard the grill. Your cat and dog will do anything to get their paws on a piece of meat, even snatching it off a flaming fire or grill.

Rotate responsibility for watching the grill throughout the festivity. If you cooked with charcoal, cool it, wrap it in tin foil and toss it into the trash.

* Use caution at pool side. A pet can jump into the water and swim, but may not be able to climb out. Assign a family member to be a pet lifeguard. Pet life vests are also available.

* Beware of toxic foods. Guacamole, specifically avocados and onions can be poisonous to pets. Bones, skewers and even corn cobs can get lodged in the lining of the intestinal tract. Remind guests not to feed them.

* Minimize loud noises. If your dog or cat tends to get anxious around large groups or noisy crowds, find a haven inside your home for him.

During Fourth of July parties, avoid exposing your pet to fireworks. Loud explosions can cause a dog to develop a lifetime fear of thunderstorms.

* Keep a collar on for identification in case your dog goes party hopping down the street.



Featured Listing

Hobe Sound 4 Bedroom

Older but solid CBS home in a well established Hobe Sound neighborhood. 3 bedroom, 2 bath home plus garage which has been converted into 4th bedroom. The 4th bedroom could possibly be a mother-in-law suite with separate entrance. Enter home into a large foyer area that opens to a spacious living room with a wood burning fireplace. Plenty of room in the kitchen for several cooks which is open to a formal dining area. Large fenced back yard with shed. Great family home with lots of room. Updated windows, hurricane shutters and a full home automatic backup generator come with this home. Very well located close to shopping, beaches as well as Jupiter and Stuart FL.

\$237,000



April Real Estate Market Report

Click on the Image for the full report

Monthly Market Detail - April 2016
Townhouses and Condos
Martin County

The Voice for Real EstateSM in Florida

Summary Statistics	April 2016	April 2015	Percent Change Year-over-Year
Closed Sales	132	127	3.9%
Paid in Cash	84	87	-3.4%
Median Sale Price	\$140,250	\$117,750	19.1%
Average Sale Price	\$184,345	\$142,994	28.9%
Dollar Volume	\$24.3 Million	\$18.2 Million	34.0%
Median Percent of Original List Price Received	93.2%	93.2%	0.0%
Median Time to Contract	46 Days	46 Days	0.0%
Median Time to Sale	92 Days	86 Days	7.0%
New Pending Sales	109	119	-8.4%
New Listings	148	125	18.4%
Pending Inventory	189	204	-7.4%
Inventory (Active Listings)	410	422	-2.8%

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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