

HOUSECALLS

Gabe's June 2019 Stuart Florida Real Estate HouseCalls



It's that time of year! Fireworks safety reminders

* Use fireworks on a hard, flat and level surface. The surface should be in an open area away from buildings, vehicles and shrubbery.

* Use a long-handled lighter so you can keep as far away as possible.

* Light one at a time. If it doesn't light, don't try to relight it. Let it stand for five minutes, then immerse it in water.

BOOM!

* Keep water close by, whether it's a hose or a bucket.

* In windy conditions, light where wind blows away from spectators and buildings.

* Children should not be allowed to handle, play with, or light fireworks.

* Stay alert. Don't drink while lighting fireworks.

* Don't let small children handle sparklers.

How to photograph your property for max impact and quick sale

A majority of homebuyers today research online prior to checking out a house in person, and surprisingly few listings include anything other than mediocre photos. So good photography immediately sets you apart from other sellers.

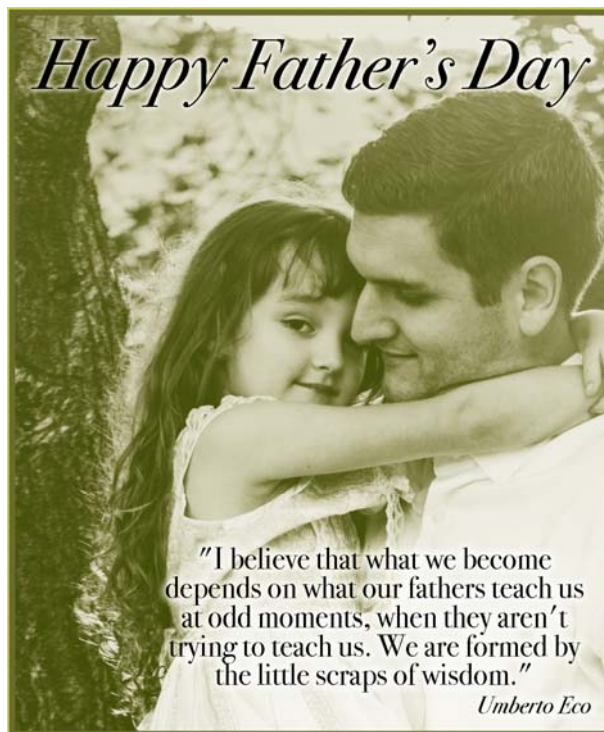
If possible, it's a good idea to hire a professional real estate photographer. Real estate photography is a specialty unto itself, and these pros know what to highlight and what angles to use to showcase property.

But if you choose to take your own photos, there are steps you can take to make them stand out from the competition:

Lighting

- Good lighting. Natural light is best, as it is softest and provides the most accurate representation of colors. So try to shoot your interior photos when it's sunny outside.

- Beware of backlighting. Windows with bright light are great for overall lighting, but be careful when



pointing your camera straight at them. You'll wind up with a bleached-out window and a dark interior. You can solve this by using a flash to fill in the room. Another option is to have the camera lock in its exposure on an interior (read: darker) section, then re-adjust the com-

position of the photo to include everything you want. This ensures that you haven't allowed the brightness of the window to throw off the rest of the picture.

Perspective

- Shoot from the corner. Shooting from the doorway or a corner typically gives you the best perspective and allows you to capture the entire room.

- Don't use that fisheye lens. It's enticing to use a fisheye lens in a small space, but resist the urge. The photos curve on either end and scream "small space" to buyers, not to mention they can be deceiving. A nice wide-angle on an actual camera -- not a smartphone -- is a great alternative.

Staging

- Clear the clutter.

- Get the countertops and other spaces as clutter-free as possible so you are showing the room itself and not the stuff in it.

Ask the Expert

What is a cap rate?

You might have heard the term "cap rate" among those who invest or aspire to invest in real estate. Short for "capitalization rate," the concept is key if you're going to pursue a career in rentals and/or commercial properties.

The cap rate is a method for estimating the potential return on a property and assumes it's paid for with cash. The formula includes dividing the Net Operating Income (NOI) by purchase price, or value; NOI is the gross income minus expenses except for debt service.

Example: A property costs \$100,000 and generates \$10,000 in income. NOI/Value means $10k/100k = 10\%$ cap rate.

Debt service isn't included because cap rate makes all things equal. The investor who will finance a property knows that it starts at a 10 percent cap rate and then does additional figuring to arrive at his or her actual return on investment (ROI).

So what's a good cap rate? That's up to you. Similar to comps in single-family properties, it's important to know the typical cap rate in your area. So a "10 cap" might be the norm where you're from, while a "7 cap" is acceptable elsewhere. And every investor has their individual threshold as well.

It gets more complex, naturally. Investors also need to consider things like

Experts Say: Using Internet Explorer Can Be Dangerous,



You probably know that Microsoft is no longer updating Internet Explorer, in favor of Microsoft Edge.

But switching to another browser is not just a matter of preference, it's also a matter of security.

Even Microsoft warned in March that using Internet Explorer as a default browser was perilous. Many apps are designed for IE but new apps and Websites are not. So new Websites won't even work with IE.

Now, according to the blog, HotforSecurity, an IE user who opens an .MHT attachment (an archive of a Web page) can let hackers into their system. Even opening a Web page archive you have made can do the same thing.

Only about 7 percent of desktop browsers still use Internet Explorer, but the app is usually installed on a Windows system.

Security experts recommend completely uninstalling Internet Explorer through the control panel.

depreciation and capital expenses, and evaluate whether the NOI is accurate. There are also other ways to calculate your return. But for a quick analysis and a way to help determine optimal purchase price, cap rate is the way to go.

Father's Day one-liners:

What did baby corn say to mama corn?
Where's popcorn?

What do you call your dad when he falls through the ice?
A POPSicle!



"I drew it in school. Can I hang it on Dad?"

Adopt a Shelter Cat Month

Happy ending as Bruno the Fat Cat gets a home

In honor of Adopt a Shelter Cat month, we bring you an update on one of last summer's most famous felines: Bruno, aka "thicc boi." All 25 pounds and extra toes of him was adopted after he became a viral sensation in Aug. 2018.

The Wright Way Rescue Animal Shelter originally posted the home-wanted ad for the high-maintenance kitty. He eats a lot, natch. He demands that he be petted while he eats, but never on his tummy. He plays only with a feather wand toy. He must have his water completely separate from his food, like in a different room.

When he wants to be fed, Bruno stands on his hind legs, displaying his protruding belly topped off by a petulant look.

"Yes I know I am EXTRA," read the Wright Way Facebook post, which received 44,000 comments and 25,000 shares. And then Wright Way received thousands of applications.

The winner was Lauren Paris, a singer and actress who sent letters of recommendation, a video tour of her home, and performed an original song about Bruno.

Naturally, Bruno now has an Instagram account. He had 106,000 followers and was down six pounds by the spring of 2019. He also had a new brother, Carlo. His owner had also signed on with a literary agency with plans to write a children's book about Bruno, praising rescue animals and sharing profits with a relevant charity.

Organizations like the American Society for the Prevention of Cruelty to Animals and the Humane Society have information on ways to support Adopt a Shelter Cat month. June is a particularly busy month, according to the Humane Society, because of the number of kittens born.



Leave no trace on the beach

If you are a regular hiker or camper, you've likely heard the admonishment "Leave no trace." The idea is to make as little impact as possible and to take out what you carried in.

This mantra can also extend beyond forests and trails to another popular recreation area: the beach.

In fact, more potential litter makes its way to beaches than to other areas. Coolers are packed with snacks and all kinds of packaging as well as drinks, sunblock, extra towels and clothing, and toys.

Fortunately, it's usually pretty easy to dispose of your trash when you visit the beach. Most recreational areas have abundant trash cans nearby, so you don't have to lug your garbage long distances. Recyclables fit into your cooler on the

way in and they'll fit on the way out!

One unique concern for beachgoers is a stiff breeze. Although paper napkins and plates can seem convenient, consider using cloth napkins and sturdier, portable plates, which are both reusable and less likely to blow away (and which is less annoying for you!).

It's also a good idea to bring your own trash bag, which makes cleanup a lot easier. And speaking of bags, why not use reusable bags and containers? Again, they're sturdier; and it's easier to grab snacks from that container with a lid than it is to reach into a flimsy bag anyway.

Bring a reusable water bottle to keep hydrated. You can invest in one that keeps your cold beverages super cold throughout the hottest of beach days.

Facebook quizzes: Think before taking one

Facebook quizzes, polls, and trivia games are fun to take, but some are schemes to steal your profile, hack your identity, or just send spam.

Suppose you see a quiz about family origins. So, what is your mother's maiden name? The app will reveal all! But... didn't you just use that info as a bank security question? If so, you just gave unknown people access to the answer, along with all of the info on your Face-

book profiles and page.

One notoriously evil app that did this asked for the names of concerts people attended -- another common security question.

Pet names, birth places, best friends, first car, first teacher, vacation destinations--you are revealing answers you may have given for security or may give in the future. You'll forget about the quiz, but the quiz makers are never going to forget YOU.

June 2019



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| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|------------------|------------------------|-------------------------|-----|--------------------------|----------------------------------|-----|
| | | <i>Fireworks Safety</i> | | | | 1 |
| 2 | 3 World Bicycle Day | 4 | 5 | 6 | 7 Nat'l. Chocolate Ice Cream Day | 8 |
| 9 Tony Awards | 10 | 11 | 12 | 13 | 14 | 15 |
| 16 Father's Day | 17 | 18 | 19 | 20 World Refugee Day | 21 Summer Begins | 22 |
| 23 | 24 | 25 | 26 | 27 Nat'l. Sunglasses Day | 28 | 29 |
| 30 | | | | | | |

Martin County April 2019 Single Family Market Report

Click on the Image for the full report

Monthly Market Detail - April 2019
Single Family Homes
Martin County



| Summary Statistics | April 2019 | April 2018 | Percent Change Year-over-Year |
|--|-----------------|-----------------|-------------------------------|
| Closed Sales | 241 | 212 | 13.7% |
| Paid in Cash | 96 | 76 | 26.3% |
| Median Sale Price | \$365,000 | \$370,000 | -1.4% |
| Average Sale Price | \$535,356 | \$625,796 | -14.5% |
| Dollar Volume | \$129.0 Million | \$132.7 Million | -2.7% |
| Median Percent of Original List Price Received | 95.0% | 94.9% | 0.1% |
| Median Time to Contract | 48 Days | 37 Days | 29.7% |
| Median Time to Sale | 92 Days | 80 Days | 15.0% |
| New Pending Sales | 271 | 263 | 3.0% |
| New Listings | 321 | 301 | 6.6% |

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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