

# HOUSECALLS

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



Carolina McClay

## Tiny French table evolves

The tall but tiny French table was first seen in the 18th century and in the last 300 years it has served various purposes.

In the 1920s it became a martini table where seated folks placed their single drink. In the 1960s and 1970s when smoking was popular, it became a free-standing ashtray. It has sometimes been spied as a humble plant stand.

Now designers think the martini table should be back, but it has been missing in the marketplace, says San Francisco's Jay Jeffers. He has

created a collection of five with Arteriors (arteriorshome.com).

The small tables might find a new life as a parking place for small electronics, such as a remote, ebook, or phone, according to Tom Gavan of The Wall Street Journal.

The little tables are available from top designers, where they will cost north of \$1,000, but they are also to be found in department store settings where you could pick one up for about \$150.

## Things to consider:

### Obscure, but important, must-haves for your new home

Finding the perfect house means checking off the big things: bathrooms, bedrooms, kitchen style, flooring — all perfect!

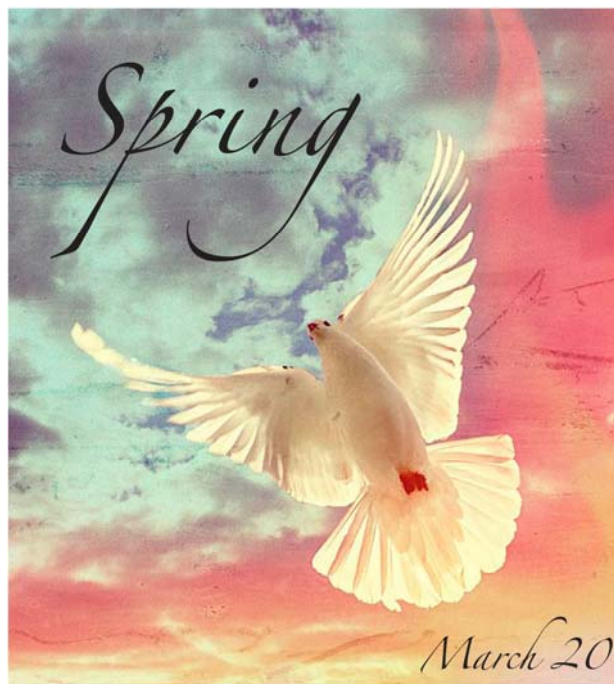
Now give one more thought to this list:

**Smooch Test**—Is there a private place outside? If not, decide if this is important to you.

**Commute** — The commute might have been your first consideration, but be sure to actually make the commute to your work. It tells you a lot about what 15 minutes means.

For those who want a pedestrian-friendly location, this can be very important. Doing the walk, can give you a feel for the route and the neighborhood that you won't get in a car or on a bus.

**View the Views** — Make sure you take a look out of all the windows. You might not want your window to peek inside your neighbor's house. At the very least, you will want to remember to find appropriate window coverings.



**Scout out the neighborhood** — One thing you will want to do is chat with the neighbors, especially if you have kids.

Families might want a neighborhood with other kids. Retirees want a quiet space. And Millennials might want a group of faster, connected friends.

**Parking** — Most people consider whether a house has adequate parking for them, but few consider whether the home has adequate parking for visitors.

This can be important, especially in city locations where parking is precious. Will the location work for you and your visitors?

**Electronic friendly** — For Millennials, especially, the connected life requires some special spaces. A game room, for one. Ideally, a game room keeps the electronic tangle out of the living room and offers some concentration space on Saturday mornings.

## Ask the Expert



*Is the market right for buying a home? What do you think?*

I think that if your job is secure, and you want and need a better home, you should make your move now. Next year, or even later this year, home prices will rise again and interest rates could go up as well.

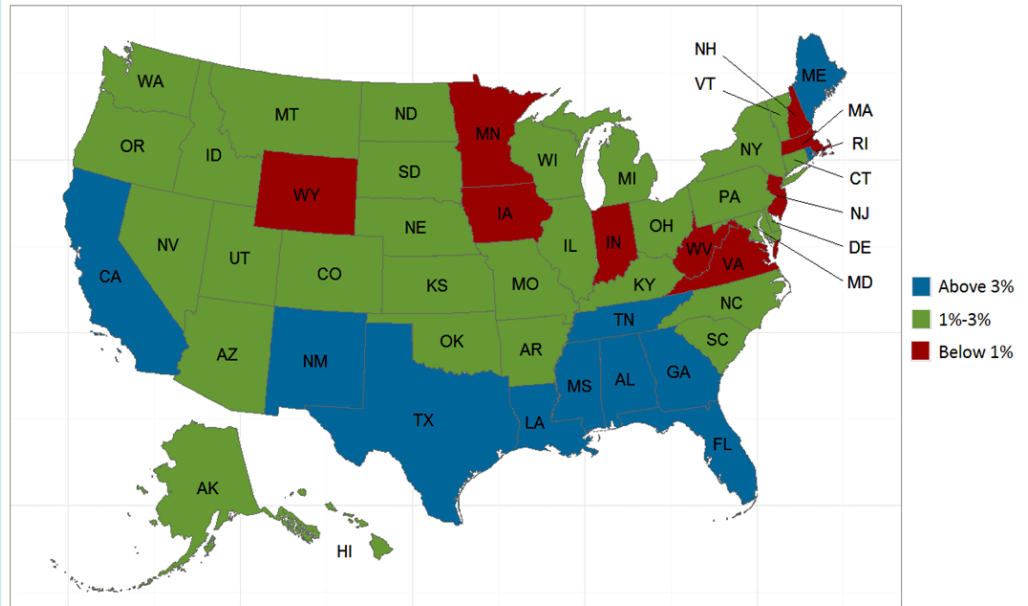
In spite of fluctuations in the stock market, consumers had high confidence at the end of 2015, the last time for which figures are available. Economists estimate the confidence measure rebounded to 93.6 in December as gasoline prices kept falling and employment showed growth.

In spite of ups and downs in 2015, the confidence index's average was the highest since the recovery began.

Consumers just like you continued to buy homes. It was the second bright spot in the economy with sales, housing starts and prices all trending together. The Standard & Poor's/Case Shiller Home Price Index rose just from 5 percent to 6 percent, mainly because of the limited supply of housing.

If you're looking for a greater selection of homes to choose from, more homes should be available right now and as the year progresses. More sellers will put their homes on the market as prices continue to rise

## Property Tax Delinquency Varies Across States



The tax delinquency rate is the percentage of properties with a mortgage that have not paid the property taxes by their due dates. Property tax delinquency rates are affected by macroeconomic conditions, such as the health of the overall economy, which can impact homeowners' ability to pay. Additionally, the severity of the delinquency penalty has an effect on property tax delinquency rates. States have different rules regarding tax payment frequencies, due dates, late fees, penalty interest rates

and time period before the taxing agencies can take foreclosure action. As such, it's typically not a good idea to compare tax delinquency rates across states since you're dealing with apples and oranges. Instead, evaluating the *relative change* in tax delinquency rates by state is more helpful to understand the true differences. Figure 1 illustrates state-level percentage point improvement in tax delinquency rates between 2008 and 2014.

[Read the entire story by clicking here!](#)

somewhat.

Consumers who can afford the home they want probably won't have a difficult time with financing.

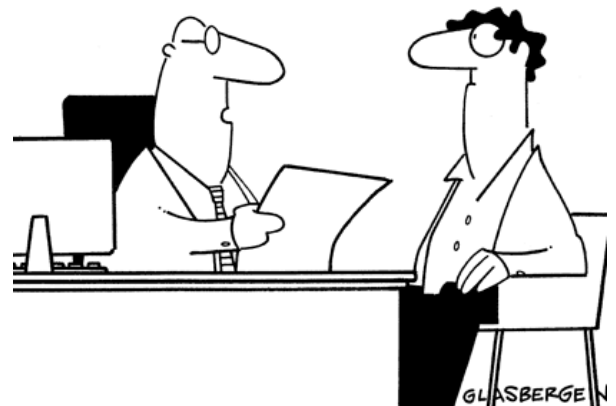
The big reductions in financing last November were the result of problems caused by new mortgage rules. And a dwindling supply of residences on the market pushed down sales to a level not seen since April of 2014.

In fact, the National Association of Realtors said the double-digit decline in new mortgages last year was the sharpest since 2010.

These conditions are in the past and shouldn't interfere with financing.

Most definitely, if the time is right for you, buy now.

## LOANS



**"We're offering you an assumable mortgage. We assume you'll make the payments and you can assume we'll make your life miserable if you don't."**

March 5, 2016

## The last, great, wilderness race

One of the nation's last frontiers, Alaska has wilderness, vistas, big wild animals -- and the last, greatest, most dramatic race on earth.

The Iditarod Trail Dog Sled Race starts in Anchorage on March 5, 2016, and concludes about 10 days and a thousand miles later in Nome.

The race is an exhausting trek through blizzards, extreme wilderness, wild-chill temps as low as 100 degrees below zero, fallen timber, and charging moose.

The object of the Iditarod race, Alaska's best-known sporting event, is for the 50 or more mushers and their teams of 16 dogs (at least six must be on towline at the finish) to cover the grueling 1,049 miles in the shortest amount of time. The mileage is officially rounded off to 49 to signify



Alaska's number of statehood. In 2004, 77 mushers finished the race, the largest number on record.

The original Iditarod Trail was only nine miles and was used to deliver mail and food supplies by dog sled in the 1800s. The first long-distance race was run in 1973. Alaskans wanted to save the huskies and the sled dog culture.

Sled dog culture requires a lifetime of training for musher and dogs.

The dogs (and mushers) train for years as endurance athletes. As pups, the chosen dogs are the willful type that are rowdy on the leash. That suggests the dog will love to run and pull. By the time they are trained in commands, camping in the wilderness, and pulling a sled with the team, the dogs will be able to run 100 miles in a day without a significant break. During their trek, they will need 10,000 calories per day.

## 7 moves that turn off buyers

Sellers may do a number of things that annoy buyers, says McKay Price, assistant professor of real estate finance at Lehigh University. Some can kill a sale. Some are just rude.

Here are seven bad moves for sellers.

1. Calculating the sales price by adding in the cost of renovations or sweat equity. Sadly, just because sellers worked hard on renovations doesn't mean they increased the value of their house.

2. Dictating finance. A seller may prohibit VA or FHA loans, thinking they will take longer. Price says conventional loans often can take longer.

3. Taking offense at a lower offer. It's never smart to ignore an offer or take it personally.

4. Trying to hide a flaw. Disclose everything, no matter how minor. Do it once buyers have fallen for the home but before they put down money.

5. Pretending a house is for sale. A rude waste of other people's time.

6. Refusing to make repairs. The inspection shows flaws, but the seller refuses to make repairs or reduce the price of the home.

7. Walking off with the chandeliers. If fixtures, curtains and other things go with the house, you can't take them with you.



## Asia is the nursery for many plants

We have Asia to thank for the wealth of modern plants that we take for granted: The lovely

early Spring azaleas, magnolias, and hydrangea, to name a few.

In the 19th and 20th centuries plant explorers scoured Japan, Korea, Taiwan and Chinese and Tibetan provinces. They were searching for beautiful plants to bring to the West and hybridize, so the plants would thrive place far away from their native lands.

Plant explorer Dan Hinkley says that the ice age gave China, for one example, an abundance of plants, nearly 10 times more species than in North America.

The far flung explorations to find new plants results in annual introduction of new and unusual flowers for the North American garden.

But it takes time. New found plants must be cultured and investigated. They may often need to be hybridized with another plant to increase hardiness or for some other quality. Plant grower Monrovia says only one in 50 potential plants is actually added to its catalogue.

Monrovia has introduced hundreds of plants to the market.

## Ancient palm seed grows then sprouts an heir

In 2005, an expert in ancient agriculture found a seed at the site of a dig in Israel. Elaine Solowey decided to plant the seed of the extinct variety of the Judean date palm. The seed was 2,000 years old. But it grew. And so did other ancient palm seeds, enabling Solowey to pollenate the male plant. A year ago in March, the old timer made dates. His first off-spring sprouted from the dates. Father and son are doing well.



## Featured Listing

### Oceanfront Condo

Live like you're on a vacation every day in this totally updated oceanfront penthouse (4th Floor) condo in Indian River Plantation on Hutchinson Island in Stuart FL. This spacious 2 bedroom, two bathroom condo has had just about everything re-done within the past few years. Enjoy wonderful ocean views, community pool and the amenities available through the Marriott Resort beach club, which includes golf, tennis, fitness center, deep water marina and more. This condo comes with one under building covered parking. This is an elevator building with controlled access through the lobby. Located directly on the ocean with a heated pool, barbecue area and numerous amenities only a short walk away. Call for the complete list of upgrades.

\$595,000



## November Real Estate Market Reports

Click on the Image for the full report

Martin County  
**LOCAL MARKET Update**  
 Could be Challenging Months Ahead for Buyers

St. Lucie County  
**LOCAL MARKET Update**  
 1,000 New Listings Hit Market in January

SINGLE FAMILY HOMES	01 2016	01 2015	%CHANGE
Closed Sales	194	183	<b>6.0%</b>
Median Sale Price	\$325,000	\$275,000	<b>18.2%</b>
Median Days on Market	40	59	<b>-32.2%</b>
Avg. of Original List Price Received	92.5%	91.4%	<b>1.2%</b>
Inventory (Active Listings)	1,194	1,313	<b>-9.1%</b>
Months Supply of Inventory	5.1	6.2	<b>-18.5%</b>
TOWNHOUSES/CONDOS	01 2016	01 2015	%CHANGE
Closed Sales	71	89	<b>-20.2%</b>
Median Sale Price	\$160,000	\$115,000	<b>39.1%</b>
Median Days on Market	40	56	<b>-28.6%</b>
Avg. of Original List Price Received	92.2%	91.2%	<b>1.1%</b>
Inventory (Active Listings)	468	514	<b>-8.9%</b>
Months Supply of Inventory	4.4	4.7	<b>-6.4%</b>

SINGLE FAMILY HOMES	01 2016	01 2015	%CHANGE
Closed Sales	320	351	<b>-8.8%</b>
Median Sale Price	\$172,000	\$141,900	<b>21.2%</b>
Median Days on Market	34	36	<b>-5.6%</b>
Avg. of Original List Price Received	94.7%	94.9%	<b>-0.2%</b>
Inventory (Active Listings)	1,935	1,843	<b>5.0%</b>
Months Supply of Inventory	4.2	3.8	<b>9.1%</b>
TOWNHOUSES/CONDOS	01 2016	01 2015	%CHANGE
Closed Sales	85	81	<b>4.9%</b>
Median Sale Price	\$134,000	\$129,900	<b>3.2%</b>
Median Days on Market	37	46	<b>-19.6%</b>
Avg. of Original List Price Received	94.8%	92.7%	<b>2.3%</b>
Inventory (Active Listings)	633	694	<b>-8.8%</b>
Months Supply of Inventory	5.9	6.6	<b>-9.9%</b>

### 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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