

# Gabe's May 2013 HOUSECALLS

The Gabe Sanders Real Estate Team - 2 N Sewalls Point Road, Stuart, FL 34996 - 772-323-6996



Gabe Sanders

## Happy Mother's Day!

*It is just great that one of the most recognizable special days for May is Mother's Day, celebrated nearly worldwide in one way (and on different days) or another.*

*If you are still lucky enough to have your mother to honor, I know you will be sure to remember your parent, your home life—and of course your home. For so many, their fondest*

*memories of family and childhood are the people — and the places the people lived. Isn't it strange how a house is useless without people but the right house.... The right house is more than just shelter. The right house is home to your joy.*

*If you are looking for your family's joy, let me know. I'd love to help in your search.*

Gabe

## Builders, developers work to make a homes sell

Builders are jumping through hoops to make it easier for prospects to buy a new home. Some are paying closing costs of up to \$5,000. Some have used help from government programs.

In January, sales of new homes were up 28.9 percent from a year earlier.

One couple said when they moved to another city, they first thought they would buy an existing home. They found that few acceptable homes were on the market, and those that were available were snapped up by investors who were willing to pay more than the asking price.

Though their credit score wasn't great because of a 2008 bankruptcy, the builder helped them be approved for a home that cost more than they wanted to pay. But it was a wonderful, spacious home.

What caused the shortage?

Though every community in the United States is different from others, there are three factors responsible for the shortage of existing homes for sale.

First, some homeowners are waiting for home prices to rise further. Last year, home sales prices rose an average of about 8 percent from the year earlier. If sellers can wait three or four years, their asking price could be higher.

But during that time, their needs or wants in a home will not be met.

Second, homeowners who bought homes at 2006 prices have to build more equity before listing them.

Third, some bank-owned homes are yet on the market. Just as homeowners are waiting for prices to rise, so are some banks.

The National Association of Realtors reports that the number of existing homes for sale fell to 1.74 million in January, the lowest number since the year 2000.

Right now, it's a buyer's market

Though fewer homes are for sale, those that are will come at bargain prices. It pays to ask your real estate agent to tip you off about a great home that's just come on the market.

That home will go fast. Be prepared with a preapproval amount from a lender so you can make a qualified bid.



*"The most important work you and I will ever do will be within the walls of our own homes."* Harold B. Lee

## Ask Gabe



*Why are 'short sales' allowed? Do they hurt the economy?*

Right now, it doesn't.

People who bought homes at the height of the real estate bubble, then had their interest rates raised, may be facing foreclosure. That's especially true if they had a personal disaster at the same time, like a job loss or a divorce.

Some of them have been able to arrange a short sale, selling the house for something less than the mortgage amount. The lender typically eats the difference.

That sounds bad for the banking industry, but the bank involved will lose much less money than if they were forced to foreclose. Figures for December show that short sales cost a bank 24 percent less than a comparable house that was sold in foreclosure, which resulted in a 64 percent discount from the appraised value when it was sold.

From an economic

# A Financial Plan for Your Home

Your home is probably your biggest investment. To manage it, create a financial plan that takes into account repairs, upgrades, mortgages, insurance, and taxes.

Do you pay each home-related expense as it comes? If so, you're missing opportunities for upgrades, or much worse, heading into a financial crisis when a slew of surprise maintenance items hit. So take a holistic look at what it costs to operate your house and set up a home financial plan.

Use this [home financial plan budget worksheet](#), and start by writing a list of expenses, such as:

- Mortgage
- Taxes
- Home insurance, including liability
- Repairs and maintenance, such as new furnace, roof, painting
- Voluntary upgrades, such as a swimming pool, a premium range, a new powder room



**What will you learn from this home financial plan weekend exercise?**

- How much you have to spend
- How much you need to allot in the short- and long-term for necessary maintenance and voluntary improvements
- With this newfound grip on your home's expenses, you can create a home financial plan that'll help you there for years with maximum enjoyment and minimum anxiety.

view, everyone is better off with a short sale. Bankers and investors see fewer losses, homeowners have less damage to their credit ratings, and neighbors' houses are less likely to lose value because of the higher sales prices and the reduced vacancy times.

A short sale does go faster, in part because the home is in better condition. Usually, the homeowner is living there, taking care of it and preventing vandalism. Economists at CoreLogic say that in short sales, ownership changes hands quickly, which is a good thing for the economy and society.

In the past, this type of sale was rare. They are becoming common as real estate agents and lenders have become more experienced at pricing and marketing them. Late last year, short sales accounted for 10.4 percent of sales.

The shift is helping the housing market with its backlog of distressed mortgages, and it's reducing the number of properties that are standing empty.

Short sales have helped to keep home prices stable and rising.



## House: Hold still for your portrait

It's a new trend: homeowners, their adult kids or their friends, are ordering a painting of their home.

As a gift, they are especially appreciated by those who are selling a large family home in favor of a smaller place or a condo. Of course, many homeowners order them for themselves. Depending on the artist chosen, they can cost from \$150 to \$1,300 or more.

When looking for a portraitist, consider the artist's style and preferred medium. Will it be pen-and-ink on stationery? Or will it be an oil painting on canvas?

Rebecca Seale, a folk artist in Nashville, Tenn., works entirely from photos. She can finish several 8-by-10-inch portraits each week. They are playful, quirky watercolor and gouache pieces done on archival watercolor paper. She charges \$150.

Other artists prefer to paint on site. They can charge thousands of dollars for the job, but the results are said to capture the spirit of the house.

As an alternative, you can get a photographer to take a photo of the home, but all the flowers may not be in bloom. An artist can solve that problem.

## 100 Years Ago THE GLORIOUS LONG SHOT

Francis Quimet is what happens when one man's opportunity and ability collides with a million dreams.

An amateur, Quimet took on the pros when he signed up with 162 others for the 1913 U.S. Open.

Quimet was the son of immigrants of modest means who grew up near the 17th hole of The Country Club in Boston. In those days the Country Club and the game were exclusive to the rich. But, Quimet grew up snagging misplayed balls and practicing with borrowed clubs. He sneaked onto the fancy course at night. He caddied the course until he knew all its secrets. When he wanted to play a full game, he traveled four hours each way to do so.

So what sublime fortune it must have been when the U.S. Open was set in his own backyard. At age 20, Quimet was unknown. Not rich. Not pro. But he was a promising amateur and one other thing: He knew that course.

It was a year in which Americans wanted to score in the sport, which was dominated by the British. No one expected the Cinderella victory of a regular fellow winning a playoff against the two best pro (and British) golfers in the world. But that is what happened. A regular guy went tee-to-tee with the two best golfers in the world and won. His unexpected victory so delighted the world that 100 years later, everyone who loves an underdog still loves Quimet.

The entire country went wild. Suddenly golf was for everyone. Amateur golf was born.



**Francis Quimet**  
Born May 8, 1893  
Died Sept. 2, 1967.

## 4 surprising factors that can affect your insurance premiums

When buying auto, home, life or health insurance, an insurance company calculates your premium based in part of some of these five factors:

**Your credit score.** Actuaries have found that people with low credit scores tend to have more car accidents, so they charge them more for car insurance. Some states, like California, don't permit the practice.

**Your home's claim history.** Companies check homeowner claims for the previous seven years when determining a premium for homeowner's insurance. If your home flooded before, for example, insurance companies presume it will happen again. The premium will be higher.

**Your car's horsepower.** If you bought a six-cylinder car rather than a four-cylinder model, you'll pay more for car insurance. Get a rough estimate of insurance costs for more than a thousand vehicles at [kiplinger.com/guides/cars](http://kiplinger.com/guides/cars).

**Your driving record.** Moving violations can affect the rates you will pay for life and health insurance in addition to car insurance. More than two moving violations in the past three years is a typical cutoff for the best rates. At AccuQuote.com, they say some insurers permit three moving violations but others allow only one.

Your driving record can even affect

health insurance. Some health insurers will reject you if you've had a DUI within the past three or five years, according to Kiplinger's Personal Finance.

### Starting out

Just about everyone started out in an entry-level job, I did, and I bet you did. My first job was as a dishwasher in a restaurant for \$2.10 an hour. It wasn't a great job, but it was a great first job. *Bill Simon, president and CEO of Walmart U.S., defending retail jobs, which he says often prepare employees for better-paying work.*



## Featured Listings

Absolutely spectacular riverfront masterpiece reminiscent of the British West Indies. No expense spared from conception to completion in 2005. Lofty scenic location on the South tip of Sewall's Point offers fabulous, intimate views of the beautiful St. Lucie River just beyond the heated infinity pool. Deep, deep water for the large boat (100'+-) with the inlet only minutes away. One of a kind home in a one of a kind location. Over 6000 square feet of luxurious living area. Top of the line everything. Call or e-mail for a detailed featured list and private showing.  
\$3,950,000

[Click here for more info.](#)



100 feet of waterfront on this .36 acre lot in Beau Rivage. Soon to be officially in Stuart, Martin County. High and dry lot with room for that dream waterfront home you've been wanting all your life! Only 4 lots away from the North Fork of the wide Saint Lucie River. Cement Seawall in place, a perfect protected location for larger ocean going vessels. Very private location with easy access to Martin County's 'A' rated schools, shopping, restaurants and the beaches. There aren't very many waterfront lots like this left.

Offered for \$350,000

[Click here for more info.](#)



## Monthly Detail March 2013 Single Family Home Sales

[Click Here Latest Florida Single Family Market Data](#)

### Closed Sales

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend using the year-over-year percent changes rather than the absolute counts. Realtors® and their clients should also be wary of month-to-month comparisons of Closed Sales because of potential seasonal effects.

Month	Closed Sales	Percent Change Year-over-Year
<b>March 2013</b>	<b>19,631</b>	<b>9.0%</b>
February 2013	15,666	10.3%
January 2013	13,679	11.7%
December 2012	18,031	15.8%
November 2012	16,911	23.5%
October 2012	17,682	25.0%
September 2012	15,659	2.4%
August 2012	18,713	11.5%
July 2012	17,650	11.9%
June 2012	18,862	6.1%
May 2012	18,844	8.9%
April 2012	17,606	1.2%
March 2012	18,003	-2.0%

View the Market statistics for Florida, Martin County and Saint Lucie County [Here](#)



**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.