

HOUSECALLS

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Easy secret to finding an up-and-coming neighborhood

Home buyers may have a list of must-haves and want-to-haves when they choose a home. One factor that should be considered is the home's possible price appreciation in years to come.

If you can find a home that's in an up-and-coming neighborhood, its value will rise in the future.

One way to tell: Starbucks.

If the property is in an area with



a Starbucks, it's a good indication that property values will rise. Starbucks has already sent its analysts and geographic experts to evaluate the next hot neighborhood. They have already considered traffic patterns and types of businesses in the area.

Having a nice coffee shop within a quarter mile of a house has proved to be one of the strongest and most reliable indications of rapidly appreciating home prices, say experts writing in *Bottom Line Personal*.

New home for the holidays? Deciding when to make the dream real.

Won't be long before you bring out the Thanksgiving turkey and that dream will start anew. That dream where you serve your fancy dinner in a beautiful dining room. With a fireplace. And a chandelier. That dream.

Is it time to make it real?

Here are some things to consider.

It is not a bad time to act on your dream. The Federal Reserve recently decided to keep interest rates at their historically low level. In terms of mortgage rates, there hasn't been a better time to buy in 50 years. According to economics writer Gavyn Davies, an interest rate hike is inevitable later this year. As economists keep saying, interest rates will inevitably rise.

So while the economic indicators are good, next you have to consider your lifestyle and whether your house fits it.

Go bigger when your house isn't meeting your basic needs. If there is a daily struggle to prepare for work in a one-bathroom house, it's time to consider an upgrade. If kids are now in the picture, more space or more appropriate space can genuinely add to your happiness.



Go smaller when your house is overwhelming. If the kids are gone, and you have four bedrooms and three baths, the sheer size of the property costs, not just in upkeep, but in unneeded utilities and personal energy. Consider if you need more than one guests room.

After comfort, consider your dreams. If you can afford a swimming pool, and you want one, remember the pool won't build itself. Dreaming of living in the city or the country requires a change and if not now,

when?

Once you know where you want to be, it's time to make sure you can buy. Check with lenders to get pre-approved for a mortgage. If your credit score is not up to snuff, start now to make timely payments. Even if you can't get approved for a loan right now, you can still look around and find suitable properties, get an idea of the cost of houses in your preferred neighborhoods.

If your credit is great, ask yourself if it is time to start shopping. Low, low-interest rates, good prices and dreams

Ask the Expert



How can I hold a house that needs a jumbo loan?

Jumbo mortgage buyers sometimes don't start out with a jumbo loan in mind.

It's just that sometimes the perfect home in the perfect neighborhood is worth the price.

Problem is that some buyers don't have the down payment immediately for a jumbo loan, which is usually about \$417,000 or more, depending on the location.

But, lack of down payment cash doesn't have to stand in the way of a purchase. A lease-to-buy arrangement can give buyers some breathing room to move around investments and gather the down payment. Buyers can sign a lease for two or more years and lock in the purchase price. Here's how it works:

The renters agree to a lease option that allows them to either buy or walk away from the property when the lease expires.

Instead of a down payment, they pay a deposit that's usually 2

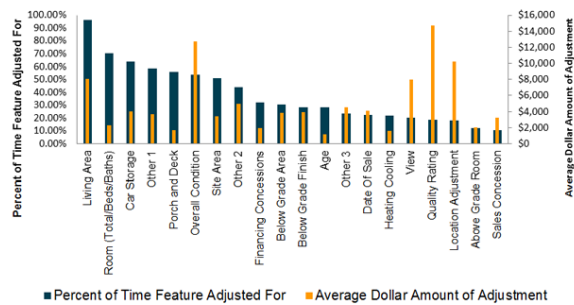
What Adjustments Have the Most Influence on Appraisal Reports?

Appraisal adjustments are standard procedure and certain adjustment features result in greater appraisal adjustments. But how many times are adjustments made in the appraisal process and for what specific features of the home? Using a national sample of approximately 1.3 million appraisal reports between 2012 and 2015, new analysis from Core-

Logic shows which home features are being adjusted the most frequently, as well as which are being adjusted for the most money, thereby having the greatest impact on appraisal values.

that the frequency of an adjustment is indirectly correlated to the financial impact, as four of the top five most adjusted features resulted in relatively low average dollar adjustments. For example, Room adjustments were very common at 70.4 percent but had minimal value influence, recording an appraisal adjustment of only \$2,246 on average. Conversely, a Quality Rating adjustment had the highest value influence, with an average adjustment of \$14,748, but accounted for only 18.7 percent of all adjustments.

Figure 1: Features Adjusted on Appraisal Reports - Nationwide



Source: CoreLogic October 2015

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Data: Sample of more than 1.3 million appraisal reports from 2012 through 2015. Note: Features that were adjusted for on less than 10 percent of appraisal reports are not shown on the chart. The fields Other 1, Other 2, and Other 3 are free-form fields that the appraiser can use for any adjustment.

Differences in Living Area was the most adjusted feature at 96.4 percent. Other features that were adjusted on 50 percent or more of appraisal reports were Room, Car Storage, Porch and Deck, Overall Condition and Site Area. It is significant to point out

Although the adjustment features that result in the highest value adjustment levels (Condition, Quality and Location) are harder to quantify, appraisers are professionals who can do this and adjust their reports appropriately to reflect the most precise appraisal for the home.

percent to 2.5 percent of the property's market value. The deposit will be credited toward the down payment if the home is purchased, but if the renter decides not to buy, the seller keeps the deposit.

Sellers can ask a high monthly lease. Buyers might specify that a portion of the rent money goes to the down payment.

The lease will specify terms of the future sale. They should be designed so a seller can't block the attempt to buy if the buyer wants to go ahead, which avoids negotiations later.

Whatever arrangement buyer and seller make, the mortgage lender will spell out the terms in the contract.



The experience of thankfulness

The Pilgrims, it is said, spent more days digging graves than building huts, but they still had the heart to create a day of Thanksgiving.

You could say that is the essence of Thanksgiving: Gratitude for what we have, rather than what we don't have; thankfulness instead of bitterness for what we have endured.

The world's religions have expressed this in different ways.

In Buddhist tradition, there is actually a prayer for difficulties. "May I be given the appropriate difficulties so that my heart can truly open with compassion." If you think about gratitude as the flip side of difficulties, it sheds a whole new light on thankfulness.

According to the Book of Numbers in the Bible, the Israelites spent 40 years

wandering through the desert and a lot of the time was spent learning lessons. The Israelites were starving and God sent food from heaven (manna). But after wandering for quite a while, the Israelites were grumbling about plain old manna. They wanted meat. The Lord sent quails. But as soon as they ate, the angry Lord sent plague to those with a lustful appetite.



One moral, perhaps: Be thankful and do not grumble when God sends you manna from heaven.

Consider the traditional Christian prayer of grace at dinner: "For what we are about to receive, may the Lord make us truly thankful." If you think about it, true gratefulness can spring from bounty



Cliché Day, Nov. 3 Nip into some old clichés

Pour the scandal-broth and we'll sit down and finger the peck sniffs, even though it is like shoeing a goose.

Did you get that? If this were 1700, you would understand it perfectly. These were the popular clichés of their time, long out of use and mind, but rather fun and colorful to the modern ear.

Scandal-broth -- or tea -- could well be today's coffee. Peck sniff is a hypocrite, and it's popular to find them today, alt-

hough the effort is largely just wasted effort. Kind of like shoeing a goose.

Clichés of old, like oaths, tend to sound colorful to the modern ear.

The devil's tattoo is the sound familiar to everyone: Drumming ones fingers on the table. Tattoo is a military drum beat, not a design on skin.

Driving pigs is familiar to most but we call it snoring.

And who doesn't know a person with their head full of bees? According to every user of Facebook, stupid people are everywhere.

Other clichés are still in use, even though they were popular in John Heywood's 1546 book of Proverbs. Ideas like: Nose to the grindstone; Look before you leap; Hair of the dog; Nothing ventured, nothing gained. Clichés like these, and many more, have traveled at least 500 years through time to the modern age.

Read more about old, and sometimes salty, clichés on businessballs.com.

The latest electric skateboards are self-propelled

Even if you haven't skateboarded before, riding an electric model will be easy and straight forward. To turn right, just lean your weight to the right.



Unlike traditional skateboards, these have brakes. To change speed, adjust a wheel, slider or lever on the hand-held remote.

Because they are new, they aren't technically legal everywhere yet. You can legally ride them in Alabama, Pennsylvania and Virginia. California is in the process of legalizing them but has to reverse a 1977 ban intended to keep noisy, smelly gas-powered

boards off the streets.

The new electric skateboards are silent and produce no emissions.

You could hop onto one to go to and from work, even if you're wearing a skirt. At the low end, they cost about \$1,000 and have an 8 mile range and, of course, Bluetooth connectivity to a cellphone.

Unlike with a bicycle, you won't have trouble boarding a train or subway with your skateboard. A companion app for your cellphone tells how much battery power you have left and how many miles you have traveled.



Featured Listing

Spacious Palm City Pool Home

4BR, 3.5 Bath pool home. Perfect home for those looking to live in large rooms on an over an acre lot with minimum HOA rules and low fees. This home features a huge family/great room with exposed wooden beams with a fireplace and a wet bar. There's a large den/office that leads into a spacious master bedroom. The master bath has dual vanities on granite counters with separate tub and shower as well as a private entrance to the spacious back yard. The kitchen has been recently upgraded to granite counters and mostly stainless appliances as well as new tile. There are 3 additional bedrooms one of which has an ensuite bath. Large screened lanai and an oversized pool.

Offered for \$515,000



Local County Updates

Click on the Image for the full report

Martin County LOCAL MARKET UPDATE

September 2015



This market update is courtesy of your local REALTOR®, a proud member of the REALTORS® of St. Lucie County (RSLC), a division of the Realtors® Association of the Palm Beaches (RAPB). RAPB is the 6th largest local association in the country representing over 14,000 REALTOR® members involved in all aspects of residential and commercial real estate throughout Southeast Florida and the Treasure Coast.

| SINGLE FAMILY HOMES | 09 2015 | 09 2014 | %CHANGE |
|--------------------------------------|-----------|-----------|---------|
| Closed Sales | 218 | 217 | 0.5% |
| Median Sale Price | \$282,500 | \$263,875 | 7.1% |
| Median Days on Market | 37 | 65 | -43.1% |
| Avg. of Original List Price Received | 94.0% | 92.4% | 1.7% |
| Inventory (Active Listings) | 1,057 | 1,229 | -14.0% |
| Months Supply of Inventory | 4.5 | 6.0 | -24.7% |
| TOWNHOUSES/CONDOS | 09 2015 | 09 2014 | %CHANGE |
| Closed Sales | 95 | 110 | -13.6% |
| Median Sale Price | \$135,000 | \$118,750 | 13.7% |
| Median Days on Market | 49 | 44 | 11.4% |
| Avg. of Original List Price Received | 90.9% | 93.5% | -2.8% |
| Inventory (Active Listings) | 342 | 514 | -33.5% |
| Months Supply of Inventory | 3.1 | 5.0 | -37.1% |

St. Lucie County LOCAL MARKET UPDATE

September 2015



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| SINGLE FAMILY HOMES | 09 2015 | 09 2014 | %CHANGE |
|--------------------------------------|-----------|-----------|---------|
| Closed Sales | 472 | 493 | -4.3% |
| Median Sale Price | \$166,000 | \$144,000 | 15.3% |
| Median Days on Market | 30 | 48 | -37.5% |
| Avg. of Original List Price Received | 96.0% | 94.3% | 1.8% |
| Inventory (Active Listings) | 1,598 | 1,862 | -14.2% |
| Months Supply of Inventory | 3.4 | 4.0 | -14.7% |
| TOWNHOUSES/CONDOS | 09 2015 | 09 2014 | %CHANGE |
| Closed Sales | 98 | 96 | 2.1% |
| Median Sale Price | \$155,000 | \$147,200 | 5.4% |
| Median Days on Market | 59 | 81 | -27.2% |
| Avg. of Original List Price Received | 92.2% | 93.1% | -1.0% |
| Inventory (Active Listings) | 562 | 632 | -11.1% |
| Months Supply of Inventory | 5.3 | 6.1 | -12.3% |

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.