

Real Estate w/ Cindy

~A Monthly Newsletter

LACKS HOME
GROUP



March 2024



FIRST DAY OF SPRING 2024: THE SPRING EQUINOX

Spring, dubbed the season of new beginnings, rebirth, rejuvenation, and transformation is eagerly embraced with lots of excitement, melting our hearts with endless possibilities which lie ahead.

Springtime; heady scents, vibrant splash of breathtaking colors, oh so refreshing rustling of leaves, spring blesses us with colorful brighter days, making us feel more alive than ever. One of four seasons including summer, fall, and winter, each accompanied by a change in weather, spring is characterized by warmer, brighter temperatures, increase in rainfall, the bloom of flowers, and the grand return of certain animals (bears, bats hedgehogs, wood frogs, among many others); sometimes spring also is characteristic of storms and tornadoes.

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THE REST OF THE STORY](#)

In this newsletter you can expect:

First Day of Spring |
Spring Equinox

8 Easy Mistakes
Homeowners Make
on Their Taxes

What's New in the
Lou?

*Find an Easter Egg
Hunt Near You!*

Community News

Ask the Expert

Blog of the Month



8 EASY MISTAKES HOMEOWNERS MAKE ON THEIR TAXES

Don't rouse the IRS or pay more taxes than necessary – know the score to avoid common tax mistakes.

We know all too well that taxes are unavoidable. But you can avoid expenses that stem from your own home-related tax mistakes. In fact, those oversights can not only cost you money but also lead to a contact from the IRS, say the tax pros. And no one wants either of those outcomes, right?

As you prepare your tax returns in 2024 for 2023 income, be careful not to make any of these eight common tax mistakes, especially when it comes to the property tax deduction or the mortgage interest deduction.

This article provides general information about tax laws and consequences but shouldn't be relied upon as tax or legal advice applicable to particular transactions or circumstances. Consult a tax professional for such advice.

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What's New in the Lou

Welcome to What's New in the Lou, where we round up the best activities for fun times in St. Louis! Enjoy a weekend of unique events and experiences with your friends and family!



- [Encanto in Concert](#) - **(March 9-10)** Experience this story on the Stifel Theatre's big screen, accompanied by the St. Louis Symphony Orchestra performing the film's chart-topping soundtrack live.
- [Superhero Cruise](#) - **(March 10)** This cruise is packed with fun activities, like games, music, snacks, and meeting your favorite superhero! Parents – bring your camera!
- [India's Holi Festival of Colors at the Magic House](#) - **(March 9)** Celebrate the Festival of Colors with a color throw and other fun activities. Ticket includes all-day admission.
- [Fairy Garden Workshop at Yucandu](#) - **(March 9)** This enchanting fairy garden workshop comes with tiny plants, pots, pebbles and miniature decorations.
- [Under the Stars](#) - **(March 9)** Join Laumeier Sculpture Park and the St. Louis Astronomical Society for an evening of stargazing.



- [Company at the Fabulous Fox](#) - **(All Weekend)** Winner of 5 Tony Awards including Best Revival of a Musical, this story of love and friendship is both insightful and hilarious.
 - [2024 State Farm MVC Men's Basketball Tournament](#) - **(All Weekend)** This tournament is the second-longest neutral site tenured collegiate tournament in the nation.
 - [Schlafly Stout & Oyster Festival](#) - **(March 8-9)** For the last 25 years, beer, bands, shuckers, and over 50,000 oysters have converged on St. Louis for this festival.
 - [Shamrocked: A St. Patrick's Day Pop-Up Bar](#) - **(March 8-9)** Enjoy Delicious Food from Sugarfire & PSH Signature Cocktails in Our Over the Top Irish Themed Venue
 - [Topsy Tea Tell All](#) - **(March 8)** Celebrate International Women's Day by exploring what it means to be a woman in society through the stories and anecdotes of fellow women.
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Easter Egg Hunts

Multiple Dates

- [Eckert's Flippity Flop Breakfast](#) - 951 South Greenmount Road, Belleville, IL 62220

Saturday March 23

- [Easter Egg Hunt with KW Chesterfield](#) - Faust Park: 15025 Faust Park, Chesterfield, MO 63017
- [Easter Eggstravaganza in Edwardsville](#) - Edwardsville Children's Museum: 722 Holyoake Road, Edwardsville, IL 62025
- [Wentzville Easter EGGstravaganza](#) - 100 William Dierberg Drive, Wentzville, MO 63385
- [Autism Egg Hunt at Vago Park](#) - 2700 Fee Fee Road, Maryland Heights, MO 63043

Saturday March 30

- [Underwater Egg Hunt: Ballwin Pointe](#) - 1 Ballwin Commons Circle, Ballwin, MO 63021
- [Queeny Egg Hunt](#) - 550 Weidman Rd, Ballwin, MO, United States, Missouri
- [Des Peres Park Get Hoppin' Egg Hunt](#) - 12325 Manchester Road, Des Peres, MO 63131
- [Egg Hunt and Breakfast at Maryland Heights Firehouse](#) - 2600 Schultz Road, Maryland Heights, MO
- [Easter Egg Hunt in Hazelwood](#) - White Birch Park: 1186 Teson Road, Hazelwood, MO 63042

Looking to the Future

- [Olivia Rodrigo at the Enterprise Center](#) (March 12)
- [Animals Aglow](#) (March 13 - May 5)
- [Romeo and Juliet with the St. Louis Symphony Orchestra](#) (March 16 and 17)
- [Family Workshop Day at Laumeier Sculpture Park](#) (March 16)
- [An Evening with John Cusack](#) (March 30)
- [St. Louis Earth Day Festival](#) (April 20 - 21)
- [Styx & Foreigner in Concert](#) (June 18)



COMMUNITY NEWS



COMPREHENSIVE GUIDE TO THE TOTAL SOLAR ECLIPSE IN THE ST. LOUIS AREA

While the city of St. Louis won't see totality this time around, just a short drive will put you in the daytime darkness during this astronomical phenomenon.

It has been seven years since we last experienced the full totality of the sun in the St. Louis area. After the last total solar eclipse, many of us have already begun the countdown to the next one. That date is fast approaching, as we circle our calendars for Monday, April 8 and includes Missouri and downstate Illinois. Find out where you can go for the best effect! [Read More ...](#)



WHEN YOU TURN YOUR CLOCKS FORWARD, CHANGE YOUR SMOKE ALARM BATTERIES

Before we spring forward this weekend, first responders are urging people to test and change their smoke alarm batteries.

The reminder comes after a string of deadly fires across the Bi-State.

In the last two weeks, 14 people have died in house fires in the St. Louis Metro area.

That's why the City of St. Louis Fire Department is sharing some life-saving safety reminders.

[Click here for details](#)

Ask the Expert



Another question I get asked quite often from my sellers is how should I prepare my house before selling it?

First impressions matter when selling a home. Anyone walking through a house or touring it virtually will be looking for ways to pass or negotiate down on the price. Make sure that the HVAC, plumbing, and electrical system all work properly. Each room should look clean and decluttered with no overt damage insight. Remember the three "D's" ~ Declutter | Depersonalize | Deep Clean!

Have a question for me? Let me know and I'll feature it in an upcoming newsletter! Chances are other folks are asking the same question!

ASK AWAY!

BLOG OF THE MONTH

Each month, we'll highlight a Blog post from our website.
Want more now? Go to www.cindylacks.com/blog for more great helpful information!

EXPERTS PROJECT HOME PRICES WILL INCREASE IN 2024



As you think about the year ahead, one of your big goals may be moving. But, how do you know when to make your move? While spring is usually the peak homebuying season, you don't actually need to wait until spring to sell. Here's why.

Even though home prices are going up nationally, some people are still worried they might come down. In fact, a recent [survey](#) from Fannie Mae found that 24% of people think home prices will actually decline over the next 12 months. That means almost one out of every four people are dealing with that fear, and you might be, too.

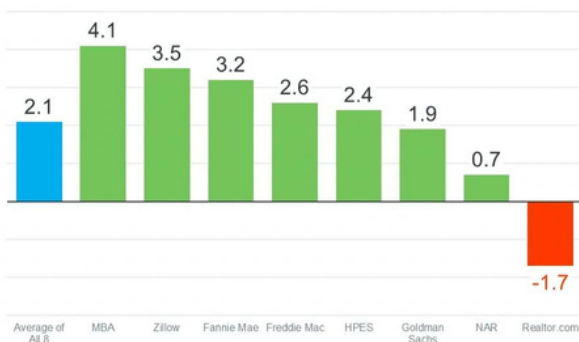
To help ease that concern, here's what experts forecast will happen with prices this year.

Experts Project a Modest Increase

Check out the latest [home price](#) forecasts from eight different sources (see graph below):

2024 Home Price Forecasts

Percent Appreciation/Depreciation as of 1/23/2024



The blue bar on the left means, on average, [experts](#) think [home prices](#) will go up over 2% by the end of this year – not down.

[Prices](#) aren't likely to depreciate in 2024 because [inventory](#) is still tight and lower [mortgage rates](#) are leading to strong [buyer demand](#). Those two factors will keep pushing [prices](#) up as the year goes on. As Selma Hepp, Chief Economist at CoreLogic, [explains](#):

*“With mortgage rates dropping, demand for homes in early 2024 is likely to be strong and will again put pressure on prices, similar to trends observed in early 2023 . . . **Most markets will continue to reach new home price highs over the course of 2024.**”*

What Does This Mean for You?

Experts are saying [home prices](#) will go up this year, and that's good news if you're [thinking](#) about [buying a home](#). When you become a [homeowner](#), you want the [value](#) of your house to [go up](#). That appreciation is what builds [equity](#) and makes homeownership such a good investment over time.

Beyond that, expected home price appreciation also means if you're ready, willing, and able to [buy](#), waiting just means it will cost more later.

Bottom Line

If you're worried home prices will come down, don't be. Many experts believe they'll actually go up this year. If you have questions or worries about what's happening with prices in our area, let's connect.

Thank you for reading!

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