

THE ROUNDUP

REAL ESTATE NEWS

Keeping You Up To Date On Housing Trends
& The Texas Real Estate Market

Provided By Sharon Powell, Your Real Estate Specialist

September Edition

Is It Time To Rescue Your Retirement?

Most of my real estate clients have been really happy with the increase they've seen in the value of all their investments over the past few years. When the economy is strong, nearly everything is going up in value. Many stocks, bonds, real estate, 401k and more just seem to keep climbing and climbing.

Do you consider this good news or bad news?

As of right now, it's great news right? But we all know what happens when the economy goes back down within it's normal cycle. Yes, these markets will drop and there will be a correction. This is normal and healthy. But if you leave your investments where they are currently and that drops 30% or 40% or even 50%, things can get a little stressful because you immediately lose all of the gains you've experienced in the past.

I've lived through several of these market and economic cycles and I've seen it over and over. I'm certainly not an investment advisor and I only specialize in real estate but I can certainly tell you what I've seen and experienced, since we deal with so many families and the finances they are working with.

Personally, I like taking money out of particular markets when it appears it's at a peak just to go into a safer and more stable investment. Preservation is key during down-turning markets.

I've seen quite a few home buyers cash out their 401k

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and redirect it over to housing. They use it as down payment on real estate which stays MUCH more stable during down-turning markets.

If you're concerned about having to pay a big penalty when cashing out your 401k, you'll typically find that there's no penalty when the money is applied towards a home purchase.

If this sounds interesting to you, please check with your financial advisor or professional to get their advice, because everyone's situation is unique. And with what we are seeing from the national economists, real estate is expected to REMAIN on a slow creep up. Their specific words say that real estate will likely NOT see any reduction in value as everything else begins to slow. Again, check with your advisors and see what they recommend you do with your nest egg. But personally, I'm investing in real estate right now. Call me if you'd like to find smart investment properties as well.

To Improve or Not To Improve

One of the biggest common misconceptions when it comes to your home is that all improvements will give you full value back and then some.

This is TOTALLY untrue.

I've met with homeowners who believe their home is worth \$6,000 more than the others because they just replaced the air conditioner. Not true... that home is worth exactly as much as the others because it now has a working air conditioner. They've simply brought their home up to par. Nobody would buy it at all when it wasn't working and the only reason it was replaced is because it was broken or nearly broken.

Apply that to a car: would I get \$6,000 more for my used car because the engine blew up and I spent \$6,000 on a new one? No, now it's worth the same as everyone else's working car of similar specs.

If you spend \$5,500 to put a beautiful deck on the back of your home, that does increase its marketability and its desirability. But it doesn't mean you'll get an additional \$5,500 for the home. You may get a little bit more money for the house when you sell, but you'll also be getting your own enjoyment while you are living there.

I recently read a story about an owner who spent \$13,000 for a custom privacy fence in his huge backyard, and he was shocked to learn when he sold the next summer that although the home was more desirable than the others, he would only get an extra \$5,000 in his sale based on the beautiful fence.

When you replace a roof, hot water tank, or any other mechanicals in a home, that's an outstanding improvement and buyers would probably choose your home over those that have NOT made that improvement. But the fact is, you didn't replace it to increase the value. You replaced it because the last one was bad, meaning the home was needing repair.

Buyers would prefer yours, but they wouldn't pay dollar for dollar what you've invested.

On the flip side of that coin, most generally you'll find that nearly ALL cosmetic or minor repairs will pay back huge dividends and may actually pay you back a multiple of what you've invested.

You already know that fresh paint and flooring goes a LONG way in creating more value in a home. I can't think of any instance where the homeowner didn't get their investment back in terms of price and marketability.

The same is usually true for countertops, window repairs, punch-list items and many other minor issues. That's why we often recommend a pre-market home inspection so you can knock out any minor issues to avoid scaring off the buyer when they have their inspections done.

If you're considering a home improvement project, feel free to run your idea by me so that you can have a bit of professional advice before pulling the trigger. There are two things to look at. One is resale value and the other is your own enjoyment of those items- which is the main goal to begin with, even if you won't get your investment back. But remember, there are several things you can do to INCREASE your value and get a multiple of what you've invested in repairs or upgrades, if you're planning to sell in the next several years.


Quote of the Month

The difference between ordinary and extraordinary is that little extra.

-Jimmy Johnson, Football Coach

Around Our Town

Mark your calendar for the Comal County Fair & Rodeo!



Schedule of Events

Sept. 27-Oct. 1, 2023
 Comal County Fairgrounds 701 Common St.
General Admission Thu-Sat \$10 Adult, \$5 Kids,
Under 6 Free, Sat \$5 Active Duty Admission
Food Drive on Sunday & Free admission

Events:

Sept 22 - Master Gardener, Washer Pitchin' Tournament
Sept 23 - BBQ Cook Off, Best Western Dressed Competition, Rodeo Queens Contest, Antique Tractor Pull, Pig Wrangling Contest, Stick Horse Races, Mutton Bustin' Blow Out
Sept 24 - 7:30p Fair Queen Contest
Sept 27 - 8a-6p, All contest entries for Home & Heritage open
Sept 28-Oct 1 - **7:30p, PRCA Rodeo** *Tickets available online
Oct 1 - **2:00p, Backyard Bull Riding** *Tickets available online

Daily Events Sept 27-Oct 1:

- Antique Farm Show
- Baby Barnyard
- Baby Chicks
- H-E-Buddy Zone
- Southwest Dairy Farmers
- Carnival
- Corral Entertainment
- Texas AgrLife Kid Zone
- Agriculture
- Antiques and Heirlooms
- Arts and Photography
- Baking
- Canning and Food Preservation
- Handcrafts and Woodworking
- Handwork, Knitting, Crocheting, and Sewing
- Home Brew and Wine
- Homemade Flavored Oils and Herbal Vinegars
- Homemade Salsa
- Horticulture
- School and Group Projects
- Shoebox floats
- Wildlife

Fair Parade
 Friday Sept 29 9:00a. Head downtown for the Fair Parade, which will travel down S. Seguin Street towards the circle, around the circle, then on to E. San Antonio Street, ending at the Fair Grounds. Be sure to bring a chair and arrive early to find parking and a seat. It's also **Fair Day** in New Braunfels, which means school is out and many local offices will be closed.

Carnival *prices and times subject to change
 Friday Sept 29 9:00a-10:00p \$25 arm bands
 Thu - 6:00p-11:00p \$30 arm bands
 Fri - 11:00a-11:00p \$35 arm bands
 Sat - 11:00a-11:00p \$35 arm bands
 Sun - 12:00p-10:00p \$30 arm bands

Corral Entertainment:

Wed Sept 27, 6:30-10p
 Crossroads Mobile DJ System
 Nbfd Pipes & Drums
 Kinder Tanzen


Thu Sept 28, 7:30-11:30p
 County Line & Monte Good and Jukebox Deluxe.

Fri Sept 29
 11-4p Local High School Bands:
 7:30p- 12:00a Zach Edwards opening for Mickey and the Motorcars.

Sat Sept 30, 5:00p-1:00a
 Gary Glenn & the 20X Band open/close for Gene Watson.

Sun Oct 1, 6:00-10:00p
 Jeremy Richards Band.

Schedule brought to you by



View the official schedule at: comalcountyfair.org

Classic Rock Artists

C	P	E	A	R	L	J	A	M	Z	Z	T	O	P
A	C	I	L	L	A	T	E	M	E	P	Z	A	H
M	L	E	D	Z	E	P	P	E	L	I	N	T	S
D	E	B	R	Y	A	N	A	D	A	M	S	H	F
O	G	O	E	D	O	S	E	L	T	N	A	E	O
O	U	F	J	C	T	U	N	D	O	Y	N	B	R
W	N	E	O	I	A	P	T	F	T	O	L	E	E
T	S	A	U	H	E	E	Z	T	H	A	N	A	I
E	N	G	R	R	M	G	E	W	M	I	T	T	G
E	R	L	N	E	T	J	E	T	N	K	O	L	N
L	O	E	E	N	N	H	G	G	H	E	I	E	E
F	S	S	Y	A	T	O	G	S	E	A	J	S	R
D	E	L	O	A	E	Z	U	S	R	R	J	F	S
T	S	J	L	R	S	R	K	S	U	P	A	P	I

- JOAN JETT
- ZZ TOP
- FOREIGNER
- PEARL JAM
- THE BEATLES
- BRYAN ADAMS
- RUSH
- THE WHO
- METALLICA
- KISS
- GUNS N ROSES
- FLEETWOOD MAC
- JOURNEY
- EAGLES
- LED ZEPPELIN

FEATURED PROPERTY OF THE MONTH!

You're the first to know about this upcoming property just outside Lockhart: **23+ acres** with **2000 SF main home** and **6 income-producing** additional homes. The current owners have run cattle (there's an **ag exemption**) and make good income from the fully occupied, well-maintained rentals. Call for more details before it's listed!



24 BEDS - 15 BATHS - \$6500-9K+ monthly income
Price \$1.3M

CALL ME TO SCHEDULE A TOUR OR ASK ME HOW I CAN FIND YOU THE PERFECT HOME!

Found freebie:

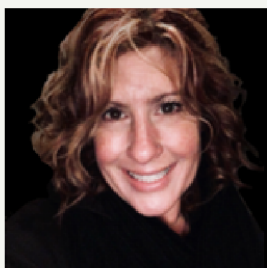
Every Kid Outdoors:
 The National Park Service has a great program that allows fourth graders and their family free access to hundreds of parks, lands, and waters for an entire year. If you don't have a 4th grader, share with someone who does. :)



← More info here!

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Agent Spotlight:

It's hard to put into words how much JOY I receive helping buyers find and purchase their perfect next home or investment property... gratitude runs deep every time I'm invited to walk alongside someone at such an important time. And please know that in spite of what I'm about to say, this will not change- I'm super invested in helping you, your friends, and your family buy real estate! However....

Remember the price wars in 2020 and 2021, when it was normal to drop what you were doing so you could be the first to see a house and then make an offer above list price? The days of posting a couple of phone pics online and receiving multiple offers within the hour are over. As the seller's market began to fizzle out, I've started receiving calls from frustrated sellers who already had an agent but wanted help because their home wasn't selling. Those homes were nearly always overpriced and/or improperly marketed, and the sellers were often misinformed.

Capturing all your equity today comes down to meticulous sales activity research, understanding how appraisals work, a well-prepped home, tailored marketing, a choice of options for selling, and an effective pricing strategy. I'm going to be honest... I lost 3 listings this year to agents who were happy to price the property higher than I would and/or work for less. And it stung a little at first. But then 2 of the homes ended up selling for exactly what I said they would, and those sellers lost money while their house sat on market. And the third one? I'm sorry to say it hasn't sold. On the other hand, the listings I've accepted over the past 5 years have consistently been closing on an average of 99% List to Sold price, across all property types and price ranges. I've been able to revive some very difficult listings and help get them sold. I had one seller who had been in and out of contract four times due to property condition and legal entanglements. After doing a minor renovation and some legal legwork for them, that home sold for 29.7% more than original list price! And, agents who have reached out for help with stale listings or listings about to expire have gone under contract within two weeks of the changes made after our consultation.

It's out of these stories and more that Bar None Listings has just been born. My desire is, in this new era of over-reliance on AI and shortcuts, to fill a need for the most dialed-in, highest quality personalized selling experience, bar none. Not just for high end properties, or for difficult properties, but for everyone. Bar None Listings combines the latest technology with human expertise, so that you're getting the very best outcome when you sell. I'm so excited to see where this takes us, and I can't wait to serve you, your family, and your friends when it's time to sell.

What to expect:

- Meticulous market analysis
- Perfectly photo ready
- Retargeting/targeted marketing
- Pricing strategy that meets your goal
- Cash offers
- Market value offers without having to list
- Menu of services , instead of fixed commission

Recommended Service Professionals

As a real estate professional, I work with many local professionals and want to recommend those that I have found to give exceptional service. Here are a few of my top choices, please be sure to tell them I referred you!

Johnny Villareal
 210-730-8057
OTF Enterprises (Remodeling)
 ofenterprisessatx@gmail.com

Bill Howton
 210-818-1038
Shredding
 bill.howton@yahoo.com

Evan Wallace
 702-738-0036
Lawn Care/ Small Engine Repair
 jwallace9@gmail.com

AUGUST 2023 STATISTICS | SAN ANTONIO AREA

TOTAL SALES

 **3,168**

4%↓

AVERAGE PRICE

 **\$387,844**

NO CHANGE

MEDIAN PRICE

 **\$322,250**

1%↓

Percent change reflects a year-over-year comparison of August 2022 and August 2023.
For a detailed report, please visit SABOR.com.



Close to Original List Price

94.7%



Days on Market

56/81%↑



Price per Square Foot

\$182/2%↓



Months of Inventory

3.9



Average Residential Rental

\$1,886



New Listings

4,566

1%↓



Active Listings

11,467

24%↑



Pending Listings

2,492

21%↓



\$0 - \$199,999

8.9%



\$200,000 - \$499,999

72.3%



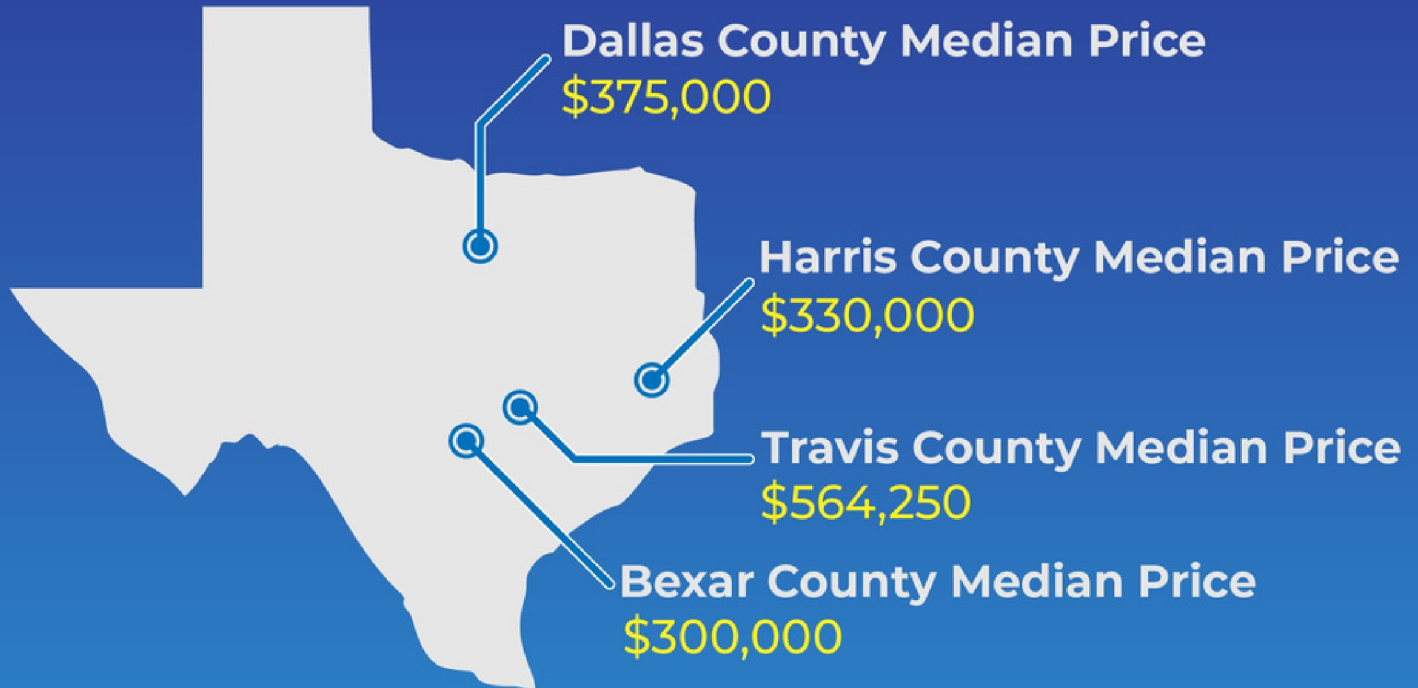
\$500,000 and Up

18.7%



AUGUST 2023 STATISTICS | TEXAS

MEDIAN PRICE BY COUNTY



TOTAL SALES

29,472

7% ↓



AVERAGE PRICE

\$427,574

1.8% ↑



MEDIAN PRICE

\$345,000

0.9% ↓

SABOR
SAN ANTONIO
BOARD OF REALTORS®



*According to the Texas A&M University Texas Real Estate Research Center