

# THE ROUNDUP REAL ESTATE NEWS

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

Provided by: Sharon Powell, Real Estate Specialist

October Edition

## Volunteering In Our Community

Fall has arrived and we are nearing the holidays quickly. You've undoubtedly noticed "Pumpkin Spice" is back and the tastes, smells and sights are getting everyone into the holiday spirit.

Inside my real estate business, I'm involved with a Mastermind Group of agents all over the country who give back to our individual communities as much as possible. Especially around Thanksgiving time, we look at this as a time to reflect on how blessed we are, the wonderful families we have, and the love we embrace for our fellow neighbors.

Unfortunately, poverty is still a serious issue in America and right here in our area. This Thanksgiving, there will be families as well as single moms and single dads that can't provide a bountiful feast for their loved ones. As you can imagine, it's disheartening position to be in as the provider of a family, so we try to help out as much as we can.

Each year, a large group of us take it upon ourselves to order precooked Thanksgiving dinners from local restaurants and deliver them to needy families all over the community.

Last year, the leader of our Mastermind Group personally delivered 50 meals in his town and inspired all of us to deliver to THOUSANDS of families collectively.

## what's inside:

---

P2 - This Won't Last Forever

P3 - Around Our Town

P3 - Featured Home

P4 - Service Pros In Our Area!

Happiness, love and especially thankfulness are extremely important to me. I would encourage anyone that wants to create good will, good feelings and good examples for your children to find a family or two who could use a little bit of cheer and help them out with a family dinner or something else that could make a difference in their holiday.

We've found these families by checking with local churches, food banks and even running a few ads online to ensure we find good families that are simply down on their luck.

If you'd like to add your support to the projects I work with or want help being connected with a specific organization, simply give me a call. Otherwise, help out anywhere you can!

## THIS WON'T LAST FOREVER

I've been very happy to see that over the past few years, mortgage rates have become more normalized than say twenty years back, making it much easier for people to get into the ownership of rental properties.

With more normalized guidelines also comes opportunity for those who would like to break into the investing world with very little cash out of pocket.

We all know that nearly ALL massively successful and wealthy people have given credit to real estate for a large percentage of their empire. It seems that every time you read an article about a multi-millionaire, they'll talk about how they started with just one or two rental properties and leveraged those to generate a huge portfolio of properties and millions of dollars. I'm sure you've seen those articles yourself.

The problem is that it can be scary if you are venturing into something you've never done before. After all, you don't want to make a mistake or get into something that puts stress on your finances.

That's why you'll want to use a professional advisor! As licensed real estate pros, we analyze properties every day. We work with both new and seasoned investors, so we know what makes the most sense and how to get started in the right direction. One thing I've always leaned on when discussing real estate investments is that absolutely EVERY SINGLE ONE of the wealthy individuals I've spoken to or learned from said that the one regret they have is that they didn't start earlier. All of them let fear stand in the way of acquiring that first transaction.

Many times, I hear that people simply didn't realize investment properties were so attainable. They thought that they'd need a huge down payment and an 800 credit score or some other unknown requirement that would keep them from qualifying. That's not the case.

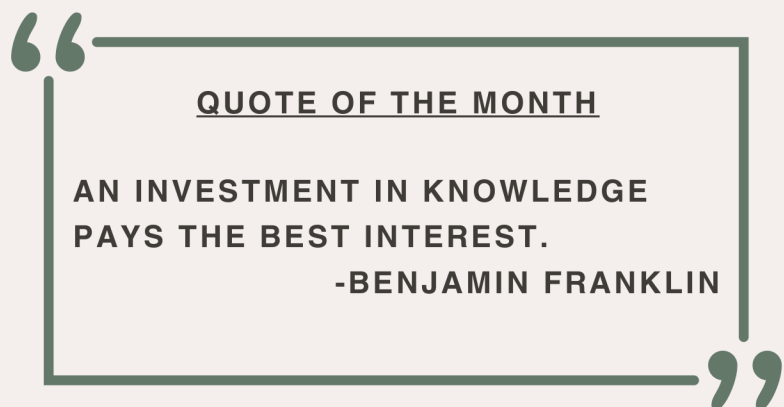
Lending guidelines change all the time, but it's very possible to acquire an investment property with as little as 5% down and average credit. Best of all, a rental can create positive cash flow each month to bring in extra money, while at the same time the tenant is buying down the mortgage, and you'll eventually own that home free and clear!

We've worked with families who wanted to acquire a couple of rental houses in order to leave something for their children as a legacy. It's a nice little surprise for your children to find out that you left a house to them that's owned free and clear and is consistently generating income every month! Others have purchased a rental as each child is born and sell it when their child graduates to pay for their college. Some people purchase a duplex, four-plex or small apartment complex and live in one unit, drawing rent from the others.

These are things that can be done anywhere- in your own town, in another state, or even another country- and they require NONE of your own labor or time... you can hire a property manager so that you never have to lift a finger.

Let the professionals handle it and you just cash the checks each month while watching your equity position grow!

My job is to help your family in making smart moves in real estate. Want to chat about it?



### QUOTE OF THE MONTH

**AN INVESTMENT IN KNOWLEDGE  
PAYS THE BEST INTEREST.**

**-BENJAMIN FRANKLIN**

THE EASIEST INVESTMENT

Every year as we wind down into the final quarter, home builders begin offering some of their biggest incentives of the year. This year we're seeing some of the largest incentives ever, in the form of free upgrades, thousands and thousands of dollars in closing credits, and even fixed interest rates under 5%. It's almost too good to be true!

What's causing this is that the changes in interest rates has wrought havoc on buyers. Some buyers who signed a contract 10 months ago and started a new home from scratch no longer qualify for that home with the rates being as much as 2 points higher than when they first went under contract. Now the builder has a finished house sitting that fell out of contract, and they need it sold before the end of the year.

I see this as an especially good time to buy a new construction inventory home, especially for first time buyers and those interested in investing. The biggest benefits of new construction right now for these two types of buyers are that you won't have to think about large repairs for a few years, and for investors, there are some good enough prices on new homes that you could actually cash flow. For the last several years, mortgage payments and rents were neck and neck, so it was hard to have a rental that cash flowed. I'm excited about this current opportunity in new construction because in some communities, there's enough room between the mortgage payment and market rent to make a little money every month. And as interest rates continue to squeeze those who are caught between buying and renting, you can provide a good home for someone while building your legacy at the same time.

**Kicking Off The Fall Season!**

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

- LEAF PILES
- HARVEST
- PUMPKIN SPICE
- APPLE PICKING
- GOURDS
- HAYRIDES
- JACK O' LANTERN
- ACORNS
- HALLOWEEN
- COSTUMES
- CANDY
- CIDER
- RAKING
- FULL MOON
- AUTUMN

Play this puzzle online at : <https://thewordsearch.com/puzzle/4070588/>

FEATURED HOME OF THE MONTH!

Put a descriptive sentence about the home here, a fun selling point and the area it is located in. You may want to add a QR code that points to the listing with an opt-in for more info!



**3 BEDS - 2 BATHS - 1266 SF**  
**\$183,999**

**LENNAR IS OFFERING 4.99% INT. RATE AND 5K CLOSING COST CREDIT. THIS HOME CAN RENT FOR \$1550.**

# OCTOBER 2023 STATISTICS | SAN ANTONIO AREA

TOTAL SALES

 **2,378**

9% ↓

AVERAGE PRICE

 **\$379,206**

NO CHANGE

MEDIAN PRICE

 **\$319,420**

NO CHANGE

Percent change reflects a year-over-year comparison of October 2022 and October 2023.  
For a detailed report, please visit [SABOR.com](http://SABOR.com).



Close to Original List Price

**93.5%**



Days on Market

**66** ~~47%~~ ↑



Price per Square Foot

**\$180** ~~1%~~ ↓



Months of Inventory

**4.4**



Average Residential Rental

**\$1,822**



New Listings

**3,833**

4% ↓



Active Listings

**12,491**

21% ↑



Pending Listings

**2,143**

11% ↓



\$0 - \$199,999

**11.6%**



\$200,000 - \$499,999

**70.4%**



\$500,000 and Up

**18%**

