

VOLUME 1

SEPTEMBER 1, 2023

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35031 SHALE STREET WEBSTER, FL 33597

\$465,000 3 Beds 2 Baths 1340 Sq ft



WOW PRIVATE WATERFRONT HOME WITH INGROUD/ENCLOSED POOL! This one-of-a-kind stilt home offers an idyllic retreat with over 300 +/- feet of mesmerizing river/canal frontage. Nestled amidst over an acre of pristine land, this property combines the tranquility of a country setting with modern amenities and luxurious features. Step inside, you'll be captivated by the seamless blend of rustic charm and contemporary elegance. Be greeted by the inviting embrace of rich, hardwood floors. The natural grain and texture add a touch of rustic sophistication, while also providing durability and easy maintenance. Every step you take resonates with a sense of connection to nature. The centerpiece of the main foyer area is a magnificent wood-burning stove, perfect for cozy evenings and creating an ambiance that exudes comfort.

View Property Information at:

<https://vsmith.areaprofloridarealty.com/property/149/06113409/35031-SHALE-STREET-WEBSTER-FL-33597/>



Fall Scents

Some of the most popular food and perfume scents are often: pumpkin spice, cinnamon, apple pie, pecan pie and apple cider, just to name a few.

Choosing an autumn fragrance involves a selection that is adapted to slightly warmer clothes than those worn in summer.

Autumn scents have acknowledged to be Bergamot, Cinnamon, Amber, Spiced Pumpkin, Ginger, Vanilla and Cedarwood.

Always Free to you

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If you are not on our alert system, your missing out. Sign up now at www.vsmith.areaprofloridarealty.com



When precisely, does a calendar day end?

As a reminder, when interpreting contracts, it is always important to read them in their entirety to ensure there's no specific language that alters this general deadline. That said, if you have read the contract in its entirety and are confident that the only guidance it gives is "Calendar Day" then here is the definition. A calendar day begins at midnight (12:00am) and ends the 24 hours later at the following midnight.

Keep this in mind when considering timelines like inspections, acceptance or changes to contract

National Real Estate Market Update

2023



There's an old adage in real estate: location, location, location. But ever since the Federal Reserve began its series of inflation-fighting interest rate hikes last year, a new mantra has emerged: mortgage rates, mortgage rates, mortgage rates.

Higher rates had the immediate impact of dampening homebuyer affordability and demand. But this year, we're seeing further repercussions. While analysts expected listing inventory to swell as sales declined, instead, homeowners have been pushing off plans to sell because they feel beholden to their existing, lower mortgage rates.

So what impact is this reduced demand and low supply environment having on home values? And what can we expect from the real estate market in the coming months and years? Here are several key indicators that help to paint a picture of the current market and where it's likely headed.

“While analysts expected listing inventory to swell as sales declined, instead, homeowners have been pushing off plans to sell because they feel beholden to their existing, lower mortgage rates.”

HOME SALES ARE EXPECTED TO PICK UP BY EARLY NEXT YEAR

Spring is typically a busy season for real estate, but the pace of home sales has remained well below last year's levels. Analysts attribute the slowdown to several factors, including near-record home prices, high mortgage rates, and low inventory. However, some believe that the market is poised for a comeback. Forecasters at the Mortgage Bankers Association predict that home sales will continue to fall through Q3 before rising in Q4 and throughout 2024.

What does it mean for you? If you hated the frenzy of the pandemic-era real estate market, now might be a better time to shop for a home. And if you plan to sell, it's crucial to enlist the help of a skilled agent who knows how to draw in buyers. Reach out for a copy of our multi-step Property Marketing Plan.

PROPERTY VALUES REMAIN RELATIVELY STABLE

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While property values have fallen in some markets, the average national home price remains about 40% higher than it was in early 2020, according to the S&P CoreLogic Case-Shiller index. A tight housing supply has helped to buoy prices amidst a slowdown in sales. "While it varies from region to region, home prices at the national level may fall 1% or 1.5% by the end of the year, so not much," Doug Duncan³, senior vice president and chief economist at Fannie Mae, told Yahoo Finance.

What does it mean for you? Prices have softened in certain market segments. We can help you find your next home and negotiate a great price. If you're a homeowner, the surge in home values has slowed, but you're likely still sitting on a nice pile of equity. Reach out for a free assessment to find out how much your home is currently worth.

LISTING INVENTORY IS LOW, BUT NEW CONSTRUCTION IS ON THE RISE

Existing home inventory remains tight despite the market slowdown because many would-be sellers are reluctant to give up their lower mortgage rates. But in some areas, new home construction is helping to fill the supply gap. "Currently, one-third of housing inventory is new construction, compared to historical norms of a little more than 10%," according to National Association of Home Builders Chief Economist Robert Dietz.

What does it mean for you? Inventory remains low, but less competition means more choice and negotiating power for buyers. We can help you explore both new and existing homes in our area. Sellers are enjoying reduced competition right now, as well. However, the longer you wait to list, the more competition you're likely to face. Reach out to discuss your options.

MORTGAGE RATES MAY FINALLY COME DOWN

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There are signs that rates could trend lower later this year. Lawrence Yun, chief economist for the National Association of Realtors, expects rates to fall below 6% by the year's end. Other leading economists agree. In its May forecast, Fannie Mae speculates that 30-year mortgage rates will continue to decline, averaging 6.0% in Q4 2023 and 5.4% by Q4 2024. Meanwhile, the Mortgage Bankers Association predicts rates will fall even faster, averaging 5.6% by Q4 2023 and 4.8% by Q4 2024.

What does it mean for you? Mortgage rates may finally fall, but a decrease in rates could correspond with an increase in competition and prices. If you start searching now, you'll be prepared to make an offer when the time is right. We can help you negotiate a great deal and potential seller incentives.

Sources:

1. Mortgage Bankers Association 3. Yahoo Finance

5. National Association of Realtors

2. New York Times

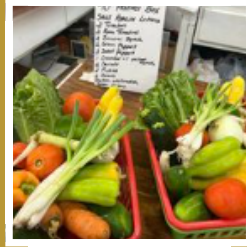
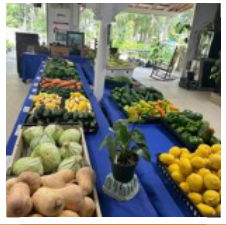
4. National Association of Home Builders

6. Fannie Mae

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7 COMMON HOMEBUYER REGRETS (AND HOW TO AVOID THEM)



Most new homebuyers don't regret becoming homeowners. In fact, one survey found that 80% of recent buyers are glad they found their current homes. But, research¹ shows that even the most-satisfied homeowners would change some aspects of their purchase if given the opportunity². Here are some of the most common homebuyer regrets we see, along with our professional advice on how to avoid them.

REGRET #1: **SPENDING MORE THAN NECESSARY**

No one wants to overpay for their home purchase, but research suggests that buyers in major metro areas lose an average of \$63,151 over the life of their loan just by picking the first³ mortgage they're offered. It's worth your time to shop around for the best interest rate. We can refer you to a trusted mortgage broker for help.

REGRET #2: **RUSHING INTO A HOME PURCHASE**

In a competitive housing market, it's often necessary to act fast. But, according to Anytime Estimate, more than 1 in 4 homebuyers felt remorse over how quickly they sped through⁴ the purchase process. To avoid making last-minute decisions that could backfire, know what you want, what you need, and what you can afford before you start your search. We can help you set priorities so you can move forward with confidence when the time is right.

REGRET #3: MISCALCULATING THE COSTS OF HOMEOWNERSHIP

Even if you're certain that you can afford the average cost of homeownership, that doesn't necessarily mean that every home in your price range will fit neatly into your budget. To ensure you don't get overextended, add up your estimated maintenance and repair costs, as well as any miscellaneous expenses that are unique to a particular home. We can help you with these estimates—and, if needed, present you with some less-costly alternatives.



REGRET #4: UNDERESTIMATING THE TIME REQUIRED TO MAINTAIN OR RENOVATE A HOME

Many homeowners love to spend their weekends putting in their gardens or undertaking home improvement projects. But if that's not you, then you may not like living in a home with a big yard or an older home that needs updating. We can talk through the realities of homeownership with you and help you choose a property that will fit both your personality and schedule.

BOTTOM LINE

No one wants to look back on their home purchase and realize they made a big mistake. Let us help you avoid the pitfalls so you can buy with confidence. To learn more about how we work to ensure our clients' satisfaction, reach out today to schedule a free consultation.

REGRET #5: IGNORING OR SKIPPING A HOME INSPECTION

Sometimes, buyers skip a home inspection to save money or sweeten their offer in a competitive market. However, it's a move many come to regret. A home inspection can reduce your risk and save you money in the long run. We'll share a list of licensed home inspectors in our area—and when the inspection report is complete, we can help you negotiate relevant seller concessions and repairs.

REGRET #6: CHOOSING A HOME THAT DOESN'T FIT

When you're dealing with limited inventory or a fixed budget, it may be necessary to sacrifice some items on your home wish list. But if you make too many compromises or fail to secure your must-haves, you could end up dissatisfied. We can help you avoid an ill-fitting home purchase by working with you to set (and stick to) priorities and parameters before you begin your search.

REGRET #7: PURCHASING WITHOUT PROFESSIONAL HELP

Buying a home⁴ without professional representation can be extremely risky. Therefore, it's no surprise that 86% of buyers enlist the help of an agent when purchasing a home. And the vast majority find their assistance to be invaluable: 89% say they would use their agent again or recommend them to others. We can help you avoid the mistakes that lead to buyer's remorse, all while making your home purchase as seamless and stress-free as possible. And since the home seller typically pays our commission, there's often no added expense for you!

Sources:

1. LendingTree
2. Anytime Estimate
3. LendingTree
4. National Association of Realtors

