

# House Talk From the Heart

Issue 128

News From Christine Schlittenhart, Your Agent with Heart

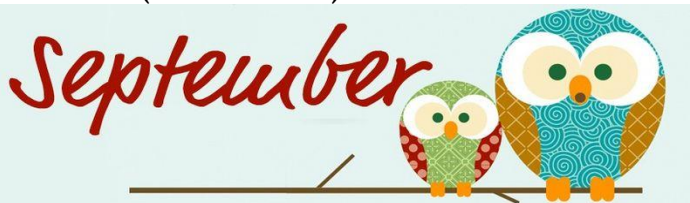
September 2018

## Heart to Heart

I hope all of you had a relaxing and memorable Labor Day Holiday. I took the time to reorganize all my staging inventory while the hubby built more shelves in the garage and shed to store the ever-increasing supply. What would I do without him??

Are you as excited as we are for FOOTBALL to start again????! Make my yummy and easy Pineapple Bacon Bites for your next tailgating adventure or get together.

I will be spending 2 glorious weeks in Kona, Hawaii from September 25<sup>th</sup>-October 10<sup>th</sup>. My assistant Brianna will be eager to help you in my absence. (530-906-0401) Aloha!!



## Proverb of the Month

*"It is not good to have zeal without knowledge, nor be hasty and miss the way." Proverbs 19:2*

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## SELLING YOUR HOME IN FALL

The fall real estate market is almost always a hot season. Home selling in autumn is the second-best time of the year to sell a home. Families have returned from summer vacations. Kids have gone back to school. The holidays aren't yet upon us, at least not yet in an annoying way. We are set to enjoy 75 to 80 days of normalcy, and that's a great time to sell a home.

In Northern California with our four seasons, we watch leaves explode in vibrant colors as for sale signs pop up in yards. People are happy and relaxed as the temperature begins to drop. It's not just sweater weather that creates static electricity in autumn; it's the scurrying of agents diligently working to pop a few more sales into the hopper before third-quarter sales results are posted. Here are some great tips for attracting the autumn home buyer:

- Offer Your Buyer a Pest Clearance
- Offer Your Buyer a 2 Year Roof Certificate
- Create Autumn Curb Appeal
- Remove Screens & Wash Your Windows
- Have Your HVAC Serviced
- Have Your Fireplace Sparkling
- Prepare Autumn Edibles for Open Houses
- Utilize Autumn Accent Colors
- Turn on Lights EVERYWHERE
- Offer Parting Treats to Potential Buyers



# HOME SEARCHES ARE STRETCHING ON LONGER

(Provided by Randy Carter with Finance of America)

House hunters who are actively seeking a home to buy are spending significant amounts of time looking for that perfect space, according to a new poll by the National Association of Home Builders.

## MAKING SENSE OF THE STORY

More than half of prospective buyers surveyed in the second quarter said they'd been trying to find the right home for three months or longer.

The two chief reasons why home buyers said their search was taking so long was not being able to find a home with the features they want (45 percent) and having difficulty finding one at a price they could afford (43 percent).

The NAHB survey also asked prospective buyers what they would do if they still couldn't find a suitable home in the months ahead. Fifty-five percent said they would continue to look for the "right" home in their same preferred location; 34 percent said they might expand their search area; 24 percent might be willing to accept a smaller or older home; and 19 percent may up their budget to buy a more expensive home.

But one thing the majority of prospective buyers agreed on: They wouldn't give up. In fact, only 16 percent said they would end their search if they didn't find a home soon. This suggests "that despite the difficulties and delays, most prospective buyers will press ahead undeterred in their homeownership goal," writes Rose Quint, the builder trade group's assistant vice president for survey research, at the NAHB's Eye on Housing blog.

One of the most important steps in getting ready to purchase a new home is a thorough prequalification. With so many buyers vying for the same inventory, the most thoroughly pre-approved buyers are often winning the battle. The listing agents and sellers are far more comfortable working with local experts. Christine and I are thrilled to offer that service! Call me today to start the process! 916.601.0310



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## CELEBRATION CORNER!

### Happy Birthday Wishes To:

Glenn Young (9/4)  
Tim McKimson (9/11)  
Gail Pittner (9/13)  
Aura Hasper (9/17)  
Danielle Winsted (9/24)  
Stephanie Clark (9/28)  
Lavonna Douglas & Karl Piette (9/29)  
Chris Lubovich (9/30)

### Happy Wedding Anniversary:

Trevor & Tasha Sykora (9/1)  
Dennis & Kathy Duesing (9/2)  
Andrew & Casey Klein (9/3/2011)  
Jerry & Carol Wyzinski (9/11)  
Ian & Katie Bard (9/20)



## 10 YEARS AFTER THE FINANCIAL CRISIS, IS THE HOUSING MARKET STILL AT RISK?

The economy is booming. The stock market regularly hits new all-time highs. Unemployment is at record lows. Aside from a small recent downturn, the housing market is as hot as ever.

In many ways, the world has moved on from the cataclysmic 2008 financial crisis, triggered when sloppy mortgage lending popped the massive U.S. housing bubble. But the scars of the crisis are still visible in the American housing market, which has undergone a pendulum swing in the last decade.

In the run-up to the crisis, a housing surplus prompted mortgage lenders to issue loans to anyone who could fog a mirror just to fill the excess inventory. But lending today is stricter.

It is so strict, in fact, that some in the real estate industry believe it's contributing to a housing shortage that has pushed home prices in most markets well above their pre-crisis peaks, turning younger millennials, who came of age during the crisis, into a generation of renters. (Curbed)

## LISTING OF THE MONTH



Amazing value on this multiple family Entertainer's Dream Home in Monte Verde Estates. 4-5 Bedrooms, 6 Bathrooms, 5359 square feet on 2.4 acres. High ceilings, home office, 3 car attached garage, 2 separate Master Suites on each level & so much more!! Priced to sell at \$770K.

## CA MAY HAVE THE HOTTEST NEIGHBORHOOD IN THE US

Just south of San Francisco's Mission District, perched atop a steep hillside, sits Bernal Heights. Traditionally home to artists and progressive-types, this little neighborhood once enjoyed relative obscurity, even managing to fly under the gentrification radar following the dotcom boom.

But it appears all that's about to change.

Home prices in Bernal Heights have appreciated 111 percent in the past six years, according to an article in Business Insider by Melia Robinson, who published an account of her day touring this quant Bohemian neighborhood.

Houses for sale spent a median number of 16 days on the market last year, according to Robinson, and they sold for 13 percent above asking.

Trulia lists the median sales price for a two-bedroom abode as \$1.58 million, noting that the area has seen a \$200,000 increase in median home sales over the past year. (Housing Wire)

## CLIENT OF THE MONTH



Congratulations to Seller, Judy Dugger, on the sale of her 24 year home in Applegate. Judy was referred to me by a fellow client and I consider her part of my family now. I am so glad Judy is staying local, relocating to Auburn. ☺



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## RECIPE OF THE MONTH

### BACON PINEAPPLE BITES

1/2 pound sliced bacon, cut into thirds  
1 (20 ounce) can pineapple chunks in juice, drained  
1/2 cup packed brown sugar  
1/2 cup mayonnaise  
1/4 cup spicy or original chili sauce



- Preheat oven to 350 degrees.
- Line bottom of broiler pan with foil.
- Wrap each pineapple with a piece of bacon & secure with toothpicks. Place evenly on a broiler pan.
- Stir together the brown sugar, mayonnaise & chili sauce.
- Carefully pour sauce over pineapple bites, trying not to get sauce into broiler pan holes.
- Bake uncovered for 25-35 minutes, until bacon is crispy on the edges & sauce is bubbly. Serve warm.

You won't have any leftovers with these gems!! Makes 24 appetizers.