

CENTRAL FLORIDA REAL ESTATE NEWS

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

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September Edition

Is It Time To Rescue Your Retirement?

Most of my real estate clients have been very 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. 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, the market will drop again and there will be a major market 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 personally 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 lots of home buyers cash out their 401k

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

While most people think that they have to pay some kind of big penalty if they cash out their 401k, they find that there's actually no penalty if it's used towards a home.

Of course, I'd recommend you 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, it looks like real estate will REMAIN on a slow creep up, even during the looming recession. 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 not going to let it sit where it is much longer. Why lose it?

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 the value back and then some.

This is TOTALLY untrue.

I've met with homeowners that believe their home is worth \$4,000 more than the others because they just replaced the air conditioner. No, your home is worth exactly as much as the others because it now has a working air conditioner. You've simply brought it up to par. Nobody would buy it at all when it wasn't working and the only reason you replaced it is because it was broken or near broken.

It's ridiculous to think I would 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, of course that increases the marketability and it increases the desirability. But that doesn't mean you'll get an additional \$5,500 for the home. You won't in most cases.

To be clear, you may get a little bit more money for the house, but you'll also be getting your own enjoyment while you are living there.

I recently read a story about an owner that spent \$13,000 for a privacy fence in his huge backyard and he was shocked to learn when he sold the next Summer that the home would be MUCH more desirable than the others, but he will only get an additional \$5,000 for the home based on the beautiful fenced yard.

When you replace a roof or a hot water tank or any other mechanicals in a home, of course that's an outstanding improvement. They would choose your home over those that have NOT done 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 in ill repair. Yes, the buyers would choose yours, but they wouldn't pay you dollar for dollar as to 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 carpet goes a LONG way in creating more value within the home. I don't know that I've ever seen one case where they didn't get their investment back in terms of price and marketability.

The same is usually true for countertops, window repairs, punch-out 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.

Be sure you get with me on any improvements so that you can have a bit of professional advice before you pull the trigger on the project. There are two things to look at. One is resale value and the other is your own enjoyment of those items which is really your 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 the value and get a multiple of what you've invested in repairs or upgrades.

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Quote of the Month

The thrill of coming home has never changed.

-Guy Pearce

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Around Our Town

Your Guide to Relocating from Orlando to Las Vegas: Tips, Stops, and More

Are you planning to move from the sunny beaches of Orlando to the vibrant energy of Las Vegas? Whether you're drawn by the excitement of the Las Vegas Strip, the stunning desert landscapes, or the booming job market, relocating can be an exciting but challenging experience. As a seasoned realtor, I'm here to help you navigate your move smoothly, offering tips on where to stop, places to see for a rest break, hotels to stay at, and much more.

Best Stops Along the Way

Driving from Orlando to Las Vegas is a cross-country adventure that spans around 2,300 miles. Here are some must-see stops to break up your trip and make it more enjoyable:

- New Orleans, LA: Take a break in the Big Easy. Enjoy some jazz, try beignets at Café du Monde, and soak in the rich history.
- San Antonio, TX: Explore the famous River Walk and visit the Alamo. San Antonio is a great spot to relax and enjoy some authentic Tex-Mex cuisine.
- Albuquerque, NM: Check out the historic Old Town and, if you're there in October, don't miss the International Balloon Fiesta.
- Flagstaff, AZ: Just a short detour will take you to the Grand Canyon, one of the most breathtaking natural wonders in the world.

Comfortable Hotels for Your Journey

After a long day of driving, a good night's rest is essential. Here are a few recommended hotels along the route:

- Hampton Inn & Suites, New Orleans: Located near the French Quarter, this hotel offers comfort and easy access to the city's attractions.
- Drury Plaza Hotel, San Antonio: This hotel is right on the River Walk and provides complimentary breakfast and evening snacks.
- Hotel Albuquerque at Old Town: A charming stay with Southwest flair, close to all the major sights in Albuquerque.

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	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

- Little America Hotel, Flagstaff: A cozy and comfortable hotel surrounded by beautiful pine forests, perfect for a peaceful night's rest.

Renting a Trailer vs. a U-Haul Truck

Deciding between renting a trailer or a U-Haul truck depends on the size of your move. If you're moving a smaller load, a trailer might be more cost-effective and easier to handle. However, if you're transporting a household full of furniture, a U-Haul truck offers more space and convenience.

Cost of Traveling by Car

Driving from Orlando to Las Vegas typically costs between \$300 and \$500 in gas, depending on your vehicle's fuel efficiency. Additionally, consider hotel stays, meals, and any sightseeing stops, which could add another \$500 to \$1,000 to your total travel expenses.

Ready to Make the Move?

Moving cross-country is a big step, but with the right planning, it can also be an adventure. If you have any questions or need further assistance with your move, from finding the perfect home in Las Vegas to more tips on making your journey smooth, don't hesitate to reach out.



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PREFERRED
REAL ESTATE
BROKERS

Hello there! I am thrilled to call the beautiful state of Florida my home for over a year now and I must say, every moment here has been nothing short of amazing. Leaving behind the glitz of Las Vegas was a decision I don't regret, although I do miss the wonderful souls we left behind. My journey in Florida has been a fascinating exploration of diverse places, cities, serene beaches, lively bars, and exquisite restaurants. The Sunshine State has welcomed me with open arms, allowing me to dive into the heart of its communities. Working in the realm of Real Estate has provided me with unique opportunities to meet an array of people, each with their distinctive needs and challenges. They say every closing is different, and I've come to appreciate the complexity of this field. While my past experiences in the bustling casino industry had its challenges, the world of Real Estate revealed a new set of complexities. It might seem glamorous, but the reality is, it demands dedication and hard work, especially in marketing, where 80% of the effort goes. After all, if nobody knows you're a Realtor, how can you help them find their dream home? I firmly believe that success in Real Estate is rooted in laying the right foundations. I've meticulously crafted my approach, armed with various programs designed to assist you in finding that perfect home. Being my own CEO in this venture brings its own set of responsibilities and commitments. I am fully dedicated to not only making this career a success for myself but also to be a guiding light for as many people as possible, helping them discover their ideal home sweet home. I look forward to this exciting journey ahead, filled with challenges, victories, and the fulfillment of dreams. Here to finding your perfect home together!

Recommended Service Professionals

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

Thank you!
Agent Name

Vince Gaudio
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