



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

July Edition

The Coming Recession!

You've undoubtedly seen that there's a recession and market adjustment looming again. Many say it's already here. There is a natural flow to the economic cycle, and after you've been through a few ups and downs, you start to prepare for them and profit from them in several different ways.

While the last bubble burst was real estate related due to sub-prime loans and questionable lending practices, this one is much different - it's due to massive inflation and supply chain issues like never before.

As a real estate, not just agent, but advisor, I study and stay up to date on stats and predictions, to ensure my clients are prepared for any changes they may want to make in line with upcoming economic shifts. As we've said, this current market correction is different than the last, and although it may sound like the sky is falling, it isn't necessarily bad news.

I've seen articles from NAR as well as other respected economic authorities, and it appears that the ONE safe investment people will have in America with the down turning economy is in the housing market. That's great news for me and great news for you too! While they DO expect the real estate market to cool off and slow, as we've been seeing in our local area already, it doesn't spell out an impending "crash". This projection certainly beats the massive depreciation we've all heard about or experienced starting in 2008!

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With the stock market taking a dive earlier this year, treasury yields down, and the beginnings of another slowdown in consumer spending in the retail space, due to increased prices on just about everything, public confidence in our economy is low, but real estate can keep a steady and healthy base as we push through to begin recovering from whatever losses the market sees.

I'm not an economist, but I do take under advisement the analytics of the economic indicators, and I trust the empirical data and sales trends in our local real estate market.

We're already working with investors who are pulling their money out of other markets and bolstering their real estate portfolios. It's nice to know you can still MAKE money in a shrinking economy! If you've considered buying a rental home, let's chat!

How's Your Social Media This Summer?

Now that Summer is here, many of us are taking vacations or staycations and spending some quality time with family and friends.

When the kids are out of school and the weather is nice, it's a great time to get back to our roots and enjoy our families, in a new environment or possibly even just relaxing at home and visiting local attractions.

It's so hard to believe that just a few years ago, Wi-Fi was considered a coveted amenity for hotels, resorts and destinations. Some even offered it at an additional charge and promoted this "luxury" in their marketing. Now it's an expected inclusion, or not needed at all because we have data plans and hot spots on our mobile devices.

We're now to the point where some of us are actually shunning connectivity and seeking a REAL getaway! We want a break from the constant barrage of information and intentionally vacationing where we CANT be reached. Some destinations are now promoting that there's limited or even no internet connection at all!

Many of us are tied to our phones for work - including me- and it's challenging to disconnect, as much as we might want to. But it's so important for our health and our relationships. Imagine teenagers without their phones, actually looking at each other and talking and playing games together. And younger children without their tablets, doing projects and reading books and enjoying family time.

I'm starting to see a trend across the socials that I am loving! Instead of posting a real-time play by play of their vacation or experience every few minutes, people are enjoying being in the moment, then posting their best pictures once they get home

Personally, I'd rather it be this way. I love seeing the "highlight reel" and great comments about the wonderful time they had together, and I hope in time that the apologies for "late postings" after a trip or event completely becomes a thing of the past.

I'm curious from a marketing perspective to see how these destinations and resorts promote themselves when it comes to internet access in the coming years. I wonder if they'll charge us a premium to block the internet, rather than a premium to access it!

In the name of marketing research, let's do an informal survey, and I can report back on the responses next month!

QUESTION:

Which would you choose if you were spending a few days on vacation? Internet or no internet, and what would you do with your time? Reply to this email and let me know.

I'm giving away a \$20 Bahama Bucks card to the best answer!

Quote of the Month

Time is free, but it's priceless. You can't own it, but you can use it. You can't keep it, but you can spend it. Once you've lost it you can never get it back. -Harvey Mackay

Around Our Town
beat the
heat!

**San Antonio Museums:
Free Admission Days!**

The Witte Museum: Tuesdays 3-6PM

The DoSeum: First Mondays 5:30-7:30PM

San Antonio Museum of Art: Tuesdays 4-9PM,
Sundays 10-12PM

Briscoe Western Art Museum: First Sundays 10AM-5PM

The McNay: Thursdays 4-9PM. Free every day for kids 12
& under, Military/Veterans up to 5 family members

Free every day:

The Alamo

The San Antonio Missions

The Holocaust Memorial Museum:

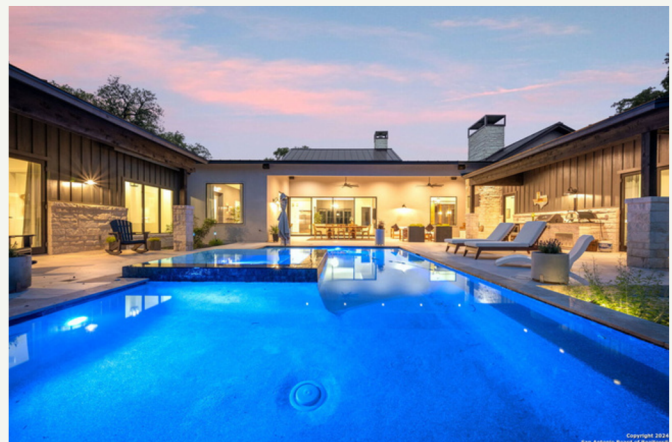
Happy Birthday America!

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

PARADES
COOKOUTS
CELEBRATION
RED
FOURTH OF JULY
PICNIC
FLAGS
PATRIOTIC
BLUE
WHITE
LIBERTY
SUMMER
INDEPENDENCE
FIREWORKS
SPARKLERS

Play this puzzle online at : <https://thewordsearch.com/puzzle/3794740/>

FEATURED HOME OF THE MONTH!



**4 BEDS - 4 BATHS - 4,003 SQFT
3 CAR GARAGE- 3.77 ACRES**

**101 SAGE BRUSH, BOERNE
CORDILLERA RANCH**

[More info here:](#)

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



**ALL 24 outdoor public pools in San
Antonio are FREE and open to the public
6 days a week!**

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Agent Spotlight



Sharon Powell
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These past 2 months, one thing that's been so rewarding has been helping property owners protest their property tax appraisals. Studying property records across the county, choosing the most appropriate ones to support a decrease in value, providing the best sales comps, correcting property information inaccuracies, and building evidence against the county's comps requires hours of research. There are companies that use software to do this same work en masse, but I've used them myself, and although they can bring some success, I believe getting the very best possible result comes from human eyes doing individualized research.

After collecting the data, the next step is coaching homeowners on how to use it correctly in their hearing, how to take photos that will tell the story we want the review panel to hear, how to present their entire case successfully in the allotted 15-minute time frame, and what to expect at the review appointment.

Each homeowner I've helped has done a great job and walked out of their review hearing with tens of thousands of dollars knocked off their appraised value, some up to 100K, which will translate into fewer taxes paid and more money in their pockets. I'm so happy to provide this service, and it's made my heart full to hear the excitement in each person's voices when they come out victorious!

-Sharon



Buying and Selling with a RAMSEYTRUSTED AGENT

It's the right call. Here's why:



We listen to your wants and needs.

This is (probably) the biggest purchase you'll ever make—so you need someone who cares about your situation and puts in the leg work to find the right home for you. That's us.



You can trust us.

We're consistently vetted to make sure we're good agents and good people—the kind you can trust to handle your homeownership decisions.



We know the market.

That means we aren't just doing real estate as a side gig. We're invested in the community and are committed to helping you navigate the market—no matter what state it's in.



The stats that set RamseyTrusted apart:

125K

home closings
nationwide

2.5K

vetted agents
nationwide

Top 10%

of agents in
the market

The kind of reviews RamseyTrusted agents get—from real people.

We consistently get reviews like this. Not only because we're great at what we do, but because we're held to a crazy high standard of service. If these kinds of reviews stopped rolling in, we wouldn't be RamseyTrusted anymore.

"We couldn't believe how helpful, responsive and knowledgeable our local RamseyTrusted real estate pro was during our home-buying experience. She understood our values and advocated for us, making us feel confident every step of the way. We will 100% trust her with finding or selling our next home." —Ben J.

*"I follow the Ramsey podcast each day and decided to try a RamseyTrusted real estate pro in our home search. **We couldn't have been happier**—they were wonderful to work with throughout the whole process." —Lindsay L.*

Call me to get started!



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June 2024 Market Snapshot

Texas



	Current Month			Year to Date		
	2023	2024	% Change	2023	2024	% Change
Closed Sales	32,240	28,506	-11.6%	159,330	156,716	▼ -1.6%
Median Sales Price	\$350,000	\$349,000	-0.3%	\$339,000	\$340,000	▲ 0.3%
Average Sales Price	\$436,211	\$433,996	-0.5%	\$415,776	\$425,153	▲ 2.3%
Ratio to Original List Price	96.3%	95.6%	-0.7%	95.1%	95.2%	▲ 0.1%
Days On Market	50	52	4.0%	59	59	▲ 0.0%
New Listings	46,184	48,122	4.2%	233,668	270,760	▲ 15.9%
Under Contract	31,215	31,907	2.2%	31,461	30,120	▼ -4.3%
Active Listings	82,982	115,525	39.2%	75,100	99,355	▲ 32.3%
Months Inventory	3.1	4.5	45.8%	3.1	4.5	▲ 45.8%

