



**OBSERVATIONS FROM THE DESK OF  
ALICE OLDFORD**  
(863) 273-2166 aoldford@yahoo.com  
www.alice.oldford.com



**Need a referral? Please give me a call.**



**“All labor that uplifts humanity has dignity and importance and should be undertaken with painstaking excellence.”**

*Martin Luther King, Jr.*

### **Please check out my Realtor Facebook page**



In an effort to keep the information flowing throughout the month, I've added a Realtor Facebook page. I hope you will "like" the page and check often for updates. <https://www.facebook.com/aliceoldfordrealtor>

### **Why the Tight Inventory?**

The real estate market is enduring the worst inventory shortage in 20 years. According to a Realtor.com study there are two reasons: 1) Baby boomers are not selling, 2) Many people believe their current home fits their family's needs. Danielle Hale, chief economist for Realtor.com says "Boomers hold the key to those homes the market desperately needs. But with a strong economy and rising home prices, there's really no reason for established homeowners to sell in the short term."

Further she notes "Life events drive real estate transactions. When homeowners feel that their family's needs are being met by their current home, there is nothing compelling them to put their home on the market."



### **Remodeling rather than Moving**

Shortage of inventory and rising prices encourage homeowners to renovate rather than move. Homeowners are using savings or home equity for renovations, which shows confidence in the home market.

### **Market Your Home with a Drone**

Everybody's doing it, right? The aerial photos look wonderful. Make sure you know the rules. FAA has an App to help you stay within the guidelines, [www.faa.gov](http://www.faa.gov).



### **Home staging Decreases Time on the Market**

Yes it does. National Association of Realtors President William E. Brown says "Realtors know how important it is for buyers to be able to picture themselves living in a home, and staging a home makes that process much easier for potential buyers. Staging can be the extra step sellers take to help sell their home more quickly and for a higher dollar value."

**Mark Twain said “Buy land they aren’t making it anymore.”**

**Good advice. Are you dreaming about building a home?**

**1072 Jonquil St \$48,500 — canal to Lake Carrie; golf and tennis at Lake June West Golf and Tennis Club**

**440 Cross Creek Ave \$8,000 — wooded double lot in Placid Lakes**

**3144 Raleigh Ave \$3,000 — wooded lot in Leisure Lakes**

**816 Amaranth Ave \$8,000 — 1/2 acre lot in Leisure Lakes**