



**OBSERVATIONS FROM THE DESK OF
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Need a referral? Please give me a call.



The groundhog is like most other prophets; it delivers its prediction and then disappears.

Bill Vaughn

Full Housing Recovery and what's next?

The 4 positive indicators that indicate full recovery:

1. A healthy job market with stable unemployment
2. Mortgage delinquencies that have returned to historical averages.
3. Home prices with an affordable mortgage payment-to-income ratio.
4. Home sales in the range of historical norms.

This is what we were saying one year ago, and although there are positives to report, challenges remain. For one thing, the Federal Reserve is preparing to raise interest rates so it is wiser to move sooner than later.

Shrinking Inventory

NAR notes inventory of homes available for sale has dropped. Lawrence Yun, NAR's chief economist suggests "Less inventory means home prices could re-accelerate." Good old supply and demand.

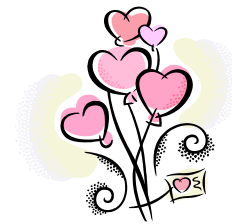
In some markets, including Florida, prices have already begun to re-accelerate.

Where there is love, there is life.

Mahatma Gandhi

Love is a better teacher than duty.

Albert Einstein





Speaking of Mortgages

A recent report by Consumer Financial Protection Bureau found that nearly half of all mortgage borrowers do not shop around for a mortgage.

Borrowers who prioritize the terms of the loan over the characteristics of the lender are more likely to shop as are consumers who are confident in their knowledge about the mortgage process.

CFPB offers “The Know Before You Owe” owning a home toolkit to help consumers be more savvy shoppers. Check it out.

55+ Market healthy

National Association of Home Builders VP, Paul Enrath, said “The 55+ housing market has been one of the healthiest segments of the overall housing market and is likely to remain that way over the next several years.” As 55+ buyers are able to sell their homes at an acceptable price, they are ready to make the buying decision for a home that meets their specific needs. Builders are willing and able to create homes and communities to accommodate those buyers.

Small exterior upgrades are the best return on investment

Curb appeal is and always will be important in buying decisions, and exterior projects are some of the most attractive and valuable improvements for homeowners to undertake.

Top projects in terms of return on investment:

- Manufactured stone veneer
- Garage door replacement
- Siding replacement with fiber cement or vinyl siding
- Wood deck addition
- Minor kitchen remodel
- Wood window replacement



Check out HouseLogic.com’s website report “Best Bets for Adding Value to Your Home in 2015.”

FAA grants first drone permit for real estate use

The FAA issued permits early this month to use drones to “enhance academic community awareness and augment real estate listing videos.” The permits require that drone operations include both a ground “pilot” and an observer, that the pilot have at least an FAA private pilot certificate and a current medical certificate, and that the drone remains within line of sight of the operator at all times.

Privacy and safety are key concerns of using drones.