

BLUETEAM

NEW WAVE IN REAL ESTATE

Monthly
Market
Report



DECEMBER 2019



This Month's Topics:

- November Market Report
- Cookie Recipe
- Safety Tips
- And More!

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A Word from Cindy,

Welcome to December! Cool and brisk winter nights are ahead, followed by the warmth of the end of our holiday season! There is no greater gift you could give to your self and your family than the warmth of a new home, so if you're considering doing so, please feel free to reach out to us!

We hope you enjoy our last publication of the year as much as you you enjoy your holidays! As the year begins to close, we hope your year was as full of excitement and fond memories as ours was!

Sincerely,
Cindy Haskett



Single Family Residences (Home, MHL, Condo) Excluding Multi-Family									Monthly	
Active/ Pending	Total Current Listings	Under \$100K	\$100K- \$200K	\$200K- \$300K	\$300K- \$400K	\$400K- \$500K	\$500K- \$600K	\$600K+	Expired This Month	Sold This Month
Chico	170	0	8	18	42	43	19	40	12	127
Pending	146	0	5	19	47	33	16	26		
% Ratio	46%	0%	38%	51%	53%	43%	46%	39%		
Paradise	34	0	2	5	5	11	4	7	3	12
Pending	13	0	1	4	4	2	2	0		
% Ratio	28%	0%	33%	44%	44%	15%	33%	0%		
Magalia	70	8	23	20	10	5	1	3	6	14
Pending	27	3	14	8	2	0	0	0		
% Ratio	28%	27%	38%	29%	17%	0%	0%	0%		
Oroville	190	8	52	62	33	18	8	9	17	59
Pending	71	3	24	28	7	6	2	1		
% Ratio	27%	27%	32%	31%	18%	25%	20%	10%		



**LIST OR BUY WITH BLUE
TEAM & USE OUR MOVING
VAN FOR FREE!***

* EXCLUSIONS APPLY. CALL FOR DETAILS



How We Bought a New House Before Selling Our Current House

By Leanne Potts, National Association of Realtors

Profession: Jena is a medical technician; Mark is a supervisor for TSA

Home style: 2014 modern Craftsman single-family home

Sale Price: \$412,000

Year of Home Purchase: 2018

City: Battle Ground, Wash.

Name: Jena and Mark Boomhower, both 36

Mark and Jena Boomhower's 1,400-square-foot starter home was just right when their daughters, Tanahleigh and Adalyn, were tots. But as the girls got older, Mark and Jena realized they needed a bigger house and yard. They wanted a two-story farther from the city, but there were a few challenges.

First, they had to figure out how to buy a house before selling their current house. Second challenge: Buying a house with a VA loan. VA loans offer competitive interest rates and don't always require a down payment or private mortgage insurance. But VA loans limit what buyers are allowed to pay in closing costs, and sellers don't necessarily have to pay them, either. Closing costs become a big part of the negotiation. Here's their story.

The Boomhower Family's Story

When did you realize you needed more square footage?

Mark: When Tanahleigh started having her friends over. If they all wanted to watch TV in the living room, we had to go to another room. I would go hang out in the garage. Jena would hang out in the kitchen. We were like, "OK, we're stepping on each other in this little house."

So what's the first thing you did to escape your exile in the garage?

Mark: I called our agent and told him our plan: that we wanted to buy a new house but not until we sold our current house. And that we wouldn't sell our current house until we had one to move into because we didn't want to spend weeks or months in a hotel with two kids and a dog. And we wanted to buy with a VA

loan. Our agent said that our stipulations were tough but that it could be done.

You faced a seller's market. Houses were going fast. What did you do first: shop for a new house or list your old one?

Mark: We started looking at houses. We looked at three or four. The last one we looked at, I don't think Jena stopped smiling after we walked through the front door.

Jena: Yes. It was perfect.

How perfect was it?

Mark: So perfect that we put an offer on it, even though our old house wasn't even listed.

This all sounds so simple. Did they take the offer?

Mark: No.

Jena: They countered at a higher price. They were asking \$409,000. We offered \$400,000 with \$10,000 in closing costs. They came back at \$418,000 with \$10,000 in closing costs. They raised the price to cover closing costs.

Mark: We thought it was ridiculous.

Jena: We walked away.

Oh no, those VA loans and their non-allowable fees! It was your perfect house!

Jena: We went through the whole weekend and couldn't get the house off our minds.

Mark: We talked to our agent, Dale Chumbley. We talked with our lender. We realized we would have to pay a higher price for the house and less of the closing costs, or a lower price for the house and more of the closing costs.

Jena: We went with paying more for the house and less of the closing costs. So we made another offer: \$410,000 + \$7,000 closing costs. We wanted to walk away with the most bucks in our pocket, so we went with them paying more of the closing costs.

Did this offer go better?

Jena: Yes. They countered with \$412,000 plus \$7,000 in closing costs.

Mark: We weren't going to lose the house over \$2,000. Jena crunched the numbers, and it would add less than \$50 a month to our payment. So we took the offer.

Great! You got the house! But you still had to sell your house. With the same agent, right?

Jena: Right. Our offer was contingent on us selling our old house in 30 days. And once the seller accepted our offer, we had 48 hours to get our house on the market.

Mark: So we had two days to get our house ready to sell. We picked up, cleaned up, threw things out. It was a tornado of excitement and anxiety. But we got it done and were ready for showings.

The clock was ticking. You had 30 days to sell. How did it go?

Mark: We weren't getting many showings, even though it was a seller's market. We had just two people come by the first week. We were in full-blown panic mode. We were worried because we could lose the new house while we waited for our house to sell. [Under regional MLS rules], if someone came by with a better offer for the new house during the 30 days, the seller could accept it. So we were worried.

Jena: After about two and a half weeks, we finally got an offer — a little under what we were asking, but they were buying with a VA loan, too, so we took a lower price and they paid closing costs the VA wouldn't cover.

On what day of the 30-day period did your old house sell?

Jena: Day 24.

You did that with a week to spare!

Mark: Everything had to be perfect for this to work. It seemed like an ordeal to us. Our agent said it went really smooth. He said he'd never seen a transaction line up like ours did. We wouldn't have stayed sane through it all without him telling us it would work out and telling us what we should do.

What's your advice to a home buyer facing a similar situation?

Jena: Be patient.

Mark: Make sure you have a competent agent, one you can trust.

Jena: The agent we worked with, Dale, sold us our first house.

Mark: He became a family friend. He bought, I'm not kidding, hundreds of boxes of Girl Scout cookies from my daughter.

Jena: We totally trusted him and everything he said.



How We Bought Our First Home (On a Tight Budget)

By Leanne Potts, National Association of Realtors

First-time home-buyer advice: Ask a lot of questions.

When Anthony Tucker, and his wife, Sammy Kallay, had their first child, they knew it was time to buy their first house. Like so many new parents, they wanted the works for their son, Okiyam — safe neighborhood, good schools, nice yard. But their budget wasn't limitless, and their knowledge of real estate was zilch.

Professions: He's an IT business consultant; she's a nurse.

Home style: 46-year old ranch

Sale price: \$252,000

Year of home purchase: 2018

City: Richardson, Texas, a suburb of Dallas

Names: Anthony Tucker, 32, and Sammy Kallay, 31

They weren't about to buy their first home without advice. So the Dallas-area couple started by finding the resources they needed for a crash course in home buying.

What's the first thing you did once you decided it was time to be a homeowner?

Anthony: We didn't know how much we needed to save. We didn't understand the market. We didn't understand the [real estate] terms. We needed some guidance. We talked to a friend, and they told us we should call the REALTOR®, Eloise Martin, who had helped them buy their first house.

What did your agent do to help you get on the path?

Anthony: She sent us to a lender who told us how much we needed to save and how much we would need to put down. He ran our credit scores and told me I needed to pay the balance on my Discover card to make my credit rating better. He explained escrow, points, and PMI.

How long did it take you to save enough for a down payment, and how did you do it?

Anthony: Three or four months. We had some money in the bank, but we needed more. It took a couple of months to get enough. We didn't eat out. We didn't buy so many things. I got a new job that paid more, so

that helped.

OK, the money's in the bank. You're ready to shop. What was that like?

Anthony: I told [our agent] our budget and the neighborhoods we wanted to be in. She got us into a search that sent us notifications every time there was a house that had what we wanted. She would go with us to see the house and point out things to look for.

She would tell us if we needed contractors to check out plumbing or electrical things, and she had a network of contractors who could come to the house. That paid off when we were making the final decision.

How so?

Anthony: The house we ended up buying, [the sellers] had made an extension that made a problem with the foundation. We paid a structural engineer to look at it first, before we made an offer. He said in the long run, we might need to put up a supporting wall. What that did was give us leverage to come back to the seller and ask, "Can you lower the price?"

Did they lower the price?

Anthony: Yes. The price was \$267,000. We negotiated with them. We paid \$252,000. It was a worthy reduction because, according to the engineer, it will only cost us \$3,000 to build that foundation wall.

How many houses did you look at before buying?

Sammy: Three. We bought the third house we looked at.

Good grief! That's lightning fast. How long did you look?

Sammy: One weekend.

A weekend? Wow. Was it stressful to buy in a super-fast market like Dallas?

Sammy: I know! I was expecting it to be really stressful. But it went really great. [Our agent] sent us houses that fit what we wanted, so we didn't look at houses that were not what we were looking for.

Anthony: We wanted to put in a bid on another

house, but because there were so many bids on that house, we thought it better not to. We only made an offer on the one where we had a reason to ask for a lower price.

How did you know that third house was The One?

Sammy: As soon as I saw the picture, I said, "Oooh, this is a really nice house." As soon as we came in and saw it, that was it. We knew that was the house. It would work with a family. It had a really nice flow.

What's your favorite thing about your house?

Sammy: For me, it's about my son. It's open and has enough space for him to crawl around. I can see him wherever he is.

Anthony: It's secure. I like being able to drive into the garage and close the door and go straight into the house. I like the fence around the yard. It's a safe place for our son.

What's your advice for first-time home buyers?

Anthony: Find a good agent. [Ours] was critical. Don't be shy about asking questions.

Sammy: If you don't know anything about the home-buying process, you need somebody who knows what they're doing. [Our agent] made the process really, really easy. I don't think we would have been able to do it ourselves.



How the BTRVA Program Works

We at Blue Team Realty, love our Active Duty, Reservist and Military Veterans. We are in awe of the contributions made by these brave men and women. We also respect those family members at home and the sacrifices they've made waiting for their loved ones to return home.

Our Veterans Advantage Program is simple and offers a cash reward program at closing, when you Buy or Sell your home through one of our certified MRP-Military Relocation Specialists. This is one of the many ways we want to say "Thank You".

Safety Tips For the Holidays:

- Check all your electrical cords and outlets.

Make sure your electrical cords are all in one piece with no wires exposed, and ensure that all your bulbs are in working order!

- Water your tree.

If you choose to use a real tree this year, be mindful to water it and check the water daily! A dry tree is a fire hazard and can be extremely flammable.

- Don't overload your outlets.

Try to safely disperse all your ornaments across a few outlets, and where ever possible, use battery powered ornaments and decorations.

- Don't leave your cooking unattended.

Not only are you taking the chance of burning that Christmas morning meal, but you're running the chance of even worse things happening!

- Plan ahead for Holiday Travels.

If you're planning on traveling, keep an eye on weather patterns and road conditions. Put together an emergency bag for the car that can sustain all your passengers for what ever climate you expect. Flashlights, warm blankets, a heating device, some emergency flares, chains, potable water and chains are all good things to keep in your vehicles when you're planning on traveling in cold regions over the holidays.

- Secure the tree.

Trees when over decorated can become unstable. Find a way to anchor the tree. It wouldn't be a bad idea to find a way to keep the little ones and pets away from it as well!

- Watch your open flames.

Remember to keep all your combustibles away from your open flames, and remind your self to watch candles or any other sources you might have!





Christmas Sugar Cookies

By Susan Din @spatdi

Not only are they pretty they are delicious too! Easy to make and they bake up flat without warping in shape.

COOKIE DOUGH

1 c real butter
1 c granulated sugar
1 large egg
1 tsp real almond extract
3 c all-purpose flour
1 1/2 tsp baking powder
(check it's date!!)
1/2 tsp fine salt (table salt)

DECORATOR FROSTING

2 Tbsp real butter
1/4 tsp almond extract
3 c confectioners sugar
pinch salt
1-3 Tbsp milk

- Combine cream, butter and sugar in mixer. Mix well.
- Add in egg and almond extract. Beat to combine.
- Add in your flour, salt, and baking powder. Add in your flour, salt, and baking powder.
- Turn onto a piece of plastic wrap, wrap and chill for 30 minutes.
- Roll out to between 1/8-1/4". I use the silicone rolling pin guides; they look like thick rubber bands.
- Use a floured cookie cutter of your choice. Transfer shapes to a parchment lined cookie sheet. Leave 1-2" between cookies. They don't spread but they will cook more evenly this way.
- Bake at 350 on parchment lined cookie sheets for 8-12 minutes, depending on how you like your cookies. I prefer mine somewhat crisp (they will soften a tad after being decorated), so I bake mine until they are not colored much on top but the bottoms are golden.
- Allow to sit on cookie sheet for 5 minutes. Then remove to a cooling rack.
- Next, make the decorator frosting. I don't like the taste of Royal Icing which is traditionally used for decorating cookies. I use this modified version of buttercream and it hardens well... and tastes delicious! Beat butter, almond extract, salt and 1 tablespoon milk until combined. Add all the powdered sugar. Then begin adding more milk as needed, 1 teaspoon at a time until you get a good piping consistency. You can adjust as needed adding more powdered sugar or milk. I tinted mine lightly with Wiltons cornflower blue gel colors. Pack in an airtight container, stacked with wax paper between layers. Cookies stay fresh for several days at room temperature.



FROM ALL OF US AT

BLUETEAM

NEW WAVE IN REAL ESTATE

**WE WISH YOU A MERRY CHRISTMAS
AND A HAPPY NEW YEAR!**

BLUETEAM Realty want to wish you and yours a Merry Christmas and Happy New Year! We will be closed on Christmas Day, and New Years Day, but we will be back the following days on December 26th and January 2nd.