

BLUETEAM

NEW WAVE IN REAL ESTATE



Closing Costs Cleared Up

Closing costs mean a lot to you. 25% of the home's purchase price. It's essential that you're budget for closing costs to avoid sticker shock before closing.

ORIGINATION FEES

Savings Savviness

More than one in five Americans are not saving any of their annual income and only 20% do this year and financially "savvy" individuals are spending, saving, borrowing and planning well financially.

DECIDING TO DOWNSIZE

PEOPLE OF ALL GENERATIONS ARE DOWNSIZING THEIR HOMES. FIND OUT WHY MANY BUYERS, SPECIFICALLY, ARE CHOOSING TO DO SO.

PRIMARY REASONS FOR DOWNSIZING

58%	23%
-----	-----

MARCH 2020

This Month's Topics:

- February Market Report
- Bug Free Zone
- Deciding to Downsize?
- And More!

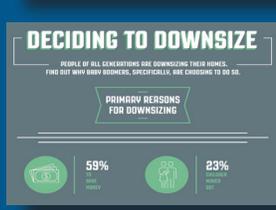




BLUETEAM

NEW WAVE IN REAL ESTATE

MARCH 2020



This Month, we'll discuss:

February Market Report.....3

Make Your Home
A Bug Free Zone.....4

Don't Look Over This Kitchen.....5

Closing Costs Cleared Up.....6

Saving Savviness.....7

Deciding To Downsize?.....8



A Word from Cindy,

Spring is almost upon us! This is that wonderful Northern California that we've been waiting for all year! The beautiful scents of spring, cool evening breezes allowing us to adjust for those warmer sunny days! We truly live in a beautiful place!

We hope you have been enjoying these Monthly Newsletters! Thank you for reading, and if you have any questions, feel free to call us!

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	104	0	4	7	20	31	14	28	4	84
Pending	161	1	9	26	47	34	18	26		
% Ratio	61%	0%	69%	79%	70%	52%	56%	48%		
Paradise	27	0	0	5	7	3	5	7	2	8
Pending	14	0	2	3	3	4	1	1		
% Ratio	34%	0%	100%	38%	30%	57%	17%	13%		
Magalia	55	4	17	21	5	4	3	1	1	13
Pending	24	3	9	8	3	0	0	1		
% Ratio	30%	43%	35%	28%	38%	0%	0%	50%		
Oroville	114	5	21	32	22	15	10	9	12	46
Pending	89	2	23	37	17	5	2	3		
% Ratio	44%	29%	52%	54%	44%	25%	17%	25%		



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".

Call your Blue Team Realty Agent Today to See How We Can Benefit You!



7 Ways to Make Your Yard & Home a Bug-Free Zone

By Barbara Eisner Bayer • National Association of Realtors

A lush spot for outdoor entertaining? Great. Perfect. A constant swarm of insects that invade your patio and home? No, thank you. Here's how to keep bugs away from your patio and yard, and from getting inside your house.

#1 Install Patio Fans

Mosquitos may have a tough sting, but they're wimps when it comes to standing up to a breeze. Patio fans can keep your outdoor entertaining space free from mosquitoes (and other little flyers) with the flip of a switch.

And you'll get the benefit of a cool breeze.

#2 Don't Mulch Too Much (or Too Little)

While mulching is generally a good thing for curb appeal, overdoing it can cause problems.

It could give cockroaches and ants the ideal environment to nest and find their way into your home, says Brittany Campbell, an entomologist with the National Pest Management Association. As mulch decomposes, it generates heat while providing cover for brooding pests. It can even help mice tunnel into your home.

So keep mulch at least 12 inches away from the foundation — or use inorganic mulch, such as rock or gravel.

But don't go in the opposite direction and forgo mulching altogether, leaving the ground essentially bare. Yellow jackets make their nests by tunneling into bare dirt.

#3 Get Rid of Standing Water

You probably know this one already. But did you know your gutters and downspouts may harbor multiple mosquito maternity wards?

Clean out gutters and downspouts regularly to prevent clogs that can trap water and give those nasty stingers a place to breed.

Also make sure to keep kiddie pools, buckets, and watering cans empty when not in use.

Even your beloved birdbath can be an issue. "Make sure you get one with running water, so you don't inadvertently create a mosquito breeding

ground," says Kevin Esperitu, home landscaping expert and author.

#4 Keep Your Yard Trimmed, Mowed, and Tidy

Pull out that lawn mower regularly, and keep your garden shears sharpened.

"Ticks like to hide in tall grass and wait for a passing human or animal, while bushes or tree limbs touching the home can provide easy access for pests to get indoors," says Campbell.

Plus having a tidy yard makes for good curb appeal.

#5 Add Landscaping Plants That Bugs Hate

Bugs hate strong scents of mint or citrus. Mix plants with those scents into your landscaping, especially near the porch, patio, or deck for added beauty and functionality.

Here are some pest-repelling plants and the bugs that hate them:

- Basil: flies, mosquitoes
- Catnip: mosquitoes, ticks, flies, cockroaches
- Chrysanthemums: roaches, ants, ticks, fleas, bedbugs
- Lavender: moths, fleas, flies, mosquitoes
- Citronella: mosquitoes
- Geranium, lemon scented: mosquitoes
- Lemon thyme: mosquitoes
- Marigold: mosquitoes
- Rosemary: mosquitoes

#6 Paint Your Home Lighter Colors

Studies show that bugs see dark and bright colors more easily, which is why people are often advised to wear light-colored clothing to repel them. The same principle may work for your home.

Choose lighter shades of paint color for your home's siding, doors, trim, and other features such as fencing, patio, and decking to make it less attractive to mosquitoes.

And if pesky birds are a problem, avoid paint that is the same color as their favorite foods.

Just be sure the paint job fits into the neighborhood and enhances your home's beauty. Bugs are a pain, but hurting your home's value is more painful.

#7 Build a Bat House

If you live in an area where bats are local, lucky you. Really. Harness their appetite for insects to control pests in your yard. You can invite them to be your permanent guests by building a bat house. According to Bat Conservation International, one small bat can consume up to 1,000 mosquitoes per hour!



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

* EXCLUSIONS APPLY. CALL FOR DETAILS



6 Kitchen Materials Savvy Remodelers Never Use

By Stacey Freed • National Association of Realtors

About to remodel that old kitchen? Unless you're cool with treating the hardest working room in your house like a museum exhibit, resist the temptation to buy the cheapest or shiniest materials available and go for durable options that can stand up to regular abuse.

Trust us: Although it may be tough to leave that raised, tempered glass bar top (ooh!) in the showroom, repairing its first (and second, and third) chip will get old. Very fast.

Picking the right materials is easy if you do your homework. "There are amazing products out there," says Jeffrey Holloway, a certified kitchen designer and owner of Holloway Home Improvement Center in Marmora, N.J.

"You're looking at price point, sanitation, how easy it is to clean the product, its durability and maintenance."

Keeping those all-important features in mind, here are some materials to avoid during your next kitchen project.

#1 Plastic Laminate Counters

First off, there's plenty of great laminate out there. It's the entry-level, plastic laminate to stay away from, Holloway says.

These are the ones that look thin and dull, as opposed to richly textured. They scratch easily, and if the product underneath the laminate gets wet (say, from steam rising from your dishwasher), it can delaminate the countertop, which means the edges will chip pretty easily.

Also, one misplaced hot pan on the plastic will result in a melted disaster zone you'll remember forever.

But if you're watching your budget, plastic laminate at the next level up is a good choice. "It's got good color consistency, and there are a lot of retro and trendy patterns available," says Dani Polidor, an interior designer and owner of Suite Artistry, and a REALTOR® in Pittsford, N.Y.

New laminate counter technology offers scratch resistance, textured surfaces, and patterns that mimic real wood and stone. "There are even self-repairing nano-technologies embedded in some laminates," says Polidor, "and others have antimicrobial properties."

For an average 10-by-20-foot kitchen, the next-level-up laminate will cost about \$3,000, Polidor estimates, and those super cool technology options add another \$200 to \$300. For durability and longer life, the investment is well worth it.

#2 Inexpensive Sheet Vinyl Flooring

You spend all day stepping on your floor, so quality really matters. At the lower price point, about \$2.50 per square foot, the cheapest sheet vinyl floorings tend to be thin.

"If your vinyl floor is glued down and the underlayment gets delaminated, say, by water seeping from your dishwasher or refrigerator, you'll get bubbles in your floor," Holloway warns.

Compare that with luxury vinyl tile (LVT) that costs about \$5 per square foot.

It's still usually glued down, but it's a little more forgiving than its less classy cousin — and it can come in tiles, which you can grout so they mimic the look of higher-end stone, Polidor says.

#3 Some Laminated Cabinet Fronts

Holloway suggests staying away from lower-end thermofoil cabinet fronts. What is thermofoil? Contrary to its name, there's no foil or any metal-type material in it. It's actually vinyl, which is heated and molded around fiberboard. If the cabinet is white and the price is waaaaay affordable compared with other cabinets, think twice. Cheaper thermofoil has three critical issues:

1. It's not heat resistant. If near a dishwasher or oven, it could delaminate.
2. It can warp and yellow with age, revealing its cheapness.
3. The "wood" underneath the thermofoil is also poor quality and won't hold up over time.

But just like with plastic laminate, science has made great strides, and now there are a host of new cabinets that are remaking thermofoil's reputation. "New European laminates have become all the rage for the clean-lined, flat-panel look," Polidor says. "It's budget-friendly and can look like wood or high gloss. It's not your grandmother's thermofoil."

And it doesn't come at grandma's prices, either. But still, the new thermofoil is much more affordable than custom cabinets, and still satisfies with its rich look and durability.

#4 High-Gloss Lacquered Cabinets

A nice shine can be eye-catching. And spendy. About 20 layers of lacquer go on a cabinet for the high-gloss look. Ding it or scratch it, and it's costly to repair.

"It's a multi-step process for repairing them," Polidor says. A better option for the same look is high-end thermofoil (see? We said there were good thermofoil options!).

Thermofoil has a finish that's fused to the cabinet and baked on for a more durable exterior. And it's way more budget-friendly, too. High-gloss can be in the thousands of dollars, whereas thermofoil can be in the hundreds or dollars.

#5 Flat Paint

Flat paint has that sophisticated, velvety, rich look we all love. But keep it in the bedroom.

It's not KF (kitchen-friendly). Flat paint, also known as matte paint, has durability issues. It's unstable. Try to wipe off one splatter of chili sauce, and you've ruined the paint job.

About the only place to use flat paint in your kitchen is on the ceiling (unless, of course, you have a reputation for blender or pressure-cooker accidents that reach to the ceiling, then we suggest takeout).

Instead, you want to use high-gloss or semi-gloss paint on your walls. They can stand up to multiple scrubbing before breaking down.

#6 Trendy Backsplash Materials

Tastes change. So avoid super trendy colors and materials when it comes to permanently adhering something to your kitchen walls. Backsplashes come in glass, metal, iridescent, and high-relief decor tiles, which are undoubtedly fun and tempting. They can also be expensive, ranging from \$5 to \$220 a square foot, and difficult to install. And after all that work and expense, if (er . . . when) your tastes change in a few years, it'll be mighty tough to justify a re-do.

Stick with a classic subway tile at \$2 to \$3 square foot. Or, even more budget friendly, choose an integrated backsplash that matches your countertop material. "If you want pops of color, do it with accessories," Polidor suggests.

Closing Costs Cleared Up

Closing costs make up anywhere from 2-5% of the home's purchase price. It's critical that buyers budget for closing costs to avoid sticker shock days before closing.



ORIGINATION FEES:

A fee charged by lenders for processing the application and underwriting it. This fee typically ranges from 0.5%-1% of the borrower's mortgage.



SERVICE CHARGES:

Includes the appraisal, credit report, flood determination and certificate, tax status, pest inspection, title search and insurance, and survey fees. Appraisals and surveys can cost anywhere between \$300 to \$500 each. Title services can add up to about \$2,000.



TRANSFER TAXES AND RECORDING FEES:

Vary by state but can run as high as 2.7% in some states.



ESCROW ITEMS:

Includes homeowners' insurance, property taxes, and primary mortgage insurance, if applicable. These vary by location. HOA fees also may be included here.

Source: NATIONAL ASSOCIATION OF REALTORS®' Economists' Outlook



Savings Savviness

More than one in five Americans are not saving any of their annual income and only 29% say they are financially "strong," indicating they are spending, saving, borrowing and planning well financially.



How much are Americans setting aside for retirement, emergencies and other financial goals - like homeownership?

Percentages may not total 100% due to rounding.



Source: Bankrate.com and Financial Health Network



DECIDING TO DOWNSIZE

PEOPLE OF ALL GENERATIONS ARE DOWNSIZING THEIR HOMES.
FIND OUT WHY BABY BOOMERS, SPECIFICALLY, ARE CHOOSING TO DO SO.

PRIMARY REASONS FOR DOWNSIZING



59%
TO
SAVE
MONEY



23%
CHILDREN
MOVED
OUT



38%
PREVIOUS
SPACE WAS
TOO BIG



22%
TO
REDUCE
STRESS



36%
PREVIOUS SPACE
WAS TOO HARD TO
CLEAN/MAINTAIN



16%
TO
REDUCE
CLUTTER