

# HOUSECALLS

## Gabe's January 2019 Stuart Florida Real Estate HouseCalls



### New Year declutter: 10 things that can go now

Some things are wasteful to keep because they take up space and energy.

Here are nine:

- 1 Old medications. A year after the expiration date, just pitch it.
- 2 Scratched non-stick cookware. You hate it anyway. No one else wants it.
- 3 Old sneakers. When they get old, they break down. No one else can use them.
- 4 Old plastic containers. Discolored. No lids. You hate them. Pitch them.
- 5 Liquor. It's junk after it has been opened

and sitting in your cabinet for a year.

- 6 Old cosmetics. Not even you use that broken up stuff. Pitch it.
- 7 Creams and lotions. If they are more than a year old, they are trash.
- 8 Old cleaning tools. When the tool looks worse than the thing it is supposed to clean, get rid of it.
- 9 Random socks. If you want to, then do a massive sock match. But otherwise, get rid of them.
- 10 Dusty Paperbacks. This can be hard for book lovers, but even the library throws away books. Recycle or try to give them away.

## Why DIY doesn't always save you money

It's tempting to watch those home remodeling shows and think it's easy to complete a major project in a weekend. Whether it's a new shower or a kitchen makeover, everything looks so doable on TV.

It seems like a Do-It-Yourself project would save money, too. After all, everyone knows the materials are inexpensive but it's the labor that's costly, right?

Not so fast.

Before you start ripping things apart, do the math. Consider whether the money saved is worth it -- and whether you'll even save money at all. Often, it's worth it to pay a pro, who can finish a job a lot faster, which means less time with your house torn up. Time is money, and it's important to consider whether your time would be better spent doing something else.

It's also important to be realistic about your skill set. Can you really side your own house or install tile in the bathroom? A mistake on either of those projects could cost you a lot more money in the long run, not to mention the risk of



injury involved. Many jobs, especially those involving electric or plumbing, are best left to the pros.

Many remodeling projects, especially outdoor projects, involve permitting,

which means time spent in town hall and more expense.

It's a good idea to spend some time online with videos or descriptions of a project so you can see what you need and what the potential problems are with a project.

Even if you have done similar projects before, expect the worst-case scenario. Worst-case for a roof: a nasty fall or a botched job that results in leaks and damage to other parts of the house.

Some DIY projects seem big but easy. One good example is installing snap-together laminate. If you already have the right tools, the job doesn't seem difficult. But, the project will be much more complicated if the room isn't square or the subfloor isn't smooth.

Smaller projects like painting or landscaping are always suitable for the DIYer. They can legitimately be done in a weekend, and any mistakes are much easier to overcome.

Just remember to be realistic and have fun -- and leave the serious jobs to the pros.



## Ask the Expert

*I have a rental property which I have maintained for a few years. Now I have an opportunity to sell it and buy another rental property closer to my house. How much do I have to worry about capital gains when I sell?*

You might not have to worry about capital gains at all if your transactions qualify for a 1031 exchange.

Seasoned real estate investors have likely heard of the 1031 exchange, though many have never used it. Also known as a like-kind exchange, this is a tactic that allows you to defer paying capital gains on the sale of a property.

Sound too good to be true? Don't worry, there are plenty of rules and hoops to jump through -- but if you can master them, the 1031 exchange can help you build substantial wealth.

In the exchange, you reinvest proceeds of a sale into a similar property. According to the IRS, the exchange can include like-kind property exclusively or it can include like-kind property along with cash, liabilities, and property that are not like-kind.

Primary residences and vacation homes do not qualify.

## 10 Things That You Should Throw Away Now

Some things are wasteful to keep. They waste space and your energy.

Here are 10:

- 1 Old medications. A year after the expiration date, just pitch it.
- 2 Scratched non-stick cookware. You hate it anyway. No one else wants it.
- 3 Old sneakers. When they get old, they break down. No one else can use them.
- 4 Old plastic containers. Discolored. No lids. You hate them. Pitch them.
- 5 Liquor. It's junk after it has been opened and sitting in your cabinet for a year.
- 6 Old cosmetics. Not even you use that broken up stuff. Pitch it.
- 7 Creams and lotions. If they are more than a year old, they are trash.
- 8 Old cleaning tools. When the tool looks worse than the thing it is supposed to clean, get rid of it.
- 9 Random socks. If you want to, then do a massive sock match. But otherwise, in the trash.
- 10 Paperbacks. This can be hard for book lovers, but remember even the library throws away books. Old, dusty paperbacks do little besides take up space. Recycle them if you want. Or try to give them away. But get rid of them.



The exchange is sometimes a simultaneous swap of properties, but not always. There are two time limits to meet before the gain is taxable. First, you have 45 days from the sale of the first property to identify your next purchase. There are a number of guidelines for how to do so and who to notify. The second time limit, according to the IRS, is that "the replacement property must be received and the exchange completed no later than 180 days after the sale of the exchanged property or the due date (with extensions) of the income tax return for the tax year in which the relinquished property was sold, whichever is earlier."

Work with a professional who can properly handle all paperwork. If done right, an investor can continue rolling profits over indefinitely and even pass the wealth along to his heirs.



"If medication doesn't work, we'll have to surgically remove that song that's stuck in your head."

*Weather bad? This should make you feel better:*

## The place with the worst weather in the Northern Hemisphere

The best place to escape the zombie apocalypse is the Mt. Washington Observatory, so says New Hampshire Public Radio.

There are 17 permanent beds for park staff in the frozen fortress at the summit.

Of course, if you aren't prepared for the trip -- and who would be with zombies on their trail -- you'll probably die long before the zombies get you.



Known by one native American tribe as Agio-cohook (Home of the Great Spirit), Mt. Washington in New Hampshire advertises itself as the home of the World's Worst Weather, not exactly true, but not exactly false either.

Case in point: annual snowfall. It is the most in the continental U.S. at 281.2 inches per year on average. Mt. McKinley gets about 77 inches.

Unpredictability, is another factor. The mountain has hurricane-force winds 110 days per year for no special reason. The Northern Hemisphere's record for wind blast was recorded there at 238 mph one spring afternoon in April 1934. Avalanches. About 100 per year.

Nonetheless, there are lots of visitors for skiing, races and bicycling.

Hiking can be good. But sometimes it is difficult to know how to dress. One noted athlete died hiking on Mt. Washington in 1900 when he was hit by a blinding snowstorm. In June.

Take that, zombies.

## WHAT DO PEOPLE RESOLVE TO CHANGE IN JANUARY?

37% EAT HEALTHIER

37% GET MORE EXERCISE

24% TAKE BETTER CARE OF THEMSELVES

18% READ MORE

15% MAKE NEW FRIENDS

SOURCE: STATISTICA 2017 AND YOUNGOW

## Celebrate the new year with one-day projects

Maybe instead of making a long-term new year's resolution ("I will save money all year!"), you could try doing one satisfying thing.

Here are some choices:

### *Clean up your computer*

Start with photos. You probably have a lot of them from the last year and this is a great way to reminisce while usefully deleting the junk. You can re-name photos to make them searchable. If you are feeling organized, make some coherent groups for them.

Programs and downloads are next. Chances are last year you added a dozen or so junk apps and downloaded the same pdf three times. Clean out those downloads and programs. Uninstall properly.

Email. You have a ton of stuff you will never look at.

Old computers. Shouldn't you do something with them besides just storing them? Remove the hard drive first and then recycle.

### *Get organized*

On a lot of people's resolution list, get-

ting organized can streamline your life. Maybe instead of saying you'll organize everything, you could pick a project you can do in one day.

The closet, and all those clothes that don't fit. If you do lose weight, you won't want to wear them anyway.

File cabinets and all those files you can't find. Buy a labeler and simplify.

Kitchen, seriously how many crockpots and coffee cups do you need?

Garage, can you ever find a tool?

Ruthlessly winnow down possessions: Throw away, recycle, donate.

### *Donate blood.*

There is a month for that and it's January. Go to [redcross.org/blood](http://redcross.org/blood) for information.

### *Moderate your tone on Twitter*

Just for one day in honor of the United Nations International Year of Moderation. On social media, spend one day promoting dialogue by extending mutual respect and understanding. Absolutely no sarcasm.



*At times our own light goes out and is rekindled by a spark from another person. Each of us has cause to think with deep gratitude of those who have lighted the flame within us.*  
*Albert Schweitzer*



# January 2019



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Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 Happy New Year!	2	3	4 Nat'l. Trivia Day	5
6 Carnival Season begins	7 Orthodox Christmas	8	9	10	11 Nat'l. Milk Day	12
13	14 Orthodox New Year	15	16	17	18	19 Nat'l. Popcorn Day
20	21 MLK Day	22	23	24 Nat'l. Peanut But- ter Day	25	26
27 Pro Bowl	28	29	30 Nat'l. Croissant Day	31		

## Martin County November 2018 Single Family Home Market Report

Click on the Image for the full report

Monthly Market Detail - November 2018  
Single Family Homes  
Martin County





Summary Statistics	November 2018	November 2017	Percent Change Year-over-Year
Closed Sales	137	178	-23.0%
Paid in Cash	58	61	-4.9%
Median Sale Price	\$375,000	\$337,000	11.3%
Average Sale Price	\$437,969	\$463,924	-5.6%
Dollar Volume	\$60.0 Million	\$82.6 Million	-27.3%
Median Percent of Original List Price Received	94.7%	94.9%	-0.2%
Median Time to Contract	63 Days	60 Days	5.0%
Median Time to Sale	112 Days	100 Days	12.0%
New Pending Sales	159	183	-13.1%
New Listings	236	249	-5.2%

View all Market Reports for [Martin County](#), [Saint Lucie County](#), and [Florida \(statewide\)](#)

Click on the name of the region above to view the reports.



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