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The Jill Reid Group

Exceptional Real Estate

www.JillReidGroup.com

The Real Estate Update

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No Traditional Summer Slowdown This Year!

Interest rates are still hovering at the four percent mark. A fifteen year loan will reduce the rate to about 3.25%.

How does this compare with rate projections made a year ago? Forecasts from last summer placed rates at least a point higher. Economists based their numbers on the need for banks to increase profit margins, which in turn, would motivate lenders to loosen the purse strings on mortgage money and make it available to more people.

It hasn't happened. Banks are still being extremely selective with mortgage loans and continue to lend to those with impeccable credit and tax return-qualified incomes.

Thankfully, this is generating some new competition in the lending market. Commonly referred to as B lenders, these are portfolio banks and privately funded institutions who recognize the demand for mortgage funding from those with good jobs and strong credit, but who don't meet the artificially stringent requirements from the conventional lending community.

We're currently exploring several of these sources to determine rates, qualification standards, and required income verification requirements. We'll let you know

next month which sources we can recommend and why.

There's no summer slowdown. As we transition from the traditionally busy spring real estate market into summer, we're not seeing the usual slowdown of business. The cause is lack of inventory compared to demand, especially in desirable neighborhoods with prices below five hundred thousand.

Accurately priced newer homes in move-in ready condition are going under contract in two weeks or less. Properties with inflated prices (compared to recently sold neighborhood comparables) are not.

While overpriced homes may generate offers closer to their actual current value, the vast majority of buyers are not willing to overpay simply because there are less homes to choose from. The memories of sky-rocketing prices driven by artificial values—and what happened to those values in 2007 to 2012—are still too painfully recent.

On the flip side, buyers will not hesitate to pay a price supported by current and substantiated market activity. But if you're thinking of selling, keep in mind that, for the most part, buyers are refusing to engage in bidding wars, and immediately balk at paying a premium over the appraised value.

The good news? This "realistic perception of value" is keeping the real estate market healthy and strong. As



prices move up, they do so with an underlying substantiation of third party evaluation. Mortgages require an appraisal with three comparable recent sales to substantiate the contract price. Cash buyers can—and should—rely on their agent to provide a current market analysis based on all the recent sales in the subdivision or surrounding area.

Cash buyers also have the option of obtaining a satisfactory independent appraisal of the property if made a condition of purchase. What happens if the value can't be substantiated by market analysis or appraisal? There are two options: Negotiate the price or walk away. (This is when an experienced real estate agent becomes your most valuable tool. They can approach the situation without emotion or personal attachment, and usually successfully resolve price issues far more frequently than negotiations taking place directly between an owner and a buyer.)

Questions? We can help. Call or text us at **813-244-9561** or email us at: JillReid@JillReid.com



WHY The Jill Reid Group?

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Our No Risk Buyer Guarantee: Use us to purchase your next home (owner occupied) and if you need to sell for any reason within 4 months of closing escrow, we'll sell your home for **ZERO listing commission**.

We're Available: We specialize in Land O Lakes, offer a discounted commission and are available 7 days a week. Check out the feedback from recent clients on our website!

For A FREE Copy

of our popular **10 Tips To Get Your Home Ready To Sell**, just text us or give us a call. No sales pitch. No pressure. We promise.



June Birthdays

4, 1975: Angelina Jolie, actress
6, 1956: Bjorn Borg, tennis player
9, 1963: Johnny Depp, actor
14, 1968: Yasmine Bleeth, actress
14, 1946: Donald Trump, President
20, 1967: Nicole Kidman, actress

Are Friends Better Than Drugs?

Loneliness can be hard on your blood pressure. Research suggests more than 11 million Americans age 50 and over often feel isolated, left out, or lonely.

A new study by the University of Chicago shows people who were lonely had blood pressure readings as much as 30 points higher than those who weren't. The effect was as great as being overweight or sedentary.

These results confirmed earlier research by co-author John Cacioppo who found that in younger adults, loneliness was linked with blood vessel problems that could lead to high blood pressure.

Harvard doctors have also linked loneliness in men with increased blood levels of inflammatory markers associated with heart disease. And a Duke University study found increased risk of death in isolated patients with heart disease.

The studies definitely say something important about social connection in our everyday lives. The report concluded that part of living a healthy life is making time to spend with friends. If your social situation isn't conducive to meeting new people, try joining a club or doing volunteer work to increase contact with new people.



Health Notes

Guard your teeth by easing up on the pressure. Dentists say people are brushing too hard. Using the wrong technique or a stiff toothbrush can cause gum recession leading to periodontal disease.

The American Dental Association recommends a soft or extra-soft toothbrush. Even the softest one, however, causes damage when people brush too aggressively or too long.

Some of the new electric toothbrushes have built-in pressure sensors and will shut off when you bear down too hard.

Brushing only once a day? At least twice is best, but if you can only brush once, make sure it's just before bedtime, and don't forget to floss.

Diabetes is being diagnosed at epidemic rates. And while classic symptoms of diabetes are well known—



fatigue, recurrent infections, and frequent urination—you should also be familiar with the lesser known signs:

Bad breath—a smell like nail polish remover—can be caused when excess sugar in saliva prompts bacteria growth.

Swollen gums can result from the increased bacteria, leading to inflammation and bleeding.

Frequent thirst results from the body using a lot of fluids in an attempt to eliminate sugar.

Confirmed threat to liver function. Doctors at Johns Hopkins Medical Center have confirmed that excessive use of the over-the-counter pain reliever acetaminophen (Tylenol and others) can affect liver health. Try a natural inflammation reducer, like Bromelain and/or Boswellia.

The History of Father's Day

Sonora Dodd of Washington state first had the idea for a "father's day." She thought about it while listening to a Mother's Day sermon in 1909.

Sonora wanted a special day to honor her father, a Civil War veteran who was widowed when his wife died while giving birth to their sixth child. He was left to raise the newborn and their five other children by himself on a rural farm in eastern Washington state.

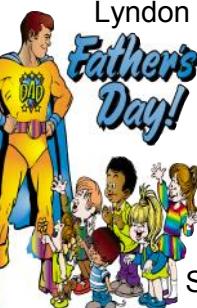
After Sonora became an adult, she realized the selflessness her father had shown. He made all the parental sacrifices and was, in the eyes of his daughter, a courageous, selfless, and loving man. Her father was born in June, so she held the first Father's Day celebration in Spokane, Washington

on the 19th of June, 1910.

In 1924, President Calvin Coolidge supported the idea of a national Father's Day. Then in 1966 President Lyndon Johnson signed a presidential proclamation declaring the third Sunday of June as Father's Day.

In 1972, President Richard Nixon established a permanent observance of Father's Day to be held on the third Sunday of June. This came almost 60 years after Mother's Day had been proclaimed a national day of observance.

The white or red rose is the official flower for Father's Day. Mrs. Dodd suggested that people wear a white rose to honor a father who was deceased and a red rose for a father who was living.



Can Worry be Good for You?

Are you fearful about the outcome of your project or a looming presentation? Are you worried that your significant other is losing interest? Are you afraid no one at a gathering will want to talk to you? Are you worried that terrorists are about to bring the world to its knees? Or that you're going to lose your job?

How would you like to stop all the worry and start living again? It's not only possible, it's actually amazing how easy the process can be, especially when you consider how crippling the emotion is to the majority of the population.

First, realize that worry - healthy worry - is not a bad thing, and in fact, it's a normal function of a healthy brain. But when it takes over your life, and keeps you from doing things that are important or positive, worry has evolved into anxiety - a disabling and destructive disease. In short, you have lost control and are no longer operating at your peak mental (or physical) ability.

The key is to make worry work for you. When you feel worried about something, it's a signal from your subconscious telling you something needs your attention. It's really a call to action. Maybe you're not as prepared as you would like to be, or perhaps you haven't been as at-



tentive to your spouse as you should have been. These examples are simply things that need correction. And that's what the worry is all about - taking action and making corrections.

Here's a three step process that we've found really works:

- **Ask yourself what the problem actually is, and demand a specific answer.** Decide to set aside a specific amount of time to deal with the source of the worry. (This isn't to fix the problem, just to identify specifically where the source of the worry is coming from.) If you keep getting vague recollections from the past, write them down and divide the memory into specific elements until something jumps out at you. Keep at it until you know - without any doubt - exactly what the problem is.
- **Determine a solution that works.** This is done in three parts: the best solution, an adequate solution, and the worst solution (doing nothing). Why three separate ways of dealing with the problem? It helps you see the complexity of what you're dealing with, and also helps you to set a reasonable priority on time and resources as you consider taking (a) extreme action, (b) modest ac-

tion, or (c) doing nothing.

- **Formulate your plan and end the worry.** Call in family members if you need their support. Ask for help from bosses, spouses, and co-workers when their input is necessary. Even if the problem is extremely personal (addiction or infidelity, for example), avoid the temptation of tackling the problem by yourself. If the process becomes overwhelming, seek counseling from a professional or a clergy member. In time, you'll begin to recognize worry as a "friendly early warning system," helping you to identify and resolve problems quickly and effectively.
- **Important exception:** When worry is irrational or you're worried about something you can't control. This is where a different or new perspective can literally change your world. How do you change your outlook? Be around different (positive) people. Take a mini vacation. See and do things you've never done before. A change of scenery and involvement with others can give you the perspective you need to re-evaluate the worry (and your life).

The worst thing you can do for those you love is the things they could and should do for themselves.

Abraham Lincoln

About This Newsletter . . .

Our newsletter is about real estate, health, and happiness. We personally research every topic and write every word, so if you find an occasional misspelling, please forgive us! The legalities of business require us to say this: Nothing we say is to be construed as investment or medical advice, and you should seek your own professional practitioner for any specific problem or situation. If your property is listed for sale, this is not a solicitation. And now that the lawyers are happy, we want to add this... We are professional real estate agents, skilled in both residential and commercial transactions. We offer a discounted commission and provide a fulltime, full service commitment to our seller and buyer clients, seven days a week.

For more information, Contact us at: JillReid@JillReid.com or 813-244-9561

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Featured Listings and Closed Sales



3Bed/2Ba w/Den
Upgraded, Granite
Counters, Two
Balconies, Huge
Master Suite
\$199,900



Custom Home
2-Bed/2-Bath
Wood Fireplace
Water View
2+Car Garage
\$159,900



Top Floor-2Bd/2Ba
Neutral Tile/Colors
Vaulted Ceiling
Fully Furnished
Covered parking
\$146,900



Fully Furnished!
2-Bed/2-Bath
Screened-in Lanai
Garage w/Opener
Conservation View
\$169,900



2Bedroom/2Bath
Tile Floors
Neutral Colors
Vaulted Ceiling
Conservation Views
\$149,900



Ground Flr Condo
2Bedroom/2Bath
Fully Furnished
Assigned Parking
2-Screened Patios
\$139,900



2Bedroom/2Bath
Neutral Colors
Enclosed Lanai
Garage w/Opener
Pool Views
\$168,000



3-Bed/2-Bath
Upgraded, Granite
Tile Throughout
Fenced Yard
Screened Porch
\$114,900



Land O Lakes
3Bedroom/2Bath
Vaulted Ceilings
Fenced Yard
Gated Community
\$340,000