

# TEAM TIRY TIDBITS

## What's Up with the Housing Market?



Many people have been asking, "What is going on with the housing market?"

"They are building houses everywhere....Why are there so few homes on the market available?"

During the recession years of 2008-2010, economists said we were going to be heading into a large housing shortage for a long time following the market recovery. WOW! Did they predict that one! At that time, they noticed housing starts had declined sharply prior to the recession which we saw locally from 2005 through the recession at well below average numbers. That coupled with the millennial age adults being the largest population exceeding Baby Boomers, they knew we were heading into a problem.

Millennials were delaying home buying, but now they are serious buyers and have higher paying jobs so they can afford more. The younger buyer group of Generation Z is also hitting the buyers market. So we have the Millennials buying, which just happens to be the largest buyer group in 50/60 years, and the next generation starting to buy at the same time.....

Bottom line is we have an extremely large amount of housing need and not enough homes/apartments to fit the need.

Many of the people that would normally sell feel they can't find an affordable move up house, so they will be staying in their existing home. The current market is so strong that if you can't buy a house without selling yours first, you don't have a chance. If the seller has 3+ offers, and if those buyers don't have a home to sell in order to buy, you just don't have a chance to compete with that type of competition. Many "would be" buyers just get stuck not being able to buy/compete and in the end that limits the number of available houses for sale.

Currently there is no sign in the housing market that shows things will change anytime soon. Is now a good time to sell if you need to sell?

ABSOLUTELY YES!

Is it an easy time to buy?

No.... it can

be frustrating to find a home and if you do, there is usually a line of buyers competing for the same house. Many more buyers lose the house they wrote on vs ones who win the bidding war.

What is the best advice we can give you when buying a home? Use a Realtor! Work with an agent that has A LOT of EXPERIENCE. Why? Because they can give you advice relevant to the market and give you options that can make your offer stand out/be competitive. Experienced agents can also point out some warning flags that many buyers miss when they are caught up in the moment/buzz and let you know why you might want to pass on a given house. Just because the house is going to sell today doesn't mean you want/need to buy it.

~ Aaron & Cheree Tiry

If there's one thing you can count on when you own a home, it's the arrival of the energy bill each month. One homeowner's energy costs will be higher or lower than the next, but there are easy ways to save a little money each month.

**Use the dishwasher.** Dishwashers, especially Energy Star appliances, are more efficient than washing dishes by hand. It's also important to load your dishwasher as effectively as possible, so check your manual for the best way. If you don't own a dishwasher, save water by turning the tap on only when you need to rinse.

**Unplug idle electronics.** Electronics and appliances still use standby energy even when not in use. Since unplugging every cord in your home is not feasible, consider using power

## Turn It Down

strips with multiple plugs that you can turn off and on with the flip of a switch.

**Circulate air with fans.** Even with central air conditioning, it can be tricky to keep every room at a steady temperature on hot days. Position standing fans to circulate air

throughout your home, rather than lowering the AC thermostat temperature. If you have ceiling fans, make sure they're circulating in the correct direction: counter-clockwise during the summer—so air is being pushed down—and clockwise in the winter.

**Measure laundry loads.** Washing clothes in cold water instead of warm saves energy. And make sure there's enough space inside the dryer for hot air to circulate, or you could end up running two cycles.

# time TO CHILL

As summer begins to heat up, keeping your home cool and comfortable is important. You may want to consider purchasing a new air conditioning (A/C) unit before it's too late. Whether you're replacing a broken unit or upgrading to become more energy efficient, here are four things to consider before purchasing a new A/C unit.

**Learn about energy efficiency.** First and foremost, you'll see A/C units branded with a Seasonal Energy Efficiency Ratio (SEER) number. This is an objective measuring tool to evaluate the energy efficiency of units across brands. While being efficient is important, the higher the SEER number, the higher the initial price tag. These more complicated units end up costing consumers more in the long run with maintenance and repair costs, defeating the original cost-saving purpose. Experts recommend buying a new unit with a SEER value between 14 and 16 for the best results.

**Choose the right size.** This can be difficult for most buyers, as contractors should send out technicians rather than salespeople to make this determination. You'll hear the term "tonnage" mentioned, which is a measurement of the A/C unit's cooling power, not its actual weight. The perfect size unit will depend on a variety of factors, but for reference, on average a 2,000-square-foot home will most likely require a 5-ton A/C unit.

**Don't get fooled by branding.** There are numerous brands of A/C units on the market today. What's the difference? In reality, most units have similar internal components, and many of these brands are owned and manufactured by the same parent company.

**Choose the right HVAC contractor.** Above all else, proper research before jumping into a purchase is necessary to ensure you're getting the best service possible. Use Google or Yelp to look at reviews of local HVAC providers, and make sure to get multiple bids before pulling the trigger. Choosing a good contractor can save you significant time and money throughout the lifespan of your A/C unit.



Owning a home with a luscious lawn is a dream for many. But once you have it, how do you care for it? At first, it may seem like a lot of work, but it's actually not difficult if you take the time to learn. Here are some tips on how to maintain a pristine lawn.

## GRASS ROOTS grooming

### Mow the Right Way

Don't cut your lawn too short, as it may damage the grass and not allow roots to take hold. A general rule is never trim more than one-third of the blade of grass at a time. Also, the blade of your mower should be sharpened or replaced at least once a mowing season. A dull blade results in a jagged cut, leaving your grass looking malnourished and unsightly.

### Provide Nutrients

Watering and feeding your lawn in the right way will result in increased and consistent lawn health. When watering, make sure to do so in the early morning, as it gives the sun time to help evaporate the water sitting on the grass blades. Moisture that sits on your lawn may cause disease. When feeding, use a mixture of fast and slow release nitrogen enriched fertilizers to keep your lawn healthy. But make sure not to apply fertilizer to any dormant grass, as it can't absorb nutrients when in this state.

