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With Gratitude...



This is the time of year when we turn our thoughts to gathering with friends and

family to share gifts and give thanks. But did you know that the benefits of sharing thanks go way beyond mere politeness?

Studies show that *consciously practicing gratitude* has a huge impact on quality of life. Dr. Robert Emmons at UC Davis offers proof:

- Participants who kept weekly gratitude journals exercised more, reported fewer physical ailments, had higher self esteem, and were more optimistic.

November Quiz Question

What is a group of domestic turkeys called?

- Participants who kept weekly gratitude journals were more likely to have made progress toward important personal goals.
- A daily gratitude exercise for young adults resulted in higher levels of alertness, enthusiasm, determination, attentiveness and energy.

The Second Wave of Suburbanization Has Begun

Gentrification—when progressive home buyers take over blighted cities and convert them into hip, trendy downtown hangouts.

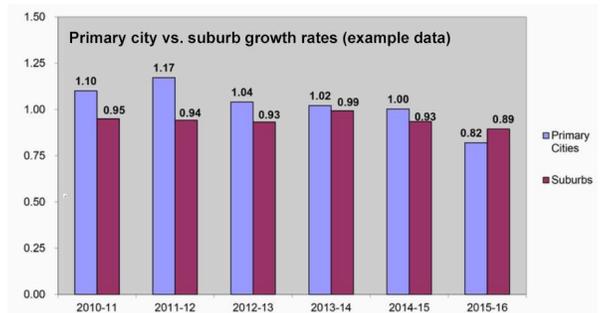
Gentrification leads to lower crime rates, which attract higher-income residents, which lowers crime rates further, which attracts even more residents. It's a classic virtuous cycle and it's been happening to cities all over the world since the 1990's.

Driven by millennials, urban areas have been converted to downtown lofts and condos, while low income residents have been marginalized to less convenient housing elsewhere.

But that tide is turning. According to census data from Canada, Australia, and the US, city population peaked in 2010 and has been falling since.

What's next for cities, then? Looking at the data, it's apparent that the next wave of "Gen Z" buyers will not be filling in the gaps. Trends indicate

that they are not eager to move to city centers, and even if they did,



their numbers are not great enough to take up vacancies left by departing millennials.

What that may mean for cities is a return to lower tax revenues, higher vacancy rates, and potential decay.

But given the large amount of development that has occurred in cities in recent years, city planners may prevent as deep a dip as we saw post-1970's during the first big suburban exodus. There may be new opportunity for young or low income buyers to snap up lower cost housing in the city with solid lifestyle infrastructure in place. **Time will tell.**

The 9 Most Common Home Buyer QUESTIONS & ANSWERS

Whether you're a 1st time buyer or a 4th time buyer, the questions are the same. Here's a quick guide that can help you see the whole picture. Text, call, or email me for a copy. **555-333-2222** or email@emailaddress.com

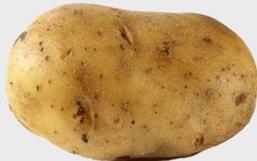
The Humble Spud

We eat a ton of spuds: mashed, boiled, broiled, or baked. But how did the potato come to be called a spud? Its history is full of red herrings.

In one version, potatoes—which are in the deadly nightshade family—were blamed for syphilis, obesity and tuberculosis. A group of Brits in the mid-1800's wanted to eradicate the potato, and called themselves the Society for the Prevention of an Unwholesome Diet. This spelled the acronym SPUD.

Another version has to do with the name Murphy in Ireland, where potatoes are common. People named Murphy were often nicknamed Spud. Since the name Murphy (and hence, Spud) was as common as potatoes, the name transferred to potatoes.

The true history, however, is that spud came from a tool used to dig up potatoes. A 'spud' was a common name for a narrow-bladed shovel.



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Why You Should Talk to a Realtor Up to a Year before You Sell

To sell a home, you need a certain amount of real estate information to help you decide when, for how much, and if it's even worthwhile selling. Call or text to let me know you'd like to talk it over. No obligation, just an opportunity to connect. **My number's down below.**

Win a \$10 Coffee Card!

Email me your answer to the quiz question on the flip side. Each month, all correct entries have an equal chance to win.

Last month's question: *What is the sub-title of the book Frankenstein?*

- **Answer:** *The Modern Prometheus*

Congratulations to last month's winner! **Winner's Name**

Should I prepay my mortgage or build cash reserves?

Generally, if you're a younger homeowner, you're more likely to be moving again before settling on your permanent residence, so you will benefit less from prepaying a mortgage (unless you plan to stay put). But as you age, you'll want to enjoy financial security, and you can't do that with a hefty mortgage payment. So if you're a homeowner in your middle-years, you may benefit more from prepaying your mortgage than saving up cash reserves. If you can pay your home off early, you may be able to enjoy many decades of mortgage-free lifestyle.

Having big cash reserves may seem like a great idea if the stock market crashes. But if you've been prepaying your mortgage, then you have options that you don't have with cash. You can refinance to reduce payments, take a home equity line for quick cash, or sell. If you had focused on cash, you might still be stuck with the same high mortgage payment, and less equity.

But don't take my word for it...everyone's situation is unique, so please check with your accountant before deciding your best course of action!

Your Name
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