

Life & Times

JUNE 2022

HOUSING MARKET TURNING POINT BUT INVENTORY STILL LOW

Mark your calendars: The month of May might go down as a turning point in the red-hot real estate market that's been scalding homebuyers for the past few years.

The number of new listings that hit the market last month *rose* for the first time since June 2019, according to a new

report from Realtor.com®. As a result, May home shoppers had 8% more active listings to scroll through compared with this point last year.

"We're seeing more homeowners decide to sell," says **Danielle Hale**, chief economist of Realtor.com. "Buyers can expect more inventory going forward, more homes to choose from."

Granted, there are still only *half* as many homes available for sale compared with pre-pandemic levels two years ago. Nonetheless, this recent uptick could offer a glimmer of hope for buyers who've been scrambling for homes amid bidding wars and way-over-asking offers.

"For context, even though we're seeing inventory grow, it remains quite low," says Hale. "This is one of the reasons that we are still seeing home prices go up and homes [spending] a record-low amount of time on the market for sale."



How high are home prices now?

Despite growing inventory, many homebuyers might still feel squeezed in terms of their pocketbooks.

Combined with rising mortgage rates (now over 5%), the cost of financing a home is up 50% over a year ago. As a result, some homebuyers have given up their house hunt until home prices and/or interest rates fall back within realistic reach—whenever that may be.

"Monthly [mortgage] payments are higher,

and that's knocked some buyers out of the market altogether, while others are proceeding with caution," says Hale. "For buyers who are able to continue their home search despite higher costs, more inventory means more choices for them."

And over time, this could trickle down to help the rest of the homebuyers, too.

"More inventory should eventually translate into a slower pace of sales and [slower] price gains," says Hale. "With prices still growing at double digits, we're a long way from price declines, but price *growth* is likely to slow."

How fast are homes selling today?

Even though more homes are going up for sale, buyers aren't wasting any time to make a deal.

Nationwide, the typical home spent just 31 days on the market in May. That's almost a full week (6 days) faster than last year, and the shortest time on record since Realtor.com first began tracking this data in 2016.

"Most housing markets remain in seller's market territory," says Hale. "But the market is a little more buyer-friendly than we saw last month, and we expect that to continue."

The take-home lesson for home sellers?

"Sellers should make sure that they're tapped into the latest local market data when making a decision about their asking price," says Hale. "If a seller aims too high in this market, he may have to cut the price to attract offers."

Source: Margaret Heidenry, Realtor.com

In This Issue

June Home Maintenance To-Do List	2
Mistakes to Avoid When Selling Home	2
Quote to Inspire	3
VA Home Loans-Leaving Vets Outbid	3
Find Your Sleep Sweet Spot	4
Benefits of Large Monitors	4
Benefits of Freshly Brewed Tea	5
Today's Laugh	5
Recipe-Magic Lemon Cobbler	5
Kids Corner—Flag Tag Relay	5
9 Unexpected Energy & Money Savers	6
Congrats-Paul & Heather M.	6
California Home Sales-May 2022	7
Low Cost Home Exterior Spruce-Ups	7
June Birthday's & Anniversaries	7
Monthly Drawing	8
FREE Home Value Report	8
Giving Back 4 Homes Program	8
Giving Back 4 Homes Contact	8

FREE

MONTHLY DRAWING

See Page 8

For Details

JUNE HOME MAINTENANCE TO-DO LIST

June marks the beginning of summer, making it a perfect time to take care of those nagging home cleaning and repair chores before the heat becomes too much.

1. Replace Air Conditioner Filter

The filter on your central cooling system needs to be replaced every one to three months, depending on how dirty it is, so the unit will work efficiently. Be sure to use a high quality air filter designed to remove microscopic particles, like mold and pollen, from the air.

2. Clean Clothes Dryer Vent Pipe

Over time lint can build up in the vent pipe of your clothes dryer, which can make the dryer work less efficiently and could cause a house fire.

3. Clean Paddle Ceiling Fans

The blades and motor on paddle ceiling fans need to be cleaned regularly to remove any dirt and dust. To clean a paddle ceiling fan, wipe the blades with a damp cloth, paying particular attention to the top of the blades where dust accumulates.

Another option for fast and easy blade cleaning is to wrap a dryer sheet around a paint roller, holding it in place with rubber bands, then run the roller over the top of the blades to remove any dust.

4. Clean Grill Grates

It's important to clean your grill before cooking on it for the first time each year, as well as regularly during the outdoor cooking season.

5. Air Conditioner Maintenance

It's important to keep any shrubs pruned back at least two to three feet around your central air conditioner to allow the unit to perform efficiently. Wait until the unit isn't running before pruning, and be careful not to damage the delicate aluminum fins on the outside of the unit. Pick up and dispose of any limbs or clipping when you're finished.

6. Check and Adjust Lawn Sprinklers

It's a good idea to do a little preventative maintenance and check for leaks each year when using your lawn sprinkler system for the first time.

Source: Fidelity National Home Warranty

Mistakes to avoid when selling your home

Not pricing your home properly

Getting overly emotional

Skimping on listing photos

Not cleaning & staging your home

Not working with an agent



©ListReports 2022, all rights reserved



Source: investopedia.com

QUOTE TO INSPIRE

Nothing we achieve in this world is achieved alone. It is always achieved with others teaching us along the way.

- Lee J. Colan

VA HOME LOANS ARE LEAVING VETERANS OUTBID IN HOT HOUSING MARKET

4Dozens of House lawmakers are concerned the Department of Veterans Affairs' home loan program isn't keeping pace with an increasingly competitive housing market and leaving veterans at a disadvantage against buyers with commercial loans.

In a letter this week to VA Secretary Denis McDonough, 65 lawmakers warned that only a tiny fraction of home sellers now prefer VA loans and that veterans are turning to other options in reaction. The department should "explore how VA mortgage loans can compete in today's marketplace and ensure veterans have negotiating power throughout the home-buying process," lawmakers, from both parties, wrote.

"Historically, VA mortgage loans were appealing and competitive to sellers," the lawmakers said in the letter, which was publicly released Thursday. "Unfortunately, the current housing market and the rise in cash and conventional loans with waived contingencies can leave veterans unable to compete with other buyers." The letter was organized by Reps. Guy Reschenthaler, R-Pa., and Derek Kilmer, D-Wash.

Under the VA home loan program, the loans are provided by private lenders, but the VA guarantees a portion of the loan against the possibility of default. That allows borrowers to get more favorable terms than they might otherwise be able to, including no down payments, lower interest rates and limited closing costs.

But the program also requires a VA appraisal of the home and other qualifying steps that can lengthen the time to close a sale and frustrate buyers and sellers.



"VA borrowers are less successful than borrowers using conventional loan products, with 11% of VA borrowers changing loan products during their housing search, compared to only 1% of conventional borrowers who change financing method," the lawmakers wrote, citing the National Association of Realtors' 2021 survey on home loans.

In that same survey, 94% of sellers said they were most likely to accept an offer with conventional financing, compared to 1% who said they were most likely to accept an offer with a VA loan.

The VA appraisals can take an average of 14.8 business days to complete, compared to a couple days for a non-VA loan, John Bell, the acting executive director of VA's Loan Guaranty Service, told a House committee in December.

Under those conditions, veterans are competing to buy homes in a historically hot housing market with increasing prices and decreasing inventory.

The lawmakers pressed McDonough for answers on how the VA can improve the appraisal process and public perception of the home loan program, as well as what the department thinks Congress can do to enhance the program.

"We call on your department to improve the VA mortgage loan process and ask for a report on the steps the VA is taking to increase loan competitiveness," the lawmakers wrote. "It is imperative veterans receive a competitive loan that provides them the opportunity to purchase a home."

At the December hearing, Bell faulted "misperceptions" among sellers that "VA financing is less desirable than conventional" and said more education is needed to "break the stigma" about the program. In March, the VA and the National Association of Realtors launched a video series aimed at dispelling misconceptions about the program. Still, Bell also said the department is "consistently looking" for ways to speed up the appraisal process.

"Factors such as reduced housing stock, rising home prices, coupled with cash-only or sight-unseen purchase offers have led to conditions where all buyers with financing are facing difficulty having their offers entertained," Bell said. "While VA is confident its policies will continue to support veterans, we stand alongside them and share their frustration by the lack of transparency in the sale offer process, the loan application process and how veteran borrowers may be perceived and dismissed." Source: Rebecca Kheel, Military.com

FIND YOUR SLEEP SWEET SPOT

We've all heard it before — sleep is important, and you probably aren't getting enough of it. But did you know that too much sleep can be just as harmful? The Mayo Clinic recommends the ideal sleep range at 7-9 hours per night for adults. According to the National Sleep Foundation, here are some tips to create your ideal night's sleep.

Tips to Find Your Ideal Night's Sleep

- **Perform a sleep test.** Start in the middle of the range with eight hours and count backwards from when you want to wake up in the morning. For example, if you want to wake at 7 a.m., go to bed at 11 p.m.. If your alarm wakes you up, go to bed 15 minutes earlier the next night. Take 7-10 days to tinker with the timing until you start to wake up shortly before your alarm. After a while you might be able to ditch the alarm.
- **Use a sleep tracker.** Most smart watches have a sleep tracking function. It might be hard to get used to sleeping while wearing a watch, but it can provide information for how long it takes for you to fall asleep, track your sleep cycles, and report how often you wake up during the night. Knowing these facts can help you refine your sleep plan.
- **Avoid screens before bed.** Your brain is trained to equate light with being awake. In the hour or so before you want

to be asleep, try to avoid bright lighting and electronic screens. Scrolling through your smartphone or tablet can increase the time it takes you to fall asleep.

- **Create your ideal sleep environment.** There are many aspects to your sleep environment you can adjust to increase your quality of sleep including lighting, temperature, white noise and bedding. Experiment with different options to see if they improve your sleep quality.

Know when to get help. While these ideas may help you optimize your sleep, you should seek professional help if your sleep cycle is creating problems. According to the Cleveland Clinic, you should seek medical attention if you are experiencing severe daytime fatigue, you have high blood pressure, you are waking up several times per night or you are dependent on medication to help you sleep.

Even if you come up with the perfect plan, life happens and there will be times when you get less sleep. Just ask a friend with a new baby or when you are sick with a cold! But it's still good to have a plan for when life goes back to normal. Understanding your body's sleep requirements and making a few adjustments will help you develop a plan and maintain a healthy balance.

Source: Jim Kellames, JK Services, Inc.



BENEFITS OF LARGE MONITORS

There are many tangible benefits of having a large monitor versus a smaller monitor (in addition to looking awesome on your desk):

- **Increase productivity.** The larger work surface increases productivity because users are able to complete tasks more quickly on a larger monitor.
- **Reduce eye strain.** Larger, newer monitors are sharper, brighter, and have better resolution which can reduce eye strain, and the larger size will reduce squinting to see the screen.
- **Improve posture.** Users often sit straighter and experience less back pain when not leaning forward to see a small screen.
- **Ergonomic benefits.** Many users experience wrist relief due to better posture and less scrolling through documents to find information.



- **Visual continuity.** When compared to the option of dual monitors, a larger, single monitor has no interruption of the visual field, uses less energy, takes up less space, and has fewer cables.

- **Multimedia uses.** Many people use their computers to watch online videos, movies, television programs, etc. A larger screen makes this more comfortable and enjoyable.

While large monitors have many benefits, there is no right or wrong option when personalizing your workspace. The best choice is ultimately whatever solution that is most comfortable for you. And remember, we're happy to help with all of your printing needs – big or small!

Benefits of Freshly Brewed Tea

2-3 Cups a day of freshly brewed tea-hot or iced-contains a modest amount of caffeine which, when used moderately-can boost brain power by enhancing memory, focus and mood. Tea also has potent antioxidants, especially the class known as catechines, which promotes healthy blood flow.

Source: Chipper4Life, APB



Today's Laugh

When a woman says "what?" it's not because she didn't hear you. She's giving you a chance to change what you said.



your eCards
someecards.com

Magic Lemon Cobbler

INGREDIENTS:

- ½ cup 1 stick butter
- 1 cup flour
- 1 ½ teaspoons baking powder
- ¼ teaspoon salt
- 1 cup sugar
- 1 cup buttermilk
- 1 teaspoon vanilla extract
- 1 teaspoon lemon extract
- 21 ounce can lemon pie filling



DIRECTIONS:

1. Preheat the oven to 350F.
2. Place the stick of butter in a 9x9-inch square baking dish and place it in the oven to melt for 3-4 minutes until fully melted. Remove from the oven and set aside.
3. In a medium mixing bowl, whisk together the flour, baking powder, and salt. Add the sugar and whisk to combine.
4. Pour in the buttermilk, vanilla extract, and lemon extract and whisk just until combined.
5. Pour the batter evenly over the melted butter in the pan (do not stir).
6. Spoon the lemon pie filling over the batter.
7. Bake at 350F for 45-55 minutes until the edges of the cobbler are golden brown. Cool slightly before serving.

Source: kitchenfunwithmy3sons.com

Flag Tag Relay

NEEDED

- Pack of small novelty flags
- 2 plastic buckets
- Sand

INSTRUCTIONS

1. Place sand in each bucket. Put flags in sand so they stand up (equal number in each bucket). Place buckets on far end of playing field.
2. 2 teams; each team forms a single line (one player behind the next facing the buckets).
3. On GO, first player from each team marches to their bucket, grabs 1 flag and marches back. No running allowed. The player tags the next teammate who marches to the bucket to get the next flag. Play continues until all flags are gone from the bucket.



Source: Groomed Home

9 UNEXPECTED ENERGY (AND MONEY) SAVERS

- **Put lamps in the corners:** Did you know you can switch to a lower wattage bulb in a lamp or lower its dimmer switch and not lose a noticeable amount of light? It's all about placement. When a lamp is placed in a corner, the light reflects off the adjoining walls, which makes the room lighter and brighter.
- **Switch to a laptop:** If you're reading this article on a laptop, you're using 1/3 less energy than if you're reading this on a desktop.
- **Choose an LCD TV:** If you're among those considering a flat-screen upgrade from your conventional, CRT TV, choose an LCD screen for the biggest energy save.
- **Give your water heater a blanket:** Just like you pile on extra layers in the winter, your hot water heater can use some extra insulation too. A fiberglass insulation blanket is a simple addition that can cut heat loss and save 4% to 9% on the average water-heating bill.
- **Turn off the burner before you're done cooking:** When you turn off an electric burner, it doesn't cool off immediately. Use that to your advantage by turning it off early and using the residual heat to finish up your dish.
- **Add motion sensors:** You might be diligent about shutting off unnecessary lights, but your kids? Not so much. Adding motion sensors to playrooms and bedrooms cost only \$15 to \$50 per light, and ensures you don't pay for energy that you're not using.
- **Spin laundry faster:** The faster your washing machine can spin excess water out of your laundry, the less you'll need to use your dryer. Many newer washers spin clothes so effectively, they cut drying time and energy consumption in half—which results in an equal drop in your dryer's energy bill.
- **Use an ice tray:** Stop using your automatic icemaker. It increases your fridge's energy consumption by 14% to 20%. Ice trays, on the other hand, don't increase your energy costs one iota.
- **Use the dishwasher:** If you think doing your dishes by hand is greener than powering up the dishwasher, you're wrong. Dishwashers use about 1/3 as much hot water and relieve that much strain from your energy-taxing water heater. Added bonus: you don't have to wash any dishes.



LINCOLN, CA

CONGRATULATIONS

PAUL & HEATHER M.

ON THE PURCHASE OF YOUR HOME!

AND FOR RECEIVING \$1,375.00 FROM

Gretchen Bradley @



CALIFORNIA HOME SALES FACTS: MAY 2022

State/Region/County	May 2022	April 2022	MTM% Chg	State/Region/County	May 2022	April 2022	MTM% Chg
Calif. State Average	\$898,980	\$884,890	+1.6%	Solano	\$615,530	\$640,000	-3.8%
Calif. Condo Average	\$678,000	\$700,000	-3.1%	Contra-Costa	\$1,025,000	\$1,050,000	-2.4%
Sacramento	\$580,000	\$570,000	+1.8%	San Francisco	\$2,015,000	\$2,057,500	-2.1%
Placer	\$735,000	\$717,000	+2.5%	Fresno	\$420,000	\$425,000	-1.2%
El Dorado	\$728,750	\$711,000	+2.5%	Santa Clara	\$1,927,500	\$1,970,000	-2.2%
Yolo	\$660,000	\$633,000	+4.3%	Orange County	\$1,295,000	\$1,325,000	-2.3%
Stanislaus	\$475,000	\$485,000	-2.1%	Los Angeles	\$798,720	\$801,680	-0.4%
San Joaquin	\$555,000	\$555,000	+0.0%	San Diego	\$970,000	\$975,000	-0.5%
Nevada	\$560,000	\$617,000	-9.2%	Butte	\$500,000	\$467,250	+7.0%
For Complete Report & All California Counties: http://www.givingback4homes.com/newsletter.html				Yuba	\$449,500	\$430,000	+4.5%

LOW COST WAYS TO SPRUCE UP YOUR HOME'S EXTERIOR

- Trim bushes so they don't block windows or architectural details.
- Mow your lawn, and turn on the sprinklers for 30 minutes before having guests.
- Put a pot of bright flowers (or a small evergreen in winter) on your porch.
- Buy a new doormat for the outside of your front door.
- Install new doorknobs on your front door.
- Repair any cracks in the driveway.
- Edge the grass around walkways and trees.
- Keep your garden tools and hoses out of sight.
- Clear toys from the lawn.
- Buy a new mailbox.
- Upgrade your outside lighting.
- Clean your windows, inside and outside.
- Polish or replace your house numbers.
- Place a seasonal wreath on your door.



JUNE



WISHING A HAPPY BIRTHDAY & HAPPY ANNIVERSARY TO THE FOLLOWING:

JULIE Z.
BRILYNN L.
AMY P.
TRAVIS & LACEY Y.

KRISTIN W.
LIZ P.
STEVE H.
MAT & NATALIA S.
MATT & JENNY A.

OLIVIA T.
SETH D.
VALENTINA A.
SHANNON & KEVIN E.
DEANNA & BOB B.

SUZIE Z.
JEROMY D.
AARON T.
MIKE & ANDREA D.

MONTHLY DRAWING

Enter Online at: www.givingback4homes.com/free-drawing.html
 Already receiving GB4H News? You are automatically entered each month!

**JUNE
PRIZES**

1st Prize \$50 Regal Movies Gift Card
2nd Prize \$25 Chili's Depot Gift Card
3rd Prize \$10 Krispy Kreme Gift Card

**MAY
WINNERS**

1st Prize \$50 Banana Republic Gift Card-Amber E.
2nd Prize \$25 Red Robin Gift Card-John O.
3rd Prize \$15 Chipotle Gift Card-Justin R.

Drawing Disclaimer Available Online.



FREE Home Value Report
 Find out how much your home may be worth.
 You may be surprised!
 Contact me today for a FREE Home Value Report

Gretchen Bradley

(916) 769-0184
 Gretchen@GB4Homes.com
www.GivingBack4Homes.com



Lic #01894275

Giving Back 4 Homes Program



Military
Law Enforcement
Fire/Rescue
Education
Relocation
Friends/Family

Buying A Home?
Selling A Home
Need To Short Sale?

Get Up To \$2,500

Available Nationwide

www.GivingBack4Homes.com



Gretchen Bradley

Giving Back 4 Homes Program Founder
Top Producer & PCAR Masters Club
 NAR, CAR, PCAR Realtor® - Lic#01894275
 30+ Yrs Experience-Real Estate Sales/Lending
 Nationwide Relocation Specialist
 Sacramento Area Military Relocation Liaison
 Proud Wife of a Soldier & Law Enforcement
 Officer

Phone (916) 769-0184
Email Gretchen@GB4Homes.com
Email GB4Homes@Gmail.com
Web www.GivingBack4Homes.com
Facebook www.facebook.com/Givingback4homes



This newsletter is intended for entertainment and informational purposes only. Credit is given to authors of articles that are reprinted when original author is known. Any omission of credit to author is purely unintentional and should not be construed as plagiarism or literary theft. Copyright 2011 Giving Back 4 Homes Program. All rights reserved. This information is solely advisory, & should not be substituted for medical, legal, financial or tax advice. Any & all decisions or actions must be done through the advice/counsel of qualified professionals. We cannot be held responsible for actions taken without proper professional advice.