



Winter2018

# Sue's News

Keeping you up-to-date in Real Estate



If there's one thing we can already predict about 2018, it's that it's the year of bold color—at least according to Pantone. The world-renowned hue authority recently declared ultra violet as the color of the year for 2018. It can best be described as dramatic, but, luckily, not too dramatic that it can't be used in your home. "Because it's such a lush, deeply saturated hue, ultra violet has a large impact even in small doses,"

## How to use Ultraviolet?

Purple hues are thought to be soothing and can make us feel more calm. Ultra Violet is a great choice for a bathroom, where it can give the space a vibrant lift.

Assertive colors like ultra violet can be used in rooms you don't tend to linger in—entryways, hallways and stairways. That way you can introduce visually stimulating colors without feeling overwhelmed by bold color.

"There are no rules in design." If you want the color to be more visible, add it to more common areas. For a surprise factor, choose a space that isn't visible from the entry. If you are bold enough to paint an entire room or wall, use lighter shades to accent the rest of the space. Whites, creams, greys and blacks pair perfectly. If your walls are neutral, use accessories with the hue.

While the color is bold enough to use on its own, it also pairs well with other colors. Lighter, contrasting blues, terra cotta oranges, and light wood finishes create a regal look. If you prefer a muted trend-forward version of the color, try lilac. This approachable choice creates a calming aura and adds sophistication anywhere.

Source: Houzz.com



## Real Estate News

A shortage of Orlando houses on the market—particularly in affordable price ranges—is a concern from the region's leading industry group.

The core Orlando housing market, mostly Orange and Seminole Counties, had the lowest year-end supply of listings in more than 10 years.

Prices grew 10.7 percent in 2017, according to the Orlando Regional Realtor Association.

The Association reported the Orlando market closed out the year with a median price of \$230,000, up from \$224,995 in November.

Zillow reported that 17 percent of homes sold for more than the asking price in 2017. The amount buyers paid over asking price was a midpoint of 2.6 percent or about \$5,000. Interestingly, 5 years ago more than 22 percent of Orlando homes sold for more than the asking price.

Sales prices remained about 97 percent of the listed price. As a result of the shortage of homes and the increase in prices, owners may put their homes on the market at a price over market value. To sell, they will reduce the price, and once they are near market, buyers will make offers. It is a seller's market, but buyers will not pay much over the market value, as most are subject to appraisal.

## Putting a Value on Your Home

There are several reasons why homeowners need to know the market value of their homes.

If you're selling, it's critical to know what your value is. You can spend money to have an appraisal done, or call an experienced Realtor. Realtors don't do appraisals—we prepare what we call a competitive market analysis or a CMA.

You may need to know the value of a home in the case of divorce or to settle an estate. Realtors are sometimes called upon to do CMA's or statements of value for attorneys.

I think homeowners should get insurance checkups every year or so, to make sure they are not over or under insuring their homes.

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This is not intended to solicit property currently listed for sale.

## What the Experts Say... About Test- ing Paint



Painting sheets of paper or sample boards may not be the most accurate way to vet wall paint. Five pros give a few suggestions in this Houzz interview.

- Paint doesn't saturate the same way on boards and the actual wall.
- If you haven't decided on colors, paint your choices side by side on the wall to see the differences. Keep in mind that the existing color on the wall will affect how the paint reads. Colors will appear darker against a light backdrop and lighter against a dark backdrop.
- Paint 2 coats as that is what you'll typically need on any wall. Also, paint large swaths—at least 1 foot by 1 foot or larger. Small swatches will not give you a good sense.
- The colors you're testing will read differently depending on the amount of light that hits them. Paint your swatches on a wall that gets direct sunlight and one that does not. Colors appear much deeper on a wall that is in shadow and less intense on the walls that are hit by more light.

## Forbes: Time to Buy Orlando

*Forbes* recently announced that Orlando is currently the best city in the nation to buy a home, due to prices increasing by 9 percent in 2017.

Citing *Local Market Monitor*, a website that tracks housing markets, *Forbes* says home prices in Orlando are projected to increase by 35 percent over the next three years. This puts the City Beautiful at the No. 1 spot for home investments, followed by Provo-Orem, Utah, at No. 2 and Jacksonville, Florida, at No. 3.

In part, being selected as number 1 in the country can be attributed to Orlando's 7.1% job growth over the past two years and 7.6% population growth over the last three. In general, Orlando does well when America at large is doing well, since its economy depends largely on tourism.

Also, Orlando's home prices, still dinged by the housing crash, are 22% below the national average. "Orlando has recovered in the sense that job growth has been strong and home prices are moving up along with income at a healthy pace," observes *LMM's* CEO Ingo Winzer. "Home prices are still below the peak of the bubble, so in that narrow sense they haven't recovered."

However, despite the increase in jobs, investing in Orlando housing is not geared towards locals with low-paying jobs as there is an overwhelmingly obvious affordable-housing crisis.

- Landscaping outside a window can color the light streaming through it and change how a paint looks on the wall as well.
- Consider what time of day you'll most often be in the room. You'll want to like how the color looks at that time.



### Place Your Lighting Before You Test

- It's better to use the lighting that fits your needs than try to select your lighting to complement your paint colors. You wouldn't want to pick a lightbulb that looks good with your paint color, but find that you can't read in the room.
- Make sure your lighting is in place as you're considering colors. They may look quite different in bright bulbs that you prefer for nighttime use—or softer yellow-hued ones, if that's what you're going for—than they do during daylight hours. Having the right fixtures and bulbs in place can help you decide which shades will work for you.

## Strawberry Mousse Pretzel Pie



### CRUST:

- 2 cups finely crushed pretzel sticks
- 6 Tbsp butter melted
- 1/4 cup firmly packed brown sugar

### FILLING:

- 1 can sweetened condensed milk
- 8 oz package cream cheese, softened
- 1/2 (3 oz) package strawberry gelatin
- 2 cups sliced fresh strawberries, pureed and strained
- 2 cups whipping cream
- 1/3 cup sugar



1. CRUST: Preheat oven to 350. Mix all ingredients, and firmly press on the bottom, up the side, and onto the lip of a lightly greased 10 inch pie plate. Bake 10-12 minutes or until lightly browned. Cool.
2. FILLING: Beat condensed milk, cream cheese and gelatin at medium speed with an electric mixer until smooth. Add strawberry puree and beat at low speed just until blended. Transfer to a large bowl.
3. Beat 1/4 cup whipping cream at high speed until soft peaks form, gently fold into strawberry mixture. Spoon into prepared crust. Cover and freeze 8-12 hours, or until firm.
4. Beat remaining 1 1/4 cups whipping cream at high speed until foamy; gradually add sugar beating until soft peaks form. Spread over pie.
5. Freeze 1 hour or until whipped cream is firm. Serve chilled. Serves 6-8

Source: Quail Ridge Press