

Rapid City Real Estate Update

\$ HOME

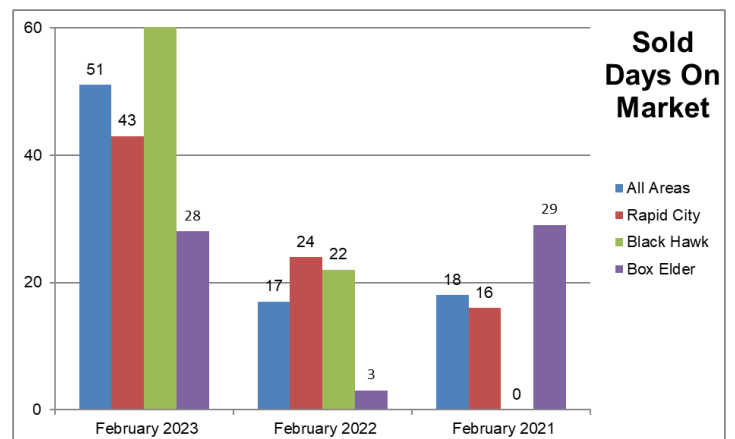
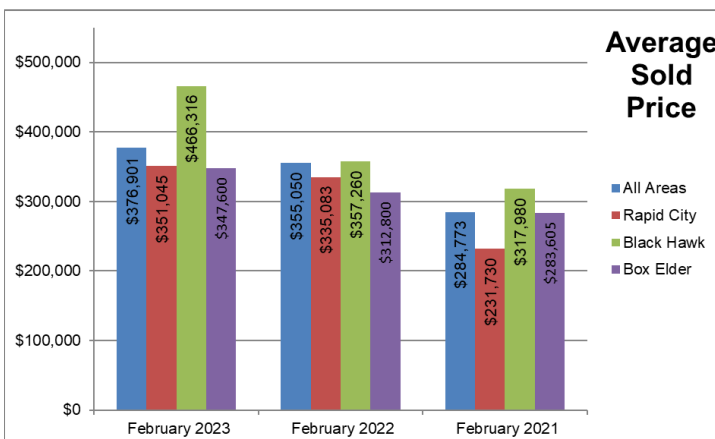
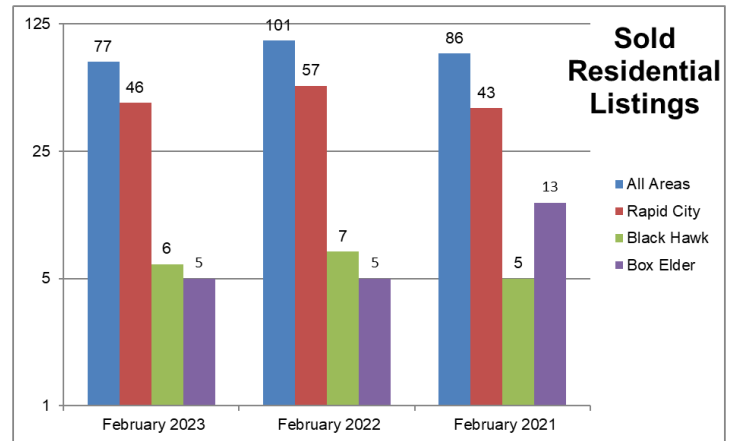
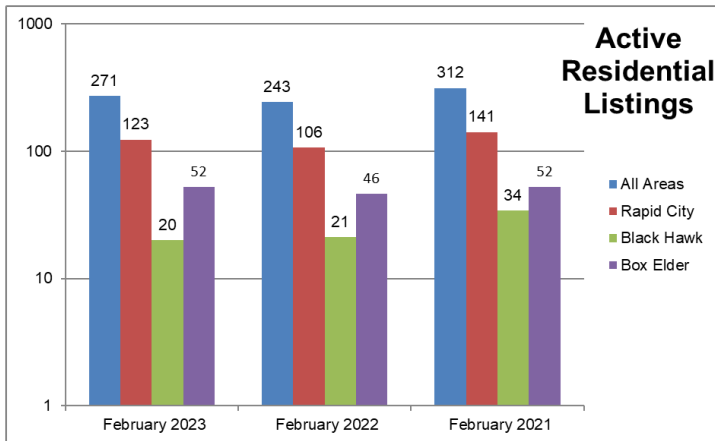


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Rapid City & Area Market Conditions For February 2023



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How To Take The Emotion Out Of Buying A Home

When you are trying to buy a house, your emotions can be all over the place. There are highs and lows, and you may feel like it's a mentally draining experience. You could be feeling excited, stressed, anxious, disappointed or even sad.

It's normal to feel a range of emotions when buying a house. It's a huge decision, and there is a lot to consider. You may have underestimated just how much goes into buying a house. Plus, you're making a potentially very long-term commitment, and it's the biggest purchase most people make in their lives.

You have to think about not just the financial component and your readiness, but whether or not you're prepared for a new lifestyle where you no longer depend on a landlord when something goes wrong if it's your first house.

Right now, with the highly competitive housing market, many buyers are facing disappointment and bidding wars when they find something to make an offer on. The inventory is low and the demand is high, exacerbating an already emotional process. While feeling emotions is normal, at the same time, you can't let this overwhelm you to the point that you don't make the best decision financially and for your family and life.

The following are things you can do to separate yourself from the emotions of the experience.

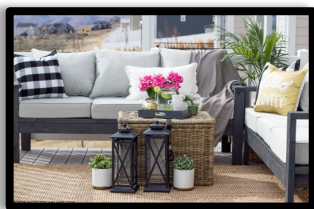
Work With a Great Real Estate Agent

While you might not be able to go into buying a home without emotions completely, that's where a real estate agent can be helpful. A good real estate agent can help you navigate everything and be your voice of reason when you may feel emotionally charged or pulled in one direction or another.

Be Strategic

Before you start the process of searching for a home, prepare yourself to be strategic. You need to map out all of your needs, plus

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How To Extend The Life Of Your Outdoor Furniture



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Outdoor furniture can be an investment. It's often not inexpensive, and you want to get as much possible use out of everything you buy. Of course, the outdoors can wreak havoc on any furniture, but you can extend the life of the items on your deck or patio.

Choose the Right Materials

When you're initially purchasing outdoor furniture and other items, you want to ensure you're selecting the best materials that are going to be able to withstand humidity and rain. For example, look for weatherproof concrete composite and galvanized steel.

Synthetic wicker and teak are also good options.

Acacia can be a good outdoor material, but it will require more maintenance than items made of metal.

Getting high-quality materials can be more money upfront, but the decision will pay for itself in longevity.

When you're shopping for upholstered items like cushions and pillows, one of the best materials is Sunbrella, which is fade-resistant and designed for outdoor use. Make sure any cushion is intended for outdoor use specifically.

Even if you have outdoor cushions and pillows, you should move items inside or put them in a waterproof storage container if it's going to rain.

Get Covers

So often, people underestimate the importance of covering your outdoor furniture. The best rule of thumb is to keep it protected whenever you aren't using it.

If you don't necessarily want to ruin the look of your outdoor areas by having your furniture covered all the time, you might want to at least make sure you cover them before it's supposed to rain or storm, and if you aren't going to use them for an extended period of time. Choose a water-resistant cover that has UV protection.

High-quality covers usually feature double-stitched construction. You want to make sure your cover will allow for enough airflow because otherwise, mildew and mold can become a problem.

When choosing covers, measure all of your items to ensure the fit is neither too loose nor too tight.

Use a Sun and Water Shield

For your pillows, cushions, and umbrellas, a sun and water spray-on shield can give them even more protection. The sprays will dry without odor and help upholstered items repel water. These sprays should also prevent fading and yellowing.

Seal Wood

For your outdoor furniture made of wood, seal it with polyurethane. Polyurethane helps protect the wood from the sun, making your wood look more naturally beautiful.

Choose a polyurethane with UV blockers.

For your aluminum and metal furniture, cover it with paste wax. It's like sunscreen for your furniture.

A coat of outdoor furniture protectant can be good for plastic items.

Keep It Clean

Regularly cleaning your outdoor furniture is important for making it last longer. You should, at a minimum, wipe everything down with soapy water on a fairly regular basis.

If you have wood furniture, use an oil cleaner that penetrates.

If you have wicker, you should spray it down and then use a soft brush with soap to clean the nooks and crannies. Let it dry in the sun. Your cushions need to be cleaned as well.

Finally, if you have an option to store your outdoor furniture out of the elements during the winter, do it. During winters, especially if they're harsh where you are, it's going to be tough to keep your outdoor furniture in good condition.

Courtesy of Realty Times



Mattress Money

You're probably aware but if you're not, lenders will typically

need to verify pretty much everything on a loan application. If it's printed on the application, it will need to be verified via third party sources. An example of third party sources is income. Applicants will enter how much money they make each month but most every loan program out there won't just take the applicant's word for it.

Instead, income verification is accomplished by reviewing the most recent paycheck stubs covering a 30 day period as well as showing year-to-date totals. The last two years of W2s may also be required and if self-employed or if there is income showing on the application that represents more than 25% of total income, recent income tax returns may also be required. This is just part of the verification process.

Lenders verify employment by contacting the employer directly, asking if the individual is indeed working there and for how long. Income will also be verified but again all of this information needs to be verified.

To make sure there are enough funds available for the closing, bank and/or investment statements will likely be asked for. Available funds should be enough to

cover the down payment along with closing costs. Most loan programs also ask for some 'reserve' funds. Reserve funds are those left over after all the closing dust has settled. Lenders want to make sure there are some funds left over after the closing and in general lenders ask for reserve funds based upon how many months' worth of house payments are still in a liquid account. Some programs ask for three months of reserves while there are only two. Reserve amounts can vary from one lender to the next but in general this is the norm.

But what about the so-called 'mattress money'? It is indeed a term used in real estate and real estate finance. Mattress money is funds the buyers own but that are not documented via third party. Some can save up a little here and a little there over time and when it comes time to buy a home, those funds can be tapped into. Yet the aspect of verification comes into play. Funds can't just 'show up' at the settlement table, they need to be sourced. Are the newly presented funds actually borrowed from someone or somewhere? And if so, what are the terms for paying that loan back?

If there are mattress money funds you're planning to use, let your loan officer know well in advance to make sure you close on time with funds that are verified to be yours.

Courtesy of Realty Times

February Real Estate Roundup

Freddie Mac's results of its Primary Mortgage Market Survey® shows that "The economy continues to show strength, and interest rates are repricing to account for the stronger than expected growth, tight labor market and the threat of sticky inflation. Our research shows that rate dispersion increases as mortgage rates trend up. This means homebuyers can potentially save \$600 to \$1,200 annually by taking the time to shop among lenders to find a better rate."

- 30-year fixed-rate mortgage (FRM) averaged 6.5 percent for the week ending February 23, 2023, up from last month when it averaged 6.13 percent. A year ago, at this time, the 30-year FRM averaged 3.89 percent.
- 15-year FRM this week averaged 5.76 percent, up from last month when it averaged 5.17 percent. A year ago, at this time, the 15-year FRM averaged 3.14 percent.

Courtesy Of Realty Times

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your wants. You should have a list of non-negotiables, and then you can have those things you might compromise on.

Realize that you're not going to get everything you want. By going into the situation knowing this and knowing what you won't do without, you're being more strategic in your overall approach.

You'll be better able to walk away from homes that don't meet your must-haves.

Set Boundaries

Along with being strategic about your must-haves, you need to set boundaries for yourself on your budget. These boundaries need to be very clearly conveyed to your real estate agent.

If your real estate agent continues to show you things outside of your budget, leading to heartbreak and disappointment, you need to figure out why and whether you need to make an adjustment or perhaps rethink the person you're working with.

If you don't want to be shown anything outside your budget, make that very clear. Some people don't mind seeing things out of their budget if they're searching for their dream home, but that might not be the right approach for you.

Approach It Like An Investor

Finally, you're buying a home that is right for your family and where you can see yourselves living. At the same time, while that is different from being a real estate investor, try to take yourself out of that homebuyer mindset. Put yourself instead in a mindset of being a real estate investor.

This doesn't mean that you don't envision your family in the home or what your life might look like, but you can think more about numbers and facts versus the emotional aspects of the house.

If you don't have to move, but you prefer to, and you can take a step back from the process when needed, that's beneficial. For example, if you're not finding a house you love in your budget or your offers aren't getting accepted, take yourself out of the market for a while and wait to see if it cools down a bit.

Courtesy of Realty Times



Courtesy of:

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Black Hills Events

Rapid City Rush Games

March 30 & 31
April 1, 12, 14 & 15
The Monument, Rapid City

Bluegrass Night At The Gaslight

March 16, 23 & 30 - 6:30 PM to 9:00 PM
The Gaslight, Rockerville

Badlands Little Britches Rodeo

March 17– 19
March 31 - April 2
Central States Fairgrounds

2023 Black Hills Home Builders Home Show

March 24, 25 & 26
The Monument

Kountry Junkin' Spring Market

March 25 - 10:00 AM to 4:00 PM
Central State Fairgrounds Event Center

Kids Fairs

April 1 & 2
The Monument

Hill City Children's Easter Egg Hunt

April 1 - 9:45 AM
Hill City Visitors Center

Forks, Corks & Kegs Food, Wine & Beer Festival

April 14 & 15
Deadwood