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What it Really Means to Own a Home

Happy Holidays!

Hello and Happiest of Holidays to all my readers! Thank you for your support and for reading my newsletter each month. I have loved hearing your feedback! Last month I discussed emotions and real estate and I received some texts and enjoyed a few conversations about the topic. This month, I would like to delve into something else that may be understated in real estate. Homeownership! Sounds crazy I know but, homeownership is a lofty undertaking, and I would like to talk about what it really means to own a home.

In the Before Time

John and I bought our first home when we were very young. Admittedly, I was completely oblivious to what it would take to purchase a home let alone own and maintain one. However, in our case, ignorance truly was bliss! I have always been an optimist and I was determined. All I knew was I did not want to pay rent any longer, I wanted more space and a happy, long-term nest for our growing family. That strong *will* paved our way and we got through it; albeit, with many lessons learned along the way!

Before the days of smart-phones, high-speed internet, and answers at your fingertips, we endured one of our first “uh-oh” moments of homeownership. It was our first weekend in our new home, and we had family members staying with us. Someone used the upstairs shower without tucking the curtain into the tub and water flooded the floor. Because the seam to between the tub and floor was not sealed properly, we ended up with water in our dining room below. My immediate reaction was (well, panic because I was young and totally freaked out) then it was to call our agent (Bob McKiernan) to see if he had any tips. He was gracious and helped us resolve the issue. I look back on that and think how far we have come.

Prepare to Learn

Over the years, nothing has ceased to surprise or amaze me when it comes to owning a home. We have learned how to tackle some pretty large projects and overcome some fairly urgent situations. With that said, we also learned the importance of having reserves to cover any emergencies that may come up. We are all different when it comes to our skill-sets and knowing your limits is important when it comes to maintaining a home. We learned early on when it was appropriate for us to call in a professional or tackle something on our own. When I look back on when we bought our first home, in hindsight, and by any practical measure, we had no business taking on such a huge responsibility! Honestly though, that is how we learned. I am not saying for



everyone to just throw caution to the wind and buy a home on a wing and a prayer; however, no matter your situation, there is no better teacher than experience! You learn a lot about yourself as well as how to “DIY” when needed. After all, nothing is more motivating than getting a quote for a project that is so high you decide to become a You Tube University graduate! It can be rewarding to take on those challenges.

Know Your Limits

As mentioned above, knowing your limits is a huge part of homeownership. If you are afraid of heights, have a bad back or other limitations, I would suggest calling in a professional before climbing on the roof or taking on other repairs that require putting yourself at risk. I

can recall a few occasions where John and I were out on an aluminum ladder in a lightning storm trying to clean out a leaking gutter to stop the water from going to unwanted places. That same storm brought water in from underneath our home through the concrete foundation and required some expert help. We were recently knee deep in mud attempting to stop a water main leak in the front yard; truth be told, that one required a plumber! We knew our limits in each situation and when not to refer to Google except to find a professional. Homes require love and attention and if neglected, repercussions can be costly.

Ownership Means Maintenance

We do have some horror stories of homeownership from floor to ceiling! I am sure not to sugar coat that when working with clients. I use our personal lessons as examples to my clients; not to scare the pants off them, rather to help them to be aware and proactive. When embarking on owning a home, it is important to be informed and understand that homes will require maintenance. Time flies when you own a home! Just recently, our garbage disposal failed, and I caught myself saying “didn’t we *just* replace that...oh, wait – 10 years ago?” Systems and appliances do not last forever. Roofs, gutters, water heaters, plumbing...it all requires care.

In Closing

Homes are like living, breathing beings; they require care, attention and can get expensive if left unattended. Having the necessary resources and knowing your own limits can help any first time home buyer or seasoned home owner be more prepared. All of that being said, homeownership is a profoundly rewarding endeavor and worth the adventure. Should you ever find yourself in need of a referral for a professional to help you with your adventure, given our experiences, I am happy to help!



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Much to be Grateful for

As we wrap up the year it is a time to reflect and there is so much to be grateful for! It was a wonderful year and I met many very special people. I am sincerely grateful for all of you and your continued support! I am looking forward to a very Happy and Prosperous New Year!

I would like to congratulate the following families on their recent closings:

- ◆ Congratulations to **The Bendicksons!** It was such an honor to be chosen by you! Thank you for the opportunity to help you sell your home!
- ◆ Congratulations to **The Sigerson Family!** I appreciate your continued support and wish you the best on your adventure!
- ◆ Congratulations to **Angelina G.!** I appreciate the opportunity to be of service—thank you!

This month also marks the One Year New Home Anniversary for **Sibyl and Wuyi!** Time has flown by! Enjoy another year in your new home!

Happy Holidays to all of you! I hope you all stay warm and safe!



Cheers, Adriana

November Tri-County Trends

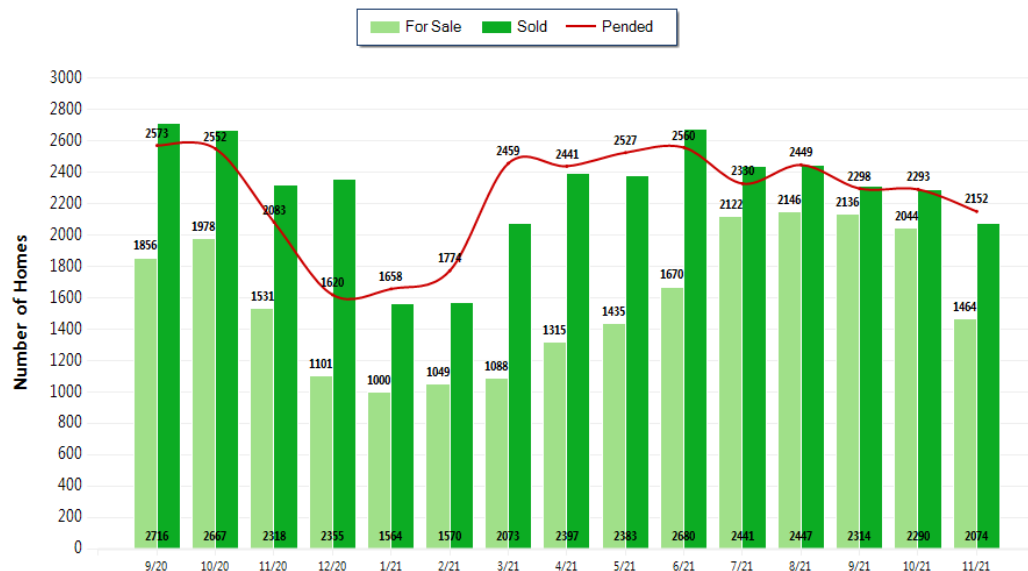
Our current trends are continuing to indicate a Seller's market. Here is a summary of November 2021's Statistics for the Tri-County Area (Sacramento, Placer and El Dorado Counties)

The number of listings for sale was down **4.4%** from one year earlier and down **28.4%** from the previous month. The number of sold listings decreased **10.5%** year over year and decreased **9.4%** month over month. The number of under contract listings was down **6.1%** compared to previous month and up **3.3%** compared to previous year. The Months of Inventory based on Closed Sales is .07, the same as the previous year.

The Average Sold Price per Square Footage was up **1.2%** compared to previous month and up **19.4%** compared to last year.

The Median Sold Price increased by **1.8%** from last month. The Average Sold Price also increased by **1.8%** from last month. Based on the 6-month trend. Both the Average Sold Price, and the Median Sold Price trends are "Neutral".

The Average Days on the Market showed an upward trend, an increase of **5.6%** compared to previous year. The ratio of Sold Price vs. Original List Price is 100%, the same compared to the previous year.



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