



Amerival Realty & Valuation

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READING, WRITING AND RYTHMETIC!

BY

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KNOW THESE?- Here are some terms which you may not be familiar. Give them some thought and you will find the understandings toward the end of this edition of the Newsletter.

VALUE VACANCIES HOMEOWNERS'S ASSOCIATION CAPITAL IMPROVEMENT

*Please don't miss the **Professional of the Edition** on the following page.*

SELLER'S MARKET?- The latest I have heard is that we are in a Seller's Market because there are few houses available for sale, thus demand is up without a counter balance of available housing. There is some advice from the alleged all knowing housing soothsayers. First, is being overly eager thus pressuring yourself to make a decision before the house is gone. This is the same thing that happened in the early 1980's and again in the early 2000's. A simple supply and demand scenario. So, don't buy through self-imposed pressure.

Secondly, to avoid a loss a prospective buyer today should have all the necessary paper work completed and approvals for a loan in hand so one can react quickly. Thirdly, the primary focus for a perspective buyer is having a clear understanding of the needs and wants of your family. Before you look at one house or even start to see what is available, decide on the neighborhood and discuss each one you may consider with your family. Most younger families have kids and both parents are working, so where does Gram & Gramps live and how far, or sisters, brothers, cousins and close friends, because you may be needing there help taking care of the kids. In other words, cover your bases of real family needs. Fourthly, when ready do your homework. Learn about housing construction and how to see telltale signs of problems in a house. Then, find a real estate person. Don't get conned by large firm advertising. You will only deal with one agent and that is on whom you must focus. So, ask around and see who was serviced by whom. Yes, follow ads and look for real estate signs. Here's a trick. When you see a for sale sign, knock on the door and rather than asking about the house ask about the agent. You'll be shocked to find how many people are disappointed in their choice and are

(CON'T) can't wait for the listing to be over so they can find a "good" agent. Discuss with the agent your needs and what you believe is important for your family members. The more they know the better they can help in your search. Fifthly, know your financially limitations and under no circumstance exceed that no matter how great the house may be. You'll start your exciting new homestead in over your head with little to enjoy. This brings us to the problem with hot markets. These are the markets that create the foreclosure activity. It is what happened in 2007 and 2008 +. Your new house should be your new "home", a place in which after a difficult day you can go home and rest your head, not come home and be faced with a stack of unpayable bills.

Courtesy of

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VALUE VACANCIES- Involves the marriage or joining of an internet based business with a brick and mortar product store. In short, it is a market opportunity that can be exploited through a digitally enabled business model. The recent buy-out of Whole Foods Stores by Amazon is the leader of this new business model. It is recognized that presently internet ordering of typical store products is about \$11 billion annually; and, it is recognized that this form of delivery market can explode to #210 Billion annually in the long term. Thus, a value vacancy represents business opportunity not yet explored. With rapidly expanding technology advanced thinking without bounds will bring about dramatic changes in the next 20 years.

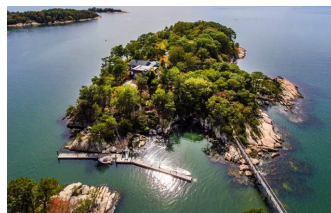
HOMEOWNER'S ASSOCIATION (HOA)- A homeowner's association (HOA) is an organization in a subdivision, planned community or condominium that makes and enforces rules for the properties within its jurisdiction. The purchase of the property automatically makes the homeowner a member of the HOA and dues are required. Some associations can be very restrictive about what members can do with their properties. Major problem with HOA's in most districts have significant legal powers which may provide them restrictions as to fences, additions, landscape, color of the house, and mailboxes. And, even as to how many real pumpkins one may have displayed on the front lawn on Halloween. Many boards are comprised of people who just need to be in charge or are making up for not being in charge of anything during their life. It's frightening. And, yes there are regulations necessary to maintain homogeneity and to preserve all the residents lives so as not to be made to appear less accomplished or capable of doing certain things.

CAPITAL IMPROVEMENT- A capital improvement is the addition of a permanent structural change or the restoration of some aspect of a property that will either enhance the property's overall value, increases its useful life or adapts it to a new use. This type of improvement, according to the Internal Revenue Service (IRS), is required to be any addition or improvement to a piece of property that is expected to last for longer than one year. Although the scale of the capital improvement can vary, both individual homeowners and large-scale property owners make capital improvements

PIRATES KNOW HOW TO LIVE-

Captain William Kidd's island getaway. The tale says Kidd used one of the islands in the Thimble Islands, an archipelago off the coast of Connecticut. Access to this island is via launch but when on shore it is near major highways to Boston and NYC.

The interior is very well done with 4 BR's & 3 baths. It has a wrap around porch and fabulous seascapes, clay tennis court, 2 docks for 8 boats and a sand beach. Only \$950,000.



THIS EDITION'S SELECT PROFESSIONAL

Peter R. Vidi — 7727 Belle Point Dr., Greenbelt, MD 20770; Tel. 301-220-1692; Fax 301-220-1697

Mr. Vidi has been in my life since 1977. He is one of the most accomplished people I know and more than that he is one of two men that I consider brothers. His entire life has been molded in real estate. His father was a broker and appraiser and director of one of the most recognizable banks in Washington D.C. and a very successful man. His mother was also involved in real estate but as an executive for one of the federal agencies. Peter played on the floor near his father's desk. Peter did not lull himself through life on his parents' success. He went one step further, he surpassed their accomplishments. He is president of three prong real estate company known as Associated Title Group, Inc. He has a real estate brokerage business and obviously a title company. Our involvement came through our mutual love and excitement for appraising. We're both nuts, what can I tell you. We have worked on litigation cases together and gone through most of life's experiences at each other's side. What does this have to do with you, you ask. Peter's title company can hand title in several states including NJ. He also is the best real estate expert I know. I reach out to him when I need help and he is always there for me. He travels in a circle of true accomplishment. If you need help, you can call him or reach out to me and I'll get to him immediately. He is likely the most renowned real estate expert in Washington DC. His area of coverage is, DC, Md, N. Va., and De. And, NJ.