

LONG BEACH Real Estate CORNER



MAY/JUNE 2024

What Comes First? Buying Or Selling

If you currently own a home and are considering a move, you may be wondering, "Should I buy a home first or sell a home first?" The answer is, it depends on a number of factors.

Some general factors to consider in evaluating your options are:

- Market conditions
- Financial resources & equity position in your current home
- Your tolerance for risk and the possibility of moving twice
- Your sense of urgency or flexibility with regards to timing

Determining the source and size of your down payment for the home you're buying is a critical step. Will it come from your current home or do you have other funds available? And how much equity do you have in your current home? To determine that, you'll need to know the approximate value first. Then you can subtract what you owe and the cost of selling to come up with your available equity. Once you have a good idea of equity, talk to a lender about your options. While many people who want to use their current home's equity to purchase their next home opt to sell first, there are some loan options that allow you to tap into your current home's equity and buy first.

Other factors to consider:

- Willingness to move twice
- Options for temporary housing
- How urgently you want or need to be in your new home
- How picky you are and what the inventory of homes is in the area and price range where you'll be looking
- How quickly you think your home will sell and the inventory of homes available in the area and price range where you'll be selling.

Selling First

Choosing to sell first can allow you to make a strong, non-contingent offer if you close escrow first, will allow you to know exactly what your net will be, and will ensure that you'll only have to pay one mortgage. However, if you don't have temporary housing lined up, it may mean you need to move twice. Building a contingency or rent-back period into your sale contract can help to ease the transition.

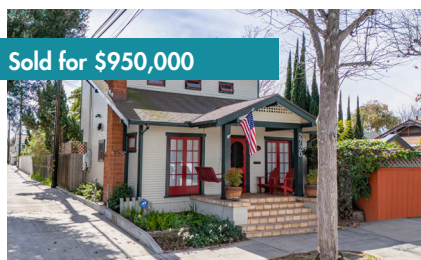


Buying First

Buying your next home before selling means you don't have to be in a rush to find the right place and you'll have the certainty of not giving up your current home before finding a replacement. You'll have more control over your timeline and the certainty of only having to make one move. Additionally, you can complete any work to the replacement home before moving in without feeling rushed. However, paying two mortgages can be a strain financially and you'll need to commit to a price on the new home without being certain of the net on your current home.

If you'd like assistance with determining your current home's equity or comparing market conditions in the area where you're selling or buying, give us a call at 562.896.2456.

JUST SOLD



Sold for \$950,000

2720 E 8th St.

Sold this beautiful Rose Park home at full price after 7 days on market



Sold for \$865,000

4413 Woodruff Ave.

Helped our buyers relocate from Northern California to this lovely Lakewood home



Sold for \$590,000

1062 Lecouvreur Ave.

Helped our buyers purchase their first home in Wilmington

Is Your Backyard Ready for Summer?



As the days grow longer and the weather warms up, it's a great time for outdoor entertaining. But before you send out the invitations and fire up the grill, take a moment to ensure that your back yard is primed and ready for the occasion. Here are some simple yet effective steps to transform your outdoor space into the ultimate party haven:

Power Wash: Nothing looks better than a freshly washed house, fence, deck, and patio. If you're short on time or equipment, a meticulous sweeping and rinse with a hose can still do the trick. Be sure to get all sidewalks, debris, dead plants, and cobwebs. If your

deck needs a little TLC, add a fresh coat of stain and sealant. And, don't forget the BBQ: wash it and replace the grill if necessary.

Prune & Trim: Even if you have a gardener, do a little extra weeding, edge your lawn, and prune back all trees and shrubs. Cutting off dead flowers will encourage future blooms, especially with roses. And remember mulch is your friend. Use it as ground cover or in your flower beds.

Improve the Furniture: Your outdoor furniture sets the stage for your guests. If your budget is tight, a thorough cleaning of existing furniture can make a world of difference. Create a warm and cozy space by adding pillows, rugs, and throws. If all the rain this year took a toll on your outdoor furniture, consider investing in new pieces to elevate style and comfort.

Add A Pop of Color & Light: Transform your space with bursts of color by adding hanging flower baskets, clay pots, and planter boxes filled with blooms. And consider adding lighting, which can add festivity and sophistication. String bistro lights across your yard to cast a warm and inviting glow and place candles strategically to add ambience.

Simple Pest Control: Ensure that pesky insects don't crash the party by lighting citronella candles.

With these simple steps, you can turn your backyard into a beautiful retreat that's perfect for entertaining guests and creating cherished memories under the open sky.



The Ins and Outs of Air Conditioning

As temperatures climb and the sun beats down, it's time to ensure that your home is equipped to handle the sweltering days ahead. One of the key components for summer readiness is your air conditioning unit. Whether you're firing it up for the first time this year or considering

your cooling options, we've got you covered with a comprehensive checklist and a guide to the different types of air conditioning systems available.

Preparing Your AC for the Summer Heat:

- 1. Clean or Replace the Filters:** Most systems have a replaceable or reusable filter and cleaning or replacing them regularly ensures optimal airflow and improves indoor air quality.
- 2. Clean the Condensation Lines:** The condensation line plays an important role in removing excess moisture from the air conditioner so be sure to clear any blockages to prevent possible water damage and mold growth.
- 3. Clean the Fins/Condenser Coils:** Over time, dirt and debris can collect on the fins and coils, hindering the unit's efficiency. Cleaning will help ensure that the unit runs smoothly and will reduce energy consumption.
- 4. Clear Debris Inside & Outside the Unit:** Making sure there's no obstructions to airflow can prolong the life of the unit and prevent costly repairs later.
- 5. Check the Concrete Slab:** Ensure that it is level and not damaged as an uneven surface can affect your AC performance.

Air Conditioning Options

If you don't have air conditioning or are considering an upgrade, here are some options to consider:

1. Central Air Conditioning: Widely regarded as one of the most effective and efficient cooling systems, central air conditioning distributes cool air throughout your home via a network of ducts.

2. Ductless Mini-Split Systems: Ideal for systems without ductwork, ductless mini-split systems consist of multiple indoor units connected to a single outdoor unit. They offer customizable cooling solutions and are easy to install.

3. Portable Air Conditioner: Perfect for cooling specific areas or rooms, portable AC units provide flexibility and convenience. Simply roll them to the desired location.

4. Window Air Conditioner: A popular choice for single rooms or apartments, window AC units pull in warm air, cool it, and then circulate it back into the room. They're relatively easy to install and cost-effective.

Whether you're giving your existing AC unit a tune-up or exploring new options, a little preparation goes a long way in keeping your home comfortable during the hottest months of the year.

Real Estate Investment 101? Watch the replay of our webinar

If you've ever considered investing in real estate but weren't sure how to get started, then watch the replay of our recent webinar. We cover types of investment properties, how to evaluate properties, available financing, and much more. Scan the QR code to watch the replay. Want to schedule a consultation to discuss your investment goals? Give us a call at 562.896.2456.

Investment Webinar Replay



SCAN ME

Local Spotlight:

Long Beach Gay Pride



Celebrating 40 Years of Love, Music & Community



Get ready to paint the town rainbow because Long Beach Pride is back and better than ever, celebrating four decades of love, unity, and unapologetic self-expression! What began as a modest gathering forty years ago has blossomed into one of the city's most anticipated events, drawing more than 80,000 people each year.

Mark your calendars for May 18th and 19th as the Marina Green park transforms into a kaleidoscope of color and sound. This year's theme, "Rhythm of the Rainbow," celebrates the universal languages of love and music, promising a weekend that will be music to your ears and a feat for your activities.

From Dawn 'til Dusk: A Weekend of Festivities

The fun kicks off at 11 a.m. each day, with the festival grounds open until 10 p.m., ensuring nonstop and vibrant excitement. Immerse yourself in live music, enjoy delicious food, and prepare to be entertained by myriad live performers.

A Parade to Remember: Marching Towards Equality

Join the jubilant procession on Sunday morning as the Pride Parade takes center stage at 10 a.m. Floats, performers, and proud marchers,

will make their way along Ocean Boulevard, spreading love and acceptance with every step. The parade route stretches from Lindero Avenue, by the Long Beach Museum of Art, to Alamitos Avenue, and the parade is a spectacle you won't want to miss.

Run for Price: Lace Up and Show Your Support

You can also start your Sunday off on the right foot by participating in the annual Pride Run, beginning at 8 a.m. at the corner of Junipero Avenue and Ocean Boulevard. Whether you're a seasoned runner or prefer a leisurely stroll, there's something for everyone with 5K and 10K runs, as well as a 5K walk.

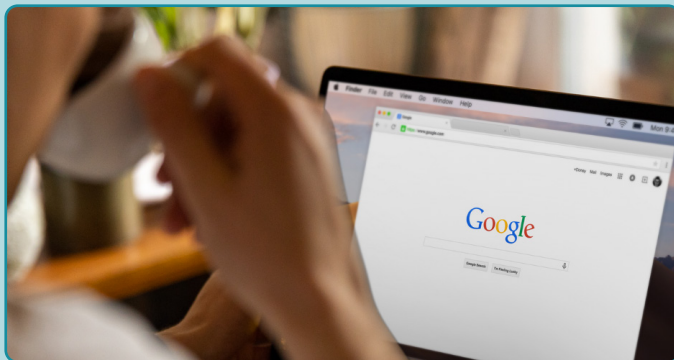
Join the Celebration: Be A Part of History

Whether you identify as LGBTQ+ or simply believe in the power of love and equality, Long Beach Pride welcomes everyone with open arms. Don't miss your chance to be a part of this extraordinary celebration of diversity, resilience and unity. Visit LongBeachPride.com for details on this year's festivities and performances.

With the festival around the corner, grab your friends, dust off your dancing or walking shoes, put on your sunscreen and prepare to make some memories that will last a lifetime at Long Beach Pride 2024.



Should You Google The Other Party To Your Transaction?



We look up almost everything on Google in today's world and so you may wonder, should you check out the other party to a transaction if you are buying or selling property.

Home buyers may Google sellers to find information they could use to help at the negotiating table, things like recent job promotions or transfers to a different city. Photos of a new house or posts about

things like deaths or divorce could provide insight to timelines or motivations.

Home sellers may Google buyers because they want to know more about the person or people who could be buying the home. It's human nature to be curious, and if home sellers have strong attachments to their house, they sometimes want to make sure they have a good feeling about who will be living there next, particularly if they have close relationships with neighbors.

What to watch out for

Be very careful that you don't engage in housing discrimination. You don't want to make decisions about how to proceed with negotiations based on information you learn about someone's age, race, sexual preference or anything else.

You also want to be very aware that not everything you see online is reliable. Do not believe everything you read, and definitely, do not make an assumption based on the information you do find. Making assumptions might lead to insulting the other party and could be counterproductive.



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Enjoy Fresh Herbs This Summer: How to Plant an Herb Container Garden



Fresh herbs add a bit of pizzazz to almost anything, and growing them at home means you'll always have them on hand without having to make another trip to the grocery store. Growing herbs in containers means you can have an assortment of options with limited space.

Herb container gardens work well on decks, patios, balconies, front steps, and even window boxes. With these tips, the next time you want to add a garnish to your salad or cocktail, you'll have it on hand.

Choosing a Container: Herbs need lots of drainage, but as long as you choose a container that allows this, herbs are very forgiving. It's hard to over or underwater them.

Taking Care of Your Herbs: Besides watering your herbs, the most important step in caring for them is making sure they get plenty of sunlight. Herbs need at least 6-8 hours of sunshine a day. Use a high quality soil for planting, and make sure that if you're fertilizing, you do so sparingly and choose an organic one.

What to Grow?

Rosemary - Rosemary grows best in hot, dry, sunny spots. Rosemary is drought-tolerant so keep the soil moist. Be sure to water it especially when the soil feels dry. Keep your rosemary well pruned to assist its growth.

Basil - Basil is one of the most versatile herbs you can grow! It grows best in full sun and fertile, moist soil. Basil is a good companion with parsley, thyme, and other herbs when grown in a pot that holds at least 5 gallons of soil.

Mint - Mint is one of the easiest plants you can grow and a great start for beginners. It can grow in many soil types and degrees of sunlight, but it produces the best leaves in rich soil. Mint will spread if planted in the ground, so a container is best for this hearty herb!

Dill - Dill is another great plant for beginners. It tolerates the heat and cooler places (although it won't grow as well if placed in the shade). Water it regularly and weed it often for a full, bushy, dill plant. It can be used in a variety of dishes including salads, vegetables, meats, and sauces.

4 Simple Ways to Sell Your Home This Summer

If you have been thinking about making a move, but keep putting it on the back burner, don't worry. It's not too late. Here are four easy steps to help sell your house this summer.

- 1. Build Your Team:** First and foremost, let's talk! The right agent can help you create an action plan that includes strategic marketing and pricing.
- 2. Who You Hire Matters:** An experienced agent knows how to help you make your home desirable to buyers and can provide you with realistic expectations.
- 3. Hire An Agent That Knows The Market:** It may be tempting to save money on broker fees and commissions and try selling your house on your own. But if you sell for less than you would have with an agent, going it on your own may actually costing you more than you save.
- 4. Simple Tasks You Can Start Now:** Deep clean and declutter both the inside and outside of your home including your garage. Bring the outdoors in with plants, fresh flowers, and bowls of colorful fruit. Clean your windows and blinds. Add a pop of color with pillows, rugs, and throws. Your agent can give you a list of repairs that will add value to your home and increase your bottom-line profits.

Selling your home includes many moving parts. If you'd like to sell your home this year, let's chat about your plans. Call us at 562.896.2456 to set an appointment.

WONDERING WHAT YOUR HOME IS WORTH?

Scan the QR code for a fast, automated valuation or call us at 562.896.2456 for a more detailed, comprehensive valuation.



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