

Sun-Sational Summer

Your Local Summer Real Estate Update

Vol. 7
Summer
2022



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Break the Bank

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A NOTE FROM SHERI WESSEL



Everything I Touch - Turns to **Sold!**

Dear current and future clients,

The temperatures are rising, and my mission is to shield you, your loved ones, and your living space from any unwanted heat! That's why I have filled the latest issue of my local real estate magazine with articles intended to make buying, selling, or renovating a home this season a breeze. I hope the information within these pages helps you keep your property dreams afloat.

Grab yourself a frozen treat, seek some AC, and flip through this cucumber-cool content. Articles include an exposé on the ins and outs of mortgages, budget-friendly kitchen renovations, and some affordable vacation ideas that are light on money but heavy on making memories. Plus, you'll find some of my most popular local listings, client success stories, and so much more!

And, as always, if you have any questions or just want to talk more about our local real estate market, I am just a phone call away.

Here's to a sun-sational 2022 summer!




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QUARTER IN REVIEW

13 County Twin Cities Market Snapshot

	Q2 2022
 Number of Homes Sold	16,330
 Average Sale Price	\$439,905
 Average Days on Market	24

Keller Williams Premier Realty - East Suburban Snapshot

	Q2 2022
 Number of Homes Sold	365
 Average Sale Price	\$431,700
 Average Days on Market	30

5 Vacation Tips that Won't Break the Bank

Contrary to popular belief, summer vacations don't have to put a dent in your wallet, even with rising gas prices and inflation. With a dash of creativity and frugality, you can create sun-sational memories that will keep your heart (and bank account) full and happy. Check out our list of fun yet budget-friendly vacation ideas that will inspire you to seize the day with your loved ones in the warm months ahead.



A scenic view of a river or lake with people tubing and kayaking, framed by a teal overlay containing text. The background shows a lush green shoreline with trees and a city skyline in the distance. The teal overlay is semi-transparent and contains white text.

1. Make a Splash with a Water-Soaked Getaway

What's a quintessential summertime activity? Being near a body of water, of course! Go to a local water theme park to ride the giant wave pools and surf simulators. Or hit up a less popular beach in your city to go from pale to tan (while swatting away pesky seagulls from your ice cooler!). If neither is available to you, try going to a nearby lake or river to go tubing with family and friends.

2. Explore the Great Outdoors à la Lewis and Clark

Fun fact: There are a total of 3,729 state parks - and over 400 national parks - in the U.S. This means there's no shortage of outdoor adventures you can embark on! From fishing to hiking, swimming to bird watching, there's a recreational activity for everyone to enjoy while reconnecting with Mother Nature. Besides, there's nothing quite like the fresh outdoor air to rejuvenate your mind, body, and soul.

Hint: Want to find a state or national park near you? Visit www.stateparks.com

3. Create a Fun Living Room Campout

If nature isn't your cup of tea, bring the outdoor adventures inside! Transform your living room into a cozy campground by pitching a tent or building a makeshift fort using blankets, throws, and your surplus of accent pillows. To create the perfect camping ambiance, play sounds of nature in the background as you make s'mores by the stove, sip on hot chocolate, and play multiple rounds of UNO with your family.

4. Visit Family or Friends in a Different City

Life is too short to not spend quality time with family or friends, especially if they live just a short drive away. Even better if they can provide you with free room and board! Show your gratitude for the complimentary food and lodging by whipping up delicious meals and desserts. If staying with loved ones isn't an option, book a motel or an Airbnb nearby. Whether you're in their house (or someone else's), be sure to reminisce on the good old days while creating new memories together.

5. Say "Yes" to a Staycation

Being a tourist in your hometown gives you a fresh perspective on your city. Dine at that fancy restaurant you've been eyeing for months. Go gallery hopping for a day to admire the fine craftsmanship of local artists. Or visit your nearest pick-your-own farm to stock up on fresh seasonal produce, giving you the ultimate farm-to-fridge experience. Who says you have to venture outside of your city lines to have a blast?



FEATURED LISTING



1190 Ottawa Ave., West St. Paul

Low \$300,000's
1619 sf
3 bed / 1 bath

Home Sweet Home! This little gem is located in the highly sought after neighborhood of West St. Paul! Easy access to downtown St. Paul, freeways, and shopping - plus Cherokee Park is a short walk away. This Bungalow with good bones and several updates is perfect for a new homeowner.

COMING SOON

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You can also schedule in-person or virtual tours through the KW App!
Download it at your app store to get started: app.kw.com/KW12RK3QO



4 FIRST-TIME HOMEBUYER FACTS TO HELP OVERCOME YOUR FEARS



This article is adapted from Gary Keller and Jay Papasan's upcoming book *Your First Home*

If you're on the market to purchase your first home, making the transition from renter to homeowner can be overwhelming and scary. Yet, as Gary Keller writes in the second edition of *Your First Home*, "Those who live the most fulfilling lives base their decisions on facts, not fears."

We've outlined four powerful facts from *Your First Home* to help aspiring homeowners move toward the fulfillment and abundance Keller and Papasan nod to. Delivered with empathy and care – these facts can help quell your fears and move you closer to experiencing all the bounties homeownership brings.

Looking for more? I have pre-ordered 20 books - if you would like a free copy please email me at: sheriwessel@kw.com

01



Fear: “I can’t afford to buy a home now.”

Fact: Until you do the math, you don’t know what you can or can’t afford.

If you are currently paying rent, generally you can afford to buy. From a financial point of view, in the United States, the tax savings on mortgage interest alone usually makes up most of the difference between your rent and mortgage payments – the tax write-offs you get at the end of year will generally help you save a lot of money.

Additionally, depending on your credit score, you can end up affording more than you realize. Note: The credit scores used for mortgage lending tend to take on a much larger picture of your overall credit score.

Finally, although there may be a higher initial cost to buying a house, if you’re planning on staying in one place for a few years, the equity you build can end up being a financial boon.



Read More Here: gokw.info/3J1JiLY



02

Fear: “I should wait until the real estate market gets better.”

Fact: There is never a wrong time to buy the right home.

Whether “right” means the right price or the right property for you, waiting for the perfect market timing seldom works to your advantage. If you don’t believe us, look back to the Great Recession when the bubble around the housing market burst, GDP declined 4.5% and unemployment rose to around 9.5%. Everyone still feels the impact of this incredible financial event. But, like those who endured the Great Depression, the people who lived through the Great Recession made it through, and benefited from an era of financial growth. In fact immediately following the Great Recession, the United States entered the longest period of rising prices and general prosperity since World War II. The fact of the matter is, even the biggest economic downturns are, well, normal. Even when there were some events that threatened to dampen the economy, like the COVID-19 pandemic, the housing market still continued to thrive.

In the end, there are two ways to make money in real estate: timing and time. That is you happen upon the right moment to purchase your home before the price appreciates, or you hold it for a long enough time so that appreciation makes your purchase investment right. If you miss the first, you can most certainly count on the second.

03

Fear: “I don’t have the money for a down payment.”

Fact: There are a variety of down-payment options available to you.

While many people believe that making a home purchase requires a substantial down payment, as much as 20%, this is seldom true. Options are always available to you that require much less than this number, as low as 5%; some even less. Moreover, most states have down-payment assistance programs that can help you afford to buy.

House-hacking can also be a great way to make homeownership a more affordable option. House-hacking is when you purchase a piece of real estate and lease out one of the bedrooms or units. This rental income can then be applied toward your mortgage. Or, you can participate in home rental programs like Vrbo or Airbnb. While it may not be ideal all of the time, you could always make your month’s mortgage payment by renting your place while you’re on vacation.

04



Fear: “I can’t buy a home because my credit score isn’t good.”

Fact: A less-than-perfect credit score won’t necessarily prevent you from buying a home.

Although it’s valuable to have a good credit score, a poor one shouldn’t necessarily prevent you from talking to lenders to explore your options. You can expect that a good loan officer (or mortgage specialist) will be able to help you resolve your credit challenges, often simply by showing you how to move or consolidate your debts, or by referring you to a credit counselor who will put you on a plan.

If you’re facing the challenge of having no credit history because you are new to the workforce or have not made regular purchases on credit, there are still possible solutions that you may want to explore. One is to secure financing with the help of a cosigner, such as a parent or close relative, who is willing to stand by your ability to make the payments. Another can be finding a lender who is willing to use alternative forms of history such as student loans, rent, and utilities.



 **Looking for more homeownership resources?**

Head over to the *Your First Home* webpage: gokw.info/3cnI2X0

REAL VALUE REAL EXPERIENCE



Sheri Wessel
Real Estate Agent

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and Multicultural Relations
Univ. of St. Thomas

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Super Real Estate Agent
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Top 3% of MN agents nominated for this award*

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Based on total sales volume

Awarded
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“When you choose to work with me, you’re partnering with a trained agent that has the backing of the world’s largest real estate company, consisting of 200,000+ associates around the globe. That puts your search in the hands of the largest, most resourceful real estate network.

And, by choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged with what’s happening in the neighborhoods you’re eyeing.

Keller Williams was built on a simple-yet-revolutionary principle: people are what matter most. To help cement this understanding, we’ve formalized a belief system that guides how we treat each other and how we do business.”

35
YEARS IN
BUSINESS

761
TOTAL CLIENTS
SERVED

604
REPEAT CLIENTS

37
CLIENTS SERVED
IN 2021

- WIN-WIN** or no deal
- INTEGRITY** do the right thing
- CUSTOMERS** always come first
- COMMITMENT** in all things
- COMMUNICATION** seek first to understand

- CREATIVITY** ideas before results
- TEAMWORK** together everyone achieves more
- TRUST** starts with honesty
- EQUITY** opportunities for all
- SUCCESS** results through people

SUCCESS STORIES

Rami & Heidi



WHAT THEY SAID

“ Sheri was very professional, she took the time to learn about us, our wants, and needs, and then worked hard to help us find the right property. Sheri's amazing knowledge of the real-estate business saved us money, got things done fast and without any hiccups. I recommend Sheri to anyone asking about a realtor and would hire her again next time we are ready to sell and buy.

If You Can't Stand the Heat , Cool Down Your Kitchen!

Six Easy and Cost-Effective Ideas for Your Summer Cooking

Nothing brings people together like food, and no room in your home is more important for forging those connections than the kitchen. Unfortunately, spending time in your kitchen during the summer can lead to higher indoor temperatures and even higher bills. Below are six ways you can keep your loved ones fed without bringing your AC unit to the brink.



1. Grill Baby Grill!



The easiest way to avoid overheating your kitchen is by doing the bulk of your cooking in the great outdoors. Summer is grilling season, after all. Whether you have a sprawling backyard or a sliver of a balcony, there's an outdoor cooking apparatus for you (so long as you aren't violating any safety codes). The most common way to cook outside of your kitchen is a tried-and-true grill, and with the variety of sizes and heat sources currently on the market, there's truly something for everyone.

If you want to get a little more crafty with your culinary pursuits, purchasing or building your own wood-fired oven is perfect for pumping out pizza for everyone in your neighborhood or charring a whole heap of vegetables.

Looking to add a little spice to your setup? Buy a propane tank, a metal stand, and a paella pan to create your own cocina.

2. Cook Cooler Cuisine



Would you rather stick to preparing your meals in a climate-controlled setting? Good news! You can stay in your kitchen and reduce your energy demands by focusing on dishes that are best served cold (aside from revenge). Looking for a simple solution? Craft a charcuterie board containing refrigerated meats, cheeses, fruits, vegetables, and dips like hummus. You could also skip the serving platter and jam all of those ingredients between a couple of pieces of bread for a refreshing deli-style sandwich.

Cold cuts not challenging enough for you? Put your culinary skills to the test by crafting a flavorful ceviche or giving gazpacho a go. And don't forget about salads. Throw together your favorite leafy vegetables, toppings, and dressing for a quick and healthy meal. If lettuce isn't your thing, mix some mayo, spices, and a can of albacore in a bowl for a cool and hearty tuna salad. And, for a sweeter option, whip together some cream, pineapples, oranges, and shredded coconut for an unforgettable ambrosia salad. With this menu of delicious, nutritious, and refrigerated options, you can put your heat-intensive appliances on ice for a bit.

3. Give Induction a Go



If you're looking to bring your molecular gastronomy into the 21st century, place your bet on an induction burner. This scientific cooking surface warms your food without ever getting hot enough to burn your finger. It's all thanks to a magnetic coil that heats up the metals in your pots and pans without becoming hot itself. The one downside of induction is you can't use nonmagnetic cooking vessels like glass or aluminum, but that's a small sacrifice to make for a cooler summer kitchen.

Hesitant to change your entire cooking range? You're in luck. You can find individual, plug-in induction burners everywhere from kitchen specialty stores to big-box home renovation retailers, with prices ranging from \$30 to triple digits. It all depends on how much control you want over the temperature. You can increase or decrease the heat of some of the pricier by single degrees or less.

4. Play with Other Plug-In Appliances



Electric appliances don't stop with induction burners. There are slow cookers, pressure cookers, air fryers, and, of course, microwaves. All these options are likely to use less energy and create less indoor heat than your stove or oven without limiting your culinary exploration. From sizzling fish dishes to fried chicken, you can keep pretending you are auditioning for Top Chef.

Not sure where to start? There are literally thousands of blogs on the internet dedicated to teaching readers which plug-in appliances they should purchase and what recipes they should cook with them. Plus, many of these appliances include a cookbook along with their instruction manuals and warranty information to get you started.

5. Keep It Breezy



Not interested in giving your kitchen range a rest? You can minimize the amount of heat you generate in your kitchen without torturing your AC unit by focusing on airflow. If you have an exhaust hood, don't hesitate to put it on full blast and suck that heatwave right out of your home. However, there are a few other things you can do to keep your cool.

First, turn on any ceiling fans you have in your kitchen or nearby rooms. If you don't have many fans installed around your house, pick up some plug-in options from your local hardware store. Lastly, open the windows closest to your stove. It may sound counterproductive to open a window on a hot summer day, but as long as you have good airflow, you should be good to go.

6. Less |s More



The last bit of advice requires the least amount of effort. In fact, it requires negative effort. All you have to do is stop spending as much time in the kitchen as you normally do. Instead of a big Sunday feast, settle for a smaller supper requiring less energy and steps. Instead of always running your dishwasher, try washing some of your dishes by hand. Even turning your lights on less can make a noticeable difference.

The other appliance you should be mindful of is your freezer/refrigerator. The less you open it, the less energy it requires. What's more, the less food you store in it, the less it has to work to keep everything cool. Rather than packing your fridge to the gills, try loading it on a weekly basis. You may even discover you cut back on food waste.

ASK AN AGENT

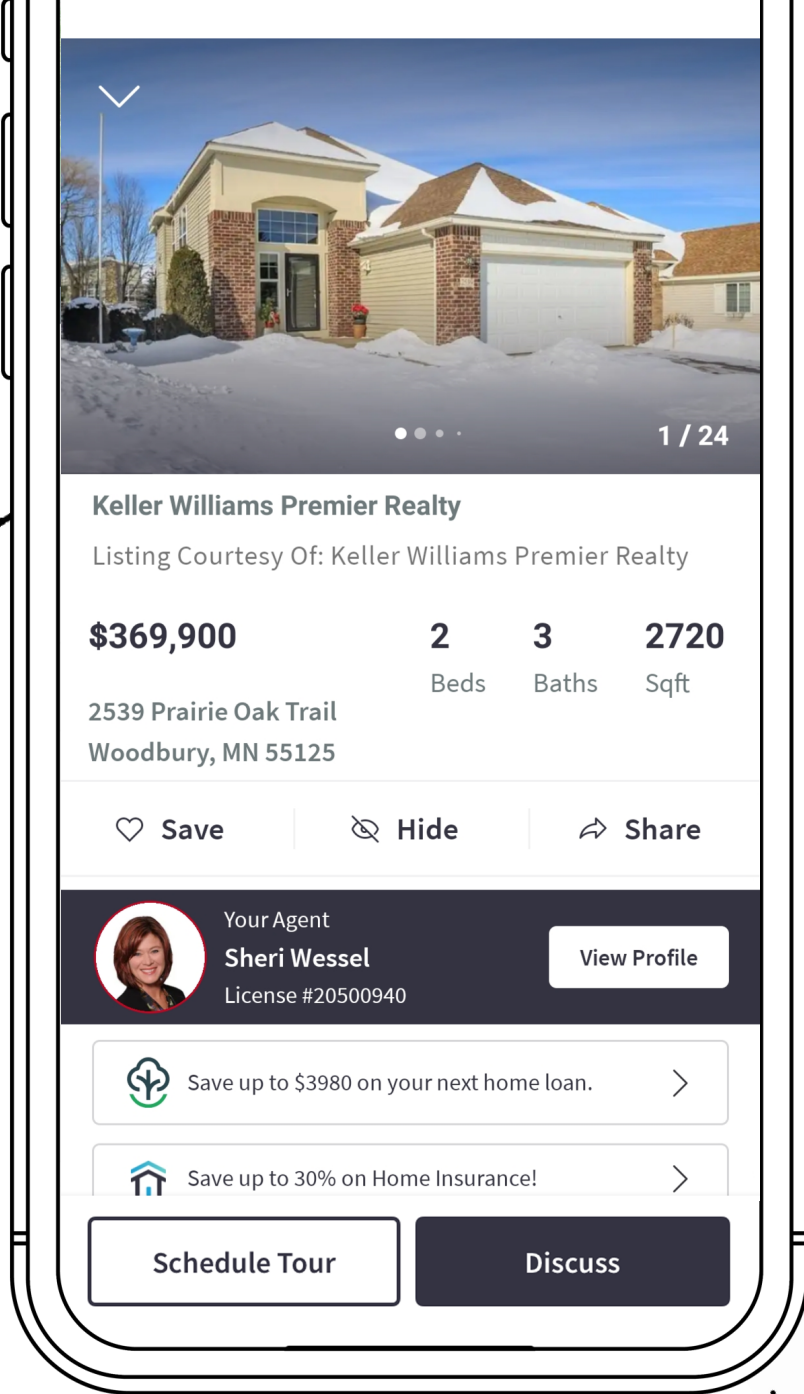


SHERI WESSEL

“What is the difference between an inspection and appraisal and do we need to have one to sell or buy?”

An Inspection is usually optional unless the city the house is located in requires one to sell. They call that a Truth in Housing or Time of Sale Report. The city required inspection is paid for by the seller and they inspect electrical, plumbing, exterior, basement and all the rooms for code issues. The items that are labeled hazardous would need to be repaired by closing. An optional inspection is paid by the buyer and is done after a contract is signed by both parties. It is more detailed than a city inspection and usually takes 2-4 hours depending on the size of the house. They inspect all appliances and mechanics in the home to be sure they are in working order and comment on potential maintenance issues or needs as a homeowner. They can help determine if the house has any potential issues, code violations and look at the insulation and energy rating for heating and cooling. The cost is around the \$500 range and well worth it! This inspection can be helpful in negotiating repairs on the home prior to closing.

An appraisal is required by mortgage companies to determine if the house is worth what the buyer is paying for it. So, if you are paying cash then there is no appraisal. Depending on the type of mortgage can determine the type of appraisal. If you are a VA or FHA buyer then the appraiser does a more thorough inspection and will call safety violations to be fixed prior to closing. It helps protect the mortgage company's assets and the buyer too. If you are a conventional buyer then the appraisal is less about inspection and primarily looks at the value. So, sellers prefer that type of financing. But if the house is in good repair then all 3 types of mortgages will be good options! If you would like more information about buying or selling and the process - give me a call!



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