



**JUNE 2015
MONTHLY
REAL ESTATE NEWS**

Brought to you by:

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Looking for for a home
in **GREY ROCK
community**? Call me!
I know of some before
they go on the market!

Thinking of Buying a
Home? Get My Free
Guide

Dear Reader,

I am happy to inform you that volume for Baltimore Metro was up over 124 million dollars (15.3%), units sold were up 462 (16.7%) and contracts were up 661 (18.1%). The market is getting, albeit slowly, healthier in the \$600K to \$800K price range throughout the region but has a considerable way to go in the second tier of suburbia before sellers will be happy. Inventory is increasing but is more than offset by the increase in sales yielding a two year best absorption rate of 4.2 months.

[Click to view the charts](#)

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Preparing to Sell? Consider the Tax Implications

If you're planning to sell your home, here are some things you should know about taxes and the impact they may have on your decision to sell:

Primary residence: When you sell your primary residence, you can exclude up to \$250,000 of capital gains from your taxes. For married couples who file jointly, the exclusion is \$500,000. Unmarried people who sell a jointly owned home can individually exclude up to \$250,000, if each meets the criteria.

Criteria: You must have owned and lived in the home as your principal residence for at least two of the five years prior to the sale. And you cannot have sold a home in which you excluded capital gains for two years before selling your current home.

Buying a home is a complex process with many factors to consider.

Prepare for the decisions you'll need to make along the way by requesting my free report, "10 Easy Steps to Buying a Home."

Just reply to this email and I'll send it right out to you.

Quick Quiz

Each month I'll give you a new question.

Just reply to this email for the answer.

What was the first company in the world to post \$1 billion in annual earnings in 1995?

Why Not Pass Me to a Friend?

If you've enjoyed this newsletter and found its information useful, please forward it to a neighbor, friend or co-worker by [clicking this link](#)

Recipe: Couscous with Pine Nuts and Dried Cranberries

This is a great base dish; add or subtract different nuts, herbs, dried fruit, and/or crumbled goat cheese.

Serves 4

- 1 cup couscous
- 1 cup vegetable broth

However, if you don't meet these criteria, you still may be entitled to a whole or partial tax break in certain circumstances, such as divorce, change in employment status, change in health condition, or other unforeseen situations such as a death in the family.

What counts? When calculating the gain from sale of your home, you may deduct, among other things, closing costs (such as prepaid interest or points and your share of prorated property taxes) and selling costs (including real estate commissions; title insurance; legal, escrow and inspection fees; and advertising and administrative costs)

For more information, see IRS Publication 523 ([IRS Publication 523, Selling Your Home](#)). Also note: This information is not meant to replace advice from a professional real estate agent or a certified tax advisor or financial consultant.

New Listings



Beautiful updated & Spacious 2BR + DEN 1st flr condo in gated community*secure elevator bldg w/garage*New kitchen w/granite tops + SS appl. *New hardwood floors*recessed lighting*patio*MBR-oversize tub w/sep shower*walk-in

closets*lots of storage thru-out*decorated in neutral colors*Walking distance to shops & restaurants*Near Metro & OM Mall, 795 & 695. New Hot Water Heater.

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Your Third Coffee May Be Charmed

That third daily cup of coffee may be a lucky charm. Drinking it could reduce the chance of increased coronary artery calcification (CAC). High



- 1/2 cup water
- 3 tablespoons olive oil
- 1/4 cup dried sweetened cranberries
- 1/4 cup pine nuts, toasted
- 2 tablespoons finely chopped parsley
- 1 tablespoon finely chopped mint
- Salt and pepper to taste

Place the couscous in a medium bowl. Bring the broth, water, and two tablespoons of olive oil to a boil in a medium saucepan. Pour boiling liquid over couscous and stir to combine. Add the dried cranberries, combine, and then cover with plastic wrap. Set aside about ten minutes or until liquid has been absorbed.

Remove plastic wrap and fold in pine nuts and chopped herbs. Add salt, pepper, and additional olive oil to taste before serving. Serve warm or at room temperature.

Ask the Agent: This Month's Question

Should I buy a fixer-upper?

When it comes to buying a home, the options seem endless. Do you go for the new cookie-cutter, the corner lot with character or the diamond in the rough?

increased coronary artery calcium (CAC), high levels of calcium buildup on the coronary arteries that may be an early sign of heart disease.



For more than two years, researchers in Seoul and Suwan in South Korea gave comprehensive health examinations to more than 28,000 men and women. This included CT scans that measured the amount of participants' CAC. Participants also completed surveys about their dietary habits.

The researchers found that people who drank between three to five cups of coffee a day had significantly less CAC buildup than those who drank one to three cups a day, and those who drank less than one cup a day. However, they don't yet know why.

They also don't recommend excessive coffee consumption; people consuming more than five cups a day had the highest amount of CAC. Meanwhile, other studies on coffee indicate it may reduce the chances of developing multiple sclerosis, Type 2 diabetes, and different cancers. It may also improve memory.

Barista, I'll take that third cup now.

Wondering How Much Your Home Is Worth?

How has the price of your home changed in today's market? How much are other homes in your neighborhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help.

Just give my office a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time.

I'll just give you the honest facts about your home and its value.

And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give my office a call or reply to this email to arrange an appointment. Alternatively, stop by at the office.

Become a Savvy Homeowner Before You Buy

With housing prices flat or increasing modestly in many markets, and mortgage rates at record lows, many consumers are finding it a good time to think about buying a home. But home ownership is a big financial commitment that requires a stable budget and a clear understanding of the costs and responsibilities involved.

This fact may be one reason why in 2014 more than 73,000 people—the largest number in five years—signed up for housing counseling workshops given by member agencies of the National Foundation for Credit Counseling (NFCC).

statements in the region.

Buying a fixer-upper can often mean snagging the deal of the century. However, the opposite can also be true. Here are some tips to slant the scales to the positive side:

Have a home inspection. Add up potential project costs and deduct them from the home's estimated value on completion, based on neighborhood norms. Don't over-improve for the neighborhood.

Pick a fixer that needs mainly small remodels, like drywall repairs, painting and refinishing floors, and be prepared to pitch in with the remodeling. You'll save money and learn a lot.

Finally, be realistic. Is the short-term pain worth the long-term gain, or would a less labor-intensive property better suit your needs?

member agencies of the National Foundation for Credit Counseling (NFCC).

Housing counseling provides consumers with advice, education, technical assistance, and resources related to the home-buying process. It covers a variety of topics such as prebuying, how to avoid default and foreclosure, credit issues, and reverse mortgages.

Savvy homeowners: HUD sponsors housing counseling through approved third parties, and many real estate agents are also encouraging clients to enroll in counseling workshops. These workshops not only help homebuyers navigate the home-buying process, but they also encourage them to become savvy mortgage shoppers. According to the NFCC, individuals and couples who participate in housing counseling sessions are inclined to review multiple mortgage offers, unlike those who have not been counseled.

Many first-time buyers, who have not worked with mortgage professionals before, might feel too intimidated to discuss loan rates and fees. Because these vary significantly from lender to lender, people who take the time to educate themselves and shop the mortgage market often save more.

The key, particularly for first-time home buyers, is to be realistic about their financial situations. Those who are realistic and know the questions to ask throughout the home-buying process will be less likely to run into debt problems as homeowners. Would you benefit from housing counseling? Many have, and the education is paying off; they've become realistic buyers before they buy and savvy homeowners after.

Baltimore Metro May Statistics



5-year May average: 4,990

5-year May average: 3,487

5-year May average: 2,641



This Month's Smile: Summer Jokes

When the kids complain they're bored, keep them smiling with these groaners:

Q: What do you call a dog on the beach in the summer?

A: A hot dog

Q: Why do bananas use sunscreen?

A: Because they peel

Q: What do frogs like to drink on a hot summer day?

A: Croak-o-cola

Q: What's a cat at the beach?

A: A sandy claws

Q: What does the sun drink out of?

A: Sunglasses

Q: What did the pig say on a hot summer's day?

A: I'm bacon

Q: Why did the teacher wear sunglasses?

A: Because her class was so bright.



Know anyone interested in buying or selling a home?

I am happy to help and greatly appreciate referrals.



Checkout my Facebook Page

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