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## Newsletter

2016 Vol. 2

### *The Strait Skinny*

#### **919 Homes Sold in the Southern Tier so far this year**

We are now in the spring selling season where our market picks up the pace for the year. Currently in the **Greater Binghamton** area including Broome and Tioga Counties there are 1352 residential homes, 196 multi-families, 156 commercial properties and 350 land parcels for sale. As of May 2016 there have been 515 residential homes closed in Greater Binghamton compared to 459 last year at this time. The residential sales were financed with 185 conventional mortgages, 176 cash deals, and 92 FHA, 34 VA and 12 USDA notes. A review of 2015 shows that it's always a good time to buy and sell! There is never a zero sales month. In 2015, a total of 1881 residential homes were sold for an average of 156 per month. The lowest month being December with 100 closings and the highest being last October with 225 sold.

In the **Elmira/Corning** region there are currently 941 Residential homes, 368 land parcels, 104 Commercial properties, and 91 multi-family properties for sale. As of the first week of May there have been, 404 residential, 46 land parcels, 27 multi-families and 13 land parcels sold. The residential sales were financed with 186 conventional mortgages, 84 cash deals, 82 FHA and 19 VA loans.

Thinking of Buying or Selling? Contact me for more in depth information about what's going on in in your neighborhood

### *This & That*

from the National Assoc. of Realtors

- The National Association of Home Builders predict that single family production will see a 14% uptick this year.
- Home ownership among those 25-34 years old is nearly 10% lower that it was a decade ago.
- Brass doorknobs disinfect themselves.
- Disaster readiness has become big business.
- The McDonalds Corporation, is one of the world's best real estate portfolios.
- House lawmakers overwhelmingly passed a bill encouraging the development of a private flood insurance market.

## *Comparable Values across the U.S.A.*

I picked four similar homes across the country to look at. All 4 bedrooms 3 bathrooms and about 2,800 square foot in size. All were in developments and between 20 and 30 years of age. I calculated monthly cost using the list price and taxes based on a 30 year mortgage at 4%. As you can see the monthly taxes may be lower in other parts of the country but the over-all cost compares well when prices are figured in.

<b>Location</b>	<b>List Price</b>	<b>Taxes</b>	<b>Monthly Cost</b>
Tualatin, Oregon	\$459,900	\$3,982	\$2,527
Huntington, W.Va	\$250,000	\$2,664	\$1,498
Phoenix, Arizona	\$500,000	\$3,845	\$2,707
Vestal, NY	\$229,000	\$6,801	\$1,660



Check out our new business page on face book under  
**“Roger Katchuk” Real Estate Broker .**

Real estate related videos, listings, home improvement tips and all things Real Estate are posted daily.

### *Roger Katchuk and the First Tioga Realty Method*

In a nutshell, I teach about the process and the result can save buyers and sellers thousands. If you're a seller I will tour your home and prepare a private consultation session in my office. If you're a buyer, after I speak with you on the phone I will arrange a private consultation for you in my office as well.

***Expert-Professional-Representation*** is what I provide. I'm not interested in being someone who just happens to have a key to open doors or has the decades old cookie cutter approach to selling homes.

Sellers are taught about worldwide marketing, agency disclosure, preparing a home for sale and estimating sale proceeds, to name a few topics. Buyers will learn how to look at homes with the detailed eye of an investor. We will examine the extensive purchase process and mortgage implications in relation to your deal.

From New York City to Corning I have had clients come to the Historic Delaware & Hudson building in downtown Owego to prepare. Would you let a doctor operate on you without a consultation, absolutely not!

### *From Then To Now*

These pictures show the change our office building at 54 Central Ave in Owego went through. For 151 years this building went from horse stable & blacksmith shop, to car dealer, to ware house then real estate office. If these walls could talk. What stories would they tell?



### *News Letter Enters 12<sup>th</sup> Year*

I started this letter in 2004 as a type of underground news update to a few dozen friends and clients. It goes out to hundreds now and to foreign countries via email. As a Realtor I looked at the generic offerings that I could purchase in bulk and found those lacking in anything that I thought would be useful information for our area. We are not Toledo and most folks do not need recipes from Realtors. The original newsletter title in the beginning was "Greater Binghamton Area Real Estate Update". If you know of anyone who would like to receive a report either through post or email please let me know.

### *Real Estate Seminars*

Interested in a seminar on Real Estate for your group or business? I am available for 1 hour events at your location or at my office in the Delaware & Hudson Building, 54 Central Ave, Owego. We can host about 20 people there comfortably. Contact me for details.

### *Great Destinations IN OUR REGION*

- Gem mining at Howe Caverns
- Ross Park Zoo
- Dining at the Glen Iris Inn at Letchworth State Park
- The Owego Strawberry Festival
- Touring the Farmers & The Fenimore Museums in Cooperstown
- Captain Bills boat tours in Watkins Glen
- The Susquehanna River Archaeological Center in Waverly



### *Coming Events*

General Clinton Canoe Regatta  
Cooperstown & Bainbridge  
May 27-30

Owego Strawberry Festival &  
Block Party  
June 17 & 18

Ithaca Festival  
June 3-5

Montour Falls Fireman's  
Festival  
June 9-11

Watkins Glen Waterfront  
Festival & Boat Regatta  
June 17-18

Newark Valley Chamber Mini-  
Golf Tournament @ Chucksters  
July 30

### *Top Kitchen Trends For 2016*

- Transitional style with contemporary emerging
- Gray/white/off white cabinets
- Pull-outs, tilt-outs, and tilt-ins for storage
- Wood floors
- Quartz and granite counter tops
- Outdoor kitchens
- Built-in coffee stations
- Pocket doors
- Special pet spaces
- Docking & charging stations

### *Your Referrals Are Greatly Appreciated*

Your referrals to me are critical in my business. I am grateful to those of you throughout the years that have trusted me with their family, friends and colleagues to guide them through the real estate path. Please let me know of anyone whom I can assist.