

Beaumont & Gubin

“We Get You Movin”!

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All those lovely apps that we don't use

According to nielsen.com, millions of apps are available for phones with more features added every day, but do we really use them?

Not really. There are more choices, but smartphone users aren't using more. For two years, the number of apps actually used remains static at

about 26 per month. In fact, just 200 apps get the vast majority

of usage: 71 percent.

Meanwhile, during the same two years, users increased their use of the same apps by 63 percent.

The Nielsen study also found that men use apps more often, but women use them for a longer time.

Entertainment and music apps lead the way in usage.

One startling truth is the average app loses 77 percent of its users within three days, according to localytics.com.

About 30 percent of the time, users in the U.S. download an app and never use it again. Not good news for developers.

It's happening right now ...

Developers building homes with millennials in mind

It could be that builders are taking a cue from retirees and millennials. They both want a reasonably sized home that's beautiful and comfortable but costs less than the new homes builders have been constructing.

In some areas, high home prices have almost closed off the new-home market to young buyers, but that's changing fast.

Local builders and national companies are now offering entry-level homes. They can cost about 30 percent less than a builder's other offerings.

As one builder put it, there are only so many people who can afford to buy a home for \$400,000. So they are building homes that will cost much less.

Many millennials are willing to sacrifice luxury for affordability. One couple quoted in Bloomberg Businessweek



bought a home with particle board cabinets and a small yard, but the price was right and they wanted to build home equity.

They say that after they have kids, they can buy their dream home with a big backyard. At that time they will be making a lot more money.

A time to buy now?

Real estate advisors say that if a millennial or retiree can

find an entry-level home they like and can afford, it would be a good time to buy it.

Everything related to homes could rise in the future, including land prices and mortgage interest rates.

The Federal Reserve has begun raising interest rates for the first time in seven years, which could nudge mortgage interest rates higher.

Market Report

	Branson	Branson West/Reeds Spring	Hollister	Kimberling City	Shell Knob	Stone County	Taney County
Active Listings 2016	607	157	132	122	90	620	882
Active Listings 2015	686	184	125	142	101	725	973
% Change	-11.50%	-14.70%	5.60%	-14.10%	-10.90%	-14.50%	-9.40%
New Listings March 2016	142	38	37	20	15	126	212
New Listings March 2015	141	37	27	33	24	156	204
% Change	0.70%	2.70%	37.00%	-39.40%	-37.50%	-19.20%	3.90%
Avg. List Price 2016 YTD	\$186,283	\$227,730	\$219,366	\$243,982	\$249,262	\$237,485	\$183,882
Avg. List Price 2015 YTD	\$178,888	\$232,297	\$227,772	\$241,315	\$214,225	\$237,698	\$184,556
% Change	4.13%	-1.97%	-3.69%	1.11%	16.36%	-0.09%	-0.37%
Avg. List Price March 2016	\$194,111	\$248,730	\$234,916	\$252,414	\$263,312	\$251,853	\$187,547
Avg. List Price March 2015	\$188,074	\$249,953	\$221,044	\$225,798	\$215,873	\$243,419	\$190,079
% Change	3.21%	-0.49%	6.28%	11.79%	21.97%	3.46%	-1.33%
Pending Listings 2016 YTD	178	63	32	38	18	188	284
Pending Listings 2015 YTD	186	45	41	26	12	150	263
% Change	-4.30%	40.00%	-22.00%	46.20%	50.00%	25.30%	8.00%
Pending Listings March 2016	75	24	12	19	9	75	122
Pending Listings March 2015	67	18	12	13	5	56	97
% Change	11.90%	33.30%	0.00%	46.20%	80.00%	33.90%	25.80%
Sold Listings 2016 YTD	149	41	28	29	15	137	229
Sold Listings 2015 YTD	136	37	29	24	9	126	198
% Change	9.60%	10.80%	-3.40%	20.80%	66.70%	8.70%	15.70%
Avg. Sold Price 2016 YTD	\$139,626	\$171,059	\$170,641	\$227,029	\$138,220	\$178,169	\$130,808
Avg. Sold Price 2015 YTD	\$126,120	\$140,309	\$154,788	\$190,177	\$128,335	\$181,634	\$124,029
% Change	10.71%	21.92%	10.24%	19.38%	7.70%	-1.91%	5.47%
Sold Listings March 2016	55	18	11	14	7	58	92
Sold Listings March 2015	60	13	8	6	1	43	80
% Change	-8.30%	38.50%	37.50%	133.30%	600.00%	34.90%	15.00%
Avg. Sold Price March 2016	\$167,428	\$110,353	\$212,682	\$193,907	\$168,286	\$148,458	\$147,489
Avg. Sold Price March 2015	\$125,169	\$158,163	\$138,369	\$173,333	\$215,000	\$170,270	\$123,447
% Change	33.76%	-30.23%	53.71%	11.87%	-21.73%	-12.81%	19.48%

Area Happenings

Legends of Golf... Welcome back, legends and fans! April brings warmer weather, blooming flowers, The Masters and the PGA TOUR Champions Bass Pro Shop Legends of Golf! From April 20 – 24, legendary golfers will come to the Ozarks for the third year in a row. Many of the game's greatest champions will be here... and you can be too. Tickets are available now. For tickets and information: www.BassProLegends.com or 888-347-4426

Kayak Branson... Join Kayak Branson for the biggest flotilla adventure on Lake Taneycomo during Ozark Mountain Shindig Days. Learn topographical and historical facts while experiencing the beauty of Lake Taneycomo with fun and informative guides. Single, double and triple kayaks and canoes are available. April 23, 2016 beginning at 1:00 pm. For more information and reservations: 417-336-2811



IT'S TIME... The opening of the much anticipated Carmelina's Italian Bistro at King's River Marina is May 7. The décor is casual and rustic and the expansive menu is sure to please any palate. Reservations will be accepted but not required. Reservations will only be held for 10 minutes past specified time. Swimming will also be allowed from the patio. There's nothing else like it on Table Rock Lake! Make Carmelina's your new dinner destination. For information and reservations: www.KingsRiverMarina.com or 417-858-6429

Multi Species Fishing Tournament... The Shell Knob Chamber of Commerce is sponsoring the 1st Annual Multi Species Fishing Tournament May 14, 2016 with entry and return at King's River Marina. Winners of this tournament will be the boat with the longest stringer. For rules and entry: Chamber of Commerce Office 417-858-3300.

Navy Pier Ferris Wheel... Branson's Track IV Family Fun Park is now the new home of Chicago's famed Navy Pier Ferris Wheel, which was closed and dismantled last year to make way for a larger wheel. It stands 150 feet tall and can hold 240 passengers in its 40 gondolas. At night, the Ferris Wheel will show off with 16,000 lights. You won't miss it as you make your way down the 76 Strip (near Andy's Frozen Custard).

Renovations that can reduce home value

Whether you're thinking of selling your home or just want to improve its comfort value, there are inexpensive steps you can take to achieve either goal.

They include adding ceiling fans; updating appliances to attractive, energy-saving units, applying a fresh coat of paint and replacing old-style light fixtures.

Here are some renovations that will decrease the value of your home, according to Scott McGillivray, author of *How to Add Value to Your Home*.

- * Breaking down the wall between two small bedrooms to create a master suite. Buyers prefer three-bedrooms.

- * Converting an attached garage to living space. Sounds like a good idea, but many buyers won't even look at a home that doesn't have a garage.

- * Adding artistic touches to the home, like large wall paintings. Most buyers prefer a blank space they can imagine filling in.

- * Painting walls dark colors tends to make home buyers think the rooms feel small and unwelcoming. Light-colored walls make the rooms feel larger and friendlier, which is what home buyers want, even if they will paint the walls themselves.

- * Doing it yourself: Quoted in *Bottom Line Personal*, McGillivray says that unless you are a professional remodeler, skip do-it-yourself updates. When buyers, and the home inspectors they hire, see such work, they wonder what else you have done, such as working on the electricity and plumbing. Buyers are more confident when they feel a home has been professionally maintained.

- * Adding a chain-link fence in the front yard looks cheap and unwelcoming. And it give buyers a low first impression of the property.



Designers share strategies for guy-style kitchens

Some say kitchens are becoming the new man caves. Men say they do want to cook but would like kitchen features that are more appropriate for their sizes and tastes. Kitchens of Montana, Santa Monica, Calif., says men like ...

- * Bold darker colors offset by black or white, a crisp and clean style.

- * Beefed up hardware. Larger handles, bigger hardware.

- * Colorful appliances and gadgets. Red ranges are a favorite.

- * A second sink. They want simple hardware on it and a spray-faucet attachment worthy of a firehouse, says New York architect James Ramsey.

- * Elevated counters, or at least one elevated counter. One recent remodeler raised the central island by 2 inches, making it 38 inches high.

- * A wireless sound system and TV that can be controlled with a smartphone. New York designer Bob Schwartz likes the Sonos system for its compactness and great sound.

- * Very tough surfaces on counters. Designer Young Huh says Caesarstone and Silestone are big names in this category.

- * Heavy duty power for ranges, exhaust systems and dishwashers.

- * A higher vent hood. Avoid head bumps: hang the hood a little higher.

- * Space for socializing. The center island should have seats and elbow room so guests can share the space with the cook.

It is only through your continuing business, referrals, and goodwill that we have been able to build our successful team. We truly appreciate your ongoing support.

<<<< Who Do You Know... New Listings >>>>

Are you looking for privacy and serenity but yet close to amenities? Then this should be YOUR new address! How much space do you require? If you answered -- A Lot, then take a look at this awesome home. This home is a fooler from the street, so come on in! Very open floor plan, flooded with natural light, over 1,000 feet of decking to enjoy the fabulous views of Table Rock Lake & Ozark hills, zoned (3) heating & cooling, John Deere room, workshop & storage to be envied, over 1 1/2 acres, quiet cul-de-sac, waterfall, Koi pond, minimal yard maintenance, boat slip within minutes and we haven't even begun to list all the amenities this home offers.

Offered at \$364,900



PRIME & PRISTINE -- That's what you'll discover at 268 Southport Lane! If you are looking for a luxurious condo/ townhome with an unobstructed view of Table Rock Lake and free yourself of high maintenance, then you don't want to let this home pass you by. The home has been deeply loved and the pride of ownership is very apparent. Lake view from almost every room. Located off the main road to preserve the serenity you desire. This home will afford you plenty of space to entertain and allow family and friends lots of privacy. From the moment you enter you'll see the abundance of upgrades.

Offered at \$297,000



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