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**Jan Schmidt**, REALTOR®  
**Ralph Wimer**, Special Projects  
**David Lopez**, Special Projects

**Lon Russell**, Director of Sales/Assoc. Broker  
**Charlotte Hohensee**, REALTOR®  
**Roxanne Rylander**, REALTOR®  
**Keri Stacy Gann**, REALTOR® / Marketing  
**Christi Dibble**, Lease Coordinator  
**Dave Niensch**, Special Projects

## Did you get a new roof in 2013? We have a discount for that.

Stop by our office right here in the Marketplace.



### LAUREN DOERING

1530 SUN CITY BLVD., STE. 140  
GEORGETOWN, TX 78633  
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Call 512-591-7366 today for Auto, Home, Life and Business.

Here at Marketplace Smiles we pride ourselves on providing quality, conservative, convenient dentistry. We are able to meet all of your dental needs from routine cleanings to advanced procedures such as placing implants. We are located in the heart of Sun City near the City Market making your appointments just a golf cart ride away. We have two experienced hygienists, Angie and Codi, who have both worked for periodontists in the past. They provide a gentle, thorough dental cleaning in a caring environment. Dr. Bell graduated from the Marquette University School of Dentistry in 1999. After graduating he went on to serve as a dentist in the US ARMY where he completed three years of residency training. He subsequently became Board Certified by the Academy of General Dentistry and is a Fellow in the Academy of General Dentistry.



**512-868-5000**  
400 Del Webb Blvd. Ste. 104  
Georgetown, TX 78633



This publication is not a solicitation but is an information service from this real estate office.

Celebrating 18 years in Sun City  
1520 Sun City Blvd. • Suite 155 • Georgetown, Texas 78633  
office - (512) 869-0223 • toll free - (866) 869-0224 • Fax - (512) 868-9773  
[www.thestacygroup.com](http://www.thestacygroup.com)

## FEBRUARY 2016

Happy Valentines Day!

Privileged information  
about your real estate



Hello Everybody,

For the past five years, as a "Real Estate Strategist" at The Stacy Group, I have observed the ever-changing real estate marketplace, here in Sun City.

In 2008 there were 180 homes for sale for much of that year, and prices were down. Slowly but surely a recovery emerged so that by 2013, the average number of resale homes available, at any one time, was down to less than 30 homes. Prices were higher and at times Sellers received full-price and sometimes multiple offers.

In 2014, and much of 2015, the Buyers reacted to "sticker shock" by holding back from making offers, and many of those offers made were 5 -10% below the asking price. The Buyers were testing the Sellers resolve.

As we start 2016, there are approximately 120 resale homes available. Once again, the Buyers have more to choose from and continue to have the opportunity to be more selective and tougher negotiators.

Much like a school yard teeter-totter, sometimes the Buyer has the upper position and then the Seller will have the upper position. This is a result of a confluence of ever-changing local, national and global social and economic conditions. The role of a competent Real Estate company, is the "Don't Ever Give Up," attitude, as we observe, prepare and counsel our clients to understand what side of the teeter-totter they may be on and how to take advantage of their position. Because, whether you are up or down, it is all about leverage.

As I wade into the murky waters of the prognosticators, the signs of the times dictate we are in a world of uncertainty. Prices and availability are always in constant change. We at The Stacy Group work to recognize the trends, in order to save you time, money and anxiety.

We appreciate the importance of your trust in The Stacy Group's ability to help you make prudent decisions regarding your home. Your recognition of our professional capabilities continues to make us the number one real estate company in Sun City, year in and year out.

We look forward to assisting you in 2016.

All for now,  
Lon



### Sun City/Kiwanis Spring Garage Sale April 2, 2016

Moving in, moving out, cleaning up? Kiwanis wants your donations of furniture and household goods, to sell in our booth at the Spring Garage Sale. Call Dick Lesh, 512.864.2499 to schedule pickups from January 15 to our last pickup on Friday, March 18. Remember...everything Kiwanis does directly benefits the children of Williamson County!

<http://www.suncitygkiwanis.org/> or Barbara White, 512.560.2808 for questions.

## HOME OF THE REAL DEAL Your Only Neighborhood

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AND ALL OTHER BRANDS  
PLUS

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**512-864-0777**  
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In 2001 I started my real estate career. At the time I didn't envision it would be 15 years. Time does fly when you are having fun. So many nice people along the way! It's time to retire.....I know you have heard that before. But I have retired. Thanks to all of you I have had the privilege of working with. Thanks to all of you who have referred their friends and family to me.

**Retirement  
Only Means  
That It Is  
Time  
For a New  
Adventure**

I have been with the Stacy Group for 10 years. The camaraderie, helpfulness and friendship kept me going. My plans are to be more involved in this great community we live in. See you around!

**Cay Melanson, REALTOR®**

Cell: (512) 966-0295 cay@thestacygroup.com

### WOULD YOU LIKE TO HONOR A LOVED ONE?

**You can, at the Veterans Memorial Plaza!**

The Georgetown-Williamson County Veterans Memorial was built to honor the men and women who served in our military forces during the 200-plus years of our country's history. It hosts events from graduations and award ceremonies to band concerts and lectures.

#### How to Order a Brick:

Go to [www.sctexas.org](http://www.sctexas.org)

Click on top of page on About Us

Click on Veterans Memorial Plaza on side

Click on Find Out More Under How to Order a Brick.

\* Follow the prompts to the order form.

\* Fill in name of service person, unit, organization, or ship

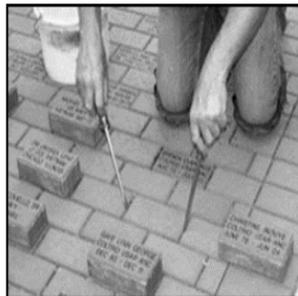
\* If you do not have a relative or friend who served but wants to participate – engrave with a patriotic phrase like "God Bless America" or "Thanks to all Service Men and Women"

\* Remember – only 16 letters, punctuation marks and spaces on each line

\* Submit completed form to Community Association office

\* Include \$75 check with each form or charge to Community Association Account

\* Engraved bricks placed on plaza when at least 60 bricks are ordered



**Jan Schmidt, REALTOR®**

Cell: (512)-864-5051 jan@thestacygroup.com



Time Does Go Fast...

Sun City's 20th Anniversary Celebration

A Walk Down Memory Lane....

Friday, Feb. 5th  
Time: 10:00 AM  
Place: Social Center Ballroom



### A mouse in the house...

One weekend we had our 4 year old granddaughter, Lyla, over for a sleep over. When she woke up, she came into our room to see if we were awake. I picked her up and put her into bed with us. As we lay in bed, we are chatting in whispers.

Grandpa turns over to face us looking a tad bit annoyed. In is boisterous voice ask..."is there a mouse in my bed...what is a mouse doing in my bed"? Lyla sits up and looks directly at him and says..."looking for cheese".

At that point...he lost all hope of extra sleep. So we got up and had scrambled eggs with cheese for breakfast.

Sun City Statistics as of January 7, 2016

Total Homes Sold in December: 30

Average Sold Sales Price: \$312,448

Average Sold Price/Sq Ft: \$152.98

Average Cumulative Days on Market: 102

Number of Homes waiting to Close: 47

Number of Active Listings: 86

**Charlotte Hohensee REALTOR®**

Cell: (512) 868-7248 charlotte@thestacygroup.com



### The Golden Rule of a Clutter-Free Home!!

If you're thinking of selling your home or just want to start 2016 on a new track---try this as a motivating maxim!

There's no short cut to tidiness. Keeping a sparkling clean home requires discipline & hard work. The following is a principle you can carry with you as you get busy taking clutter to task from room to room!!

**"IF YOU DON'T USE IT DAILY, PUT IT AWAY!!!"**

The daily use rule helps you narrow down & sort out exactly what should stay in view, delegating everything else to find a home out of sight & out of mind.

Feeling like your kitchen counters are getting crowded? Apply the golden rule. The coffee machine that's used every day---stays. The Kitchen Aid mixer used once a year for Christmas cookies---to the pantry!!

You can take the golden rule from room to room, cleaning off all sorts of surfaces & working your way toward that "clutter free home!!!!"

And don't forget to have fun decluttering.....

**Roxanne Rylander, REALTOR®**

Cell: (512) 784-7332 roxanne@thestacygroup.com

the  
golden rule  
of decluttering

Your name can be a great sales tool....

**My oldest son, Chris, graduated from college a couple of years ago and started his career in selling insurance. He hooked his younger brother up with a great internship opportunity while he is finishing college. Can you guess where this is going---what his name is? Yep---we have a "Jake from Statefarm" in our house. His office has definitely enjoyed several laughs over it...and of course everyone ask if he is wearing khakis.**

The Rental Department welcomed back several Winter Texans this year. Some of them have been coming for years and some are new faces looking forward to meeting The Snow Birds. If you have any friends still wanting to come for the winter, tell them to check out our new website to see what is available. We have new homes added all the time so there maybe still a chance. [www.thestacygrouprentals.com](http://www.thestacygrouprentals.com)

Sales continue to be strong in Sun City and The Stacy Group thanks our residents for the continued referrals as we enter our 18th year here. **THANK YOU!**

**Keri Stacy Gann, REALTOR®**

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### REMODELING THE MASTER BATHROOM?

After hearing many comments from Sellers as well as Buyers, one of the most debatable improvements being added to homes here in Sun City is a handicap tub to the master bath. We are hearing that people can spend anywhere from \$5,000-\$10,000 to add the tub to their home, plus the cost of removal of their existing tub or shower.

We have been told by our customers that during the sales process they are being told it will add value to their home. But, to the contrary, in many cases we are having that same homeowner put their home on the market only to find that the tub is not what most buyers are wanting to have in their homes. The cost of the removal of one of the tubs can be \$2,000 plus dollars and then the cost of a new shower or tub. This of course is not what the purchaser thought would occur as they thought the addition would add value, not keep their home from selling.

We need to realize that the younger and less disabled potential buyers do not want to think about the possibility that they might ever need such a tub, so seeing it in a floor plan they really like otherwise, there is great hesitation to have it before it is needed.

This being said, the better solution might be to take out an existing shower and tub that are side by side and have someone build a walk-in shower tastefully done and customized to fit the existing decor, so that the issues of getting in and out easily without fear of falling will be accomplished, but, the bathroom hasn't been turned into an institution like setting.

Before doing either of these options, contact several contractors to get bids. Then go with the one that is both serviceable and goes with the bathrooms' color scheme, tile, etc. An interior designer can also be consulted so that your choice will enhance and not detract from the desirability of your home.

**Judy Curtis, REALTOR®, ABR, E-PRO, GRI**

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### DONATIONS NEEDED:

We love our pets at The Stacy Group so in honor of Valentines day we will be collecting for the month of February the following items and will deliver them to Texas Humane Heroes, an organization that relies on adoption fees and the community for funding. They work with local shelters to save animal lives. Visit [www.texashumaneheroes.org](http://www.texashumaneheroes.org) to find out more.

- Fleece Blankets
- Paper towels
- Latex Gloves
- Hand Sanitizer
- Towels
- Clumping cat litter
- Canned puppy and kitten food – pate' preferred
- Martingale collars (no-slip collars), all sizes
- Dog/Cat Toys

