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**512-868-5000**  
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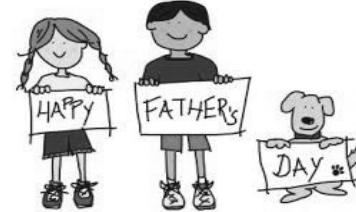
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This publication is not a solicitation but is an information service from this real estate office.



Privileged information about your real estate

**How The TAX Appraiser Sees Your Home.**



Thoughts from Don  
Better Late Than Never.....

Last month we were talking about our property taxes and since then I read a report in the Dallas Morning News regarding the subject. There is a reporter at the paper who goes by "The Watchdog". He was calling for all property tax payers to file for protest every year...key word here is "all". It is perfectly legal...and certainly possible if the word got out and everyone participated, and this includes all of you over 65 or have disabled discount. If everyone would ask for their right to have a sit down meeting it would be overwhelming. Everyone must do it to get the attention our taxes deserve. The Watchdog believes that it would take up so much time that there would be a lot of "splitting the difference", just to get us out of their offices. All this is perfectly legal and it protests the unfair system we live under...ie.... Sales prices that are often just guesses that they apply, not a true market reflection. Another thing is that state law says this tax can grow 10% each year...and...how many times do they jump about that much? I know mine have...and I do not recall getting a 10% raise in retirement income? I think not. At some point we are taxed out of our property. It is also unfair because no appraiser goes into our homes to assess the value we have added or subtracted inside. They go by a footprint....Homes can vary in price by thousands would you not agree?

An example of volume protests is this...have you ever received a letter from a company that will go and protest for you? They receive nothing unless they are successful in getting a reduction in value. A lot of these guys can offer this because this is what they do...They get a bunch of unhappy neighbors together (say Sun City) maybe 300 or more. All 300 are entitled to a sit down, so what happens? That company goes to appraisal office and offers to settle all of them on one visit...they then negotiate a deduction and it becomes a "deal"...split the difference say?? And the appraiser is then freed up to see others. Get my drift? The county does not want to sit through 300 protests

when they can do it in one meeting. Why don't one of you guys head this up and let's give it a try? Sure couldn't hurt anything and it is our right to do so....they just don't have the staff to see all of us...they could extend the time table but they don't want to do that as they have budgets to get to after taxes are set, all based on this revenue. There are websites to help...a local one is go to WCAD and see what your neighbors are paying, etc. Stand up neighbors, and let's do our part to stop this over the top unfair tax or at least get it under control. A lot of folks rent and think it does not affect them, think again...the tax increases just gets passed along to them...At least give it a thought...No one is protesting school taxes, it is just the appraisal and the percentage we need to get in-line...

All my best,  
Don



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## The Benefits of a Pre-listing Inspection

Many sellers might not realize that they have the option to get a pre-listing home inspection – a home inspection that they pay for themselves before ever putting their house on the market. The cost is generally between \$300-400, depending on square footage of the house. Why wait to be ambushed with somebody else's report? ....



When sellers have a pre-listing home inspection, they can get ahead of issues a buyer might find in the home and reduce the likelihood a deal will fall through.

## How a pre-listing inspection benefits sellers:

### 1. It allows the seller to make repairs before listing the home

If a seller has a pre-listing inspection, he or she will then be aware of every issue present in the home and can make repairs to make it easier to sell. If the seller chooses not to make the repairs, he or she can at least be aware of issues present in the home, which allows him or her to fully disclose this information to potential buyers. It also gives the seller more leverage during negotiations because he or she will not be unprepared.

### 2. It ensures a smoother, more efficient transaction

When issues are discovered during a pre-listing inspection, the seller can either have them fixed ahead of putting the home on the market or choose to disclose the issues to potential buyers. Either choice will make the home sell faster because it will prevent the buyer and seller from becoming entangled in long negotiations after the buyer has an inspection. Because the issues have been disclosed ahead of time, the buyer will not be surprised by anything and will be less likely to walk away or demand a lower price for the home.

### 3. It helps the seller and his or her agent more accurately price the home

Sellers who do not wish to fix the issues revealed during a pre-listing inspection can factor the repair costs into the asking price of the home and explain to buyers that while the home has certain issues, they will be getting it for a lower price as a result. Conversely, sellers who do decide to make repairs or who come up with a clean home inspection can ask buyers for more money.

### 4. It saves the seller money

When issues are discovered during a buyer-initiated home inspection, the buyer and seller will enter into negotiations to determine who will cover the costs of repairs. In general, buyers tend to significantly overestimate the costs of these repairs, and the seller loses far more money than he or she would have paid to have completed the repairs before listing the home.

### 5. It makes the seller more trustworthy

By disclosing any issues in advance, the buyers can feel confident they are making a deal with a trustworthy person who is not trying to hide anything.

**Jan Schmidt, REALTOR®**  
512-864-5051

## What do Consumers Expect From Real Estate Agents?

Baylor University had a focus group to determine what the consumers expect from an agent. One area discussed was the website. Consumers saw a need for a good website from their agents. They go to the website to see what presence the website offers for their area. Is it a nationwide website or specific for their area? They also look for the "ease" of using the website. How easy is it to maneuver on the site?

Our website has had tons of compliments from our fellow residents here. The residents like being able to browse what homes are going for, even when they are not in the market to sell. We have a website not only designed just for Sun City homes, we also do not MAKE shoppers put in their personal information to continue to browse the site. As far as I have seen, we are the only one in this area that offers both the freedom to search anonymously and the easy display of Sun City homes. We also have our rental website linked to the sales website to drive more traffic. A few times we have had sellers call upset when their home isn't listed on our website as they see our website as a good selling tool too. During the investigative questions to determine what was going wrong, we found out the homes weren't even listed with our company. While we do attempt to have all homes on the website, we have no control on fixing those. If you did list with us, of course that would take priority & we would be able to get that fixed.

More areas the consumer is looking for that we excel at:  
Reputation, Experience, Establishment Knowledge,  
Response time and Honesty.

Our company was given the privilege of being able to office in Sun City because of our commitment and experience to this area. We are the only agency given this opportunity. We strive to always listen to what our clients are looking for. We strive to be honest and educate you of the market so you do not overprice your home and just let it sit on the market. We know we value our time and we value yours as well. I don't think you can find an agency that does more for Sun City than ours. We constantly strive to be a good neighbor to you. All we ask is that when it comes time to list, you remember us. We appreciate you supporting us! Thank You!

**Keri Stacy Gann, REALTOR®**  
Marketing, Leasing Agent  
[keri@thestacygroup.com](mailto:keri@thestacygroup.com)



Don't miss out!  
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“The Stacy Group” to see new posts !

## Bug Repellents:

Now that our daylight hours are longer and we are outdoors more, we are noticing the bugs. We like to sit on our front porch in the evenings and watch the sun set. But then we move to the screen porch for the rest of the evening to avoid the insects. I've come across some ways to repel them naturally with essential oils. I found 3 recipes for a spray, reed diffuser and lotion that I am testing for keeping the bugs at bay.



**Lemon mint patio spray:** Combine ½ rubbing alcohol with ¼ cup of fresh lemon juice and 10 drops of peppermint oil in a spray bottle. Spray around the perimeter of your gathering. Bugs don't like the intense smell of lemon or mint so it acts as a natural barrier. You do need to remember to respray about every hour to keep bugs away.

**Lavender-Eucalyptus Diffuser:** Combine 5 drops of eucalyptus oil and 5 drops of lavender oil with 6 ounces of water in a pretty cup and add reed sticks. These essential oils can deter flying insects with the added bonus of making your table look pretty. Flip the reeds over every couple of hours to refresh the scent.

**Lemongrass Lotion:** Combine 5 drops of lemongrass oil and 5 drops of clove essential oil with 1 cup of unscented body lotion. Mix together in a bowl and transfer to an empty bottle. Lemongrass makes you unappealing to ticks and mosquitoes and cloves can keep mosquitoes away up to two full hours.

I'm also trying the idea of putting a dryer sheet in my pocket. It is supposed to keep mosquitoes away. We shall see!!

**Bob Burgess, Associate Broker**

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If your friends can accurately guess your age, you need to find dumber friends.



## Sun City Stats for April 2017

As of 05/15/2017

MLS homes sold in April - 28

Average Sold Price - \$337,600

Average \$/SqFt - \$163.20

Average Days on Market - 48

Homes For Sale - 107

Homes Waiting to Close - 64

The Times of My Life....

I finally did it...I reached my 60<sup>th</sup> birthday...with little damage to myself and those I love. This milestone got me thinking of the journey that brought me here.... When I was a little girl, I remember my mother talking about how great indoor plumbing is...and I thought, I am so lucky to have been born after that time. *What a great time to be alive.*

As the year moved on and the sixties came alive, I loved the music, television and having a telephone. The colors were brighter than I thought could ever be possible. And again I thought, *how lucky I am to be here at this time...it's the best ever.*

The eighties and nineties came around and my family started to grow. The women's movement was full steam ahead and I was able to secure a pretty good job with equal pay. I felt really blessed that, as a single mother, I could support my family with my salary. *What a wonderful time to live in this society.*

Life in the first part of the new century gave way to feeling comfortable and without judgment about being a single woman and dating. I remember my mother as a single woman at my age and how she was looked down on for dating. And I thought...*how fantastic life is for me that I can be free of negative perception.*

Now here I am, at this time in my life...and I cannot believe how wonderful life can be. All my struggles, triumphs and milestones have brought me here...to Sun City Texas; a wonderful place where I have the privilege of meeting some of the finest people anyone could be lucky enough to cross paths. I cannot imagine these people not being in my life to share their stories. Thank you for allowing me in... *Aaaah...What a Life!*

**Charlotte Hohensee REALTOR®**

Cell: (512) 868-7248 [Charlotte@thestacygroup.com](mailto:Charlotte@thestacygroup.com)



Your Sun City  
Real Estate Specialists

Below are The Stacy Group's current listings as of 5/15/17

Street Address		Model	Sq.Feet+or-	Price
118 Verbena Dr	(contract pending)	Lavaca	1099	189,900
105 Dewberry Dr.		Littlefield	1149	199,500
114 Rain Lily Lane		Angelina	1356	230,000
113 Dickens Cir.		Newport	1397	204,000
113 Kickapoo Creek Ln		Gray Myst	1418	249,900
515 Crockett Loop		Bluebonnet	1429	248,000
115 Warbler Way	(contract pending)	Cypress	1573	258,000
130 Coreopsis Way		Cypress	1573	255,000
105 Buttercup Trail	(contract pending)	Cypress	1573	239,900
123 Ruellia Dr.		Cypress	1607	236,000
127 Anemone Way		Cypress	1591	239,000
136 Old Chisholm Tr	(contract pending)	Dickinson	1701	255,000
913 Apache Mtn	(contingent contract)	Surrey Crest	1712	288,000
312 Bear Creek		Surrey Crest	1702	339,000
306 Bartlett Peak		Surrey Crest	1964	354,900
201 Whispering Wind Dr.		Trinity	1931	309,500
103 Breckenridge	(contract pending)	Lexington	1717	299,000
303 Fieldstone	(contract pending)	Andover	1850	315,000
100 Ranch House Cove		Burnet	1789	289,950
203 Whispering Wind		Sabine	1802	310,000
336 Bartlett Peak		Vernon Hill	1888	327,500
314 Bartlett Peak		Vernon Hill	1976	339,000
107 Camp Dr		Williamson	2014	305,000
229 Red Poppy Trl	(contract pending)	Williamson	2038	289,999
116 Crystal Springs		San Gabriel	2066	285,000
151 Cattle Trail Way		San Gabriel	2087	320,000
231 Duck Creek Ln		Dunwoody	2382	449,500
203 Yellow Rose Trail		Pemberton	2435	439,000
315 Old Blue Mountain	(contract pending)	Tangerly Oak	2617	414,900
113 Old Chisholm Trl		Colorado	2693	499,900
250 Red Poppy Trl	(contingent contract)	Crockett	2794	425,000
105 Agave Lane		Crockett	2794	473,000

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## "BORN FREE!!!"

I had a very special treat for my birthday last month!! My husband, Chris, and I had a visiting Quaker parrot for 2 days. He (or she?) first showed up sitting on the roof of our Tahoe squawking to beat the band....after very little encouragement, he flew to Chris' shoulder & remained there as Chris joined me on the deck.....



We have numerous bird feeders around the deck so we set sun flower seeds & water out at the table where we were sitting---the parrot settled right in!! He ate & drank & ate & drank & decided he liked my shoulder better than Chris'.....

He visited a Sunday evening & at least 6 times on Monday. This fellow definitely belonged to someone & most likely a woman. He spoke to me several times, repeating & repeating, however, I couldn't say what he said. He was a beautiful green flash when flying & seemed oblivious to the cats salivating on the other side of the window where our outside table sits.....he fell asleep on my shoulder several times & ate & drank & ate & drank..... Monday morning Chris contacted all the Veterinarians in the area & posted on Facebook---hoping the owner would contact us. No one did. When he flew off Monday evening at dusk, I'm sure he was singing "Born Free" ....hard to imagine him in a cage. I'm so glad he flew off!!! Of course, we'd love for him to visit again—Anytime!!!!!!

**Roxanne Rylander, REALTOR®**

Cell: (512) 784-7332

Roxanne@thestacygroup.com

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## Fitness In Sun City

So you thought you would retire in Sun City and never need to watch the clock again. Aahhhhhh, sleep late, relax all day, watch movies whenever, have playtime, all the time. However, does that sound like a healthy lifestyle? I don't think so. We all know that

physical activity can reduce your risk of chronic disease,

help with weight control, and even improve your sleep habits and self-esteem.

If you are like the rest of us you may have failed once or twice in keeping resolutions, but fitness is too important to stop pursuing. "If you fail to plan, you have planned to fail". Start by considering your goals. Perhaps you desire to lose weight, or maybe improve overall strength and balance. Having clear goals can help you gauge your progress and stay motivated.

Decide on what time of the day would work best for you. For example, if mornings are best, put your exercise clothing out the night before where you will see them the moment you get out of bed. This will be an obvious indicator that you need to execute your plan. When you are just beginning, start cautiously and proceed slowly. If you have an injury or medical condition consult your doctor or therapist for help in designing a program. Also keep in mind there are personal trainers available on premise.

There is no need to invest in expensive equipment, that is already covered in your HOA fee. The Sun City Fitness Centers have all the equipment you can imagine, but don't take my word for it, go and see for yourself! You may want to try the various types of the equipment there. Choose what is practical, easy to use and most of all enjoyable. Remember to pace yourself to avoid exhaustion. As your stamina improves, gradually challenge yourself to do more. Lifestyle is one of the main reasons you moved here, get out there and move around and enjoy it.

You don't need to be perfect....just start! Remember why you moved here in the first place, to live a healthy lifestyle. Hopefully you bought your home through The Stacy Group!

**Gary Curran, REALTOR®**

Cell: 508-353-0006

Gary@thestacygroup.com

## A Diamond is Forever



Minor league but major fun! What better way to spend an evening than baseball and a cold beer. Next homestand for the Round Rock Express starts June 1 against New Orleans. Watch for promotions and check their schedule at rrexpress.com.

## Does She or Doesn't She?

Did you know that once a month Jill Mendez, Doctor of Audiology with Tejas Hearing in Round Rock comes to our office to help her patients with their hearing aids. We are happy to provide a place that doesn't require the drive for her folks.

## Got Milk?

More than an ice cream shop, the new restaurant called Chunky Cow Café & Creamery is all the buzz in Florence. All I have heard is good reviews about this place and can't wait to see for myself. Heard they had great daily dinner specials too.



## Lifts and Separates

So what's the hold up – ha ha. Traffic on 29 and Leander Road were affected recently due to the delivery of concrete bridge beams for the Southwest Bypass project. The Southwest Bypass is a new north-south road that will connect D B Wood and Leander Road crossing the south San Gabriel River with a completion date of late 2018.

## Melts in Your Mouth Not in Your Hand

So happy the Blue Corn Harvest Bar and Grill will be opening their second location in downtown



Georgetown this summer. The first location is in Cedar Park across from Costco and has awesome Southwest food and priced very reasonably.

## Finger Lickin' Good

No not that place - Buffalo Wild Wings is now open in the Wolf Ranch shopping center. Sports screens everywhere and wings in that traditional buffalo sauce or tons of other flavors. If you're not a wing lover they do have burgers, salads and lots of other goodies to choose from on the menu.

## You're in Good Hands

Just a few reasons to list your home with The Stacy Group – integrity, experience, trustworthiness, enthusiasm, commitment, hard work and results. Call anytime and we will prepare a market analysis for your Sun City home...Come See Us



**Kelly Bartko, REALTOR®**  
Kelly @thestacygroup.com

## Pet Corner



### Meet "Ozzie!"

Ozzie is a one year old Lakeland Terrier. Proud owners, Bob and Judy Worth have lived in Sun City going on 8 years. Ozzie is full of spunk and personality! He's still working on learning commands, "Come" is a challenge....he hails from "The Show Me" state, so he needs the "why" behind everything!

Bob and Judy also are responsible for bringing "The Blessing of the Animals" to Sun City! Look for info about this wonderful event in the Fall. Ozzie wins a \$20 gift card, compliments of Paw Lofts!

If you'd like your pooch featured in our newsletter email me by June 4th and perhaps you'll be our next winner!

## June is National Zoo and Aquarium Month!

Has it been awhile since you've visited a Zoo or an Aquarium? June is a great month and we are lucky to have some wonderful options right here in Central Texas! Grab the grandkids and head out on a fun road trip!

### Cameron Park Zoo

1701 N 4th St, Waco, TX 76707  
Hours: Mon-Sat 9-5, Sun 11-5  
Admission: Sr. Citizens (60+) - \$9  
<http://www.cameronparkzoo.com/>

Wonderful regional zoo that takes you from Texas to the African Savannah and back! Hands on exhibits, playgrounds for the kiddos and even fun, adult only events like "Grapes with the Apes" wine tastings!

### Texas State Aquarium

2710 N Shoreline Blvd, Corpus Christi, TX 78402  
Hours: Mon-Sat 9-5, Sun 10-5  
Admission: Seniors 65+ \$32.95  
<https://texasstateaquarium.org/>

New Exhibit, Caribbean Journey, just opened and more than doubled the size of this Texas Treasure! Will include Jungles, Caves, Coastal Lagoons and Coral Reefs of the Yucatan Peninsula.....worth a trip to the coast!

*Do you have friends looking for an awesome Pet Friendly community? I'd love to help them find their Sun City dream home!*

**Christina Roberto, REALTOR®**  
Cell: 512-417-7403  
Christina@thestacygroup.com



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