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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
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SEPTEMBER 2016

Happy Cooler Weather Days !



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SEASON.
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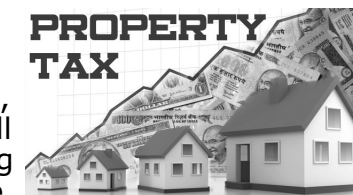
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Thoughts From Don:

Thought I would say "hey" again...and talk to you for a minute about a few things that I found interesting and hopefully you will too....

Taxes

One of the biggest complaints that we get from folks coming in from out of state is how high our property taxes are...and I feel the same way...But...an article out of the Texas A&M publication on Texas Real Estate addresses the issue. They found that yes we have the sixth highest real estate taxes in the United States. Kind of confirms what we were already thinking right...but...the article goes on and compares all 50 states in overall taxes...ie: state income taxes, vehicle taxes, city taxes, etc. and low and behold we come in number 46th...I like that, but I still will complain, won't you? So, when a friend or relative is thinking about joining you in our beautiful village but is shying away because of our taxes, please use this data, it might be what they are waiting to hear....



Rentals

Lately there have been a few companies doing a few rentals in Sun City. This is fine and dandy, but please be aware of what you are getting when you are researching your choices. A good example is what do they charge? The ones that I have seen are charging all or most of the first months rent and then 10% monthly thereafter. Please compare that to The Stacy Group and you will find that we do not take your first months rent—we just go with the monthly through out the lease. I just did a comparison and used a \$1500 a month rent amount. Doing the math, our competitors for the first year would get \$3150 in fees to our collecting \$2700...but the story does not stop there...we are the only company that has a full time lease department, one that has two full time leasing coordinators and a full time service dept. Our leases are on the website (www.thestacygrouprentals.com) and the internet, our billing (accounting) is done monthly so that you will have an accurate account of every dime of your money, and we give the tenants peace of mind by knowing our office is right here. We currently have about 150 homes in the lease department and all but a few are rented...even this time of the year.



Sales

As we write, there are about 80 homes on the Sun City market. This is way low by normal standards. So, if you are putting off selling because it is hot and not the right time, get over it...You have the best chance right now to have a timely sale as your competition is lower than normal. One thing that I think of as I get older is when I make up my mind to do something better—go and do it...ie....selling a home for a relocation. Let's get it done and let the next stage of life begin ASAP.



We love you guys....Don Stacy

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Ways to Spoil Those Special Guest...

My best friend in the whole world—we've known each other for 60 years—will be visiting with me this month!! I am so excited, I have pulled out my faithful list of ways to spoil those special guests:

1. Triple sheets---how do luxe hotels make their beds so comfy? It's the 3 sheet rule: 1 fitted sheet is put over the mattress & the other 2 sandwich a thin blanket. Then a heavier duvet goes on top of that!!
2. Be ready---it makes everyone's life easier when your guests have what they need at the ready! In a convenient place---bedroom or bathroom---lay out several sets of towels, soaps, shampoos, lotions, bottled water & snacks. Maybe in a Beautiful basket?
3. Ready the closets---supply hangers so guests can unpack with ease. Provide extra pillows & blankets, robes & slippers. A luggage rack or small table is also a thoughtful touch.
4. Keep current magazines & books around. If there's a TV in the room---provide a channel guide for their convenience...& remember to set out a decanter & glass with some bottled water.



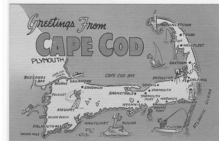
Now you're ready for those special guests---or try using the above ideas to stage your home for sale!!!!!!...& remember to have fun doing it!!!!!!

Roxanne Rylander, REALTOR®

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

Visiting a different part of the U.S. -

My wife, Jan, and I just returned from a wonderful vacation to Cape Cod. It started off as cheap plane tickets to Boston that our daughter-in-law scored for us in December. We planned to rent a house in July on the Cape with our kids. What we found out is that homeowners rent their houses from Sat. to Sat. and our plane tickets were for mid week. So, we had to make other plans. Since our daughter-in-law has family in that area, they scheduled visits with them while we went another direction.



We took in a little history at Plymouth by visiting Plymouth Plantation and the Mayflower II. We spent two nights in a B&B in Newport, RI. Such a beautiful town. We enjoyed touring the mansions and trying to imagine how people lived lives of such elegance. Driving on to Hyannis, we stayed near the harbor and walked to take the ferry to experience Martha's Vineyard. We met up with our kids for the last several days where we stayed in an Inn just a block from the beach in Harwich Port. I don't know what we enjoyed most, the delicious seafood, the gorgeous scenery or the cool weather.

Being a realtor, I couldn't help but check out prices of real estate on Cape Cod. Let me tell you, here in Sun City you will find the best houses for the best prices! Home values and cost of living are great here in Sun City Georgetown. Contact me if I can help you sell or buy here in Sun City, Texas.

Bob Burgess, Associate Broker,
512-567-8478

Setting A Home's Price To Sell

The most critical thing in selling a home is setting the asking price. Set your price too high, and no one comes to look at it. Set it too low and you have a quick sale – but short-changed yourself.



Here are factors that should NEVER influence your asking price:

- Your cost.** Suppose you bought at a bargain from a relative – or inherited it. The cost you paid cannot relate to anything.
- What you paid for improvements.** Your improvements suited you, but may not appeal to anyone else. Just because you spent \$20,000 on an improvement doesn't mean the home is worth that much more.
- Assessed Value.** This is almost never a dependable guide to what buyers will pay. The figure is set by the taxing authorities for collecting property taxes but it usually has no relation to actual value.
- Your needs.** You may want a certain amount for an investment or your next home. Just because you want that amount doesn't mean the property is worth it.
- Emotion.** Don't ask too much for the home because you have all these wonderful memories and you think your home is the most beautiful on the block. Also, if you have any negative feelings or need to settle an estate quickly, emotion can lead you to ask too little for the home.

So...how do we value it?

Use comparisons only. The only thing that matters is how your home compares to the others currently offered for sale or recently sold in the neighborhood. Buyers will be comparing.

The law of supply and demand in the open market determines your home's value. We can tell you what buyers are paying for similar property – and that's what counts.

Call us for help in establishing value.

Let us prepare a free CMA (Comparative Market Analysis) for you today!!!

Jan Schmidt, REALTOR®

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

Senior University Fall Semester 2016

Classes Begin September 26 thru November 2

- Monday Classes – Sun City – Texas Drive
- Tuesday Classes – Baptist Church – D.B. Woods/HWY 29

Senior University membership required.

Class schedule and registration form available at: www.SENIORUNIV.ORG OR 512 819-7680

Did you know?

Did you know that The Stacy Group works hand in hand with new home sales too? We have a great working relationship with Pulte so we can show you new and resale homes. The Stacy Group can represent you in ALL Sun City transactions...showing you everything so you decide what works best for you!

Sun City Statistics as of August 10, 2016

- Total Homes Sold in July – 42
- Average Sold Sale Price – \$272,326
- Average Sold Price/SqFt – \$156.66
- Average Days on the Market – 62
- Number of Homes waiting to Close – 61
- Number of Active Listings – 81

The other day Jerry and I were talking about how each of our grandchildren have a little something special they do with either grandma or grandpa. With Grandpa; Leo's is fishing, Alison is ice cream. With Grandma; Lyla is "Golden" nail polish for the toes and Pierce is racing. I always wonder what triggers these little

quirks...anyway... Jerry went on to say, he would love it if the other kids shared the ice cream moment with him. He just loves when the words "ice cream" is mentioned, Alison's eyes light up and she looks for him. Then I said, I would love it if Pierce would look to Jerry for chasing him around...but thought, well Peirce might not find that fun...but I would find it hysterical because Jerry runs like Gabby Hayes. I guess that's my quirk with "grandpa"...he makes me laugh everyday.



Charlotte Hohensee REALTOR®

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

WHY YOU SHOULDN'T TRUST ONLINE REAL ESTATE PRICE ESTIMATES

The Texas Assoc. of Realtors recently had an article showing how online sources are not an accurate assessment of value. We often hear from clients that Zillow showed this as the value or Trulia showed that...and they believe what they see online as accurate data. These companies use algorithms—computer generated data and does not consider the actual home (as they have never been in it) nor any recent sold transactions in the area.



All of these companies state that they recommend you use a real estate professional if looking for accurate data.

When you are working with an agent, they will pull the recently sold and give you an accurate assessment of the homes value before you make an offer or before you list your home for sale. That is why it is also important to sell your home for the right price. Although you may think your home is worth a lot more (most people value their home higher than the comps do), reality is the buyers agent is going to pull the same data. Overpricing your home will not help it sell. Also keep in mind that the best source for what is on the market and available today will come from your agent. They can set you up to receive this information straight from MLS. This way you can avoid finding the home of your dreams on Zillow just to find out it sold a year ago and wasn't updated on their site.

Sun City is looking at a very busy season, why not use the agents that make Sun City a priority!

Keri Stacy Gann, REALTOR®,

Marketing, Leasing Agent
keri@thestacygroup.com

Hello Everybody,

As many of you know, and seem to enjoy, I've been reading a book "The American Cowboy" written by Caleb Pirtle and the Texas Cowboy Artists Association. Here is another look at Texas history for those of us not born here, but sure glad we made it!

"The two great decades from the mid 1860's to the mid 1880's tell the story of the Texas cowboy. During that time, more than five million head of cattle trampled their way out of Texas. Perhaps the cattle business was the riskiest gamble of them all, a game of economic poker played for high stakes by young devil-may-care trail hands who had nothing more to wager than their determination to get a job done."

"It was said of the great depression of 1873 that perhaps no business in the west suffered so much as the cattle trade. The Texas cattle trade grew into a more professional business. Cowmen realized they could no longer deliver thin, wiry scrub cattle to market. So, for the first time Texans began trailing their longhorns to northern wintering grounds to fatten them up before delivering them to the stockyards."

Quarantine laws caused by "Texas ticks" made it harder to travel thru parts of the west to the stockyards. Then barb wire became final act to economically discourage the cattle drives.

"A stormy era had come to an end. Men had shared the sentiments and philosophy of an old Texas hand who said, *We placed our faith in God, a six shooter, and chuck wagon, and we trailed cattle to market.* He was like many drovers who been described as prematurely bowlegged, responsible, with a streak of hell in their hearts."

"Most Texas trail bosses had a set of rules. They were simple and they were enforced. Each trail hand was bluntly told, *You can't drink whiskey and work for us. You can't play cards and gamble and work for us. You can't curse or swear in our camps or in our presence and work for us.*"

We at the Stacy Group try to do business along these same principles. No drinkin, gamblin, cussin, gun shoot-in, or horse ridin in the office. We only know about the three suns.... sunflowers, sunshine, and Sun City!

So, come on in, set a spell, have a cool drink of water and let us help you become our neighbors. We been here the longest and know the territory better than most!

All for now,

Lon Russell
Director of Sales/Assoc. Broker
lon@thestacygroup.com
512-608-8001

"Your smile is your logo, your personality is your business card, how you leave others feeling after an experience with you becomes your trademark."

~ Jay Danzie

**The Stacy Group will be at the vendor fair on
Sept. 16th—Come by and say Hello!**