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Boone, NC

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Helen Phillips'

Find A Mountain Home ®

Newsletter

Are You Driving A Safe Car?

Look for these important safety features when you buy a new or used car. Some you can add to an existing car to protect yourself and your family.

Standard features on new cars (look for them on used cars):

- ◆ **Electronic stability control (ESC).** This helps keep the car under control during cornering and prevents it from skidding. Having it reduces the risk of rollovers by more than 70 percent.
- ◆ **Advanced air bags.** "Frontal" air bags work with lap/shoulder belts to protect the head and chest from hitting the steering wheel or windshield to avoid serious injuries. Most new models include "side curtain" bags to protect the head, and some have air bags for back seat passengers.
- ◆ **Anti-lock brake system (ABS).** This prevents lock-ups and skidding, even in slippery conditions. Anti-lock brakes have been proven to save lives by helping drivers keep control of a vehicle. Having the system can be the difference between stopping in time or rear-ending another car.

Features you can add to your current car to make it safer:

- ◆ **Blind-spot mirrors.** You stick these on your side rear view mirrors to see cars in your "blind spot." Get them at WalMart for \$3 to \$10.
- ◆ **Bluetooth add-on.** This lets you talk through the car stereo so you can make hands-free calls. Ask a local mobile-electronics shop or check on Amazon.com, and expect to pay about \$50 to \$150 for the adapter plus installation.
- ◆ **OnStar FMV (For My Vehicle).** OnStar lets you talk to a real person when you need help 24/7, and if air bags deploy, will notify emergency vehicles for you. To see if you can get it on your car (from \$19/month or \$200/year), go to www.onstar.com.

The High Country is in a 'hot market' for real estate. It's very different than the 2006 and 2007 hot market. Visit my blog for monthly updates on current market conditions:

www.CoeRealty.com > Be Informed > Coe Realty's Blog

Can “Crowdfunding” Help You?

Are you looking to launch a new product or service or raise money for someone with insurmountable medical bills? Check out these top “crowdfunding” sites to find the one to help you the most:

www.kickstarter.com – Tens of thousands of users have used this site to finance art, comics, fashion design, games and music. It has to be a specific project, and it’s not for charities or personal financing needs.

www.indiegogo.com – This site approves donation-based fundraising for things like music, personal finance, and charities. One of the most funded projects was the “Let’s Build A Tesla Museum.” Their goal was \$850,000 and they received \$1.3 million from 33,253 funders.

www.crowdfunder.com – This site welcomes art, science, business, and social good projects. It partners with A&E TV, which supports selected projects with contributions, in addition to potential national exposure.

www.gofundme.com – Patients and relatives are using this site to raise thousands to pay for such things as surgeries and cancer treatments. Each donation page must be linked to a valid Facebook profile.

Helen’s Healthy Home Care

Everyone who owns a home has figured out that each year a home needs something to stay in healthy condition. Contact me to receive my booklet on caring for your home proactively. 828.264.1434

3 Skills To Help You Get Hired

What are employers looking for in today’s market? Here are skill areas in demand according to top career specialists:

- ◆ **Project management.** This includes schedules, budgeting, and organizational expertise. To gain experience, volunteer to lead a project for a local non-profit and put it on your resume. If you’re serious about the field, check into coursework offered by the Project Management Institute (www.pmi.org) or look online for “*A Guide To The Product Management Body Of Knowledge.*”
- ◆ **Sales experience.** Companies are looking for people with in-person or phone sales skills. If you don’t have past experience, join a team that raises money for a charity you support.
- ◆ **Internet marketing.** Professionals who know how to use social media and other online promotional tools are in demand. Start by promoting a friend’s business to get experience.

Word of the Month...

There are more than a million words in the English language. Express yourself precisely by increasing your vocabulary.

Munificent (myoo-nif-uh-sunt) adj.

Meaning: liberal in giving; lavishly generous

Sample Sentence: The billionaire gave a munificent gift to his alma mater to build a new student center.

Check This Warning Label

Tylenol has added a warning on the cap of new bottles of its Extra Strength product to make it clear it contains acetaminophen, which can cause sudden liver failure.

Acetaminophen is safe when taken in the right amount (read the label!), but because it’s also found in 600 other over-the-counter and prescription medicines, consumers

may accidentally take an overdose. To see what other medicines contain acetaminophen, ask your pharmacist or go to

www.getreliefresponsibly.com.

Witty Wisdom...

- If you're too open minded, your brains will fall out.
- Age is a very high price to pay for maturity.
- A balanced diet is a cookie in each hand.
- Bills travel through the mail at twice the speed of checks.
- My idea of housework is to sweep the room with a glance.

Quotes To Live By...

Rule No. 1: Never lose money; Rule No. 2: Don't forget Rule No. 1.

–Warren Buffett

High expectations are the key to absolutely everything.

–Sam Walton

We are what we repeatedly do; excellence, then, is not an act but a habit.

–Aristotle

Brain Teaser...

If you were to spell out numbers, how far would you have to go before you used the letter "A"?

(See page 4 for the answer.)

What's My Home Worth?

I'm always happy to provide you a correct market evaluation of your home's value in current market conditions. Call: 828.264.1434.

Save \$\$\$ On Groceries

- **Canned goods.** The store knows these are staples and marks them up 50 percent. Stock up when they're on sale.
- **Pre-cut produce.** Little bags of cut-up carrots or fruit may be marked up 40 percent. Buy the original and cut it yourself unless time is short.
- **Supersized items.** Do you buy huge bottles of ketchup because it's on sale? It's better to check the shelf labels for the unit price (written in cents per ounce). A smaller size may be a better deal.

Flight Tracker

Have friends who are flying and want to see exactly where their flight is? Go to www.flightaware.com, a cool site that tracks any commercial flight worldwide and shows you its progress on a map. There's also a free FlightAware app for iPhone, iPad, and Android devices.

Cleaning Tip...

Do you have watermarks on your finished wood tables? Use a little petroleum jelly to remove the white stains. Rub the area with the jelly and let it sit for several hours (or overnight). Rub again with a soft cloth and the stain should disappear.

Tricky Tongue Twisters!

Can you say these three times fast?

- Six sick hicks nick six slick bricks with picks and sticks.
- Willy's real rear wheel
- He threw three free throws.
- The big black bug bit the big black bear ^{SEP} but the big black bear bit the big black bug back.

10 Ways to Show Sincere Appreciation of A Person

GREETING. Pause and take 10 seconds to make him feel like the most important person in the world. Look him in the eyes with warm and authenticity. Offer a friendly greeting.

USE HER NAME. Remembering her name pays her the subtle complement that she made an impression on you. She'll feel important.

LISTEN WITH INTEREST. Concentrate totally on what he is saying. Let go of the small voice in your head that tries to evaluate and plan a response. Direct your sole and whole attention to his words.

ASK QUESTIONS. Ask about her family, her friends, her work, her dreams for her future, her vacation, her hobbies and interests. If she could wave a magic wand and have one thing come into her life, what would that be?

OFFER GENUINE COMPLIMENTS. Aren't you naturally drawn to people who speak positively of you? When you take 10 seconds to offer him a genuine compliment, your interest in him will have a far greater impact that you know.

ENCOURAGE HER. When you encourage someone, you lift her spirits, give her self-confidence, and add fire to her motivation.

ACKNOWLEDGE SPECIAL EVENTS. Birthdays, anniversaries, religious holidays are our own special days. By acknowledging his special day, you're letting him know he is special to you.

SMILE. Smiling is how we let her know she is welcome into our life.

CALL. Social media, emails, notecards are fine. A 'just because' phone call lets him know he's important enough to you to take minutes out of your own life to be in touch.

STAY POSITIVE. Remember that song, 'Eliminate the negative. Accentuate the positive?' Acknowledge sorrow or hard times, when appropriate. Keeping your own voice in the positive is the way to a bright future for her.

Tired and True Local Service Providers

One of my suggestions for maintaining a healthy home is to periodically have it inspected. Discover needed repairs BEFORE they become more expensive to correct.

Best Home Inspector in the High Country:
Dennis Varney, 20/20 Home Inspections
Cell: 828.964.5390
Office: 828.264.9603
Email: 2020hi@charter.net

Thanks For Thinking of Me!

My goal in helping you find a property to purchase or in selling your property is to so exceed your expectations that you'll always think of me first when your friends or family need a trust real estate advisor.

Brain Teaser Answer:

One thousand!

Did You Know...

The standard instruction has been for drivers to hold the steering wheel at the 10 and 2 o'clock position. Guidelines now say you should grip the wheel at 9 and 3. This is to prevent damage to your hands and prevent your hands from hitting your face if your airbag deploys. Experts say the "parallel" position makes for generally safer driving.

But Aren't They Worth It?

The U.S. government says a middle-income family will spend \$241,080 to raise a child born in 2012 over the next 17 years (not including college). The biggest expenditures are for housing, child care & education, food, transportation and health care. Tailor the estimate for your family, using income and geographic location, by using the "Cost Of Raising A Child" calculator at www.usda.gov/media/blog/2017/01/13/cost-raising-child

THANK YOU for reading my FindAMountainHome® personal newsletter. I wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND...whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

Helen L Phillips

Coe Realty

Broker/Owner

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Disclaimer: The information contained in this letter is intended for informational purposes. It should not substitute as legal, accounting, investment, medical or other professional services advice. Always seek a competent professional for answers to your specific questions. This letter is not intended to solicit real estate

Trivia Contest

It's been a while since we've had a trivia contest. Tell me the correct answer. The first 4 will receive a gift certificate.

What was the original name of Appalachian State University?

- A. Dougherty's Institute
- B. High Country College
- C. Watauga Academy
- D. Sky High Learning University

Call me at: 828.264.1434

Email me at: Helen@HelenLPhillips.com
Mail me at: PO Box 3397, Boone NC 28607

Real Estate Corner...

Q. What should I know about owning investment property?

A. In the Ninja Selling world, we believe investment properties are the best way to create 'Wake Up Money.' When you wake up in the morning, investment properties are making money for you.

- **Be vigilant about property condition.** Visit the property often [write that into the lease] and talk to your tenants to get feedback. Fix problems while they are small. Plan to spend 10% of your rental income on maintaining the property.
- **Have adequate insurance.** Work with an insurance professional to ensure you are completely covered.
- **Charge a fair rent.** Peruse local newspapers, facebook rental pages, and rental companies to find out how local rents run.
- **Select reliable tenants.** Check all references and credit histories. Contact me if you need help with this. If renting to students, make sure the contract calls for parents to be responsible for damage.

Do you have a real estate question you want answered? Feel free to call me at 828.264.1434. Perhaps I'll feature it in my next issue!

What's Happening in the Market?



Dear Friend,

Highlights of my March 2020 FindAMountainHome newsletter include: safety features you can add to your car, crowdfunding possibilities, help with finding a new job, ways to show sincere appreciation of a person, a trivia challenge, and much more.

But first: **Here's what's happening in the market.** I've never seen anything like this market in my 22 years in real estate. 2006 and 2007 were notoriously famous as hot markets in the High Country. 2019 – and continuing into 2020 so far – shows the High Country to be in another hot market. But, not at all like 2006/7. As a primarily second home market, our area pulled out of the recession much slower than year round residential markets. Last year – I want to say 'suddenly,' because that's what it feels like – home sales took off like wildfire. Whereas during the recession, typically about 1200 homes were on the market, currently **380 homes** are on the market. In the past year 1209 single family residences sold. With the principles of supply and demand, as you'd expect prices are rising. There's a 6.6 month inventory of homes. During the hot 2006/7 market, typically we had a 13 to 18 month inventory of homes.

Land is slowly pulling out of the recession mire as well. Monthly sales are double the number during the recession. The vast inventory of land slowly diminishes as buyers, facing the home shortage, decide to build. A popular trend is toward buying small acreage rather than land in a subdivision.

Follow the High Country real estate market at my blog: [Coe Realty > Be Informed > Coe Realty's blog.](#)

Finally, I always look forward to hearing from you, especially to catch up, and also if there is any way I can assist you. Do let me know if a friend, family member or neighbor needs a caring, competent real estate professional for help in buying or selling.

I truly appreciate your friendship and referrals. Enjoy your issue!

My Warmest Regards,

Helen

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ASU Students raised over \$24,000 During their Dance Marathon, 2020 For Parent to Parent

Coe Realty Properties for Sale			More information at: CoeRealty.com
	<p>Quintessential Watauga Farm</p> <p>Adorable, high quality tiny house Plus 33 acres: Ridge-to-ridge for complete privacy. 10 minutes to Boone \$480,000 Price Reduced</p>		<p>UNDER CONTRACT</p> <p>From this 2BDR/2BA home located high above Boone. Darlingly remodeled. \$350K There is NO BETTER view on the market.</p>
	<p>SOLD!</p> <p>Adorable Log Cabin just outside Blowing Rock by Appalachian Ski Mountain. Numerous upgrades. \$238K.</p>		<p>Coming Soon</p> <p>Darling stone cottage on 27.5 acres Look for postcard with price and pictures</p>

Land For Sale

<ul style="list-style-type: none"> • 1 Boone in-town lot; city water/sewer. Flat \$68,500K • 11.79 a Green Valley; Killer view; <u>easy access</u> \$80K. Gorgeous long-range views. • 1+ a Bird's Eye View, Ashe, \$38, perked • .8+ a Bird's Eye View, Ashe, \$40K, perked, great view • .51 almost flat acres Seven Devils \$30K <ul style="list-style-type: none"> • 2 adjacent lots West Jefferson, each \$20K total 1.18a • 5 lots Top o Boone; wonderful log range views, \$60-\$90K • 6.97a Fleetwood New River Frontage \$90K, waterfall UC • 3.99 a Stunning sunset view/multiple layers of mountains, Banner Elk, unrestricted. \$100,000 	<ul style="list-style-type: none"> • Top o Boone lot: sunset-over-Grandfather view. Perked.\$45K. • .5 a lot \$9900K. Archie Carroll • +/- 1 acre, Archie Carroll \$15K • .71 a Crystal Mtn. \$10K View Price slashed Again! • 23a Playmore Beach Rd. Lenoir \$150K • .82 a outside Blowing Rock, \$37.5K, past perk • 1.28 a just outside Boone, wonderful view \$80K • .58 a gentle slope Top o Boone, perked \$45K • 1.41 a Fleetwood, multiple-layers of mountains view \$27K • .5 acres just outside Boone. Multi-layers of mountains \$30K • Multiple lots and sizes, Top o Boone. Huge views
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[NOTE: middle initial "L"] www.CoeRealty.com