



# Our Classic Real Estate Service Gets You Classic Results!

Quarterly Newsletter

**Jana Bantz & Associates**

2015



Happy New Year, Everyone. I hope this letter finds you all in high spirits and looking forward to a good 2015. Everyone enjoys talking about real estate statistics\* so I thought I would share some interesting facts published in the December issue of "HGTV Magazine". These statistics cover a broad range of the U.S. but they are a fun read so here goes....

The most expensive residential property ever purchased in the United States was an 18 acre estate in East Hampton, NY that sold for \$147,000,000.00. Boasting an impressive 9,000 square feet of living space this single story home surprisingly offered only 4 bedrooms.

There were 4,940,000 homes sold in the U.S. in 2014. That was down 150,000 from the year before. That last statistic may be responsible for the higher selling price reported of \$207,300.00 which was up \$10,200 from 2014 (the law of supply and demand). Zillow became a major contender for online home shoppers with 187,800 registered visitors, giving Realtor.com some real competition.

The average house sold across the United States was 21 years old and the average size was 1,862 square feet. The market showing the greatest home value appreciation in 2014 was South Bend, Indiana with a 26.8% increase. Coming in at 2 & 3 were Naples, FL and Las Vegas, NV.

There were 650,000 new homes built across the country, up from 618,000 in 2014. The 4 top features those builders included? Walk-in closet in the master bedroom, separate laundry rooms, energy efficient windows and large great rooms vs. a formal living with a separate family room. New homebuyers in 2014 were looking for comfortable, casual floor plans with less space used for formal areas.

Our local market is off to a very strong start and we have many buyers looking to move to the area in the coming months. We need to add to our listing inventory now in preparation for these buyers. If you are going to sell this year, please call our office and let us meet with you to start the process. We can narrow down your pricing, help you with staging and get the marketing materials produced and in place so that your house is out in front of the spring market.

*\*Look inside to see how our area stacked up against these statistics*

*Our Team is Experienced in Providing Professional Services for Residential Real Estate Sales and Purchases including Single Family and Multi Family Residences, Short Sales, Foreclosures, Vacant Land and Investment Properties. It would be a pleasure to work with you.*



Lisa Maynor



Donna Durscher



Lisa Provost

**Jana Bantz & Associates: Specializing in all Fields of Residential Real Estate:**

**Resale Homes, New Construction, Bank Owned Properties,  
Short Sales & Foreclosures**

**Call us any time, we are here to help you - 843.261.5262**

**Check Us Out Online at [www.JanaBantz.com](http://www.JanaBantz.com)**



## The Emotions of Color

ADDING SOME COLOR TO YOUR HOMES INTERIOR CAN GIVE IT THAT EXTRA POP, BUT CHOOSE CAREFULLY. COLORS CAN CONVEY BOTH POSITIVE AND NEGATIVE EMOTIONS....

**ORANGE** = ENERGIZING BUT CAN BE OVER STIMULATING

**BLUE** = HARMONIOUS, PEACEFUL

**NATURAL GREENS** = CALMING

**BLACK** = POWER, DEATH, BOLD

**YELLOW** = IDEALISTIC, INTENSE

**WHITE** = YOUTHFUL, SIMPLICITY

**GREY** = NEUTRAL, PRACTICAL

**RED** = DEMANDING

**VIOLET** = UNIQUE, NOT FOR EVERYONE

**BROWN** = RICH, EARTHY

WHEN CHOOSING A PAINT COLOR, CONSIDER THE ENVIRONMENT YOU ARE CREATING. DO YOU WANT A CALM, RELAXING PLACE TO RETREAT TO AT THE END OF THE DAY OR ARE YOU LOOKING FOR A VIBRANT WORK SPACE THAT BRINGS OUT YOUR CREATIVITY?

### *\*Area Statistics continued from Page 1*

Statistics for 2014 Residential Real Estate in Berkeley, Charleston & Dorchester Counties combined as found in the Charleston Trident Association of Realtors MLS system.

- 13,271 homes were sold - up from 12,392 sold the year before
- Average sales price of \$301,780 was up from \$289,031 in 2013
- Average Sales Price vs Final List Price was 97%
- Most expensive home purchased in the area was on Kiawah Island in 2010 when a buyer paid \$14 Million for a 9,900 square foot home ocean front home with guest quarters on 2.3 acres

Our ever increasing population is driving the need for more homes each year & helping homeowners see gradual & healthy appreciation in their homes value.

**Jana Bantz & Associates Sold and Closed 56 Transactions in 2014**



## Make Your Own Rain Barrel

By investing in a 55 gallon plastic barrel and less than \$15.00 in spare parts you can save money watering your garden this spring and help the environment. The only tools needed are a drill, a 1" drill bit, a keyhole saw and a pair of sheet metal snips.

- 55 Gallon Plastic Barrel (or larger)
- 1 Garden Hose Valve
- 1 Garden Hose Washer
- 1 (3/4") Plastic Adapter with both a male hose thread & a female pipe thread
- 10 Small Sheet Metal Screws

Cut a large opening in the top of the barrel equal to about 1/2 the size of the lid where the water will be caught coming out of your downspout.

Drill a 1" hole near the bottom of the barrel about 1" above the bottom edge. The adapter and washer go on the inside of the barrel. The valve goes on the outside. The toughest part of this is that it requires someone with a really long arm to hold the adapter while someone else screws on the hose valve

Next, make a quick modification of your downspout. Look at your existing downspout and it will be apparent how they fit together. Use the small drill bit to drill out existing rivets or sheet metal screws if necessary. Adjust the spouting to reach out over the top of the barrel so that the water flows freely. Just be flexible with your tools and you will be able to build a downspout to direct rainwater into your barrel.

Last step, attach a hose to the spout at the bottom and you are ready to go!

### **Mortgage Rates**

U.S. daily averages as of June 2013

|               |        |          |       |
|---------------|--------|----------|-------|
| 30 yr. Fixed: | 4.125% | FHA/VA : | 4.00% |
| 15 yr. Fixed: | 3.375% |          |       |

\*Rates will vary and are based on credit score, type of loan, loan to value

## *Spill-the-Beans Vegetarian Minestrone*



I found this great recipe online from "Taste of Home" and my family absolutely loves it.

It's quick & easy to fix plus it's filling and delicious. Add some hot, crusty bread and you've got a great healthy meal!

- 1 med onion, chopped
- 1 TBL olive oil
- 2 garlic cloves, minced
- 2 cans (14 1/2 oz. each) vegetable broth (chicken broth for non-vegetarians)
- 1 can (16 oz.) kidney beans, rinsed & drained
- 1 can (15 oz.) garbanzo beans or chickpeas, rinsed & drained
- 1 can (14 1/2 oz.) stewed tomatoes, cut up
- 2 cups chopped fresh kale (if using canned kale rinse well or soup will be too salty)
- 1/2 cup water
- 1/2 cup uncooked small pasta shells
- 1 tsp Italian seasoning
- 1/4 tsp crushed red pepper flakes
- 6 tsp shredded Parmesan cheese

In a large saucepan, sauté onion in oil until tender. Add garlic; cook 1 minute longer.

Add broth, beans, tomatoes, kale, water, pasta, Italian seasoning & pepper flakes. Bring to a boil. Reduce heat; cover and simmer for 10-15 minutes or until pasta is tender. Sprinkle each serving with cheese.

Yields 4 – 5 servings (I normally double the recipe so we can enjoy tasty leftovers)



  
BERKSHIRE HATHAWAY  
HomeServices  
Southern Coast Real Estate

112 W. Doty St., Ste C  
Summerville, SC 29483  
843.261.5262  
[www.JanaBantz.com](http://www.JanaBantz.com)

*We are growing! I'd like you to meet our two newest associates...*



*Lisa Provost is a southern girl through and through. She had the great fortune of growing up in the coastal town of Wilmington, NC with a younger brother and a large extended family. She graduated from UNC Wilmington and went on to teach middle school math & science. Lisa met and married Matt in 1984 and they are the proud parents of 4 amazing children. Matt's career brought them to Summerville in 2000 and they quickly decided this area would become home for them. All of their children have attended our local schools, the oldest 3 have graduated from state colleges and the youngest is looking forward to heading to college next fall when she finishes her senior year at Summerville High School. Lisa is active in the community and has a true love of the arts that she shares with her local customers, and as a trailing spouse throughout her husband's career, she brings a special knowledge of relocation that will be invaluable to her out-of-state clients.*



*Donna Durscher grew up in Manchaug, MA and moved to Summerville in 1996. She and her husband, Robert, married in 1996 years and are the proud parents of an outgoing and energetic 9 year old daughter, Jenna Rose. Their three shelties, Adrienne, Beaux & Lassie round out their family. Donna is a PTA Board Member at Flowertown Elementary School and is active in both the Low Country Animal Rescue Group and the Sheltie Rescue Group. In their spare time, Donna, Rob & Jenna Rose love going to Disney World & taking Disney Cruises as a family. Donna holds a degree in Business & Marketing from Elon University and has a strong customer service background. She has been an active Realtor here in the Low Country since 2002 and works hard to make every transaction seamless and stress free. We are so glad that she has joined our team!*

*Please join us in welcoming Lisa & Donna to our office. Next time you are Downtown, stop in and say hello!*

\*\*\*\*\*

**Recently Listed Properties**



299 Sweet Alyssum Dr.  
Summer Park  
3 BR, 2 BA, 1802 SF  
\$199,000



1685 E. Main St.  
Dorchester  
5 BR, 4.5 BA 3645 SF  
\$439,900



315 Salkahatchie St.  
Lakes of Summerville  
3 BR, 2 BA 1197 SF  
\$142,000



403 Hydrangea St.  
White Gables  
4 BR, 2.5 BA 2255 SF  
\$238,300