

## SUMMER 2021 NEWSLETTER.

Before, I began I paused to gather my thoughts, just what could I say and share that I thought would be of value to those taking their time to read my NEWSLETTERS! I looked back at some of the previous ones, reflecting on just how accurate they were, as I shared my thoughts on the Communities that I chose as my Marketing areas what I found was insight to a Rural area that was in spite of all that was happening was continuing to grow and evolve into Communities that continue to provide local Services to keep up with that growth. That Real Estate values continued to hold “steady” even in an atmosphere of “COVID” lockdowns and an uncertain Economic fall out that might follow. Seller’s using common sense in removing their properties from the market not wanting to risk unnecessary exposure to the COVID virus. A willingness on the part of the Community to abide by the COVID Guidelines of Masks, Sanitizers and Social Distancing. The last was perhaps the easiest.

We live in a Rural area, in nature and generally our minim parcel sizes are 2.5 acres. Therefore, our communities suffered less cases of the Covid virus, as the Pandemic raged on in other more populated areas. Living more than 12 miles from Shopping proved to be an advantage. Most of our residents already were in the habit of only rarely making trips for shopping and other errands to town. So, perhaps their routines were not as disrupted as the days, weeks and months went by. Businesses went into “locked down” mode and area schools “shut down.” We here were thankful that **Anza Co-op Electric**, a Rural Cooperative, had elected to expand several years back to create “**Anza Connect**” providing us with “High Speed Fiber Optic Internet for those of us that were able to continue to work from their homes and our children and as we moved into the new “ONLINE WORLD” AND “VIRTUAL CLASSROOMS” learning that would be Required.

We were able to acquire a “new” understanding of just how “**Fragile**” our Lives really are, and the plans we make. How precious our “Loved ones are to Us.” Many using the time for becoming closer to their families, reflecting and perhaps turning their attention to the many advantages of “**Country style living.**” Spring approached, many got busy and started on their gardens. Their patience rewarded now as they will soon enjoy “Fresh Homegrown Vegetables” as well as “Bright Colorful Flowers” to lift their spirits while were being told that the Worst of the “Pandemic” has passed.

We all know that it will take time for all of us to return to a “sense” of normal. However, as we ease back into a less stressful lifestyle, we will need to work through some of the financial damage that is left behind. Many have been without jobs, and both Property owners and Tenants may have been unable to meet their financial commitments. There is assistance for those folks. in many forms and still time to start looking into those that will best suit your individual needs. We urge you to Search them out! Inventory is Low, if relocation is your choice, it’s time to List your property! Buyers, who prior to COVID, were facing an incredibly competitive Market, now have even lower interest rates, allowing you to buy a better-quality home or in an area that you hadn’t been able to consider before. Sellers with deferred payments could qualify to “recast” their current mortgage at an even lower interest rate. There are good possibilities as Lenders are eager to assist both sides.

I guess what I am saying is that the future can be bright, after being “LOCKED DOWN” we here at CRIST REAL ESTATE, have been busy following the Market changes, keeping updated on the various repayment options, for when the “moratoriums on Lenders foreclosures and tenant Evictions would come to an end. Though even EXTENDED THROUGH SEPTEMBER 2021, WE ENCOURAGE YOU TO CONTACT YOUR LENDERS, AND LANDLORDS NOW! OPEN THAT LINE OF COMMUNICATIONS. As well as for some it might be an opportunity to look into relocation. Perhaps a time to take a drive up and see our Area.

In closing, I would like to introduce my two new Sales Associates that joined our “Team.” Jesse Sjostrand and Edward (Ed) Hatcher. Both are family men, fairly new to the Real Estate Profession, but I feel that their qualities of Honesty and Integrity will compliment my Years of Experience in the coming years. For more details about them please “tab” over to the “ABOUT US” on this site.