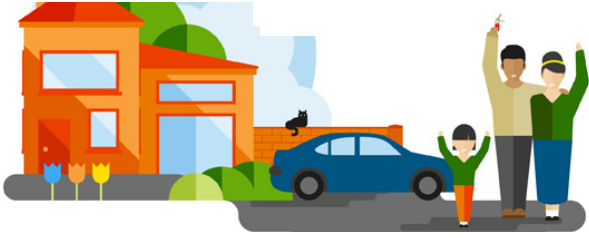




Joanne  
Cronin's

# HOMETOWN

A Newsletter on the Miami Valley Real Estate Market from Joanne Cronin, Irongate Inc., Realtors VI. 17 Nr. 1



## The Nine Stages Of Selling Your Home

Knowledge of the seven stages of grief became widespread several decades ago, but were you aware of the nine emotional stages of home selling?

1. **Excitement:** *We're moving to our dream home!*
2. **Anxiety:** *Is it worth our asking price?*
3. **Delight:** *This is our house? The staging makes it look great. Should we even move?*
4. **Disappointment:** *Is that all they offered?*
5. **Elation:** *They accepted our counter!*
6. **Worry:** *Inspections? Will it appraise?*
7. **Relief:** *It's closed. It's officially over.*
8. **Sadness:** *We're leaving so many happy and good memories...*
9. **Joy:** *We're in our new house! On to the future!*

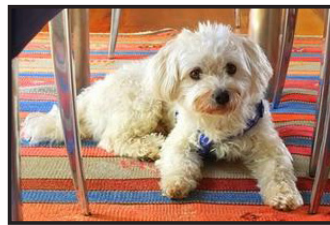
## MARKET UPDATE

Home sales in Dayton continue to set records according to the latest statistics from the Dayton Area Board of Realtors in January 2017.  
Bottom line: It's a booming market! With low interest rates, now is the time to sell or buy that home of your dreams!

### Hometown Trends:

## ANIMAL HOUSE. LITERALLY.

As more than 60% of U.S. households either had a pet or planned to get one in the future, and as 99% of pet owners said they consider their animal part of the family, it is important to understand the unique needs and wants of animal owners when it comes to homeownership. Realtors® who

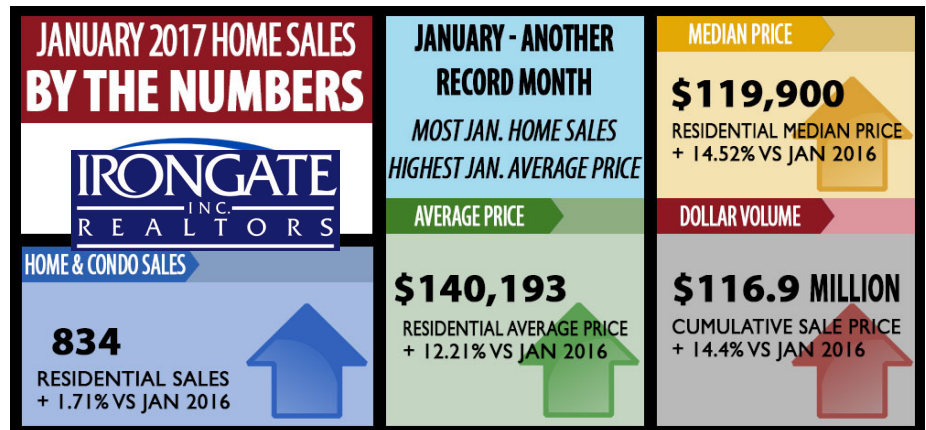


participated in the recent National Association of Realtors® pet survey indicated that one-third of their pet-owning clients often, or very often, had refused to make an offer on a home because it was not ideal for their

animal. Who knew?

Over half of all pet owners (52%), indicated that they had completed a home renovation project specifically to accommodate their animal. A majority of surveyed animal owners, 83%, indicated that they owned a dog, which helps explain the overwhelming popularity of dog-related renovation projects: 23% built a fence around their yard, 12% added a dog door and 10% installed laminate flooring.

Of course, more than 80% of the surveyed Realtors® admitted to loving animals too. More than 68% of Realtors® owned one or more themselves.



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*Discovering the Miami Valley:  
The Underground Railroad  
in Springboro.*

The Underground Railroad was a secret network of Abolitionist safe houses established in the United States during the early-to-mid 19th century, and used by African American slaves to escape into Canada.

Local Abolitionists formed an anti-slavery society in Dayton in 1839. Joe and Nettie Piner operated one of the first Underground Railroad "stations" in the area at 3525 Dandridge Street, in what is now west Dayton.

Springboro, however, played a more significant role in providing hiding places for escaping slaves. The Null house, built in 1798, shows how. The cellar seemed to be a square room roughly matching the contours of the house above., but tucked away at the top of the wall at the northeast corner is an entrance into a secret crawl space where escaping slaves could be hidden.

By the 1850's tunnels for the Underground Railroad ran all along Springboro's Main Street and between Main Street and a nearby creek. The Springboro Area Historical Society has documented 27 Underground Railroad "depots" in and around

the city. A walking tour exists to see these sites, which includes the Friends cemetery. (You'll have to discover its secret by visiting it!) Eight Underground Railroad "conductors" are buried there. There's lots to

## ARE YOU WATCHING TV? OR IS YOUR TV WATCHING YOU?

In February VIZIO TV agreed to pay a \$2.2 million fine for tracking what their owners were watching, shuttling that data back to the company, where it was sold to eager advertisers. Other smart TV platforms don't sell your viewing data to the highest bidder without consent, like Vizio, but many do track your habits -- at least some level.

The only foolproof way to keep an internet-connected TV from sending data to far-flung ad tech servers around the globe is to disconnect it from the internet. Go to Settings, find the Wi-Fi On/Off toggle, and shut it down.

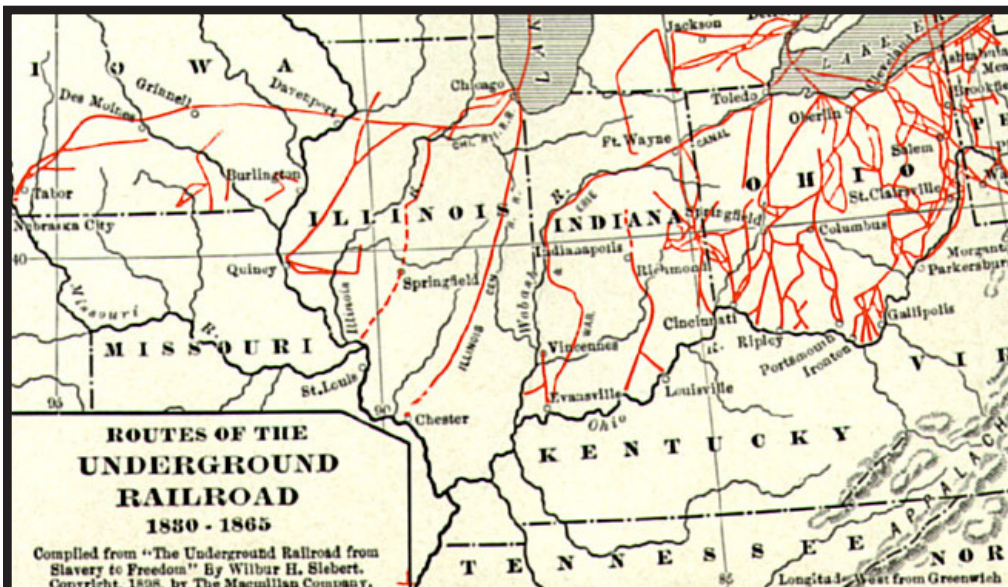
LG -- The good news, according to Consumer Reports, is that LG doesn't automatically collect your data. The bad news is that LG's older sets do. If you have one of those Live Plus models, go to Options, then Live



Plus, and switch it off.

**Samsung** - you may want to deactivate Voice Recognition Services. In 2015 Samsung TVs were found to be listening to literally everything within earshot. The company has since amended its voice recognition to listen only when spoken to specifically, but, you know ...

The bulk of high-end Sony TVs today use Android. They record your viewing habits, just like Google records your searches on the computer.



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