The Roohan BEAT

2019 winter

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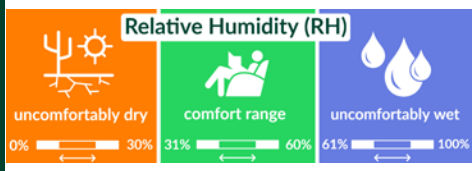
HEALTHY HOME TIPS: BREATHE EASY WITH BETTER INDOOR AIR

Under the weather? The long, dark days of winter (and the germs that come with them) may not be to blame

With time spent indoors at a peak this time of year, air quality plays a significant role in the health of you and your loved ones. Here's what to watch for. (For informative purposes only. If you are experiencing symptoms, please consult a physician.)

RELATIVE HUMIDITY (RH)

RH is the % of water vapor that's in the air at a given temperature. Indoor levels should be in the 30% to 50%, range, (45% is ideal). The air's ability to hold water decreases in winter, creating overly dry environments that can be uncomfortable and even unhealthy.



Home harm: Too-low RH levels can cause damage to wood, siding, and paint, making for unpleasant surprises come spring. It can also drive up your heating bills: your home's dry air will "steal" moisture it needs from the body through evaporation. This evaporation from the skin makes you feel cold and turn up the heat, when you'd actually feel "warmer" at the same temperature but with more moisture in the air.

Health symptoms: dry/itchy skin, eczema, dry eyes, nosebleeds, colds, respiratory infections, trouble sleeping, feeling cold all the time

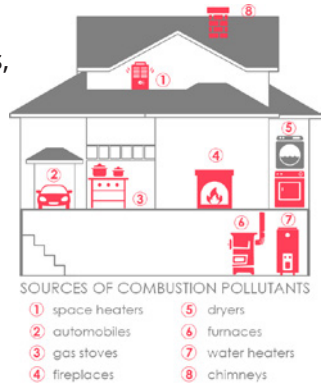
What to do: Monitor RH with a hygrometer, available for $10+ (Nest Thermostats have it built in). Readings around or below 30% mean the air needs more moisture added - do this using a humidifier, letting your laundry air dry on clothing racks instead of in the dryer, or by simply placing bowls of water in rooms you use the most.

P.S. Watch in summer too! High RH promotes the growth of mold, bacteria, and dust mites, which aggravate allergies/ asthma. Readings above 50% should consider a dehumidifier.

COMBUSTION POLLUTANTS

These are introduced through heating and appliances that burn fuel, like stoves, fireplaces, furnaces, space heaters, clothes dryers, water heaters and vehicles.

Health symptoms: flu-like symptoms, headaches, dizziness, nausea, fatigue, rapid heart rate, wheezing, persistent cough, eye/respiratory tract infection, chronic eye irritation, chest pain



Home harm: Combustion sources produce dangerous gases like carbon monoxide & nitrogen dioxide.

What to do: Ventilate rooms with fuel-burning appliances. Install CO detectors on each floor of the home, placed within 10' of sleeping areas *and* near any attached garage entryways. Replace batteries at least 2x/year. Consider detectors with digital readouts to monitor CO levels: above 5ppm (parts per million) should be investigated, ~30ppm causes headache & fatigue. Do not idle cars in the garage. All HVAC equipment, fireplaces and flues should be installed and regularly inspected by a trained professional. Pay special attention at the start of each heating season, this is when equipment has the highest risk of malfunctioning!

BIOLOGICAL POLLUTANTS

As byproducts of living things, biological pollutants exist in all homes and include animal dander, dust mites & fungi/mold.

Home harm: The most common problem from biological pollutants is asthma, but they can also cause infections, hypersensitivity diseases & toxicosis in humans. High levels of these pollutants in a home are often symptomatic of structural issues like roof leaks, drainage problems, improper ventilation, cracks/holes, etc, meaning they pose a risk not just to your health, but also to your home's value.

Health symptoms: itchy/watery eyes, runny nose, sneezing, congestion, coughing, recurring headaches, fatigue, itchiness, wheezing, difficulty breathing, asthma, sudden fever

What to do: Address leaks or seepage in your home within 48 hours. Be diligent about cleaning appliances that come into contact with water. Change HVAC filters monthly so pollutants are cleaned from air, not recirculated. Clean coils & drain pans of wall & window A/C units regularly with a bleach solution. Keep that RH below 50% to avoid mold growth. Make sure exhaust fans in bathrooms & kitchens are working and vent clothes dryers to outside. Do not store firewood inside. Dust mites thrive in sofas, carpets, bedding & blinds; control them by hot washing bedding (at least 130°F), using synthetic mattress covers, removing wall-to-wall carpeting, and using a HEPA vacuum.

VOLATILE ORGANIC COMPOUNDS

Volatile Organic Compounds (VOCs) are organic chemicals that easily evaporate into the air at room temperatures. They're emitted by thousands of products: cleaners, household chemicals, Aerosols, paints, plastics, building materials, home furnishings, pesticides and many more.

Home harm: Products containing VOCs emit them continuously - even when they're tightly sealed & stored. Outdoors, VOCs can dissipate; indoors they become concentrated over time. Some are harmless, but others - like formaldehyde and benzene - are linked to cancer. Chronic exposure to elevated levels can have short and long term health effects.

Health symptoms: headaches, dizziness, nausea, eye/nose/ throat irritation, visual disorders, memory loss

What to do: Open windows (weather permitting) and run exhaust fans whenever you're using paint, cleaners or other VOC emitting products, and store them outside in a garage or shed when not in use. There are many green, low VOC & VOC free alternatives for most products available on the market.

RADON

You probably already know about the need to test for radon, an odorless, radioactive gas that can enter homes through cracks in floors, walls and foundations and build up indoors. Radon test kits are available from several sources. For more information, visit www.epa.gov/radon or contact your Roohan agent.

Cover: 164 East Avenue, Saratoga Springs, NY 12866 | Listed for $749,900 | Photo by Roohan Realty Marketing team

ROOHAN NEWS

50th anniversary, REALTOR® of the Year & more

In November, our Principal Broker and President, J. Thomas ("Tom") Roohan, was named 2018 REALTOR® of the Year by the Greater Capital Region Association of REALTORS® (GCAR). The award is given to one REALTOR® each year who has demonstrated a commitment to excellence in their work, their community, and put forth outstanding efforts on behalf of the Association and its 3,900 members.

J. Thomas Roohan

Born and raised in Saratoga Springs, Roohan studied Civil Engineering at Norwich University before becoming a second generation fixture in his family's real estate business. With over 35 years of real estate experience, his career has included award-winning historic renovation and urban development projects, and past honors as REALTOR® of the Year (1989) and President of the Saratoga County Association of REALTORS® (1989-90).

In December, the Saratoga County Chamber of Commerce also announced that Tom was selected to receive the 2019 Joseph Dalton (Chamber President 1970-2010) Community Service Award. The award recognizes those in our community who have "proven by their actions to be honorable, ready, relevant, innovative and versatile, always doing what is right for the community," according to a press release published on the Chamber's website. The award was presented at the Chamber's 101st annual meeting in January.

Roohan Realty
CELEBRATING 50 YEARS OF EXCELLENCE

2019 is Roohan Realty's 50th anniversary! We invite you to join us in celebrating five decades of service with a NEW weekly blog serving up news and nostalgia from 1969. Our "50th Anniversary News" series will be updated every Thursday, highlighting what was happening in Saratoga - and the country - that week in 1969. Find it on our website, Facebook page or at bit.ly/rr1969news

See back page for some fun 1969 facts & stay tuned!

#MOVINGWITHROOHAN

Meet the Starowiczes!

The Starowicz Family: Michelle (holding Charlotte) & Adam with youngsters Michael and Stella

Michelle and Adam Starowicz and their three children recently closed on their new home in Schuylerville, where Michelle also owns and operates Stella's Salon. The family worked with Roohan REALTOR®, Jane Mehan, who also helped them purchase their previous house in Saratoga. This time around, Michelle and Adam didn't have to go far to find their perfect home in the nearby town.

Adam was with the couple's son, Michael, when they stumbled upon an open house at the property. As they wandered through the home, Adam realized it might be the perfect fit for the young family. "I knew my wife would fall in love with this house," Adam explains. "After I told her about it, she resisted taking a look because she didn't want to go through a move. Well, once she finally toured the home, it was over."

As for the move, the couple took advantage of Roohan Realty's courtesy moving truck, which is offered as a way to take some stress out of the process that so many clients tend to dread. "The moving van was so great," recalls Adam, "in fact, the movers that we hired came with a truck that was smaller!"

Thinking of buying or selling? If you work with Roohan Realty, your move will be a little bit easier with our complimentary moving truck, free boxes and packing tape. Get #MovingWithRoohan!

2019 REAL ESTATE TRENDS

Some broad market trends we'll see in the year ahead

Urbanization (the process of making an area more urban) is slated to be one of the most significant real estate developments in the last 40 years. Why? Because some of the 80M+ millennials are turning to the suburbs for the same reasons previous generations did: the availability of larger, more affordable homes in good school districts. But suburb-bound millennials are seeking neighborhoods with a few modern amenities: access to mass transit and walkable neighborhoods close to shopping & entertainment.

Affordability: According to HUD, 12 million Americans spend over 50% of their earnings on housing. National Association of REALTORS® data shows that since 2015, rising single-family home prices and upward pressure on mortgage rates have triggered a 15% decline in its affordability index. In Saratoga, two new, affordable housing projects are in development: The Intrada Saratoga Springs and The Link @ SoBro.

Gateway/Second Cities popping up on the fringes of hot zip codes to answer to the two trends above and satisfy demand for housing.

Re-purposing retail: As more storefronts close due to disruption from ecommerce & Amazon, obsolescent retail space will be redeployed as mixed use, industrial/warehouse, data centers, etc.

WHAT OUR CLIENTS ARE SAYING...

My family has used Meg [Minehan] for many years now, and she was nothing but wonderful during the entire process of helping me find my home - and afterwards too when I ran into a problem! Meg was a blessing during this entire stressful process, and I was able to close on my house and I was moved in in about a month all because of her help! She is amazing and I would recommend her to anybody!

-Kate Vail
January 2019

Mara King was a Queen!!! I will work with her in a heartbeat when I am buying or selling in Saratoga Springs or the surrounding area! Mara was fantastic. Thank you Roohan Realty!

-Alan Tulin
November 2018

Christine [Hogan Barton] made our first time buying a home the most enjoyable, stress-free, informative, and fun experience. We could not have asked for a better agent - she cared about our thoughts and needs, and was extremely patient with all of our questions. She kept us up to date through the whole process and made sure we had all of our ducks in a row. I would recommend Christine to any one who is buying a house in the Capital Region, and beyond. She is a saint!

-John & Liz Comitale
December 2018

Your move is on us!

Clients enjoy use of our courtesy moving truck, free boxes and packing tape. Get #MovingWithRoohan

LOCAL EVENTS

JANUARY

12	Hattie's "final" Mardi Gras
20	Soroptimist Cabin Fever Luncheon
21	Martin Luther King Jr. Day
24	Saratoga County Chamber Dinner
26	Saratoga Central Catholic Winter Gala
27	Daily Gazette Wedding Show

FEBRUARY

1-3	Saratoga Winterfest
2	Chowderfest (Augie's at Roohan)
	Groundhog Day
3	Superbowl Sunday
8-10	Frozen Springs Pond Hockey Tourney
15-17	Dance Flurry Festival
18	Presidents' Day
19-23	Saratoga Beer Week
24	Longfellows' Wedding Show
	91st Academy Awards

MARCH

1-3	Saratoga Home & Lifestyle Show
10	**Daylight Savings** (turn clocks ahead)
16-17	Adirondack Sports Summer Expo
20	Spring begins
28	Wellspring Changemakers Fundraiser
30-31	Woodworkers Showcase
31	Farmers' Market Spring Festival

50 YEARS AGO...

January

- The Beatles perform their last live concert in London
- NY Jets upset the Baltimore Colts in Super Bowl III, 16-7
- Richard Nixon inaugurated as the 37th President of the United States

FEBRUARY

- Boeing 747, the largest commercial plane, makes its maiden voyage
- The US population reaches 200 Million
- The last edition of the Saturday Evening Post is published

MARCH

- Baseball great, Mickey Mantle, announces his retirement
- 1st test flight of the supersonic Concorde
- Glenn Campbell's "By the Time I Get to Phoenix" wins best record

1969: FUN FACTS

The average cost of a new house was $15,525
The average income was $8,547/year
First Class postage stamps were 6 cents each
Gasoline cost 35 cents per gallon