

# HOME YOUR



## Pricing Guidelines For a Changing Market

**W**hen selling your home, you may need to adjust your listing price if the market is continuously changing. When a home initially attracts a great deal of attention but then no offers are made, your agent should find out why prospective buyers did not make offers. If the response is that the price is too high, consider making an adjustment.

Before you adjust your list price, ask your agent to provide you with information about the most recent listing and sales activity of homes similar to yours. Find out what other homes are on the market and how much these properties cost.

Investigate the overall market conditions. Find out if interest rates or consumer confidence has changed.

Keep in mind that a lower price may attract more than one offer for your home.

In that case, the bidding can increase the value.



## Know before you go: The Appraisal fee

**S**o, you've found the perfect home at the perfect price and now it's time to close the deal ... right? Wrong! Don't forget about the appraisal! An appraisal is an estimate of the market value of a home. Appraisals help both the lender and the buyer determine if the sales price is consistent with the actual value. An appraiser inspects the house and the neighborhood and makes an estimate based on the price of comparable houses and other factors. The appraisal provides no guarantee that the property is free of defects. Lenders insist on an appraisal to see how much they could recover by selling your house if you default. The fee for this service may vary considerably, depending on the specific characteristics of your home.

## Why Use a CRS?

**C**ertified Residential Specialists want to make your home-buying or home-selling process easy, enjoyable and the most profitable for you. Through significant experience and advanced education in areas such as finance, technology and marketing, CRS Designees offer the expertise and professionalism that put them in the top 5 percent of residential sales agents nationwide.

## EMERGENCY

### Lost Purse or Wallet

Before you have the misfortune of losing your purse or wallet or, worse, having it stolen, make a list of the numbers to call in order to cancel your credit cards. This way you don't have to spend valuable time looking for the right phone numbers while your credit cards are missing.

File a police report in the jurisdiction where the item disappeared. This proves to credit providers you made an effort to prevent criminal misuse of your cards. It is also the first step toward an investigation.

Call Social Security (800.269.0271) right away and ask them to put a fraud alert on your name and social security number. If you don't do this, a criminal can use your identity to apply for more credit cards and rack up records of credit checks resulting from criminal misuse of your card.

## Don't Trash It – Sell It!

**G**arage sales are a great way to get rid of unwanted goods and make a little cash. But what is so beneficial about them is they prevent so much reuseable material from going to landfills — promoting reuse and recycling.

Putting on a garage sale doesn't have to be a lot of work. Here are some ways to make it fun — for yourself and for others.

‡ If you're a parent, ask your child to collect things that he or she would like to sell at a garage sale and pass on anything that you collect from around the house. If you don't want to spend too much time, offer to let your child organize the garage sale and keep the profits. All you have to do is supervise.

‡ Local charitable organizations often hold garage sales to raise money. Ask around your community to find out when a sale will be held and donate unwanted goods from your home. You won't spend time setting up and organizing a garage sale, but you will be giving to a charitable cause and preventing reusable items from going to waste. If you can't find a charity that holds a garage sale, make the suggestion. Your proposal could significantly boost the charity's budget.

## Wired homes become standard

Multiple telephone lines, easy-to-reconfigure modular wiring, broadband connections and home security monitoring will become standard with all new homes by 2010, predicts the National Association of Homebuilders.

Other standard amenities will include zoned heating and cooling, electronic energy management and controlled lighting. If you are thinking about selling your home within the next five years, update these features now so you can enjoy them, too.

## HOT AREAS : Top Four Home-buying spots

It's one thing to buy a home and watch it double or triple in value within the first few years, but it's another to have that home be in an area with low crime and a good quality of life. These areas are the fastest growing in their regions, based on home price appreciation according to Homestore.com: Stockton-Lodi, Calif., at 23.5 percent; Minneapolis-St. Paul, Minn., at 10.6 percent; Fort Lauderdale, Fla., at 13.3 percent; and Lawrence, Mass., at 14.2 percent.

Do you know someone who is thinking about buying or selling a home?  
Please mention my name.



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