

Your HOME

WHAT IS CURB APPEAL?

When potential buyers drive by your house, their first impression is a key factor in determining whether they drive on by or stop to take a look. From the curb, if your house doesn't look inviting and well kept, selling your property will be more difficult—regardless of how great it may be inside.

Before you put your home on the market, take a good look at the exterior of your house and its surrounding property. You can make your home appealing and impress potential buyers without investing a fortune. Here are just a few tips:

- **Paint.** Is the paint on the outside of your house chipping, peeling, or cracking? If so, it's time to put on a fresh coat—choose colors that accent the style of your home and blend well with your neighborhood.
- **Roof.** A bad roof will immediately send up a red flag to potential buyers. Patch and/or reshingle where necessary and, most importantly, fix any leaks! Clean out those gutters and spouts.
- **Yard.** A well-manicured lawn shows that you take care of your property. Get rid of leaves, trim the shrubs, plant some flowers, and repair and paint your fence. Keep all your lawn-care equipment in the shed or garage and neatly arrange any outdoor items (trashcans, patio furniture, etc.).
- **Entranceway.** Keep your driveway and walkway clear of obstacles, repair asphalt or cement, and pull any stray weeds in cracks. Make sure your doorbell or knocker works properly, the house numbers are visible and shiny, and the door is freshly painted and trimmed with sturdy hardware.

THE HOME BUYER'S AND SELLER'S GUIDE TO RADON

"Consumers need to know about the health of the house they are considering purchasing, including whether there is a radon problem and, if so, how to fix it. *The Home Buyer's and Seller's Guide to Radon* provides practical consumer information that every home buyer needs to know."

—Consumer Federation of America

The Environmental Protection Agency (EPA) has published a guide for anyone buying or selling a home who wants to learn about radon. Radon is a cancer-causing, radioactive gas that you cannot see, but may be present in your home.

According to the guide, nearly one of every 15 homes in the United States is estimated to have elevated radon levels. The surgeon general and the EPA recommend that you test your home below the third level for radon.

If you find that you have high radon levels, you can fix the problem. Even high levels of radon can be reduced to acceptable levels.

If you're selling a home, the EPA recommends that you test your home before putting it on the market and, if necessary, lower your radon levels.

You should save the test results and all information related to fixing any problems—it could be a positive

selling point.

If you're buying a home, the EPA recommends that you obtain the radon level results of the home you're buying, either by having a test conducted or getting results of a recent test by the seller. If the house already has a radon detection system, ask the seller for information about the system.



Questions I Am Often Asked...

Q. What Can I Do to Make Buyers Feel at Home?



A. When you're showing your house, it is important that it is kept neat and tidy—you never know when a potential buyer will arrive on your doorstep.

Although you want your house to be picture-perfect, you don't want it to be so sterile that it loses that at-home feeling. Taking the time to add a few special touches will give your home warmth and personality.

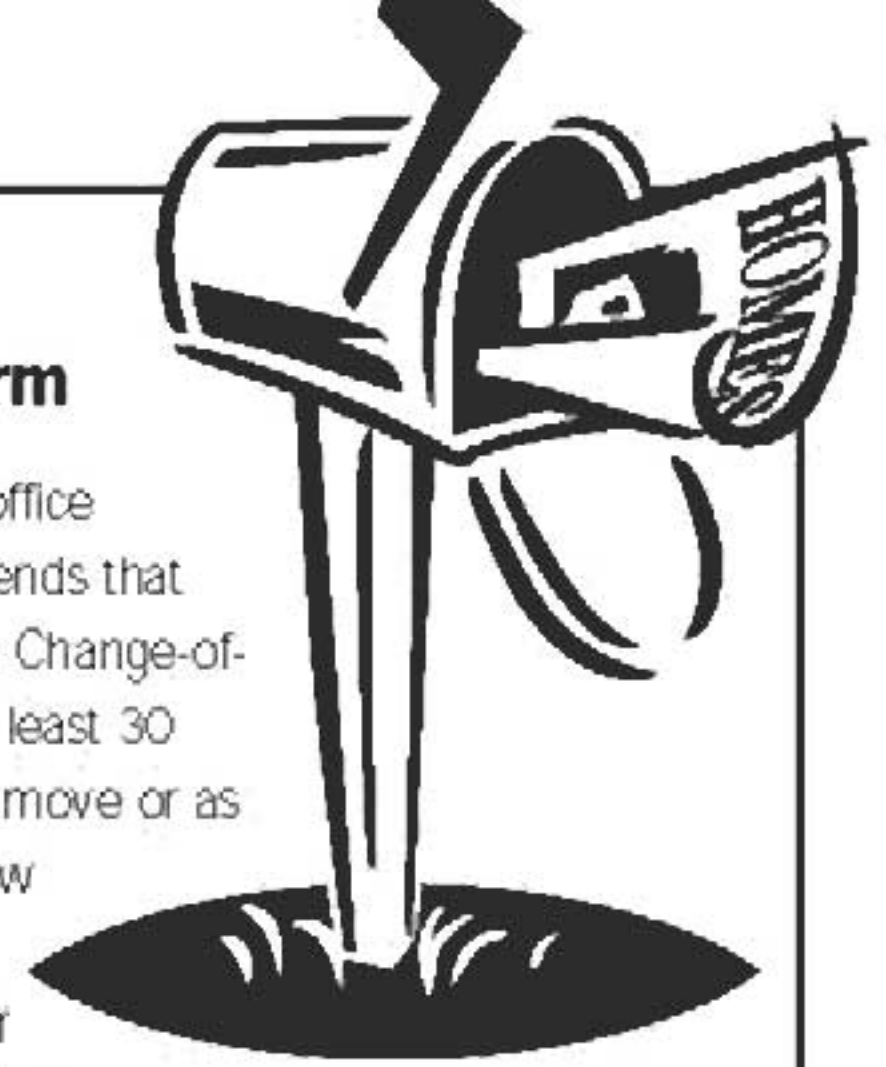
- Open drapes and curtains to let in natural light and show off your well-manicured property.
- Use high-intensity light bulbs to brighten rooms and create a feeling of spaciousness.
- Place plants and fresh flowers throughout to spruce up rooms.
- Put out clean towels and new soap in the bathrooms and kitchen.
- Use air fresheners in trash-cans to eliminate odors.

As a REALTOR®, my experience and knowledge will help you showcase your home. For more great tips, give me a call.



Change-of-Address Form

The post office recommends that you file a Change-of-Address Form at least 30 days before you move or as soon as you know your new address and your move date. The form



can be filled out at any post office, or you can use an online form from the postal service.

The post office has set guidelines for forwarding mail. First-class, Priority, and Express mail will be forwarded for 12 months at no charge. Second-class mail, which includes newspapers and magazines, will be forwarded for 60 days at no charge. Third-class mail, which is commonly known as junk mail, is not forwarded unless requested by the mailer. Fourth-class mail (parcel post) is forwarded locally for 12 months at no charge; you pay the forwarding charge if you move outside the local area.

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

RE/MAX[®]

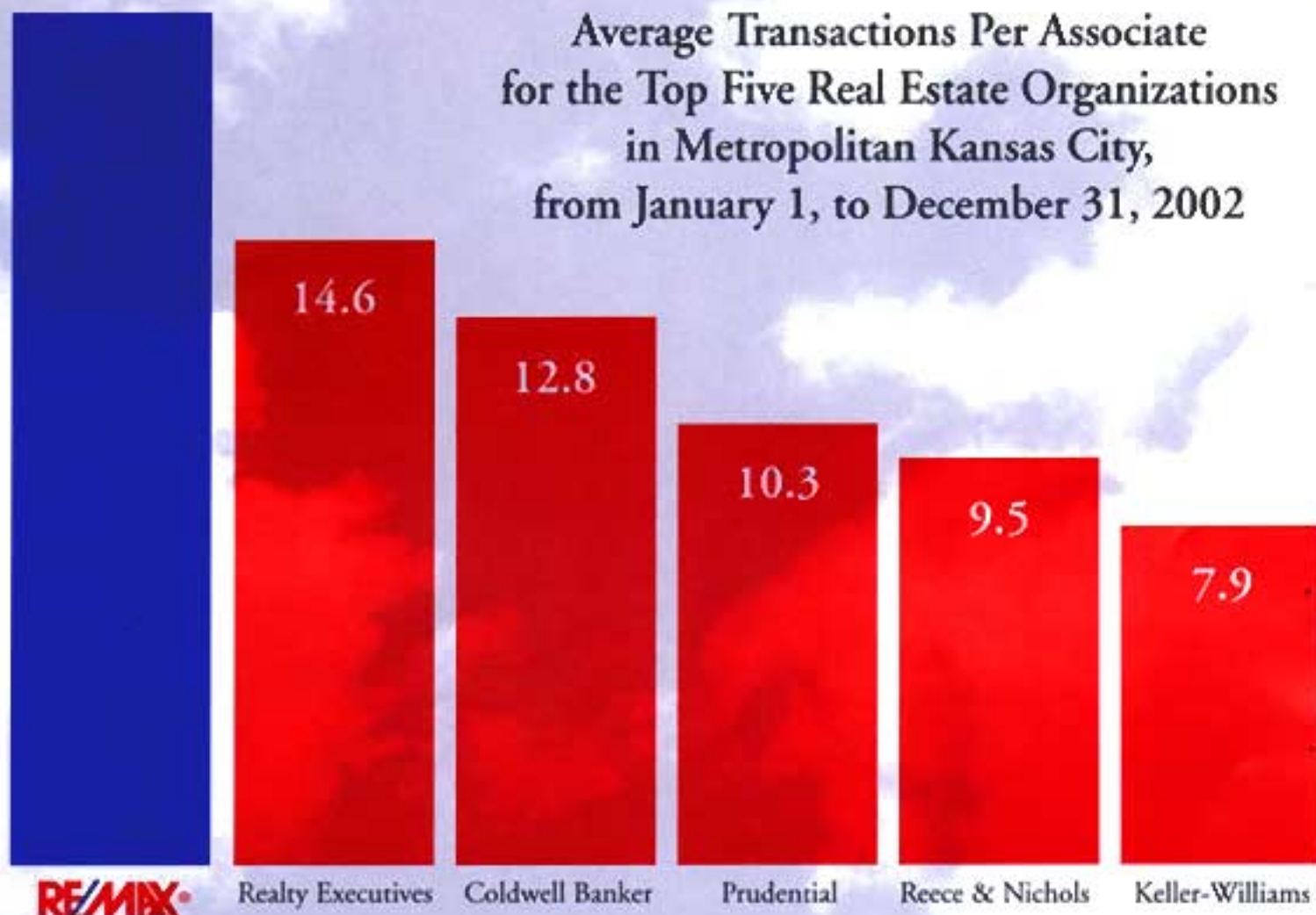


Outstanding Agents Outstanding Results.

SM

19.9

Average Transactions Per Associate
for the Top Five Real Estate Organizations
in Metropolitan Kansas City,
from January 1, to December 31, 2002



RE/MAX[®]

Realty Executives

Coldwell Banker

Prudential

Reece & Nichols

Keller-Williams

* This bar graph combines the "sold" transactions (residential) of all office locations and independent offices of each multi-office or franchise organization identified, which listings were sold by such organization itself, or with the aid of a cooperating broker, according to publications of the Local Board or Multiple Listing Service in the geographic area (all areas) and time period indicated.**

**Note: this representation is based in whole or in part on data supplied by the Kansas City Metropolitan Board of REALTORS[®] or Heartland Multiple Listing Service for the period January 1, 2002, to December 31, 2002. Neither the Board or its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Board or its MLS may not reflect all real estate activity in the market.



EACH OFFICE INDEPENDENTLY OWNED AND OPERATED.