

# YOUR HOME



TIPS AND TRENDS TO HELP MAXIMIZE HOME BUYING AND SELLING

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## TIMING IS EVERYTHING

**S**elling your house quickly can be a blessing for many homeowners. But selling before your next house is lined up might be a frightening prospect. Luckily, there are a few easy ways to ensure you're ready to put your house on the market before you place a For Sale sign in the front yard.

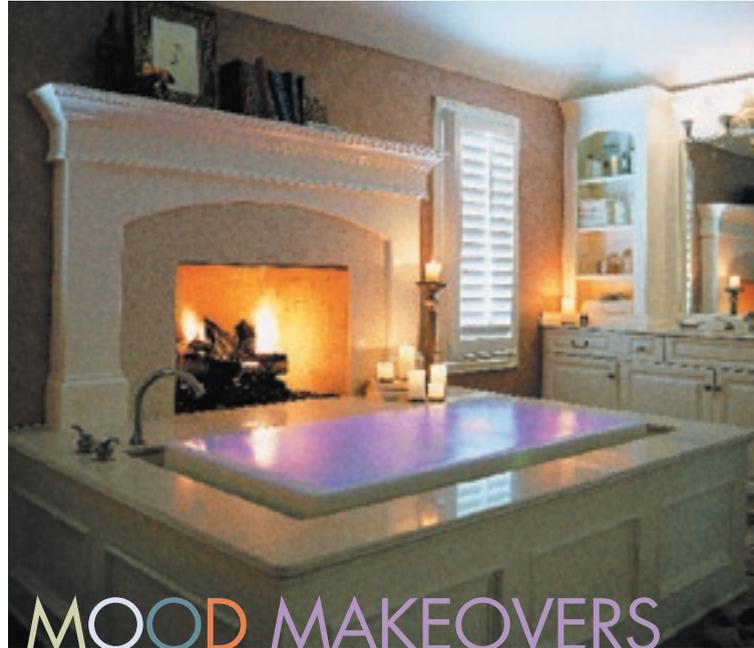
Carefully consider whether you're ready for your home to sell and discuss your options if it does sell quickly and you're faced with a looming moving deadline. A CRS agent can help you make many of these decisions and give you insight into the real estate market. Are homes like yours selling quickly? Is there a lot of competition on the market? Likewise, look into the types of houses currently for sale. Are listings scarce or are there many to choose from? Is there a variety in house size and price?

Assessing the buying aspect can also be important. If your house does sell before you've found another, how quickly will you be able to move? Discuss your expectations of a new house, from which neighborhood you desire to its size and number of rooms. Having specific goals will help you and your REALTOR® find the house that best fits your needs and desires.

Even though renting might not be your first choice, find out how much it would cost, and the availability of rentals.

Determining whether to buy or sell your house first is never an easy decision. But educating

yourself will make the process smoother and not leave you in the dark should your house sell sooner — or later — than you planned.



## MOOD MAKEOVERS

**M**ost homeowners have a favorite room in the house — a room that evokes a certain mood and keeps them wanting more. Much of that mood can come from specific lighting in the house — whether it's bright or dim and carefully designed. But have you ever considered lights with color? In fact, a new home trend known as "Chromatherapy" now turns your ordinary bathtub into a colorful spectrum of light, designed to ease tension and affect moods. This is based on the idea that colored rays affect the body and may even produce a physical reaction. For example, blue soothes, green energizes and red stimulates.

Some showers, sinks and bathtubs from manufacturers such as Oceana or Kohler now come equipped with Chromatherapy options, offering a full range of colors that appear and fade as you bathe. A simple touch of the button can start the color sequence. Each color is displayed for a select amount of time, before changing to another hue.

If you're thinking of sprucing up your bathroom, think in color. Making small improvements to your home, such as brightening up rooms or enhancing color, might just turn your humdrum bathroom into an inviting sanctuary.



## SAFETY MEASURES

When it comes to home safety, there's no such thing as doing too much. That's why monitoring your home's carbon monoxide (CO) level may be one of the most important actions you can take to protect yourself, your family and home. If CO levels build up in a home, this undetectable gas can be extremely dangerous, resulting in severe flu symptoms or even death. Keep yourself and your family safe by following these safety tips:

- Check and adjust gas appliances to prevent leaks. These can include gas fireplaces, stoves or space heaters.
- Install an exhaust fan vented to the outdoors over gas stoves.
- Have a trained professional inspect, clean and tune your heating system annually to prevent future problems. If any leaks are found, repair them promptly.
- Install a CO alarm, which detects elevated levels of the gas. Place this monitor outside of every sleeping area because most CO poisonings occur at night. If the alarm rings, immediately open windows and doors for ventilation. Test the detector weekly and replace the battery monthly.

# THE CHOICE IS YOURS

## Which agent is right for you?

Choosing a REALTOR® to help you buy or sell a home may feel like an arduous task. With so many REALTORS® eager for your business, it can be difficult to know which one you can trust. One way to narrow the field is to look for a REALTOR® with credentials that can help you feel at ease throughout the entire transaction.

An agent who is a Certified Residential Specialist (CRS) is a proven leader in residential real estate. CRS agents are in the top 4 percent of agents in the country. They offer years of



experience, demonstrated success, and advice to help you make smart decisions about buying or selling a home.

CRS agents have both a high volume of sales and a high number of transactions, as well as advanced training in areas such as business planning, real estate investing, marketing and technology. As additional peace of mind, CRS agents must maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.

The real estate market is tough, fast-paced and competitive, but with a CRS agent by your side, selling your home becomes an enjoyable experience.



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

This newsletter is for informational purposes only and should not be substituted for legal or financial advice.  
If you are currently working with another real estate agent or broker, it is not a solicitation for business.