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Experience You Can Trust

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You've probably heard the expression "April showers bring May flowers". That expression says a lot about how some things in life work. Sometimes we have to endure some rain before we can enjoy the sunshine and flowers.

Take my world for example. Every week I see people out on their own trying to find a new home. Some of them experience a lot of frustration and disappointment as they try to make sense of the market, search for the right properties to see, and then try to negotiate the best deal.

As a professional real estate sales associate, I understand how homes are bought and sold, so I can minimize the "rain" my clients experience. I can help make the entire process as trouble-free and rewarding as possible. That's why I love my job!

I help my clients get to the "May flowers" a lot sooner.

So, if there's anything I can do to help you experience a little less rain, give me a call. I'm here to help.

Your Home at a Glance

Have you ever driven up to a restaurant and been disappointed by your first impression? Perhaps the windows looked dark and gloomy, the façade was worn and unattractive or for some other reason it just didn't look like a tempting place to eat.



It could still be a fantastic restaurant - a real gem. But, your first impression has soured your anticipation. If you still walk through the front door, it will likely be with much lower expectations.

This scenario often plays out in the real estate market as well.

Buyers drive up to a home for sale and quickly form an impression based on what they see "from the curb". That's why you'll hear real estate experts talk about the importance of "curb appeal". It's one of the most important selling points of a property.

If you plan to put your home on the market, you want your home to look as attractive as possible from the street. Fortunately, there are many simple things you can do to improve curb appeal.

For example, you can trim shrubs and hedges, plant flowers, clean the walkway and driveway, paint the front door and garage door, and clean the exteriors of the windows. All these projects are relatively easy and inexpensive. Yet, each can have a dramatic impact on a buyer's first impression.

Don't be like the great restaurant that's hidden behind an unkept façade. Make sure your curb appeal reflects the overall value of your property.

Looking for more advice on selling your home quickly and for the best price? Call today.

Making Your Kitchen More Attractive to Buyers

What's one of the most important rooms in your home? When it comes to selling your property quickly, and for the best price, the answer is clearly the kitchen. In fact, one of the most common explanations buyers often give for not making an offer is, "I liked the house, but I wasn't too keen on the kitchen."



That doesn't mean you must do a major renovation. However, you should do what you can to make the kitchen as attractive as possible to buyers.

Here are some ideas:

First, clear the countertops. Put away the toaster and other items. You want to make the entire countertop area seem as spacious as possible.

If the cabinetry is old, you can spruce it up by installing new knobs, handles and other hardware. A fresh coat of paint on the walls and ceiling can also make the kitchen look like it has had a major renovation - but will only cost a few hundred dollars. According to an article on the website HGTV.com. "The fastest, most inexpensive kitchen updates include painting and new cabinet hardware."

Replacing the countertops is a more expensive renovation, but may be worthwhile if the current counters are old and worn.

Finally, when preparing your kitchen for a viewing, make sure it's clean and tidy. The garbage and recycling bins should be empty. Buyers will open cabinets, so make sure items on shelves are neatly organized with the front labels facing forward.

There are many other ways to make the most important rooms in your home look great to potential buyers. Call today for more ideas.

Bringing Fitness Home

Are you thinking about purchasing home fitness equipment? Owning your own treadmill, exercise bike, or rowing machine can save you a lot of time and money compared to joining a fitness club. However, selecting the right equipment can be a challenge. Here are some tips:



- Try it first. Ask your home fitness equipment dealer to let you do a few minutes of exercise on the machine you're considering. Most will agree. Be suspicious if they don't.
- Ask around. Staff at local fitness clubs know the best equipment. Ask them for recommendations. Also ask friends and colleagues.
- Read on-line reviews. Type the name and model of the fitness machine you're considering into Google along with the word "reviews". Chances are you'll find several websites that contain candid customer comments, complaints and testimonials.
- Make sure it fits. Home fitness equipment can take up a lot of space. Make sure the one you select fits in the room you have in mind. Pay particular attention to the ceiling height. You don't want to hit your head while working out on your stair climber!

Notable, Quotable, Quotes!



“Half the failures in life arise from pulling in one’s horse as it is leaping.”

Julius Hare

“The ability to express an idea is as important as the idea itself.”

Bernard M. Baruch

“It’s the constant and determined effort that breaks down all resistance, sweeps away all obstacles.”

Claude M. Bristol

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