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Experience You Can Trust

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As you may know, I build my business on repeat business and referrals. So, I focus a lot of my attention on providing the best client service I can. That service doesn't end when the transaction is complete. It continues throughout the months and years in between your moves.

In fact, that's one of the main reasons I keep in touch with you with these informative updates.

Is there anything more I can be doing to be helpful? If so, please let me know. I welcome your call or email anytime.

If you - or a friend, colleague, family member or neighbor - ever need to talk to a real estate sales associate with the kind of commitment to client service that I strive to provide, I hope you'll think of me.

I appreciate your support!

Should You Move or Renovate?

Determining whether you should buy a new home or fix up your current one isn't easy. In fact, the decision can be steeped in so much drama, they make reality TV shows about it!



So, if you're wondering whether to move or improve, here are three things to consider:

1. Will a renovation truly fix what you don't like about your property?

If you're tired of a small kitchen, for example, given the layout of your house, it might not be possible to make it any bigger. On the other hand, if you're craving a spacious rec room with a cozy fireplace, then a renovation could make that happen.

Of course, there are some things you may want that aren't specific to your house, such as an easier commute or nearby park. Those are features you may only be able to get by moving.

2. How much will a renovation cost? How does that compare to the cost of moving to a new home?

It's important to get accurate estimates of both the cost to renovate, and the cost of a new home, so you can make an informed decision.

Renovations often have a habit of costing more than you originally anticipate. Remember, the final result should be a home you want to stay in for quite some time.

3. Beware of compromising versus settling.

Whichever decision you make - to renovate or to sell - you can expect to have to make at least some compromises. That's normal.

For example, consider the impact of adding an extension to your house. It would be a major renovation. Is it the ideal way to get the extra room you want? Do the benefits of renovating outweigh the benefits of finding a new larger home that already includes the space you need?

It can be a tough decision. If you're in the midst of making it, call today to get the facts you need to make the best choice.

Making “Neighborhood Targeting” Work for You

Imagine if you dreamed of owning a special limited-edition vehicle. What would you do to ensure that your dream vehicle would someday be parked in your driveway - with your name on the ownership papers?



You would probably start by doing some research. You’d find out how much that vehicle would cost, what features are available, and so forth. You would likely visit a local dealership and take a test drive if a model is available on site. You would keep an eye on the market for any that come up and let the dealer know you’re looking for just that car.

If you did, then, someday, you’d probably be the proud owner of the limited-edition car of your dreams.

What does this have to do with real estate?

Well, you can take the same approach when there’s a neighborhood you’d love to live in someday. You can target it, learn what homes typically cost in that area, and keep your eye on that market in case a property becomes available that meets your criteria.

By focusing on a specific neighborhood, you increase your chances of someday living there, simply because you’re focusing on it.

Of course, neighborhood targeting isn’t as simple as aiming to own a specific car someday. That’s why you need someone like me who can keep an eye on that neighborhood on your behalf, and alert you to opportunities that become available.

Then, if a listing that’s a good fit comes on the market, you can decide whether or not to make a move.

Is there a dream neighborhood you’d like to live in some day? Call today to start making it happen.

Low-Cost Storage Hacks for Creating More Space

Comedian George Carlin's most memorable routine was, "A place for my stuff." In it, he talked about dealing with the increasing quantity of items we accumulate throughout life.



George was funny. The problem is not. Here are some low-cost ideas for quickly creating storage space for your stuff.

- Attach a cloth pouch or thin plastic basket to the inside of cupboard doors. This is a great way to store Tupperware lids, cosmetics, etc.
- Install hooks inside the foyer closet for loose items such as hats and scarfs.
- Use egg cartons to make effective storage inserts in drawers.
- Fashion stores often put purchases in stiff, high-quality boxes. Placed on their sides, these make effective storage compartments. (Shoeboxes are especially effective.)
- Consider using suitcases for out-of-season clothing. In addition to storage, they also provide protection.
- Never throw out an old wine rack. There are numerous ways these can be used for storage. (For example: tools)

By thinking creatively, you can probably come up with many other simple ideas for creating more storage. The reward is a home that looks neater and more spacious.

Notable, Quotable, Quotes!



“Before anything else, getting ready is the secret to success.”

Henry Ford

“Since everything is in our heads, we better not lose them.”

Coco Chanel

“The only thing that overcomes hard luck is hard work.”

Harry Golden

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