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*Experience You Can Trust*

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Welcome to the new year. I hope 2019 is a wonderful year for you and your family.

I'm not sure what your plans are for the coming months. Chances are, you will need to speak to an expert in a specific field at some point during the year. For example, you might ask a gardening expert some questions later this spring, get some recommendations from a trusted investment advisor, or ask your doctor an important health question.

It makes sense to take advantage of expertise when you need it.

That's why I'm here. When you need to talk to someone about real estate - someone who is knowledgeable about the local market and considers you a valued client - I will be available.

So, don't forget to add me to your list of experts!

# 4 Ways to Make the Home Hunting Process Easier

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Shopping for a new home can be intimidating. With so many things to do and think about, it's easy to feel overwhelmed. But it doesn't have to be that way. Here are some good tips for making the home hunting process a lot easier and much less stressful.



## **1. Get your mortgage arranged in advance.**

You don't want to find the ideal home on the market, only to face problems arranging a suitable mortgage. You might end up losing the opportunity. So, make mortgage arrangements in advance by getting "pre-approved". With that pre-approval, you can shop for a new home with confidence.

## **2. Clearly define the kind of home you want, and the neighborhood you want to live in.**

You can't view every home that's on the market. If you try, you'll burn yourself out! So, write down a clear description of the kind of home you want. How many bedrooms? Big kitchen? Pool?

Don't forget to include the neighborhood. Upscale? Close to downtown? Lots of trees and parks? Urban and close to shopping and theaters?

With this information, we can quickly create a shortlist of properties that meet your criteria.

## **3. Take good notes.**

After viewing a few homes, you may easily start to forget the details. Was it the first property that had the large elm tree in the backyard or was that the fourth property you saw? If you take good notes, you'll be better able to make decisions later on about which homes to shortlist.

## **4. Take care of yourself, and your family.**

Eat right. Pace yourself. Don't try to view too many homes in one evening or on one Saturday afternoon.

Want more ideas for finding the perfect home? Call today!

# Light Your Way to a Faster Sale

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Remember the last time you visited an upscale furniture showroom? The furniture and fixtures on display probably looked great. The colors and textures jumped out at you. It was a feast for the eyes!



There is a good reason why: Lighting.

Of course, the quality of the products has a lot to do with how appealing they look when on display. But smart retailers know that proper lighting is key to making those products look their best. In fact, some retailers even hire lighting consultants!

What does this have to do with selling your home quickly, and for the best price?

Obviously, when showing your property to potential buyers, you want your home to look its very best. Proper lighting can be a big help.

When preparing your home for sale, review the lighting in each room and make sure the space is sufficiently well lit. You want the lighting to be strong enough to prevent dark or shadowy areas, yet not so strong that it's uncomfortable for the eyes.

Pay particular attention to traditionally dark areas, such as the garage and closets. Make sure those areas are bright too.

If you have a viewing scheduled during the day, take advantage of natural light through windows. Open the curtains!

Finally, one of the most important areas is the foyer. Always make sure the entrance has sufficient lighting.

Want more ideas for preparing your home for sale? Call today.

# Doorways to Better Living Spaces

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When people renovate or remodel a room, they almost always overlook the door. However, changing the style of an interior door, or adding a new one, can dramatically change the look of a living space - often for the better.



Although the most common type of door is the traditional solid 6-panel door, there are many other choices available. Want to add light and a greater sense of space to a room? Consider a door with glass panels. Do you have an interior door that gets in the way when opened? Change it to a bi-fold door, which cuts the distance of the swing in half.

There are also specialty doors that are designed to block noise, and sliding doors that tuck neatly into the wall when opened.

Interior doors are typically much less expensive than their exterior counterparts. So, making the decision to upgrade or add a door to a room is an affordable design option.

Visit a door showroom and explore the possibilities.

## Notable, Quotable, Quotes!



“Home is not where you live, but where they understand you.”

Christian Morgenstern

“Luck is a dividend of sweat. The more you sweat, the luckier you get.”

Ray Kroc

“Do not let what you cannot do interfere with what you can do.”

John Wooden

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