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Experience You Can Trust

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The calendar pages are quickly flying by, and as each day passes, we are reminded that we need to start focusing on our plans for the rest of the year.

Maybe you've been thinking about moving to a new home, doing a renovation or going on a major vacation.

Whatever you may be planning for the coming months, now is the right time to get a head start.

Not only will planning ahead relieve stress later, it will also give you the chance to consider options, do your research and even save money. Plus, the sooner you start, the sooner you'll start to get excited about all your plans.

If I can be of any assistance in moving your plans forward, please don't hesitate to call.

A Bird's Eye View of Selling Your Home

If you haven't sold a home before, the process can seem complex and even intimidating. It really isn't. In fact, the steps to selling your property - quickly and for the best price - are straightforward, although not necessarily easy.



Here's a bird's-eye view of the steps to expect:

- Determine what your property will likely sell for on today's market. This is referred to as the Current Market Value.
- Decide on a list price. Doing this properly is crucial. If you set the price too high, you'll discourage buyers from seeing your home. On the other hand, if the price is too low, you may be leaving thousands of dollars on the table.
- Prepare your home for sale. This involves cleaning, de-cluttering, fixing and staging so that your property wows potential buyers.
- Market and promote the property to the marketplace. This needs to be done effectively to maximize the number of qualified buyers who find out about and become interested in your listing.
- Show your property to buyers interested in seeing it.
- Negotiate offers effectively so that you sell your property for the best price and conditions.
- Make a deal and begin the transaction paperwork!

Of course, you don't have to do it all alone! As your real estate sales associate, I will do most of the heavy-lifting for you. I'll be by your side throughout the process, helping ensure your home sale is trouble-free and successful.

Worried You Won't Find the Home You Want?

If you're thinking of selling your home, you may be concerned that you won't be able to find the kind of property you're looking to buy. After all, getting into a more desirable home is the main reason many people move in the first place.



Should you be concerned?

There are a couple of things to consider:

First, think about the last time you purchased a car. You probably had a price range in mind and a general idea of the kind of vehicle you wanted. After visiting a few dealerships - or shopping online - you probably discovered seven or eight models that fit your criteria.

Even with that limited selection, you were likely able to pick one that was right for you.

Well, that's good news. In the real estate market, there are probably dozens of properties available that meet many or all of your criteria. So, the odds are in your favor that you'll find a property you love.

Secondly, new properties come on the market all the time. As your real estate sales associate, I will keep an eye out on your behalf and quickly alert you to new listings that match your needs and wishes.

Is it possible that you still won't find a home that's absolutely perfect for you in every way? Of course it is. However, there is an excellent chance you'll get into a property that has everything you need and most, if not all, of what you want.

That's not just encouraging. It's exciting!

Modernizing Your Home Security

As technology evolves and becomes more affordable, homeowners should consider replacing their older equipment with a completely new security system, rather than patching together outdated units that provide specific functions in isolation.



A modern system will wake you up in the morning to your own personalized display screen, adjust your room temperature, turn on your lights and operate other household functions. When you leave the house, wireless technology will allow you to watch your property, both inside and out, from any number of computing devices. This means you can also program household functions from afar.

These newer residential security systems can coordinate a wide range of functions by remote control, from locking windows and closing the garage door, to adjusting the thermostat, drapery and lighting. They can even notify you if a room has been entered or a cabinet has been opened. Commercial-type closed-circuit television cameras (CCTV) with live video feed are also being introduced to residential systems in many average-sized homes. In addition, these modern systems coordinate driveway and doorway cameras (connected to your home computer or TV), monitor for break-ins, provide smoke and CO2 detection, and include water sensors for the detection of a burst pipe, leaking water tank or an overflowing tub.

In the near future, residential video surveillance will distinguish pets from people, and even burglars from letter carriers. The latest CCTV cameras can identify intruders using motion or heat sensors or even activity pattern recognition (e.g. climbing a fence or jimmying a lock).

Notable, Quotable, Quotes!



“A discovery is said to be an accident meeting a prepared mind.”

Albert Szent-Gyorgyi

“The things that one most wants to do are the things that are probably most worth doing.”

Winifred Holtby

“To handle yourself, use your head. To handle others, use your heart.”

Eleanor Roosevelt

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