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Experience You Can Trust

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Have you seen one of those TV shows where someone brings in an item, usually an antique, and an expert appraises its value? It's fun to watch the reaction when the expert reveals what the item is worth.

While those shows are entertaining, they also teach us an important lesson. If you have an asset or investment, you should always know and keep track of its current market value.

Your home or business is an investment, maybe your most important one. So, it's a smart idea to periodically calculate what it would likely sell for on today's market. I recommend you determine its current market value annually.

Why keep up to date on the market value of your home or business?

It can help you in many ways. For example, if you consider moving at some point down the road, or need to sell quickly, knowing the market value will help you make a more informed decision.

I can help you keep up to date on what your home or business is worth. Contact me to learn how.

Looking to Sell? Now Might Be the Time!

Despite the current recession and the global pandemic, home sales in the Denver Metro area reached record highs in July. Due to increased demand, but low inventory, this also led to home sale prices to record highs.



Typically, during a recession, the housing market slows along with the economy in general. So, what is different about this year? There are multiple factors that can be attributed:

- Record low mortgage rates have improved affordability and has motivated buyers.
- With the recent stay-at-home and work from home orders, many people have realized that they need more room to accommodate.

According to the Denver Metro Association of Realtors, buyers closed on 6,664 residential properties, a 7.9% increase from June and a 12.5% gain from July 2019. That includes 4,086 single-family homes, up 12.8% on the year, and 1,858 condos and townhomes, up 11.5%. The number of sales last month was 7% higher than the old record set in June 2017.

If you are looking to sell your home, there are likely buyers looking for a home in your neighborhood. Give me a call, I can help.

Staging a Kitchen that Wows Buyers

If you haven't heard of "staging", it's a fairly straightforward concept. It simply involves cleaning, organizing and preparing your home in such a way as to make it look its best to potential buyers.



One of the most difficult rooms to stage is the kitchen, because it's one of the most used. You can't just set it up to look nice for a viewing and then never go back in! Yet, an effectively staged kitchen can help sell your home, because it's the room that buyers often scrutinize and remember the most.

Here are some basic kitchen staging tips:

- Be relentless when decluttering your kitchen. Stow or get rid of any unnecessary items.
- Clear the countertops. Leave no more than two appliances in view. This will give the impression that there's a lot of counter space available.
- Make sure the sink shines. If regular cleaners don't work, there are a number of specialty products available for cleaning sinks of all kinds, including stainless steel.
- Consider making upgrades. You could do something as simple as replacing cabinetry hardware, or go as far as installing a new countertop.
- Paint or stain cabinetry. One of the most affordable and impactful improvements you can make to the kitchen is painting. A new coat of paint or other finish can make older, worn cabinets look like new.
- Add some fresh flowers in a vase. Flowers brighten up any room, especially the kitchen.

Need more tips on making your home show well, so it sells faster and for the price you want? Call today.

Cheap Ways to Improve Curb Appeal

Let's face it. If you're selling your home, you probably don't want to spend the time or money on a complete landscaping project. Luckily, you probably don't need to. There are a number of affordable ways to improve curb appeal and impress buyers who drive up to your home.



You can make a big impact by creating a more welcoming entrance. For example, paint the front door and frame, and place potted plants on either side.

You can also significantly improve your curb appeal by not only mowing the lawn, but also pruning trees and shrubs.

Use a power washer to clean the walkways and driveway. A good cleaning can make them look almost new.

And, don't forget the front windows. Make sure window coverings look just as good from the outside as they do inside.

Notable, Quotable, Quotes!



“It’s not the will to win that matters-everyone has that. It’s the will to prepare to win that matters.”

Paul “Bear” Bryant

“If people knew how hard I had to work to gain my mastery, it wouldn’t seem wonderful at all.”

Michelangelo

“When your values are clear to you, making decisions becomes easier.”

Roy E. Disney

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