

in this issue >>>

Pricing Your Home

Energy Saving Tips

House-Hunting Tips

Adding to Your Curb Appeal



Issue
TWO

A Monthly Insight into the Current Real Estate Market | Provided by: The Kuschel Marketing Team

on location

current topics >>>

9 (Unexpected) Energy Savers

1. Put lamps in the corners
2. Switch to a laptop
3. Choose an LCD TV
4. Give your water heater a blanket
5. Turn off the burner before you're done cooking
6. Add motion sensors
7. Spin laundry faster
8. Use an ice tray
9. Use the dishwasher

For more on these energy saving tips visit:

www.AlbieKuschel.com



How To Use Comparable Sales To Price

Your Home

Before you put your home up for sale, use the right comparable sales to find the perfect price.

How much can you sell your home for? Probably about as much as the neighbors got, as long as the neighbors sold their house in recent memory and their home was just like your home. Knowing how much homes similar to yours, called comparable sales (or in real estate lingo, comps), sold for gives you the best idea of the current estimated value of your home. The trick is finding sales that closely match yours.

What makes a good comparable sale?

Your best comparable sale is the same model as your house in the same subdivision—and it closed last week. If you can't find that, here are other factors that count:

Location: The closer to your house the better, but don't just use any comparable sale within a mile radius. A good comparable sale is a house in your neighborhood, your subdivision, on the same type of street as your house, and in your school district.

Home type: Try to find comparable sales that are like your home in style, construction material, square footage, number of bedrooms and baths, basement (having one and whether it's finished), finishes, and yard size.

Amenities and upgrades: Is the kitchen new? Does the comparable sale house have full A/C? Is there crown molding, a deck, a pool, etc.?

Date of sale: You may want to use a comparable sale from two years ago when the market was high, but that won't fly. Most buyers use government-guaranteed mortgages, and those lending programs say comparable sales can be no older than 90 days.

Sales sweeteners: Did the comparable-sale sellers give the buyers downpayment assistance, closing costs, or a free television? You have to reduce the value of any comparable sale to account for any deal sweeteners.

[Read more.](#)

Source: www.houselogic.com

The trick is figuring out how much your home is worth -- and remembering that how much you paid for it months or years ago isn't relevant to its current market value.

House-Hunting Tips

Buying a home? These five tips can help make your house-hunting experience positive and rewarding.

- 1. Location counts.** You've probably heard the old real estate joke about "location, location, location," but the point still bears repeating. Location is crucial. Even a picture-perfect dream home can be a mistake if it's in an undesirable location, and a poor-location can be a particularly bad choice if you anticipate reselling the home within a few years.
- 2. Make a list.** Do you (and your spouse) really know what you need and want in your home? You'll save yourself many hours of shopping (and potentially arguing) if you make a list ahead of time. Zero in on the features you must have, would like to have, definitely don't want and would prefer not to have. *Tip: Start compiling your wish list by thinking about what you like and dislike about your current home.*
- 3. Do your homework.** Not long ago, consumers had very little access to information about recent home sales prices, market trends, homes on the market, neighborhood statistics and the home-buying process. Today, all this information and more is available on the Web. Go surfing. Get educated. Become empowered.
- 4. Get preapproved for a mortgage.** Rather than guessing or estimating how much you can afford to spend, ask a lender or mortgage broker to give you a full assessment and a letter stating how much you're qualified to borrow. The true amount may be much more or much less than you think.
- 5. Be prepared to make an offer.** House-hunting can also be frustrating, especially if you know in your heart you're not really emotionally or financially ready to buy a home. If you're not ready, don't put yourself through the exercise.



set the stage >>>



7 Tips for Adding Curb Appeal and Value to Your Home

The way your house looks from the street—attractively landscaped and well-maintained—can add to its value and cut the time it takes to sell. But which projects pump up curb appeal most? Some spit and polish goes a long way, and so does a dose of color.

Tip #1: Wash your house's face.

Before you scrape any paint or plant more azaleas, wash the dirt, mildew, and general grunge off the outside of your house. Wash your windows inside and out, swipe cobwebs from eaves, and hose down downspouts. Don't forget your garage door.

Tip #2: Freshen the paint job.

The most commonly offered curb appeal advice from real estate pros and appraisers is to give the exterior of your home a good paint job. Buyers will instantly notice it, and appraisers will value it. Your best bet is to match the paint you already have: Scrape off a little and ask your local paint store to match it.

Tip #3: Regard the roof.

The condition of your roof is one of the first things buyers notice and appraisers assess. Missing, curled, or faded shingles add nothing to the look or value of your house. If your neighbors have maintained or replaced their roofs, yours will look especially shabby.

Tip #4: Neaten the yard.

A well-manicured lawn, fresh mulch, and pruned shrubs boost the curb appeal of any home. Replace overgrown bushes with leafy plants and colorful annuals. Surround bushes and trees with dark or reddish-brown bark mulch, which gives a rich feel to the yard. Put a crisp edge on garden beds, pull weeds and invasive vines, and plant a few geraniums in pots.

Tip #5: Add a color splash.

Even a little color attracts and pleases the eye of would-be buyers. These colorful touches won't add to the value of our house: appraisers don't give you extra points for a blue bench. But beautiful colors enhance curb appeal and help your house to sell faster.

Tip #6: Glam your mailbox

An upscale mailbox, architectural house numbers, or address plaques can make your house stand out. If you don't buy new, at least give your old mailbox a facelift with paint and new house numbers.

Tip #7: Maintenance is a must

Nothing looks worse from the curb—and sets off subconscious alarms—like hanging gutters, missing bricks from the front steps, or peeling paint. Not only can these deferred maintenance items damage your home, but they can decrease the value of your house by 10%.

Source: www.houselogic.com



Featured Listing

3855 River Ridge Road, Brainerd
\$369,900 MLS# 202637



Edina Realty

(218) 831-1255

info@albiekuschel.com

For more information visit us online at:

www.AlbieKuschel.com

