

# FROM YOUR LOCAL REAL ESTATE EXPERT



## HOW TO TIME YOUR HOME SALE

Choosing the right moment to sell is a personal decision for homeowners. Consider these questions to time your sale for maximum results:

### Who rules in the current market?

In a buyer's market, low buyer demand and an abundance of properties is likely to decrease the sales price of your home. In a seller's market, higher buyer demand and a shortage of listed homes drives prices up. Each market has its own challenges and opportunities – but waiting for a seller's market makes it easier to find a buyer at the highest price.

### How long have you occupied your house?

If you've occupied the home you own for at least two of the past five years when you sell, sale profits up to \$250,000 per owner are exempt from taxes. Time it right and pocket those tax savings!

### What time of the year is it?

Homebuyers are more plentiful during the spring and early summer months. The market slows down around the holidays. However, persistent buyers are still present during the winter, and there's less competition from other sellers. Your willingness to list your property during the off season often produces a great sale – with proper marketing.

### What's the condition of your home?

If your property is in need of some TLC, first complete those needed repairs before listing your home for sale. Homebuyers want a home that is clean and move-in ready. Holding out to sell until deferred maintenance is cured will pay off in the end.

If you don't want to make repairs before selling, that works too – but a special buyer is needed and the price will adjust accordingly.

Is the time right for **you** to sell? Please call me with any questions, or to set up a listing appointment!

## DATES TO REMEMBER

**IRS Tax filing deadline** – April 15

**Earth Day** – April 22

**Arbor Day** – April 29

## RED SKINNED POTATO SALAD

- 2 lbs red potatoes
  - 6 eggs
  - 1 lbs bacon
  - 1 onion, finely chopped
  - 1 stalk celery, finely chopped
  - 2 cups mayonnaise
  - salt and pepper to taste
1. In a large pot, bring salted water to boil. Add potatoes and cook until tender but still firm, about 15 minutes. Drain and set in refrigerator to cool.
  2. Place eggs in a saucepan and cover with cold water. Bring water to a boil and immediately remove from heat. Cover and let eggs stand in hot water for 10 to 12 minutes. Remove from hot water, cool, peel and chop.
  3. Place bacon in a large, deep skillet. Cook over medium high heat until evenly brown. Drain, crumble and set aside.
  4. Chop the cooled potatoes, leaving skin on. Add to a large bowl. Combine with eggs, bacon, onion and celery. Add mayonnaise, and salt and pepper to taste. Chill for an hour before serving.

## MAINTENANCE TIP!

With spring comes small pests you don't want in your home. Remember, insects sneak in through wall and floor cracks, utility openings and under doors. Keep out these uninvited guests by:

- installing door sweeps or thresholds at the base of every doorway;
- sealing utility openings where wires and pipes enter the home from outside;
- using silicone or acrylic latex caulk to repair cracks around doors and windows; and
- installing wire mesh or hardware cloth over the attic, roof and any crawl space vents.

Don't forget the dark, neglected areas around the house are beloved hiding places for insects. Pay special attention to:

- corners of the garage (clear out spider webs as often as possible);
- closets (check inside shoes stored on the floor);
- behind large appliances (sweep away food crumbs and cob webs); and
- under beds (use for limited storage only and keep food out).

You may also consider planting native flowers and shrubs to distract pests. Large trees encourage birds and bats to prey on insects around the exterior of the home. Keep them distracted *outside* to make sure they don't end up *inside* your home!



## 10 TIPS FOR SPRING CLEANING

Ring in the spring with these 10 cleaning tips for your home.

1. **Wash your pillows.** Wash pillow covers every three weeks. Wash pillows every three months and replace pillows every three years.
2. **Bathe/groom your pets.** Bathing and grooming can help control dust, dander and hair pets leave behind.
3. **Remove your shoes.** Removing your shoes before entering reduces the amount of dirt and pollen you track into your home.
4. **Ditch the vinyl shower curtain.** Vinyl shower curtains exude harmful chemicals in humidity and heat. They also attract mold and mildew, so replace vinyl curtains with nylon ones.
5. **Clean closet floor and bookshelf clutter.** Vacuum closet floors to clean out the fabric, hair and skin that settles there. Wipe away the dust on books and objects on bookshelves, then, wipe down the bookshelf.
6. **Monitor mold.** Check dishwashers, drains, basements or other spaces that can harbor humidity. Ventilate bathrooms, pantries and rooms that often feel stale and humid.
7. **Steam clean or freeze stuffed animals.** Stuffed animals can harbor dust mites, so steam clean them, use an upholstery attachment to vacuum them or freeze them in freezer bags for 24 hours to prevent buildup. Store them in bins or boxes when not in use.
8. **Clean the your refrigerator.** Check expiration dates and toss food older than a few months. Pull out drawers and wash them with hot, soapy water, then wipe everything down. Wipe the exterior and check the front grill to make sure it's free of dust and lint.
9. **Dust away.** To avoid spreading more dust in the air with traditional dusters, try dampening a microfiber cloth. They grab and trap dust, leaving little behind.
10. **Clean your rugs.** Rugs harbor more dust than any other place in the house, so vacuum and spot-clean or shampoo them. Make sure they're dry before using them, as wet rugs collect more dirt and dust.

Cleaning your home with the intent to sell? Give me a call!