

REINVENTING REAL ESTATE... ONE RELATIONSHIP AT A TIME

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**BERKSHIRE
HATHAWAY**
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Whether you are looking to buy or sell, I can offer the highest levels in real estate expertise and professionalism. Don't hesitate to contact me and allow me to help guide you through that process!

BUYERS' ADVICE



DRIVING THE NEIGHBORHOOD

Whether you're shopping for a home in a familiar location or a new neighborhood, remember that you're buying more than a home. You're also buying the neighborhood, so it helps to become familiar with your favorites, whether you drive them or walk them.

Why is that important? It's the neighborhood that helps establish home values, which depend largely on location and local amenities (close to high-paying jobs, high-scoring schools, high-starring restaurants, etc.)

Neighborhoods can change over time, so look for signs of transition. Do you see reinvestment or decline? Homeowners reinvest by repainting, making repairs and refreshing their homes with updates. What kinds of stores and services do you see? Dollar stores or boutiques, payday loan shops or investment firms, fast food or upscale restaurants. Are you the right target demographic?

Visit the area at different times of the day and on weekends. What's traffic like? How long is your commute?

As you drive, check a few home-buying apps. On your Realtor.com app, you can see crime stats and amenities and save your favorites to show your Berkshire Hathaway Home Services network professional.

You'll be happier if you pick the neighborhood first, then choose the home.

HOME IMPROVEMENT ADVICE



SHOULD YOU SELL OR REMODEL YOUR HOME?

Anything that gets as much use as your home shows wear and tear after a few years. Colors and decorative styles look tired and outdated, or you may need more room due to an addition in the family. So do you sell or remodel and stay?

Ask your Berkshire Hathaway HomeServices network professional to show you homes for sale that have the size, features and finishes you want, and create a comparative market analysis of homes like yours so you'll know what you can reasonably expect to net if you sell.

You'll pay about 12% of the sales price and more in closing costs to sell and purchase another home. Moving costs are about \$2,300, (if you have 4 movers at \$200 per hour) for an intrastate move and about 7,400 pounds of household goods, according to the American Moving and Storage Association.

If you decide to remodel, make sure your design will meet your needs for years to come. You'll need the right team - contractors, kitchen planners and interior designers to help you put it all together. Talk to your lender to learn how much you can borrow and if that sum will help you meet your remodeling goals.

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