



JULY



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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!

SELLERS' ADVICE



BEST OUTDOOR LIVING PROJECTS

As you look at your outdoor living spaces with an eye for upgrades? Are you asking yourself, where your time and money will be best spent? Do you need fresh landscaping? Sprinklers? A new fence? A firepit?

Fortunately, 2018 Remodeling Report: Outdoor Features, co-produced by the National Association of REALTORS® and National Association of Landscape Professionals, offers some ideas. First, there are two ways to look at your improvements: 1) *Curb appeal to make your home more attractive to buyers when you're ready to sell.* 2) *Personal enjoyment while you live in the home.*

If you're thinking strictly of return on investment, regular lawn care, landscape maintenance and tree care and trimming each restore 100 percent or more of the costs, says the survey.

But money isn't everything. What about personal enjoyment, convenience and satisfaction? Tied for first place on the "Joy" Score with a perfect 10 are an irrigation system and a fire feature. The next most appealing projects were a new wood deck (Joy Score - 9.8), a water feature (9.8), statement landscaping (9.7), and an overall landscape upgrade (9.6).

The report validates what real estate professionals have been saying all along: Curb appeal matters and landscape improvement is money well spent.

BUYERS' ADVICE



SHOULD YOU BUY A HOME WITH A SWIMMING POOL?

It's the heat of the summer and you want a home with a swimming pool, but before you go off the deep end, make sure the benefits outweigh the drawbacks.

Swimming pools are fun for all ages, they promote fitness, and they give you a great place to entertain family and friends. They also add costs, increase liability and maintenance. Before you decide on a home with a pool, ask yourself a few questions:

Do you and your family members swim now?

Are pools popular in your area? Do you have a long, hot swimming season?

How old is the pool? Do any mechanical components need to be replaced? Are there any cracks, broken tiles, or cloudy water that could mean large expenses coming?

Where will people change their clothes and use the restroom?

Ask the seller for any maintenance and repair records they might have for the pool, and get the pool inspected. Get prices from local pool companies on similar pools to see if you are overpaying for the seller's pool, especially if it needs updating. Most pool companies are happy to help to get the maintenance, repair, or redesign business from the new owner.