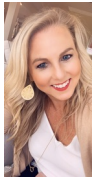


TALKING REAL ESTATE



**BERKSHIRE
HATHAWAY**
HomeServices
Towne Realty

NOVEMBER 2018



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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!

HOLIDAY ADVICE



HOW TO HANDLE THE HOLIDAYS

The holidays are here and you're in the middle of trying to sell your home. Your family is still expecting a big Thanksgiving and Christmas, so how are you going to sell your home while you do all the extra shopping, cooking, decorating and entertaining?

You're not a superhero, so it's OK to handle what you can and delegate or eliminate what you don't want to do. That way you can use the holidays to your advantage:

Decorate just a dot. Put out a few family favorites to show how lovely your home can be for the holidays but box up the remaining decorations. If you get an offer on your home, you'll only have a few decorations to take down and pack up.

Delegate the dinner. Someone else can host the big family dinner while you bring a dish instead. You'll have more time for decluttering, packing and keeping your home tidy for showings.

Dash to a destination. This is the year to take the kids to see their grandparents, go on a ski vacation, or head to the beach for the holidays. Have fun and leave the home selling to your Berkshire Hathaway HomeServices network sales professional.

HOME IMPROVEMENT ADVICE



FEATURES THAT MAKE A HOME COZY

Like bears in hibernation, we tend to stay home and relax more in colder weather. If you're shopping for a home, these are the best features to look for to help you enjoy cooler weather.

Fireplaces: Whether you have a gas log or wood-burning fireplace or a firepit in the backyard, watching the flames is a great way to relax, listen to music and cuddle with your favorite person or pet.

Built-ins: Bookshelves, china hutches, and window seats are so yesteryear, but they also add great utility and character to your home. Update them with newer finishes but appreciate that the quality of built-in woods and craftsmanship is rarely offered in new homes.

Sitting areas: A reading nook or a small conversation area can be intimate, comfy and charming. Make it a no-electronics zone for books, sketching, or needle arts.

Hardwoods and rugs: Hardwood floors are warm, elegant and in demand. To soften footsteps and protect floors in highly trafficked areas, choose hand-knotted wool or silk rugs that stand the test of time.

Lighting: Adjustable and ambient lighting make relaxing more personal and comfortable. Think of all lighting as task-oriented to choose the right fixture and bulb for your needs.

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