

your home

MARCH/APRIL 2017

Tips and trends for homeowners, buyers and sellers



EARLY BIRDS

Demand has pushed the spring selling season earlier, as buyers hope to beat the competition and secure a house early on. According to Realtor.com, the median age of property listings over the winter was four days fewer than last year. Despite the typical seasonal slowdown, inventory is picking up speed for this time of year.

Median list price typically reaches its lowest point mid-winter as well, but it remained level at \$250,000, indicating that buyers are remaining persistent.

Buyers may also be reacting to mortgage rates, which rapidly climbed higher following the election, pushing buyers to secure a loan as soon as possible.

This is also a sign of continuing low inventory, which is creating higher home prices and shorter turnarounds for sales. All signs point to this season shaping up to be a seller's market.



For many Americans, spring equals allergies. Itchy and watery eyes, runny nose, congestion—it's enough to make you want to skip the season altogether. But with these five steps from DIY Network, you can help reduce allergens in your home and find a brief respite.

- 1 Remove clutter: Less stuff means fewer places for allergens to linger.
- 2 Clean the air: A well-ventilated house is your first line of defense. Use HEPA filters in your air conditioning system, maintain the humidity at about 50 percent and keep your windows closed when pollen counts are

highest in the early morning and between 10 a.m. and 3 p.m.

- 3 Clean the bathroom: Mold tends to gather there.
- 4 Reduce dust-generators: Fabrics and carpeting create dust by breaking down fibers. Swap carpets out for washable throw rugs.
- 5 Make smart landscaping decisions: Avoid planting trees such as maple, birch and ash, which have allergenic particles that can trigger discomfort.



SPRING things

Spring is a great time to do a quick tune up of your home. Before things get busy for the summer, take a moment to make sure your home is humming along. Here's a quick checklist of fixes to make now to save you time and money later.



Interior

- ➔ Check seals around windows, doors and bathtubs
- ➔ Drain your water heater
- ➔ Check and fix leaky faucets
- ➔ Replace your HVAC filters
- ➔ Clean out your dryer vent
- ➔ Replace batteries in smoke detectors
- ➔ Make sure you have a working fire extinguisher

Exterior

- ➔ Inspect the roof
- ➔ Clean the gutters
- ➔ Wash window exteriors and check screens for repairs
- ➔ Check driveway and walks for repairs
- ➔ Inspect deck and patio for warped, molded or splintered boards
- ➔ Trim bushes and trees, or any vegetation near an air conditioning unit in particular
- ➔ Remove leaves and other debris

SAY YES TO CRS

Buying or selling a home can seem like an overwhelming task. But the right REALTOR® can make the process easier — and more profitable.

A Certified Residential Specialist (CRS), with years of experience and success, will help you make smart decisions in a fast-paced, complex and competitive marketplace.

To earn the CRS Designation, REALTORS® must demonstrate outstanding professional achievements — including high-volume sales — and pursue advanced training in areas such as finance, marketing and technology. They must also maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.

Work with a REALTOR® who belongs in the top 3 percent in the nation. Contact Paul today.



Certified Residential Specialist
The Proven Path To Success



**DO YOU KNOW SOMEONE WHO IS THINKING ABOUT BUYING OR SELLING A HOME?
PLEASE MENTION MY NAME.**

This newsletter is for informational purposes only and should not be substituted for legal or financial advice. If you are currently working with another real estate agent or broker, it is not a solicitation for business.



PAUL KING
President | Managing Broker

317.339.6643
PaulKing@ProGroupRealEstate.com
www.ProGroupRealEstate.com

