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Peggy's Practical Points to Ponder

"Let's find a house you'll call home."

Real Estate Corner

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Q: When our real estate agent listed our house, we agreed to put it on the market for the price she suggested. She said that to be competitive in the market, we should do some sprucing up and some minor repairs. Among those items, she suggested replacing outdated wall-papered rooms with a neutral color paint, new plumbing fixtures and new bath and kitchen sinks. When we agreed to do these things, we assumed we could raise the price of the house by the amount we spent to fix it up. Our agent disagrees with raising the price. This doesn't make sense to us. Please explain.

A: Repairs you make prior to selling your home are not considered improvements but "homeowner maintenance". Also, your home may be competing with newer homes on the market. Cosmetics and some upgrades do not increase the market value of your home. However, not doing needed repairs or upgrades can decrease the value of your home and add to its time on the market.

Curb Appeal

We've all heard that curb appeal is an important aspect of selling a home. After all, it is the first thing a potential buyer sees. You don't have to spend a fortune to get this curb appeal. In most cases, curb appeal can be obtained by some physical labor and a few well placed plants or landscaping accents and a little paint. For example:

- 1) Paint or replace the front door, mail box or porch railings.
- 2) Pressure wash house, sidewalks, porch and clean gutters.
- 3) Remove ornaments, wind chimes and any clutter around the entrance.
- 4) Update the door mat and keep it clean.
- 5) Edge around sidewalks, driveways to give a neat appearance.
- 6) Trim shrubs so that doors and windows aren't hidden.
- 7) Fill window boxes with vines, geraniums, or ornamental grasses.
- 8) Update flowerbeds with seasonal plants.
- 9) Plants should complement the style of the house. Many ideas for this can be found on the internet.

LOL

Bob was in his usual place in the morning sitting at the table, reading the paper after breakfast. He came across an article about a beautiful actress who was about to marry a football player who was known for being a trouble-maker and womanizer.

Bob turned to his wife with a look of question on his face. "I'll never understand why the biggest jerks get the most attractive wives."

His wife replies, "Why thank you, dear!"

Buying or Selling?

Whether you are buying, selling, or both, let me work for you. As a REALTOR® I subscribe to a standard of ethics that places your interests ahead of my own. My job is to make your life easier and to give you confidence that your buying / selling experience will be as smooth as possible.♦

If your property is currently listed for sale with another broker, this is not intended as a solicitation of that listing.



Thank you for reading my newsletter. I hope you found something in its content that informed you or simply amused you. The views expressed in this newsletter are my own and do not represent the views of any other agent or broker of Bunn Realty, Inc.

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