

Summer Creek South

First Quarter 2010

Dalton J. Harrell

About Your Neighborhood Realtor



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Hello, my name is Dalton J. Harrell. I am a your friendly neighborhood Realtor and a long time local resident (since 2005). There are many Realtors out there but few that specialize in the Summer Creek Area. I believe you will find that my specific knowledge and expertise in OUR neighborhood will surpass that of any other Realtor. I am a fulltime Real Estate professional. I have gained more than 5 years experience in serving clients, negotiating contracts, and general problem solving.

Our Current Market



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As of 4/01/10 there were 18 active listings in our neighborhood. Listing prices range from \$46.35 psf to \$90.97 psf. with an average amount of days on the market of 127.

First Quarter Sold Homes



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In the last two quarters 9 homes sold in our neighborhood. Sale prices ranged from \$42.15 psf to \$71.92 psf. Average amount of days on the market was 65.



Take a closer look at your property!

As a Realtor there are several questions I get asked repeatedly: How is the market? What is the current interest rate? Is pre-paying my mortgage a good idea? What should I be doing maintenance-wise with my home? I decided this quarter to review the last item specifically. This quarter's "Item of Value" is a Home Maintenance Guide. I believe that routine maintenance will make your home safer and less expensive to keep up. Whether you are able to do these items yourself or need a referral to a professional, you will surely save money in the long run by keeping your home in working order. Each of these fairly simple do-it-yourself tasks will take only a little of your time and will help keep your home in top shape, possibly even increasing the value over time. The only maintenance which I strongly urge you to do monthly is to change your air filter. Most A/C professionals actually recommend the monthly filters over the kind you can wash or change less frequently. To make it easy to remember, I suggest that you change the filter each month when writing your mortgage payment.

As for the guide itself, there are two sections, listing items that should be done in the spring and the fall. Some are recommended for both seasons. I recommend using daylight savings time as your reminder. The Home Maintenance Guide should be pretty self-explanatory. However, if you have any questions about this or any other matter, please do not hesitate in calling upon me.

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Expired Listings in Our Neighborhood



Expired listings are homes that have been placed in the market for such a period of time that the listing agreement timeframe expires without selling. We currently have 5 expired listings in SCS. The four main reasons listings expire are asking price, home condition, staging, and Realtor Selection.

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Lets Kick the Banks Out!



For the last few years foreclosures have been drowning our market value. If you know of anyone facing foreclosure, please refer them to me as I have experience in stopping foreclosures and helping homeowners reduce their debt liability.

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Flexible Commission Plans



My office offers Flexible Commission Plans one of which is the Neighbor Commission Discount Incentive. This plan allows for reduced commission for neighbors who qualify. If the need ever arises for you to hire a Realtor to represent you, I urge you to call me.

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Spring Maintenance

General Exterior Walkthrough:

- Inspect visible foundation areas, pipes, vents and ducts. Inspect for any cracks or visible damage in these areas.
- Clean the outside of the air conditioner compressor with a water hose.
- Inspect garage door. Make sure that the garage door opener is working properly. Test the safety mechanism on the garage door opener as well. Place a 2X4 on the ground beneath the door. If the door stops closing or reverses upon contact with the board, it is operating safely.
- Trim any trees or shrubs that touch the house.
- Inspect glazing compound.
- Inspect your roof for any damage inflicted during the winter months. Look for missing, damaged or broken shingles or shingles that have been pushed out of shape.
- Inspect caulking around windows and doors.
- Inspect exterior paint for cracking and wear. Cracking paint could indicate water damage or lead to wood rot.

Gutters:

- Inspect gutters and downspouts.
- Check for clogged areas. A clogged gutter can cause severe water damage.
- Inspect the water flow to ensure that it runs away from the house. Most mold-related insurance claims are a direct result of previous water damage.

Water and Gas:

- Inspect water meter and shutoff. Inspect the meter for accuracy. Turn off *all* water in the house. If the diamond shape on the meter continues to turn, chances are you have a leak. It is also important to be aware of the location of the main water shutoff in case of an emergency.
- Inspect gas main shutoff. Once again, it is important to know the location of the shutoff in case of an emergency.

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