



Kapustik Real Estate Experts Home Source News

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Your Source For "News You Can Use" To Help You Save Time and Money

Back by Popular Demand



You have spoken and we of course, have listened! Our newsletter is back and better than ever with some exciting news for all of our current and past clients, customers and advocates.



Thanksgiving has always been one of our favorite holidays and this year we are sharing our love of the season and our

appreciation for all of you by starting a new Thanksgiving tradition. The Tuesday and Wednesday before Thanksgiving we will be having a holiday open house and will be giving each of you a pumpkin or apple pie to share with your loved ones (or to keep for that after turkey snack).

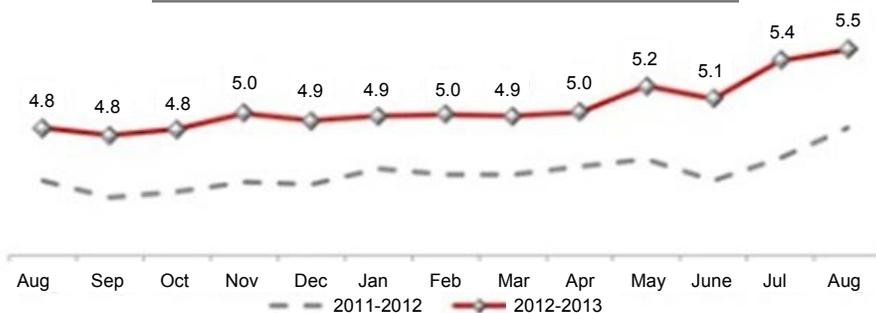
The lifeline of our business is you....and we cannot thank you enough! We are stronger than ever in the real estate business and look forward to serving you and your friends and family!

Look for your exclusive open house invitation in your mailbox in the upcoming weeks. We can't wait to share this holiday season with you!

When you have collected all the facts and fears and made your decision, turn off all your fears and go ahead!

—George S. Patton Jr.

HOME SALES TRENDS:



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Existing home sales were up 1.7% from July, hitting the highest mark since February 2007. The current annual pace of 5.48 million home sales represents a 13.2% increase over the same month last year and represents the twenty-sixth consecutive month of year-over-year increases. The recent spike in the rate of home sales is likely tied to the rise in interest rates in previous months, which caused buyers concerned about rising rates to get off the sidelines and lock in.

6 Things You Think Add Value To Your Home - But Really Don't

Every homeowner must pay for routine home maintenance, such as replacing worn-out plumbing components or staining the deck, but some choose to make improvements with the intention of increasing the home's value. Certain projects, such as adding a well thought-out family room - or other functional space - can be a wise investment, as they do add to the value of the home. Other projects, however, allow little opportunity to recover the costs when it's time to sell.

Even though the current homeowner may greatly appreciate the improvement, a buyer could be unimpressed and unwilling to factor the upgrade into the purchase price. Homeowners, therefore, need to be careful with how they choose to spend their money if they are expecting the investment to pay off. Here are six things you think add value to your home, but really don't.

1. Swimming Pools

Swimming pools are one of those things that may be nice to enjoy at your friend's or neighbor's house, but that can be a hassle to have at your own home. Many potential homebuyers view swimming pools as dangerous, expensive to maintain and a lawsuit waiting to happen. Families with young children in particular may turn down an otherwise perfect house because of the pool. An in-ground pool has additional yearly maintenance expenses to be considered. That's a significant amount of money that might never be recouped if and when the house is sold.



2. Overbuilding for the Neighborhood

Homeowners may, in an attempt to increase the value of a home, make improvements to the property that unintentionally make the home fall outside of the norm for the neighborhood. While a large, expensive remodel, such as adding a second story with two bedrooms and a full bath, might make the home more appealing, it will not add significantly to the resale value if the house is in the midst of a neighborhood of small, one-story homes. In general, homebuyers do not want to pay \$250,000 for a house that sits in a neighborhood with an average sales price of \$150,000; the house will seem overpriced.

3. Extensive Landscaping

Homebuyers may appreciate well-maintained or mature landscaping, but don't expect the home's value to increase because of it. A beautiful yard may encourage potential buyers to take a closer look at the property, but will probably not add to the selling price.

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Stress Is Harder On Younger Workers

Stress takes a toll on everyone in the workplace, young and old alike. That's the finding of a study on UK workers—throwing cold water on the idea that young employees are more resilient in the face of workplace stress than their older counterparts.

In the study, reported on the HeartMath website, 72 percent of survey participants 30 years and younger reported taking at least one sick day in the previous 12 months, although only 46 percent of workers 55 years and older did the same. One possible reason: 86 percent of the younger group reported feeling stress at work, compared to 66 percent of older employees; 28 percent of the young workers said they were prepared to take a day off to recover, as opposed to 15 percent of their more senior colleagues. Older workers may have developed better coping skills.

Who is the Next Person YOU Know Looking To Buy or Sell in the Next 30-60 Days?? Let Us Know!

6 Things You Think Add Value To Your Home - But Really Don't cont.

4. High-End Upgrades

Putting stainless steel appliances in your kitchen or imported tiles in your entryway may do little to increase the value of your home if the bathrooms are still vinyl-floored and the shag carpeting in the bedrooms is leftover from the '60s. Upgrades should be consistent to maintain a similar style and quality throughout the home. A home that has a beautifully remodeled and modern kitchen can be viewed as a work in project if the bathrooms remain functionally obsolete. The remodel, therefore, might not fetch as high a return as if the rest of the home were brought up to the same level. High-quality upgrades generally increase the value of high-end homes, but not necessarily mid-range houses where the upgrade may be inconsistent with the rest of the home.

5. Wall-to-Wall Carpeting

While real estate listings may still boast "new carpeting throughout" as a selling point, potential homebuyers today may cringe at the idea of having wall-to-wall carpeting. There is growing concern over the healthfulness of carpeting due to the amount of chemicals used in its processing and the potential for allergens. Because of these hurdles, wall-to-wall carpet is something on which it's difficult to recoup the costs. Removing carpeting and restoring wood floors is usually a more profitable investment.

6. Invisible Improvements

Invisible improvements are those costly projects that you know make your house a better place to live in, but that nobody else would notice - or likely care about. A new plumbing system or HVAC unit (heating, venting and air conditioning) might be necessary, but don't expect it to recover these costs when it comes time to sell. Many homebuyers simply expect these systems to be in good working order and will not pay extra just because you recently installed a new heater. It may be better to think of these improvements in terms of regular maintenance, and not an investment in your home's value.

The Bottom Line

It is difficult to imagine spending thousands of dollars on a home-improvement project that will not be reflected in the home's value when it comes time to sell. There is no simple equation for determining which projects will garner the highest return, or the most bang for your buck. Some of this depends on the local market and even the age and style of the house. Homeowners frequently must choose between an improvement that they would really love to have (the in-ground swimming pool) and one that would prove to be a better investment. A bit of research, or the advice of a qualified real estate professional, can help homeowners avoid costly projects that don't really add value to a home.



Develop A Cash-Stash

Here are a few quick ways to put away some cash without it being painful.



- Empty your pockets. At the end of each day, stash all loose change in a jar or piggy bank. You'll probably bank a dollar or two a day.
- Use coupons. Remember to use coupons only for the things you would normally buy. Then take the money you saved and stash it away. This could add up to \$2 a day.
- Stash a dollar a wash. Whenever you do a load of laundry, put a dollar in a jar. Use the accumulated money to pay your electric bill and buy laundry detergent.
- Bypass one cup of coffee, treat, or other ritual item once per day or week and put that money into an envelope instead.

Snuggle Up To A Fragrant Fire

Fall is the perfect time to fire up the fireplace with a cozy blaze. If you want to add a little fragrance to your hearth, try these types of wood to sweeten your fire:

Apple. It not only sweetens the smell, it produces colorful flames.

Cherry. Although not as sweet as apple, cherry wood still adds a little sugar to the mix.

Hickory. Known to many great barbecue grill-meisters, hickory brings in a nice nutty aroma and is a great heat producer.

Black birch. Don't like your fires so sweet? Black birch adds just enough spice with its cinnamon scent.



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GET MORTGAGE ADVICE EARLY

Dear Friends,

Here's a quick note to let you know how I can help you—or anyone you feel comfortable introducing me to. Home buyers often start house hunting without using real estate or mortgage professionals. They look at homes online, go to open houses, and drive around neighborhoods. They use online mortgage calculators to estimate the price they can afford based on the payments they can make. And they talk to their friends. These are all good strategies but perhaps not the best.

Relying on self-qualification can present problems. It can be heartbreaking to find the perfect home, only to discover there is some simple reason for not qualifying; something that could have been handled easily if they had known ahead of time.

For this reason, it's a great advantage for home buyers to speak with a trusted real estate expert and mortgage consultant who can guide them early in the process and help them get pre-qualified and ideally pre-approved to buy their next home.

If you, or anyone you know, needs to explore loan options or get more information on a particular property, please have them call us at 330-425-2947 or email me at KapustikConsulting@gmail.com.

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