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The Crane Team

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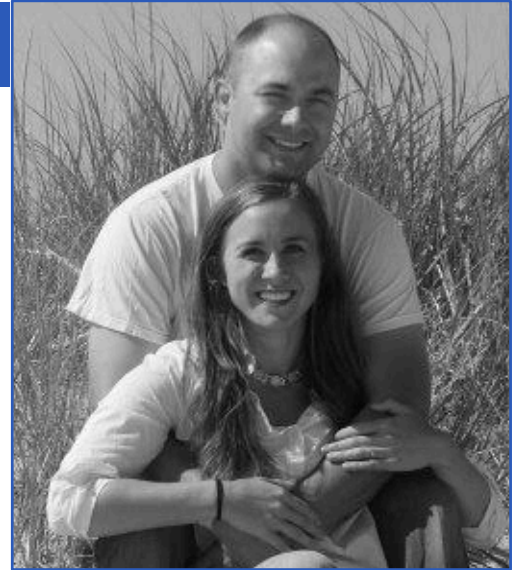
Each office is independently owned and operated.



For Everything Real Estate...

What to Expect from Us...

Hello, we would like to begin by introducing ourselves to those of you who don't know us. We are The Crane Team, a husband and wife real estate team, with Keller Williams Realty. Our mission is to educate, simplify, and guide you through the process of buying, selling, or investing in real estate. Our top priority is to do so with exceptional service.



What to Expect from this Newsletter...

Here at The Crane Team, we are very excited to send you this newsletter! This is a monthly newsletter that we hope you find to be informative, enjoyable, and of value. In this newsletter we will have monthly updates regarding local market trends, fun seasonal articles, exclusive coupons from local vendors and more.

FUN FACTS!

1. Warren Buffet, one of the world's wealthiest men still lives in the home that he bought back in 1958 for \$35,500. Proving that home truly is where the heart is.
2. In Scotland, homeowners paint their front doors red when they pay off their mortgage.

Monthly Market Trend Tracker

- Median Estimated Home Value: \$139,890
- Change in number of sales over last month: **+0.72%**
- Change in number of sales over Last Year: **-1.35%**
- Average number of days on the market: **91 Days Vs. NYS: 104 Days**

12-Month Change in Median Listing Price

This chart displays the 12-month change in the median listing price of homes in this area, and compares it to the county and state.

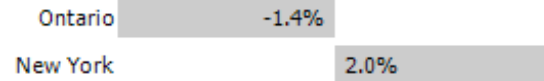


Source: On- and off-market listings sources
Update Frequency: Monthly

Data Powered By RPR

12-Month Change in Median Home Value

This chart shows the 12-month change in the estimated value of all homes in this area, the county and the state.



Estimated home values are generated by a valuation model and are not formal appraisals.

Source: Valuation calculations based on public records and MLS sources where licensed
Update Frequency: Monthly

Buyer Representation!

Are you looking to buy a home soon? If so did you know that typically there are no direct out of pocket costs to hire a Real Estate Agent to represent you as a buyer? Many first time homebuyers especially, find that hard to believe. The fact is that in our area the common practice is for the seller to pay a percentage, which the listing agent and buyers agent split. Meaning there is typically no direct commission cost to you as the buyer.

You might be asking; "What does a Real Estate Agent do any way?" A Real Estate Agent is responsible for advising you on market value (so you don't overpay for a house), as well as negotiating the property and even personal property in the house. The Real Estate Agent is also responsible for coordinating with attorneys, inspectors, contractors, lenders and all parties involved, ensuring nothing is overlooked. Your Real Estate Agent is also responsible for ensuring inspections are done on time, understood by the buyer, and that any inspection items are negotiated and taken care of if needed.

So if you're getting ready to buy or sell a home remember; find a reliable Real Estate Agent to represent you. Don't forget to tell family members as well as friends, who might be looking, to call us or find an above average Real Estate Agent to represent them. Lastly always feel free to call our team with any questions; we love to help even if it's just to answer a simple question over the phone or by email. We want your home buying and selling experience to be amazing, and simplified!

Is Your Home Ready for winter?

If your home had lots of icicles last winter -- or worse, ice dams, which can cause melt water to back up and flow into your house -- damage this year. A home-energy can identify and fix air leaks and attic that can lead to ice dams.



take steps to prevent potential auditor or weatherization contractor inadequate insulation in your home's

<http://www.kiplinger.com/slideshow/real-estate/T029S001-12-ways-to-prepare-your-home-for-winter/index.html#qCEbgS4gYDDCVfrY.99>