



Natalie's Neighborhood Newsletter

Thinking of Redecorating? Think Interior Design to Lift Your Spirits

As any fan of HGTV shows can tell you, the final design of a remodel not only looks great, but it also feels wonderful. That's because interior design is not just about what you hang on the walls or the color of paint you use. It's about the flow of the room and how the elements of the space all fit together.

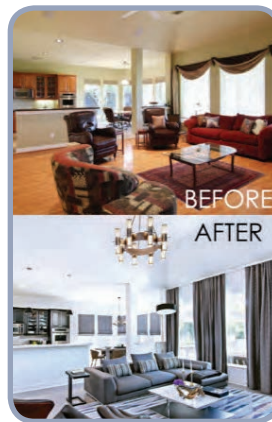
Wikipedia offers this definition: Interior design is a field within environmental psychology. It is about the study of how environment affects the behavior of inhabitants, with the aim of maximizing positive effects.

For instance, interior design studies have shown that crowded environments—like low income high-rise projects—contribute to violence, while harmonious environments can make people more peaceful. That makes interior designers part artist and part social engineer.

Interior designers are found in corporations, architectural firms, urban planning, real estate (staging), and private consulting. Those choices make interior design a flexible career with great income potential—just in case you or someone you know is thinking about a career change.

 **925-580-9829**

If you'd like to redecorate your home, you can hire an interior designer. Most charge per hour, from \$50 to \$200 per hour, in addition to the cost of furniture, artwork, etc. Some charge by marking up the price of the decor they use. Google "how to hire an interior designer" to get advice.



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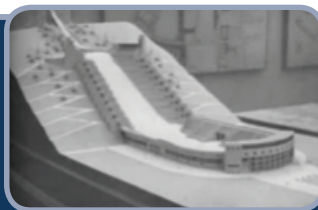
**LOOK
INSIDE!
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Networking Partner Spot Light

Architecture Used to be an Olympic Event

Did you know that from 1912 to 1948, the Olympics handed out medals for architecture, painting, sculpture, literature and music? All architecture entries were required to draw links between architecture and sport, like this skiing stadium by Hermann Kutschera, 1936.



NATALIE SWANSON
REAL ESTATE TEAM
BUILDING COMMUNITY...ONE FAMILY AT A TIME



Want to Win a \$10 Coffee Card?

It's easy to win! Just send in the answer to the quiz below. Each month, all correct entries have a chance of winning a coffee card. Put **QUIZ** in the subject and email it to:

Quiz@NatalieSwanson.com

You could be next month's winner!

September Quiz Question:

I am an odd number. Take away one letter and I become even. What number am I? (This is a trick question!)

Last Month's Answer: Silver or gold leaf used to decorate sweets. High grade Vark is edible.

Congratulations to last month's winner: Bob Patton

Having a garage sale? Need directional signs?

We have them! Just contact us and we will bring them to you!

Homes@NatalieSwanson.com
(925) 580-9829

Down-to-Earth Wealth Advice from the Super-Rich

If you're like me, you're always interested in improving yourself and your family's situation. The following snippets of advice are good reminders about the basics of building family wealth.



You Don't Have to Game the System. Billionaire Warren Buffett made his investment fortune on the fundamentals: focusing on companies with strong annual cash flow, and choosing companies that aren't at risk of technical obsolescence. Buffett spent the early part of his career investing in insurance companies. It's not sexy, but it worked.

Simplify Your Life. Carlos Slim, a Mexican business magnate, was ranked as the richest person in the world from 2010 to 2013. He has lived in the same house for more than 40 years. Constantly pursuing things you don't need puts you on a financial treadmill, not an upward escalator.

Save to Invest; Don't Save to Save. According to author Grant Cardone: "The only reason to save money is to invest it. Put your saved money into secured, untouchable accounts. Never use that money for anything, not even an emergency." He adds that this will force you to increase your income, which is, of course, another key to wealth.

Use other people's money. According to self-made millionaire Steve Siebold, those with money aren't afraid to fund their future using other people's funds. "Rich people know not being solvent enough to personally afford something is not relevant," Siebold writes. "The real question is, 'Is this worth buying, investing in, or pursuing?'"

Home Sellers: Your To-Do List Starts Months before Selling



NOTE: If you're planning to sell before Christmas 2019, then we need to get your home listed soon, maybe even right away. But if you have more time, here are some tips to think about:

- Choose when to sell if you can. You may not have a choice, especially if you have a job transfer. But if you can, it may (or may not) make sense to wait until the optimal "home selling" time of year. Ask me about the best time to sell your home.
- Choose the best agent you can. Remember, it costs no more to hire a great agent than it does to hire an average one, so you might as well get the best for your money. Another reason to contact me!
- Work on your house. As your agent, I can point out where to make repairs, remodel, or stage to improve interest and attract offers. This prep work can sometimes take months to complete, so start early!
- Plan for two to four months "in" the sales process. If we set your price correctly, you'll have an offer quickly. But even so, the actual escrow period can take up to 60 days, depending on the buyer's lender. If you need to buy another house after selling, then your closing time-frame can be even more important... and tricky. We'll discuss this when we meet for your listing appointment. Contact me at (925) 580-9829 by text or call. I'm easy to reach.

COMING SOON: LIVERMORE!

1905 De Vaca Way, Livermore
2785 East Ave., Livermore
3263 Vineyard Ave. #67, Pleasanton
10033 El Dorado Dr., San Ramon

Thank You!
Special thanks this month to...

- Austin & Monica Nelson
 - Thomas & Kathy Lyons
 - Venkata Vijayaraj & Ambika Karuppanan
 - Michael & Lisa Stokman
 - Jim & Peggy Roof
 - Yianni Charitou & Lauren Pizzulli
 - Rachel Jones
 - Danielle & Chris Czajka
 - Gary March
- Thomas Sterling
 - Kiran Reddy
 - Kyle Lawhorn & Candace Hoppe
 - Nancy Werner & Bill Dissly
 - Andrew Smith & Rachel Westerhoff
 - Dee Dee & Tim Wolcott
 - Sean Hanley & Kate Greenshields

I hope you feel comfortable introducing me to the people you care about, so I can help them with their real estate needs.

5 STEPS To take control of your finances and save for your dream home

1 → 2 → 3 → 4 → 5

Get a clear financial picture → Set up a tracking mechanism → Determine financial needs → Open a savings account → Consolidate debt

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Contact me to start exploring your options!

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Networking Partner Spot Light



John and Lisa Towsley

Meet John and Lisa Towsley, they are the owners of Window Genie of the Tri Valley. They have over 20 years of experience and have earned the trust of homeowners throughout the Tri-Valley, Pleasanton, Dublin, Livermore and the surrounding areas when it comes to your window needs.

When selling your home there are many things that can make a HUGE difference when it comes to getting your home market ready. Window cleaning is high on our list when preparing your home for potential buyers. Having your windows cleaned inside and out brightens up your home, giving it that open airy feel. Window Genie of the Tri-Valley has been helping our sellers clean and maintain their windows for years. They are our go to vender for all of your window needs. They have excellent customer service, very accommodating, professional, efficient, friendly, pet friendly and the list goes on. Selling your home isn't the only time you should call Window Genie they offer a variety of services, such as, window tinting, pressure washing, gutter cleaning, they even help with your holiday lights!

We have enjoyed working with John and Lisa and we know you will too! So give them a call today to set up your appointment and get your windows and gutters ready for fall. 925-361-8805



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