



RE/MAX

Premiere Selections

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MARGIE BRYANT, CLHMS, CRS, GRI
Matching Your Needs with the Market
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At long last Spring is here! If you are considering placing your home on the market, now is the time to do just that.

Inventory is low and although last year within our area home sales had increased year over year, those home prices were flat. Check out "Market Trends" on my website, or call, text or email me for more information. You know I love what I do, and I'm happiest when I hear from you!

Margie



THE HOME OF tomorrow

↘ The future is now for homeowners, as more and more people are looking to smart devices to improve their everyday living. From thermostats, to fire and carbon monoxide detectors, technology and automation is getting more sophisticated. What's the current state of smart technology, and where is it going? Here are a few new devices that can make your home a touch smarter:

- ➔ **Laundry folding robot**—The Laundroid from Seven Dreamers uses AI to sort and fold your clothes. Place clothes into a drawer at the bottom of the machine, and watch as it folds your wardrobe, along with being able to separate clothes for each family member.
- ➔ **Smart refrigerator**—LG's InstaView ThinQ has a touchscreen on the front of the fridge that keeps track of what food or drink you put in and take out. When you're running low on a certain item, it even reminds you that it's time to restock.
- ➔ **Interactive mirror**—Kohler's Vedera Voice Lighted Mirror has a built-in version of Amazon's Alexa

voice assistant, so you can access important information while getting ready in the morning or preparing to go to bed.

- ➔ **Intelligent security light**—A floodlight with a two-way speaker and motion activated camera, Maximus is perfect for monitoring activity outside of your house. It detects movement up to 70 feet away and relays a message to your smartphone for instant alerts about potential visitors or trespassers.
- ➔ **Smart plumbing**—Flo is a smart plumbing monitoring system that can tell a homeowner not only about leaks, but also water pressure, temperature and flow rate.

MAKING THE MOST OF A MODEST MESS HALL

While some people who are selling their home think a small kitchen is a negative, there are several ways that you can make it stand out and appeal to potential buyers:

Light it up. Darkness can often make smaller rooms feel even more cramped. To open the room up to more light, consider removing all curtains from windows and instead install recessed blinds. You still get the privacy factor, while also allowing your kitchen to have a brighter feel.

Keep the counters tidy. Many people have things strewn about their kitchen counters and cabinets. Think about keeping your countertops clear of all items, including photos, papers and even appliances, to make it seem like the room is larger than it truly is.

Brighten the walls. Sellers should consider making the tone of the wall color in the kitchen brighter. Lighter colors tend to open a room. They are also much more inviting, enticing potential buyers.

Mounted appliances. Sellers may want to consider mounting appliances on the wall or under the cabinets to create more countertop space, giving the kitchen the appearance of being more spacious. The distinctive and interesting design look could attract more interest during a walkthrough or tour.





3 STEPS TO EFFECTIVE decluttering

Spring cleaning is a yearly ritual that most homeowners find themselves tasked with annually. While some people enjoy the activity, others find it tedious and difficult. When attempting to sell your home, you may be even more wary, as such daunting tasks can cause added anxiety and stress. Here are a few tips on how to help get rid of your stuff:

1 Look for support. Friends and family are often great motivators for getting rid of clutter. Think about asking other people's opinions on what should stay and what should go. If you're in the process of selling your home, your REALTOR® Margie can be a trustworthy resource. She has experience in helping people just like you prepare their homes for prospective showings and eventual moves.

2 Professional help may be necessary. Sometimes the task at hand may be a bit too much for homeowners to handle. Years of clutter and storage build up quickly and figuring out where to even begin can be tough. So, enlisting the help of a professional organizer could go a long way to speedily cleaning your home.

3 Consider your options. When you are ready to declutter, the question then becomes: Where should all the stuff go? There are a few options to think about when cleaning:

- ➔ Sell. Some things you may want to consider selling, such as antiques or collectibles.
- ➔ Donate. Old clothes and furniture that you don't use anymore may be better suited for others in need.
- ➔ Store. Consider getting a storage unit off-site, if you are unsure about getting rid of your possessions.
- ➔ Trash. Some items you have stored have no value or are damaged. Throwing them away is a quick way to create much needed space.

SAY YES TO CRS

Buying or selling a home can seem like an overwhelming task. But the right REALTOR® can make the process easier — and more profitable.

A Certified Residential Specialist (CRS), with years of experience and success, will help you make smart decisions in a fast-paced, complex and competitive marketplace.

To earn the CRS Designation, REALTORS® must demonstrate outstanding professional achievements — including high-volume sales — and pursue advanced training in areas such as finance, marketing and technology. They must also maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.

Work with **MARGIE BRYANT, REALTOR®** who belongs in the top 3 percent in the nation. Contact a CRS today.



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Losing their Spackle!
Annual growth in the national market for home improvement and repair is expected to slow considerably by the end of 2019. Owners are becoming less motivated to make major home improvements due to slowing house price appreciation, flat home sales and rising mortgage interest rates. Despite the growing headwinds, improvement & repair spending is still set to increase this year to \$350 billion.