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BackesTeam@ActionRealEstate.Com **Spring 2018**

Spring Greetings!

Hello Friends and Neighbors. At Action Realty, 2017 went out like a rocket! We sold every listing we could get our hands on in November and December, and it hasn't slowed down since! You may rest assured, there is not a shortage of Buyers in sight! Although we are quite busy now, we know that our busiest season is about to begin. If you are thinking about listing and selling your house, call us, and start packing! This market is red hot! Remember, our clients are our #1 priority, and we are honored when our clients entrust their family and friends into our care for purchasing or selling their home. A referral tells us that the Backes Team is meeting your expectations. Remember, list your home and/or find your next home with the Backes Team. We get things done!



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MO Residential Property Statistics



How to Get Your House Ready to SELL!

A short list of things you can do today to get your home ready to sell!

- Clean every corner of your home.
- Depersonalize. Put away the photos and collections and neutralize your house. Let the Buyers imagine what their items will look like in your house.
- Finish any home improvement projects.
- Declutter. Everything that doesn't seem to have a place, needs to go.
- Remove the extras. If your rooms are filled with large furniture and low on floor space, see what you can remove. Spacious rooms are inviting.
- Add fresh paint, very light on colors. White and cream colors make your rooms look larger.
- Time to update the appliances? Stainless steel and charcoal are the IN colors in appliances these days.
- Make sure the outside looks fresh, well trimmed, and painted.
- When all is done, take photos of your beautiful home. You can certainly catch the rooms making good use of the sunshine.
- Update floor coverings. Outdated carpet needs to go.
- Make sure the entryway is welcoming. Does it need a coat of paint?
- Make sure even the air smells bright and fresh inside your home.



Glass Stove-Top Cleaner

You have all the ingredients to do this already.
You need:

- Baking Soda
- Dish Liquid
- Hydrogen Peroxide
- Plastic Scrub Brush

1. Drizzle some dish soap from the bottle all over the glass top of the stove.
2. Trickle a stream of Hydrogen Peroxide around the stove top .
3. Sprinkle a good amount of baking soda on top.
4. Take a kitchen scrub brush and scrub/mix all the ingredients together, all over the glass top of the stove.
5. Take a damp towel or cloth and wipe the whole mess off the top of your stove. Voila! Beautifully clean and sparkling!



Springtime Check List

Get your home ready for Spring and Summer!

- ◇ Clean gutters & check for leaks as Spring Rain Season approaches.
- ◇ Replace roof shingles that winter may have torn.
- ◇ Check plumbing pipes, faucets and drains. Find the problem before it creates damages.
- ◇ Replace Smoke Detector batteries.
- ◇ Prepare lawn equipment for the season to come.
- ◇ Check your air conditioner to make certain it starts and functions correctly.
- ◇ Check the washer/dryer for lint blockages that might present a fire hazard.

Be a proactive homeowner!
Keep your family and your home safe.

5 Reasons To Sell Your Home in 2018

1. Historically Low Interest Rates, about 4%, are drawing Buyers to the market.
2. Inventory remains tight and demand is high.
3. Home prices are still increasing.
4. People have more money in their pocket or at their disposal.
5. Millennials are ready to commit, and they could account for more than 43% of homebuyers in 2018.

The Best Reasons to Buy a Home in 2018

1. Interest Rates are on the rise. The economy is booming due to economic growth and that means higher interest rates.
2. Home Prices are climbing, but not crazily fast. High demand, limited supply.
3. Inventory levels will begin to increase as new homes are built to meet the demand of the market.



8 WAYS TO ATTRACT MORE BUYERS

Amp up curb appeal.

Check the condition of the landscaping, paint, roof, shutters, front door, knocker, windows, and house number.

Enrich with color.

Paint is cheap, but it can make a big impression. Just don't use extreme color choices to maintain a wide market appeal.

Upgrade the kitchen and bathrooms.

These are make-or-break rooms. Make sure they're squeaky clean and clutter-free, and update the pulls, sinks, and faucets. In a kitchen, add one cool appliance, such as an espresso maker.

Add old-world patina to walls.

Crown molding that's at least six to nine inches deep and proportional to the room's size can add great detail on a budget.

Screen hardwood floors.

Refinishing is costly, messy, and time-consuming, so consider screening instead.

Clean out and organize closets.

Closets should only be half-full so buyers can visualize fitting their stuff in.

Update window treatments.

To diffuse light and add privacy, consider energy-efficient shades and blinds.

Hire a home inspector.

Do a preemptive strike to find and fix problems before you sell your home. Then you can show receipts to buyers, demonstrating your detailed care for their future home.



Free Market Analysis!

Call us. We will perform a free Current Market Analysis (CMA) on your home. We understand how important this can be to a homeowner, and with over 18 years of real estate service in the Jefferson City regional market, you can count on the accuracy of our pricing. Give us a call and schedule a Free Market Analysis with The Backes Team! We get things done!



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Contact Us

If you need professional real estate assistance, contact the Backes Team!

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