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Article Summary - Single Family Version (US) Volume 4, Issue 6 (June 2008)

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Buying? Selling? Experience the Professional Difference

With news of financial instability rocking many real estate markets across the United States on a regular basis these days, it's easy for the average home seller or potential home buyer to get a case of the jitters when it comes to their own real estate plans. Our recommendation is to take a deep breath and call in the experts – starting with a phone call to our office.

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A Garden To Go!

Whether you have the tiniest of terraces or the biggest of backyards, you can exercise your green thumb by creating a container garden – a garden you can easily take with you the next time you move.

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Over And Out?

You've found a property that meets your needs and, ideally, at least a few of your wants. There's just one problem: it's overpriced. Now what?

Dollars and Sense

A buyer's opinion of a home is largely influenced by subliminal factors. Increase your odds of fetching top dollar for your property by appealing to buyers' senses: sight, sound, smell, taste.

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Keeping Your Cool

With the hottest days of the year about to arrive, you'll no doubt be putting your central air conditioning system to the test. What follows are a few common air conditioner failures and their fixes.

Terminology Tip: FSBO - FSBO (pronounced "fizzbo") stands for For Sale By Owner. The term refers to a property that is being sold directly by its owner, without the assistance of a real estate sales representative. Some homeowners opt to list their homes as FSBOs in order to avoid paying an agent's commission. However, it should be noted that FSBOs have a high failure rate, for a number of reasons ranging from overpricing to lack of proper marketing and representation.

HOMEMAKER OPTION

Featured Recipe: Replace article on page 4 with this issue's featured recipe.



Tel: 1-800-387-6058
Fax: 1-800-800-7093
Email: rrinquiries@marketconnections.com
Web: www.realtyreport.org