

NEWS YOU CAN USE

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How to Sell Your House... Even in Today's Market

With some information, expensive mistakes for the homeowner can be avoided.

Price

The single biggest mistake people make is setting the asking price too high. An amount suited both to the home and to the market conditions attracts the greatest number of prequalified buyers, increasing the likelihood that you'll get a higher price in the end.

Home Staging

Houses not shown at their best are another source of lost profit. Act on any advice you are given about cosmetic changes and minor repairs. A clean, tidy and sweet-smelling home goes without saying.

Set viewing hours for the greatest accessibility to buyers. In a competitive market, people can easily go elsewhere and fall in love with another house.

Don't be home during the showings. Prospective buyers feel more comfortable raising concerns and poking about when the current owners are not present.

Remove as many personal items as possible. The things that mark the house as yours interfere with the buyers' abilities to imagine it as theirs.

Other Considerations

Sell before you buy to avoid loss of negotiating position at both ends. Plan for the move early, and pack as much as you can as soon as possible.

Putting Your House Up For Sale? Get These Essential Tips



If you want to get the best price for your house, it's essential to prepare it for sale. Homes that have been "staged" go for a lot more money... and sell much more quickly, too.

To give you a head start, get my free guide, "50 Essential Tips to Prepare Your Home for a Speedy, Top-Price Sale."

Just call me at 843-368-1510 and I'll send it right out to you.

Need a New Hot Water Heater—Alternatives

Energy efficiency is fast becoming a top priority for all homeowners, especially when renovations and repairs are needed. Today there are more and more alternatives even to the 'old' hot water heater.

New Options

On-Demand Tankless System As the name suggests water is not stored in the traditional manner, but rather cold water passes through a high efficiency heating element. While they can generate a constant flow, supply is still limited by the flow rate. They may not be the best for households with big hot water demands. For low-demand they can however be upwards of 33% more efficient than traditional tank systems.

Solar water heaters These systems are very efficient and in some jurisdictions are required in new construction. Even with the amount of sun we enjoy in the lowcountry many communities may prevent their installation based on ARB guidelines. You can certainly find them in The Traditions and are very useful, especially if there is a back-up system in place for those periods when sunshine is minimal.

Water Pump Water Heaters Yes there are now hot water heaters that work on the same principal as our heating and cooling heat pumps. They typically are used today as back-up system for other options. More innovations and better efficiency may make these more viable alternatives.

There are also possible tax incentives for the use of certain systems. You may want to look on the internet for such incentives. Also be sure to consult your tax advisor to insure that you meet the requisite eligibility requirements.

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Dick Berger
Full Service—Full Time

So You're Under Contract— Now Comes the Inspection

You've signed a contract to buy a house. The contract contains a clause stipulating that the property must pass a home inspection. The choice of a home inspector is the last safeguard between you and potential disaster. Here's how to find the right professional to protect your interests.

Where to Look

The American Society of Home Inspectors (ASHI) and the National Association of Home Inspectors (NAHI) have online locators. These associations are tasked with promoting the profession and protecting its reputation.

What an Inspector Does

The home inspector examines the property from the foundation to the roof, including electrical, plumbing, heating, interior and exterior. He or she is not required to go anywhere not readily accessible or to dismantle any aspect of the property. For a comprehensive list of what's included in an inspection, visit ASHI or NAHI online and read

their Standards of Practice sections.

Should You Be Present?

Yes. It's not mandatory, but it's strongly encouraged. Be there, and ask any questions that come to mind.

Qualifications and Experience

It goes without saying that you'll request the qualifications and experience of any home inspector under consideration. Seek a sample report, and ask for references from previous clients.

Conclusion

Remember that the home inspector is working for YOU—not the agent, not the bank—YOU. Ask questions, make sure you fully understand the condition of the home you are purchasing. For more information please go to:

<http://www.ashi.org/>

Wondering How Much Your Home is Worth?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help.

Just give my office a call for a no-fuss, professional evaluation.

I won't try to push you into listing with me or waste your time.

I'll just give you the honest facts about your home and its value.

And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Just give my office a call at 843-368-1510 to arrange an appointment.



HILTON HEAD ISLAND-BLUFFTON
CHAMBER OF COMMERCE

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Thanks for reading! If you'd like to tell me what you think about this newsletter, or if you're thinking of buying or selling real estate, please get in touch.

