

April



Thought of the Day:

"The good life is one inspired by love and guided by knowledge."
- Bertrand Russell

Spring Has Arrived! Here are a Few Fun Ways to Spend Time Outdoors

With the last chill of winter dissipating and the heat of summer still on the horizon, April is the ideal time to enjoy the outdoors.

Spending time in nature and absorbing sunlight and fresh air are known to reduce stress, promote happiness, and improve physical well-being. This spring, enjoy the benefits of the outdoors with these fun activities:



Spring Onion Frittata

Ingredients:

- 6 eggs
- 1/4 cup water or milk
- olive oil, for the pan
- 3-4 thin spring onions, chopped small, plus slice a few into thin vertical strips
- 1/2 cup chopped asparagus tips
- 1 garlic clove minced
- 1/2 cup frozen peas, thawed
- 1/4 cup fresh mozzarella pieces
- 1/4 cup crumbled feta
- 1/4 cup chopped tarragon
- Salt and pepper
- A few pinches of red pepper flakes



Directions:

1. Preheat your oven to 375 degrees F.
2. In a medium (8-inch) cast iron or oven-safe non-stick skillet, lightly sauté the chopped onions and asparagus pieces in a bit of olive oil, salt and pepper. Remove from the pan after just a few minutes.
3. Blend the eggs, garlic, water, salt and pepper in a blender until combined and lightly foamy.
4. Wipe out the skillet you used previously and coat it with a bit of olive oil. Pour in the eggs and add half of the veggies and half of the cheeses. Put the skillet in the oven, and bake for 8-10 minutes, or until the frittata begins to set but is still uncooked on top. Carefully, (without moving the skillet around too much), add the rest of the veggies and the cheeses. Continue to bake for another 10-15 minutes or until the edges of the frittata are golden brown and the eggs are set.
5. Top with chopped tarragon, a grind of pepper and a few red pepper flakes. Let cool before slicing.

[Recipe from loveandlemons.com](http://loveandlemons.com)

- Spruce up your garden and get it ready for planting. Remove dead leaves and other debris, prepare the soil, and choose your plants based upon the climate in your area and the amount of sunlight they will receive. If your home is on the market, welcoming spring to your yard by refreshing the garden will have the added bonus of boosting curb appeal for potential buyers.
- Take a wildflower hike. In most places, nature paints a vibrant tapestry of wildflowers beginning in April. Immerse yourself in this seasonal display of beauty by researching where the wildflowers are blooming in your area and planning a hike to see them. Consider bringing a wildflower guidebook and seeing how many types of flowers you can identify.
- If you have children, set up a scavenger hunt for them at a local park and challenge them to spot several different types of trees, plants, and animals. Not only will this engaging activity teach kids about their environment, it is also a great opportunity for exercise, fresh air, and most importantly, family bonding time.
- Commit to driving less. Most people consider their cars an integral part of daily life and do not think twice about using them for all excursions. However, when examining your routine, are there opportunities for you to walk to your destinations instead of driving? Swapping out your car for even short strolls when possible will help you to be more active, reap the benefits of fresh air, and do your part to improve the environment.



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How to Negotiate the Best Possible Outcome on Your Home Sale

When your home is for sale, getting an offer from a possible buyer brings a surge of relief and excitement. However, this pivotal step is just the beginning of the long road to closing the sale. After the initial offer, you and the buyer begin the process of negotiating a mutually agreeable sale price and other conditions.

As a seller, the pressures of the sales process and an upcoming move may cause you to make mistakes in negotiations that could prevent you from getting the highest possible price for your home. Here are some strategies to keep in mind as you review offers from buyers:



1. Consider your strategy as early as possible in the selling process. What is the lowest price you would be willing to accept? Do you have any time constraints? What items do you feel are non-negotiable? Although these may change if your home is on the market for a long time, having a clear idea of your minimum acceptable terms will help you decide which offers are worth accepting or countering.
2. Trust your realtor. Even if you are a skilled negotiator in your professional life, it is best to leave negotiating with the buyer to your realtor. He or she represents your interests and has the knowledge and experience needed to help you achieve the best possible outcome.
3. Learn about current market conditions as well as the buyer's circumstances, if possible in order to better understand your relative bargaining power. For example, if there are not many similar homes available for sale in your area, and you know that a prospective buyer wants to get settled into a new home as soon as possible, you can probably assume that you will not have to make many concessions. On the other hand, if there are several comparable homes for sale and you are under pressure to move quickly, you may need to give in to more of the buyer's demands.
4. Knowing that the buyer will likely use information that you are urgent to sell your home against you in the negotiation process, try to stay as private as possible about the circumstances surrounding your move. If you have a tight deadline, are struggling financially, or are coping with other difficult circumstances like a divorce, withholding this information from prospective buyers and their realtors will help you maintain the upper hand as you strive to reach acceptable sale terms.
5. Consider bargaining chips other than price. While both buyers and sellers tend to focus on finding an optimal sale price, there are several other factors that can be used for leverage in negotiations. For instance, you might agree to make repairs, leave behind furniture or appliances, or pay the buyer's closing costs.
6. Act swiftly when responding to offers. Even if you are disappointed by an offer, remember that a lowball price may just be part of a buyer's strategy. Depending on buyers' moving timelines and how much they like your home compared to others they have seen, they may be willing and able to agree to a much higher purchase price. However, the longer you wait to make a counteroffer, the more likely the buyer is to lose interest or find another home.



If you are currently working with another Broker please do not consider this a solicitation.

