

# November



## Purely Simple PuMMMpkin Cookies

### Ingredients

- 1 (14 ounce) can 100% pure pumpkin
- 2 eggs
- 1/2 cup applesauce
- 1/2 teaspoon vanilla extract
- 1 (18.25 ounce) package spice cake mix
- 1 teaspoon cinnamon
- 1/2 teaspoon ground nutmeg
- 1/4 teaspoon ground cloves



### Directions

Preheat oven to 350 degrees F (175 degrees C). Lightly grease two baking sheets. Beat the pumpkin, eggs, applesauce, and vanilla together in a large mixing bowl. Stir in the cake mix, cinnamon, nutmeg, and cloves until well blended and creamy. Drop by spoonfuls on prepared baking sheets.

Bake in preheated oven until tops are firm when lightly touched, 8 to 10 minutes. Cool on racks.

Source: <http://allrecipes.com/Recipe/extra-easy-pumpkin-cookies/detail.aspx>

## Wishing You a Happy Thanksgiving!

At this special time of year we are filled with gratitude for our friends, family, for our clients and in the many ways you support us. You let us into your lives and allow us to serve you at the highest level possible in all your real estate needs.



We are so thankful for everything you have done for us this year. It is a privilege to live and work with you!

## Now's the time to winterize your yard!

The cooler weather is creeping in and that means you'll soon head indoors to stay warm. But before you curl up with the blanket and hot chocolate, make sure you take the necessary steps to have the lushest lawn when the winter chill melts away.

The key to a great lawn is preparing when the first couple of cold fronts come through your neighborhood. Grass found in the Northern part of the United States acts differently than grass in the Southern states, which goes dormant when winter kicks in.

- Continue to mow the lawn until the first frost. If you live in the Southern states, take advantage of this time to fertilize your yard so that its roots grow strong and spring back to life when the weather gets warm again. Make sure not to fertilize too far into the winter months though; your grass may continue growing and be damaged by potential snow or ice.
- Rake up leaves. It is widely known that leaves left on your lawn during cold weather will kill your grass. Make sure you're either mowing your leaves into your grass as a method of fertilization, rake them, or hire a company to do it for you.
- Trim or cut down your perennials so that they don't die due to frost or snow.
- Dig out any vegetables in your garden, but make sure to leave your herbs and simply cut them back.
- Plant bulbs for the spring. Although fall is often cooler, the ground is still experiencing warmth from the long, hot summer which allows roots to thrive.

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## What determines the price of your home?



In today's economic landscape, the cost of everything is important. We're all watching our pennies closer than ever and getting the best "deal" is no doubt on all of our minds. The same applies when we decide to list our home.

What's interesting is that even in the most favorable markets, understanding what determines the price of your home is a commonly asked question. Whether we're deep into a buyer's market or a turning a corner into sellers market, getting the most amount of money for your

home is always a top priority. But what determines the price of your home? When an agent sits down at the table and tells you how much your home is worth, where do they get those numbers?

Let's take a look at how homes are correctly priced:

■ **Comparative Market Analysis (CMA):** A comparative market analysis is an estimate of the value of a property based on an analysis of sales of properties with similar characteristics. The CMA is useful for both buyers and sellers. Buyers, for instance, want to know the cost of nearby homes to ensure they pay a fair price and sellers want to know the value of their home so that they can get the most profit out of their home as possible.

■ **Active and pending listings** are important to look at in a CMA and will give you a glimpse of how other homes that are currently on the market or are in the negotiation phase are priced. As a seller, knowing what buyers are truly paying for will help you set pricing expectations ahead of time. Pending sales are a great indicator of market movement (also known as days on market) and will help you price your home to sell, not sit.

■ **Sold listings** are used by the appraiser which will be a large determiner of your price – so spending time on this portion of the CMA is important for setting expectations about price. Sometimes homes are taken off the market. Often they are **priced too high**, they sit too long (which is usually directly related to price) or a seller decides they no longer want to sell. **Expired listings** are another area of homes examined because the expiration will give you guidance on where NOT to price your home.

Exploring **comparable sales** gives you a glimpse of homes that closely resemble your home in square footage, date built, location as well as amenities, upgrades and condition.

The value of your home is an important first step as you make the decision to sell your home. Wouldn't you want to know that? Give me a call to receive a free CMA.