



Donna Bosze - Chesapeake, Virginia Beach, Norfolk

*If you are moving from here...to anywhere... I can help!*

www.HomesByDonnaB.com



**August 2011**



## The "Big Six" Home Selling Factors

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Although they can be stated in different ways **there are only six factors that affect the sale of a home.**

It is important for you, as the seller, to understand who or what has control over them and how they impact on each other.

- **You** control 3 of the 6
- **The Market** controls 2 of the 6
- **Your REALTOR®** controls 1 of the 6

#### YOU Control

1. Price - You determine list price for your home. However, a list price above the market for homes similar to yours will impact negatively on buyer interest in making an offer. Your REALTOR® will review price history with you to assist you in making a list price determination.

2. Terms - Buyers have requirements just as sellers do. Your willingness to respect them and be willing to negotiate which terms will be acceptable to both parties can have a very positive impact. *Price and Terms* will usually be negotiated at the same time.

3. Condition - How well you have maintained the home will influence both your price and length of time to sell. The pool of buyers who are willing to make major repairs is much smaller than the pool of buyers who want a home that has been well maintained.

#### THE MARKET Controls

4. Timing - Economic conditions operate independently of price, terms and property condition. Similarly, seasons and weather factors can affect the time it takes to sell a home.

5. Competition - The number of homes on the market most certainly bears heavily on your ability to sell your home on a timely basis.

#### YOUR REALTOR® Controls

6. Promotion - From entry into the Multiple Listing System, to internet marketing and any other programs your agent will have an impact on your home sale.

#### CONCLUSION

No one of the six factors alone controls the timely sale of your home. Your agent should provide you with

- Feedback from prospects who have visited your home
- Changes in market conditions

**Your willingness or ability to make adjustments in price, terms or condition based on the information provided will be the final determinant as to how quickly your home will sell.**



*AUGUST 7TH*

*FRIENDSHIP DAY*

**Honor the special meaning of friendship.**

**We should all take the time to**

**appreciate our friends!**

*If you are moving from here...to anywhere... I can help!*



### 755 OLD LUCAS CREEK RD

\$213,000



### 2 CANOE CT

\$309,900



### 9516 7TH BAY ST

\$650,000



## Hurricane Stocking Up: Essential Supplies

It's a good idea to keep hurricane supplies in one place so you'll know exactly where to find them when the time comes.

### Hurricane Essentials

- \* Flashlights & bulbs
- \* Batteries
- \* Battery powered/hand-crank
- \* Radio Manual can opener
- \* Garbage bags
- \* Fire extinguishers
- \* Extra clothing (sturdy)
- \* Water Purification tablets
- \* Camping stove, fuel, matches
- \* Coolers

### Grocery Store

- \* Bottled water (as storm approaches, fill tubs & other containers with tap water)
- \* Boxed, canned, powdered milk, canned juices, instant coffee, tea.
- \* Canned meat & soup
- \* Canned vegetables & fruits
- \* Snack foods
- \* Sugar, salt, pepper
- \* Pet food
- \* Disposable plates & utensils
- \* Toilet paper & other toiletries

### Drug Store

- \* First-aid kit

- \* Supply of prescription medication
- \* Children's medicines
- \* Soap
- \* Feminine hygiene products
- \* Aspirin & other analgesics
- \* Disinfectants
- \* Baby supplies

### Hardware Store

- \* Basic tools, hammer, screwdrivers, axe, rake, shovel.
- \* Exterior grade plywood to cover windows. These can be pre-cut to fit your windows & stored permanently.
- \* Screws & nails
- \* Plastic sheeting & tarps
- \* Rope & duct tape
- \* Mop, broom & pail
- \* Ladder
- \* Work gloves, goggles
- \* Pocketknife

### Other Important Items

- \* Driver's License
- \* Maps
- \* Important documents such as proof of residence, pictures of your family including pets, insurance policies & tax records.
- \* Comfortable clothing & blankets

## Houseplants – Care While on Vacation



House plants can be kept in good condition for several days while you're on vacation by using clear, plastic bags as miniature greenhouses. Soak the soil thoroughly, allow to drain, and then insert 2 – 3 wooden skewers around the edge of each pot. Place the plant into a plastic bag and close.

The sticks in the soil support the plastic tent and prevent it from resting on leaves. Don't leave plants in a hot window. Move to the kitchen counter.

Another option is to put an old towel in your bathtub, soak it with water and put your houseplants on it. Draw the shower curtain closed and close the bathroom door when you leave.

Both options raise humidity around the plants so they won't need watering.

They can stand being in reduced light for two weeks without much harm.

## Turning Off the Incandescent Light Bulb



The U.S. will, we'll say goodbye to Edison's classic, which is still the symbol of a bright idea. The incandescent era is giving way to the compact fluorescent (CFL) generation, which lowers energy costs by 75% and burns 10 times longer.

## Do You Know?

Who invented  
Chocolate Chip Cookies?

Be the 1st to email me

Your answer and WIN a

WAWA Gift Card!



## Back To School Easy Chocolate Chip Cookies

### Ingredients

- 1 (18.25 ounce) package yellow cake mix
- 1/2 cup butter, softened
- 2 eggs
- 1 teaspoon vanilla extract
- 2 cups semisweet chocolate chips

### Directions

1. Preheat oven to 350 degrees F (175 degrees C).
2. Pour the cake mix into a large bowl. Stir in the butter, eggs and vanilla with an electric mixer until well blended. Stir in the chocolate chips. Drop by rounded spoonfuls onto cookie sheets.
3. Bake for 11 to 15 minutes in the preheated oven, until the edges are golden. Cool on baking sheets for a few minutes before removing to cool on wire racks.