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the **HOME** *front*

Your local realtor newsletter

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Stage Your House in the Right Light

realtor.com By Anne Miller | Jul 15, 2014

If you're about to put your home on the market, you know about the staging, the paint touch-ups and the fixes you've kept putting off until now.

Let's add one more to the list—strategic lighting.

The right light can make any room look bigger, airier and more desirable. It can create a dramatic mood, draw attention to focal points in your décor and make a big difference in how you—and potential buyers—feel about your home.

Plus it's a pretty inexpensive staging boost compared to reflooring your kitchen.

Real estate sales expert and author Robert Irwin says a dark house turns off potential buyers.

"Not only will they keep you from getting a quick sale, but they will also cut down on the amount of money you'll get in offers," notes Irwin, who has written more than 50 real estate-related books. "On the other hand, if you lighten up these dark spots, you can very quickly improve the value of your property."

SAVE THE DATE

For Platinum Group & Rose Garden

1st Annual

PUMPKIN FEST

On Sunday

October 29, 2017

Invitation will Follow



Types of open house lighting

- General, lighting your home so you can function
- Accent, highlighting and drawing special attention to details
- Task, helping illuminate specific things around your home
- Ambient, hiding the source of light to wash a room with a glow
- Aesthetic, emphasizing space through artistic lighting
- Natural, focusing through sunlight, candlelight and firelight
- Lighting can play tricks on the mind and enhance or minimize the physical size of the room.

For example, Rosemary Sadez Friedmann—a member of the American Society of Interior Designers—says that if a room is too tall, lighting placed low won't reach the ceiling. Thus, it will make the area look smaller than it really is.

For a too-small room, you can visually push one wall open by washing it with light. For a wide room, illuminate the narrow ends. Conversely, if a room is too narrow, illuminate the wide sides of the room.

Chris Casson Madden, an author and host of HGTV's "Interiors by Design," offers these room-by-room suggestions:

- For any room, use high-hats or recessed down-lights installed in ceilings with a dimmer control
- In the bedrooms, add a floor lamp or table lamp and bedside lights
- For the bathrooms, angle recessed lighting to bounce light off the walls and ceiling to help reduce glare and shadow
- Use wall-mounted sconces or over-vanity lights beside the mirror
- Light your shower's interior with uniform brightness
- In the kitchen, focus on task lighting, like grouping down-lights to shed light where it's needed most

If you're looking for a quick fix, Irwin suggests replacing all the old fixtures—they typically run about \$35 to \$50 apiece. Be sure to get fixtures that produce 200 to 300 watts each, however.

"Now, no matter which room a prospective buyer walks into, it will be lit brightly," he emphasizes. "And the lighting fixture itself will be modern and attractive."

Irwin also recommends at least one halogen bulb per room.

"Yes, they use a lot of electricity, but the extra light often makes the difference when a buyer is on the fence and can't decide whether or not to make an offer on the home," he adds.



Five Home Maintenance Tips for Fall

DAILY REAL ESTATE NEWS
FRIDAY, SEPTEMBER 01, 2017

Your clients may be able to shave up to 30 percent off their energy bills this fall by conducting appropriate preparation measures on their home. For example, stripping and caulking the home to prevent drafts could be a major money saver, according to WIN Home Inspection.

WIN President Steve Wadlington offers the following five tips to share with your clients on how to clean and update the home to get it cold weather-ready:

1. Check the roof. Sun exposure can cause warping, fading, chipping, and other deformities to roofs and siding materials. Inspect the roof for cracks or other damages, and repair any issues before winter.

2. Sweep the chimney. If there is a blockage, or if residue is built up, the risk of fire and other safety issues increases. Homeowners will want to make sure the chimney is clean and in tip-top shape for winter use.

3. Clean the gutters. Check gutters for leaves or other debris that may be blocking water flow. Be sure to clear them out so water can properly drain. Gutters are essential in preventing water damage and other costly repairs.

4. Check weather stripping and caulking. This is essential to keep windows and doors sealed. Windows and doors may become slightly detached from their frames during colder months, so it's important to make sure they are properly attached at the beginning of the season.

5. Check out floors. With all the heat and moisture of the summer months, floors may be showing some signs of wear and tear. Scratched, dull, or damaged floors should be professionally scuff-sanded and recoated.

Source: WIN Home Inspection



BE SURE TO CHECK OUT
PLATINUMGROUPHAYS.COM
EVERY WEEK TO GET
UPDATES ON ALL OPEN
HOUSES IN THE AREA!

MARKET STATS-AUGUST 2017

September 12, 2017 by HaysBoard

City of Hays Home Sales Fell in August

Total home sales in the City of Hays fell last month to 20 units, compared to 26 units in August 2016. Total sales volume was \$3.8 million, down from a year earlier.

The median sale price in August was \$163,000, up from \$135,000 a year earlier. Homes that sold in August were typically on the market for 74 days and sold for 97.1% of their list price.

City of Hays Active Listings Up at End of August

The total number of active listings in the City of Hays at the end of August was 146 units, up from 131 at the same point in 2016. This represents a 7.3 months' supply of homes available for sale. The median list price of homes on the market at the end of August was \$175,000.

There were 22 contracts written in August 2017 and 2016, showing no change over the year. At the end of the month, there were 17 contracts pending, compared to 25 at the end of August 2016.

City of Hays				
Current Month		August		
Summary Statistics		2017	2016	Change
Home Sales		20	26	-23.1%
Active Listings		146	131	11.5%
Months' Supply		7.3	5.0	44.9%
New Listings		37	36	2.8%
Contracts Written		22	22	0.0%
Pending Contracts		17	25	-32.0%
Sales Volume (1,000s)		3,784	3,800	-0.4%
Average	Sale Price	189,220	146,138	29.5%
	List Price of Actives	209,018	213,772	-2.2%
	Days on Market	100	94	7.3%
	Percent of List	95.3%	109.1%	-12.6%
	Percent of Original	92.6%	106.6%	-13.1%
Median	Sale Price	163,000	135,000	20.7%
	List Price of Actives	175,000	176,500	-0.8%
	Days on Market	74	69	8.0%
	Percent of List	97.1%	97.2%	-0.1%
	Percent of Original	94.9%	96.7%	-1.8%