



Real Estate News You Can Use

Brought to you by Brett Roderman

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How to Go About Pricing Your Home

When you are ready to sell your home, it is important to work with your real estate agent to arrive at a competitive listing price. You have an idea of what your home is worth, but it will be your agent who will help you objectively price your home.

Depend on the expertise of a real estate professional to be able to research the market and be receptive to your input. Your team effort will result in a price that will sell your home.

An agent will start by finding recent sales that are comparable to your home in age, location, square footage, amenities and number of bedrooms and baths.

Since no two homes are identical, the agent will make value adjustments to the features of the comparables (also known as comps) that differ from your home.

An average selling price will then be taken from the newly adjusted comps to help determine the estimated value of your home. Similarly, active listings will contribute to how your home is priced.

Accurate pricing can't take place without also factoring in market conditions. Take advantage of online data that breaks down sales by area.

Median sales price and the average number of days for past sales will be valuable information when deciding on the final price tag for your home.

Pricing your home to sell in a reasonable amount of time in any market is my goal as your real estate agent.

Call or email for an appointment so we can team up to get your home sold.

Did You Know that Trees Talk to Each Other?

A fascinating story in honor of Earth Day is the growing research into how trees are much more social beings than we ever realized. There are widening studies by forestry ecologists into the way trees communicate using networks of fungus in the ground, relaying messages to each other warning of predators, sharing nutrients with their "sick" neighbors and even forging "alliances" with different tree species.

Likened to the neural pathways in the brain or the lines of communication that form the internet, the underground fungal networks have been described variously as the "wood wide web," the "mushroom internet" or the "mycorrhizal network." Vast swathes of mycorrhizal fungus connect different trees in the forest. Trees are then able to send nutrients through these pathways to be picked up by connected trees as well as chemicals that act as "distress signals," causing their neighbors to release substances that can defend against disease or attack from predators.

Ecologist Suzanne Simard is one of the researchers delving further into these studies. During one of her studies, she witnessed a Douglas fir tree that, having been colonized by insects, sent chemicals acting as a warning to a nearby ponderosa pine tree. This caused the pine to create enzymes that would protect it against insects. In other studies, she has seen older trees sending carbon, nutrients and water to young seedlings, the same way a mother would nurture her child.

What better reason to make sure we're all doing our bit to save the trees!

Want to Sell Your Home Fast? Get My Free Guide



Preparing your home for sale can make the difference between getting the price you want – or ending up disappointed.

Discover some easy things you can do by requesting my free guide, "11 Essential Ways to Get Top Dollar for Your Home."

Reach out to 404-229-7600 and I'll send it right out to you.



Here Are 5 Ways to Volunteer Virtually

With the news full of things that fill us with worry, many of us are often looking for ways we can make a difference in the world around us. Thankfully, the beauty of the internet means that you can still volunteer your time to help others from the comfort of your own home. Here are five ideas for virtual volunteering.

Crisis Text Line. Volunteers for the Crisis Text Line offer 24/7 support via text messaging to people suffering through crises. Volunteers commit a few hours a week and receive a full course of training and support.

Translators without Borders. If you're able to speak a second language, this is a perfect way to offer your services to those in need. Translators without Borders provides translations for international humanitarian efforts in fields such as education, crises and healthcare.

United Nations Volunteers. The UN's volunteering network is a place where you can join a worldwide community as a volunteer. UNV connects volunteers with organizations across the globe working on projects focusing on peace efforts and international development, whatever your skills are.

Amnesty Decoders. Amnesty Decoders is a digital volunteering network operated by Amnesty International researching global human rights violations online. Volunteers conduct tasks including finding evidence of drone strikes from satellite images and flagging social media content inciting violence against women.

Catchafire. Essentially a search engine for volunteers, Catchafire helps you search for nonprofit projects you can volunteer online with. Tasks range from writing thank-you notes to graphic design and photo editing.

For more ideas, you can visit Points of Light to search for a virtual volunteering opportunity now. Head to <https://tinyurl.com/link0422>.

Thank you for your referrals!

I succeed when people like you refer me to your friends, neighbors and loved ones. It's the best kind of feedback I can receive.

So thanks for continuing to pass this newsletter on to people you care about.

Egg Muffin Cups

Serves 6

5 eggs

salt and pepper to taste

Mix and match fillings:

1 head broccoli, cut into small florets

chopped spinach

finely diced onion

finely diced bell pepper

diced tomato

cheddar cheese

parmesan cheese

Preheat oven to 350°F. Grease muffin tin.

In a measuring cup, beat eggs until smooth. Set aside.

In a muffin tin, arrange the desired combination of fillings into each muffin cup. Season each with salt and pepper.

Pour eggs into each muffin cup until liquid almost reaches the top.

Bake for about 20 minutes, until set.



Should I Stage My Home?

Even though staging your home takes time and planning, it will be worth the effort and the cost. You want your home to stand out when you list it so it can have every advantage of getting the best possible price in the shortest amount of time.

Staging communicates to buyers that your home is well taken care of and increases the likelihood of getting a good offer. When you stage your home, it takes away your personality and markets it in a more neutral way. A staged home is more inviting to a buyer and also helps define spaces and room sizes. Every room will have a purpose, and buyers can more easily visualize themselves living in your home.

A competitively priced home that has also been staged to appear move-in ready will help justify its listing price. Successful staging will give your home an edge over the competition without having to compromise on price. A positive first impression will motivate selling agents, who will put your home at the top of their list when showing properties to their clients.

Do These Things in April to Prep for a Stress-Free Summer

April is the month to set the wheels in motion to get your home ready for a carefree summer. Summer is one of the best times of the year, so by doing some simple preparations now, you will be able to enjoy those times without any homeownership worries.

Start your prep by checking the toolshed to make certain that your yard maintenance tools will be up and running for the summer months. Be sure the lawn mower engine has new plugs, a new air filter and a fresh tank of gas. Sharpen the blades of the mower and all of your gardening tools.

An efficient AC will be your best friend when you crank it up, so schedule a springtime preventative maintenance tune-up. If it's determined that your AC has limited life expectancy, then be prepared and get an estimate for a new unit.

Don't let pests ruin your summer fun. Seal up any openings that could allow insects to take refuge in warmer weather. Before it gets too hot, check your attic for signs of animals that may have taken up residence there during the winter.

April also signals a good time to tend to bird feeders. To keep rodents away and to safeguard the birds of summer from disease, dismantle your feeders and give them a deep sanitizing. Do this for any birdbaths, and clean up under the feeders as well.

Since summer can bring heavy rains that can lead to water damage, make April your time to check if winter left behind any roof or gutter damage. Examine the basement for any leaks or cracks, and take time to create water diversions away from your foundation on the outside of your home.

Call or email me for other springtime prep ideas so you can have a stress-free summer. I am always here to help.

Worth Reading



Architecture in Music

Charles Brooks Photography

Have a look at this absolutely stunning photo series by photographer Charles Brooks. At first glance, you may think each photograph captures a vast structure of modernist architecture, with wide halls, sprawling caverns and endless passages. But look a little closer and you'll find they're actually photos of the insides of musical instruments, captured using a probe lens and a technique called focus stacking.

More: <https://tinyurl.com/worth0422a>



A Beginners Guide to Seasonal Eating that Doesn't Cost the Earth

Tish Weinstock

Vogue

One way you can help the environment while also providing yourself with a delicious, healthy diet is to switch to "seasonal eating."

Focus predominantly on food harvested from your local area in the season it is traditionally harvested, the same way humans did for millennia before global mass production and transportation took over. Head to *Vogue* for some pointers on how, where and why to begin. More: <https://tinyurl.com/worth0422c>



Quick Quiz

For an answer, email me at br@brettroderman.com or call 404-229-7600.

Dr. Maurice Levy invented the first automatic postal sorter in 1957. How many letters could it handle per hour?

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We can't make this stuff up!

A weather reporter from Louisville, Kentucky, has gone viral on the internet for a different type of wind. Marc Weinberg was delivering his report for WDRB News when he appeared to stop for a moment and pass gas loudly.

A lost dog in England was lured away from imminent drowning using a sausage attached to a drone. The Jack Russell-whippet cross was found on a mudflat with a rapidly rising tide when rescuers came up with the ingenious plan.

The Missouri State Highway Patrol mistakenly sent out a statewide alert informing the public that the Joker (from *Batman*) was at large. The message was intended as an internal test but was accidentally sent to public cell phones.

Two inmates in a German prison have been fined after sparking a mass brawl over mashed potatoes. The prisoners began slinging mash at each other, which quickly escalated. Thankfully, no one was decap-potatoed.

Wondering What's Happening in Your Neighborhood?

How has the price of your home changed in today's market? How much are other homes in your neighborhood selling for?

These are all critical questions that shouldn't be overlooked when thinking about buying or selling your home.

Whether you're curious about prices in your area, whether it's an excellent time to sell, or just need an expert to answer your questions, I can give you the tools and offer guidance through the entire buying or selling process.

Let me know how I can help by simply giving my office a call at 404-229-7600 to set up a time to connect.

Contact me today:

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