



# Real Estate News You Can Use

Brought to you by Brett Roderman

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## Here's How to Get the Most out of Your Virtual House Hunt

What better way to kick off your house hunt than to log on to your computer to "virtually" check out the availability of homes that will complement your lifestyle? We have tuned into the online needs of buyers, putting comprehensive property information at their fingertips. Search filters, property data, and media production quality are better and easier to access than ever before.

Your virtual house hunt enables you to insert yourself into a prospective home without physically being there, all through virtual tours, 3D images, a multitude of still photos, floor plans, and written descriptions that accurately depict the property you are viewing. Not only can a comprehensive online presentation leave you feeling like you just physically toured the home, it will also give you a great picture of the exterior spaces and the neighborhood and how the house is located by incorporating satellite imaging links.

Be aware of possible "red flags" that result from omissions in the virtual viewing. Missing views of exteriors or some living spaces may be a sign that a property has some deficiencies. This will be an opportunity to have us investigate what is not in view so you can decide if the property is worth pursuing.

Your online tour will often provide uploaded seller disclosures, giving you further insight into a home's physical being. After you have completed your virtual house hunt, we can help you coordinate safe viewing appointments of the properties that you feel will fulfill your needs. We're here to help you through every step of the process.

## Handling Pressure: Lessons from an Olympic Coach

Olympic-level athletes work their way to the podium thanks to years of physical training, but world-leading peak performance psychologist Dr. Don Greene knows exactly what it takes to keep their minds in top shape, too.

Whether it's nailing an investor pitch or preparing for a speaking engagement, Greene's tried and tested methods can help you handle high pressure situations in your work life too.

Greene begins by getting his clients to raise their heart rates and take part in vigorous activities like jumping jacks before undertaking practice runs without stopping. By learning to loosen up before each practice, you'll be able to train yourself to keep a similar sense of calm when you need it most.

He also highlights a key difference between "practicing practice" and "practicing performing," the former being the mechanics of learning something and the latter being a nonstop run-through that simulates the adrenaline you'll no doubt feel.

In the same vein, treat adrenaline like an old friend and harness it. If you're doing something you care about, adrenaline will surely show up, so there's no point in trying to bottle up nervous energy. It will simply hamper your performance.

Perfection is the enemy of progress. Greene advises to strive for excellence and not perfection, as the obsessive tendencies that arise can become crippling.

He urges clients to try not to fixate on things outside of their control, and, once it's all over, to celebrate all the things they did well, too!

## 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, "50 Tips to Prepare Your Home for a Speedy, Top-Price Sale."

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



## 6 Hygge Decor Tips to Bring More Calm to Your Home

When it comes to home comforts, the Danish have it down! Using the principles of *hygge*, the concept of valuing warmth, coziness, and togetherness, Danes infuse their decor with the good feeling that arises from an aesthetically pleasing and well-curated environment. Take a leaf out of their book and use these decor tips to get the hygge flowing at home.

- 1) Avoid loud color schemes. Instead, create a calm space with a monochrome or delicately balanced palette: think earth tones and soft hues. A neutral color palette takes the focus away from the walls and allows the room and its comfy contents to do the talking.
- 2) Balance your harmonious colors with texture. A mixture of materials and patterns adds character to the minimalism whilst adhering to the color palette. Use warm, natural textiles like wood, leather, and wool.
- 3) To be able to truly embrace the hygge lifestyle and make space for coziness, a mess-free canvas is crucial. Try decluttering your living area and investing in smart storage solutions like cord hubs, ottoman storage boxes, and hidden shelves behind headboards.
- 4) Once you've cleared your space, create comfort by decorating with fluffy pillows, layers of blankets, and candles. Perhaps there's a nook or a window bench you can transform into a space for relaxing with a hot mug of cocoa or a good book.
- 5) Candles are to hygge as water is to swimming. Transform ordinary evenings into candle-lit memories with the soft glow of candles. It's a kinder form of light perfect for relaxing and spending quality time with loved ones.
- 6) Explore the simple pleasures of daily rituals in your new surroundings, and set aside time for self-care every day to instill hygge within.

### What Is a Buyer's Agent?

Buying a home with the help of an agent who has only your best interests at the forefront will create a buyer's agency relationship with that agent. A real estate agent whose primary focus is to help you find a home and successfully assist you in navigating through negotiations and ultimately to the closing, will be your "buyer's agent."

The agent's specialization in helping you define your home search and negotiating with sellers on your behalf creates a fiduciary relationship that is unique only to you and not to the seller. The seller will usually be the one paying a commission to your agent, even though you will have an exclusive agency agreement that outlines the duties owed to you and how your agent will be paid. In return, the agreement will request that you work only with that agent.

We can save you time and money in your new home search and will devote ourselves to giving you the pros and cons of all of your options as your dedicated buyer's agent.

## 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.

### Potato & Sage Frittata

You can cook up this easy frittata in an ovenproof skillet and enjoy for breakfast, brunch, or any time of the day, for that matter!

Serves 8

- 3 tablespoons extra-virgin olive oil
- 10 large eggs
- 1/4 cup minced fresh parsley
- 3 tablespoons milk
- 1/4 teaspoon salt
- 1/8 teaspoon pepper
- 2 medium potatoes, peeled and thinly sliced
- 2 green onions, finely chopped
- 4 fresh sage leaves, thinly sliced
- 1 cup shredded Jack or cheddar cheese
- 2 plum tomatoes, sliced

Preheat oven to 400°F.

In a large bowl, whisk eggs, parsley, milk, salt, and pepper. Set aside.

In a 10-inch skillet, heat oil over medium heat. Add sage, onions, and potatoes and cook until potatoes are tender.

Lower heat. Sprinkle with cheese, add egg mixture, and top with tomato slices. Lay slices in a circular pattern if you want it to look a little fancy. Bake for 20-25 minutes or until eggs are completely set (until the center is no longer jiggly) and the edges are golden brown. Cool for 15 minutes. Cut into wedges and serve.



# How Smart Homes are Getting Smarter and Safer

As smart technology continues to leap forward, so does its integration into our living spaces. Per Google Dictionary, the definition of "smart" has been expanded to also mean "a device programmed so as to be capable of some independent action." "Smart" in our homes now means an automated home with artificial intelligence, or AI, connecting to smart home automation and beyond.

In recent years, we have become intimate with the ability to use control devices and appliances with the help of the Internet, but now AI takes us to new heights.

Imagine "smart wellness" that can help identify early signs of some illnesses or automation that sets the stage for a perfect night's sleep, regulating bedroom lighting, temperature, and even the firmness of your mattress. How smart is it that AI can track your grocery-buying habits and automatically keep your shelves stocked by ordering what it knows are your dining preferences?

When it comes to protecting some of the physical aspects of your home, artificial smart intelligence can be set up for things such as leak detection in attics, walls, and basements. Couple that with the ability to detect water loss in your plumbing system, and you can rest easy knowing that water will not cause damage to or create mold conditions in your home.

While monitored home security systems have been around for years, new technology now allows you to be your home's best security monitor with systems that include facial and voice recognition, smart locks, fingerprint entry capabilities, and customized motion zones, creating fewer false alarms and saving dollars typically paid to security companies.

We look forward to helping you navigate today's new smart home innovations. If a smart home is on your wish list, we can help you find the available homes that have already taken advantage of smart technology and organize safe showings for you.



## Quick Quiz

For an answer, email me at [br@brettroderman.com](mailto:br@brettroderman.com) or call 404-229-7600.

*Who pioneered the use of photographic film and offered his first camera, called Kodak, for sale in 1888?*

## Worth Reading



### Must-Know Design Elements for Creating a Man Cave or She Shed

By Decorating Den

*Decorating Den*

If you're in need of a space for yourself, this article will help you create your very own oasis. A she shed or a man cave doesn't need to be elaborate to be effective. You just need the basics of comfy furniture, great lighting, and a little something special.

**More:** <https://tinyurl.com/worth0720a>



### The Best Smart Devices of 2020

By Rich Brown and Ry Crist

*CNET*

This list offers a useful shopping guide to what smart devices are worth your time and money. It describes what *CNET* staff consider the best smart speaker, display, home camera, doorbell, lock, mesh router, plug, lightbulb, and thermostat. Most items are compatible with more than one voice recognition system. This article is not intended to help you create an entire smart home but, thankfully, includes links to best-of lists for each product category. **More:**

<https://tinyurl.com/worth0720b>

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				7				1
		1	6		4			9
			1	9		2		
9				6	1	8	5	
	4						7	
	5	8	3	4				2
		2		1	7			
4			2		6	7		
8				5				

**Sudoku instructions:** Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact me for the solution!



## We can't make this stuff up!

Some people have all the luck! A Colorado man hit the jackpot twice after playing the same numbers for three decades. "Joe B." won two \$1 million Powerball lotteries on March 25<sup>th</sup> this year.

In Trione, Northern Italy, a naughty bear named Papillon was captured and his nine-month-long honey-stealing rampage brought to an end. After making a daring escape from an enclosure last summer, he terrorized locals by chasing cows and shaking RVs.

Garbage collectors in Stockton, England, went the extra mile to find £450 after resident Keiahna Jackson accidentally threw her birthday money away. After searching through piles of trash, they returned it to her on the same day.

After a slow cooker caught on fire in Newfoundland, a heroic feline alerted his owners to the smoke filling up their kitchen. Joey woke the sleeping family's patriarch by pawing his face gently, helping to avert disaster.

## Inside Your Newsletter:

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Handling Pressure: Lessons from an Olympic Coach

6 Hygge Decor Tips to Bring More Calm to Your Home

How Smart Homes are Getting Smarter and Safer

## 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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