

## 5 Tips for Negotiating an Offer for Your Dream House

When you have found your dream home, the goal is to create a purchase offer that the seller will accept. This can be hard to achieve when you don't know a seller's motivation or if you're in a competitive market with multiple buyers. Here are some tips to help you negotiate.

1. Time is of the essence, so respond to a seller's counter immediately. If you hesitate, another stronger offer may come in and nullify the seller's counter to you.
2. Evaluate the comps that you have been given and reasonably increase your offering price to make it more attractive to the seller. Stay within the limits of your budget and loan preapproval.
3. If your original earnest money deposit is 1-2% of the sales price, consider raising it to 3-4% so the seller sees that you are serious.
4. Having as few contingencies as possible in your offer assures the seller that there are fewer ways you can withdraw from the sale. Market conditions and the level of risk that you want to take on will determine what contingencies you feel secure about waiving. Loan, home inspection and pest inspection contingencies have the most importance.
5. Keep any requested seller concessions to a minimum because they lower the seller's net proceeds. Concessions can be closing cost credits or seller paid home warranty plans.

With our experience, we can assist in negotiating terms that a seller may accept. But when negotiations are no longer to your benefit, we will also let you know and advise you to move on. Your best interests are our first priority.

## Can Music Really Boost Your Immune System?

To build and maintain a healthy immune system, doctors recommend a balanced diet filled with fresh fruit and veggies and vitamin supplements. But how about filling your ears with the sounds of Mozart or Bob Dylan to boost your health?

"Certainly music has an impact on the brain, and anxiety and stress impact the immune system," says Andrew Levin. A neurologist at the University of Pittsburgh, he manages stress by playing the trumpet. Over the last decade, multiple studies have supported his stance.

A 2013 review in the journal *Brain, Behavior, and Immunity* found that the emotional and psychological effects of listening to music have a direct impact on our hormone levels. A 2019 review in *Annual Research & Review in Biology* found that if the music is soothing and calming, it can reduce anxiety and cortisol, the stress hormone.

But, of course, it matters what sort of music you're listening to. Or, more specifically, that you like the song. Songs filled with good memories or prior associations affect how your body responds. Generally, music with a slower tempo and peaceful qualities is better at reducing blood pressure and heart rate. It's no wonder streaming services have reported a bump in the streaming of classical, folk and children's music over the last year!

Listening to music may not be a magic cure-all. But its health benefits certainly fit into the wider "mind-body connection" conversation. So, the next time the pressures of life come knocking, pop on your favorite soothing symphony and float on a melody for a little while.

## Thinking of Buying a Home? Get My Free Guide



Buying a home is a complex process with many factors to consider.

Prepare for the decisions you'll need to make along the way by requesting my free report, "10 Easy Steps to Buying a Home."

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



## Barbecuing 101: What You Need to Know Before You Buy

The glorious summer season is finally upon us! And with it come sun-filled days spent outdoors grilling up a feast. Whether you're new to the world of barbecue or a seasoned pitmaster, it's a good idea to know what all your options are before buying a new grill. We'll help you make an informed choice.

A number of factors are going to determine what type of grill you should purchase, including the amount of space you have for storage, what type of flavors you want to impart to the food, the time and attention you want to spend while cooking and the amount of barbecue experience you have. The two most popular types of grills are gas and charcoal, while wood pellet grills are gaining in popularity.

Hands down, the most popular outdoor barbecue is a gas grill because it's just so darn convenient. It's easy to ignite with a flick of a switch and heats up quickly. Because it has temperature knobs, you have control over the heat setting.

The only downside to gas grills is they don't deliver extremely high heat. That's where charcoal grills excel. These babies can crank up the heat to roughly 700 degrees Fahrenheit and thereby give a flame-grilled flavor to meat. They're also the least expensive option on the market, but they can be tricky if you're new to grilling.

A good middle ground is the pellet grill. Although electronically powered, they use hardwood pellets as a heat source, meaning you have variable temperature settings and you can get that smoky flavor. They can be pricey but may be the right option if you want the best of both worlds.

### **What's the Difference between a CMA and an Appraisal?**

There are different approaches to real estate property valuation, depending on the intended use of the final opinion of value.

A real estate agent creates a CMA, a comparative market analysis, by analyzing market trends and researching recent sales and listings of similar properties.

By comparing the prices and amenities of those properties, the agent will arrive at an estimate of market value, which will be a price that, in a normal market, a willing buyer would pay a motivated seller.

An appraisal is created by an appraiser. An appraiser is an independent licensed professional who objectively looks at the condition and location of a property as well as the quality of comparable sales and makes proven value adjustments to the comparable features where they differ from the subject property.

With an appraisal, the ultimate value is defensible and documented and is arrived at by someone who has no interest in the property.

## 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.

### **Classic Potato Salad**

Celebrate summer with this classic potato salad that's simple to make.

Makes 12 servings

2 1/2 pounds potatoes, peeled and cut into 1-inch cubes  
2 tablespoons apple cider vinegar  
1 tablespoon Dijon mustard  
3/4 cup mayonnaise  
1/4 cup sweet or dill relish  
6 hardboiled eggs, chopped (optional)  
2 green onions, sliced  
1 cup celery, diced  
salt and pepper to taste  
paprika for garnish (optional)

Boil potatoes in salted water about 15 minutes until tender. Drain and let cool completely.

In large bowl, mix apple cider vinegar, mustard, mayonnaise and relish.

Add potatoes and remaining ingredients. Toss well. Season with desired amount of salt and pepper.

Refrigerate at least two hours, then serve garnished with paprika.



# Take Care of Your Home with These Summer Maintenance Tips

Taking care of your home is one of the best things you can do to keep its value. Summer is the best time to detect issues that require maintenance to maintain the integrity of your home. There are some simple but important tips to help you take care of your investment.

Exterior cleaning can be your biggest asset. Start by power washing your siding and decks. It may expose surfaces that need protective coatings from the winter elements. Follow up your pressure washing with cleaning the outside of your windows to remove accumulated dirt and grime, making the windows more functional. While working on the exterior, thoroughly clean your gutters. Make sure that they drain properly so you don't get pooling in the yard.

The summer months are a great time to get a garage door tune-up to make sure it is operating smoothly and seals out water and pests. If you see pests anywhere in or outside your home, hire an exterminator to eliminate these unwanted visitors.

Check your roof for damaged shingles and the eaves for water damage that can cause further issues to the interior of your home.

Your landscaping should properly direct water runoff around the exterior of your home. Replacing mulch or rocks that have washed away will help ensure that water drains away from the house.

Summer is a great time to do some interior painting. Protect your walls and take advantage of warmer temperatures for drying and odor control. Keeping up with today's decorating trends by updating your home's interior will help keep you prepared should you decide to sell.

This advice should keep things in top shape. Contact us by phone or email, and we would be happy to give you more advice on which maintenance tips best benefit your home. We are always here to help.



## Quick Quiz

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

*June 5 was whose famous day off?*

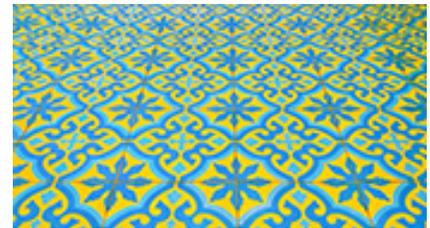
## Worth Reading



### 5 Easy-to-Grow, Flowering Plants to Boost Your Home's Curb Appeal

By Katie Holdefehr  
*Real Simple*

Spending time at home this summer and looking for ways to spruce up your front yard? This article is full of tips and tricks that'll help you plant an eye-catching garden using vibrant, low-maintenance flowers. Blossoms include the hardy black-eyed Susan and its attractive yellow petals, the bold, spring-to-summer bloom of the daylily and the resilient, butterfly-attracting coneflower. Find out more here: <https://tinyurl.com/worth0621a>



### Online Experiences

*Atlas Obscura*

From online trivia nights to mystery games to tours of weird homes, museums and beyond, Atlas Obscura's up-to-date list of forthcoming online events will surely liven up evenings spent indoors. Take, for example, the Moroccan Geometric Drawing class. A hands-on introduction to the art of Northern Africa, you'll learn how to draw Morocco's distinct patterns and discover the history behind them. Find more classes and experiences here: <https://tinyurl.com/worth0621c>

This newsletter and any information contained herein are intended for general informational purposes only and should not be construed as legal, financial or medical advice. The publisher takes great efforts to ensure the accuracy of information contained in this newsletter. However, we will not be responsible at any time for any errors or omissions or any damages, howsoever caused, that result from its use. Seek competent professional advice and/or legal counsel with respect to any matter discussed or published in this newsletter.

Brought to you free by Brett Roderman



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

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



## We can't make this stuff up!

An Australian teen got the fright of her life when a venomous snake slithered out of her clothes hamper. After it took refuge in her asthma inhaler, a team of snake catchers managed to capture the reptile and rehome it.

A Scottish woman is warning others about the dangers of leaving your washer running unattended. Laura Birrell shared shocking images of what looked like a bomb site after her washer blew up. Luckily, no one in her family was harmed.

A Northern Irish research officer named Colin Pidgeon went viral after he caught a pigeon that interrupted his online Zoom meeting. "Colin Pidgeon has caught a pigeon," one of the Zoom attendees remarked, eloquently summing up the situation.

Virginia teen Brendan Martin had his nap interrupted by a deer while he was snoozing on the school bus. The wild animal crashed through the windshield and landed in Brendan's lap before scampering off in a daze.

### Inside Your Newsletter:

5 Tips for Negotiating an Offer for Your Dream House

Can Music Really Boost Your Immune System?

Barbecuing 101: What You Need to Know Before You Buy

Take Care of Your Home with These Summer Maintenance Tips

### 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:**

**Brett Roderman**

**American Home Source, LLC**

2897 North Druid Hills Road Suite 400

Atlanta Georgia 30329

404-229-7600

br@brettroderman.com

www.BrettRoderman.com