



## Real Estate News You Can Use

*Brought to you by Brett Roderman*

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### Should You Go with Fake Plants or Real Plants for Your Home?

Plants can help personalize a home and enhance the interior. Plants can also help sell a home. According to a survey by Costa Farms and Alloy Research, one third of plant owners feel that plants "make a house feel like a home and that they make any home seem more welcoming." The question is: Fake plants or real plants? Here are some pointers to help you decide.

If you're a frequent traveler, leaving live plants alone to fend for themselves may not be a good idea. Unless you have someone to check your home and to water and feed your plants in your absence, having live plants is probably not a good idea.

Consider your pets. Curious cats and dogs can destroy your natural indoor garden by nibbling on leaves or digging in the soil.

Whether your plants are real or fake, you'll need to decide what level of maintenance you want to deal with. If you enjoy nurturing your plants with trimming, feeding and watering, then live plants will likely work for you. On the other hand, faux plants are dust collectors and require regular tedious cleaning.

If you have your home on the market and are having it staged, then fake plants may be the way to go. With the availability of a huge variety of faux plants, great marketing backdrops can be created. Staging is usually short-term, so these décor items seem to make the most sense. There are also companies that rent real plants for staging and will provide the required care.

When it comes to real or fake plants, call or email us, and we can help guide you in the right direction and provide you with supplier recommendations.

### LEGO Made from Recycled Plastic: Can It Be?

One of the world's most popular toy companies, LEGO, is making an exciting new step towards sustainability with a prototype new brick design made from recycled plastic. With the protection of the environment and the ever-growing plastic waste crisis being some of this century's most pressing societal issues, this is a welcome new development for conscientious children and adults alike.

LEGO's new prototype uses plastic made from recycled bottles, known as polythene terephthalate, or PET plastic, for short. The procedure involves procuring discarded bottles made from PET plastic and grinding them down into tiny flakes before purifying them, grinding them into even tinier granules and putting them through an innovative new process patented by LEGO to strengthen the grains, making them tough enough to fit the durable design we all know and love. Finally, the grains are molded into the classic LEGO bricks and color is added.

The new process is not yet ready for mass production but signifies the latest in a line of changes made by LEGO to play their part in protecting the environment, after recently beginning to remove single-use plastic from their packaging and switching the materials used in some elements to Bio-PE, a product made from sugar cane.

Not only could LEGO's new initiative be a building block in the quest to reduce the amount of plastic pollution produced globally, it may also eventually contribute to the cleanup of nonbiodegradable waste by making use of the litter that already exists.

### 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.



## You Can Negotiate like a Pro with L.A.T.T.E.

Whether it's a business deal at work, a domestic issue at home or a group decision with friends, negotiating a difficult situation to get an outcome that works for you can be a daunting prospect. Thankfully, there's a tried and tested technique you can use to improve your ability to negotiate. Enter "L.A.T.T.E.," a useful acronym coined by negotiation expert Jacqueline Twillie that will put you on your way to a successful outcome.

**L: Look at the details.** Making sure you're fully informed about every detail and potential outcome will help you to decide what decisions you can make.

**A: Anticipate the challenges.** It's probably a given that you'll receive some pushback or have some hurdles to overcome during the conversation. Make sure you're ready for the kind of questions or resistance you might face while negotiating and have your responses prepared.

**T: Think about what you want to walk away with.** Be clear in your mind about what you actually want from the negotiation, what you are prepared to be flexible on and which parts of your desired outcome are not up for negotiation. Also, be sure to consider what the other party wants from the conversation for a stronger approach.

**T: Talk it through!** Practicing talking through your points out loud will help you be confident and collected when it comes to the real thing. You may even find that hearing your points out loud helps you identify where your tone or approach might need to change.

**E: Evaluate your options.** Before making a final decision, give yourself time to review the outcomes you've been offered from the negotiations to make sure it's what's best for you!

## Is It Wise to Get a Pre-Listing Appraisal?

Obtaining an appraisal before you list your home comes with its pros and cons. A seller-provided appraisal can be a valuable negotiating tool, but put in perspective, it is really just another opinion of value. No appraiser can pinpoint exactly what a property will sell for in any given market, so the best they can offer is a range of value.

A buyer may not accept a seller-procured appraisal as being impartial because they believe it could be biased in its opinion. They don't want to be told what to think based on something provided by the seller.

For a property that is unique, making it difficult for an agent to arrive at a market value, then calling in an appraiser for consultation and a pre-listing appraisal would be of benefit. The agent's estimate of market value can be complemented by the opinion of value provided by the appraiser. Each situation stands alone. You will want to weigh the pros and cons of paying for a pre-listing appraisal. The \$375 to \$525 cost could be your final determining factor.

## 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.

## Pumpkin Pie Squares

Yields 16

10 Medjool dates, pitted and diced (about 1 cup diced)  
2 teaspoons pumpkin pie spice  
1 1/2 cups oat flour  
1 teaspoon vanilla extract  
1/2 cup milk of choice (dairy or plant milk)  
1 15 oz. can cooked pumpkin (not pumpkin pie mix)  
Optional: 1 cup frosting

In small bowl, soak dates with 3/4 cup water for 15 minutes.

Preheat oven to 375°F.

In a large bowl, combine pumpkin pie spice and flour. In a blender, add soaked dates, date soak water, vanilla and milk and purée 1–2 minutes until smooth. Add to bowl with flour and spices along with pumpkin. Mix with wooden spoon until dry ingredients are incorporated.

Pour batter into 8x8 baking sheet lined with parchment paper. Bake for 25–30 minutes until lightly browned with some cracks. Cool for 10–15 minutes. Cut into squares before serving. Frost, if desired, before serving.



# Moving? Here's a Checklist of What to Do Before You Move

When the big moving day arrives, you will want to be as organized and prepared as possible. Many tasks are best managed when your new home is vacant. Here is a moving checklist to help you navigate your move.

1. Since it is likely that the seller will turn off the utilities upon closing, contact the utility companies and have the utilities turned on in your name ahead of closing. Be sure to include setting up your Internet and cable services at the same time.
2. Make sure the vacant house has been cleaned to your standards. If not, hire a cleaning service if you don't want to do it yourself. At an average cost of \$150, you may want to leave it to a professional.
3. For closing day, arrange for a locksmith to come and change the locks. Often, the locksmith will only have to rekey the existing locksets at a reduced expense.
4. Any planned remodeling or renovations are best accomplished when the house is vacant. It is much easier than you having to live around construction debris.
5. If repairs need to be done, line up a handyman to get the work done right after you close.
6. Be aware of what safety items need to be in place prior to taking occupancy. Have a fire extinguisher for each level of the home. Ensure that the smoke and carbon monoxide detectors are in working order.
7. Prior to closing, have a walk-through with the seller or your home inspector so you can be familiar with the electrical service and water shutoff valves in an emergency. Get instructions on any other working systems of the home.
8. Have your mail forwarded and change your address profiles where needed.

Contact us for an even more extensive checklist to help with your move.



## Quick Quiz

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

*Who pioneered filming before a live studio audience?*

## Worth Reading



### 9 Things Great Leaders Say

Bill Murphy, Jr.

*Inc. Magazine*

We may have all heard the phrase "actions speak louder than words," but the truth is words hold more power than we think they do. In this listicle, learn the phrases and mantras some of the world's greatest leaders used to get things done the way they wanted and how to use them for your own life. Be warned: with great power comes great responsibility. More: <https://tinyurl.com/wr08212>



### 12 Customer Service Phrases to Use, and 8 You Should Avoid

Gregory Ciotti

*Help Scout*

Use this helpful article from Help Scout to inform your communication, not only if you work in a service or support role but in all aspects of your professional life. Even if you don't work in a customer-facing role, having these friendly phrases quick to the tongue could help defuse a major misunderstanding. Give them a read and see for yourself. More: <https://tinyurl.com/wr08213>

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7					9	1		
		1					3	
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**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!

### Inside Your Newsletter:

Should You Go with Fake Plants or Real Plants for Your Home?

LEGO Made from Recycled Plastic: Can It Be?

You Can Negotiate like a Pro with L.A.T.T.E.

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### 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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## We can't make this stuff up!

A shop in Dublin has banned people from paying for their goods using cash stashed in their bras. As temperatures soared in Ireland's summer heat wave, bed salesman Michael Flynn had to insist customers keep their money in more "sanitary" places.

A submarine launched by the NOAA's North Atlantic expedition has discovered a real-life SpongeBob and Patrick. The vessel's live feed caught a bright yellow sea sponge sitting beside a pink Chondraaster grandis starfish at the bottom of the ocean.

A Russian pilot is under investigation for allowing a daredevil to duct tape himself to the bottom of his helicopter while flying over an airfield. Alexander Nazarov has had his license suspended by the authorities.

An enormous inflatable rat named Scabby has been granted free speech rights in Chicago. The rat is a mascot for the International Union of Operating Engineers Local 150 during sidewalk protests in the city.