

JANUARY 2022

**Better
Homes**
and Gardens.
REAL ESTATE

Welcome
Home
TEAM

REAL TALK

The Monthly Newsletter of Welcome Home Team

THE COLORS OF 2022: COLORFUL COMFORT



I think we can all agree that the past 2 years were not quite the roaring 20's we expected. And while last year's Pantone Color of the Year was a hopeful yellow, this year's chosen color is a brand new shade from the Pantone Color Institute, Very Peri, a playful periwinkle to inspire personal inventiveness and creativity.

Many experts agree that the favorite colors of 2022 will be those that make us feel comforted and centered. These serene blues, delicate greens and grounded earth tones are inspired by nature and provide a sense of calm.

HANDS OFF:

What Stays in a House When You Sell It?

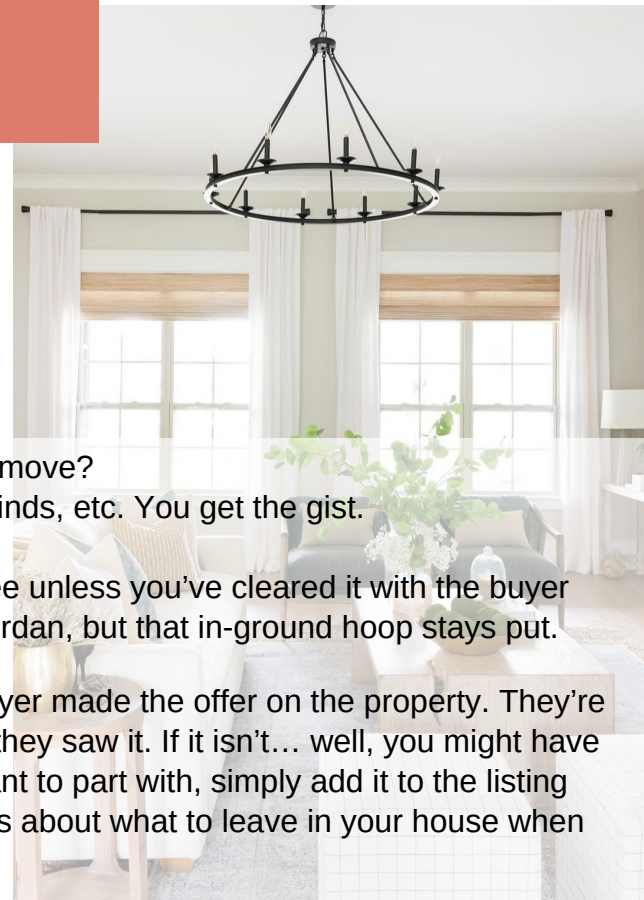
Ever heard of the unspoken rules in real estate? One of the most notorious is: Don't take the dang doorknobs when you leave!

Some sellers feel like they have to take everything with them when they move out, but that's a major real estate faux pas (and it can actually get you in trouble with the contract if you take something that was agreed upon).

So what exactly are you supposed to leave in the house when you move?

- Anything nailed or bolted down e.g. curtain rods, TV mounts, blinds, etc. You get the gist.
- Light fixtures (please see above)
- Any landscaping. No, you don't get to take your favorite little tree unless you've cleared it with the buyer
- Anything anchored to the ground. You may play like Michael Jordan, but that in-ground hoop stays put.

Basically, the house should remain the exact same as when the buyer made the offer on the property. They're buying the house on the condition that it will be the same as when they saw it. If it isn't... well, you might have to find a new buyer. But if you have something you really do not want to part with, simply add it to the listing agreement that the item does not convey. Have any more questions about what to leave in your house when you sell? Just shoot me an email or text and let's chat about it!



WHY WINTER IS A GREAT TIME TO LIST YOUR HOME



Want to know a little real estate secret? Winter is kind of the best time to list your home.

I know, I know... That's probably the opposite of what you've heard, but it's true! There's a myth out there that says winter is a bad time to sell because of the weather and the holidays, so you should wait and sell in the spring.

This myth is actually what makes selling in the winter a great secret.

Since so many folks wait to sell until the spring, the home inventory goes down which is actually great news for a seller! With fewer homes on the market and so many buyers still house-hunting, you might be able to sell your home for more than you would think.

Another perk about selling in the winter is that buyers are super motivated. People often switch jobs or schools around the new year, which means there's a lot of moving going on, which also means, these

buyers are serious about buying and motivated to close a sale quickly.

If you do decide to wait and list your home in the spring, when conventional wisdom would say is a good time to sell, you'll face more competition. Since many sellers will have waited until the spring to sell their homes, buyers will have more options. And that means your home could take a while to sell. But if you enter the market now when there's less competition, your home will stand out from the crowd.

You don't have to avoid selling in the winter. In fact, there are some major benefits that make it one of the best times of year to sell. If you're ready to sell your home, reply to this email and I'll help you sell your home quickly and for as much as possible.

Real Estate Snapshot Omaha/Lincoln Metro Area



Active Listings	341	Median List Price	\$281,865
Listings Under Contract	866	Median Sold Price	\$282,085
Total Closings	2,100	Days on Market	16

Nebraska mortgage and refinance rates today (APR)

3.625% 30-year fixed **2.625%** 15-year fixed **2.625%** 5/1 Adjusted Rate Mortgage (ARM)



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