



Your BestLivingAtlanta® Newsletter

Fall 2016

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WELCOME TO FALL!



Ah...finally! The cool breezes of Fall! 85 degrees but it feels like 80! A long summer continues....

But we know that one day soon, the need to grab an extra layer of clothing “just

in case” is the right call. Then there is the discovery of items purchased last year – somewhat forgotten but hopefully still in style. Time to dig out winter jackets ready for snow that probably will not come.

And speaking of snow, my sincere advice to all is that you visit your local hardware store and buy one of the few sleds they carry. The last thing you want is to not have a sled on the one snow day we have! It could turn into 5 days.

Fall is a welcome and lovely time in our great city and my favorite season. Get out and take advantage of it.

GREAT NEIGHBORHOODS

LORING HEIGHTS



Family-friendly and the luxury of convenience, walkability, affordability and lifestyle in the Midtown-Buckhead corridor. Originally developed in the 1940’s, a large percentage of the homes have been expanded, updated or replaced with new construction.

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CHEMISTRY THAT MAKES YOUR HOME MORE EFFICIENT



Many of you know that, prior to my real estate career, I had the good fortune to help run several businesses focused on building and construction products. And I am particularly passionate about the idea of [spray foam insulation](#) in making both new and older homes much more energy efficient.

These expand-in-place systems are applied in attics, basements, crawl spaces and anywhere that heat/cooling loss can occur in a home. Using polyurethane chemistry, (think sneaker soles) professionals apply a thin layer of material to virtually any surface and it expands to fill spaces, gaps, cracks and areas where air/wind penetration robs your home of energy efficiency.

All insulation choices have cost/benefit tradeoffs. For my money, the benefits of spray foam far exceed the cost while making your home remarkably more comfortable.

DIY STORIES



This may become a feature – if only because I have personal anecdotes to attest to the satisfaction of working to improve your own home. And there are also tales of misfortune...bad measurements, wrong materials, no tools, hospital visits.

Which leads me to one of my primary doctrines for DIY home improvement projects:

When calculating the cost of a DIY job, one must always factor in the expense of the emergency room deductible.

Examples forthcoming in future newsletters.

GO AHEAD - WE KNOW YOU DO IT!



Perhaps you are distracted at work. Or maybe tired of TV, game apps and Facebook. Trying to wind down after a long day. So you ditch what you are doing and find yourself searching for fulfillment of your biggest dreams or wildest fantasies.

You make your way to Zillow, Trulia or Realtor.com!

Want to know the size of your doctor's house? Your neighbor's property taxes? An estimated value of your own place? The possibilities are many and it's all right there – literally at your fingertips!

For sure, these sites have opened up a trove of data that would have before been mostly managed by gatekeepers known as real estate agents. There is no doubt in my mind that this control point for real estate information contributed to a level of mistrust of people in our profession. And on the other side of the equation, some agents are threatened and resentful of these tools now available to anyone with a smartphone or computer.

My own view is that real estate search sites should be considered in a positive light by my fellow REALTORS. Their broad reach and intuitive interface allows people to explore on their own and gain some level of education about the areas that interest them. Enterprising agents who embrace the technology can add the power of these tools and use them to help grow their business.

The biggest caveat that I offer to people using these sites is to keep in mind that they may not have the most current information and that estimates are often wildly out-of-sync with local market realities. I advise my clients and potential clients to use the tools but to also let me help by setting up real-time access to searches using the same [powerful tools we professionals use](#) and custom designed for their specific needs.

I am a big fan and user of real estate technology. But for all the benefits of information flow, it doesn't replace the insight, advice, strategies, consulting and execution that the best agents provide.

So indulge yourself but also contact me and I'll be happy to help – even if you are only having fun.

Happy Halloween & enjoy the many pleasures of Autumn. Stay in touch!

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