



# MAGGIE'S MARKET BASKET

*Real Estate News+... You Can Use*

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## Telltale Signs Your Home Is (a little) Outdated ~ Some Quick Fixes

If you're considering putting your place on the market soon, it's high time to take a step back & take a good, hard look at your decor. Dated touches might seem charming to you. Or maybe you don't want to go to the trouble and expense of overhauling your decor if the new owners are going to change it anyway. I'm here to tell you: Stop making excuses & be a savvy seller! Your outdated decor will immediately turn off a potential buyer, lowering your home value & making the selling process that much more difficult. And even if you don't plan on selling, you'll be surprised what a fresh perspective does to your space (& your soul). Ditching the old-school trends for something updated & modern will make a creaky home feel new again. Here's where you're going wrong – & how to fix it. **PS~ I'd be happy to come in and perform a consultation. But for now, here are some my favorite staging / consultation before and after pictures.**

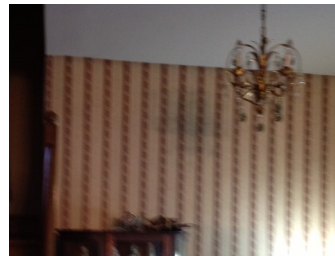
### 1. White appliances

You probably know stainless steel is all the rage for kitchen appliances, but if your stove is still white, now's the time to update. Not only are white appliances harder to keep spotless, but you're risking turning off buyers. White appliances make a kitchen feel very dated, and is a deal-breaker for many buyers. Upgrading to stainless steel or black appliances can make a huge difference.



### 2. Busy wallpaper and bold paint

Buyers care about what's on your walls. It's difficult to envision yourself living in a room when chintzy wallpaper & vivid walls distract you, making even the biggest spaces feel small and cramped. Some of the biggest turnoffs for buyers are walls covered in really busy or outdated wallpaper or bold paint colors. They have to factor in removing wallpaper, which is a very laborious process, or repainting walls before they can even move in. These are huge costs that can be very overwhelming to think about. Swapping your outdated walls for neutral paint makes the home sell quicker & usually for more money than expected.



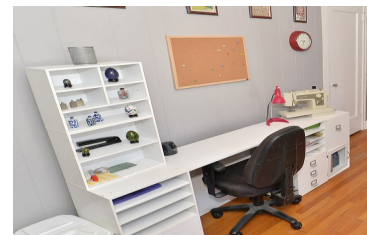
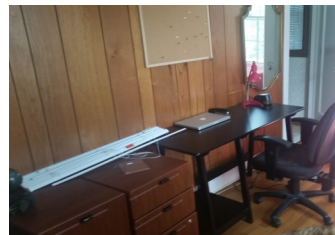
### 3. Dated, boring fixtures, cabinets and hardware

Gold gives a home an outdated, '80s feel. I suggest replacing it with a modern material, like brushed nickel. While you're at it, give your other hardware a once-over – are your doorknobs a boring chrome? Or your cabinet handles a loud, dated brass? Perhaps a contemporary handle would work and freshen things up. And yes, painting cabinets is also a fabulous way to lighten the feel without breaking the bank. Another simple tip: Exchanging beige outlet plates for white ones can make a HUGE difference.



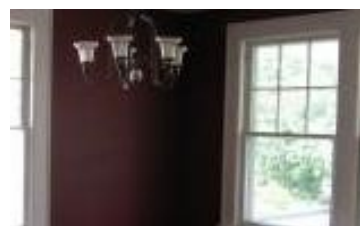
### 6. Wood paneling

Wood paneling instantly dates a home. If you can't afford to rip it out and replace it, paint it a neutral color to make it feel more modern and up-to-date. It's amazing what white paint can do to make a dark, dreary room feel like somewhere you actually want to live.



### 7. Light Fixtures

That Holly wood Light fixture with the 4 globe bulbs screams the 80's and 90's. Home Depot & Lowes both sell some slick fixtures that are reasonably priced and are certain to add some pop.



*Again, feel free to reach out and I'll be happy to come by with some tips for your home!*

## Market Quick Hits



- *December marked the 15th Consecutive monthly increase in contract sales.*
- *Home Purchase contracts in December 2015 increase 28% over December 2014. Largest single month gain of the year!*
- *Number of Homes offered for sale declined by more than 500 (1%) Down 40% from the cyclical high in 2011.*
- *Today's Unsold Inventory Equals 6.9 months of Unsold Inventory as compared to 8.9 months just a year ago.*

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## Current Mortgage Rates:

(as of 11/21/2015)

30 Yr. Fixed: 3.750%

**DOWN .375%** Since 11/21/2015

15 Yr. Fixed: 3.375%

**DOWN .25%** 11/21/2015

FHA: 3.875 %

**DOWN .125%** Since 11/21/2015

5yr ARM: 2.875 %

**DOWN .125%** Since 11/21/2015

## MAGGIE'S CORNER

If you FAIL, never give up  
because F.A.I.L. means

FIRST ATTEMPT IN LEARNING

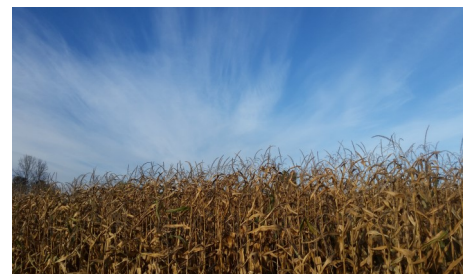
END is NOT the END...

In fact, E.N.D. means

EFFORT NEVER DIES!

If you get NO as an answer,  
remember N.O. Means

NEXT OPPORTUNITY!



*Stay POSITIVE!*



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