

# April

A REAL ESTATE NEWSLETTER



## APRIL MAINTENANCE

Make sure your home is ready for the warmer temps

## NEW LISTING

A hot new listing in your area

## FREQUENTLY ASKED QUESTIONS

Take a look at the most frequently asked questions.



THE  
**CUTTING EDGE,**  
REALTORS®

# FREQUENTLY ASKED QUESTIONS FROM HOME SELLERS

## HOW MUCH WILL SELLING MY HOME COST?

While the final figure will depend on individual circumstances, there are some standard costs that home sellers might come across: seller concessions, HOA transfer fees, title fees, property tax, agent commissions, required home repairs, and utility payoff.

## HOW CAN I PREPARE MY HOME FOR SELLING?

Take care of any necessary repairs (fix leaks, faulty wiring or any plumbing issues; fill nail holes and touch up paint) and ensure that the entire property is clean, decluttered and decorated ready to be photographed.

## SHOULD I STAGE MY HOME OR SHOW IT EMPTY?

A staged home sells quicker than an empty one, but a prospective buyer needs to be able to picture themselves living in the home, so it is best to declutter and place personal items away.

## HOW MUCH IS MY HOME WORTH?

This number can be determined by location, home features, and condition. Using similar properties in the local area can easily be sourced online and used as a guide.



## APRIL Maintenance *Tips*

- Clean ceiling fans and reverse to counter-clockwise
- Inspect driveway and sidewalks for cracks
- Trim tree branches away from house
- Clean refrigerator coils
- Clean blinds and curtains
- Check exterior siding for damage



OFFERED AT \$365,000

# Featured LISTING

1307 Howard Ave  
Colorado Springs, CO 80909



3 BEDROOMS



1,788 SQ.FT.



2 BATHROOMS

Large Lot!  
Ample Storage!

## THINGS YOU SHOULD NEVER THROW AWAY



### Heirloom Furniture

Grandma's wingback chair certainly brings back lots of memories, but it may not go with your current style. Before tossing it out, though consider asking other family members if it's wanted, or try giving it a makeover.



### Photographs

In this digital age, gone are the days when we'd have physical prints of our photographs. Nothing beats rifling through such photographs by hand. Think twice before tossing out such treasured memories.



### Books

Finished reading your books? Don't pack them up for garbage day just yet. Books are a great accessory in home decor. They add color to shelves and built-in units and can add style to a boring coffee table. If that doesn't work for you, check with your local library if they are accepting donations.



# MARKET UPDATE

NEW PROPERTIES LISTED

1,181

PROPERTIES SOLD

880

AVERAGE SALE PRICE

\$544,170

MEDIAN SALES PRICE

\$473,500

AVERAGE DAYS ON MKT

66

MONTHS OF INVENTORY

2.3

## *community* CALENDAR

- APR. 8 Pikes Peak Chocolate and Cheese Fest - Norris Penrose Event Center 10AM
- APR. 12-13 2X Monster Trucks Live - County Fair Grounds in Calhan 2PM
- APR. 12 Bikes and Brews - 6650 Corporate Dr 11AM - 4PM
- APR. 19 Salsa Night at Ivywild 7PM
- APR. 26 The 15<sup>th</sup> Cheyenne Mountain Trail Race - Cheyenne Mountain State Park 8AM



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