



LESLIE TUPPER, REALTOR®

# HOME CONNECTION

WWW.LTREALTOR.COM

JULY 2008

## A Note from Leslie

In the April issue of the Home Connection, I addressed a potential issue for home sellers: the Hidden Defect, but is it possible for your home to have hidden *assets*? A good agent helps buyers see the hidden potential of a home. When a home is listed, it's imperative to research both the advantages and disadvantages from as many angles as possible. It's important to identify any issues that could turn a buyer off, but it's equally important to be aware of features that could attract a buyer.

Recently, I listed a villa that had already been on the market for over a year. Researching the homeowners' association, I found that not only did the villa come with the subdivision amenities of parks, playgrounds, pools & tennis courts, it also included horse trails. The horse trails and nearby boarding stable opened the door to a buyer with a horse they want nearby. In addition, prior agents had missed the fact that this villa sided to common ground. We advertised the home to attract a buyer looking for a home that did not require yard work, and which afforded more privacy and outdoor activities than found in most villas. It worked!

Another home turned out to be zoned commercial as well as residential, opening up several opportunities for a buyer who might be interested in running a business from their home. In a less dramatic example, one home boasted an established asparagus patch—vegetable gardeners know those take at least three years to establish. This may seem like a small detail, but it could be the “extra” that seals the deal for a buyer who enjoys gardening. Though these examples may not impact the value of a home, they can be the kinds of things that turn a looker into a buyer. And in a market with slower sales, any additional appeal is an advantage. Other features that shouldn't be overlooked include possible expansion opportunities, special workshop or hobby areas, and nearby parks, shopping, or other recreation. What are your home's hidden assets?

## NEW LISTINGS



542 OVERLOOK TERRACE COURT  
Eureka • \$697,000



2022 SHEP COURT  
Chesterfield • \$364,700

Visit my website  
[WWW.LTREALTOR.COM](http://WWW.LTREALTOR.COM)  
to view all listings

## LISTINGS SOLD

- 112 Hunters Green Lane
- 809 Spring Cove Court
- 2100 Babler Ridge Lane
- 697 Grand View Ridge Court
- 4608 Meramec Boulevard
- 140 Oak Park Village Drive
- 11714 Chandellay Drive
- 741 Emerald Oaks Court
- 121 Shaw Drive
- 903 Southern Hills Court

*Looking for a new home? Remember, you can search for area St. Louis homes via my website! Then call me to schedule an appointment to take a look.*

### CALENDAR

- July 27, 1-3 pm Open House at 2022 Shep Court
- August 3, 1-3 pm Open House at 18621 Whiskey Creek Road
- August 8, 6 pm Planetary Pedal organized by Trailnet.org
- August 10, 1-3 pm Open House at 542 Overlook Terrace Court
- August 30, 31 Japanese Festival at the Missouri Botanical Garden

\* Please call or visit the website to confirm open house dates as they are subject to change

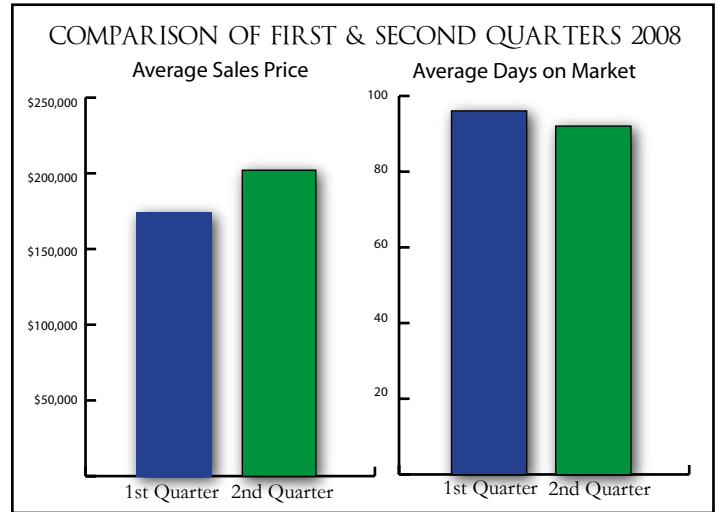


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# YOUR QUARTERLY MARKET UPDATE

In the chart to the right, you'll see that the St. Louis housing market saw slight improvements between the first and second quarters of 2008. In the second quarter, average sale prices rose to \$202,792, compared to \$174,169 in the first quarter. The average days on market decreased from 96 to 92. These figures are based on single-family home sales in the St. Louis Metropolitan area that includes Franklin, Jefferson, St. Charles, St. Louis, and St. Louis City counties. It is important to note that while this gives a good overview, these figures vary greatly between particular locations. For example, a closer examination of an individual neighborhood may yield different results. If you would like a value assessment for your home, I would be happy to schedule an appointment with you.

*\*Statistics sited above were taken from the Multiple Listings Service*



## HOME CONNECTION



### Keeping you connected in a new real estate market

- \* Quarterly market updates
- \* Suggestions for home improvement
- \* Tips for home buyers & sellers
- \* Leslie's newest listings
- \* Open house dates & other regional events

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