



LESLIE TUPPER, REALTOR®

HOME CONNECTION

WWW.LTREALTOR.COM

MARCH 2010

A Note from Leslie

With tax incentives to expire at the end of April and low interest rates expected to go up, the buyers are out early this year. No one knows what to expect after these incentives have come and gone. If you're thinking of selling, it's more important than ever that you get the house whipped into shape and on the market as we approach the spring market.

Get your home in the best shape you can. Homes that don't stand out will not sell. Seek professional advice for how to prepare and show your home. Though this may not bring a higher price, it could make the difference between a house that sells and a house that languishes on the market.

Don't kill your own deal. If you know something needs maintenance or repair, do it immediately. Buyers are picky because they have lots of options. Roofing, plumbing, electrical, termites and foundation problems are the five big deal killers. The buyer's inspection will catch what you don't correct anyway. You don't want your contract to fall apart at that point.

Get good advice about pricing. The homes that look good and are priced right will sell. Meanwhile great looking, but overpriced, homes may be getting showings but only low offers or none at all.

Realize that the appraiser has the final say about price. Even if you've secured a willing buyer and worked out the inspection issues, you won't be able to close the deal for more than the value of the lender's appraisal. That's why having relevant and up-to-date comparables to assist the appraiser is a must to avoid falling victim to a low appraisal that can kill the deal.

If you're on the sideline waiting to see if prices will go up, don't. Surf the net for reliable long term projections on house prices. It's enough to discourage the most optimistic spirit about the "good ole days" and returning to a seller's market. If you are waiting to list your home later this year, it's important to understand that while there will likely be a seasonal increase in buyers, there will also be more competing homes coming on the market.

An experienced real estate agent can provide guidance in preparing your home for the market, pricing the home for a sale, and navigating the negotiations after a contract comes in. If you're thinking of selling, do your homework and think smart.

NEW LISTINGS



133 DIETRICH ROAD
Wildwood • \$499,900



16575 BIRCH FOREST DRIVE
Eureka • \$225,000

[Click to View
All Listings](#)

CALENDAR

- March 21, 1-3 pm Open House at 4004 Dartmouth Ridge Court
- April 2 Arbor Day Tree Giveaway at the Kemper House
- April 11, 1-3 pm Open House at 16575 Birch Forest Drive
- April 25 11 am-6 pm 21st Annual St. Louis Earth Day Festival
- April 30 Last day for an accepted contract to qualify for home buyer tax credit!

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



LESLIE TUPPER, REALTOR®
COLDWELL BANKER GUNDAKER
285 CLARKSON ROAD
ELLISVILLE, MO 63011
636-386-HOME

Buyers: Don't miss the boat! In order to take advantage of tax incentives, you must have an accepted contract by April 30 with a closing before June 30. Plus, mortgage rates are expected to rise to about 6% by the end of the year. For the same monthly payment, a 1% increase in mortgage rate lowers buying power by 11%. **The time to begin your search is now.**