

# The Real Estate News

By

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FALL 2013



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• 10 Best Kept Secrets for Selling Your Home

• Featured Listings of the month

• Helping you, your family, and friends is Dave's priority.

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## 10 Best-Kept Secrets for Selling Your Home

**10: Pricing it right** - Find out what your home is worth, then shave a small percent off the price. You'll be stampeded by buyers with multiple bids, even in the worst markets, and they'll bid up the price over what it's worth. It takes real courage and most sellers just don't want to risk it, but it's the single best strategy to sell a home in today's market.

**9: Half-empty closets** - Storage is something every buyer is looking for and can never have enough of. Take half the stuff out of your closets then neatly organize what's left. Buyers will snoop, so be sure to keep all your closets and cabinets clean and tidy.

**8: Light it up** - Maximize the light in your home. Take down or open the drapes, clean the windows, change the lampshades, increase the wattage of your light bulbs and cut the bushes outside to let in sunshine.

**7: Play the agent field** - A secret sale killer is hiring the wrong broker. Make sure you have a broker who is totally informed. They must constantly monitor the multiple listing service (MLS), know what properties are going on the market and know the comps in

your neighborhood. Find a broker who embraces technology – a tech-savvy one has many tools to get your house sold.

**6: Conceal the critters** - You might think a cuddly dog would warm the hearts



of potential buyers, but you'd be wrong. If you're planning an open house, send the critters to a pet hotel for the day.

**5: Don't over-upgrade** - Quick fixes before selling always pay off. Mammoth makeovers, not so much. Instead, do updates that will pay off and get you top dollar. Make sure closet doors are on track, fix leaky faucets and clean the grout, paint, landscape and beautify, clean the carpets, etc.

**4: Take the home out of your house** - The more personal stuff in your house, the less potential buyers can imagine themselves living there. Get rid of a third of your stuff – put it in storage. This in-

cludes family photos, memorabilia collections and personal keepsakes.

**3: The kitchen comes first** - The benefits of remodeling your kitchen are endless, and the best part of it is that you'll probably get 85% of your money back. The fastest, most inexpensive kitchen updates include painting and new cabinet hardware. Use a neutral-color paint so you can present buyers with a blank canvas where they can start envisioning their own style. If you have a little money to spend, buy stainless steel appliances.

**2: Always be ready to show** - Your house needs to be "show-ready" at all times – you never know when your buyer is going to walk through the door.

**1: The first impression is the only impression** - Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers. You can typically get a 100-percent return on the money you put into your home's curb appeal. Entryways are also important!

## Featured Listings of the Month!



836 George St  
Lantana, TX  
76226



581 Waketon Rd  
Double Oak, TX  
75077





# Historical Snapshot

**Sanger High School**  
 Photograph, ca. 1938

Care of the University of North Texas Libraries, The Portal to Texas History  
 Crediting Sanger Public Library, Sanger, Texas.

## Recipe of the Month

### Gluten Free Tex Mex Mac and Cheese

#### Ingredients

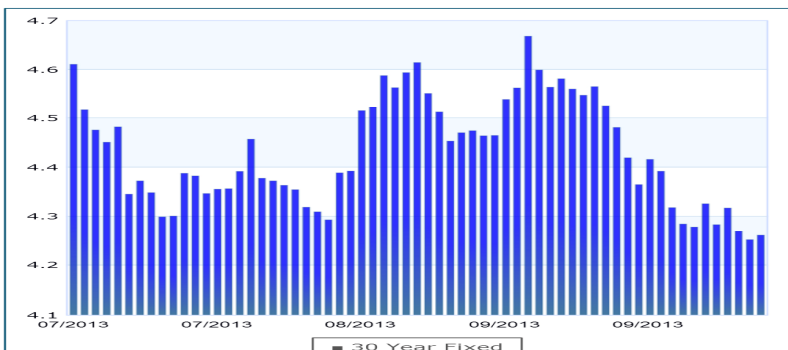
- 3 cups uncooked gluten-free brown rice penne
- 1 can (18 oz) Progresso® Traditional chicken cheese enchilada flavor soup
- 1/2 cup milk
- 1 1/2 cups gluten-free shredded sharp Cheddar cheese (6 oz)
- 1 cup gluten-free shredded pepper Jack cheese (4 oz)

#### Directions

1. Heat oven to 400°F. Spray 2-quart casserole with cooking spray. Cook and drain pasta as directed on package.
2. Meanwhile, in 3-quart saucepan, heat soup and milk to boiling. Remove from heat; stir in cheeses until melted. Stir in pasta. Spoon into casserole
3. Bake uncovered 20 minutes or until edges are bubbly. Refrigerate leftovers.



## Mortgage Rates at a Glance!



Home owners have been refinancing at record rates and buyers find current interest rates hard to resist. Nearly at all time lows, mortgage rates won't stay down forever.

To get a home loan quote for purchase or refinance give Bill Winter a call at First United Bank. He has over 20 years of experience and can be reached at 214-502-3813





# Kids Corner



Teaching our children about the natural world that we all live in is one of the most essential lessons we can teach them. When we know how things work, we can feel a sense of security that leads to further inquiry and knowledge. Tell time in your

garden with an easy-to-make timepiece fashioned out of container gardens and a few empty pots. Your kids will love running outside to check the time and water the "hours."

**Materials Needed:**

- 4" terra-cotta flowerpots (6-10)
- 10" terra-cotta flowerpots (3-4)
- 10" terra-cotta flowerpots (3-4)
- 8" terra-cotta flowerpot
- 3' bamboo, wood or metal stake
- craft paints and brushes, paint pens or chalk
- potting soil, moistened
- sun-loving annuals
- 1'-square cement pavers (16) (optional)
- cement paint (optional)
- gravel
- watch or clock

**Steps:**

- Paint the Hours** - Decorate the pots with paint or chalk, if desired, and write an hour on each of the 4- and 10-inch pots.
- Plant the Pots** - Fill the 10-inch pots with moistened potting soil and plant different flowers or flower colors in each one.
- Prepare the Dial** - Create a 4-foot-square base for your sundial. You can simply set aside part of a sunny patio or place cement pavers in a sunny part of the lawn. Be your own "gnomon." Mark a spot in the middle of the "clock" where you or your child

can stand. Your shadow will tell the time!  
**Set the Time** - Using a watch or clock for reference, place the appropriate numbered pot to line up with the shadow cast by the stake at the top of the next hour. Go back to the site at the top of each hour you want to mark until you've placed all of the pots.



## List of Recommended Vendors

|                              |                                       |                |
|------------------------------|---------------------------------------|----------------|
| Slab Tech                    | (Foundation repair—Larry Blakely)     | (214) 709-7880 |
| Mr. Appliance                | (Appliance repair)                    | (972) 395-5910 |
| Terry Deweese                | (Brick layer/mortar repair/stonework) | (214) 673-4209 |
| Brick Doctor                 | (Brick layer/mortar repair)           | (817) 540-1800 |
| Carpet Masters               | (carpet cleaning/stretching)          | (972) 724-2022 |
| Texas Framing & Construction | (Construction)                        | (972) 983-8122 |
| All Surface Repair           | (Counter Tops & Tub Resurfacing )     | (214) 631-8719 |
| Marco Vasquez                | (Drywall Repair & Texture, paint )    | (940) 765-3025 |
| Milestone Electric           | (Electrician)                         | (214) 348-5100 |
| Builders electric            | (Electricians)                        | (817) 919-0267 |
| Beech's Overhead Door        | (Garage Door Installation & Repair)   | (817) 481-6362 |
| Fashion Glass & Mirror       | (Shower Enclosures )                  | (972) 223-8936 |
| Houk Heating & Air           | (AC Repair & Installation)            | (817) 265-1191 |
| Texas Prime Plumbing         | (Plumbing—Larry )                     | (972) 740-4261 |

Home Warranty

|                                |                |
|--------------------------------|----------------|
| American Home Shield           | (800) 776-4662 |
| Old Republic Home Warranty     | (800) 445-6999 |
| HWA (Home Warranty of America) | (888) 492-7359 |

Home Inspectors

|                                      |                |
|--------------------------------------|----------------|
| CM Home Inspections                  | (817) 992-9940 |
| Lighthouse Engineering & Inspections | (972) 577-1077 |
| Texas Best Inspections               | (817) 689-6506 |

# Fall Lawn Care



Care of your lawn in the fall is as important as in spring and summer. Regular care is the key to an attractive and healthy lawn through the fall and winter months.

Here are few things you can do to help your lawn survive the winter and recover vigorously in the spring.  
**Fertilization:** Fall fertilization is the key to prolonging fall color and promoting early spring recovery of the lawn. It helps produce a dense turf that resists winter weeds. Fertilizer used in the fall should be higher in nitrogen and potassium and lower in phosphorus. Grasses fertilized this way have shown greater survival during winter

months than those fertilized with high phosphorous.  
**Watering:** When your lawn goes dormant during winter months, it is important to remember the grass is living and needs moisture for survival. During the winter, if it doesn't rain for several weeks, then the lawn should be irrigated. Irrigation before a hard freeze is helpful in reducing freeze injury to the grass. It takes much colder air temperatures to lower the temperature of a moist soil than that of a dry soil.

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*Happy Halloween!*

*We hope you have a frightfully good time!*

Be sure to visit our NEW and IMPROVED website! [www.daveryer.com](http://www.daveryer.com)

## Find Local Real Estate Trends in Your Area!

| October 2013                  | Argyle    | Bartonville | Canyon Oaks | Copper Canyon | Double Oak | Flower Mound | Highland Village | Lantana   |
|-------------------------------|-----------|-------------|-------------|---------------|------------|--------------|------------------|-----------|
| Homes on the Market           | 54        | 21          | 2           | 12            | 13         | 208          | 70               | 76        |
| Homes Sold                    | 31        | 5           | 1           | 6             | 22         | 443          | 86               | 97        |
| Pending Sales                 | 22        | 3           | 1           | 1             | 4          | 101          | 31               | 38        |
| High Sale Price               | \$998,000 | \$1,000,505 | \$525,000   | \$1,000,100   | \$960,000  | \$1,000,000  | \$1,200,000      | \$698,000 |
| Low Sale Price                | \$145,000 | \$568,000   | \$525,000   | \$260,000     | \$280,000  | \$39,556     | \$141,800        | \$175,000 |
| Average Sale Price            | \$134,200 | \$1,000,600 | \$525,000   | \$464,150     | \$487,859  | \$317,890    | \$346,479        | \$345,419 |
| Aver Price per Sq. Ft         | \$134.02  | \$167.27    | \$135.66    | \$133.72      | \$143.27   | \$144.69     | \$108.50         | \$104.93  |
| Average Days on Market        | 80        | 34          | 1           | 103           | 44         | 31           | 54               | 87        |
| Average % of Sale Price       |           |             |             |               |            |              |                  |           |
| To List Price                 | 97%       | 96%         | 95.4%       | 98%           | 97%        | 99%          | 98%              | 98%       |
| Price Per Sq.Ft last 6 months | \$132.72  | \$153.14    | \$123.99    | \$124.87      | \$135.28   | \$110.03     | \$105.40         | \$103.88  |

THIS INFORMATION IS GATHERED FROM MLS AND IS DEEMED RELIABLE BUT NOT GUARANTEED. THE STATISTICS USED MAY NOT NECESSARILY REPRESENT THE VALUE OF YOUR HOME SINCE NO TWO HOMES ARE ALIKE AND FEATURE AMMENITIES AND LOTS. SOME AREAS INVOLVE PROPERTY IN MULTIPLE AREAS AND MAY EFFECT PRICE PER SQUARE FOOT. COMPILED FROM MLS DATA JULY 1, 2013 TO SEPTEMBER 30, 2013. 6 MONTH STATISTICS ARE GATHERED FOR THE PREVIOUS 6 MONTH PERIOD. CALL DAVE RYER FOR FURTHER INFORMATION 972-317-9408



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HELPING YOU BUY AND  
 MAINTAIN THE HOME OF  
 YOUR DREAMS

