



YOUR HOME, YOUR WAY

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Courtney Way
A Better "Way"
to Real Estate
Since 2001

BE RESOLVED IN 2011

I don't believe in New Year's resolutions. I don't believe in diets, either. Why set a "start date" to changing your life? If you're putting off to tomorrow what you could do today, what exactly are you waiting for? The New Year has begun, and people are on the move. They're looking for change. And yes, they're even looking for help: No one should feel stuck in a mortgage they can't afford—and there are ways out without foreclosing.

I believe that THIS is the year—to change, to move, and to make what you want to happen actually happen. If you need a change, change it. If you need to move, move it. If you feel stuck, get unstuck. Look for help wherever it may be, whether from within or elsewhere—but don't resolve to wait to change until something ELSE happens. Take control of your life and MAKE it happen!

If you find yourself wanting to move or make a change with regard to real estate, but you don't know where to start— or know someone else in the same spot—call me. I'm here to help. And I do my best to help—just ask my references.

Let's all work to make 2011 a great year!

All my best,

Courtney

ASK YOUR REALTOR: SHOULD I OVERHAUL MY KITCHEN?

After my last newsletter, a couple called with some questions they had about various home upgrades they were considering, and I was happy to offer my advice—a service I offer to any homeowner looking to buy, sell or even rent their home.

This couple had two major potential upgrades: a new HVAC system and a complete kitchen overhaul.

Before getting into the details of their upgrades, I first had to consider that they ultimately want to sell their starter home and get into a larger one. Given this fact, I had one main piece of advice: Spend *some* money on upgrades to make your home attractive to a new buyer, but don't overspend for the neighborhood or the market you'll ultimately be selling to. In this case, this couple will sell to a first-time homebuyer.

First let's look at the HVAC system, which is old, but a company that performed basic maintenance said it's still running well—and should continue to do so. After the refunds offered in 2010, a new top-of-the-line system still would have cost these homeowners \$7,000—which they didn't have. Financing that money likely wouldn't have increased the value of their home—but it would have hurt their finances.

Upgrading their kitchen is a similar situation, but has a difference: Remodeling their galley-style setup likely would give this couple the competitive edge when selling, but it ultimately wouldn't provide much of a



difference in terms of layout or additional storage. They likely would have spent thousands to get the same kitchen that's visually more appealing, but had the same functionality. My advice? Paint the cupboards and walls, and re-tile the countertop using granite—all work they can do themselves for a reasonable price.

The bottom line is that many aspects of a home can be upgraded without heavy artillery. Need help figuring out how to do this for your home? Or have any other questions? Give me a call—I'm happy to help!

AT A GLANCE: ARDEN PARK

Considered one of Sacramento's more affluent neighborhoods, Arden Park has seen a transformation over the years as far as home upgrades and renovations. Because most lots in the neighborhood are anywhere from one-quarter to two-thirds of an acre, the possibilities for expanding the original homes are endless. What was once a two-bedroom, one-bath home of 1,200 square feet back in the mid-1970s when the homes were built, for example, could now be a four-bedroom, 2.5-bath home of more than 3,000 square feet. With its two parks complete with playgrounds for the kids, its own elementary and middle schools, and quiet, tree-lined streets, Arden Park is great neighborhood in which to settle and make a home.

**Each month I will highlight a different community throughout Sacramento. Is there a particular neighborhood you'd like to see featured? If so, let me know at courtney.way@bhghome.com.*

As a Sacramento resident for 30 years, I can assist in the following residential areas:



- West Sacramento
- Downtown/Midtown
- Land Park/Curtis Park
- East Sacramento
- Natomas
- Sierra Oaks
- Arden Park
- Carmichael
- Fair Oaks
- Folsom



Arden Park's Cresta Park

Arden Park: By the Numbers*

Average sales price: \$338,222
 Average days on market: 44
 Average price per square foot: \$202.76
 Average SP/LP: 98.82%

*Stats based on a 1,691 sq ft 3BD/2BA home; for more data on move-up homes, please contact me. SP/LP=Sales Price/List Price.

MY RECENT SALES



100 FATH COURT, FOLSOM
 5BD/3 BA | \$515,000

2000 FLOWERS STREET
 SACRAMENTO 3BD/2BA
 \$263,000

ARE YOU READY FOR SOME FOOTBALL!?

Superbowl XLV is on February 6—what are your plans? Plenty of local pubs and sports bars with multiple TVs will show the big game—or you can throw your own party to celebrate! Get more details at www.nfl.com/superbowl/45.



MY NEW LISTINGS

4049 ESPERANZA DRIVE
 ARDEN PARK
 3BD/2BA | \$429,000



4210 CARNEGIE WAY
 SACRAMENTO
 3BD/2BA | \$269,000

HAVE YOU HEARD?



I'm proud to announce that I was named our real estate office's "Agent of the Month" for December—an honor given to top-producing and hard-working agents. Contact me to see why it pays to use an agent who comes referred!



Winter is the time for comfort, for good food and warmth, for the touch of a friendly hand and for a talk beside the fire: it is the time for home.
 —Edith Sitwell

COMPLIMENTARY SUBSCRIPTION

As a way to say thank you for being a reader, I'm offering a year-long subscription to *Better Homes and Gardens* magazine — free! Interested in receiving one? Send me an e-mail at courtney.way@bhghome.com to sign up!



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