



Call Coleen and David Jurewicz,
REALTORS(r) 916.682.6454

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SellYourHomeForTOPValue.com

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Coleen and David Jurewicz'

Service For Life![®]

"Insider Tips For Healthy, Wealthy & Happy Living..."

How To Sell Your Own Car

Many people just trade in their old vehicle instead of selling it, but you could likely make more money if you sell it yourself – money you can use for your next vehicle. Ask yourself these four questions before deciding if you should sell the car on your own:

1. **Do you have the time and money to make sure it's in tip-top shape?**
Your vehicle should be in good working order, cleaned, records collected, and any maintenance such as oil changes should be up to date.
2. **Do you have the time to wait for a good buyer?** Your car may sell in a few days, but it could also take several weeks or months.
3. **Are you available to let potential buyers take the car for a test drive?** Safety experts recommend always meeting people in a public place, never at your home, and it's best to also have a friend with you.
4. **Do you feel comfortable negotiating your final price?** Ask for about 10% more than you want to allow negotiating room with the buyer.

If you answered "Yes" to all of the questions above – here's how to get your car ready to sell:

- Take your car to a mechanic and have a thorough inspection. That way, you'll know what needs to be fixed to get top dollar.
- Get your vehicle detailed. You should make the cost back in the increase in price you can receive by having your car looking its best.
- Price your car using www.kbb.com (click on "Car Values") or check AutoTrader.com or Cars.com. Enter your zip code and price vehicles with similar miles, wear and tear, and appearance as your car.
- List your car for sale at the same websites you used to check car values, or post an ad free on www.craigslist.org.
- After agreeing on a sales price, ask for a cashier's check when you sell the car to make sure you aren't being cheated.
- Fill out a "Bill of Sale" form, which you can get for free at DMV.org, transfer the title of the car to the buyer, cancel your car insurance and remove the license plates if necessary, and also complete a "Release of Liability," if required, to change ownership (get this form at your motor vehicle department).

LOOKING for an easy to use home search website?

Go to www.REBuyer.com or CALL 916.682.6454 and we'll do the searching for you!

Get a FREE computerized estimate of your home's value at: www.95829.Info

Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)...

Borborygmus (bore-bore-igmus) adj.

Meaning: The sound your stomach makes when it grumbles

Sample Sentence: The borborygmus interrupted John and Mary's date.

Scary News...

Dad: "Can I see your report card, son?"

Son: "I don't have it."

Dad: "Why?"

Son: "I gave it to my friend. He wanted to scare his parents."

3 Reasons To Consider Using A Travel Agent

Many people book their own travel now, but there are still some good reasons to talk to a travel agent.

1. They're often well-versed in the areas you'll be visiting, and may have tips about the best restaurants and sights to see.
2. They may have relationships with staff at hotels or cruise lines, and may be able to get special favors like a group of rooms together or a cabin with a view.
3. They can also help in case of problems like airline strikes or transportation issues. And some may even offer free gifts or incentives to use their services.

Quotes To Live By...

Try not to be a man of success but a man of value.

—Albert Einstein

I always prefer to believe the best of everybody, it saves so much trouble.

—Rudyard Kipling

Love recognizes no barriers. It jumps hurdles, leaps fences, penetrates walls to arrive at its destination full of hope.

—Maya Angelou

Save Time With Meal Planning

Do you look in your refrigerator before meal-time and have no idea what's for dinner? You'll be less stressed by shopping purposefully, saving you lots of time wandering aisles and making impulse purchases. Try these ideas and simplify meal planning:

- **Pick a recipe/shopping day.** Open your cookbooks and find your favorite recipe website: try allrecipes.com, thekitchn.com, and cooks.com. Write down one or two meals each day for the week, and make a list of all of your ingredients so you only need to make one trip.
- **Try a theme for your week.** You can make each week similar with a soup night, a pasta night, or maybe a vegetarian night. It can be easier to know you'll need one soup recipe, one pasta, and one whatever-you-choose when planning.
- **Check with your household about what they want or like.** Get everyone involved and have them help with shopping and prep.
- **Save your recipes in one place.** It can be a folder on your computer, or a website like MyRecipes.com. Or, use an app such as Epicurious or AllRecipes Dinner Spinner (both available on Android or iPhone).
- **Cook what you can ahead of time,** and prep when you return from the store. You can roast a big batch of veggies for two meals during the week, or chop all the lettuce for dishes like salads and tacos.

Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?

Maybe you're just curious. Or maybe you want to know how much your home is worth. Either way, we'll do the research with no "sales pitches" or run-arounds. **Call us at 916.682.6454** and we'll give you all the facts.

Indoor Gardening Ideas

Plants can bring the outdoors inside, and whether you're a new gardener or an expert green thumb, indoor gardens can be simple to maintain and great for small spaces.

Look for the best spot for each plant. Read the plant's label: plants that like full sun should be in a sunny north-facing windowsill. Ferns and low-light plants that need lots of moisture might work for the bathroom.

Don't overwater. A common mistake is drowning your houseplant. Stick your finger down into the soil. If it's still damp, wait to water. If your plant starts to look dry or withered, give it a drink.

Give plants a spritz. Indoor plants usually benefit from a spray of water, especially as air conditioning can sap moisture from the air in your home. Use a household spray bottle and mist them once a week or so.

Fertilize regularly. Indoor plants don't have the deep roots and plentiful soil outdoor plants have. Use water-soluble fertilizer and follow the directions – you will usually need to fertilize about once every 2 to 4 weeks.

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Brain Teaser...

What kind of tree can you carry in your hand?

(See page 4 for the answer.)

Real Estate Question?

Maybe you want to know how much your home is worth. Or maybe you just need a recommendation for a handyman, carpet cleaner or plumber...

Either way, we love hearing from all of our good friends and clients. And we're always looking to answer questions you might have about anything relating to real estate or home-ownership.

If you have a question, tip or idea, call us at **916.682.6454**.

Conquer Tech Addiction

Does the time you spend with family mostly consist of everyone watching TV or staring at a smartphone?

You're not alone, but studies say it's not good for your brain. Try these tips to break the habit:

- Set some off hours. Take a break from all devices for 2 to 3 hours a day. Go outside!
- Have everyone agree not to use devices during meals, whether at home or restaurants.
- Avoid technology first thing in the morning. Your creativity can be strongest in the morning, but when you start reading emails your brain shifts into analytical mode.

Career-Boosting Websites

www.LinkedIn.com – A top website for professional networking advice and career opportunities. Post your resume, meet people in your field, and share articles or information with people you connect with.

www.Indeed.com – Find jobs from thousands of company websites and job boards with a simple, easy-to-use search page.

www.GlassDoor.com – Review current salaries and interview questions for jobs that interest you, and search jobs too.

Avoid Disease When Traveling

Preparing and planning for your trip can be part of the fun, but “*What if I get sick?*” You can help prevent those not-so-fun memories by following some advice from expert travelers.

- 1. Before you travel:** Help your immune system prepare to fight off bugs. It's not proven that supplements prevent illness, but taking vitamin C or probiotics may help build your immune system. Get 8 hours of sleep each night the week before your trip – don't stay up late packing. Pack hand sanitizer, disinfecting wipes, socks to wear through airport security lines, and a shawl or jacket to stay warm if you can't control the temperature. It's always a good idea to pack your own clean travel pillow, too.
- 2. During your trip:** It's no surprise public areas like airports, train stations, and bus depots are full of germs. If you sit down, you can sanitize your seat with a disinfecting wipe. On a plane or bus, point air conditioning vents so air flows in front of your face toward the floor. This can help keep germs away from your mouth and nose. Sanitize your hands during your trip any time you touch something that many people have touched before you – in-flight magazines, tray tables, and the bathroom door of course.
- 3. Food/water safety:** Travelers often get sick when eating food in new places, mostly because their systems aren't used to local microbes or bacteria. Check **CDC.gov** to see if the area you're visiting has any outbreaks. Avoid raw fruits and vegetables that may be washed with tap water (peel and wash fruit yourself), make sure all meats are well cooked, and try to stay away from food vendors in the streets. Buy bottled water for tooth-brushing and face-washing, and when abroad drink water that's been heated, like hot tea and coffee.

The Majority Of Home Buyers Begin Their Search On The Internet...

So, if you're selling your home you need to make sure your home can be found on the top real estate sites like REALTOR.com, Trulia, Homes.com, Zillow and REMAX.com. Choosing us to be your next real estate broker not only means your home appears on dozens of real estate sites, but *it's set up in a special way to attract the most number of qualified home buyers*. Don't trust your home's marketing to anyone else but Coleen and David Jurewicz of RE/MAX Gold.

Call today for a no-obligation consultation at: **916.682.6454**

Get a **FREE** computerized estimate of your home's value at: www.95829.Info

Thanks For Thinking of Us!

Did you know we may assist you or any of your friends or family save time and money when buying or selling a home? Thanks for keeping us in mind with your kind introductions to nice people...and spreading the word about our services.

Brain Teaser Answer:

A palm tree!

What Do You Do?

- Tightrope walkers are called **funambulists**.
- A **catchpole** was someone who tracked down bad debtors.
- You can buy eggs from an **eggler**.
- **Weir-keepers** are the keepers of fish traps or dams.
- A harness-maker is known as a **knacker**.

Slow Bites

A recent study found that people who eat fast eat about 50% more at meals than people who take their time. Eating involves two hormones, one that **increases** your appetite (as you start to eat, it declines) and one that **suppresses** your appetite (after you start to eat it increases). If you eat too fast, you don't give these hormones time to work. Meals should take around 20 minutes for the hormones to do their jobs and to prevent you from eating too much and feeling too full.

THANK YOU for reading our Service For Life![®] personal newsletter. We want to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND...whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," we'd love to hear from you...

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Disclaimer: The information contained in this letter is intended for informational purposes. It should not substitute as legal, accounting, investment, medical or other professional services advice. Always seek a competent professional for answers to your specific questions. This letter is not intended to solicit real estate properties currently for sale. Lic. 00661096, 00826558

Our Unique 30-Day Home Sale Action Plan.

The goal of our marketing plan is to sell your home for TOP value in a reasonable amount of time.

The first 30 days are usually when your home gets the most attention from serious home buyers. That's because many of them have set up their computers to alert them when a new listing matches their criteria. If yours is a match you'll probably get the most attention the first two weeks.

According to our local REALTOR(r) Association, 74% of all sales occur in the FIRST MONTH. An additional 13% sell in the next month and the rest take a lot longer. So we have to get the maximum attention to your home in the FIRST 30 DAYS so we have the greatest odds of getting the highest price the market will allow.

Considering selling your home? Call us at **916.682.6454** and we'll send you a FREE copy of our 30-day Action Plan so you can see why we give you the BEST service and marketing value for your brokerage dollar.

Real Estate Corner...

Q. What do buyers really want when looking for a house?

A. Here are ways to tap into what every buyer wants:

- **Every buyer wants a place to call "home."** The decision to buy is *emotional*, not logical. Buyers look at a "house," but they're really evaluating it for its potential to become their home. Properly staging your house allows buyers to have an emotional experience – seeing their family living there.
- **Every buyer wants a bargain.** Subtly influence buyers by using such phrases as "priced to sell" or "a unique bargain at this price."
- **Every buyer wants to claim special discounts.** You can motivate a sale by creating a sense of *urgency*. Consider using special terms that expire on a fixed date.

Want to learn more secrets about how to sell your home fast and for the most money? Call us today for a no-cost, no-obligation consultation.

Do you have a real estate question you want answered? Feel free to call us at **916.682.6454**. Perhaps we'll feature your question in a future issue!

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