

# HOME Buyer/Seller™ issue 11

THE INFORMED

## When Is the Right Time to Talk to a REALTOR®?

When would you talk to a car salesperson? Probably only once you're ready to buy a new car. You would do some initial research (perhaps on the internet), get an idea of what you want, and then go to the dealership to meet a salesperson, test drive the car and make the purchase.

Although that approach may work when you're buying a car, it's not the best approach when it comes to real estate.

You see, successfully buying or selling a home requires a lot of planning and legwork. You want the process to go smoothly, the right decisions to be made, and the best possible deal to be negotiated.

After all, this is the purchase and/or sale of your home!

So, the best time to talk to a REALTOR® is as early in the process as possible.

In fact, even if you're just thinking of buying or selling — and simply want to explore the possibility of making a move sometime this year — you should have a conversation with a good REALTOR®.

A REALTOR® will answer your questions, provide you with the information and insights you need, help you avoid costly mistakes, and make sure you're heading in the right direction.



When you are ready to buy or sell, having worked with a REALTOR® early in the process will help ensure you get what you want.

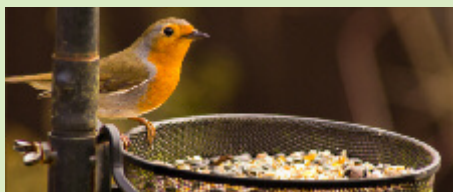
So talk to a good REALTOR® when:

- You have a question about the local market.
- You want to know what your home might sell for today.
- You're interested in checking out homes currently available on the market.
- You're in the midst of deciding whether or not to make a move.
- You've decided to buy or sell.

Getting a good REALTOR® on your side early in the game makes everything a lot easier for you.

Looking for a good REALTOR®? Call today.

## Making Your Home Critter Proof



You may love animals, but with the exception of your family pets, you don't want them in your home. Here are some tips for keeping the wildlife around your property where it belongs: outside.

- Don't place bird feeders too close to your windows. Doing so may cause birds to associate a window with food and therefore try to peck their way inside.
  - Make sure window screens are secure. If you can push a screen loose with your hand, so can a bird or other animal.
  - Check screens on dryer vents and chimneys. If they are damaged, fix or replace them.
  - To determine how animals are entering your home, stuff wadded paper in the suspected entry point. If the paper is disturbed the next day, you'll know where they got in.
  - Never leave food outside, unattended. After a barbecue, for example, take all remaining food inside.
- If you do find an animal in your home, never try to pick it up. It may bite or have rabies. Instead, call a professional.

## Think, Act... Live!

"Don't worry about failures, worry about the chances you miss when you don't even try." [Jack Canfield](#)

"Virtue and genuine graces in themselves speak what no words can utter." [Shakespeare](#)

"If it wasn't hard, everyone would do it. It's the hard that makes it great." [Tom Hanks](#)