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**Tis the Season of Giving!**

Hi Friends,

It's hard to believe the Holiday season is upon us! This is my favorite time of year. It was a busy October for us; we had so much fun getting

ready for the fall, taking the kids to all the Trunk or Treats for school, Kelsey and I went on our first SOLO trip without the kiddos to the Oregon Coast! It was much need relaxation time and a chance for us to sit back and enjoy the sunshine. I finished up the month with closing on a home for some friends so they can start the next chapter in their story! Congrats to Jen and James!



## Market Update

The Anchorage Market is still HOT! With the mortgage interest rates and inventory low, the buyer demand is high. This has created a

significant increase in home prices. It is a Sellers' Market! And a perfect time to get a home valuation assessment.

It could be a great time for you to sell! It is a great opportunity to roll that home equity into another dream property or reinvest in an income property. Doesn't it sound's perfect to have someone else pay your mortgage payment?

For those of you who are not interested in selling - REFI!!

If you have not looked into the low rates, now is the time. You have the potential to drop your rate a whole point and that equals some serious savings in the long run.

To Recap: The summer/fall theme continues; buyer demand + low inventory = multiple offers over list price + places going under contract within days. We will see what happens over the next couple winter months.

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## Lets Talk Resale!

A client asked to me to address a common question about Home Resale.  
What updates or improvements will help my resale value?

Here are a few profit improvements that can be made before selling your home:

- Freshen up the interior paint
- Landscaping yard/deck and curb appeal (front entry)
- Flooring (carpet to hardwood/LVP)

- Minor bathroom updates
- Update lighting and fixtures

Most homeowners can get lost in all the things they know about their home that could be updated or fixed, but many of these items do not necessarily equate to a bigger return on investment.

### DON'T FORGET

When it's the time to list your home - declutter and deep clean. We don't market our homes the same way we live in them. So having a home that someone else can step into and envision being able to live in is KEY. Staging with optimal placement of furniture and getting professional photos is what is going to get buyers attention and get them walking through the door.

There is a stat - 'For every 100 people viewing your home online, there is 1 person that actually walks through the door', so getting the declutter, staging, and photos correct will lead to the best possible resale value!

When you're ready for a second pair of eyes - let me know. I can walk through each room with you and we can discuss what *could* be done (if anything). No home is perfect, it's just about highlighting what is there and the potential it has for the future owners!

VISIT ON INSTAGRAM

## Local Business Highlight

**Sarah Marchand**  
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**Resban**  
Your Mortgage Team

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