

BLUETEAM

NEW WAVE IN REAL ESTATE



OPEN HOUSE PREP

At an open house, buyers will carefully size up a home. Here are a few details to pay particular attention to when preparing for an open house.

Front door
Is the paint chipped? Are the lighting fixtures covered in spiderwebs? The front door sets the tone for the rest of the house, so whether this is a well-kept home or one that lacks maintenance.

The smell
Every home has a scent, whether good. Homeowners can become nose blind to their home's odor, but guests can't. Before an open house, make sure your home is smelling good.

Inspecting the Inspector

Very few home inspections even come close to being completely clean. **Here are the most common problems uncovered in home inspections.**

86% of home inspections found something needed to be fixed



Outdated Advice

"Wait for Spring"

STAGED HOMES SELL BEST

FEBRUARY 2020



This Month's Topics:

- January Market Report
- And More!

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Monthly
Market
Report



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A Word from Cindy,

It's February! Getting that much closer to spring! Weather is still a bit cold, but that sun is staying up a bit longer every day now, creating those beautiful Butte County sunsets that we're familiar with!

We hope you enjoy this month's installment of our newsletter! Thank you for reading!

Cindy Haskett



Single Family Residences (Home, MHL, Condo) Excluding Multi-Family									Monthly	
Active/ Pending	Total Current Listings	Under \$100K	\$100K- \$200K	\$200K- \$300K	\$300K- \$400K	\$400K- \$500K	\$500K- \$600K	\$600K+	Expired This Month	Sold This Month
Chico	123	1	5	18	22	32	13	32	7	100
Pending	133	0	6	16	50	25	16	20		
% Ratio	52%	0%	55%	47%	69%	44%	55%	38%		
Paradise	27	0	1	3	4	6	7	6	1	8
Pending	16	0	2	8	3	3	0	0		
% Ratio	37%	0%	67%	73%	43%	33%	0%	0%		
Magalia	54	7	20	16	5	3	2	1	3	15
Pending	15	1	4	8	1	0	0	1		
% Ratio	22%	13%	17%	33%	17%	0%	0%	50%		
Oroville	129	3	30	42	26	12	8	8	15	50
Pending	76	7	19	31	11	3	3	2		
% Ratio	37%	70%	39%	42%	30%	20%	27%	20%		



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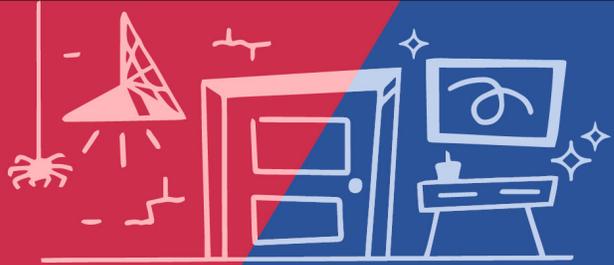
* EXCLUSIONS APPLY. CALL FOR DETAILS

OPEN HOUSE PREP

At an open house, buyers will carefully size up a home. Here are a few details to pay particular attention to when prepping for an open house.

Front door

Is the paint chipped? Are the lighting fixtures covered in spiderwebs? The front door sets the tone for the rest of the house on whether this is a well-kept home or one that lacks maintenance.



The smell

Every home has a scent, whether good or bad. Homeowners can become nose blind to the scent their home is projecting, but newcomers will notice.

Plumbing

Visitors are undoubtedly going to open cabinets under sinks. Is there evidence of leaking under the sinks? Make sure the plumbing is up to par.



Windows

Foggy windows indicate a problem with the sealing. Make sure the windows open and close properly in an older home.

Remember no house is perfect, but your REALTOR® will help you find a home to meet your dreams and needs.

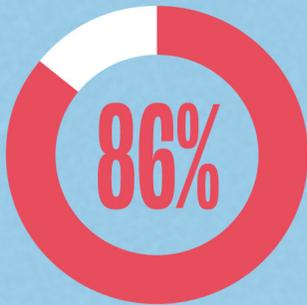
Source: REALTOR® Magazine



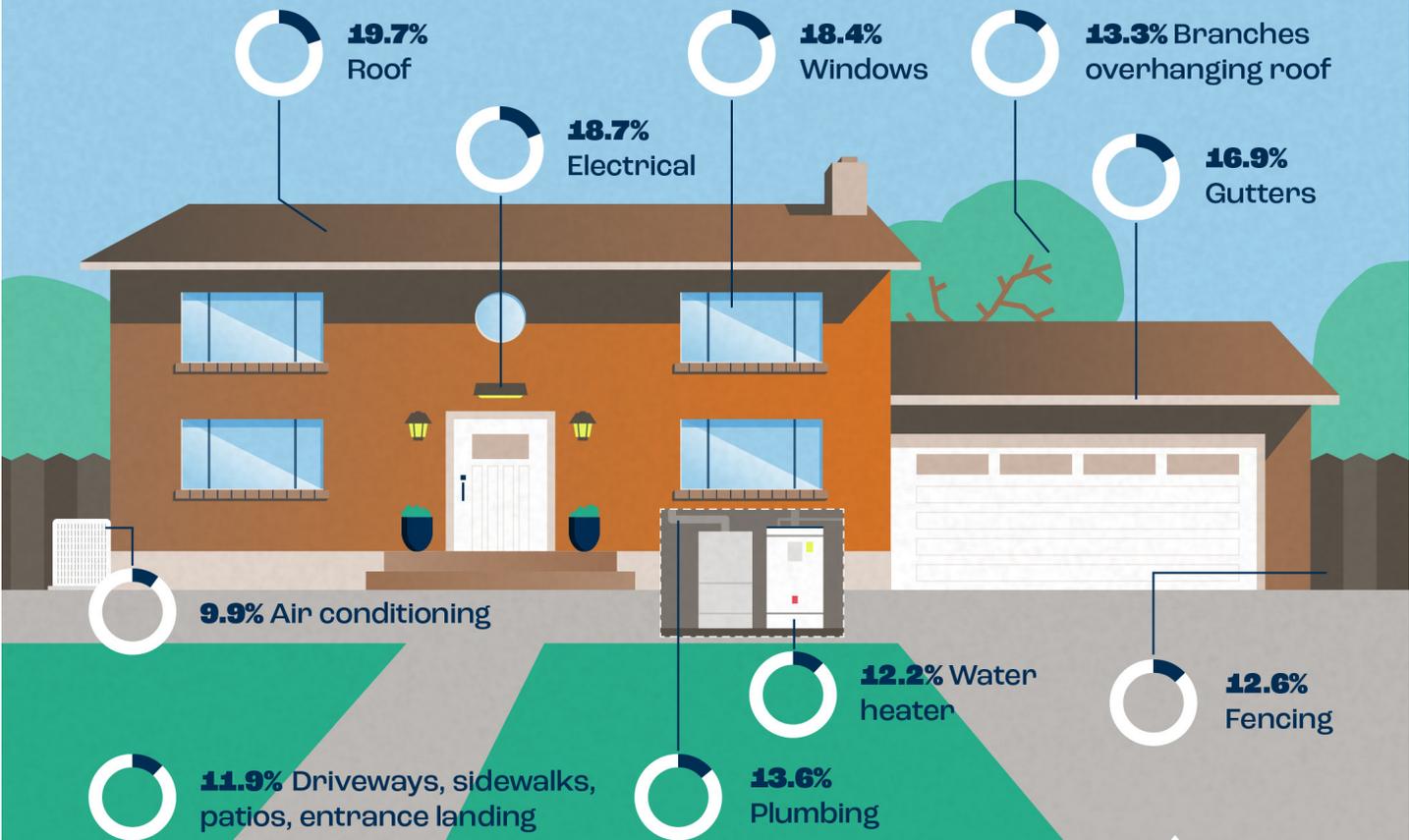


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Source: Source: Porch.com and REALTOR® Magazine





5 Trees That'll Withstand the Worst Storms and Still Look Gorgeous

More curb appeal, less hassle. That's what these trees offer • Jamie Wiebe of HOUSE LOGIC, NAR

Don't spend your time during a storm side-eyeing the towering elm beside your driveway, worried it might fall.

These five arborist-approved trees stand sturdy through the strongest winds and drenching rains — and give your curb appeal extra oomph.



Tulip Tree

George Washington loved these towering trees (pictured above) and their (surprise!) tulip-shaped petals: The babies he planted at Mount Vernon are now 140 feet tall.

Although skinny, tulip trees are surprisingly strong, with a narrow profile and strong wood structure that resists powerful winds.

Thin leaves with slender petioles — the stalks joining leaf and stem — provide an added bad-weather bonus: Wind slides right on by, says Tchukki Andersen, staff arborist at the Tree Care Industry Association. "They just flutter."

But keep your tulip trees svelte. "The bigger it gets, the more likely it could fail in a higher wind," says Andersen.

Bald Cypress

This stately conifer was born to survive serious flooding: it thrives in the Louisiana bayous (it's also the state tree.) "They have an amazing tapered trunk that's exceptionally thick at the base," and an extensive root system to match, says Woody Nelson, vice president of marketing and communications at the Arbor Day Foundation. "They're super tolerant."



But you don't need waterlogged land to please a bald cypress. Hardy through zone 4, these trees will happily serve as your backyard centerpiece even when it's dry.



Eastern Redbud

Beastly trees are best at surviving storms, but a yard filled only with tall trees is a dull yard indeed. Give your property a rosy hue with this small, decorative tree, whose pink buds attract butter-

flies and songbirds. (Coincidentally, another George Washington fave.) This small, sturdy option can fit into any yard, no matter how tiny. "We have members who will ask for 10 at a time," says Nelson. "There's always room."

No tiny tree can withstand hurricane-force winds all by its lonesome, but the Eastern redbud is the best of the little guys. With a few taller trees to absorb the worst of the wind, your redbud will stand sturdy all storm season, says Andersen.

River Birch



Like the bald cypress, the river birch loves water — but it will survive just fine if your yard is clay, loamy, well-drained, soaking wet or anything in between. Unlike other birches, this variety resists pesky borers, keeping trunk and branches sturdy.

But the river birch isn't simply flood-tolerant. Strong winds won't topple this 70-foot beast. "It has a real dainty limb structure that bends, not breaks," says Nelson. Just keep the limbs trimmed, otherwise its gargantuan size may become a drawback.

Oak Trees

"A slower-growing tree is a stronger tree," says Andersen. "When wind blows on a small tree and the tree bends, it creates additional structures on the inside of the tree."

No matter your style or yard needs, you'll find an oak that suits. Live oaks feature curvaceous exposed branches, and the overcup oak is a gorgeous puff of green. As a rule, oaks tend to be slow-growing — a huge boon to storm-prone homeowners.



The result? Strong, supportive branches able to withstand serious storms. And with most oak trees topping out at around 60 feet, "the tree itself is not a giant sail," Andersen says. To ensure sturdy oaks, buy small, not large. "If you're transplanting a larger tree where the majority of the roots have been severed, it's more susceptible to failure," she says.

Outdated Advice

People who've gone through the homebuying process are often eager to give advice. Unfortunately, sometimes that advice is outdated.

Check out some of the most common advice you may hear, which no longer applies given the current market.



“Wait for Spring”

Waiting for the busiest season in real estate won't always give you an advantage. Yes, there may be more houses available, but there's also going to be more competition. Instead, buy when you find the right property that will meet your needs for today – and the next five to 10 years.

“Wait for home prices to come down.”

Some buyers may be told to wait until home prices come down before jumping into the market. But it's important to remember that rents are likely also high. Paying high rent now and hoping you'll find a better deal later won't work.



“Make a lower offer so you have room to negotiate”

You may hear to make an offer that's less than what you're actually willing to pay so you can negotiate. A truly motivated seller is less inclined to engage in the back and forth. Instead, base your offer on sales of similar homes in the area.

Be sure to talk to your REALTOR® about the best approach to buying a house in today's market.



Source: realtor.com



STAGED HOMES SELL BEST



Home staging is key to attracting home shoppers, and maybe even more so in an era where consumers are used to watching TV home-makeover shows.



83% of buyers' agents say staging a home makes it easier for buyers to visualize a property as their future home.



More than half of sellers' agents say staging a home decreases the amount of time it spends on the market.



44% of buyers' agents say staging a home increases its value.

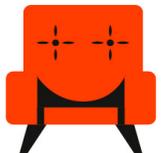


25% say staging can increase the home's value by 1 to 5 percent.



12% say it increases the value by 6 to 10%.

What are the most important rooms to stage?



1. Living room



2. Master bedroom



3. Kitchen

If you're in the market to sell your home, talk to your REALTOR® about how to stage it.