



FROM ME TO YOU



Fourteen years in real estate, and working with 2000 people to help them buy, lease or sell a home has proven to be a miraculous experience. I wish we could have you all join us in one big event to say thank you!! The best I can do for you is to wish you all a big happy 2018 New Year in this January Newsletter!



I—DO YOU LIKE PURPLE?

Well, the color of the year in 2018 is “Ultra Violet” as specified by Pantone a Us Corporation best know for its Pantone matching system. They are considered the authority in color for design and fashion.

The color, they say, is cool and cosmic and is a blue based purple that takes our awareness and potential to a higher level. It has artistic expression and spiritual reflection that lights the way to what is yet to come. At home, the color can be incorporated sparingly or as a statement, from artwork to furniture to walls. Experts are forecasting rich, spirited tones, including deep blues and purples while paint providers are predicting a blue-green range of shades.



How will you add the 2018 color of the year to your home?

II—SOMETHING DIFFERENT !! LAUNDRY ROOMS?

Laundry rooms are one of the most used rooms in the home. Seldom do we see anything really unique in laundry rooms but this family really hit a home run.

Trending Now: 2017's Most Popular Laundry Rooms

A creative indoor clothesline and pullout baskets are just 2 of the year's best laundry room ideas. See them all

Some people find doing the wash to be a necessary chore, while others actually enjoy the process (or so I've heard). Whichever camp you fall into, this year's top laundry room photos include some smart solutions to make that room a more pleasant, functional place to be. The top 10 most popular laundry rooms, measured in terms of users who saved the images to their idea books, offered some great ideas. But there were plenty of additional features worth noting in laundry rooms that made the top 25. Here are some you don't want to miss.

Rollout wire baskets. The wish list for this laundry room remodel was long: folding area, drying rack, storage, pullout laundry baskets, a stackable washer and dryer, a utility closet, cat food storage, pet water station and a dog bed. But the project now includes all of those elements. In the center of the image are rollout laundry baskets. The homeowner can fold clean clothes on the butcher-block folding table and then stack them in each family member's basket.



Overhead clothesline. This laundry room in Stockholm, Sweden, contains a feature that is very practical for winter weather: clotheslines placed overhead to enable several rows of clothing to air-dry. This overhead line setup is common in Sweden and Switzerland. Clotheslines typically hang down from the ceiling low enough so you can reach the line and attach clothespins to secure laundry. Alternatively, you can place items on the lines using hangers, as this image shows. The radiator on the left, under the window, can blast some heat to help clothes dry faster. Some homes even have fans mounted to help the air circulate.

Raised washer and dryer. The owners of this Cincinnati, Ohio, home complained about having to bend over to load and unload their machines, so designer Candice Mayhall at Sunday Home Interiors devised a plan for the front-load washer and dryer both to be raised. Beneath the two machines is storage. And yes — this setup required some extra work to guard against potential leaks. Mayhall made sure the storage cabinets underneath the washer and dryer were not attached to the rest of the cabinets, making replacement easier should those cabinets get damaged. Mayhall also left a few inches around the appliances to make things easier if and when the machines need to be moved.



Ironing board cabinet. The pull-down ironing board in this laundry room stands directly across from the washer and dryer. You can't see the machines here because they are hidden behind the closed doors on the right side of the photo. The layout allows the homeowners to pull an item of clothing directly from the dryer, turn around and place it on the ironing board. Not having to constantly open a freestanding ironing board is a nice luxury, if you have the space, while the ability to hide it behind a specialized cabinet keeps the space neat. Another luxurious touch is that window seat. It makes a cozy place for company to sit and gab while you fold — or a place to rest and read a book while you wait for the dryer cycle to finish.



Laundry lockers. Here's a clever idea from one of the year's most popular laundry rooms, which is a multipurpose space that functions as a laundry room, entry drop zone, home office and place for storing sports gear. This solution won't work for everyone, but with enough space, building in individual lockers can be a neat way to corral equipment for various children and their activities, including game time uniforms and gear. That way, dirty items can get dropped off here, cleaned, and stowed for the next game, all in one place. These lockers feature custom-built cabinetry and welded wire panels, according to Tim Brown Architecture.

Of course, the feature that dominates the room is not the lockers but the **metal slide**.

Laundry slide. This photo, which also made the most popular laundry room list, of the same room from a different angle, shows how the slide is oriented in relation to the washer and dryer. **You could zip right down it with a basket of clothes.** Alternatively, you **could send your clothes down on their own.**



III—4 THINGS NO TO DO WHEN PUTTING YOUR HOME ON THE MARKET !!

So you've decided to put your home on the market. Congratulations! Hopefully, you've brought a rockin' REALTOR® on board to help you list your spot, and together you've done your due diligence on what to ask for. As you start checking things off your to-do list, it's also important to pay mind of what *not* to do. Below are a handful of things to get you started.

Don't over-improve.

As you ready your home for sale, you may realize you will get a great return on your investment if you make a couple of changes. Updating the appliances or replacing that cracked cabinet in the bathroom are all great ideas. However, it's important not to over-improve, or make improvements that are hyper-specific to your tastes.



For example, not everyone wants a pimped out finished basement equipped with a wet bar and lifted stage for their rock and roll buds to jam out on. (Okay, everyone *should* want that.) What if your buyers are family oriented and want a basement space for their kids to play in? That rock-and-roll room may look to them like a huge project to un-do. Make any needed fixes to your space, but don't go above and beyond—you may lose money doing so. **Don't over-decorate.**

Over-decorating is just as bad as over-improving. You may love the look of lace and lavender, but your potential buyer

may enter your home and cringe. When prepping for sale, neutralize your decorating scheme so it's more universally palatable.

Don't hang around.

Your agent calls to let you know they will be bringing buyers by this afternoon. Great! You rally your whole family, Fluffy the dog included, to be waiting at the door with fresh baked cookies and big smiles. Right? Wrong. Buyers want to imagine themselves in your space, not be confronted by you in your space. Trust, it's awkward for them to go about judging your home while you stand in the corner smiling like a maniac. Get out of the house, take the kids with you, and if you can't leave for whatever reason, at least go sit in the backyard. (On the other hand, if you're buying a home and not selling, then making it personal is the way to go, especially when writing your offer letter. Pull those heart strings!)

Don't take things personal.

Real estate is a business, but buying and selling homes is very, very emotional. However, when selling your homes, try your very best not to take things personally. When a buyer lowballs you or says they will need to replace your prized 1970s vintage shag carpet with something “more modern,” try



**GISELE, AGATHA AND I
WISH YOU ALL A GREAT
2018 AND MAY THIS BE
YOUR BEST YEAR EVER!**

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