

# November Newsletter

## Home Luxuries:

According to a recent report on luxury listings the following list of luxuries appear to be the most popular items to install in their new home. Enjoy, we thought it was an interesting list ourselves.



**Marble** is in; especially *in baths and on floors.*



**Outdoor space**, such as *custom patios & fire pits & kitchens.*



**Terraces** and or **roof decks** to enjoy the *outdoors.*



**Oversized windows** to let in lots of sun, especially *floor to ceiling* windows to enhance viewing of the *professional landscaping* and or *water view.*



**Wine cellars** are becoming more popular with many basement designs creating a special room for their wine with *temperature control etc.*



***Large walk-in closets are in huge demand, with many buyers creating space for 2 walk-ins.***



***Recreation spaces indoors and outdoors, such as gyms, fitness areas, and tennis courts.***



***Ponds or water views; most such buyers prefer to have at least one area of their home where they can view the water and related animals coming to the water.***



***Private elevators, many luxury buyers are preparing for their future and realize their parents and themselves in the future may not be able to navigate stairs.***

**Hope you've enjoyed this list of what the upper scale client enjoys in life.  
Not many of us are in this category, but it is nice to have a wish list for a couple of these items.**

## Convention Time:

We are attending NAR (National Association of Realtors) Convention starting November 7<sup>th</sup>, in San Francisco. We will be back on Tuesday, November 12<sup>th</sup> with our heads full of new ideas and the latest in technology in the real estate field. We have always felt that education in real estate is what keeps us ahead of the average realtor. We are sure our clients will benefit from our learning experiences and the viewing of over 400 exhibitors displaying their products to the best realtors in the world. We are sure we will inform you in the next month's newsletter of some of the new products and ideas we have learned about. We try to attend this convention every year because it is one of the few educational events that has the unique and latest technologies in our business.

We want to welcome *Ashley Whitted* to our office.



She was hired in as a sales specialist and will be working with many of our buyers to find homes. This is a new venture for her and she is very enthused about learning about real estate. She is always smiling and her enthusiasm is a real plus around our office. India is still with us part time and she says she still has her heart in helping our clients. We are always changing and that keeps us on top of our clients. We appreciate all the comments many of you give us on how helpful we are in working with you. Until next month!

***The Williams Team***  
***Larry, Cynthia, Ashley, & India***

