

To Deliver Home
Ownership Ethically
and Honestly

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Winter Edition Newsletter

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A Note from Our Broker

As we begin the new year, our sights are set on an increasing market for 2015. We continue to see slow progression towards a more normal and balanced market. Words like "stable, solid, and favorable" were used to describe market conditions.



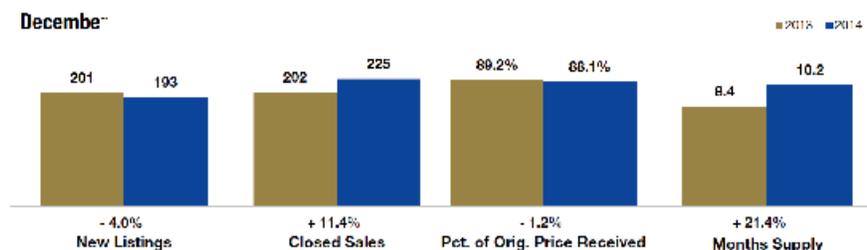
The National Association for Realtors predicts slight rises in interest rates and continues strict mortgage qualification standards. On the positive, we are seeing an end to the "foreclosure crisis" and the millennial generation will begin its ascent into the market.

Now is the time to begin to prepare your home for the up and coming Spring market. Ensure that your pricing is in line, along with property improvements to show your home in the best light. Together we can get it done!

MN Arrowhead Region Real Estate Trends

Winter may not seem like the ideal time to list your home, but with fewer homes on the market, and more buyers, it may be the perfect time to get your house sold.

Currently, the numbers of listings are down by 4% from last year and the numbers of closed sales are up by over 11%. Since there may be more new sales than new listings, it may be the perfect time for you to list your home.



*Graph courtesy of Minnesota Association of REALTORS

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Contact one of our Agents!



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Prepare your Home to Show

Preparing your home to show is one of the most important steps you need to take in order to get your home sold.

Follow these simple steps before your next showing:

- ✓ **Clean! Clean! Clean!**
Make sure your house sparkles inside and out.
- ✓ **First Impressions Count**
The outside of your house is the first thing the buyer sees. Shovel your sidewalk or mow your lawn, clean up any pet droppings, de-clutter your yard, trim your trees, and make sure there is no peeling paint, loose gutters or broken windows.
- ✓ **Smell vs. Smelly**
You want your house to be rid unwanted odors. Make sure there are no pet, tobacco or garbage odors. Limit your use of scented candles or any other scented products. Some buyers may think you are trying to “mask” a problem odor.
- ✓ **De-Clutter**
Your counters, desks, dresser, tables and bathrooms should be free of all clutter. This means no food, no mail, no clothes, and no toiletries! If you don't want someone to see it, put it away!
- ✓ **Make your House Shine**
Turn on the lights in all rooms and open the shades and let the light in. A bright house looks cleaner and bigger.
- ✓ **Safety First**
Please store all of your valuables out of sight and out of reach.



Recently Sold Homes



Lake Eshquagama
Sold! \$315,000



Virginia
Sold! \$195,000



Eveleth
Sold! \$63,500



Lake Vermillion-
Gruben's Marine
Sold! \$750,000



Heritage Trail
Land
Sold! \$38,500



Murphy Lake
Sold! \$260,000

