

WAYNE & JACKIE'S REAL ESTATE UPDATE



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KILL THE CLUTTER There's a reason REALTORS® always advise home sellers to remove all clutter when selling their homes: The difference is remarkable. The clutter-free home often looks like a new one entirely, and homeowners even wonder how their home could look that good. You don't have to wait to sell your home to make it look better. Plus, clutter can physically and mentally stress us out. By breaking your decluttering down into five-minute sessions, you can slowly conquer your clutter. Leo Babauta of Zen Habits offers some ways to start: * Designate a spot for incoming papers, and don't put them anywhere but that spot until you can sort and file them. * Clear one area and designate it your "no-clutter" zone. There is one rule for that area: Nothing can be placed there that's not actually in use. Everything must be put away. Once you have that, expand to more areas. * Pick up five things and find places for them. These should be things you actually use, but which don't have a good spot to live. * Pull everything out of a drawer, evaluate it and sort it into three piles: stuff that really goes in the drawer, stuff that belongs elsewhere and stuff to ditch. * Create a "maybe" box. When you're organizing, you often know exactly which items you want to keep and which you can trash or donate. But sometimes there are items you can't trash, and yet you're not sure what to do with them. Put them in the "maybe" box and pull it out every six months to re-evaluate. * Keep it going: After you've decluttered, don't get tempted to buy new things. Instead, create a 30-day list and put any non-essential items you want to buy on it along with the date. If an item has sat on the list for 30 days and you still want to buy it, go ahead!

HAPPY NEW YEAR! It's hard to believe we have entered 2019! Over the holidays and into the new year, we always look back and reflect on how blessed we are to have been able to meet so many interesting people through buying and selling homes (and actually in doing the math...we had the pleasure of assisting in over 75 transactions this past year...that's a lot of nice folks:!) During the process we usually have weekly or sometimes even daily communication...but after the sold sign goes down, although we try to stay in touch, we don't get to talk as often. Well, that being said, we would like to invite you to stop by our office which is open 9-5 most days and enjoy a latte on us! We just got a brand new espresso machine and all of us here are thoroughly enjoying it! So if you are in the area and have a few minutes, please stop by to chat...because we would like to see you "a latte"!

Franklin County, PA
December 2018 Statistics*

Average Sold Price: \$185,514

Average Days on Market: 125

Units Sold: 88

For a current price opinion of your home,
 Call Wayne or Jackie today!

*Statistics From Bright MLS

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SPACIOUS HOME...with in ground pool! Heated feature great for extended season use with large entertainment patio area & fence with semi-private back scape! Gorgeous kitchen w/granite countertops! New wood floors! Updated baths with skylights! 4 bedrooms in beautiful Beechwood community! Partially finished basement with full bath! Many updates! \$309,500



DELIGHTFUL LIVING...& Great In-Town Location in Coldbrook Area! Super, updated custom kitchen w/island! All appliances stay! House is set up for single or couple. Private master upstairs with sitting area, en suite bathroom and large walk in closet! New gas furnace! Central air! Many updates! Skylights for lots of natural light! Nice rear yard w/patio & benches! Clean! \$148,500



RELAXING & INVITING CAPE COD HOME...features 4 bedrooms, 2 1/2 baths! Lovely Brazilian cherry flooring, new gas furnace! Finished rec room in basement plus lots of unfinished storage space. 3 season porch, maintenance free exterior & spacious back yard! Situated in lovely Ridgewood subdivision! Immaculate! \$264,900



Review Posted On www.zillow.com/profile/wberk/

"Wayne and his staff had my parents estate property listed and up on multiple listing sites within a day and they were very professional looking in every detail. I had an offer within 8 days. Wow. Never did I expect that. Not being local to the area, Wayne and his staff assisted with getting work done on the property. That was the biggest help I could have hoped for. What a wonderful experience I had dealing with all of them."

11/06/18 Sold a home in 2018 in Upper Strasburg, PA 17265.

Franklin County Homestead Exclusion Reminder

It's that time of year again...Franklin County homeowners must sign up (if they haven't done so in previous years) for the homestead exclusion by March 1st. This is the discount that reduces school taxes. Last year's amount for Chambersburg School District was \$672. If you are a new homeowner, you should receive information in the mail from the county and an application. If you don't, you can contact the assessment office at 717-261-3801 or stop by our office for an application. If you are not sure if you are enrolled currently, you can check your school tax bill from 2018. It will show the homestead exclusion. You do not need to enroll every year. For more information or applications, visit www.franklincountypa.gov



COLD WEATHER SAFETY FOR YOUR PETS

- ❑ **Provide a warm shelter.** Bring them inside if you can.
- ❑ **Make noise before starting your car.** Some animals try to stay warm by utilizing a warm car engine or wheel well.
- ❑ **Check their paws.** Salt from sidewalks and frost-bite can injure the pads of their paws. Wipe them with a warm cloth when they come inside.
- ❑ **Recognize the signs of trouble.** If your pet is whining, shivering, anxious or slows down, your pet is at risk of hypothermia.



Events are scheduled throughout the four-day festival and include, but are not limited to, the official ribbon-cutting ceremony, live ice carvings, Snowfall Ball, Chili Cook-off, Polar Dunk Plunge, live glass blowing demonstrations, Icing on the Cake, the free double-wide ice slide and Run Your Ice Off 5K. There are many more events so check out the website and plan your weekend...www.IceFestPA.com
We will see you there!!



Check out some fun word scrambles relating to housing and winter!! (Might give you some ideas on items you could be addressing in your own home this winter season)

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|--------------|--------------|-------------------|-------------------|
| erefezr | freezer | mneicyh | chimney |
| pcaelferip | fireplace | kdeiswla | sidewalk |
| tdyraf | drafty | tlinusnaoi | insulation |
| zerofn sppie | frozen pipes | smohteattr | thermostat |
| aefucrn | furnace | traeewh psiintgrp | weather stripping |

Answers are posted at our website: www.TheBRGhomes.com

Contemplating a move or do you know someone who is? Making the decision to sell is difficult enough. Who to list with shouldn't be!
Let Wayne & Jackie Move You... Your Friends... Your Family...
Here is Why...

- ✓ 65+ years combined Real Estate experience
- ✓ Full time Realtors w/2 full time support staff giving 100% commitment to marketing your home
- ✓ Diligent in advertising technique and website photo management
- ✓ Well versed in negotiating, financing, & offer strategy
- ✓ Determined to get you the best price for your home...For a current price opinion of your home, call today!!

Wayne & Jackie Berkstresser



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New Home in the New Year?
Allow Us to Assist!

Call Today!



Louie Berkstresser