



Sand Creek Village
Quarterly Update

April 2017

Dear Friends:

The first quarter of 2017 has flown by, and we are here once again to see how life treated Sand Creek.

First, let's see how many homes were for sale as April began. (Statistics for this report were taken on April 4, 2017.)

For Sale- April 2017

	Sec 1	Sec 2	Sec 3	Sec 4	Sec 5	Sec 6	Totals:
\$200,000- \$224,999							
\$225,000- \$249,999	1						1
\$250,000- \$274,999		2					2
\$275,000- \$299,999	1	4					5
\$300,000- \$324,999	1						1
\$325,000- \$349,999	1		3				4
\$350,000 +			1				1
Totals:	4	6	4	0	0	0	14

There were 14 homes for sale in Sand Creek as April began. Prices ranged from \$249,000 to \$374,900. Last year at the same time there were only 5 homes for sale. Prices ranged from \$239,000 to \$349,900.

Next let's see how many homes sold and closed in the first quarter of the year.

Sold and Closed-January 1, 2017- March 31, 2017

	Sec 1	Sec 2	Sec 3	Sec 4	Sec 5	Sec 6	Totals
	Q1	Q1	Q1	Q1	Q1	Q1	Q1
\$200,000- \$224,999							
\$225,000- \$249,999	1						1
\$250,000- \$274,999	1						1
\$275,000- \$299,999	1	1					2
\$300,000- \$324,999		2					2
\$325,000- \$349,999							0
\$350,000 +		1	1				2
Totals	3	4	1	0	0	0	8

There were 8 homes closed in Sand Creek during the first three months, with sales prices ranging from \$239,000 to \$355,000. Last year there were 14 homes closed in the first three months of the year, with prices ranging from \$220,000 to \$388,000.

Our next chart reveals how many Sand Creek homes were in option of pending as the first quarter ended.

Pending or Under Option

Sec 1	Sec 2	Sec 3	Sec 4	Sec 5	Sec 6	Totals
1	1	2	0	0	0	4

There were 4 homes in this category in 2017, while there were 12 in this category, waiting to close last year.

Now for some observations. In 2016 there were only 7 homes for sale as the second quarter began. This year there were 14. And, if we compare the sold charts, we should note that in 2016, 14 homes closed in the first quarter, while in 2017 only 8 homes closed in the first quarter. It is obvious that homes were selling faster in 2016 than they are this year, as the difference in 7 more listings this year and 6 fewer sales makes that very clear. Fewer sales account for higher listing inventory. Prices are currently holding up well. As always homes need to be priced properly at the onset so that they do not sit on the market, as this tends to bring the seller less money in the long run. (Please note that I have removed the under \$200,000 category from our charts, as it is a price range that no longer exists in Sand Creek.)

As you know, we constantly remind you to make improvements to your home as you can.

At this time we would like to discuss a major improvement that is not costly but is essential. We are talking about decluttering. As time goes by we tend to collect things and add them to our homes. Hobbies tend to add even more to these collections. After a while you do not see how your home shows. You have gotten used to things the way they are. Decluttering is a tedious and unpleasant chore, but a very necessary one. Go through your things and decide what to keep, donate, or dispose of. It is far better than putting your things into boxes and into a storage unit, where you will be paying a monthly fee ad infinitum. Eventually, you will forget what is in storage.

Clutter makes a home look smaller as it indicates you do not have enough room for things. As a suggestion, you might start by looking at your kitchen counters. Organize your drawers and cabinets so that you can store some of the things on your countertops. Leave only two or three appliances out on the counter, the ones you use daily. When you do this and see how wonderful your uncluttered kitchen looks, it will encourage you to work on the other rooms in your home.

If you have any real estate questions I can answer, or if you want advice or comments about your home, I shall be glad to help you. If you, your family or friends are considering a move, we would welcome the opportunity to share our marketing plans with you. Once again we would like to share our mission statement which says it all: "to bring honesty, sincerity, enthusiasm, and hard work into each transaction, so that our clients achieve their goals and dreams, and know that their best interests are always our top priority."

Sincerely,



Lani and Bob

Lani Weirnack
RE/MAX Associates Northeast
Broker Associate, ABR, CRS
RE/MAX Lifetime Achievement
RE/MAX Hall of Fame
Accredited Staging Professional Realtor
281-348-3037 and cell: 713-854-7774
weirnack@realtor.com
LaniandBob.com

P.S. Please remember that we are posting our quarterly newsletters on our LaniandBob website by the end of the month of each new quarter.