



## The CENTURY21 Newsletter

### A Special Message:

Well, in a couple of days summer will be over as we celebrate Labor Day. Seems like just yesterday we were setting off fireworks on the 4th of July!

It has been a pretty quiet summer for real estate. But that is pretty typical here. Our busier time is after summer and through the winter. And this year appears to be no different. The phones have been noticeably more active, and I am showing a lot more properties in just the past week. In another month, the "snowbirds" will start arriving from their northern homes. Many of them will be looking for winter residences to buy or they will be thinking of selling their current homes in Zephyrhills.



#### John Elwell

CENTURY 21 Bill Nye Realty, Inc.  
[jelwell1@tampabay.rr.com](mailto:jelwell1@tampabay.rr.com)  
 34619 State Road 54  
 Zephyrhills, FL 33541  
 Phone 813.782.5506  
 Cell 813.783.4444  
 Fax 813.783.2724  
<http://www.jelwell.century21bnr.com>

Interest rates are at 50 year lows and prices are as well. So it may be a good time for them to make that move!

**If I can assist you or someone you know, do not hesitate to call me: John Elwell - REALTOR at CENTURY 21 Bill Nye Realty, Inc. 813-783-4444 or email me at: [jelwell1@tampabay.rr.com](mailto:jelwell1@tampabay.rr.com) Licensed in Florida.**

### Avoid these mistakes when selling your home

In a buyer's market sellers need to take steps to put their property above the rest. To keep your home from languishing on the market, avoid these common mistakes.

Don't forgo a CENTURY 21® agent and attempt to sell on your own: A competent REALTOR® will guide you through the selling process. Remember, REALTORS® have contacts, marketing outlets, negotiating skills and knowledge that will save you time and money.

Interview potential agents to find the best fit: If your friends or coworkers have had a positive experience with an agent, ask for their contact information. Interview the agents, and decide who would work best for you. Remember to take into account their communication skills, local sales history and experience, and proximity to your property.

Price your home realistically: Consult with your real estate agent when considering a listing price for your property. Review the comparables and adjust to fit the current market conditions before you set your price.

Never underestimate a first impression: Make your home inviting, remember, first impressions are made before potential buyers even walk through your front door. Landscaping, entryways, even clean windows are important. The interior of your home should be clutter-free, clean, and smelling fresh for potential buyers.

Showings and open houses are for buyers: During open houses and private showings it's important that you trust your agent to do his/her job and leave the property. Sellers who stay often make the potential buyers uncomfortable.





### Prepare your kids for the new school year

Here are six tips to get your child ready for the back-to-school season.

1. **Routine** - As your summer winds down, begin the normal school routine early, so your children can ease into the new year. Return to early bedtimes, organized morning breakfast, and try to have lunchtime at home coincide with their lunch period at school.
2. **Swap and shop** - Organize or attend a clothing swap before going back-to-school shopping to save money. Once you know what your child needs or has outgrown, head for the sales!
3. **Fully equipped** - Get all school supplies, stationery and backpacks before the first day.
4. **Guided tour** - Take a tour of the school before school starts, so your child can meet his/her teacher. Starting a new school year can be scary, especially if it is in a new school. If it is a new school, make sure your child knows where to find his/her classroom, cafeteria, nurse's office and restrooms.
5. **Dry run** - Familiarize your child with the bus stop and the route to school.
6. **Create excitement** - Ask your child about his/her thoughts and feelings regarding the new school year. Share positive thoughts and create excitement with countdown board at home.



### Dr. Beach's ten 2011 top-rated US beaches

1. Siesta Beach, FL
2. Coronado Beach, CA
3. Kahanamoku, HI
4. Main Beach, NY
5. Cape Hatteras, NC
6. St. George Island Park, FL
7. Beachwalker Park, SC
8. Coast Guard Beach, MA
9. Waimanalo Bay Beach, HI
10. Cape Florida State Park, FL

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*Proud supporter of Easter Seals*