



ART & ALICIA's Electronic Newsletter

August - 2003

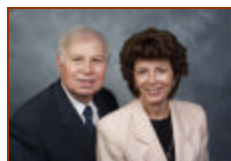
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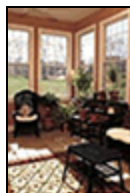
July has been a very good month for us. We closed many escrows and completed our new Website, www.ArtAndAlicia.com. Now, if you want to search the Multiple Listing Service yourself just click on the "Properties for Sale" button. We also have a "Mortgage Calculator" button with a financial calculator which will figure out your mortgage payments and give you an amortization table. If you have time, please sign our guest book, we would like to see how we're doing.



If you come across anyone who is thinking of buying or

An Open House Primer

An open house is one of the most effective marketing tools a seller has to attract potential buyers. That's because it is a chance to get you, the motivated buyer, to see for yourself all the home has to offer. You can make the most of these opportunities if you approach each open house with these things in mind.



- **Know What You Want** Before you attend your first open house, sit down and think about what you want from your next home, including location, architectural style, specific amenities and type of community. You should also research and define your price range. These parameters will help you know if a home is right for you.
- **Curb Appeal** When driving to an open house, take note of the surrounding neighborhood, including distance to highways, shopping centers, and recreational activities. Next, gauge your feelings about the look and feel of the home from the street. Both can greatly influence your decision.
- **The Tour** As you walk through the different rooms in the house, pay special attention to the amount of living space, available storage, and the yard. Don't forget to ask to see the basement, attic, shed, garage or other areas that are not readily accessible.
- **Questions** An open house is a great time to ask the listing agent any number of questions, from the age of the home and status of various systems (heating, roof, etc.) to his or her insights on

The Littlest Movers

While you are busy making lists, packing boxes and juggling the logistics for the big move, it can be easy to forget how the littlest movers, your children, might be feeling. Here are some tips that can help make moving easier for them:



Know Their Needs

Each age group has a different reaction to moving. For instance, young children will be concerned about being

left behind or forgotten in all the commotion. Help them cope by involving them in the process as much as possible. Ask them to create a special box of their favorite belongings that can be opened as soon as you arrive at the new home. Teenagers, however, are likely to be more worried about leaving their circle of friends. Help them adjust by planning to have a best friend visit in the coming months.

Look Ahead Don't arrive in your new neighborhood unprepared. Do some research and find out if there are other children on the block. Even one friendly face can make a big difference. Also, ask your Realtor® about local youth groups and associations your children might be interested in. If you can get them involved in a club, sports team or scouting troop quickly, it can help them beat the moving blues.

Go Online The CENTURY 21 System has created www.c21smoothmoves.com, a Web site containing advice, activities and resources for moving with children of all ages. Topics range from how to break the news gently to once the move has happened.

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selling who would appreciate a high level of service, please give them our name and telephone number.

- local schools and community organizations. It can also be helpful to take notes on each home on the back of the listing flyer.
- **Keep An Open Mind** Try and be as objective as possible. You want to make sure that you see each house with a clear eye and head. It is also important, however, to see the potential in a home. Whether or not you can envision yourself living there will be key to your decision. Many homeowners describe knowing that a house was "the one." So remember to listen to your intuition too.

Say Cheese!



Help your children remember their 2003 summer vacation. If your trip hasn't taken place yet, give each child his or her own disposable camera and let them take their own snapshots. If you've already returned, give each child a copy of the family photos and work with them to make vacation scrapbooks.

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