



The Home Review®

News to Help You Save Time and Money

September 2010

When Everyone Won

The little girl stood next to her father in the store, poring over Barbie dolls, a roll of money clutched in her hand. Each time she saw a doll she liked, she turned to her father and asked if she had enough to buy the doll. He usually said “Yes.” As she kept looking, she noticed a little boy wandering nearby with his father. The two were looking at Pokémon toys. The boy also had money in his hand, but it looked to be just a few dollars. In contrast to the little girl, he was told “No” every time he picked up a toy to show his father.

Meanwhile, the little girl had chosen the Barbie she wanted. But before she went to the register to buy it, she noticed the little boy and his father. By this time the boy had a book of stickers in his hand and looked close to tears.

The little girl returned her Barbie to the shelf, choosing a Pokémon game instead, and raced to check-out. After she paid for it, she whispered something to the cashier, who took the toy and put it in a bag under the counter. When the boy got to the cashier, she congratulated him on being the store’s 100th customer for the day! She took the game from underneath the counter and handed it to him. The little boy said excitedly that it was exactly what he’d wanted!

As the girl and her father left the store, he asked her why she had done what she’d just done.

“Didn’t grandma and grandpa want me to buy something that would make me happy?” she asked.

“Yes,” said her father.

“Well, I just did!”

Don’t you love it when everyone wins?

What Every Staffer Must Know

The CEO addressed a group of newly hired employees. “There are two things we take very seriously around here,” he said. “One is cleanliness. How many of you wiped your feet on the mat outside before you came in to work today?”

Almost every hand went up.

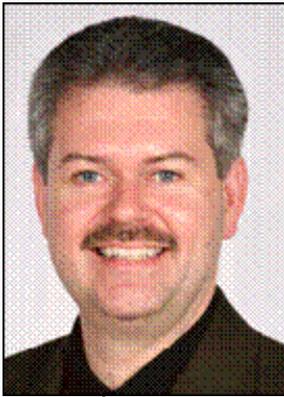
“Good,” said the boss. “That brings me to the other thing that’s important in this company – honesty. There is no mat outside.”

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Market Trend Specialist

INTRODUCING Market Snapshot www.NorthlandKChomevalues.com

Market Snapshot

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MARKET INFO COMMUNITY INFO SCHOOL INFO View Home Prices and Time on Market for Last 3 months Report FAQ

ASKING AND SOLD PRICES View information on asking and sold prices
Asking Prices and Sold Prices (May 29, 2010 - August 29, 2010)
Legend: HIGH/LOW PRICES (blue), AVG ASKING PRICES (green), RECENT SALES (red)

MARKET PRICING DETAILS

	Total	Most Recent	Highest	Lowest	Average	Median
Sold Homes	70	08/25/2010	\$2,375,000	\$467,500	\$1,065,918	\$395,396
For Sale	185	08/28/2010	\$4,188,500	\$449,944	\$1,190,893	\$1,048,888

ID	Street Address	Bed	Bath	Sq Feet	Price	On Market	Price/S.F.	View
1	11420 Northeast 103 St	4	3	2870	\$683,500	53 days	238	🔍
2	9600 116th Ave Northeast	4	3	2410	\$570,000	75 days	237	🔍
3	9611 116th Ave Northeast	4	3	1770	\$570,000	187 days	322	🔍
4	10526 118th Pl Northeast	4	3	1646	\$519,950	27 days	316	🔍
5	10526 118th Pl Northeast	4	3	1646	\$537,950	88 days	324	🔍
6	10526 118th Pl Northeast	4	4	1646	\$575,000	131 days	349	🔍
7	10536 115th Pl Northeast	4	3	2480	\$759,000	66 days	306	🔍
8	11630 Northeast 94th Pl	4	4	2960	\$670,000	61 days	226	🔍

SNAPSHOT SCHEDULING
This Snapshot was created from listings effective August 29, 2010
Your next Market Snapshot is not scheduled
29 View other Reports

Market Update

I'm excited to offer my Seller clients a new way to understand how much their property is really worth by keeping them updated on market conditions and pricing trends in their neighborhoods. Homes that are priced reasonably, sell more quickly.

Features of this website include:

- **Asking & Sold Prices.** Graph showing the high, low and average asking price of homes in your area for the past 7, 30 or 60 days.
- **Asking Prices vs Selling Prices.** Of recently sold homes how many received the asking price, how many received more and how many received less than asking price.
- **Time on Market.** Graph showing the average days on market and the longest and shortest days on market for listings in your neighborhood for the past 7 - 60 days.
- **Number of Homes for Sale.** Graph shows recent activity in the number of new listings, number of sales and average number of sales in your area for the past 7- 60 days.

Sign up now at www.NorthlandKChomevalues.com to find out how this information, and more, will lead to success in selling your home!

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No More Excuses!

Are you letting significant savings slip through your fingers? You are if you're not using coupons.

There are all sorts of excuses for not using coupons:

- I don't have time to clip coupons/print coupons from the Internet.
- I don't find coupons for items I need.
- Coupons don't save that much money.
- I don't want to hold up the grocery line and have everyone in line staring at me.

The reality is, consumers are saving billions of dollars by using coupons, and if you're not one of them, here are some answers to those excuses:

I don't have time to clip coupons/print coupons from the Internet. When it comes to coupons, time is money. If you schedule 15 minutes once a week to go through the ads that come in your mailbox and/or Sunday paper, and 15 minutes at some online sites, your time will be well rewarded. Get started online by googling "free grocery coupons."

I don't find coupons for items I need. You will once you get focused and start looking: bath soap, laundry soap, cleaning products, shampoo, toothpaste, paper towels, vitamins, plus cereal, vegetables, soup, salad dressing, bottled water, coffee, and hundreds of other food items. And if you find a coupon for something you've been meaning to try but haven't – now's the time.

Coupons don't save that much money. Take the exact cash equivalent of the money you just saved and put it in a jar in a safe place at home. After two months, count your cash. You'll be amazed at how much fun you're having saving money. And don't you feel smart?

I don't want to hold up the grocery line and have everyone in line staring at me. You could try shopping at off-peak times to avoid the line, but those people behind you are actually staring in envy at all the money you're saving. You'll probably inspire them to start using coupons, as well!

Start The School Year Right

DO YOU WANT TO FIND OTHER LOCAL BUSINESSES THAT GIVE OUTSTANDING CUSTOMER SERVICE?

Request a free copy of my service directory. All of the businesses listed in it have a proven track record for providing the outstanding customer service you deserve.

The first day of school looms large and scary for new pupils – and their parents as well. Here are some suggestions on how to ease the transition:

Establish a routine in the morning before the school year starts, so your child can get accustomed to dressing and having breakfast without hurrying.

Before classes begin, visit the school with your child so it won't seem so strange. Many schools have special orientation programs to familiarize youngsters with the building and to meet the teachers.

Talk with your child about school. Be positive – your good attitude will rub off. Tell your child what the children do when classes begin.

Talk about the teachers and how they'll help your child learn new things. Be sure to introduce yourself to the teacher on the first day of school and say something positive about your child.

September Quiz Question

What is the medical term for the rumbling, growling sounds emanating from your midsection?

Everyone who faxes, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a

Starbucks gift card

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WELCOME NEW CLIENTS

Here are some of the new clients who became members of our “Real Estate Family” this past month. I’d like to welcome you and wish you all the best!

Rock and Sonja Terrell found us on the web.

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to introduce their friends and relatives to us.

Don’t stay too long. Say goodbye and then leave. Your child may cry or cling to you at first, but this usually changes quickly. Before long, if you do it all right, your child may complain when it’s time to come home!

Ten Low-Impact Ways To Lower The Pressure

Looking for a valve to release some of that pressure? Try some (or all) of these:

1. Take deep breaths.
2. Take a walk outside the office.
3. Say “No” to what you don’t have time to do.
4. Leave work on time.
5. Lower the demands you put on yourself.
6. Ask questions of and talk with coworkers.
7. Take care of taxing tasks in the morning to get them out of the way.
8. Look at large projects as a series of steps to complete one-by-one.
9. Laugh at least once a day.
10. Live in the moment. Don’t dwell in the past or worry about the future.

Can You Freeze Bananas?

If you have an abundance of bananas, or if yours have turned black, peel them, wrap them in foil, and pop them in the freezer. They’ll keep for four to five months, and you can eat them as a frozen treat or use them for baking. Black bananas are riper and therefore sweeter than fresher yellow bananas, making them perfect for cakes and loaf breads. Freeze them two at a time, the equivalent to about one cup.

How To Write Effectively

Effective communication is as important in these days of email and Facebook as it’s ever been. Use these guidelines to ensure that your written messages come across clearly:

Step 1: Define your goal. Do this in one sentence. You should be able to define the purpose of your communication as a positive, constructive action.

Step 2: Identify your central emotion. Usually we write to convey a certain emotion – whether we’re disappointed or happy about a situation, for instance. Keep your

See An

Interesting Home?

No need to wonder about the price.

No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily, for any house, listed or sold, anywhere in town.

Just ask me! It’s all part of my free, no-obligation HomeFinder Service.

Leave the address on my voicemail, anytime, 24 hours a day, and I’ll fax, mail or e-mail all the information to you on that listing within 24 hours.

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emotions positive. You may be writing to express disappointment, but center the writing on your hopes for change.

Step 3: Determine who your audience is. This will help you determine your readers' expectations and perspectives, and guide you in your writing.

Step 4: Gather supporting information. Include statistics, anecdotes, and other data that support the point of your communication.

Step 5: Draft. Write freely without thought of length or mistakes. Don't stop to edit yourself until you've finished writing. Then...

Step 6: Rewrite. In rewriting, you'll be able to trim your message and rearrange all the elements into their most effective structure.

Grandparent Goodies

Grandparents Day is September 12, here are some delightful stories from – and about – grandparents:

My young grandson called the other day to wish me Happy Birthday. He asked how old I was, and I told him "62." He was quiet for a moment and then he asked, "Did you start at one?"

When my grandson Billy and I entered our vacation cabin, we kept the lights off until we were inside to keep from attracting pesky insects. Still, a few fireflies followed us in. Noticing them before I did, Billy whispered, "It's no use, Grandpa. Now the mosquitoes are coming after us with flashlights."

A second grader came home from school and said to her grandmother, "Grandma, guess what? We learned how to make babies today." The grandmother, more than a little surprised, tried to keep her cool. "That's interesting," she said. "How do you make babies?" "It's simple," replied the girl. "You just change the 'y' to 'i' and add 'es.'"

August Quiz Answer

Question: What is the world's largest rodent?

Answer: Capybara.

Source: nationalzoo.si.edu

Congratulations to Paula Leppert.

Your name was selected at random from all of the correct quiz entries and you'll receive a Starbucks gift card.

Watch for your name in a coming month!

Free Reports!

- ☑ How to Sell Your House for The Most Money In the Shortest Possible Time

Free Information!

- ☑ What did that house across the street sell for?

Free Subscription to My Newsletter!

See page eight for all this and more.

How To Use Your Microwave Safely

Although your microwave is probably one of the safest devices in your kitchen, there are dangers. One is that you can superheat the foods and liquids, and when foods or liquids superheat they can "explode" and be quite dangerous. In order to use your microwave as safely as possible, here are some tips:

- Never turn a microwave on when it's empty, or operate it if the door is damaged or doesn't close securely.
- When you're heating water, put your teabag or instant coffee in the water before putting it in the microwave. Before you heat any liquids, always stir them.
- Avoid cooking things too long. Never heat any liquid

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for longer than two minutes.

- Never put anything with a twist tie on it in the microwave. The metal in the tie can make sparks.
- Make sure any glass, plastic containers, and plastic wrap you use are labeled “microwave safe.” Plastic storage containers such as margarine tubs, take-out containers, whipped topping bowls, and other one-time use containers should not be used in microwave ovens.
- Contrary to popular belief, some Styrofoam and other polystyrene containers can safely be used in the microwave. Follow the same rule you follow for other plastic containers: Check the label.
- Don’t use metal containers unless the recipe specifically directs you to. The microwaves bounce off metal, which can cause arcing and a fire inside the oven.
- If something in your microwave catches on fire, don’t uncover it or throw water on it. Hit the stop button, unplug the microwave, stand by with a kitchen fire extinguisher just in case, and let it burn itself out.
- Never allow children to operate a microwave without adult supervision.

Is It Really Hunger?

Nutritionists believe many people are overweight because they eat when they’re not really hungry. Real hunger, they say, is characterized by fatigue, slight stomach growling, and discomfort.

So if you feel hungry within three hours of eating a full meal, you may simply be feeling boredom or stress. Rather than snack, try to pinpoint and resolve the source of your unease. To relieve the boredom or stress, call a friend, start a project, read a book, or go for a walk.

Fall Decorating Tip

As autumn approaches, the changing of the seasons may inspire you to go all out with fall decorating.

But pest control experts caution against decorating the exterior of your home with traditional fall items such as corn stalks, hay bales, and tree or berry branches because they can attract termites and carpenter ants. If you’re set on an autumnal theme, put a display at the edge of your property – around a lamp post or mailbox – rather than near the door or on porch posts.

Appointment Time-Savers

You got places to go and people to see, but sometimes appointments are terrible time wasters. Here’s how to save time instead:

- Confirm your appointments the day before. Let people know you’re conscientious; they’ll likely follow suit.
- Set the appointment for an odd time. Instead of 8 or 8:30, try 8:15 or 8:45. Most people will do their best to make it on the dot.
- Don’t arrive too early. More than 10 minutes early is wasting time.
- Bring some work with you. If you must wait, cut down on wasted time by working on something in the meantime.

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Raised Ranch Home In Holt, MO

MLS #1681224

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Comfortable Living on 2.6 Acres. 3 Bedrooms, 2 1/2 Baths and Double Attached Garage. New Roof, Gutters and Wood Floors in the Pantry and Kitchen/Dining Room. Stainless Steel Appliances. Outside Newly Painted. 2 Fireplaces.



Ranch in Jefferson Highlands Extension

MLS #166100

\$75,000 ext 54

Why Pay Rent When You Can Own This Cute, Clean & Well Taken Care Of Home? 2 Bedrooms, 1 Bath, 1 Car Attached Garage. Enjoy The Outdoors From the Rear Deck Overlooking a Huge, Treed Lot. Updated Bath. Outdoor Storage Shed.



Starter 1 1/2 Story Home In Plattsburg, MO

MLS#1680772

\$75,000 ext 74

Attractive First Home for a Family. 3 Bedrooms, 2 Baths and Single Attached Garage. All Appliances stay. Newer Roof, Vinyl Siding and Double Paned Windows. Updated Bathroom along with a Kitchen having a Walk-in Pantry. Seller offering a Home Warranty



Starter Ranch Home M J Turner Place, Independence

MLS #1679514

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- How to Sell Your House For the Most Money In the Shortest Possible Time
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- Send me information about your free, no-obligation HomeFinder/HomeLoanFinder service.
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_____.
- Please let me know the selling price of the home at the following address:
_____.
- Please call me to arrange a free, no-obligation market valuation on my house.

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