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## Inside This Issue...

Make Your House Look Like a Million Dollar Listing.....1

Making the Perfect Outdoor Living Space.....2

Tips for Creating a Greener Outdoor Living Space.....3

Three Ways to Your Home's Curb Appeal a Boost.....4



*Randall Brennan's*

# NEWSLETTER

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## Make your house look like a 'million dollar listing' for less

(BPT) - A new report reveals houses are selling faster and for more money, yet another indicator of a rebounding housing market. According to the National Association of Realtors, full-year sales of previously owned homes increased by 9 percent in 2012 over the previous year. Plus, home prices jumped up 12.3 percent, the biggest percentage gain since January 2005. -

This will challenge sellers to sharpen their competitive edge as more homeowners, encouraged by promising indicators, put their house on the market. Josh Altman, one of the top 10 realtors in the country and star of Bravo's hit TV show "Million Dollar Listing: L.A.," shares three strategies for making houses more desirable to buyers.

First impressions matter, and home buying is no different. "Making a few updates to a house's exterior goes a long way in making houses more inviting and valuable," said Altman.

"Installing hardwood floors is one of the smartest investments a seller can make," said Altman. "Hardwood flooring is easy to install, never goes out of style and is extremely desirable to homebuyers."

Laminate or vinyl flooring is another option for getting a fresh, updated look. Laminate enables homeowners to get the look of hardwood for less, and there are even options for DIY novices, such as flooring that easily clicks together without glue or nails.

Unique, stylish light fixtures can create a warm and inviting environment, while new appliances add visual interest and help increase the value of a home. Even subtle touches like updating cabinet hardware or installing a tile backsplash behind a stove can give a kitchen the facelift it needs.

- Courtesy of Brandpoint

### Fun Fact:

A typical lead pencil can draw a line that is 35 miles long.

### Word of the Month:

Studies have shown that your income and wealth is directly related to the depth of your Vocabulary. Here is this month's word so you can impress your friends.

### *Heterotelic*

\het-er-uh-TEL-ik\ ,  
*adjective:*

1. Having the purpose of its existence or occurrence apart from itself.

Example:

You're of heteroteleic value, that means you were invoked for an extraneous purpose alone, the outcome of which won't even be known to me until I'm back with my physical body in the physical world...  
-- William Cook, *Love in the Time of Flowers*

### Quotes to Live by:

"Success is the good fortune that comes from aspiration, desperation, perspiration and inspiration."  
-Evan Esar

### Say What?

#### All in the Same Boat

When everyone is facing the same challenges.

## Making the perfect outdoor living space in your backyard

(BPT) - As the weather begins to warm and the daylight hours get longer, your yard can quickly become the most important "room" of your home. However, you aren't alone if your backyard looks outdated and lackluster. Weather conditions can be tough on outdoor areas, but with a few simple updates, you can create the perfect outdoor living space.

**Lighting:** Weather permitting, your yard can be the perfect place to relax for an evening. Avoid sitting in total darkness. The many options of patio lighting including path sconces, post lamps and even string lights - all are an answer to keeping your outdoor space lit and inviting.

**Furniture:** The key to decorating any room in your home is attractive, comfortable furniture that beckons to be sat upon, and this is no different for your outdoor furniture. While prices on outdoor furniture can be a little overwhelming, used furniture with a little love and creativity can be good as new, without the high cost. Cozy chairs, chaise lounges and benches can gain new use with a coat of outdoor spray paint, then recover cushions and add colorful pillows to finish it off.

**Plants, flowers and shrubs:** Even if they're only alive for a few months out of the year, flowers can bring any yard to life. A few strategically placed shrubs, flower beds and herb gardens can help turn your outdoor area into a lively space perfect for relaxing personal moments or parties with friends and family.

**Statues and accessories:** Give your backyard even more personality by selecting a few garden statues or other accessories that reflect your style - such as recycled metal sculptures, elaborately painted bird houses, unique planters or large colorful rocks.

With a few simple updates, you can easily create an outdoor retreat in your own backyard that can provide you the space for entertaining, reading and relaxing without a costly renovation. So go get started.

- Courtesy of Brandpoint

**Movie Trivia:** Which of the following superheroes was not in the 2012 hit action film, "The Avengers"?

- |             |                    |
|-------------|--------------------|
| a. The Hulk | b. Iron Man        |
| c. Superman | d. Captain America |

CALL ME NOW AT 303-909-2365

**Would you like to know how much your neighbor's home listed for?**

Maybe you're just curious. Or maybe you want to know how much equity you have in your home. Or perhaps you are thinking of selling soon and want to know how much your home increased in value. Either way, I can help...No "sales pitches" or runarounds. Just give me a call **303-909-2365** and I will give you the facts.

**Economy at a Glance:**

Data Series	Feb 2013	Mar 2013	Apr 2013
<u>Unemployment Rate</u>	7.7	7.6	N/A
<u>Change in Payroll Employment</u>	236	138	N/A
<u>Average Hourly Earnings</u>	23.82	23.83	N/A
<u>Consumer Price Index</u>	0.7	-0.2	N/A
<u>Producer Price Index</u>	0.7	-0.6	N/A

Information from <http://www.bls.gov/eag/eag.us.htm>

**US Population Clock**

315,812,319

**World Population Clock**

7,083,648,030

-May 4, 2013

**Tips for creating a greener outdoor living space**

(BPT) - Outdoor living spaces remain a popular home improvement, but while you're planning your patio or prepping your planting beds do you consider the impact these improvements might have on the environment? Creating a great outdoor space can be even more satisfying when you take steps to make your project as "green" as possible.

If your spring to-do list includes backyard projects such as building a patio or decorative landscaping, here are some eco-friendly ways to accomplish your goals:

Choose greener materials: Long gone are the days when it was difficult to find building materials created with sustainable manufacturing processes. Today, you can find products such as pavers and even paver base - used in patio-building - that are not only made from recycled materials, but also are 100 percent recyclable.

When building products made from recycled materials aren't available, consider ones that are naturally sustainable. Such products can also provide a unique look. Bamboo, for example, is gaining popularity as a fencing and decking material and it's eco-friendly because it's fast-growing and durable. Cedar is another decking and fence product that is naturally "green," because it is naturally resistant to moisture - making it more durable. It also contains natural oils that prevent rot without the chemical treatments needed by other woods such as pine, and it can be recycled and used for other building projects.

Responsible accessories: Energy and water consumption are also important considerations when greening your backyard environment. Opting for solar-powered pathway, deck and accent lighting - rather than traditional electric lights - is a great way to reduce the environmental impact of your outdoor living space, while saving money on your utility bill. It's easy to find a wide variety of solar lighting styles, whether you look online or at your local home improvement store.

Finally, think about the furnishings you'll use on your patio or deck. While plastic may seem durable - and cheapest to buy - consider what will happen to the furniture once it's no longer usable. Furnishings made from recyclable materials like wood or iron may be kinder to the environment in the long run. You can also look for furniture made from recycled products. Or, visit garage sales and give old wood or metal lawn furniture a fresh coat of paint, some new cushions - and a new life in your environmentally friendly outdoor space.

-Courtesy of Brandpoint

### **Food Fact:**

- The Number One Selling Snack in the US is potato chips.

- Tomatoes were originally thought to be poisonous.

### **Weird Laws:**

*Nevada*- It is illegal to drive a camel on the highway.

*South Carolina*- Dance halls may not operate on Sundays.

*Kansas*- Musical car horns are banned.

*Massachusetts*- Shooting ranges may not set up targets that resemble human beings.

### **U.S.A. Facts**

- Louisiana is the only state that grows in land area every year (Due to alluvial deposits from the Mississippi River).

- If Manhattan had the same population density as Alaska, there would only be 15 people living there.

**And...** Whether you are thinking of buying, selling, or financing real estate, or stop by and say "hi", I'd love to hear from you...

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References:-aracontent.com,  
copyright 1996-2009, ARAcontent-  
<http://www.bls.gov/eag/eag.us.htm>

### **Three ways to give your home's curb appeal a boost**

(BPT) - Homeowners only get one chance to make a first impression. That's one chance to impress potential buyers, family, friends and neighbors with the first thing they see: your home's exterior.

From simple upgrades to meticulous landscaping projects and replacing an outdated roof, there are dozens of options to enhance the appearance of your home's exterior.

Improvements don't need to break the bank or take a year to complete. By focusing on three simple areas, you can change the entire look of your home that you'll appreciate every time you pull into your driveway.

1. Landscaping: The key to curb appeal is balancing what makes you happy with what works in your community. Take a moment to observe the types of trees, plants and flowers in your surroundings and look for ways to incorporate them into your yard. Planting flowers is one of the easiest, most cost-effective ways to make an impact. Flowers along the sidewalk, in front of the house, inside flower boxes, pouring out of hanging baskets, or even in berms and raised garden beds, provide a giant boost to your curb appeal.

2. Roofing: Redesigning the style and color of your roof is a dramatic and effective strategy for improving curb appeal. Your roof accounts for 50 percent of your home's exterior," says Stephen McNally, vice president of sales and marketing for TAMKO Building Product, Inc. "Updating the shingles on your roof is going to make a huge impact on the overall appearance of your home - take advantage of it."

3. Paint: Whether you're updating your color scheme or applying a fresh coat, painting is an easy way to update your home's look from the street in a big way. Depending on your budget, this project can be big or small. To make the most significant impact, consider painting the entire house. This will bring new life to paint that has lost its luster or possibly a new palette of color to incorporate into your yard. Although this project can call for a larger investment, the result will pay off in the end.

You don't have to make a large investment to make a large impact. Focusing on key areas of your home's exterior will refresh the entire appearance of the home and provide a facelift that's within your reach.

-Courtesy of Brandpoint