



NEWS YOU CAN USE

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How to maximize your home's Historic Details

One of the major selling points of vintage homes is the attention to detail and fine craftsmanship only found in older houses. Learn how to make the most of the period details in your house to reap higher sales prices with these effective strategies:

SHINE THE SPOTLIGHT: Prepare your home in anticipation of taking plenty of photos. Pay attention to details and any unique features. If you have lived in your home for a while, ask friends or family to stop by and take a fresh look; it's easy to forget how desirable your home is when you see it every day.

PROVIDE DETAILS: Was your house built with old yellow pine? Chances are it is virtually indestructible to most pests. What about the hardwood floors or gingerbread trim on the outside of the house? Any chance they are handmade? Cabinets, painted tiles and a variety of other common building materials have made a comeback in popularity. Take time to explain the history and benefits associated with each unique item of your home to prospective buyers. Not only does it set your home apart from the rest, but knowing the history helps buyers make that all-important emotional connection.

APPRAISE ITEMS: If possible, hire an appraiser or perform a search for similar items to help demonstrate the inherent value of the items. For example, an old cast-iron tub in good condition can go for thousands; handmade lighting fixtures may range from a few hundred to thousands and many types of wood are not available at any price because of restrictions on harvesting and imports.



Today's housing market is a tough one but great deals can be found.

In fact, if you are in a position to purchase a home, now may be the best time to do so. Many homes are selling well below their asking price and mortgage rates are at all time low.

If you would like to see what is being offered in your area of interest just give me a call at **210-383-7222**.

Happy New Year and thanks as always for your referrals!

FASCINATING FACTS ABOUT FEBRUARY

- New York City's Grand Central Terminal opened on February 1, 1913
- Frank Sinatra debuted with the Tommy Dorsey Orchestra on February 2, 1940
- The Beatles made their first appearance on The Ed Sullivan Show on February 9, 1964
- The IBM supercomputer Deep Blue defeated Garry Kasparov for the first time on February 10, 1996
- Nelson Mandela was freed on February 11, 1990
- The last original Peanuts comic strip appeared on February 13, 2000, one day after Charles M. Schulz died
- YouTube was launched on February 15, 2005
- The first telephone book was issued in New Haven, Connecticut, on February 21, 1878
- National Public Radio was founded on February 24, 1970
- People magazine was first published on February 27, 1974

APARTMENT LOCATING

With access to a computerized database with thousands of units we keep track of the latest rents, move in specials and amenities, which can save you Time and Money!!! Some specials include first month free, \$100 total move in, no deposit and much more! Let us know your specific needs and criteria and we will immediately start the search for your perfect apartment!

MORE NEWS YOU CAN USE

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IDEAS FOR VALENTINES DAY THAT WON'T BREAK THE BANK

RECIPE OF THE MONTH

Chocolate Covered Strawberries

Ingredients

- 6 ounces semisweet chocolate, chopped
- 3 ounces white chocolate, chopped
- 1 pound strawberries with stems (about 20), washed and dried very well

Directions

Put the semisweet and white chocolates into 2 separate heatproof medium bowls. Fill 2 medium saucepans with a couple inches of water and bring to a simmer over medium heat. Turn off the heat; set the bowls of chocolate over the water to melt. Stir until smooth. (Alternatively, melt the chocolates in a microwave at half power, for 1 minute, stir and then heat for another minute or until melted.)

Once the chocolates are melted and smooth, remove from the heat. Line a sheet pan with parchment or waxed paper. Holding the strawberry by the stem, dip the fruit into the dark chocolate, lift and twist slightly, letting any excess chocolate fall back into the bowl. Set strawberries on the parchment paper. Repeat with the rest of the strawberries. Dip a fork in the white chocolate and drizzle the white chocolate over the dipped strawberries.

Set the strawberries aside until the chocolate sets, about 30 minutes.

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Your special someone is one of a kind, so it's only natural you want a gift that reflects how special and unique they really are. Here to help are some great tips on finding the perfect Valentine's Day gift without spending a fortune.

Express Yourself:

Take time to write down how you really feel, then add a few favorite poems and pictures to create a book they will cherish forever. Visit an inexpensive print-on-demand publisher like kodakgallery.com to have it bound, printed and delivered straight to your door.

Personalize:

Instead of giving an average gift, make something extra special by personalizing their favorite wine, board game (Monopoly is especially fun!) or even golf shirt.

Serenade:

It is said that music is the language of love, so if you are musically inclined, borrow a verse from years gone by: compose and sing a song or musical score for the one you love, or hire a musician from the local college to do it for you. If you cannot sing you may want to rethink this one.

Shine Bright:

Adopt a star and name it after your loved one. For less than the cost of dinner for two, you can commemorate their unique place in the universe by naming a star after them. Telescope not included.

Get Involved:

Show how much you really care by making a donation to their favorite charity on their behalf; instead of the usual flowers and chocolate create a gift basket symbolizing the donation. Be sure to include a gift card letting them know a donation was made on their behalf. I suggest a charity like St. Jude Children's Research Hospital that gives more money that it raises towards research than any other charity in the world.

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Please call 210-383-7222 if you would like to be removed from our mailing list.

THANKS FOR ALL YOUR REFERRALS!

I succeed when people like you refer me to their friends, neighbors and loved ones. It's the best kind of feedback I can receive. So thanks for continuing to pass this newsletter around to people you care about.

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