



NEWSLETTER

“The Key to Buying or Selling” for over 50 years!!



First-Time Buyer Survival Kit: Spring Edition

Spring is one of the most popular times of the year to buy and sell homes. If you are considering buying now, here are some important tips to keep in mind, especially as a first-time buyer.

**DID YOU
KNOW?**

Competitive art used to be an Olympic sport. From 1912 to 1948, the international sporting event awarded medals for music, painting, sculpture, and architecture.



**Ron Spencer
Real Estate**



- 1. Get Pre-Approved, Not Just Pre-Qualified.** Before you start touring, lock in a pre-approval. It shows sellers you're serious and gives you a clear budget.
- 2. Set Your Non-Negotiables.** Decide what you must have (like three bedrooms or a short commute) versus nice-to-haves (like a finished basement). This helps you move faster when the right home appears.
- 3. Be Ready to Act Quickly.** Spring is competitive. If a home fits your needs, be prepared to make an offer right away—delays can cost you the house.
- 4. Budget Beyond the Mortgage.** Factor in closing costs, inspections, moving expenses, and possible repairs. A little cushion now prevents surprises later.
- 5. Don't Skip the Inspection.** Even if homes are moving fast, an inspection can save you from costly headaches down the road.
- 6. Work with a Buyer's Agent.** Your agent is your guide, negotiator, and advocate. In a busy spring market, having a pro in your corner can make all the difference.
- 7. Keep Calm & Stay Flexible.** Inventory is tight. You may face multiple offers or need to compromise. Stay focused on your long-term goals instead of chasing the “perfect” house.

Garden-Ready Homes: Simple Upgrades for Instant Value

Spring is the season when homes shine brightest. Buyers often make their first judgment before they even step through the door, so curb appeal matters more than ever. A few small upgrades outside can make a big impact on your home's value—and your neighbors will appreciate the view too!

1. Freshen Up the Front Door – A new coat of paint and updated hardware make the entrance pop and set the tone for buyers.

2. Add Color with Seasonal Flowers – Planters or flower beds with bright spring blooms instantly boost curb appeal and feel welcoming.

3. Keep the Lawn Lush – Regular mowing, edging, and fertilizing go a long way in making your home look well cared for.

4. Define Outdoor Spaces – Add mulch to flower beds, install garden borders, or create a seating area to give structure and charm.

5. Trim and Tidy – Overgrown shrubs and trees can block light and views—pruning them opens up space and improves appearance.

6. Upgrade Outdoor Lighting – Pathway lights, porch fixtures, or string lights add safety and a cozy glow for evening curb appeal.

7. Pressure Wash for a Sparkling Finish – Driveways, walkways, decks, and siding look like new after a quick power wash.



Weird, But True!

Ants don't have any lungs. Instead, they instead breathe through spiracles. Each spiracle is connected to an ever finer branching series of tubes called tracheae. The tracheae spread throughout the body and each branch ends in a cul-de-sac with a moist end-wall that touches directly against the membrane of a cell.



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