

TALKING REAL ESTATE



**BERKSHIRE
HATHAWAY**
HomeServices
Commonwealth
Real Estate

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Michael Blumsack

Broker Agent
978-317-5491
michael.blumsack@commonmoves.com
blumsackrealestate.com/

Whether you are looking to buy or sell, I can offer the highest levels in real estate expertise and professionalism. Don't hesitate to contact me and allow me to help guide you through that process!

HOMESSELLERS' ADVICE



DON'T DEAL WITH UNREPRESENTED HOMEBUYERS

Your Berkshire Hathaway HomeServices network real estate professional helps to find you a home, close the sale, and, later, helps you sell your home. But there are many more jobs they perform, and one of the most important is your protection.

When your home is listed with your real estate professional, it's marketed worldwide, including to other real estate professionals allowing to bring their *qualified* homebuyers to see your home.

The reason this system has worked so well for decades is that the only homebuyers who will see your home are motivated, understand the process, willing to take the appropriate steps to buy.

Unrepresented homebuyers may come to your door and ask to see your home, but beware. They think your listed home is an open invitation. Other buyers simply aren't quite ready to buy, or they'd have their own real estate professional. Whatever their reasons, they're strangers who haven't been vetted and shouldn't cross your threshold.

It's best not to discuss your home, your reasons for selling, or provide other information to unrepresented buyers. Instead, direct them to your Berkshire Hathaway HomeServices network real estate professional. They're trained to help both buyers and sellers.

HOME IMPROVEMENT ADVICE



TOP FOUR HOME DESIGN TRENDS FOR 2019

It's time to refresh your home the way you want it to look and function. Should you paint or wallpaper? Should you stay safe with neutrals or go wild with color? The answers may lie in trendspotting for 2019.

Color over neutrals. This is the year to embrace color – reds, blues, greens and yellows in tones that look terrific against a backdrop of black and white. Meanwhile, grays as neutrals have had their day.

Patterns. The global look of Ikat, Moroccan Trellis, and Shibori is giving way to large classical florals with a modern edge and bohemian abstracts. Consider the lush wallpaper and fabric patterns of Timorous Beasties.

Style-mixing. Mid-century modern and minimalistic décor have been hugely popular over the last few years, but now the styles are looking dated.

One reason why is that to be most effective, they're rarely mixed with other styles making a home look more like a museum. Feel free to mix furniture and accessories of compatible eras.

Comfort. While metal, acrylics and wood furniture look great, don't be afraid to soften the edges. You'll see sumptuous fabrics overlaying stuffed chairs and sofas. Make your bedding inviting with plush duvets filled with lightweight down.

161 Mt. Auburn St. Watertown, MA 02472

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