



Between Friends



Moore Homes, Moore Listings, Moore Results™

For Sale



TREND SETTER REALTY

The Don Moore Team
281-851-6310

Volume 1 Issue 3

"Only in America do we leave cars worth thousands of dollars in the driveway and leave useless junk in the garage."

Share a FREE Subscription

If you would like to send a free subscription of *Between Friends* with someone, send us an email with their name and address. Please send them a note with our best wishes. ❖

Would You Like To Know How Much Your Neighbor's House Listed or Sold For?

Maybe you're just curious. Or maybe you want to know how much equity you have in your home. Or perhaps you're thinking of selling soon and want to know how much your home has increased in value. Either way, we can help...with no "sales pitches" or runarounds. Just give us a call and we will send you the facts. ❖

THANK YOU for reading our *Between Friends* personal newsletter. We wanted to produce a newsletter that has fun content and is valuable and beneficial to you. Your constructive feedback is always welcome.

AND... whether you're thinking of buying, selling, or investing in real estate, or just want to call and say "Hi," We'd love to hear from you...

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When you hire The Don Moore Team, you get two dedicated Agents instead of one.

5 Tips for Energy Efficiency

Check windows and doors. Heat lost through windows and doors represents a significant chunk of most heating bills. Some sources estimate that loss through windows alone could account for up to 35 percent of heating bills. If you are tired of watching your hard earned money slip through the cracks, there are things that you can do:

- ♦ Check around windows and doors with a candle or a light piece of thread on a windy day to determine where drafts are. This will reveal problem areas in need of immediate attention. Remove and replace damaged caulk and weather-stripping. Self-stick foam and rolled rubber weather-stripping are easy to install, and can contribute greatly to your home's efficiency. An inexpensive method of weatherizing windows involves attaching thin, clear plastic film to the window trim inside of the house using two-sided tape. The film is then stretched taut using heat from a blow dryer to remove wrinkles and creases.
- ♦ Decorate your windows with efficiency — closed shutters, window shades, blinds, curtains and lined draperies. All contribute to energy savings by helping to insulate windows. For a long-range solution, consider installing efficient replacement windows, or storm windows and doors.
- ♦ Conserve with ENERGY STAR®. By choosing ENERGY STAR for every application in your home, you can save up to 20 percent or about \$400 per year on your energy bills. Appliances account for about 20 percent of your household's energy consumption, with the refrigerator and clothes dryer being the biggest culprits. A typical household does nearly 400 loads of laundry per year, using about 40 gallons of water per full load with a conventional washer. An ENERGY STAR qualified clothes washer uses 18-25 gallons per load, saving you 7,000 gallons of water! An ENERGY STAR refrigerator uses less energy than a 75-watt bulb, saving you between \$30-\$70 a year.
- ♦ See the light. Compact fluorescent bulbs (CFL) are the most energy-efficient of all light bulbs. They use 67 percent less energy than standard incandescent bulbs and last longer: They cost more, but last up to sixteen times longer than incandescent bulbs.
- ♦ Programmable thermostats help reduce energy costs by lowering energy use during those times when you do not need it. A programmable thermostat can tell your home's heating system to gear up for your arrival after work, or to knock off a bit until an hour or so before you get up in the morning.
- ♦ Turn down your water heater to 120° F and save up to 50 percent of a household's hot water costs. Electric heaters benefit most from this approach to saving energy. Timers are also available which allow you to make the water heater conform to your water usage schedule. They prevent the water heater from trying to maintain hot water during periods when it is never used. ❖

Thinking of Selling Your Home Soon?

Don't attempt to sell your home without my Free consumer guide, "44 Money-making Tips For Preparing Your Home To Sell." My exclusive report will give you all the facts for a fast, top dollar sale. Just call (281)851-6310 and I will rush a copy to you.

Rid Hardwood Floors Of Doggy Scratch Marks

Q: My dog's nails have left minor scratches in my wood floors. Is there any way to repair this without complete refinishing? --

A: If the scratches are not all the way through the finish and into the wood below, there are a couple of things you can try:

- ➔ Sand the scratched area with 0000-grade steel wool to blend the scratch into the surrounding area.
- ➔ Use a very small brush and apply a small amount of polyurethane just to the scratch itself -- keep it off the surrounding area as much as possible. Many hardwood floor companies also offer polyurethane scratch repair kits.
- ➔ Rub a small amount of paste wax directly into the scratch, using a clean, soft rag. Let the wax dry, then buff the area around the scratch. If you have dark-colored floors, use a dark paste wax that's formulated for darker woods.
- ➔ Use a color-putty stick in a color that matches the floor. Rub it lightly into the scratch, then let it dry.
- ➔ Try one of the commercial scratch removers available that work primarily by filling in the scratched area and eliminating the reflected light from that area, making the scratch seem to disappear.

All of the products you need are available at most home centers, paint stores or retailers of flooring related products. Try the repair in an unobtrusive spot such as a closet before tackling more obvious areas. If the scratch is through the finish and into the wood beneath, you need to have the area sanded and recoated. However, many hardwood floor contractors can sand and coat just a portion of the floor, so it still may not be necessary to do the entire floor. ❖

You can find past issues at

www.assistyoutobuy.com/newsletters.htm

Did You Know...

Buy gasoline during coolest time of day - early morning or late evening is best. During these times gasoline is densest. Keep in mind - gas pumps measure volumes of gasoline, not densities of fuel concentration. You are charged according to "volume of measurement". ❖

Tire Pressures

One thing we can do to stretch our gallon of gas is to check our tire pressures. Low tire pressure will make the tires drag and use more gas. Look in your owners' manual and see what the recommended tire pressures are. Add two pounds to that number, but never exceed 35 psi. That will add about 1 mile per gallon. Check them every time you gas up. Think of it as adding an extra ½ gallon to your tank for free. ❖

Help me, ladies!

Two women were walking through the woods when a frog called out to them and said: "Help me, ladies! I am a real estate agent who, through an evil witch's curse, has been transformed into a frog. If one of you will kiss me, I'll be returned to my former state!"

One woman took out her purse, grabbed the frog, and stuffed it inside her handbag. The other woman, aghast, screamed, "Didn't you hear him? If you kiss him, he'll turn into a real estate agent!"

The second woman replied, "Sure, but these days a talking frog is worth more than a real estate agent!" ❖

*"A day without sunshine is like night."
"A friend in need is a pest indeed."*

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How to Prep Your House For a Quick Sale!

It's an undeniably fact...

If you want a quick sale, you have to prepare and present your house so it appeals to buyers. I'm not taking about a full-blown make over or even spending any money...The really important things to get right just takes a little time, effort and the ability to start thinking about your house as a "commodity to be sold" (not a home filled with memories and emotional ties).

Prep for a Quick Sale — Why Should You Bother? Simply because presentation is the difference between...

1. The house that sits unsold until you're forced to reduce the price.

And...

2. The house that sells almost immediately at full asking price.

It really is that simple!

◆Never forget you're in competition against other houses for the attention of buyers.

◆Essentially selling a house is like trying to win a beauty contest.

◆ If you want to win (i.e. achieve a quick sale) your house needs to present just as well as the competition and remain competitively priced.

And that's the bottom line.

◆ Competitive Price + Good Presentation = QUICK SALE. Prep for a Quick Sale — What You're Trying to Achieve!

There's an old saying worth bearing in mind... "The customer is always right"

In this case customers are your potential buyers & you guarantee a quick sale by giving them what they want. That means you need to present...

"A Competitive Priced, tidy, well-ordered house, filled with light, space & storage." ❖

CALL TODAY for our article. The 8-Step Plan! 8 vital steps to presenting your house for a quick sale at minimum cost.

Start Out with a HIGH Listing Price?

If most buyers first viewed your house because of a newspaper ad, a magazine, the internet, brochures, or the sign in your front yard, the initial listing price probably would not make a difference. The house would always be "new" to those seeing it.

But most buyers do NOT come to your house because of various types of advertising. That is a myth.

Sure, buyers call on an ad, they often LOOK at that house, but not always. Once they talk to an agent, they may discover it isn't what they need (or want) at all.

However, they ARE talking to an agent. That agent knows the current inventory and will know of other property that DOES fit their needs. Those are the properties that buyers look at, and THIS is how most buyers end up looking at your house, too. Because of other agents, not because of your ad.

Hardly anyone buys the house in the ad.

As a result, you need to get other agents interested in your property, and this is where *The Don Moore Team* comes in. WE get buyer's agents looking at your home.

Those agents have clients who called in on other properties.

Good buyer's agents, again...*The Don Moore Team*, is not swayed by advertising. We look at the needs of our client, where the client wants to live, location, condition, and other details of the property...

And most importantly...price.

If your house is overpriced, agents are going to show similar homes that are priced more attractively. Your listing will get passed over. Believe it. A good agent is going to inform their clients on the market price for homes in your area and they will search out homes that fit into that window. ❖

We can evaluate your home providing tips on how to sell for TOP DOLLAR!

Call The Don Moore Team TODAY! Don Moore (281) 851-6310 ☎ Irene Chao (832) 630-1960

Your referrals mean the world to us. If you've worked with us in the past, you have experienced our dedication and commitment to ensuring your home sale or purchase was a smooth and positive experience. We promise to provide that same commitment to excellence for your family, friends and acquaintances. Please tell them about us! Don Moore (281) 851-6310 ☎ Irene Chao (832) 630-1960