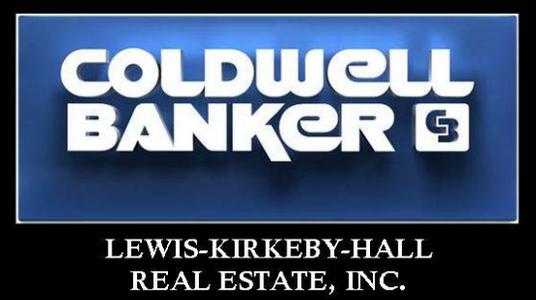


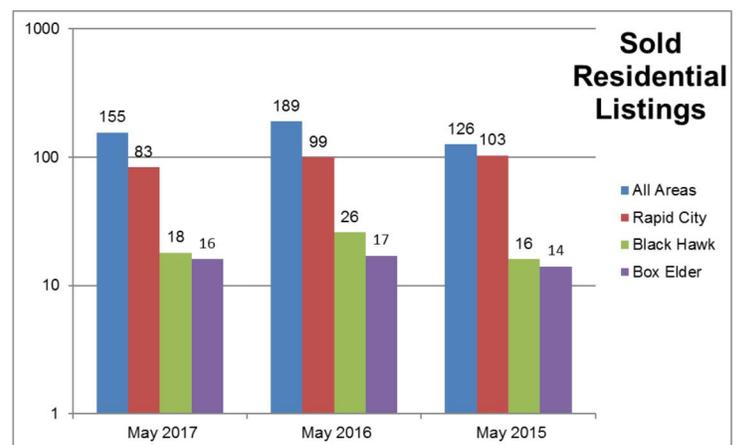
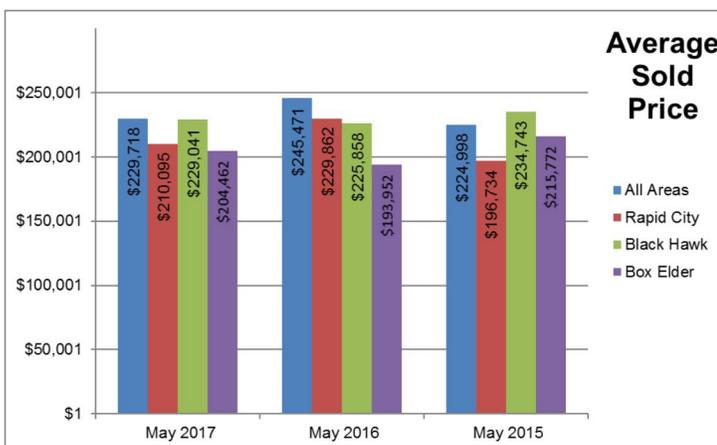
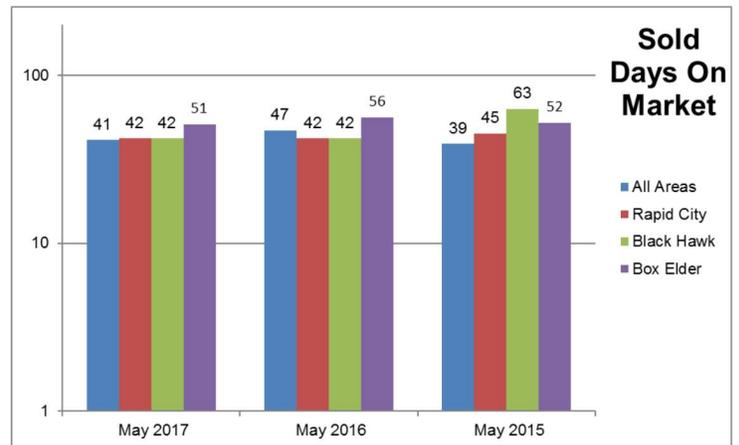
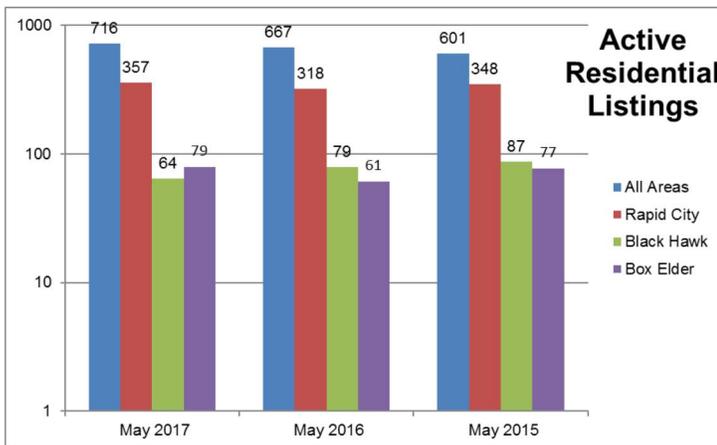
Rapid City Real Estate Update



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Rapid City & Area Market Conditions For May 2017



Should It Come With You When You Move

Envision your new home after the move. I'm sure the image that comes to mind is serene and clutter-free. You can achieve this goal by putting your stuff into perspective and questioning every item before it's packed up and hauled to its next home.

To decide which belongings will come with you, ask yourself these four essential questions. Start with the first question and continue down the questions until you have a yes or no answer for every one of your belongings.

1. Will this fit in my new place? When I am working with clients who are getting ready to move, I ask them to show me around their entire home. While we walk, I take detailed notes about the things right off the bat that aren't going to be moved into the new home. I recommend grabbing a pen and paper and doing the same.

Start with the master bedroom, then the kids' rooms or extra bedrooms, and then the kitchen, family room, office, basement and so on. It is easier to start with furniture — as the new home tends to dictate which large pieces will come and which will be sold or donated.

2. Do I use it? Think about the use and enjoyment you get from each item. You should be able to very easily say, "Yes, I use it!" about the items you use the most.

◦Daily? Typically these include the coffeepot, dishes and clothing. These daily items are essential and will definitely move with you.

◦Weekly? Serving pieces and the slow cooker, while not used all the time, see frequent use. If you plan to continue using them on this basis, they can stay.

◦Annually? This includes holiday decor and outdoor dishes. I recommend taking this opportunity to get rid of the things you haven't used in years. If you can't remember the last time you decorated with the jack-o'-lantern for Halloween, ditch it.
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Landscaping To Improve Resale: 9 Projects That Fit Within Your Desired Price Point



LEWIS-KIRKBY-HALL
REAL ESTATE, INC.

As the weather starts to heat up each Spring, so too does the housing market. Spring is an optimal time to get your house ready to sell. The first thing that potential buyers will see of your home is the landscaping, so make a great first impression with beautiful outdoor spaces. An investment in landscaping can help sell your home faster and for more money. There are simple projects at every price point that can help you achieve great curb appeal.

Inexpensive \$

1. Keep the Lawn Well-Manicured

The easiest and most obvious landscape project when hoping to sell your home is to get your lawn looking its best. Spring is a great season to try to sell because your lawn is helped by Mother Nature. Wet, mild Spring weather will help the lawn stay green with less effort. To show off that green lawn, make sure to mow and edge it often.

2. Keep Your Yard Weed Free

It may not cost much, but it will require some time and effort to control the weeds around your property. Spray or pull weeds in flowerbeds, on property borders, and along the driveway. A weed-free yard will help potential buyers feel confident that the home is well cared for, which can create an overall positive impression of your home.

3. Add Flower Pots Near Your Front Door

A splash of color in the yard is a great way to highlight your home. If you are looking to sell quickly, it might be too late to do major yard improvements since new flowers and plants will not have adequate time to grow and mature, but a few beautiful pots of flowers strategically placed near your front door can have a similar effect without requiring a lot of time and maintenance.

Moderate \$\$

4. Add Outdoor lighting

Outdoor lighting has become a trendy feature that buyers have embraced. Lighting can add interest to your yard, highlight areas of beautiful landscaping, and make your home stand out at all times of the day. Solar lights are particularly easy to use because they will recharge during the day and automatically come on in the evening to illuminate your home.

5. Install Curbing/Edging

If you have a little extra money to spend, consider adding curbing or edging around your yard. It helps the landscaping appear crisp and clean, and makes the lawn easier to mow and trim. Savvy buyers will appreciate the ease of maintenance and the defined spaces that curbing creates.

6. Hire a Lawn or Pest Control Company

It is important when selling a home to make sure that their aren't any obvious problems. If your lawn is dead or patchy or you have pest problems like spiders, mice, etc, you will need to get those under control. Some of these projects are beyond the scope of what an individual without training can quickly achieve and should be left to professionals. Lawn care companies and exterminators can assess the issues you may have and recommend treatments. This may even be limited to a one time visit that can quickly improve the chances of selling your home.

High-End \$\$\$

7. Create Outdoor Living Areas

If you have money to invest in your home, high-end landscaping projects can increase your bottom-line and draw attention from buyers looking for upgrades. Extra living area outside of your home is a huge attention grabber that attracts buyers. This could range from simple patios staged with outdoor furniture, to screened in porches, to full outdoor kitchen areas. Depending on your location, these upgrades may or may not be worth the investment, so do your research before proceeding.

8. Replace or Update Fencing

Fences provide a safe place for children and pets and also give homeowners a feeling of privacy, so they are highly sought after. Fencing is also one of the first things people see when coming to your home. If your fence is an eyesore, it will be worth it to make the effort to have it replaced or fixed up. A new fence is quite an investment, so first determine if your fence can be spruced up with some nails and a new coat of paint.

9. Hire a Professional Landscaper

If you are serious about creating a stunning yard, a professional landscaper can add massive amounts of curb appeal to make your home one of a kind. A landscaper can help you add impressive things like paving stone walkways, decorative retaining walls, and water features. Outdoor improvements definitely increase house values, but it is always good to know what the market will support in your area before moving forward.

No matter how much money you have to invest in your home's landscaping, there are projects you can do this Spring to improve your home's curb appeal and get it noticed by buyers.

*Written by Daniel M. Christensen
Courtesy of Realty Times*

Rates Drop To Lowest In 2017

In Freddie Mac's results of its Primary Mortgage Market Survey®, average mortgage rates hit their lowest mark of the year.

30-year fixed-rate mortgage (FRM) averaged 3.95 percent with an average 0.5 point for the week ending May 25, 2017, down from last week when it averaged 4.02 percent. A year ago at this time, the 30-year FRM averaged 3.64 percent.

15-year FRM this week averaged 3.19 percent with an average 0.5 point, down from last week when it averaged 3.27 percent. A year ago at this time, the 15-year FRM averaged 2.89 percent.

5-year Treasury-indexed hybrid adjustable-rate mortgage (ARM) averaged 3.07 percent this week with an average 0.4 point, down from last week when it averaged 3.13 percent. A year ago at this time, the 5-year ARM averaged 2.87 percent.

Attributed to Sean Beckett, chief economist, Freddie Mac.

"As we predicted, the 30-year mortgage rate fell 7 basis points this week in a delayed reaction to last week's sharp drop in Treasury yields. The survey rate stands at 3.95 percent today, a new low for the year."

Three Big Things Homebuyers Are On The Look-Out For

As a seller, you have a lot more control in pleasing buyers than you think. If you start the selling process by learning what buyers really want, you can prepare your home to come as close to their dreams as possible.

Here are the five biggest turn-ons for homebuyers and what you can do to please buyers.

Curb Appeal

You only get one chance to make a first impression. Your home should sell to the buyer from the curb. That's how important curb appeal is. Your buyer should be so impressed, so charmed, so delighted that they want to leap out of the car and run inside.

How do you create curb appeal? Show attention to detail. Your home has to be prettier, cleaner and in better condition than its neighbors.

Start with sweeping the drive, walkway, and porch or entry of dirt and debris. Get rid of leggy bushes, wilted flowers and broken tree limbs. Plant fresh flowers in the front garden or in containers at the entry.

Power-wash the exterior and hand-wash the windows. Touch up paint around the windows, if needed. Paint the front door a fresh, modern color. Replace the door hardware and porch sconces.

Space

The number one reason why people buy homes is to have more room. Whether they're moving from an apartment or moving up from the home they have, they want to have plenty of space to do the things they enjoy.

If you have a large home, you're golden, but that doesn't mean you've got it made. You can ruin a buyer's first impression with too much clutter, so make sure to keep your home picked up so your buyer can see your home's features clearly and easily.

What if you don't have a lot of space? Plan to do some storing and staging. Rent a storage unit and put away all out of season clothes, toys, and home decorations and accessories. Clean off all tables and countertops so you have only the minimum of things you need to operate your home. Empty closets of anything that is "stored" and move it to the storage unit. The small expense you'll pay in storage fees you'll more than make back from your buyer's offer.

Updates

There's a reason why first-time buyers and singles tend to buy older homes - they're more affordable than buying new. So unless your buyer is a building contractor, chances are they want a home that's as updated as possible.

You may not be interested in putting in a new kitchen in order to sell your home, but you can do a few things to make buyers happy. Replace the most dated features - countertops, cabinet pulls, or appliances.

Bathrooms are so personal that they can easily turn buyers off. Invest in new towels, bathmats and a shower curtain. Throw out slimey soaps and limp ragged bath sponges. Replace with liquid shower and bath products. You can take all the new stuff with you to the next home.

Painting is expected by buyers, but don't repaint the same colors that you chose 10 years ago. Pick an updated neutral like a warm grey instead of beige. Be sure to choose a color that will complement the architecture and flooring in your home.

Keep in mind that the typical home purchased in 2013 was 1,860 square feet and built in 1996, so homebuyers aren't expecting your home to be a mansion, nor do they expect it to be new, but they do expect to see pride of ownership. The more tweaks, updates and repairs that you perform, the more confident your buyers will be that they're choosing the right home.

Courtesy of Realty Times

(continued from page 2)

3. Do I love it? Does it have special meaning? Was it from a special friend or relative? Does it evoke a positive memory or hold significant value? If the answer is yes, assemble a moving box, wrap up your items and place them carefully in the box.

Tip: Make sure to label the outside of the box and keep a list of the items inside each box. This will help you locate everything more easily later.

4. Will I miss it? If you didn't bring it to your new home, would you miss having it in your life? If the answer is yes, pack it.

If the answer is no to this or any of the other questions, don't take it with you to your new home. Make a box of items that you don't want and donate it or arrange for a local charity to pick it up.

In my work with my clients, I often find that the act of getting rid of a thing is the most emotional part of the process, and when our work is all said and done, they don't miss or remember the specific items that were discarded.

Where to start asking questions. I recommend starting in the kitchen, because the decisions for kitchen items tend to be less emotional and easier to make. For example, do you use your small portable appliances? If the answer is, "Yes, daily," you don't have to ask any more questions. Pack it. If you are deciding on a platter that you never use, make your way to the next question until you get your final answer on whether you should keep it or not.

Once you have decided what to bring with you from the kitchen, move on to the bedrooms. I recommend leaving the basement until last. It can be a more difficult space.

Repeatedly ask yourself the questions above about the belongings in each area of your home. Remember, the goal is to move into a serene, clutter-free home!

Courtesy of Houzz.com

Black Hills Events

Summer Nights Concert Series

June 22 & 29, July 6 & 13 - 5:30 PM
Downtown Rapid City

Main Street Square Concert Series

June 22 & 29, July 6 & 13 - 6:00 PM
Main Street Square, Rapid City

Wild Bill Days

June 16-17
Main Street, Deadwood

1880 Train Father's Day Special

June 18 - 10:00 AM
Hill City

Miner Brewing Co Presents: BrewBQ

June 18 - 12 PM to 2 PM
Hill City

Black Hills Bluegrass Festival

June 23 - 25
Elkview Campground

98th Black Hills Roundup Rodeo

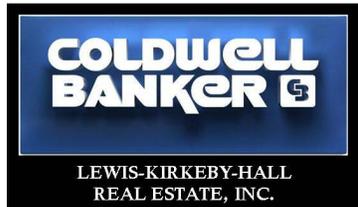
June 30 - July 4
Belle Fourche

Mount Rushmore Independence

Day Celebration
July 3 - 4
Mount Rushmore

Information provided by:

www.visitrapidcity.com
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2700 W Main Street
Rapid City, SD 57701
605.343.2700 ph
605.342.2247 fax
www.coldwellbankerrapid.com



Courtesy of:

Ron Sasso
Broker Associate
(605) 593-3759
ron.sasso1@gmail.com



What Owners Want In Kitchen Remodels

Kitchen revamps tend to be one of the most popular home remodeling projects. About 10.2 million American households tackled a kitchen remodel or replacement work in 2015, according to a recent report from the National Kitchen and Bath Association. Homeowners tend to want new flooring, countertops, cabinets, sinks, and faucets in their kitchen remodels.

Also, "more homeowners are incorporating smart technology using the Amazon Echo or Google Home to connect to their appliances for cost savings, energy efficiency, and convenience," says Elle H-Millard, who specializes in kitchen and bathroom trends at the NKBA.

The majority of homeowners aren't spending big bucks in their renovations. Forty-one percent of homeowners' work in their kitchen remodels was devoted to replacement projects costing less than \$1,500. Twenty-two percent of respondents say they had minor remodeling done, between \$1,500 to \$5,000; 18 percent of homeowners had major remodels completed that cost between \$5,000 to \$10,000; and 19 percent completely remodeled their kitchens, spending more than \$10,000.

Nearly 80 percent of homeowners who underwent a complete kitchen renovation spent on new appliances, according to the NKBA. Refrigerators were the top appliance replaced, followed by range ovens and dishwashers.