

# Rapid City Real Estate Update

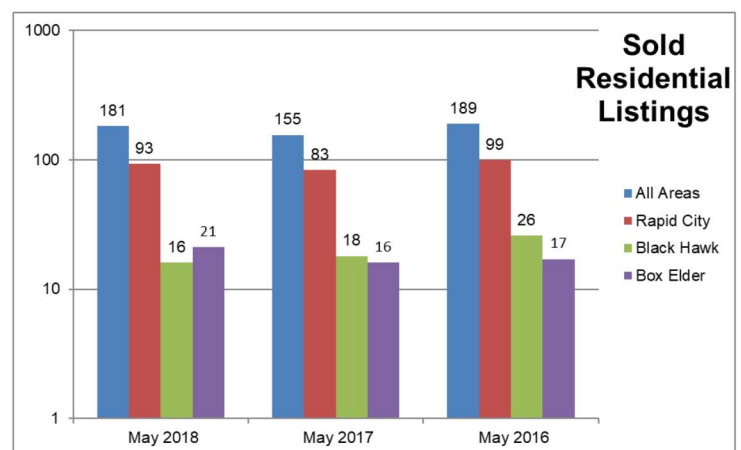
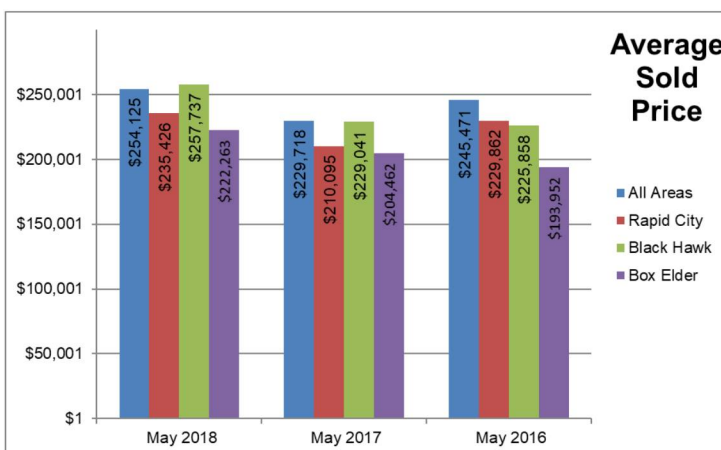
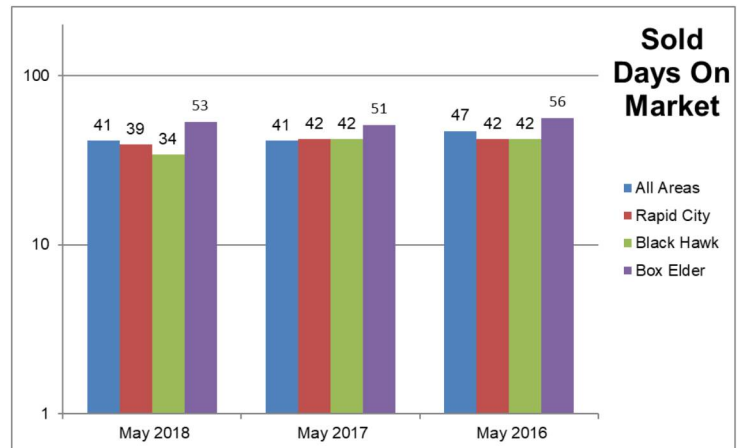
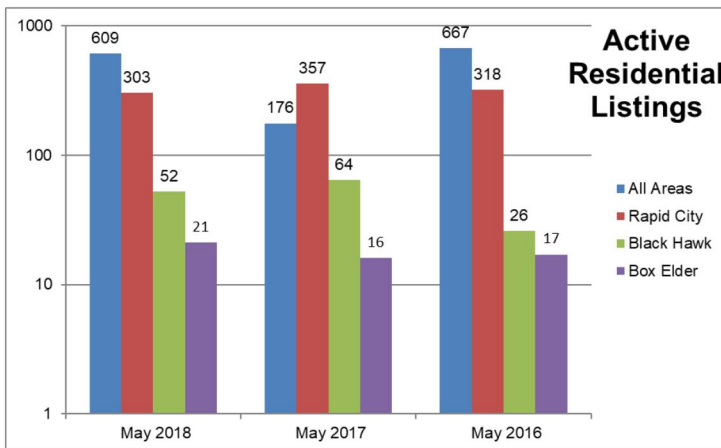


LEWIS-KIRKEBY-HALL  
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# Rapid City & Area Market Conditions For May 2018



## Five Things You Should Know About Home Inspections

If you're hiring someone to inspect the home you want to buy, or you're a seller trying to find out if there are any hidden problems that need fixing before you put your home on the market, here are five things you need to know:

1. You can choose your home inspector: Your real estate professional can recommend an inspector, or you can find one on your own. Members of the National Association of Home Inspectors, Inc. (NAHI), must complete an approved home inspector training program, demonstrate experience and competence as a home inspector, complete a written exam, and adhere to the NAHI Standards of Practice and Code of Ethics.

2. Home inspections are intended to point out adverse conditions, not cosmetic flaws: You should attend the inspection and follow the inspector throughout the inspection so you can learn what's important and what's not. No house is perfect and an inspection on any home is bound to uncover faults. A home inspector will point out conditions that need repair and/or potential safety-related concerns relating to the home. They won't comment on cosmetic items if they don't impair the integrity of the home. They also do not do destructive testing.

3. Home inspection reports include only the basics: A home inspector considers hundreds of items during an average inspection. The home inspection should include the home's exterior, steps, porches, decks, chimneys, roof, windows, and doors. Inside, they will look at attics, electrical components, plumbing, central heating and air conditioning, basement/crawlspaces, and garages.

They report on the working order of items such as faucets to see if they leak, or garage doors to see if they close properly. Inspectors may point out termite damage and suggest that you get a separate pest inspection. The final written report should be concise and easy to understand.

4. Home inspectors work for the party who is paying the fee:

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## 8 Ways To Lower Your Water Bill This Summer

When the temps rise, so does water usage. And that means a larger impact on areas that are already struggling with drought conditions, not to mention the impact on your wallet, regardless of where you live.

"Summer's rising temperatures often coincide with rising outdoor water use, primarily due to an increase in lawn and landscape watering," said WaterSense. "While using water efficiently is important throughout the year, sometimes the timing of water use can make a big difference for community water supplies - and your water bill." In most cases, there are easy fixes you can make to be more water efficient. Here are 8 you can incorporate into your daily habits immediately.

### Turn off the faucet!

Did you know that you waste a good four gallons of water every time you leave the faucet running while you're brushing your teeth? This one easy change can make a big difference in your water usage and conservation efforts.

### Check the toilets

"It may seem like a slow drip, but those drips add up to gallons faster than you might realize," said Maximum Yield. "To diagnose a silent toilet leak, place food coloring in your toilet tank and wait to see if the color makes it into the bowl. If you see color seeping in, it's time for a fix."

### Set a timer

Have kids (or spouses) that take impossibly long showers? Even cutting back on a couple a week can dramatically curb your water usage. Shave off two minutes to save as much as 1,750 gallons of water per person a year! Set a 10-minute timer on a waterproof shower clock so your water-wasting offender can see how much time they have left to rinse, lather, and repeat.

### Use the dishwasher

Here's a surprising fact: You actually use far more water handwashing dishes than if you run the dishwasher. How much more? "Doing a full load in your machine is far more efficient than washing the same number of dishes by hand," said This Old House. "This is especially true if you have an Energy Star dishwasher, which requires an average of four gallons of water per load, compared with the 24 gallons it takes to do them in the sink. Using one will save you 5,000 gallons of water, \$40 in utility costs, and 230 hours of your time each year."

### Go to the car wash

Yes, you can save a few bucks by washing your car at home. But if you think you're saving water,

too, this may come as a shock: You use two and a half times more water handwashing the car than you would at the car wash!

### Check your sprinklers

Malfunctioning sprinklers could be costing you money and wasting water. Sprinkler heads that don't properly deliver an even spray could cause parts of your lawn to die. If the heads don't lower properly, they can be damaged or broken easily.

You may also be overwatering. "If the environmental argument for conserving water doesn't appeal to you, here's a financial one: According to the city of Cleveland, the average cost of water starts at around \$13 per 1,000 gallons," said Schill Grounds Management. "This may not seem like a ton of money, but volume quickly adds up when you're irrigating a large property. At this rate, the average sprinkler spraying just one zone it shouldn't be for 12 minutes/day at 12 gallons/minute can waste over \$680 per year! The simple truth is that only annuals need to be watered daily. Trees, shrubs, and turf can all be watered less frequently for massive water savings."

A check of your system could save you money and hassle.

### Water in the morning or at night

Letting your sprinklers go during the hottest time of the day minimizes the benefit of watering. "Water evaporates quickly when the sun is high, so sprinkle when it's more likely to stay in the soil," said the National Resources Defense Council (NRDC). "And make sure you're watering your yard, not the sidewalk or driveway. A drip irrigation system works better than sprinklers, as it sends targeted amounts of water exactly where you want it. Check to see if you qualify for a rebate to make your irrigation system more water efficient."

### Mulch it

Mulch doesn't just make your yard look fresh, but it also helps keep moisture in. "Mulched gardens are healthier, have fewer weeds, and are more drought-resistant than unmulched gardens," said Good Housekeeping. For the best results, consider rubber mulch. "Rubber is a step up from the bark-like texture you're probably used to seeing," said HGTV. "Made from 100-percent recycled tires, rubber mulch is suitable to use on most landscapes. It has several benefits: a safe play surface for children, prevents weeds, does not attract insects and water and air can easily flow through it."

By Jaymi Naciri

Courtesy of Realty Times



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## Tips To Improve The Odds Of An Offer

Pay attention to the following important details for the best offer on your home:

**Price it right.** Set a price at the lower end of your property's realistic price range.

**Prepare for visitors.** Get your house market ready at least two weeks before you begin showing it.

**Be flexible about showings.** It's often disruptive to have a house ready to show at the spur of the moment. But the more amenable you can be

about letting people see your home, the sooner you'll find a buyer.

**Anticipate the offers.** Decide in advance what price and terms you'll find acceptable.

**Don't refuse to drop the price.** If your home has been on the market for more than 30 days without an offer, you should at least consider lowering your asking price.

*Courtesy of Realty Times*

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The NAHI Standards of Practice and Code of Ethics clearly state that members act as an unbiased third party to the real estate transaction and "will discharge the Inspector's duties with integrity and fidelity to the client." A reputable home inspector will not conduct a home inspection or prepare a home inspection report if his or her fee is contingent on untruthful conclusions.

The inspector should maintain client confidentiality and keep all report findings private, unless required by court order. That means it is your choice whether or not to share the report with others. If you're a seller, you don't have to disclose the report to buyers, but you must disclose any failure in the systems or integrity of your home.

5. Inspectors are not responsible for the condition of the home: Inspectors don't go behind walls or under flooring, so it's possible that a serious problem can be overlooked. Keep in mind that inspectors are not party to the sales transaction, so if you buy a home where an expensive problem surfaces after the sale, you won't be able to make the inspector liable or get the inspector to pay for the damage. In fact, you may not be entitled to any compensation beyond the cost of the inspection.

As a buyer, you need the home inspection to decide if the home is in condition that you can tolerate. You can use the report to show the seller the need for a certain repair or negotiate a better price. You can also take the report to a contractor and use it to make repairs or to remodel a section of the home.

One thing you should not do when buying a home is skip having the home inspected because of cost or undue pressure by the seller. A home inspection is reasonable, it can save you money in the long run, and it's required by many lenders, particularly for FHA loans. There's a reason why buyers should beware, and a home inspection gives you the information you need to make a sound buying decision.

*By Blanche Evans  
Courtesy of Realty Times*



## 5 Curb Appeal Tips Captivate Buyers

Sellers think once their home or condominium is listed online — perhaps with its own website — there's little left to do but wait for offers to pour in. Wrong!

Curb appeal is king. The work of drawing prospective buyers out of their cars and through the front door has just begun. Most buyers want to get inside a property before they'll make an offer, but if they don't like the home's exterior, they won't easily be enticed inside.

Properties that look great online — descriptions, dimensions, and video — still have to deliver curbside to be sold.

With condominiums, it's the building and grounds that draw buyers inside. The condominium board and management are tasked with keeping the street face, interior common space, and grounds looking great to retain building value. If litter, mess, or shabbiness is an issue, unit owners know who to talk to.

Homeowners must become their own "Curb Appeal Police," ready to be hyper-critical of every detail so the house shines in all respects — from the buyer's perspective!

**#1. Target Buyers:** Sellers want to attract those who will pay the most, but sellers do not automatically have a clear picture of this "who" they must win over. Ask your real estate profession to provide a profile of the buyers they are targeting in marketing and advertising campaigns. These details should help with curbside decisions of what to accent and what to minimize, and how to accomplish both efforts on budget and on time.

**#2. Not to Your Standard:** This can be a challenge for sellers who used their home as a canvas for their creative expression. Real estate professionals have learned that to attract significant qualified interest, buyers must see the home as a welcoming canvas for their own creative expression — often very different from the current sellers'. Input from the listing and staging teams will help

transform exterior surfaces and landscaping into a "buyer magnet." Check out design publications and sites, and drive by new homes and you'll discover that it's all about neutral shades, clean lines, and mimicking luxury properties. Combine the professional marketing expertise of the sales team with your knowledge of the property to pull this all together in an impressively-attractive package — a welcoming canvas.

**#3. Not "Tart Up" But "Smarten Up":** Curbside views should not be cluttered or over-grown. Garish colors and over-done front gardens send the wrong message. Striking a balance between standing out for buyers and not being radically different from the neighborhood is key. Enticing buyers out of their car and in the front door is the objective. Which curbside details or impressions will speak to the quality and opportunity of the house? Understanding the target buyer viewpoint is key here, so ask the listing team how this curb-appeal message would materialize for the buyers being targeted.

**4. Squeaky Clean Impresses:** Particularly in grimy urban areas, sparkling clean building facades and windows are impressive. Manicured gardens and well-maintained driveways are also stand-outs. Keep touching up and polishing until a firm offer is signed and sealed. Until then, too clean and fresh is impossible.

**5. Curb Appeal: Up To and Thru The Front Door :** The curbside first impression should continue to impress and welcome up to and through the front door to open on an immaculate, well-presented foyer. The welcoming first view into the home should speak to the home's quality and to the loving-care the home has received.

With a clear idea of the "who" you wish to attract and professional knowledge of how to make your home appear a welcoming creative canvas from curbside, you and the property are now ready. Ideal buyers will want to make an offer on real estate that reflects their dreams — not the sellers'.

*By PJ Wade  
Courtesy of Realty Times*

# Black Hills Events

## Movies Under The Stars

June 18 & 25, July 2, 9, 16, 23, & 30  
At Dusk (About 8:15 PM)  
Main Street Square, Rapid City

## Thursdays On The Square

June 21 & 28, July 2, 9, 16, 23 & 30  
6:00 to 9:00 PM  
Main Street Square, Rapid City

## Summer Nights

June 21 & 28, July 2, 9, 16, 23 & 30  
6:00 to 9:00 PM  
7th Street, Downtown Rapid City

## Black Hills Bluegrass Festival

June 22 - 24  
Kickstands Campground, Sturgis

## Mount Rushmore Rodeo

June 24 - 6:00 PM to 9:00 PM  
At Palmer Gulch  
12620 Hwy 244, Hill City

## Custer's Old Time Country Fourth Of July

July 3 - 4  
Custer

## 4th of July at Mount Rushmore

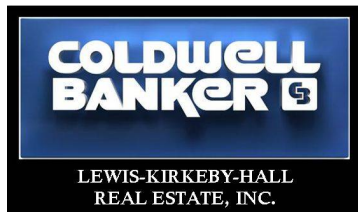
July 3  
All Day  
Mount Rushmore

## Independence Day Concert

July 4  
Main Street Square, Rapid City

## Information provided by:

[www.visitrapidcity.com](http://www.visitrapidcity.com)  
& [www.downtownrapidcity.com](http://www.downtownrapidcity.com)



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## Buyers Will Pay More For Smart Tech Features

Home buyers are willing to pay extra in order to have a smart home, according to several new studies. Network-connected thermostats, security devices, appliances, and lighting already installed in a home may help home owners sell their properties faster and for more money, reports The Washington Post on the studies' findings.

Fifty-seven percent of home shoppers eyeing older homes say they would consider them updated and more appealing if they had smart-home features installed, according to a survey of 1,250 American adults. Sixty-one percent of millennials say they would favor a home that had smart-home features; 59% of parents with children living in the house say they would too.

Another recent survey this year conducted by John Burns Real Estate Consulting also found Americans heavily favoring, and willing to pay extra for, smart-home features when shopping for a home. Sixty-five percent of nearly 22,000 home buyers surveyed said they'd be willing to spend more for a home with smart-home technology. More than half of those surveyed said they'd be willing to pay extra for interior and exterior security cameras, network-connected appliances, doorbells with text alerts and access to security cameras.

Some appraisers are making adjustments when comparing a smart home with a similar home that does not have such features.

*Courtesy of Realty Times*