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Hi David,

June is a busy month in so many ways.

Did you know that based on daylight hours, June has the longest days of the year? It also has the most marriages - and marriage proposals!

But as a homeowner, there are other things that make June particularly eventful. It's a popular month for landscaping, gardening and, especially, planning renovations. (Let me know if I can help you by recommending a contractor or service provider.)

June is also a popular month to look for a potential new home. Some people are just curious and want to check out what's available on the market. Other people, of course, are seriously planning to make a move, and could use some advice and help.

If you fall into either of those two camps, or even if you're somewhere in between, give me a call. I'd be happy to answer your questions and offer my help.

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**What's Memorable About Your Home?**

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Chances are, there is a characteristic of your property that everyone remembers, appreciates, and maybe even envies. It could be a spacious kitchen with an island and upgraded appliances... or a stunning backyard with a wrap-around deck and beautiful landscaping... or rustic hardwood floors that contrast with elegant, high-end ceramics.



Whatever it is about your property that people tend to like and remember, will also appeal to potential buyers. So, when listing your home for sale, make sure to emphasize that characteristic.

When buyers view homes, they tend to remember just one, or sometimes up to two or three features of each property. "Oh, that's the house with the large rec room and bar." Or, "That's the property with the gorgeous landscaping."

These are characteristics that help sell a property. Make sure you highlight them.

However, sometimes homeowners lose perspective of what is truly appealing about their property. Ask friends to tell you what features in your home make it appealing. You might be surprised by their answers.

As your REALTOR® I can help too. Call me.

## The Problem With "Stuff"

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The late comedian George Carlin used to have a routine called, "A place for my stuff." He was referring to the idea that, besides being a place to sleep and eat, the purpose of a home is essentially to store all the stuff you accumulate over the years.



That may or may not be true. But, if you're like most homeowners, you probably have a lot of stuff in your home... stuff in closets, and stuff in the garage.

That's just what happens!

The problem, however, comes when you try to sell your home. What may seem to you like a comfortable home office filled with supplies, office equipment, books and papers, may look to a buyer like an uncomfortable, small and cluttered space.

That's the problem with "stuff". Too much of it, and it gets in the way of buyers seeing and appreciating the great features of your home.

So, when you're selling your home, what do you do with all that extra stuff?

One solution is to have a garage or yard sale. (If you call it a "moving sale" you'll attract more buyers.) This is a great way to get rid of the things you don't need anymore – and, perhaps, make a few dollars!

Another solution is to give some of the items you don't need anymore to charity. There are many local organizations that can make good use of second hand clothing, furniture, and toys.

Finally, for all of the things you want to hang on to, but are cluttering up your home, consider renting a locker at a self-storage company.

One thing is for certain. The more spacious and comfortable each room of your home appears to potential buyers, the more likely it is that they'll see the true value of your property and become interested.

Want more tips for selling your home quickly and for the best price? Call me today.

## What's Great About Your Neighborhood?

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When potential buyers view your home, they are just as interested in the surrounding area as they are in the property itself. So, before listing your home on the market, it makes sense to think about your neighborhood and its key characteristics.



Here's a good way to do that:

Imagine a relative from out-of-town coming to visit. She may say that she likes your neighborhood, and wants to know what you enjoy most about living there.

How would you answer?

Would you talk about the friendly neighbors? Would you list the community events? Name all the local shopping? Describe the nice restaurants within walking distance? Or tell her about the local playground?

There are probably many things about your neighborhood that make it great. What are the top three? Those are probably characteristics of the area that most buyers will want to know.

Your neighborhood is a key selling feature of your property. I can make sure potential buyers understand its best features. That's why it's important to have me by your side, as your REALTOR®. Call today.

notable, quotable... quotes!

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*"One who smiles rather than angers is always stronger."*

Chinese proverb

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*“Vision without action is a daydream. Action without vision is a nightmare.”*

Japanese proverb

*“Nothing is inevitable, if we are paying attention.”*

Marshall McLuhan

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