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Hello,

The year is almost over and soon 2018 will officially arrive.

Although you may be very busy this month, you're probably spending some time thinking about what you'd like to do and accomplish in the coming year.

Perhaps you'd like to get some repairs done around your home, do some redecorating, or take the plunge into a new renovation project.

Alternatively, your plans may be more personal, and include taking a course, or planning an exotic vacation overseas.

Whatever your goals and dreams are for 2018, I wish you all the best in achieving them.

If any of those aspirations have to do with your home, give me a call. I may be able to help.

Warmest wishes to you and your family. I look forward to staying in touch in the New Year.

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**How Much Would Your Home Sell for Today?**

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If you're considering selling your home soon, you will want to know how much it is likely to sell for in today's market. Even if selling is the furthest thing from your mind, you may be curious to know how much your property is worth.

How can you find out? Ask me.



As your REALTOR®, I will look at a variety of characteristics to determine the current market value of your home. These will include the number of bedrooms/bathrooms, the condition of the kitchen and other rooms, the type/style of the home, the location and neighborhood. These characteristics will then be used to identify similar homes in the area and determine how much they have sold for recently.

Interested in finding out how much your home would sell for in today's market? Call me today.

## How Long Does It Take to Find a New Home?

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If you're planning to look for a new home sometime in the future, you may be wondering how long the process will take. How much time should you set aside for viewings? How many of the listed homes should you see?



One factor that impacts the home shopping process is how clearly you know what you want.

For example, if you're certain you want a three bedroom backsplite, in an upscale neighborhood, then the process is going to be fairly simple. You're just going to view properties that closely meet those criteria.

But if you're the kind of person who simply says, "I'll know it when I see it", then you'll need to look at several homes on the market. That means carving out plenty of room in your schedule for viewings.

As your REALTOR®, I can help you understand what's available on the market and which homes are worth seeing. I can also help you determine how long the process will likely take, and show you ways to make the process go more quickly and smoothly.

## Goal Setting Tips from the Motivational Masters

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This is traditionally the month in which people set goals for the following year. But, unfortunately, most people who set goals - especially New Year's resolutions - never achieve them.



How do you beat the odds? Here is the rundown of what the most popular experts advise.

Tony Robbins recommends that you, "Decide what you're absolutely committed to achieving, take massive action, and notice what's working or not. Then, keep changing your approach until you've achieved what you want."

Jack Canfield, co-author of the Chicken Soup For The Soul series, says, "Write your goals down in detail and read that list every day. Then ask yourself, what can I do today to move closer to achieving one of my goals?"

When you're feeling discouraged, motivational guru Zig Ziglar provides this simple truth: "You do everything better when you're thinking positively than when you're thinking negatively."

And, although most are not superstar authors, social scientists who study goal achievement recommend that you focus on no more than five goals at a time, and mix performance goals such as “Lose 10 pounds” with learning goals such as “Learn how to cook five new nutritious meals.”

So, set a goal and achieve it. This is your year!

## notable, quotable... quotes!

*“Success doesn’t come to you. You go to it.”*

Marva Collins

*“Success is the sum of small efforts, repeated day in and day out.”*

Robert Collier

*“Whatever the mind [of a person] can conceive and believe, it can achieve.”*

Napolean Hill

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