



**Rick & Karey Kendrick**  
Chasewood Realty, Inc.

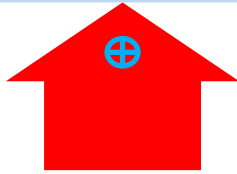
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# MARKET WATCH

*Real Estate News for those on the Move*

September

## Empty Nesters: How to Know When it's Time to Sell the Place You Call Home

Are you an "Empty Nester" who needs a home for the future? Is it time to downsize or to move into another home more suitable for your glorious retirement years?

Like thousands of residents in our area, you may be discovering that after years of non-stop child traffic in and out of your doors, toys on the floor, music floating throughout, suddenly you can hear a pin drop over the quiet hum of the refrigerator. Your rooms are filled with pictures and memories of this wonderful time of your life, but there are many empty rooms gathering dust now that your children have moved on. The freer years ahead are exciting ones to look forward to, and it's time for you to move on as well.

If you find yourself in this situation, you're in vast and good company. And what that means is that there are many wonderful opportunities for you to create this new chapter in your life...if you know what is takes to get the most out of the equity you've built up in your current home.

To help you understand the issues involved in making such a move, and how to avoid the 9 most common and costly mistakes most Empty Nesters make, a new report called "Empty Nester: How to Sell the Place You Call Home" has been prepared which identifies these issues, and shows you how to steer clear of the mistakes that could cost you literally thousands of dollars.

**To hear a brief recorded message about how to order your FREE copy of this report call toll-free 1-866-274-7449 and enter 4013. You can call any time, 24 hours a day, 7 days a week.**

Get your free special report NOW to find out how you can fly your empty nest with the most cash in your pocket.

## DISCOVER 3 WAYS TO SAVE THOUSANDS WHEN YOU BUY A HOME

If you're like most homebuyers, you have two primary considerations in mind when you start looking for a home. First, you want to find the home that perfectly meets your needs and desires, and secondly, you want to purchase this home for the lowest possible price.

When you analyze those successful home buyers who have been able to purchase the home they want for thousands of dollars below a seller's asking price, some common denominators emerge. While the negotiating skills of your agent are important, there are three additional key factors that must come into play long before you ever submit an offer.

This topic has been the subject of extensive analysis by Industry Experts, and a summary of their findings, and a specific step-by-

step purchase plan for homebuyers, can be found in a new special report called "Homebuyers: How to Save Thousands of Dollars When You Buy".

This free report outlines the psychology of how a seller sets their asking price, and gives you 3 simple steps to follow, before you even set foot in a seller's home, which could help you to successfully slash thousands of dollars off the price of the home you want.

**To hear a brief recorded message about how to order your FREE copy of this report call toll-free 1-866-274-7449 and enter 4014. You can call any time, 24 hours a day, 7 days a week.**

Get your free special report NOW to find out how you can save thousands of dollars when you buy a home.

### UPSCALE HOMES

Luxury homes, affordable financing, premium locations. Receive a Free list w/ pics.

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### How to Sell Your House Without an Agent

Free Report Reveals "10 Inside Tips" to selling your House by yourself.

Free recorded message  
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### HOMES UNDER \$150,000

Affordable, bargains. Free list w/pics of homes for sale.

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### BEST HOME LOANS

Super-Low Downpayment Loans Before You Start Shopping for a Home. Free Report reveals fool proof plan to get best financing rates

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### FREE HOMESSELLER'S MARKETING KIT

This remarkable kit has helped dozens of area homesellers save thousands of dollars and countless headaches. Now you too can maximize your home's salability with this Homeseller's Marketing Kit. **The kit contains:** a **Free Special Report** revealing 27 Valuable Tips to Sell Your Home Fast and for Top Dollar and a **Free Video** that shows you how to "Price and Prepare Your Home for Sale". To order any time, 24 hours a day, simply call **1-866-274-7449 ID #4028**. We'll mail you your free marketing kit at **NO CHARGE** and **WITHOUT OBLIGATION**.

IT'S

**YOUR**

MOVE

## Homesellers: Discover How You Can Get Your Asking Price

When you decide to sell your home, setting your asking price is one of the most important decisions you will ever make. Depending on how a buyer is made aware of your home, price is often the first thing he or she sees, and many homes are discarded by prospective buyers as not being in the appropriate price range before they're even given a chance of showing.

Your asking price is often your home's "first impression", and if you want to realize the most money you can for your home, it's imperative that you make a good first impression.

This is not as easy as it sounds, and pricing strategy should not be taken lightly. Pricing too high can be as costly to a homeseller as pricing too low. Taking a look at what homes in your neighborhood have sold for is only a small part of the process, and on it's own is not nearly enough to help you make the best decision. A recently study, which compiles 10 years of industry research, has resulted in a new special report entitled "Homesellers: How to Get the Price You Want( and Need)". This report will help you understand pricing strategy from three different angles. When taken together, this information will help you price your home to not only sell, but sell for the price you want.

**To hear a brief recorded message about how to order your FREE copy of this report call toll-free 1-866-274-7449 and enter 4016. You can call any time, 24 hours a day, 7 days a week.**

Get your free special report NOW to learn how to price your home to your maximum financial advantage.

## HOMESELLERS: FIND OUT WHAT THE HOUSE DOWN THE STREET SOLD FOR

Taking a look at what homes in your neighborhood have sold for is a great way to educate yourself on the marketplace. Knowing what a nearby home sold for can help you determine what your home might sell for if you decided to put it on the market.

We can give a head-start by giving you privileged access to a FREE computerized printout of recent Home Sales and Current Listings mailed to you at **No Cost or Obligation**. This is critical information that you must have weeks before you put your home up for sale.

**To hear a brief recorded message about how to order your FREE copy of this report, call 1-866-274-7449 and enter ID#4041. You can call any time, 24 hours day, 7 days a week.**

## INFORMATION CORNER

Valuable **FREE** reports for Buyers and Sellers e-mailed or mailed to you at no cost or obligation. Call anytime, 24 hours a day: **1-866-274-7449** and **enter the ID#** of the information that you would like to receive.

### BUYERS

**SAVE THOUSANDS.....**Find out how you can save thousands of dollars ID #4014 when you buy a home

**STOP PAYING RENT.....**Learn how not to pay your landlord's mortgage ID #4001

**AVOID 6 COSTLY ERRORS WHEN MOVING TO A LARGER HOME AND** ID #4004

**SAVE THOUSANDS.....**Six strategies when moving up

**10 BEST BUYS HOT LIST.....**Receive a FREE list of the most current Best ID #4040 Buys in your desired location and price range

**9 BUYER TRAPS.....**How to avoid these common traps that could cost ID #4018 you the home of your dreams

### SELLERS

**10 QUESTIONS TO ASK BEFORE HIRING A REALTOR.....**Don't hire an ID #4006 agent before you read this free report

**COSTLY HOMESSELLER MISTAKES.....**Learn how to avoid these com- ID #4000 mon mistakes and save yourself thousands of dollars when you sell

**HOW TO SELL YOUR HOME WITHOUT AGENT.....**10 insider tips to ID #4017 selling your own home which will help you sell for the best price

**HOW TO AVOID COSTLY HOUSING MISTAKES BEFORE AND AFTER A** ID #4009 **DIVORCE.....** Divorce is rarely easy and often means difficult decisions

**EMPTY NESTERS.....**How to know when it's time to sell the place you ID #4013 call home

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## Summary Statistics | Palm Beach County August 2016

	Aug-16	Aug-15	% Chg	2016 YTD	2015 YTD	% Chg
Months of Inventory	4.67	4.53	3.09	5.06	5.19	-2.50
Average List Price	\$786,111	\$662,070	18.74	\$554,054	\$500,077	10.79
Median List Price	\$345,000	\$289,900	19.01	\$282,500	\$254,900	10.83
Average Sale Price	\$364,379	\$322,080	13.13	\$371,888	\$342,992	8.42
Median Sale Price	\$256,840	\$220,000	16.75	\$241,200	\$220,000	9.64
Average CDOM	74	74	0.00	N/A	N/A	N/A
Median CDOM	37	37	0.00	47	46	2.17