

THE MONTHLY BUGLE

The Official Newsletter of Coldwell Banker Antlers Realty, Inc.



**COLDWELL
BANKER**

**ANTLERS
REALTY, INC.**

Why Spring Is the Best Time To Sell Your Home

Traditionally, spring brings an influx of eager home buyers into the market, and that isn't likely to change in 2024. With the holidays behind them and tax refunds in hand, people can be ready to make significant life changes – including finding a new home. This convenient timing can also give those new homeowners the summer to settle in before the kids start back at school. Plus, the increased housing demand in March, April and May often leads to quicker sales and more favorable offers – another big pro for home sellers in the coming months.

If you do sell this spring, consider the benefits of working with a professional – specifically a Coldwell Banker® agent. From understanding the intricacies of your local real estate market to navigating the competitive spring selling season, they'll have you covered. Plus, their expert marketing includes professional photography, targeted online advertising and more.

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Elevate Your Home's First Impression

Written by Kimberly Quevedo of CBBlueMatter

When making a lasting impact, your home's curb appeal is the first thing that catches the eye. Whether you're looking to sell or want to enjoy a welcoming entrance this spring, these tips will help you spruce up the exterior charm of your home.

A Splash of Color Matters

A simple touch can make a huge impact. One of the quickest ways to freshen up a space is to introduce a bold or complementary color for the exterior palette. You could be trendy and add a splash of Upward, Sherwin Williams 2024, color of the year to your front door or include accents to infuse pops of pizzazz.

Lush Greenery for the Win

Don't underestimate the power of greenery and well-maintained landscaping. Plant colorful flowers, trim overgrown bushes and add potted plants to create a vibrant, inviting atmosphere. Additionally, placing hanging window box planters is a great way to create a visual separation for more intimate outdoor areas.

Lighting Sets the Mood

Illuminate your entryway with stylish outdoor lighting fixtures to add sophistication and create a warm nighttime ambiance. From the garden and pathways to water features and strategically placed motion wall lights, there are so many ways you could spark a mesmerizing allure after the sun goes down.

Upgrade Your Mailbox Game

Your mailbox can express your home's personality, and replacing it with a stylish one that complements your home's architecture can make a big difference. From revamping the materials of the post to granite, brick masonry or tree-branch wood to surrounding it with planters or lighting, the mailbox opportunities are endless.

Statement House Numbers

Prominent, easy-to-read house numbers in a style that aligns with your home's aesthetic can add a touch of personality. Consider different materials, placements and surrounding finishes when deciding what will work with your home's unique architectural style.

Clean and Tidy Walkways

Pressure-wash your entry paths, repair cracks or add decorative stones for an extra expression of inviting elegance. It may seem daunting, so prioritize must-fix and mostly seen spaces. Also, you should consider walking through your property to make a list of the areas that need a little TLC.

Charming Furniture and Décor

Create a cozy outdoor space with a bench or welcoming lounge chair to make your home stand out. Whether it is on your porch or backyard patio, you'll want to consider its durability against weather and comfort. You can extend your living space to a beautiful nature-centered oasis.

Front Porch Appeal

A great way to weave in a creative flair that sets the tone for the interior is to extend décor to the front porch. Add cushions, throws, a decorative wreath or monograms to establish an inviting ambiance.

The little details make the difference – let your home's outdoor space shine.





TBD Road 8VE, Clark, WY



With clear views of the Beartooth Mountains, this pristine 89-acre property with 2,175 ft. of river frontage is located directly across from the Game and Fish hatchery on the Clarks Fork River. With plenty of building sites and abundant pasture, there is plenty of room for livestock, crops, or your new home. It is rich with numerous wildlife species and blue ribbon fishing, with approximately 50 acres of irrigated ground. All acreage is approximate and subject to survey before closing. Irrigation fees are to be determined as well.

MLS#: 10022475



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FOR SALE

Industry Highlight

What Buyers Truly Need

Focus should be on inventory—not on jeopardizing the consumer experience.

Last year was one of the best performances for new-home sales, yet it was the worst for existing-home sales since 2008. New-home sales were lifted by a 33% increase in inventory and by builders constructing homes at lower price points. Existing-home sales, by contrast, were hindered by an inventory that’s around half of pre-pandemic levels. Despite higher interest rates, one-third of existing homes for sale received multiple offers, meaning multiple unhappy buyers left empty-handed.

Consumers who succeeded in the transaction were certainly content with their professional representation. A super-majority, 75%, indicated in NAR’s latest Profile of Home Buyers and Sellers that they would definitely use the same agent in the future; another 15% indicated “probably.” The figures are consistent with previous years. That’s why so many of our members say referrals are a top business source. Meanwhile, their clients have done quite well over the years; the typical homeowner’s median net worth is nearly \$400,000.

Since the year 2000, there have been 127 million existing-home sales. Extrapolating, that’s 114 million content buyers. As with any business, there will always be unhappy customers who will take their business elsewhere the next time. That’s why, in a competitive industry, some businesses fail and new competitors enter. Over 100,000 new agent-entrepreneurs joined NAR in 2023, and just as many left the business. With more than 200,000 brokerages in the U.S., consumers are free to choose fee-for-service, full-service or any alternative including do-it-yourself.

Rather than acknowledging the competitiveness of the industry, some lawyers want to take it to court over cooperative compensation. These lawyers throw around the term “cartel,” though there’s no evidence that collusion occurred, and collusion among so many competitors would be impossible. Who stands to be hurt most by these lawsuits? Consumers, especially first-time and first-generation buyers.

Pick-up in First-Timers

First-time buyers traffic made up 31% of sales in November, up from 28% in October 2023 and November 2022. NAR’s *Profile of Home Buyers and Sellers* revealed that the first-time buyers’ annual share was 32%.

Supply & Demand

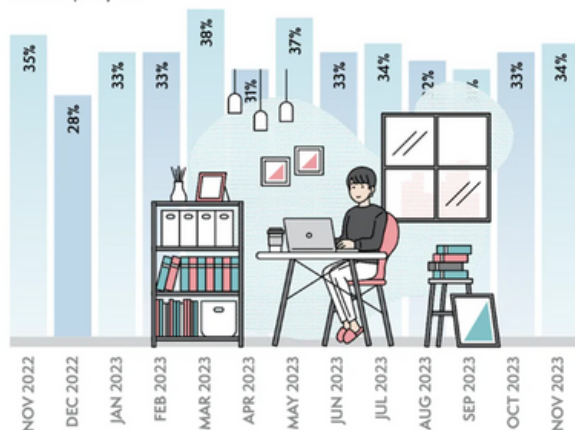
All trend lines are national from **November 2022** to **November 2023**.



SOURCE: NAR

Work-from-Home Demand Steady

Thirty-four percent of REALTORS® reported they had home buyers looking for work-from-home features in November, up from 33% in October and slightly down from a year ago. This percentage has remained relatively stable over the past year.



Top 5 Home Renovations with the Best Return on Investment

Well-planned home renovations can really enhance your home's appeal and amp up its price when it's time to sell. But not all improvements bring a hefty return on investment (ROI). Knowing the most promising updates can help strategize your revamping efforts for an attractive sale. Read on for a rundown of the top five home improvements likely to supercharge your property's resale value.

Kitchen Upgrades

A modern, functional kitchen can impress prospective buyers and significantly boost your resale value. But a complete remodel isn't always necessary when you're looking for a sizable ROI. If your kitchen already has a good layout, work with what you have and make strategic changes. Key renovations to consider include new countertops, an updated backsplash, a fresh coat of paint, and high-end appliances.

Bathroom Remodels

Bathroom updates are next on the list of top ROI home renovations. Your efforts here can range from replacing dated fixtures to a more comprehensive refresh, including a new soaking tub or a sleek walk-in shower. But before you pencil in a new skylight and heated floor tiles, consider every tweak's necessity and potential upside, as bathroom work – like kitchen updates – can quickly become expensive.

Hardwood Flooring

There's no question about it – adding or refinishing lackluster hardwood flooring can significantly enhance the value of your home. This type of flooring offers a timeless look that harmoniously blends with various design styles. Besides their aesthetic charm, hardwood floors are sturdy, easy to clean and healthier due to the absence of trapped allergens often found in carpets. Buyers are consistently willing to pay more for a house with hardwood, making this upgrade a wise choice if you can swing it.

Eco-Friendly Improvements

Energy-conscious renovations have been in vogue for a while now. An energy-efficient home attracts a broad range of buyers and contributes to a greener, healthier environment for everyone. Energy-saving windows, LED lighting, Energy Star-certified appliances, higher-rated insulation, an updated HVAC system and solar panels can offer a higher selling price point and significant cost savings for the homeowner.

Adding an extra room or an outdoor living space

Expanding your total livable space can add considerable worth to your home, whether it's a finished basement, attic or flex space. An additional bedroom or an office are always in demand, especially in this work-from-home era. If expanding indoors isn't feasible, transform your outdoor area into a relaxing second living room. A deck or patio can be an enticing bonus for buyers looking for more usable square footage at the property. Swanky garage conversions can also provide extra room year-round with unique appeal.

The right home upgrades can substantially increase your property's value. However, balancing your renovation budget with the prospective benefits is crucial. In addition to this list, research your market and pay attention to what features the top-selling homes in your area offer. Consulting a real estate professional can also help you make informed decisions and optimize your home renovations for the best ROI.



COMMUNITY CONNECTION

50TH ANNUAL SOROPTIMIST WINE TASTING EVENT

Soroptimist of Cody *Cheers to 50 years!*
presents

50TH ANNUAL WINE TASTING PARTY
GOLDEN GALA

9 March 2024 **CODY AUDITORIUM** **6pm - 9pm**

\$40.00 Advance
\$50.00 Day of Gala

RAFFLE TICKETS - \$25.00/EA
Winner gets choice of one:

FARMHOUSE LUXURY in NAPA VINEYARDS
3-Night Weekday Stay for 2 at The Setting Inn, The Setting Wine Tasting, Schramsberg Cave Tour & Tasting, Culinary Institute of America experience, 3-Night Stay for 2 people (Dec - June), includes \$500.00 cash - Airfare not included.

or

FERRARI FANTASY
Ferrari Test Drive & Museum Visit, Balsamic Cellar Visit with Lunch, 3-Night Stay (in 4-star Hotel) for 2 in Modena (Italy) - Airfare not included.

or

\$2,000.00 in CASH!

Soroptimist International of Cody is a service organization whose mission is “Improving the lives of women and girls through programs leading to social and economic empowerment”.

We feel our historic ability to give funds annually to non-profit groups in Park County and the Big Horn Basin should continue with whatever limited funds we can share.

Our members have provided service and funding to our community, and to Soroptimist International of the Americas projects, for 50 years!

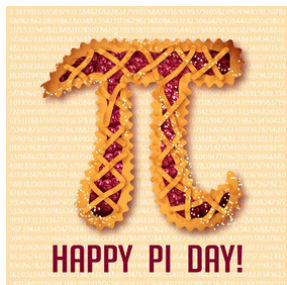
Gala Event Tickets available at - Legends Bookstore, First Bank, Pinnacle Bank, or ‘will-call’ online at: codysoroptimist.org or from any Soroptimist member.



48th Annual Wine Tasting Party - 2022

Did you Know?

85% of real estate agents report that staged homes sell three times faster than non-staged properties. Make sure that you showcase each room by clearing the space and increasing natural light.



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