

THE MONTHLY BUGLE

The Official Newsletter of Coldwell Banker Antlers Realty, Inc.



COLDWELL BANKER

ANTLERS REALTY, INC.

EXPLORE WHAT'S INSIDE THIS ISSUE:

- Low-Cost Ways to Boost Fall Curb Appeal - 2*
- 52 Park Dr. Cody - 3*
- Industry Highlight - 4*
- 6 Reasons to List Your Home During the Holidays - 5*
- Community Connection - 6*

Fall Home Maintenance Tips

Clean Gutters and Downspouts.
Clear leaves and debris from gutters and downspouts to prevent flooding and freezing around your foundation.

Check Your Roof for Signs of Damage.
Carefully check your roof for signs of leaks or other damage. Fall is a good time to hire a professional to perform a roof inspection.

Check Furnace Filters.
Inspect your furnace and replace the furnace filters.

Test Smoke and Carbon Monoxide Detectors.
Test all smoke and carbon monoxide detectors. It's best to replace batteries annually. A good reminder is when daylight savings time ends in November.

Prep Your Lawn.
Rake leaves, fertilize and aerate your lawn, so you are prepared when spring arrives.

Store Hoses.
Remove hoses from spigots. Drain and store them indoors, ensuring they are coiled and flat.

Swap Window Screens for Storm Windows.
Remove screens and install storm windows. Clean and repair screens before storing them in the basement or garage.

Clean Windows and Doors.
Clean windows and any sliding door tracks to ensure they operate smoothly all year long.

Stock Up on Wood or Pellets.
If you have a fireplace or woodstove, it's a good idea to stock up on wood or pellets during the fall months before winter hits.

Drain Gas From Yard Equipment.
Empty gas from your lawn tools before winter arrives. Gasoline can damage rubber parts if it's left in equipment.



Low-Cost Ways to Boost Fall Curb Appeal

Written by Michel Smith of CBBlueMatter

Ah, the power of an inviting outdoor façade! If you're selling your home, it's important to set the right tone outside so shoppers know to expect a fantastic interior. But it's also just fun to enjoy the warm fall fuzzies when pulling in your own driveway. Here are some fall curb appeal ideas that are easy to pull off.

Visit the Pumpkin Patch

Head to the nearest pumpkin patch and choose your favorites! You can flank your doorway with a few or get creative arranging clusters of pumpkins and gourds in various shapes, sizes and colors. You can dress up the display and add height by mixing in hay bales, crates or decorative baskets. For more bursts of fall color, you can also add gourds to other landscape areas such as gateways and gardens.

Plant Autumn Flowers

Mums, pansies and asters are excellent choices for fall. They can be planted in the front areas of plant beds for instant fall interest. You can also display them in pots or window boxes to add vibrant touches. While technically not flowers, other striking options include ornamental kale and cabbage.

Add Hardy Grasses

Along with annual plants, fall is a great time to incorporate switchgrass, fountain grass or blue fescue into your landscaping. These additions introduce texture and movement to your garden and can withstand cooler temperatures.

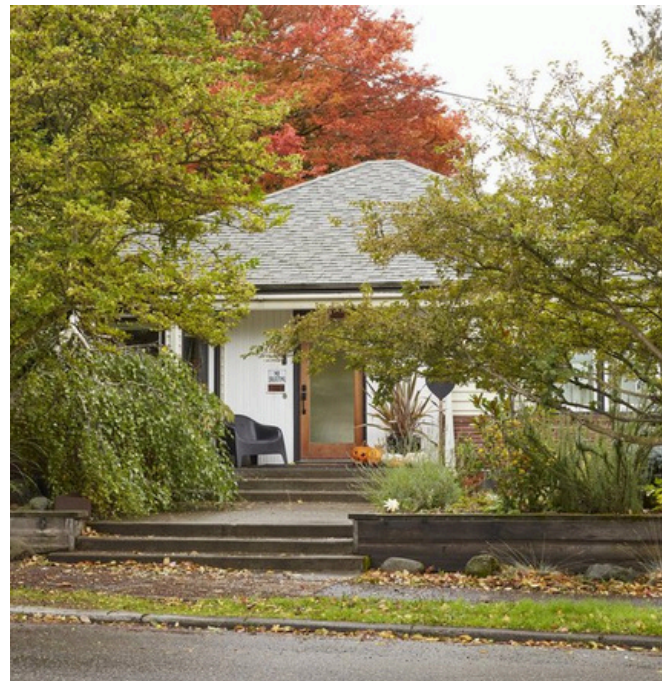
Highlight the Front Door

With cooler temperatures, fall is an ideal time to give your front door a fresh coat of paint. Choose a bold color to make a statement. Create a warm welcome by hanging a seasonal wreath made of natural materials like berries and twigs, along with touches of autumn foliage. You can also swap out your summer doormat for one with a fall theme or greeting.

Illuminate Your Landscape

Fall brings shorter daylight hours, so why not brighten up your landscape and highlight your home's best features. Guests will appreciate the glowing welcome! Use spotlights to accentuate specific areas, such as driveways or large trees. Solar stakes are a good way to illuminate a walkway and come in a variety of styles and price ranges. As a bonus: Landscape lighting enhances security.

Welcome fall with open arms and enjoy the year's most colorful season. Try one or all of these affordable ways to make the most of autumn and showcase your home.





52 Park Dr. Cody



2 Bedrooms 2 Baths 2,556 sq. ft. 3.09 Acres

This is the PERFECT property for those are that searching for the simple life, full of outdoor adventure, peace, tranquility and privacy! This rare offering consists of TWO separate lots being sold together, beautifully set up for the horses, chickens, boats, RV's and you! Home, with custom milled siding, is comfortable and inviting, complete with pellet and wood stoves, hot tub, ample closets, pantries, hidden gun storage, vaulted ceiling and breathtaking views just made for relaxing. Outside you will find numerous shops, a greenhouse, corral, freshly paved drive, tack building, hay storage, chicken coop, kennel and more. The owner is currently installing a pond water feature to make the oasis complete! And make sure you check out the custom finished heated garage, perfect for your collector car. Fully irrigated and fenced (even has the underground dog fencing), with end of the road privacy and the most jaw dropping views to be found. Just a stones throw to river access (private for the subdivision) and miles and miles of Forest Service public lands for exploring, hunting and fishing. Check out the owners document regarding the unique history on this one of a kind property. It's time for you to experience the joy of what living in the West is truly about!

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FOR SALE

Industry Highlight

Real Estate's Sluggish Summer Will Give Buyers a Jump in the Fall

High mortgage rates put the real estate market in a slump in the final month of summer—but, they could also provide a runway for buyers to jump into a less competitive market in the fall. Homes spent 53 days on the market in August, the longest time for the month in five years, according to Realtor.com® data. There were also a staggering 19.3% of listings with price cuts, the highest level for the month in five years.

It's not all bad news, though, and it means that buyers can now take their time shopping for a new home in the fall. And there might be a silver lining for sellers as well.

What happened in August?

The record slowdown in August can be firmly blamed on high mortgage rates. The Federal Reserve's mid-September policy meeting is quickly approaching, and rates are expected to drop. (While the Fed doesn't set mortgage rates, the two numbers often move in the same direction.)

Realtor.com economists predict rates will fall to 6.3% by the end of 2024. And once rates drop, expect the market to kick up a notch.

Housing stock will increase this fall

A not-so-buyer-friendly thing that happened in August? New listings fell.

Home sellers pulled back, with 0.9% fewer new homes listed on the market compared with last August, marking the first negative reading in nearly a year.

However, as rates tumble, more homeowners might finally be willing to part with their existing low rates and put their homes on the market.

"There's a stalemate in the marketplace due to the higher differential of 2024 interest rates versus 2021 interest rates," says Jeff Lichtenstein, broker and owner of Echo Fine Properties in Palm Beach Gardens, FL. "That 4% spread has homeowners holding on to the current rate like Gollum held onto his precious ring in 'The Lord of the Rings.'"

Indeed, a recent Realtor.com analysis found that 86% of homeowners have mortgage rates below 6%—so many feel "locked in" until rates dip.

Market pace is expected to pick up

In August, homes lingered on the listing pages for nearly a week longer than was typical last year.

Even though falling rates could bring a slew of home shoppers back to the market, that doesn't necessarily mean houses will instantly start selling like hotcakes.

In fact, the presidential election just might make some buyers hold off until Inauguration Day 2025.

Home prices could see a bump in the fall

When mortgage rates take a dip, competition ramps up, and so do prices, since bidding wars will likely resume, according to Jason Gelios, a real estate agent with Community Choice Realty in Southeast Michigan.

But buyers offering the asking price won't happen right away. In the fall, "you will have a slight increase in confidence from both homebuyers and sellers," says Gelios. And that, in turn, might bump prices up slightly.

Sellers will need to stand out

High home prices and low housing stock have supported a seller's market for years now, but that might be on the brink of change. "The data reflects that buyers are pickier in the housing market today, and sellers have to adjust in order to stand out," says says Realtor.com Chief Economist Danielle Hale.

This might mean slashing prices further, upping curb appeal, and remaining patient for offers. "Gone are the days when sellers just had to put a sign in their yard and have multiple offers," says Christine Dupont-Patz, broker associate and co-owner of Re/Max of Cherry Creek in Denver.

Buyers, Save your searches!

Fall could be frustrating if you're a home shopper with specific needs. It might seem like you're looking at the same homes over and over.

Buyers can channel this frustration to reevaluate their must-have versus nice-to-have list and then use these findings to save a specific real estate search.

"They'll be notified when listings that meet their criteria hit the market, and they won't be distracted by homes that just aren't a good fit," advises Hale.

The growing number of homes for sale and the potential for further mortgage rate declines on the horizon might mean that buyers feel less pressure to buy now or else miss the opportunity entirely.

"While this may mean slower market sales activity, it likely also means shoppers who do buy in this environment have more time to make decisions and may feel more confident in their purchase if they choose to make one," says Hale.

6 Reasons to List Your Home During the Holidays

Sellers, take note and embrace the holiday joy! If you're planning to list your home this season, early fall is the perfect time to prepare your home for the market. You'll face less competition and buyers will be highly motivated to settle into new digs in time to ring in the new year.

1. Less Competition

During spring and summer, there are historically more homes on the market. During the holidays, there are typically fewer listings, making it easier for your home to really stand out and shine to potential buyers.

2. More Serious Buyers

Amid the hubbub, people are extra busy gift shopping and attending celebrations. Consequently, you're not likely to get many just-looking buyers. Anyone home shopping during the holidays will be more focused and more likely to make a strong initial offer.

3. End-of-Year Financial Advantages

Finalizing a home sale before the end of the year can provide potential financial benefits, such as deductions on property taxes, mortgage interest and other home-related costs.

4. Job Relocation Season

Since January is a common window for job relocations, buyers may need to settle into a city and home by the end of the holiday season. Your home may be the answer to their relocation prayers!

5. Faster Closings

Since everyone is busy decking the halls, buyers and sellers will both be interested in moving things along expeditiously. And because all the professionals involved for a sale will have fewer closings on their plate, your transaction will get even more attention.

6. Cozy Vibes

While winter weather can be daunting, nothing beats coming in from the cold to a warm, cozy home adorned for the season. Just turn up the heat, have a yummy treat in the oven and be sure to keep your sidewalks clear of snow and ice. Along with your festive outdoor lights, you'll appeal to buyers' sentimentality with all the decorative touches.

Listing your home during the most festive time of the year can lead to more serious and qualified buyers – and a fresh start for the new year. Contact your local Coldwell Banker® agent to get a jump start on listing your home in time for the holidays.



COMMUNITY CONNECTION

REALTOR® OF THE YEAR

Congratulations to Rick Brasher for Outstanding Local Realtor® of the Year!

For 20 years, Rick has promoted best practices among peers, mentoring new agents, sharing knowledge and experience, and fostering a collaborative environment where ethical and professional standards are prioritized. By working closely with other offices' responsible brokers, he helps ensure the greater good of the community and the NWBOR, contributing to the overall improvement and reputation of the industry.

Rick's active involvement in the local board is exemplified through his dedication to its members. As the current board president, Rick plays a pivotal role in steering the association towards its goals. His leadership and collaborative efforts ensure that the board operates smoothly and effectively.

Rick served as the president of Wyoming's Forms Committee for two years, following his tenure as a committee member. His leadership and active participation in this crucial committee demonstrate his commitment to improving real estate practices at the state level.



"I have had the privilege of working for and with Rick for the past five years, during which he has been an exceptional mentor and teacher. His guidance and support have been invaluable to my professional growth.

This office stands out from any I have worked in before, characterized by a unique spirit of collaboration and camaraderie that spans years of friendship in an industry often focused on individual achievement.

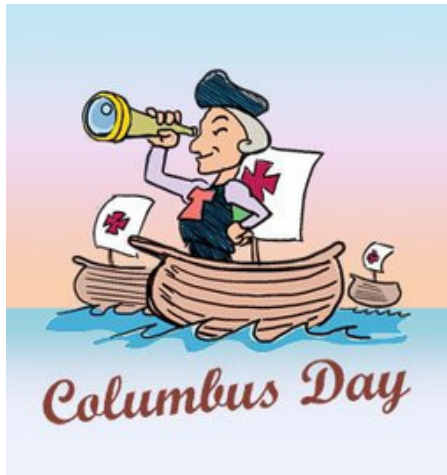
Everyone here genuinely strives to work together, creating a supportive and cohesive environment that is truly remarkable. I don't think this would be possible without Rick's exceptional leadership." - Gena DeLaMater



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Did You Know?

This year, the median number of days that a property was on the market before an offer was accepted is 40.



Zuppa Toscana



PREP TIME
20 MINS

COOK TIME
4 HOURS

Ingredients:

- 1 lb ground hot Italian sausage
- 1 Tbsp fresh minced garlic
- 1 chopped yellow onion
- 4 diced russet potatoes
- 1 pinch salt, to taste
- 1 pinch black pepper, to taste
- 4 cups chicken broth water, see recipe instructions
- 1 bunch kale, stems removed and torn into bite-sized pieces
- 3/4 cup heavy whipping cream
- 1/4 cup shredded Parm cheese

In a **skillet** over medium-high heat, brown and crumble hot Italian sausage, about 5-8 minutes. Add onion and garlic and cook for an additional 2-3 minutes or until some of the onion begins to turn translucent (no need to cook onion completely at this point). Drain grease from skillet.

In a **crook pot**, add cooked sausage & veggies plus the diced potato. Season with salt and pepper, to taste. Pour chicken broth on top. There should be enough broth to cover the tops of the potatoes; if there isn't, add up to 2 cups water so potatoes are covered.

Gently stir ingredients, cover crock pot, and cook on LOW for 5-6 hours or on HIGH for 3-4 hours.

Remove lid from crock pot and add kale and heavy whipping cream, then stir to combine.

Cover crock pot and cook on HIGH for another 30 minutes.

Serve Zuppa Toscana immediately with shredded Parmesan cheese as garnish.

Recipe provided by Homemade Hooplah



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