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Real Estate Update™

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"An educated prospect makes our best client"

PREMIER PLUS Realty

How Much Does a Pool Add to the Sale Price of a House?

Questions that are often asked of real estate agents by homeowners who have pools include how much can be added to the sale price and whether the costs of installing a pool can be recouped in a property sale.

The answers depend on several factors, which we will discuss here, but generally the answers are not what sellers want to hear. But they can be good news for buyers.

That's because whilst homes can appreciate in value, pools do not. A pool is like a motor vehicle – once it has been used, its value starts depreciating, and a pool that is more than 10 years old would have almost no value at all in a real estate transaction.

Of course, t here are exceptions to that general rule. A well-constructed concrete pool using high-quality materials in a high-end property, and which has been well maintained throughout its life, is still going

Staging Tips for Selling to Specific Target Markets

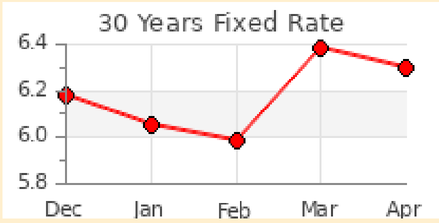
For so long, we've been told to keep everything neutral when selling our home to appeal to the widest base. But what if we don't need to?

To differentiate your home today, you may need to think like a model home interior designer. When you walk through a model, it's very clear who they think their buyer is. One home features a train theme in the bedroom that screams little boy. Another is merchandised for a millennial couple through and through. In yet another model, there is no sign of children; instead, there's a wine room where the play room would be. And the downstairs bedroom has been decorated as a warm and inviting guest space.

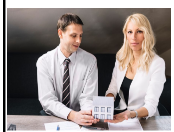
You can apply these ideas to your

Mortgage Rates
U.S. averages as of August 2026:

30 yr. fixed: 6.66%
15 yr. fixed: 6.04%
5/1 yr. adj: 6.19%



Getting Ready to Buy? Here's a Little Pre-Game For Ya



Sometimes when people decide they're ready to buy a home, they pretty much just dive right in. While that generally works out okay, that might also create a few speed bumps in your path. But to lower or even eliminate those speed bumps, there are some things you can do ahead of time. Here are some 'pre-game' tips for you.

The first thing you need to do is find a good mortgage loan officer. Don't wait until after you've found a home to buy, do it way beforehand. Your loan officer will help guide you through the sometimes tricky mortgage approval process. To help find a good loan officer, ask around among family and friends. You should also reach out to a few real estate agents, too. Just know ahead of time that an agent might not start showing you homes until you've not only talked to a loan officer but also have a preapproval letter in hand as

Do Wine Cabinets & Cellars Increase the Value of Your Home?

Whether you are considering investing in a wine cellar or cabinet for your home or you are preparing a home to sell, you may wonder if a wine cellar is an investment that will improve the value of your home. Unfortunately, there is no one-size-fits-all answer for that question. The real answer is, "It depends." Sometimes a wine cellar is the perfect touch that will be a highly sought prize. In other situations, it will be an expense you may never recover in perceived or actual value.

According to Realtor.com, a wine cellar ranks highly among home buyers who have incomes greater than $150,000. In fact, 31 percent of these home buyers listed a wine cellar as their most desired amenities when shopping for a home.

The other trend, beyond that of a wine cellar is an in-home wine room where homeowners

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