



In This Issue

- ▶ **The Information Age**
- ▶ **A Great Garage**
- ▶ **A Final Thought**



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I am pleased to present you with the latest issue of my Newsletter. Delivered to home buyers, sellers and owners on a monthly basis, this electronic newsletter is designed to give you the real estate information that is important to you. In each issue, you will find practical tips and articles related to buying, selling or owning a home, as well as the latest news on real estate trends. I hope that you enjoy this issue. If I can be of any assistance, please do not hesitate to contact me.



Visit EricPayneC21Camelot.com and view more than 250,000 property listings!

The Information Age

Information has never been more accessible than it is today. The Internet has put all kinds of facts and figures at our fingertips. In fact, it can be an extremely valuable tool for homebuyers.



Here are four ways you can use the Internet to your advantage when shopping for a home:

- 1.** Use it to learn about your specific situation. In addition to general real estate information, try typing more precise terms into your Web browser. For instance, entering "first time homebuyer" might turn up interesting articles that will help you navigate the real estate transaction. Searching for "home inspection" will give you more specific information about that particular part of the process. Many online resources offer instructions about specific terms or processes.
- 2.** Use it to research different communities. If you are trying to determine where to live next, researching a town online can be a wonderful first step. You may find information on the municipal tax rate, school ratings and other important information. In addition to the official town Web site, look for the local newspaper online to find out what is making headlines. There might also be a town chat room where you could post a question or two.
- 3.** Use it to learn about financing. The Internet offers a wealth of information on how to save, mortgage options and more. For instance, at Century21.com buyers can view mortgage rates, apply for loans and crunch numbers with an online mortgage calculator.
- 4.** Use it to view different properties. Many real estate sites let you search for properties online. Pictures and virtual tours can give you a real sense of the property from the comfort of your computer chair. At Century21.com you can save your favorite searches in a private area, creating your own log book of information.

Ultimately the information you find online, combined with the help and expertise of your REALTOR®, can help make you a more prepared and educated homebuyer.

A Great Garage

Don't know what to do with an item? Put it in the garage. That is the solution for many, many homeowners. As a result, this space becomes a catch-all for everything from hammers and screws to basketballs and beach chairs. But when you are selling your home, you want the garage to appear as spacious and organized as possible.



Here are five things you can do to make the garage cleaner, neater and more appealing.

- 1.** As always, start with a good purge. Identify all the items you no longer want or need. If possible hold a garage or yard sale to find these things a new home. Another alternative is to sell the items at a consignment shop or donate them to a good cause.
- 2.** Hang a peg board. Organize tools and other awkward items with the help of a peg board. Placed behind a work bench, it creates an area where all tools can be kept.
- 3.** Invest in shelving. Sturdy shelves will give you a place to organize your belongings. If you want to go the extra mile, many home centers sell garage storage systems.
- 4.** Create stations. Divide the perimeter of the garage into different sections – sporting equipment, pool and beach gear, paint supplies, etc. Putting like items together will give the area more order and appeal.
- 5.** Look up. Some garages have peaks or beams where things can be stored. A long ladder could be placed in the eaves. And there are even pulley systems available for keeping bicycles up and out of the way.

A Final Thought



Ever have your best idea of the day just as you're about to fall asleep? Capture these important thoughts by keeping a pen and paper in your nightstand. Simply jot down the important idea and it will act as a reminder when you look it over in the morning. It is a great way to start the day on a

productive note.

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