



**BROUGHT TO YOU BY:**  
Ann Van Zandt, Broker, ABR, CRS, GRI, SRS, Green  
(512) 629-3081 [ann@bastrophomes.com](mailto:ann@bastrophomes.com)  
[bastrophomes.com](http://bastrophomes.com)

# August 2016



## A Note from Ann:

Welcome to the first edition of my Real Estate Newsletter. Thanks to my new Assistant, Lauren Burgan, I am now able to send you what I hope will be timely information and stats on the market as well as interesting tidbits regarding buying and/or selling your property. If you would like to Opt Out you may do so at the bottom of the page. If you would like stats for other areas we can certainly provide them, just send us an email. We hope you find it informative and beneficial. We are always open to ideas and would love to know what you'd like to know more about. Feel free to forward to friends or family that might enjoy it as well or have them contact us to be added to the mailing list.

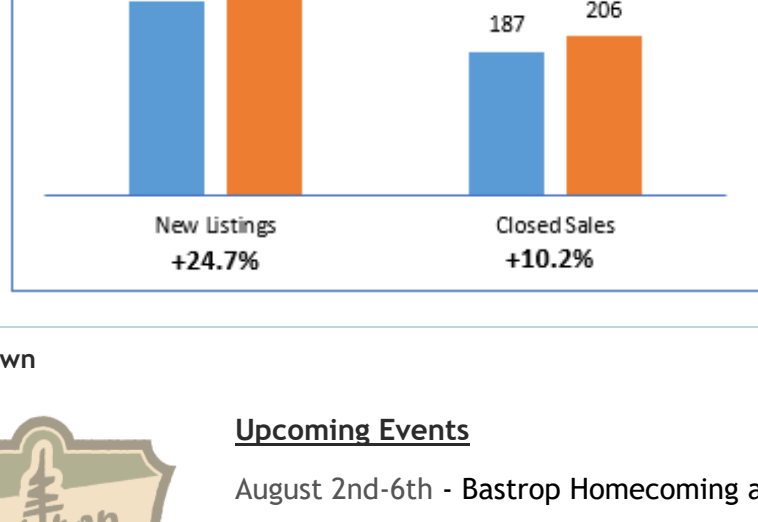
It's a great time to buy and sell in Bastrop (but that's another article and I've run out of space here!) I hope you'll let me assist you in your next venture!

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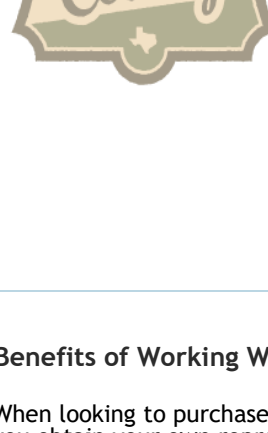
- A Note from Ann
- Bastrop Area Monthly Statistics
- Around Town/Upcoming Events
- Benefits of Working With a Buyer's Representative
- Top 10 Trendiest Home Features
- How To Prepare for House-Hunting

## Bastrop Area Monthly Statistics

Below are the current statistics for the Bastrop Area. The average home sale price for July was \$191,050, which is down -2.4% from the previous year. However, the average home sale price for 2016 so far is \$203,950, which is up +8.2% and a better indication of the current housing market trend.



## Around Town



### Upcoming Events

August 2nd-6th - Bastrop Homecoming and Rodeo

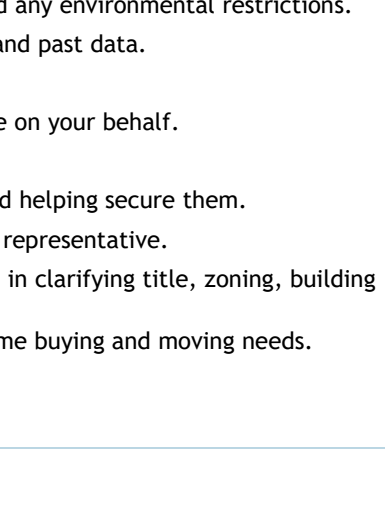
Come enjoy rodeos, dances, class reunions, a Grand Parade, food, a carnival and much more. Get your tickets [here!](#)

August 12th-13th - The SUP Cup

4th annual SUP Cup includes two races and an obstacle course for average paddlers, elite paddlers, weekend warriors, and beginners alike. The events highlight a festive weekend filled with great food, live music, and entertainment for the whole family. For more information or to register, click [here!](#)

## Benefits of Working With a Buyer's Representative

When looking to purchase a home it is important that you obtain your own representation, called a Buyer's Agent. A Buyer's Agent will make sure your best interests are kept at the forefront during the home buying process. If you contact an agent from a listing you find, their fiduciary duty lies with the seller of the property, first and foremost, so you might not get all the information you need to make an intelligent home purchase. Listed are just some of the benefits you will receive when working with a buyer's representative:

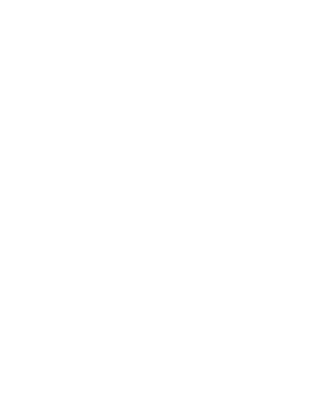


- Locating suitable properties tailored to your needs/wants.
- Verifying the properties' condition, to make sure they are as described.
- Suggesting necessary inspections by trusted experts.
- Helping you determine what you can reasonably afford and making sure to find homes in your budget.
- Verifying property taxes, utilities, flood data, and any environmental restrictions.
- Verifying the value of the property with current and past data.
- Advising you on structuring an offer for a home.
- Presenting the offer to the sellers' representative on your behalf.
- Negotiating favorable contract terms for you.
- Explaining legal documents needed for closing and helping secure them.
- Assisting in securing financing with a trustworthy representative.
- Assisting buyers and their attorney (if applicable) in clarifying title, zoning, building codes, and access easements.
- Referring you to qualified vendors for all your home buying and moving needs.

## Top 10 Trendiest Home Features

Whether you're thinking of selling soon or have an eye on remodeling with solid return-on-investment potential, think about which features make your home oh-so-desirable when it's time to list. An analysis of the Realtor.com listings over the past five years found that the following items were listed most often, solidifying a venerable spot among buyers' favorites:

1. Fireplace
2. Wood floor
3. Carpet
4. Granite counter
5. Stainless steel appliances
6. Open floor plan
7. Walk-in closet
8. Formal dining room
9. Vaulted ceiling
10. Open kitchens



Do trends lose steam? Oak and cherry cabinets had a strong foothold in the cabinet marketplace but are no longer popular.

## How To Prepare for House-Hunting



### Know that there's no "right" time to buy.

If you find the perfect home now, don't risk losing it because you're trying to guess where the housing market and interest rates are going. Those factors usually don't change fast enough to make a difference in an individual home's price.

### Don't ask for too many opinions.

It's natural to want reassurance for such a big decision, but too many ideas from too many people will make it much harder to make a decision. Focus on the wants and needs of the people who will actually be living in the home.

### Accept that no house is ever perfect.

If it's in the right location, the yard may be a bit smaller than you had hoped. The kitchen may be perfect, but the roof needs repair. Make a list of your top priorities and focus in on things that are most important to you. Let the minor ones go. Also, accept that a little buyer's remorse is inevitable and will most likely pass.

### Don't try to be a killer negotiator.

Negotiation is definitely a part of the real estate process, but trying to "win" by getting an extra-low price or refusing to budge may cost you the home you love.

### Remember your home doesn't exist in a vacuum.

Don't get so caught up in the physical aspects of the house itself that you forget about important issues such as noise level, access to amenities, and other aspects that also have a big impact on your quality of life.

### Plan ahead.

Don't wait until you've found a home to get approved for a mortgage, investigate insurance, or consider a moving schedule. Being prepared will make your bid more attractive to sellers.



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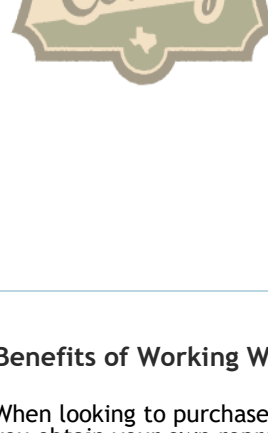
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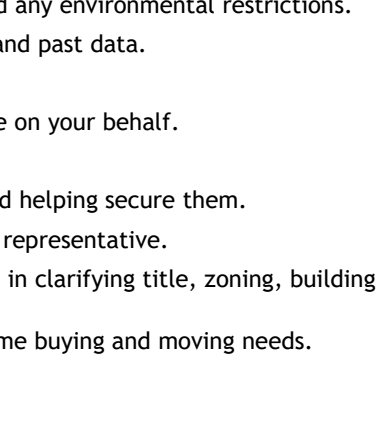
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