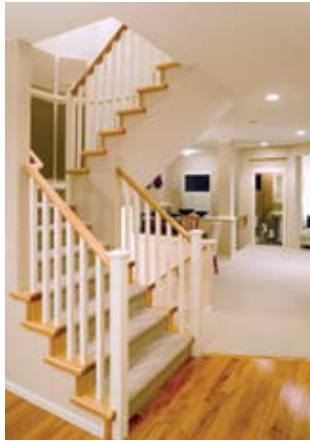


10 Big-Impact, Low-Cost Remodeling Projects brought to you by

Realtor Magazine January 2010 Issue



7. Add a room.

1. Tidy up kitchen cabinets. “Potential buyers do open kitchen cabinets and look inside,” says Morrissey. “Home owners can add rollout organizing trays so when buyers peek in, they feel like there’s lots of room for their extra stuff.”
2. Add or replace tile. “By retiling very inexpensively, you make a room look way cleaner than it was,” says Javier Zuluaga, owner of Home Repairs and Remodeling LLC in Tempe, Ariz. “Every city has stores that offer \$1 to \$2 tile. Home owners will often only have

to pay only for the low-cost tile and labor to replace a dated backsplash or add a new one. Inexpensive tile is used to upgrade other bathrooms.”
3. Add a breakfast bar. When a wall separates a kitchen from a family room, suggest cutting out an opening to create a breakfast bar. “In one home, there was a cutout in the wall between the kitchen and living room,”

explains Matthew Quinn, a sales associate at Quinn’s Realty & Estate Services in Falls Church, Va., who handles estate and real estate sales for family members whose loved ones have passed away. “We left the structure of the cutout, added an oversized granite breakfast bar, and put chairs in front of it. The improvement will cost owners around \$600.”
4. Install granite tile instead of slab. “Everybody is hot for granite kitchen countertops, but that can be a \$5,000 upgrade,” says

John Wilder, a general contractor and owner of Fence and Deck Doctor in New Castle, Ind. “Instead, home owners can put in 12-inch granite tiles for about \$300 in materials and get very high impact for little money.”
5. Freshen up a bathroom without retiling. “With a dated bathroom, I recommend putting in a new medicine cabinet for \$100 to \$150, light fixtures for about \$100, a faucet for \$50 to \$75, and a vanity for \$200 to \$300,” says Wilder. “And instead of replacing the tile, the existing grout can be lightly scraped and regouted, which leaves a haze that can be buffed out and will make the tile look brand new. Also install glass shower doors. A French door adds a lot of elegance for \$250, and people will notice the door. With all that, a bathroom remodel will be approximately \$1,000 to \$2,000.”
6. Freshen up the basement. “If home owners have cement block or poured concrete walls in the basement, suggest they have a contractor fill in cracks with hydraulic cement and then paint with waterproofing paint,” recommends Wilder. “They can then add a top coat to add color. They can also paint the basement floor with a good floor paint, which spiffs it up. The basement may not be finished, but it’s no longer a damp dungeon.”
7. Add a room. Look for large spaces that can be enclosed to create a new bedroom for just the price of creating a wall. “One time, we closed off a half-wall to an office and added a door to the other side of the room, Continued...p2

Inside this issue:

- Remodeling Projects
- Investing in Land
- Points of Interest
- Monthly Calendar

9 Considerations When Investing In Land

Investing in raw land can be a great way to develop cash flow or obtain a long-term investment, but there are a number of legal and financial considerations that need to be addressed before you start buying land.

Here are the top 9 things to look out for when searching for properties and doing your due diligence:

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1. Location- is the land usable for your purpose?
2. Physical considerations- slopes or swamps
3. Utilities- sewage, water, power accessibility
4. Taxes- county assessor records of taxes for

5. Zoning- check for variances with the city and county for your location
6. Restrictions- zoning ordinances may impede future use of the land
7. Easements- utility companies and neighbors
8. Homeowners’ Associations- fees can be very heavy in pricey-er areas
9. Environmental- consult an expert for soil testing

Special points of interest:

Median House Values

City of Los Angeles \$291 sq/ft \$499,000 (1700 sq/ft)

County of Los Angeles \$272 sq/ft \$462,000

thus creating another bedroom,” says Quinn. “That \$400 procedure, which took one day, netted about \$40,000 in the sales price.” Zuluaga has also added bedrooms. “In a two-bedroom house, there was an archway that led to a third room that was used as a den,” he explains. “It had a dry bar where there would have been a closet, so we took out the dry bar and created a closet so the owners had a third bedroom.”

8. Spruce up cabinet fronts. Suggest that the home owners update tired-looking kitchen cabinets. Reconditioning is the least expensive move for under \$1,000. “If the wood is starting to look shabby from use or contaminants in the air, we take out the nicks and scratches, recondition it with oil, and put new hardware on,” explains Heidi Morrissey, vice president of marketing and sales at Kitchen Tune-Up in Aberdeen, S.D. For \$1,500 to \$4,000, owners can replace the cabinet doors and drawer fronts, and for \$4,000 to \$12,000, they can have all the cabinets refaced. “With re-facing, owners can change the color of the cabinets by replacing the door and having a new skin put on the boxes,” says Morrissey. “If they have oak cabinets today, they can have cherry the next day.”

9. Replace light fixtures. “In a foyer and in bathrooms and kitchens,” says Wilder, “replacing overhead light fixtures always seems to provide a lot of pop for a little money.” If the kitchen has track lighting, Zuluaga suggests the home owner spend \$450 to \$600 to have an electrician replace it with recessed canned lights on a dimmer switch to add comforting ambience. For about \$700, Zuluaga also suggests that homeowners install pendant lights over a kitchen island or peninsula.

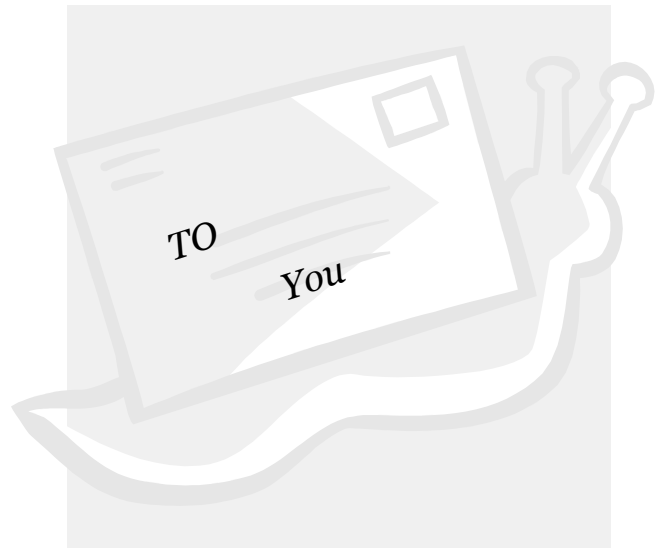
10. Tech-up the garage. “Sometimes we replace the garage door opener with a remote touchpad entry system,” says Zuluaga. “That costs about \$425 and makes it look like a high-end system.”



Judy Sweet, Broker
License 01770280
Woodland Hills, CA 91367
www.jmarierealty.com



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Phone: **818-245-2055**
Email: judy@jmarierealty.com

February 2010

Sun	Mon	Tue	Wed	Thu	Fri	Sat
*Holiday	1	2	3	4	5	6
7	8	9	10	11	12	13
*14	*15	16	17	18	19	20
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28						

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