

SOUND OFF *Lorraine Amaral*

What are some of the latest trends in real estate?

In today's society, the majority of us keep up on the latest trends for technology. But, what about in real estate?

Many buyers like to search for the newest trends and interests while searching for a new home with their exclusive agent, and those new real estate trends can be a variety of different things. For example, they can be as simple as a new ceramic floor tile that resembles hardwood for easy care and more durability, or the latest most efficient mechanicals. Buyers are even interested in the most advanced technology, including solar efficiency and green homes.

As listing agents, we always

explain to our sellers that it is crucial to put their best foot forward when listing their home. Simple and inexpensive changes can be done to the home so that a home will show well and look trendy, which makes it more appealing to the majority of buyers. Such mechanical items should be maintained and upgraded as needed for the newest state-of-the-art features. For example, installing modern digital thermostats that help to save on heat and cooling expenses could be a nice and low cost improvement.

Some latest buyer trends are based off of simplistic living. People live very busy lives and any-

thing that makes their life easier is going to be a bonus when purchasing. That can range from choosing a location closer to work to cut down on commute time, seeking a specific home with main level bedrooms or looking for an open floor plan for easy entertaining.

They may even search for less maintenance on the outside. Some of these trends include composite decks and siding, a level yard and shrubs that don't need to be professionally landscaped. Special features that new buyers are interested in can be cell phone driven. Nowadays you can turn your lights or your security system on and off with the tip of your fingers.

You can even dial up and down the home's temperature while away.

In conclusion, we live in a society where fast and easy is the main pace. That doesn't mean that everyone fits in this category. It's good to keep this in mind when upgrading cosmetic features and functionality of your home to strive for the newer trend. Always remember, if done correctly you can keep a classic old style look with the newest trends available without decreasing the value of your property.

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