



happy homes monthly

May 2016



CynthiaHash.com
KW



Cynthia Hash with KELLER WILLIAMS REALTY

Office Phone: (434) 220-2251 Mobile Phone: (434) 531-5351

If your home is currently listed for sale with another real estate professional, please disregard this offer.

Top Purchases for New Homeowners

What do homeowners usually purchase after buying a home? This is the million-dollar question for marketers and they've done a good job of figuring out what people buy (and can be persuaded to buy) after purchasing a home. As a builder, you can reverse-engineer those answers to improve your housing designs and features. Let's look at some of the top purchases for new homeowners and what those purchases mean.

Insulation. Many home buyers will begin working immediately to make their homes more efficient and reduce their energy costs. By properly insulating your home builds in the first place, you'll make them more attractive to buyers and move more units.

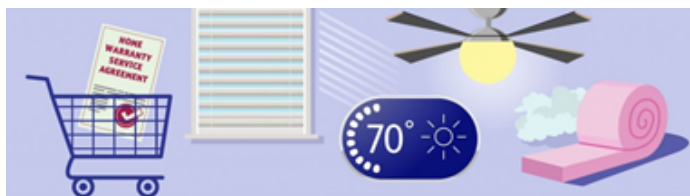
Ceiling Fans. Many new home buyers will buy ceiling fans for every room—they're relatively cheap, easy to install and help with air circulation as well as energy savings. Pre-installing ceiling fans can help you fit these valuable additions into the overall design of the home and can also serve as a visual cue that may help make your homes more attractive and memorable.

Programmable Thermostats. This purchase should be a given for you as a builder and/or home designer.

These clever modern additions allow homeowners to schedule automatic increases and decreases in their home's temperature. By pre-installing and programming them, you can ensure that your home build will offer an additional level of comfort and attractiveness to potential buyers.

A Systems and Appliances Warranty. Just because a home is new to an owner doesn't mean something won't go wrong. Smart home owners cover themselves with a Systems and Appliances Service Agreement, commonly referred to as a home warranty. Service agreements offer an enhanced sense of safety and security that can make a difference if a buyer is waffling between two equivalent properties.

Security Elements. New homeowners want to feel safe and be assured that their family is safe as well. At minimum, every new homeowner will change the locks and change the batteries in the smoke detectors. As a builder, you can enhance the security experience by building in high-tech security features that may include a home security system, remote monitoring, enhanced locks and more.



Stuffed Zucchini Boats



Ingredients

- *6 zucchinis, halved lengthwise
- *2 tbsp olive oil
- *2 shallots, diced
- *1 bunch garlic scapes, chopped
- *1 large red pepper, seeded and diced
- *1 cup (250 mL) fresh parsley, chopped
- *1 red chili, seeded and finely diced
- *1/2 cup (125 mL) non-dairy alternative shreds or Parmesan cheese, grated

Directions

- 1) Pre-heat oven to 350° F.
- 2) Using a teaspoon, scoop out flesh from each zucchini, dice flesh and set aside.
- 3) On a baking tray, line up zucchini boats, cut-side up. Set aside.
- 4) Heat oil in a large sauté pan. Add shallots, garlic scapes, red pepper and diced zucchini. Cook 4-6 minutes.
- 5) Now toss in parsley and chili. Cook for 2 more minutes.
- 6) Spoon sautéed ingredients into zucchini boats. Top with non-dairy cheese (or Parmesan).
- 7) Drizzle with olive oil. Cook for 20-22 minutes, or until boats are cooked through.

Recipe courtesy of Simon Clarke,
MyGourmetConnection.com

WARRANTY WISDOM

HVAC breakdowns occur in 1 out of every 2.2 homes each year. A Home Warranty Service Agreement from 2-10 Home Buyers Warranty® gives homeowners protection against unexpected system and appliance breakdowns.

2-10.com



LONG LIVE HAPPY HOMES™