



Kristine Beck  
Real Estate Consultant

# at Home



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### Spring is Right Around the Corner!

I hope you enjoy this month's copy of my *At Home* newsletter. It's filled with helpful information for you as a homeowner.

My time as a Real Estate Professional enlightens me with keen insights to my client's needs and challenges, and I want you to know that my experience is always at your disposal. Feel free to call me anytime!

**262-770-6475**

## Classic Color Styles by A.J. Young



Although color trends change from year to year and each season offers its "hot" colors, sticking to more classic color combinations will provide your home with appeal that is both classic and sophisticated—elements that never go out of style.

Earth tones can provide a room with classic style using colors that mix and match well. Shades of green, blue, red and brown—mute, earthy shades offer natural charm that is nearly always welcoming. Dark wood furniture in rich shades of brown, hanging plants in woven baskets provide a green splash of color up high, silvery-green landscape paintings framed with dark wood, velvet-brown upholstery and sage green props like pillows, throws, candles, rugs, some bright flowers for the vase and you have the makings of an unforgettably lovely room.

Nothing wows a room like red. When decorating with red, keep in mind that this color's strength can be overpowering. In fact, when painting the walls, consider painting only one wall red and papering the other walls with ivory wallpaper covered with a small red print. Paint the ceiling red, but add an ivory medallion to soften the look. Consider a red sofa and perhaps chairs covered in fabric with touches of red. Red candles, a wreath with a few red highlights, a red mat for a picture frame—these are more subtle ways to add more red touches to a room.

White on white is an elegant choice that may be adapted to both casual and formal décor. Various shades of ivory and white paired together can also make a small room appear more spacious. Decorating with white can be well paired with contemporary or historic styles. For a modern look, pair a white chaise, with ivory slipper chairs, a black lacquered coffee table and black picture frames. White upholstery coupled with a hardwood floor and natural walnut furniture provides airy warmth for any room.

Since classic décor never loses its appeal, employing classic color combinations will guarantee a stylish room for years to come. Be careful with patterns, too many will make a room feel cluttered rather than relaxing. Soften a loud color choice with surrounding pieces in more subdued colors. Always bring swatches of color choices home before attempting a major purchase.

## Promising News from WRA...

Wisconsin's Real Estate market is in much better shape than many parts of the Midwest and nation, according to the year-end analysis of existing homes sales conducted by the Wisconsin REALTORS Association (WRA). Following are the statistics for \*Racine County:

	<u>Number of Home Sales</u>					<u>Median Sale Price</u>				
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
<b>2007</b>	464	670	597	451	2182	\$156,900	\$165,000	\$165,500	\$158,500	\$162,000
<b>2006</b>	497	749	655	548	2449	\$147,700	\$156,400	\$160,000	\$155,000	\$155,000
<b>2005</b>	485	847	837	641	2810	\$140,000	\$146,200	\$158,500	\$156,900	\$150,800
<b>2004</b>	493	783	758	669	2703	\$129,200	\$138,700	\$142,000	\$142,000	\$138,700
<b>2003</b>	424	639	691	563	2187	\$120,000	\$130,000	\$132,300	\$127,700	\$129,200
<b>2002</b>	501	639	646	606	2392	\$114,700	\$123,100	\$122,000	\$116,200	\$118,700
<b>2001</b>	462	702	580	495	2239	\$109,200	\$118,300	\$115,400	\$116,500	\$115,400
<b>2000</b>	412	650	645	305	2012	\$104,300	\$110,700	\$111,000	\$104,300	\$108,100

\* additional county data available upon request

## Today's Housing Industry Challenges

Wisconsin homeowners recognize the challenges in the housing industry now and many say they are holding back from putting their homes on the market. This sentiment is widely shared among homeowners of all ages and income levels and overall, fewer than one in 10 (7%) homeowners say they are currently selling or plan to sell in the near future.

When they do sell their homes, however, three out of four homeowners say they intend to use a REALTOR® to aid in the process. And the decision about whether to use a REALTOR® is tied to a homeowner's age and

gender. For example, 80 percent of women say they are likely to work with a REALTOR® when selling their home, while 71 percent of men say they plan to seek REALTOR® help. Sellers at the younger and older ends of the spectrum also are more likely than middle-aged sellers to seek REALTOR® help when putting a home on the market.

Those who think it is a bad time to be selling a home also are more likely to seek the professional help of a REALTOR® when putting their home on the market (78%) than those who think it is a good time to be selling (75%).

Conversely, among those who believe it is a good time to be selling, 25 percent said they would go it alone, while among those who think it is a bad time, 17 percent said they would sell by themselves. Those who thought it was a bad time to be selling expressed greater uncertainty about which course to pursue if they were to sell their homes.

On the buyer's side, a strong majority of Wisconsin residents (55%) also say they plan to work with a REALTOR® when they are ready to purchase a home. Again, women are more

likely than men to use a REALTOR® in the process, with 67 percent of women agent's help, compared with 50 percent of the men.

Finally, there is some evidence that price sensitivity and an individual's perception of the economy may play a role in the decision to seek out REALTOR® help during the home-buying process. For example, among those who believe the cost of living is very high in the state, just 19 percent indicated they would plan to work with a REALTOR® when buying a home.

HOMEOWNERSALLIANCE.ORG



## Prudential Southeast Realty News

**Procuring Cause** is a concept that can create ill feelings between consumers and Real Estate professionals and, in some cases, can trump contract law. Defined as "the cause that results in the attainment of a stated goal" in simple terms means the REALTOR who by their actions in producing a buyer, brought about the sale of a property. Why is this so important to know? We've found that a number of Home Buyers come to us AFTER they've found a property and then ask for our help and guidance. Unfortunately, pending the circumstances, there are limits to how much we can assist in the transaction once the Buyer has visited the prospective property with another Agent. To avoid any confusion, the moment you're ready to begin to look for a home, get your favorite REALTOR involved from day one. That will guarantee you the most protection and service throughout the process!

## Featured Property of the Month

### This Unique Commercial Investment Features:

- large salon space with store front
- all new half bath
- newer windows and siding
- enclosed back entrance w/parking
- many appliance inclusions
- additional salon equipment (sold separately)
- new tanning & facial rooms
- updated mechanicals
- newer rubber roof
- spacious upper 2 BDR apartment
- perfect for office or retail
- rental and lease income potential

**\$194,900.00**



**1013 Main Street  
Union Grove, WI 53182**

If you or someone you know is looking for commercial space to start or grow a business, look no further! Opportunities abound with over 1,400 sq. ft. of prime location on Main St. in Union Grove.

Call today for additional information on the up-and-coming revitalization plans or visit [www.kristinebeck.com](http://www.kristinebeck.com).

## Define Efficient with Your Water Heater provided by First American



Whether you're doing laundry or unwinding under a relaxing shower, today's homes demand more hot water than before, making high efficiency water heaters top-priority. According to the U.S. Department of Energy, water heaters consume about 25% of a home's energy supply. If your heater is more than 10 years old, think of installing a more efficient, current model. Water heaters are available in different sizes, shapes and many capabilities. Two non-conventional models are: tankless and high-efficiency condensing water heaters. The most important factors to consider are: frequency and amount of hot water used. For instance, a load of laundry and a 10-minute shower each require 20 gallons of water. So, which water heater is best for you? Tankless water heaters are great choices in apartments for singles or couples, or for small spaces. However, simultaneous usage of hot water applications such as laundry and showers may tax tankless units beyond their capabilities. In medium to high usage situations for homes that use numerous hot water applications at once, high-efficiency, and storage-type models seem to best meet modern demands.

"... water heaters consume about 25% of a homes energy supply..."



**NOW is the Perfect Time to BUY!**

Racine

- Interest Rates are Really Low
- Inventory is Great!
- Single Families on the market **1,426** (59 active w/offers)
- Duplexes on the market **131** (6 active w/offers)
- Condos on the market **334** (8 active w/offers)

**HURRY! 73 houses have pending sales in only one week!**

- #1 Call Jennifer to get pre-approved**
- #2 Call Kristine to start finding properties**
- #3 Write an offer today before your DREAM Home is sold!**

*We offer: ZERO Down Programs, Federal & State VA, FHA, WHEDA, Conventional and Others!*



**Jennifer Jensen**  
Branch Manager—Mortgage Consultant



Central States  
MORTGAGE

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**Set Your Clock Ahead One Hour at 2AM on Sunday March 9, 2008**

This is also a great time to change the batteries in your smoke detectors



Prudential  
Southeast Realty

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*Providing Value in  
Your Community!*



There are many qualities and skills that go into being an excellent real estate professional; integrity, in-depth community and market knowledge, marketing savvy, effective negotiation skills, technological know-how and a high-quality professional network, all of which are hallmarks of how I work.

That said, in my experience as a Real Estate Professional, I've found that providing the very best service is essentially about **putting my clients first**. This means keeping myself accessible, being a good listener as well as a good communicator, and responding quickly to your needs. This "client first" philosophy has always been my approach and it requires me to continually improve my skills and ways of doing business.

## Recipe of the Month

### *Easy Reubens from a Crock*

#### Ingredients

- 1 2- to 3-pound corned beef brisket with spice packet
  - 1 16-ounce jar sauerkraut, drained
  - 1/2 cup bottled Thousand Island salad dressing
  - 16 slices rye bread, toasted (use swirl bread for a fun twist)
  - 8 ounces sliced Swiss cheese
  - Bottled Thousand Island salad dressing
2. Cover and cook on low-heat setting for 4 to 6 hours or on high-heat setting for 2 to 3 hours. Remove meat from cooker and place on cutting board. Thinly slice meat against the grain. Return sliced meat to the cooker and stir to combine with the cooking liquid.

#### Directions

1. Trim fat from meat. If necessary, cut brisket to fit into a 3-1/2- or 4-quart slow cooker. Place meat in cooker. Sprinkle with spices from packet. Spread sauerkraut over the brisket. Drizzle the 1/2 cup salad dressing over all.



3. Using a slotted spoon, spoon corned beef mixture onto 8 slices of the toasted bread. Top with cheese, additional salad dressing, and remaining bread.

Makes 8 sandwiches.



Visit [www.bhg.com](http://www.bhg.com) for more Crock Pot recipes.



**Kristine Beck, ABR**  
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**Call 262-770-6475 for all  
your Real Estate Needs!**

I'm on the Web!  
[www.kristinebeck.com](http://www.kristinebeck.com)

