



FRONT PORCH NEWS

Tim Lord | 317-319-9012 | LordRealEstateGroup.com

Do you have family or friends who are moving?

I'd like to help them. If you know anyone who's being transferred, has a growing family, or needs to downsize, please introduce us.

I'll meet with them to better understand their needs and how I can help.

317-319-9012



With the label 'weird' being thrown around in political circles, you might enjoy this bit of Halloween-related trivia from the Oxford dictionary:

The word *weird* comes from the Old English *wyrd*, meaning "destiny," of Germanic origin. The adjective originally meant "having the power to control destiny," and was used when referring to the Fates, also called the Weird Sisters.

Shakespeare called the witches in *Macbeth* *weird* because of their powers, which gave rise to the sense of something "unearthly," and later to a sense of being odd, creepy, or strange. **Happy Halloween!**



Think Beyond Size when Downsizing

Whether you're buying your first affordable home, or selling a home due to divorce, retirement, a desire to travel, or transfer to a more expensive city, there are many reasons to downsize. Before you commit, consider these factors that go beyond reducing square footage.

- 1. Entertaining space.** You think you'll go out instead of having people over, but you may miss the comradery of entertaining friends at home. Consider buying with a larger living area and smaller bedrooms.
- 2. Clutter.** Even though you're getting rid of stuff now, new stuff will accumulate. Be honest with yourself about your ability to live as a minimalist. Buy a home with more storage than you think you need.
- 3. Emotional space.** It seems cozy at first but can soon feel crowded. Tight spaces can make people feel irritable, especially in a relationship. It's important to discuss how you'll manage personal space.
- 5. Embrace the change.** The more you see downsizing as an opportunity for where you're at in life, the happier you will be.
- 6. Hire a downsizing coach.** A what? These coaches focus on life design, helping families sort their belongings and advising about how to downsize effectively. This will include things like **digitizing memories** instead of storing them, **selling things** at consignment shops, and **giving things away**. It also includes **measuring your new home** and only keeping the furniture that works. Of course, you don't need a coach for this, but if you have a large family, it may help keep the peace.

Are you looking for the perfect small home or condo?

I'm ready to help you with that. Call or text me: 317-319-9012



The length of time that people stay in their homes goes through cycles. If you bought a home before the 1960's, there was a good chance you stayed there your whole life.

If you bought a home in the 1990's and early 2000's, there was a chance you kept it only 5 to 7 years.

Between 2007 and 2020, homeowner tenure peaked at 13.4 years. When the pandemic hit and interest rates fell, it set off a moving frenzy. Some homeowners lasted only a year or two before "flipping" their homes.

In 2022, after interest rates suddenly started spiking, the moving frenzy came to a crashing halt. People who locked in a lower rate are not planning to move any time soon. Those who refinanced and are not eager to move, either. Some economists expect we're entering the longest period of tenure yet, with estimates of 16 years!

In the end, how long you should stay in a home before selling really depends on your personal situation. While experts often suggest staying put for at least 5 to 7 years to recover financing costs, your formula may be different. If you bought as an investment, you may want to sell sooner if prices rise. If your home is deteriorating and you can't afford major repairs, you may want to sell sooner. If life throws you a curve ball, you may need to sell sooner.

Need selling advice? I'm just a call or text away.

Design Tip - That's Soooo 2000's!

Designers today agree that the era of painting words on your walls or using wall art with words is done. In particular, they agree that anything with the words "Live, Laugh, Love" or signs that are crowded with words in different fonts, or even entire phrases painted on the wall, like "Travel brings power and love back into your life." I'm not against these sayings, but I go into enough houses to know what feels dated to new buyers. It's up to you how you decorate your home. But when it's time to sell, consider removing those signs.



October Quiz Question

*He who makes me, has no need for me. He who buys me won't use me. He who uses me won't care about me. What am I?
(Old-timey riddle, so the use of "he.")*



Why leaves change color in the Fall (It's not the cold)

Green leaves means photosynthesis is at work. As the word implies, the "photo" part means light being synthesized. As the light changes, photosynthesis gradually reduces and then tapers off during the shorter winter days.

So, the main reason for the color

change is not autumn's chilly weather, but the lack of light. Trees with more direct sunlight tend to produce redder leaves, while other leaves may turn yellow, orange, or brown, depending on the type of tree.

Achoo Syndrome - It's a Real Thing

If you sneeze uncontrollably after being suddenly exposed to bright light or intense sunlight, you might have inherited a genetic trait called Autosomal Dominant Compelling Helioophthalmic Outburst (ACHOO) Syndrome.

About one in four individuals who already have a prickling sensation in their nose will sneeze in response to sunlight, but "pure" photic sneezing is far less common and the reason for photic sneezing is not fully understood.



Thank You for Your Business

Thanks to everyone who has worked with me as a client or as a service professional this month. I appreciate the trust you place in me and do my utmost to earn that trust every day. Special thanks this month to...

Quiz Contest Win a FREE Coffee Card

Email me the answer to the question on **page 2**. Put the word **QUIZ** in the subject line. tim@lordrealestategroup.com

- **Last month's Q&A:** *Two men stand in an empty room. Tom stands behind Joe, and Joe stands behind Tom. How is that possible? They're standing back to back.*

Congratulations to last month's winner!



Fall Word Search

C S C H O O L U Y C E
 I C P B Z N Z U W H C
 D E U X M B X X Y A I
 E Y E U Y S A C G N P
 R P T E N R L K S G S
 F U S E P T E M B E R
 A L E A V E S I F Y J
 F T E Q U I N O X G S
 E S E A S O N I F V Q

AUTUMN	EQUINOX	SEASON
CHANGE	LEAVES	SEPTEMBER
CIDER	SCHOOL	SPICE



Story: Carrying Discipline Too Far!

It takes a disciplined spirit to endure the monastery on Mount Serat in Spain. One of the fundamental requirements of this religious order is that the young men must maintain silence. Opportunities to speak are scheduled once every two years, at which time they are allowed to speak only two words.

One young initiate in this religious order, who had completed his first two years of training, was invited by his superior to make his first two-word presentation. "Food terrible," he said. Two years later the invitation was once again extended. The young man used this forum to exclaim, "Bed lumpy." Arriving at his superior's office two years later he proclaimed, "I quit."

The superior looked at this young monk and said, "You know, it doesn't surprise me a bit. All you've done since you arrived is complain, complain, complain."

Motivational Advice: Going Against the Grain

If our ideas made sense to others, we'd never have change or innovation. The spark of something that we see inside our mind's eye is the spark that others can't see, because they can only measure your spark by their own mind's eye. They can't see what you see. Your job is not to try convincing them that what you see will work. Your job is to simply fulfill your vision. It will work or it won't.

If you're a flunky in a big corporate machine, you may not have the freedom to fulfill your vision. Sometimes people in power over you simply have too much control and are vested in the status quo.

Corporations often say they want innovative employees, but what they really mean is, we want innovation, but not too much and not so different that it upsets the way things are. They want things adjusted, not true innovations. To get ahead, adjust just enough.

Free Report

7 Ways to Sell Faster without Reducing Your Price

Why would you want to sell your home faster? Because the speed of your home's sale can affect you financially.

Here's how to sell faster, with fewer showings, and without dropping your price.



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Tim Lord
Lord Real Estate Group
PO Box 68693
Indianapolis 46268
License # RB14028457



Los Rancheros
7125 Georgetown Road
317-298-7670
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Buyers Give Sellers Feedback through Their Offers

When selling your home, even getting a thousand extra dollars is important, right? But many home sellers don't realize that little things can make a big difference when it comes to getting those extra dollars. For instance, buyers can be turned off on a subconscious level by strong odors, chipped toilet seats, clutter around the phone, dirty kitchen appliances, dirty or broken window treatments, and so on. Even just one or two of these issues can turn buyers off, resulting in an offer of, say, \$452,000 instead of \$455,000. But fixing those things might have cost less than \$1,000.

Conversely, a super-clean and well-staged home works on a subconscious level the way a good smell works on the taste buds...it stimulates the appetite and they want more. This can translate to more money in the seller's pocket. A staged and clean home is more likely to get an offer of \$455,000 or even more (in this example).

What do you need to fix, and what can you ignore? If you're going to be selling this year, let's do a walk-through together to identify areas that need work before selling. Give yourself plenty of time to get things done, so you're not rushed at the end and you get the deal you want.

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