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1. MLS 6157169 Thompson Township Bi-Level



3 BR/ 3 BA Acres: .28 Sold For: \$125,000 Property Tax: \$8091 Square Footage: 2160 Build: 2006 Listed By: Beverly Need, BHHS Peters Realty Sold By: Beverly Need, BHHS Peters Realty 2. MLS 6181937 Bethel Township Cottage

3 BR / 2 BA Acres: .17 acre Sold For: \$235,900 Property Tax: \$2659 Square Footage: 1022 Built: 1935 Listed By: Beth Johnston-Groth, Malek Properties Sold By: Judith Siegel, Catskills Buyer Agency MLS 6148176 Rockland Township Lakefront Chalet

> 3 BR / 1 BA Acres: 020 Sold For: \$287,000 Property Tax: \$5203 Square Footage: 828 Built: 1975

Listed By: Lillian R. Constant, Elliot & Pomeroy Inc. Sold By: Lillian R, Constant, Elliot & Pomeroy Inc. MLS 111 Thompson Township Ranch

3 BR / 2 BA Acres: .44 Sold For: \$375,000 Property Tax: \$5924 Square Footage: 1476 Built: 1945

Listed By: Haley Heins, Rieber Realty Inc Sold By: Haley Hein, Riever Realty Inc.

5. MLS 6181668 Thompson Township Log Chalet

2 BR / 2 BA Acres: .60 Sold For: \$490,000 Property Tax: \$7406 Square Footage: 1243 Built: 2004 Listed By: Rosemarie
DeCrisofaro, Callicoon
Real Estate LLC
Sold By: Daniel Gross,

Callicoon Real Estate LLC



3 BR / 3 BA Acres: 13.07 Sold For: \$565,000 Property Tax: \$4341 Square Footage: 2400 Built: 1850



Listed By: Loretta Duarte, Elliot and Pomeroy Inc. Sold By: Loretta Duarte, Elliot and Pomeroy Inc. 7. MLS 6175216 Fallsburgh Township Colonial Lakefront

5BR / 4 BA Acres: 65.68 Sold For: \$800,000 Property Tax: \$17,956 Square Footage: 3252 Built: 2004 Listed By: Alla Sienitsky, Resort Realty NY Sold By: Alla Sienitsky, Resort Realty NY 8. MLS 6177162 Fremont Township Lakefront Contemporary

4 BR 4 BA Acres: 6.06 Sold For: 2,600.000 Property Tax: \$27,437 Square Footage: 4430 Built: 2008

Listed By: Robin Jones, Catskill Mountain Houses Sold By: Eileen Jasper, Chapin Sotherby's International Realty



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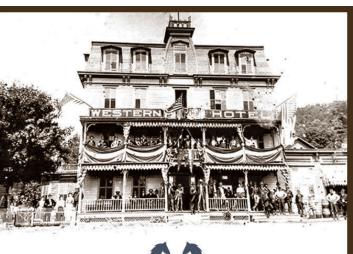
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Journey of a Realtor in Sullivan County

have been fortunate in my professional life, enjoying close to a 40-year banking career so after retirement this past year, I felt the need to do something... so why not Real Estate? I have skills, it should not be too difficult to transition into Real Estate... so I thought.

My third month into my new career and guess what? It's a bit more challenging than I thought...Hats off to my colleagues out there, you made it look easy!

Some takeaways - You cannot put real estate on the shelf. I am attached to my cell phone, more than I was to my first-born child. When going out of town, making sure I have access to Wi-Fi has taken on a new meaning. When a buyer makes an offer, it does not matter what I am doing, communicating/emailing, etc. is more important than a birthday celebration (sorry Danny).

Since this is 'Home In The

Country' Magazine, and it should not be all about me, here are some tips for homeowners that are planning on putting their home/property on the market... PLEASE declutter your home...clutter does not sell.

What sells is a clean look so the buyer can envision what the room looks like with their possessions in the home. Think about getting an inspection if you think there might be issues, especially if your oil tank is buried.

When you do hire a realtor, have some basic information on your property/home, lot size or acres/ square footage, etc. If you made any renovations to your home, did you get a permit to do so?

Nothing is worse than selling your home as a 4-bedroom, 3-bath, when the municipality has you down for 3-bedroom, 1-bath. They might come knocking and asking you for updated engineering plans/permit,



ANNA MILUCKY

etc, which will cost you. So plan ahead. (They really do check, not kidding.)

When deciding on what your home is worth, think about what homes in your neighborhood have sold for in the last couple of months. Your realtor will be able to give you some comps so you can decide on the asking price. When a home is priced correctly, it will sell a lot

In conclusion, selling Real Estate has its peaks and valleys. This past weekend was a valley for me, backto-back, property that was close to contract was pulled and an offer made was withdrawn.

Are you kidding me?!

So I took myself on a power walk, cleared my head and when the going gets tough you lean in!

Thanks for reading and I will see you behind the "For Sale" sign!

Anna Milucky is a Licensed Real Estate Salesperson working for Century 21 Country Realty on 504 Broadway in Monticello. She can be reached at 845-798-5910 or by email at annasellshomes61@gmail.com.

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Home in the Country

'Sullivan County Award-winning Real Estate Guide'

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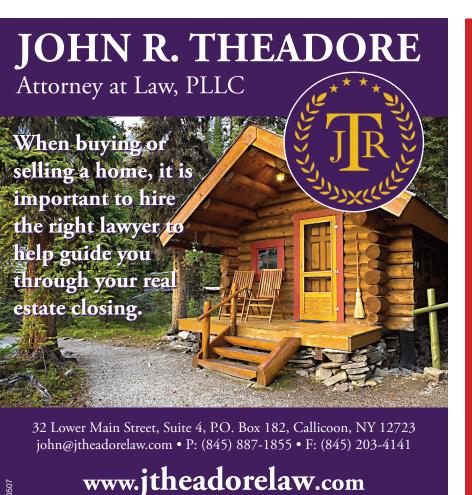














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286 Lakeview Drive Road Highland Lake NY 12743 \$1,400,000

It's been said that home is the nicest word there is, and this home is sure to make you feel that way. With 100% new construction, overlooking the alluring and expansive Highland lake, no detail was spared in creating a rich space of enjoyment and luxury.



BY PATRICIO ROBAYO

'Estate' of Mind

Then you walk onto the 2.4-acre mini-estate in the heart of Monticello, N.Y., you feel at home with cozy surroundings leading you to the ultimate outdoor entertainment play area.

Built in 1974, this home had one owner who raised his family and created countless memories utilizing the many amenities this home features.

This single-family home features five large bedrooms, which includes a primary suite.

Entering the home, you are greeted with a hardwood floor living room that hosts a large window that captures the light from the outside.

The large window also makes for a scenic viewing area to watch the leaves change colors during the fall, watch the snow drift down in the winter, or the clouds fly by during the summer.

Past the living room is the dining room that has ample space to host your friends and family for a meal during the holidays or when you need a space to tackle that 1000-piece puzzle on a Sunday night.

Make your way into the custom kitchen, which is fully equipped with energy-saving equipment.

If you are standing at the kitchen sink, you can look up and have a clear view of the pool area, where you can watch your friends or family or the birds gathering for their morning rituals.

The kitchen also offers a walk-in pantry and leaves





plenty of space to whip up your next meal for gatherings or make scrambled eggs for your morning breakfast.

The kitchen area also features a den area where you can entertain or relax after drinking your morning coffee or tea next to your brick fireplace. Or you can grab your favorite hardcover or kindle and get lost in the adventure.

The main floor offers five bedrooms, which includes a primary suite with a jacuzzi and sauna, and plenty of room for your family and friends.

Downstairs, you'll find a large open plan in a completely finished basement.

Everything in the basement is custom-built and offers a wet bar. It also boasts plenty of storage and room to make the ultimate space for yourself.

The lower level not only has an open floor plan but also includes rooms that can be converted into home offices or workshops.

The garage is large enough to fit three cars while still having enough wall space to keep your equipment and for storage

When you head to the backyard, you enter your outdoor oasis with a pool, tennis court, paddle ball court, a mini golf course, and a rock climbing wall.

Whether you want to just sit by the pool to read a book or host a pool party, there is something for everyone to enjoy with a professional landscape property surrounding

CONTINUED ON PAGE 12H

Top Left: Privacy is key when you are working on your backswing. The property offers a full tennis court with a paddle ball court only a stone's throw away.

Bottom Left: In the heart of Monticello, you will find this home estate that allows room to grow with your friends and family. With nearby attractions such as Resort World Catskills and Bethel Woods Center for the Arts, having fun at home has a whole new meaning.

Top Right: Whether you want to go for an afternoon swim or have a pool party, you will have plenty of space and privacy in your private swimming pool.

Bottom Right: Fore! Take a break from the day and play nine holes at your private mini-golf course. It's a great way to practice your putting skills in your backyard.stone patio while looking at the natural world around you.





CONTINUED FROM PAGE 11H

you.

There will always be something to do, as the mini-estate is just minutes from the latest attractions in Sullivan County such as Resorts World Catskills, The Monticello Motor Club, and Bethel Woods Center for the Arts.

The home is listed by R.J. Katz Realty. For 51 years, R.J. Katz has been serving the Catskills in private and commercial prop-

Founded by Rubin "Ruby" J. Katz and is now owned and operated by Real Estate Broker H. Bruce Reynolds, who carried on the name of the company in honor of his good friend, Ruby.

"In his (Ruby) honor, and memory, I kept the name the same and ever since he passed away," added Reynolds.

Reynolds operates the company with his associate, Arthur Knapp. He says the best part of being in real estate in Sullivan County is "Meeting people in the customers and trying to help them by selling their property."

For more info about R.J. Katz Realty or this spectacular home, call 845-798-2126.

Top: This estate features a finished basement with plenty of storage space. This lower level will be the perfect space to entertain friends and family with a wet bar.

Middle: Your family room brightens during the day while keeping you cozy at night. The living room has room for you to grow and customize with an open space layout.

Bottom: The den, located in the kitchen area, is the perfect nook for you to game plan your weekend getaway or space to catch up with the latest novel of your choice.





ome features

Listing #: H6146873 Price: \$1,100,000 Street Address: 38 Dora Drive, Monticello, NY. Square Feet: 3,232 Acreage: 2.4 **Bedrooms**: 5 **Bathrooms:** 3 Year Built: 1974

Type: Single Family Home Features: Jacuzzi; Sauna; Fireplace; Wet bar; Fenced

in backyard; In-ground pool;

845-798-2126 Bruce@rjkatzrealty.com

Entertainment patio area; Custom designed playhouse; Tennis Court; Paddle Board Court; Minature Golf Course; Central Air; Two-car garage;

septic. Listed by: H. Bruce

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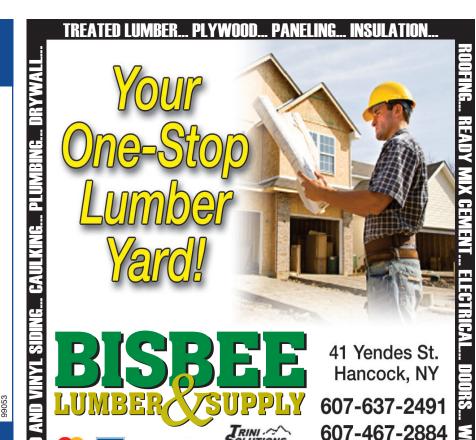
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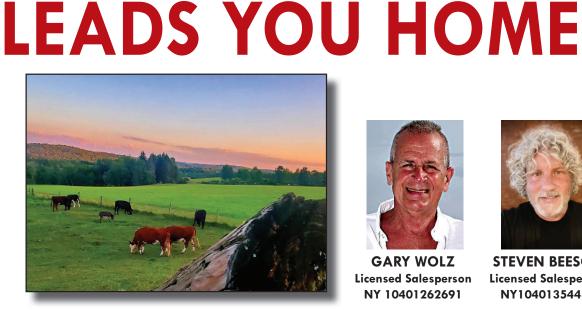
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CONTRACTOR OF STREET

STORY AND PHOTOS BY AUTUMN SCHANIL

estled in the hamlet of North Branch, this tall Victorian style home is set back from the area's main road, with a long sidewalk that leads up to the stairs of its spacious front porch as the sun makes its way above the horizon.

Top, left to right: The

and an entryway that

with high ceilings and

potential for floor to

ceiling cabinets and

Bottom, left to right:

The back porch is

perfect for evening

gatherings or cozy

coffee mornings.

A wood paneled

staircase leads up

to the second floor

bedrooms. The front

foyer opens up into

a large living room

that could boast cozy

couches, book shelves

along the walls, and a

grand piano like this

storage.

leads to the kitchen

formal dining room has built in glass and

wooden cabinets

Purchased nearly 14 years ago by the current owner, the home was built in 1930 and once stood as a central boarding house when North Branch ers by the warmth of the fire. was a bustling destination.

first floor more spacious and the second floor more accommodating, the house is a wonder to walk through with beautiful hardwood floors, rich craftsman wood accents, and nine-foot custom decorated ceilings.

"The owner had a Russian artisan come in, so all the ceilings are custom done with each room having its own unique design," stated Real Estate

Agent Deborah Gorenflo looking up towards the intricate leaf and flower patterns of the large living

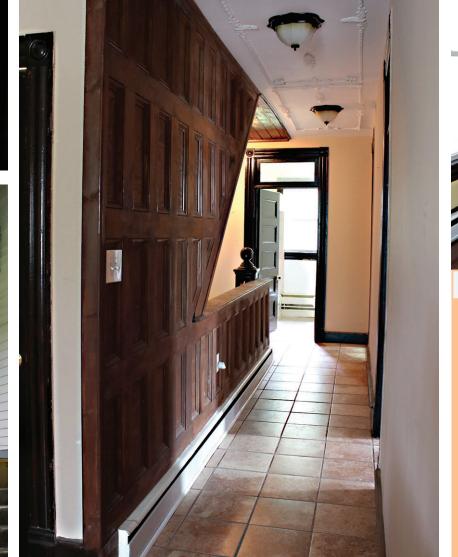
With a piano in one corner, and a wood-burning — perfect for cozy chairs and early morning coffee stove in an opposite corner, the open floor plan and oversized windows of the living room leave you with images of what could be - cozy couches, a reading nook, or maybe a night of chess or check-

Across the hall another large room, perhaps a With some very loving updates to make the study, leads into a formal dining room with original wooden and glass cabinets built into the wall, and an eat in kitchen.

> The kitchen could certainly be enhanced, perhaps boasting a center island with stools, tall cabinets or open shelving for storage, a breakfast nook near the window, and so much more.

> > CONTINUED ON PAGE 16H







iome features

MLS No: 6187087 **Price:** \$325,000 Acreage: .50 **Bathrooms:** 3 **Bedrooms:** 5 **Type:** Single Family **Style:** Victorian

Total Square Feet: 3,328 **School:** Sullivan West Year Built: 1930

Features: First floor bedroom, Front porch, back deck, second floor balcony, eat-in kitchen, formal din-

ing room, foyer, hardwood floors, high ceilings, home office, oversized windows, wood burning stove, next to a running brook Listed By: Deborah M.Gorenflo Licensed Real Estate

Salesperson **Mobile:** (203) 940-1540 Office: 607-290-4130, Ext:

Deb.Gorenflo@timberlandproperties.net

CONTINUED FROM PAGE 14H

"The owner did as much as he could do here," said Gorenflo, "but he really felt like it was time for someone to come in and give it vision. He would love to see this as an Inn or a Bed & Breakfast, or bought by a large family who would really appreciate the grandeur of the home."

Off the kitchen is a back porch, recently re-built, that looks over the quiet backyard nestled in trees with a brook flowing just behind. The sound of the water and the wind in the trees would make for a peaceful night of reading in soft lights, a game of cards on a wicker sofa, or gooey s'mores eaten with sticky fingers by a fire in the center of the yard.

Walking back into the house, another door leads you to a large room that seems to have been used as a personal library, with books lined on shelves from floor

to ceiling. Back into the hallway, a wood-paneled staircase leads up to the second floor where four large bedrooms with oversized windows and the master bedroom ensuite are found. At the end of the long hallway is a door that opens up to a second floor balcony overlooking the hamlet, a little secret treasure on the second floor.

"The attic is also a great space. It's currently unfinished, but it's a large, open space and has a lot of potential for the right person," Gorenflo said. "And the home is so close to everything. The quaint towns of Jeffersonville and Callicoon, the Delaware River; we have an endless amount of outdoor activities to be enjoyed in this area!"

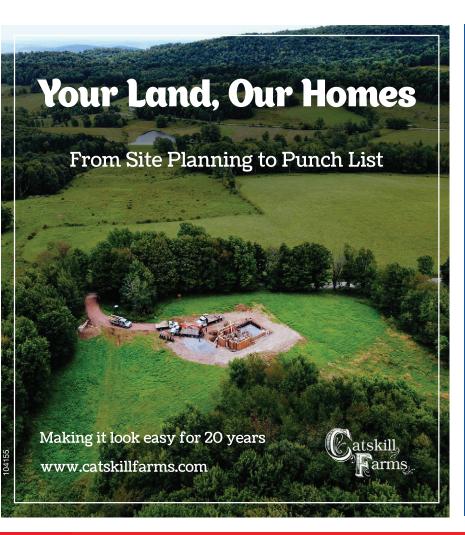
If you'd like to see the house or get more information you can contact Deborah Gorenflo by phone (Office: 607-290-4130, Ext: 104 or by email: Deb.Gorenflo@ timberlandproperties.net)







Top: The downstairs bathroom has beautiful tiled walls and windows that look out to the backyard. Bottom, Left to Right: The back porch was recently re-built with a door that leads straight into the kitchen where oversized windows can accompany a breakfast nook or table.





All the Big Names, Always the Best Prices



Sales down, prices up in real estate

BY FRED STABBERT III

hile the perfect storm of low inventory, rising interest rates and persistent inflation have certainly had their impact, home sales and prices in Sullivan County were still performing well during the second quarter of 2022.

The Hudson Gateway Association of Realtors (HGAR), of which Sullivan County is a member, released a report on the six-county region, which includes, Westchester, Rockland, Orange, Putnam, Sullivan and The

Although single-family house sales fell 19 percent in the second quarter in Sullivan – from 337 in 2021 to 273 in 2022 – that total far surpassed the 2019 and 2020 figures of 218 and 196, respectively.

And while the number of houses sold started to decline in April, May and June of this year, the prices continue to climb, fueled by low inventory.

In the second quarter of 2022, the median sale price of a single-family home in Sullivan County rose 15.5 percent - from \$225,000 in 2021 to \$259,900 in 2022.

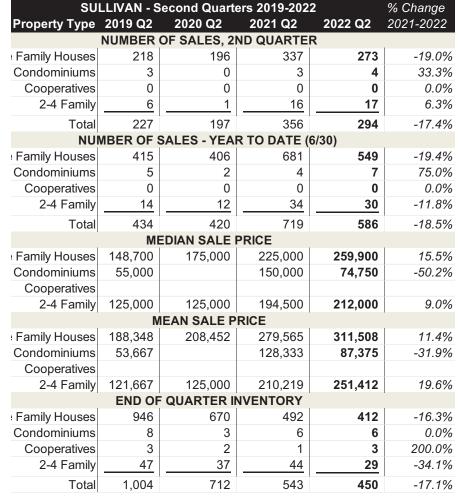
The median price is the price in the very middle of a data set, with exactly half of the houses priced for less and half priced for more.

The mean sale price – which is the sales price calculated by adding all home prices, then dividing that by the number of closed sales - rose 11.4

The mean sales price in 2021 was \$279,565 and the mean sales price of a single-family home in Sullivan County this past quarter was

However, the HGAR believes "the significant headwinds of a declining stock market, rising inflation, rising interest rates and the threat of a recession will continue to take their toll on the housing market."

They added, "However, continued strong buyer demand, low inventory



CONTRIBUTED GRAPHIC COURTESY OF HUDSON GATEWAY ASSOCIATION OF REALTORS

Sullivan County's second quarter real estate report shows declining sales but increased prices, year over year.

and a strong labor market appear to be mitigating factors.

"Also, there have not been any significant price correction given the current economic headwinds," the report states. "Depending on the length and depth of the recession (if there is one), the lower Hudson

River Valley and Greater New York Suburban real estate markets should continue to demonstrate stability going forward into 2022.

"So far, the housing market appears to be rising above the perfect storm," the report concludes.



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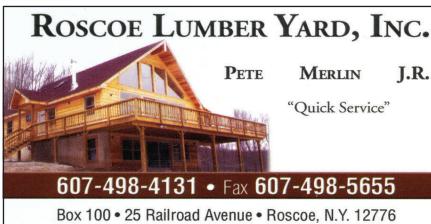
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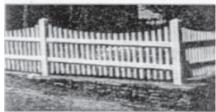
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'A full service real estate experience'



JOSEPH ABRAHAM | DEMOCRAT

Diane Butler, right, and Dawn Erlwein at the Diane C. Butler Real Estate office in Jeffersonville.

iane Butler has been involved in real estate for almost four decades. Two years ago she relocated her office space to Jeffersonville, which is conveniently located on 4861 State Route 52, not far off from the village's Main Street.

One of the first things she did was renovate it, paying homage to its days as an old cobblers building that's had a presence in the village since its inception.

"We brought everything back to what we thought it was like 80 years ago," she said.

Butler is the sole broker at Diane C. Butler Real Estate, which currently has two agents, Dawn Erlwein and Steven Beeson. They recently brought Gary Wolz, a real estate agent and appraiser on board. Butler is also looking to add an attorney in the future. On top of that, she recently partnered with veteran buyers agent Judy Siegel, owner of Catskills Buyer Agency.

"You'll be able to come here and have a full service real estate experience with many different facets [from] very professional and skilled people," said Butler.

Siegel noted that with single broker offices, it helps to have someone to work and collaborate with, and she looks forward to the new partnership with the team at Diane C. Butler Real Estate.

Many changes have occurred in the real estate industry due to the COVID-19 pandemic, including the increased use of technology, as well as virtual home tours. While they have adapted to offer clients that option, Butler said they're still a bit old-fashioned.

"We believe that we should know our clients and our customers," said Butler, "spending the time to help them get to know the area. It's the country and so there's a lot of special things that we'd like to show them so they can experience all the things we love about being here."

She adds that they strive for clients to have a positive experience from start to finish.

"They understand that most everybody has lived here their whole lives," said Butler, adding that many members of the team are also very engaged in the community through a variety of charities and organizations. "They really want to make people as happy as we are. It can be a little culture shock. We have to get them to understand, there's deer, [other] wildlife, cows and all these wonderful things [in the country]."

Butler has been in real estate for a long time, constantly upgrading her skills as things have changed. For example, while places like the Delaware River and majestic wildlife like the local eagle population aren't new to the area, there are regulations and rules, zoning, etc. that are, which stresses the importance of buyers and sellers having representation.

"When I first started, it was a handshake, let's buy a house. But today, it's not that," Butler explains. "So we have to have a real fine tuned expertise level."

Butler also stresses that their relationships with clients doesn't end at the property closing.

"We're community minded," she said, "and are here [for] a long time afterwards. There's always somebody who has a question or can't find something. We're always around, because we live here and this is our investment."

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MEET THE TEAM

Diane Butler, while noting she does a little bit of everything, from new construction to rehab projects, as well as residential and commercial, says she personally likes FHA deals and working with first-time home buyers. "I've had a lot of experience helping folks get into homes when they're starting their families," she said. "One of my most favorite stories, I helped a woman ... She had five kids. And a little one was so happy she got a bedroom because her brother snored. Well, that kid has grown up, bought a house from me and is on her way to be a doctor. So there are little things in there that I feel like it's more than selling a house. It's giving a family the start to grow their dream, and I find that to be something I really enjoy."

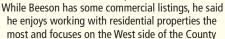
Sixth generation farmer **Dawn Erlwein**'s family lost their milk market in 2018. They were paying a mortgage on another property, and Butler had someone looking, so Erlwein showed her that property. After the visit, Butler suggested she think about becoming a real estate agent. That winter she took a course and began working for Butler as their agricultural specialist.

Erlwein said she tries to listen to people's dreams, trying to match them up with a person/property that would be happy to have them there.

"My biggest thing is to present people with opportunities," Erlwein said.

"Obviously, farming is very hard, and a lot of [farmers] are getting older. So if they can have the opportunity to sell to somebody they'd like to or to make the money they can to live off of for the rest of their life, that's very big for me that I can help out with that."

Steven Beeson, like Erlwein, didn't necessarily plan to go into real estate, but he's known Butler since she sold him his house about 23 years ago. She convinced him to become an agent and to come work for her. "I've helped friends find homes, even though I wasn't a realtor, so [I figured I] might as well do it for those I don't know," he jokes.





Steven Beeson

(Cochecton, Callicoon, Narrowsburg, etc.) Beeson's partner owns a production company and the two split time between Sullivan County and New York City.

Judy Siegel has been a buyer's agent for 30 years. She started Catskills Buyer Agency, and today works with real estate agent Jacquie Leventoff. When New York State made it that realtors had to choose whether they represent a buyer or a seller, she made the choice to concentrate on buyers.

"I love helping people find their dream home," said Siegel, adding that she enjoys listening to them, learning what they want, exploring properties with them and making sure their real estate needs are met.



Judy Siegel

Gary Wolz has about 1,000 properties under his belt, as he worked as a project manager in New York City for over 20 years, taking the lead on commercial evictions and repurposing those properties. He's currently a licensed real estate agent in New York and New Jersey, as well as an appraiser, working with his wife, Victoria, who started her own appraisal company 25 years ago. These experiences have made him familiar with all facets of construction, whether it be commercial, residential, mixed use, etc.



Gary Wolz

Working in real estate and appraising balances different interests. He enjoys helping buyers on the real estate side, while working with the nuts and bolts of a home on the appraisal side. Throughout all of it, he's gotten to meet and get to know many people, as well as areas.

While joking that he never has enough time to fish, Wolz adds, "I love the area. It's God's country to me."

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A beginner's guide to fall planting and maintenance

ring and summer are perhaps the busiest times of year for gardeners. However, fall also is a prime time to tend to gardens.

The tree and bare root retailer Bower & Branch advises that soil temperatures in many regions of the country may still be warm enough to encourage root growth well into the start of winter. Furthermore, fall is often the ideal time to plant, fertilize and keep a garden going or to get a head start on next year's bounty.

Here are some tips to make the most of the fall gardening season.

- Think about fall annuals and bulb planting. Near the end of September, start planting cool-weather-loving pansies and violas for pops of color as summer flowers fade. Also, it's a good idea to stock up on bulbs that will bloom in the months to come before they sell out in stores. Wait until the temperatures really cool down before planting them in desired spots for spring sprouts.
- Sow salad seeds. Lettuce, spinach, radishes, and arugula tolerate cooler

temperatures. Try new and interesting lettuce varieties and enjoy salads well into the fall season.

- Take inventory of the sun. Positioning a garden carefully means maximizing hours of sunlight, which begin to dwindle in the fall. Experts say gardens grow best in sunny locations that receive six hours of direct sunlight each day. This is where container gardens can be helpful, as they allow gardeners to move plants into spots that will get ample sunlight.
- Fill in landscaping gaps. Some fall plants can add color around the landscape and brighten up homes to add curb appeal. In addition to pansies and violas, asters, kale and chrysanthemums are fall blooms. Keep in mind that mums can come back year after year. So take them out of those flower pots and get them into the ground. They can be enjoyed next year as well, sprouting in early spring and developing leaves and buds through late summer.
 - Clean up unwanted growth. Fall



Make the most of the fall gardening season with these tips.

is an ideal time to cut back spent vegetable plants and get rid of errant weeds. Rather than bagging leaves, mow them with a grass catcher and then add the mix to a vegetable garden as an excellent soil insulator. The nitrogen and carbon will fertilize the soil, enhancing growing possibilities and limiting weed growth.

• Propagate plants in the fall. As temperatures gradually begin to cool, start taking cuttings from perennials, gathering seed pods from azaleas and rhododendrons and dividing hardwood cuttings, says the resource

Gardening Know How. Consult with a garden center or horticulturist on the proper ways to propagate stems using rooting hormone and other techniques.

 Continue to water plants. Water is essential in the fall and winter as roots can still be growing. Gradually reduce watering duration as plants go

Fall planting and maintenance can extend gardening season and improve the chances of growing a healthy spring garden.

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ome trends come and go.
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tend to become tomorrow's
outdated features in the blink of an
eye.

Homeowners who plan to stay in their current homes for years to come needn't prioritize modern trends over personal preferences. However, homeowners looking to sell their homes can consider these favored features to increase their properties' appeal to modern buyers.

- Separate laundry room:
 According to the National Association
 of Home Builders' 2021 What Home
 Buyers Really Want report, a separate
 room dedicated to laundry was the
 most desired feature among prospective home buyers. Though it might
 not inspire the awe of an outdoor living room or floor-to-ceiling windows
 overlooking a wooded backyard, a
 laundry room fills a direct and universal need. Perhaps that's why 87
 percent of buyers want a room dedicated to laundry in a home.
- Exterior lighting: Drive through a modern suburban neighborhood at night and it won't take long before you realize the popularity of exterior lighting. And that's no coincidence, as homeowners everywhere appear to embrace exterior lighting. The NAHB report indicates that exterior lighting is the most sought-after outdoor feature. The good news for prospective sellers is that exterior lighting is an inexpensive and instant way to transform a property at night. Some solar-powered lighting along walkways and outside the front door can make a home feel more safe, while some uplighting of large trees in the backyard can produce a sight to behold once the sun goes down.
- Energy-efficient upgrades: Inflation has driven up the cost of

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METRO CREATIVE SERVICES PHOTO

Kitchens are a good place to start to improve the appeal of your home.

just about everything over the last year-plus, and energy is no exception. So it should come as no surprise that 83 percent of prospective home buyers are looking for energy-efficient windows and appliances in a home. These features save money and benefit the planet, making them a win-win among buyers.

- Patio: Patio spaces have long been popular, but that popularity reached new heights during the pandemic. When forced to stay at home for long periods of time, millions of people longed for ways to spend more time outdoors without breaking lockdown rules. Patios provide outdoor living spaces, and 82 percent of buyers indicated they wanted a patio with their next property.
- Side-by-side sink: A double or side-by-side sink is among the more affordable features buyers are looking for. At less than \$1,000 on average, a side-by-sink is an affordable way to make a home more appealing to modern buyers.

Modern buyers want a lot out of their homes, and sellers can do their best to meet those desires while getting the most money for their properties

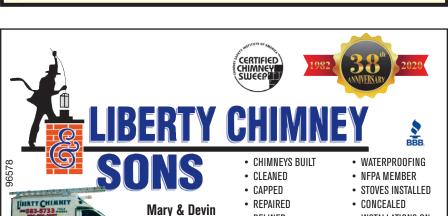
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