



# YOUR HOME *your Way*

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## SAME SERVICE, NEW LOCATION!

I'm pleased to announce my new affiliation with Capital West Realty – an exciting opportunity to team up with some of West Sacramento's best agents in the business, while still serving my clients throughout all of Sacramento.

As many of you already know, I sold new homes in West Sacramento for over six years. As a result, I know nearly 300 homeowners in the area who I helped either buy, rent or sell their property.

Working part-time in the West Sacramento community and part-time from my home office in East Sacramento will enable me to better serve my clients to the West, while also remaining active in the East. This way, I am readily accessible for my clients throughout all parts of Sacramento.

As you can see, joining Capital West Realty has provided me the best of both worlds. So I hope you will share in my excitement as I expand my business to better serve you!

Still a Better "Way" to Real Estate – in both the East and the West!

All my best,

*Courtney*



**Courtney Way**  
*A Better "Way"*  
*to Real Estate*  
*Since 2001*

## 'CERTIFIED' OR EXPERIENCED??

According to the most recent MLS statistics, short sales make up nearly 24 percent of home sales in the Sacramento region. Approximately 47 percent of the current listings on the market, however, are "short sale contingent," meaning a buyer has agreed to purchase the home but is still awaiting bank approval.

In layman's terms, almost half of all listings are short sales, but only a quarter of them are closing. Why is that? Could it be because banks aren't approving them, or does the short sale agent perhaps lack the experience to get that approval?

Oftentimes an agent will advertise that he or she is a "Certified" Short Sale Specialist – a title that's obtained by taking a 2-hour to 3-hour course from the California Association of Realtors. Taking a course to get certified, however, doesn't mean an agent has experience in listing, selling or closing a short sale.

Those considering short selling their home – or purchasing a short sale home – shouldn't assume that agents who are "certified" or say they're "specialists" actually have experience with short sales. So be sure to ask the right questions when choosing a Realtor in this arena: How many short sales have you closed? Which banks have you worked with? How quickly have you closed the short sales? Do you have any references?

Any good agent should be able to answer those questions and provide references upon request. Curious about my answers? Please ask! I'm happy to tell you.

## 'FALL' BACK IN LOVE WITH YOUR HOME

Want a change but either can't move or don't want to? Then do some work on your own home this fall to help yourself fall back in love with it! Here are some



relatively quick and cheap ways to freshen up the rooms in your home to make it feel bright and new.

1. **New curtains** can offer a different perspective and look with just a bit of lace or fabric.
2. **Paint** is an easy way to make a transformation in your home, whether you're painting an entire room or simply painting trim.
3. **Rearranging furniture** is a simple change that can make a big impact. The best part? It's free!
4. **Changing out slipcovers, tablecloths and throw pillows** can give a brand new look that isn't permanent.
5. **Flowers and candles** create a nice accent and clean scents in a newly refreshed room.



## AT A GLANCE: CURTIS PARK



Sacramento's Curtis Park is often considered one of the city's more well-to-do neighborhoods, and has been home to many of Sacramento's best known citizens, including Mayor Kevin Johnson. The neighborhood is roughly 1.3 square miles, and the majority of homes were built in 1939 or earlier.

The park itself has sometimes been called "Land Park without the zoo." It has a track; a playground; open space covered with grass for running around, playing soccer, or having a picnic; tennis and basketball courts; and many tall trees.

Earlier this year, a quarrel over 57 Heritage Trees on the Union Pacific Rail Yard site occurred between residents and a developer requesting to remove the trees, which have stood for more than 100 years. But earlier this year, it was determined that no heritage tree would be removed unless soil testing revealed contamination in excess of DTSC standards.

As a Sacramento resident for 30 years, I can assist in the following residential areas:



- West Sacramento
- Downtown/Midtown
- Land Park/Curtis Park
- East Sacramento
- Natomas
- Sierra Oaks
- Arden Park
- Carmichael
- Fair Oaks
- Folsom
- Roseville/Rocklin
- Lincoln

### Curtis Park: By the Numbers\*

Average sales price: \$346,578  
 Average days on market: 79  
 Average price per square foot: \$230.59  
 Average SP/LP: 98.16

*\*Stats based on a 1,563 sq foot home; for more data on move-up homes, please contact me. SP/LP=Sales Price/List Price.*

## RECENT SALES ACTIVITY



### :: LISTINGS ::

1701 39TH STREET | 2BD/1BA  
*Great East Sac location!*  
 \$349,000

4210 CARNEGIE WAY | 3BD/2BA  
*Back on the market!*  
*.25 acre lot, Approved Short Sale!*  
 \$210,000

### :: JUST SOLD ::

6821 ANCHOR CIRCLE, 3BD/2BA, \$164,000  
*Short sale approved in 3 months!*

4608 STONEBRIAR COURT, 2BD/2BA  
*Cute Bungalow SOLD at \$127,000!*

58375 AVENIDA DIAZ, PALM SPRINGS  
*Yes, I do vacation homes, too!*



### DID YOU KNOW?

Looking to rent out your home? Then look no further! In addition to being an experienced REALTOR, I am also available to find trustworthy and reliable people to rent your home!



*Autumn is a second spring  
 when every leaf  
 is a flower.*  
 -- Albert Camus

### IT'S PUMPKIN SEASON

Dave's Pumpkin Patch in West Sacramento is open for business! From 10am to dusk Sunday through Thursday, and 10am to 9pm on Fridays and Saturdays, kids and adults alike can wander through the hay maze, take hay and pony rides, get your faces painted, watch pig races and much, more! Ticket prices vary depending on admission type, so visit [www.davespumpkinpatch.com](http://www.davespumpkinpatch.com) to peruse potential activities and purchase your tickets!



*Courtney Way*

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