



## URBAN UTAH HOMES & ESTATES

Some of us may remember when the internet was emerging, at the time many predicted that real estate agents would become obsolete. While the Internet has diminished the roles of some professionals, the importance of Realtors has grown. In fact, nearly 9 in 10 home sellers still choose to hire an agent when selling their home according to the National Association of Realtors. We've all made those phone calls for help with a service. You know the ones, when you're wading through the multitude of prompts and waiting for eternity. Having access to an actual human who is uniquely qualified to be of service in your area of need is a rare and wonderful thing. We are here for you, every time.



The process of buying or selling a home is typically the most significant financial transaction in people's lives and the real estate landscape has become increasingly complex and litigious. We as Realtors are not only well-versed in the legal disclosures and forms required to sell a home, we also assist in preparing your home to ensure you receive the best possible price. When it comes to making home-selling dreams come true, humans win every time.

*Much love, Angela & Shaun*

### Owning It

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With many people reluctant to give up historically low interest rates, the way we view ownership is shifting in real time. We're staying in our homes longer, and that's given us the opportunity to upgrade with improvements that are more personal. Taking care of your investment, whether you stay or go, is always the right move.

### Before You Begin

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If you're thinking of selling sooner rather than later, feel free to consult with us before you begin any home improvement projects. Our local insight is invaluable.

### No-Brainer Upgrades

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Projects such as refinishing your hardwood floors or installing new ones can have you see a return on your investment in the range of 147% and 118% respectively. Garage doors can take up a lot of visual space on your property. New doors are a relatively affordable way to make a big impact, and they pay for themselves when it's time to sell with a ROI of 102% according to a recent Investopedia article. With a Joy Score of 9.2 (on a scale of 1-10) and a 100% return on money spent, a new roof can't be beat. The National Association of Realtors calculates a Joy Score for remodeling projects based on the happiness homeowners reported with their renovations.

**SLCITYREALESTATE.COM**

# Cicada Defense 101: How to Protect Your Yard



It's a cross between a sci-fi movie and a rare historical event. Two different and enormous broods of cicadas are poised to emerge simultaneously in various locations across the U.S. starting in late April. They'll mate, lay eggs, and die. Now for the history part. The last time the broods surfaced together was – are you ready for this? – when the U.S. signed the Louisiana Purchase and Thomas Jefferson was president. That was 1803.

## Do's to Control Cicada Damage

Postpone tree-planting projects until after the cicadas' expected emergence period. Instead of planting new shrubs and trees in May and early June, wait until later in June, after broods have been exhausted.

Use a fine mesh netting to protect young trees and/or shrubs that are already in your yard. Use mesh with openings no more than one-quarter inch to prevent cicadas from penetrating the netting to deposit eggs on branches. Once you've placed the netting around trees or shrubs, use twine, zip ties, or garden fabric staples to secure the bottom of the netting around the trunk or base of the plant.

Wrap the trunks of young trees with aluminum foil or store-bought tree wrap. It's important to cover the trunk from the very base up to the first branches.

Keep your pets from snacking on cicadas. Cicadas are a natural part of the diets of squirrels and birds, and will not harm them. Eating one cicada isn't dangerous for dogs, but large amounts of the insect can be bad for your pet's digestive system.

Check trees and woody plants weekly during cicada emergence. Note tips of branches, especially those with brownish discoloration, a sign of "flagging" by females laying eggs.

Prune branches after cicada broods have died off or their emergence period ends. Why wait? Fresh cuts of the branches appeal to cicadas. They tend to lay eggs in them.

Discard pruned branches to prevent the next generations of cicadas. You can add branches to a compost area, but bury them deep in the pile to stop cicada nymphs from entering the soil.

## Don'ts to Limit Cicada Damage

Don't use pesticides or insecticides because they don't affect cicadas. They are such a unique insect in that they emerge briefly but all at once, and then when they're gone, they're gone. Chemical sprays won't stop them from emerging. Chemical-repelling products also pose a risk to pets and wildlife who may munch on cicadas exposed to them.



**We asked ChatGPT what makes a good Realtor and it had this to say, we couldn't agree more.**

A good Realtor typically possesses a combination of key traits that contribute to their success in the real estate industry. Some important traits of a good Realtor include:

1. **Excellent communication skills:** A good Realtor should be able to effectively communicate with clients, understand their needs, and negotiate on their behalf.
2. **Knowledgeable about the market:** A good Realtor stays informed about current market trends, property values, and local regulations to provide valuable insights to clients.
3. **Strong work ethic:** A good Realtor is dedicated, proactive, and willing to go the extra mile to help clients buy or sell a property.
4. **Trustworthiness:** A good Realtor is honest, transparent, and acts in the best interests of their clients at all times.
5. **Problem-solving skills:** A good Realtor is able to think on their feet, handle challenges effectively, and find creative solutions to complex real estate transactions.
6. **Networking abilities:** A good Realtor has a strong network of contacts, including other real estate professionals, lenders, and contractors, to help clients navigate the buying or selling process smoothly.
7. **Patience and empathy:** A good Realtor understands that buying or selling a home can be a stressful process and demonstrates patience, empathy, and understanding towards their clients.

Overall, a good Realtor combines these traits with professionalism, integrity, and a genuine passion for helping clients achieve their real estate goals.

As your Realtors you can count on us to provide you with a positive and successful real estate experience.



**9th & 9th Dream Home**

**5 bedroom 3 bath**

**MLS# 2004430**



**Bountiful Mid-Century**

**3 bedroom 2 bath**

**MLS#2001618**



**Worthington Condo**

**2 bedroom 1 bath**

**MLS#2004422**

# We now offer Property Management Services

In the state of Utah having a real estate license is required when employed by another in a property management role- including advertising real estate for lease or rent, procuring prospective tenants, negotiating rental terms, and executing lease or rental agreements.

As your residential property managers we are typically hired for rental properties, and manage the day-to-day operations process for you. Owning a rental property, or transitioning your primary residence to a rental, can be a great source of additional income. However, it also comes with added responsibilities, including upkeep, repairs and marketing.

If you're thinking of moving out of the area and want to hold onto the property you already own; hiring a property manager can free up your time. You'll be able to go about your life without the constant worry of being interrupted and you'll have more time for other ventures.



Besides working in real estate and having that education behind us we also have 20 years of experience managing our own properties, screening tenants and coordinating repairs and maintenance. We know the ins and outs of the market and how crucial it is to be responsive and available.

Contact Shaun for details about fees, and to discuss the benefits of working with us for your property management needs.

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