



# PETER PALMIERE REAL ESTATE



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For Friendly advice or just to talk!

Call me at:  
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## How to Show (and Sell) Your Home During Holidays

What months are best for attracting serious buyers to view your home?

November through January are not usually thought of as prime home-selling months, but they have advantages. Buyers who are house-hunting during those months are more serious about sealing a deal and

moving. Additionally, fewer homes are being actively marketed during the holiday season, so there is less competition among sellers.

Because prospects are more likely to preview homes on the web during inclement weather, giving them a tour of your place with high-quality photos on a Web site can help.

Include photos of your property as it looks in summer and fall.

- \* Make curb appeal a top priority. Decorate the front door with a nice wreath and place small evergreens in red ribbon-decorated pots around the entry.
- \* Inside, do decorate your tree, but don't overwhelm prospects with big decorations and holiday collections.
- \* Reduce the number of family photos you display. Let buyers visualize themselves in the home.
- \* Experts at HGTV recommend giving house hunters a nice place to escape from the cold. Make your home feel cozy and inviting during showings by cranking up the heat, playing soft classical music and offering homemade holiday treats.
- \* Encouraging buyers to spend more time in your home gives them an opportunity to admire its features.

## What to Consider When Buying New Furniture

With holiday buying over, furniture stores will be offering some nice bargains in January. To find the good deals, however, it takes patience and knowledge.

It's easy to find good inexpensive furniture, but for quality that can last a lifetime, you have to take a closer look. If you want "better" or "best," the big difference is in the construction of the frame and materials put on it.

There are two basic types of furniture, upholstered and case. Case refers to furniture that has no upholstery, such as tables, chests and cabinets.

When looking at upholstered furniture, ask the salesperson if the piece has eight way hand-tied construction. It's the hallmark of comfort for sofas and big chairs. Hand-tied indicates quality construction in the frame, springs and back support.

Ask whether a case piece is made of hard wood or soft. Soft wood is less strong and tends to dent more easily.

Hardwood is used to describe woods

such as mahogany, walnut, maple, oak, cherry, birch, teak and pecan.

Soft wood is used to describe woods such as pine, redwood and cedar. It's less expensive and often used in ready-to-finish furniture.

Check to see if table and chair legs have bolt and screw construction rather than nails.

- \* Some basic steps to take before you hit the stores:

- \* Decide just what you need and how long you will need it. You may want your bedroom furniture to last a lifetime but furniture for a teenager's room may only need to last five to 10 years.
- \* Know how, and how often, a certain piece will be used. If it's a recliner that's used every day, it has to have better construction than a side chair that is seldom used.
- \* Consider how much space you have. Measure the spot where you will put the sofa, chair or dresser so you don't buy one that is too big or too small.
- \* Decide how much you will spend. Spend more on a table you will use for many years and less for a baby crib you'll only use for a year or two. Remember to keep your needs, space and budget in mind in order to save time when you are shopping.

Another consideration: If you decide to sell your home in the future, attractive furniture could make a prospective buyer want to live there.



The 78th annual ceremonial lighting of the "World's Largest Christmas Tree" will be held at Rockefeller Center December 1, 2010.



## ASK THE EXPERT

Did you know I can help you or any of your friends, family or acquaintances save time and money when buying or selling a home? Thanks for keeping me in mind with your referrals ... and spreading the word!

**Q.** Are these low selling prices going to last forever? We want a bigger house but hate to sell ours right now.

**A.** Reported in October, the sale prices for existing homes rose slightly from the previous year. That's not saying much, but economists at Moody's Analytics say the market has hit the low point in the cycle. The worst is over.

Don't cheer just yet. Other economists say the market has just begun "a long climb out of a deep hole."

Low home prices won't last forever, but it could be some years before you could get the price you would like for the home you are selling.

Right now, buying and selling are a trade off. That is, you sell for a lower price, but you also buy for a lower price. With the home you buy at this time, you'll get a lot more for your money than what that home would cost in years to come.

Under the present conditions, you and other prospective buyers would do well to ask yourself what the personal cost of not moving forward would be.

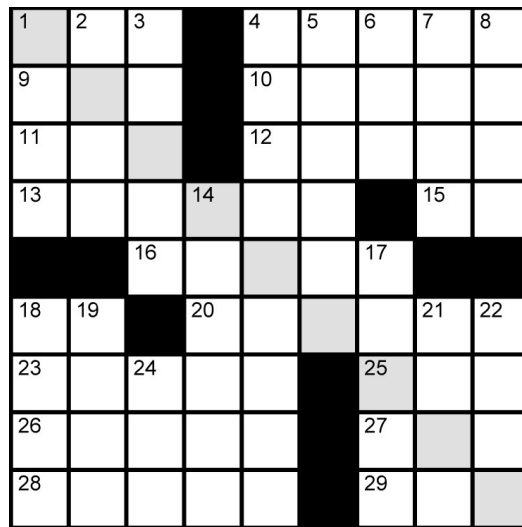
## December Puzzle

### Across

1. 100 lbs.
4. Excitement
9. "Got it!"
10. Make another offer
11. Alpine sight
12. Verbal white flag
13. Member of the US Navy
15. Atop
16. Atlas enlargement
18. Exists
20. Be there
23. Durable fabric
25. Dairy farm sound
26. Peter, Peter, pumpkin \_\_
27. \_\_ de deux
28. Beach
29. Circus cries

### Down

1. Bistro
2. Irish gorse
3. Anklebones
4. Pharmacy
5. Milk curdler
6. Fox competitor
7. Venus de \_\_
8. Former British protectorate
14. More foolish
17. Beat
18. Frosts, as a cake
19. Deposed leader
21. Ark builder
22. Work avoidance
24. "Am \_\_ believe ...?"



The home you would buy is the place you need today. It would have more rooms and be more efficient for everyday housekeeping and activities. The enjoyment and excitement factors involved in getting the new place could be significant.

One of the big questions involved in buying is whether you have enough equity in your present home so the mortgage can be paid off.

If that's not a problem for you, this is an excellent time to begin your search for the right home.

How long would it take to sell your present

home? If it's in a neighborhood people like and it's in good condition, it might not take very long. Friends of mine were shocked when their home sold in two weeks.

It's true that if you wait several years before selling your place, you will probably get a few thousand dollars more for it. But why wait until your children are grown up or away at college before going into a home where each could have their own room, or a guest room for visiting grandparents or maybe a recreation room they would all enjoy?



## New Plum Pudding can be a Hit for the Holiday Season

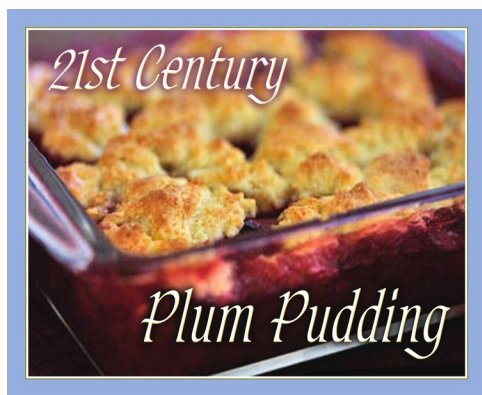
Thoughts of plum pudding conjure up verses from “The Night Before Christmas” and English carolers decked out in caps and scarves.

The touted Christmas dish hasn’t been popular in the United States for some time, but this could be the year it comes back!

Old plum pudding was a dessert filled with an abundance of sweets, dried fruits and nuts. Its dark color came from being saturated with liquors like rum, brandy or whiskey.

In 1664, it was banned by the Puritans because of its alcohol content. In 1714, King George I brought it back as part of the traditional Christmas feast. It was set on fire when served.

While traditional plum puddings make use of dried plums or prunes, this new recipe incorporates fresh plums and is more like a cobbler than the traditional fare. It’s easy.



### 21st Century Plum Pudding

The Plum Mix  
12 plums, pitted and halved  
1 cup white sugar  
1/2 cup water  
1 tablespoon corn starch  
1/2 teaspoon cinnamon  
1/2 teaspoon nutmeg

The Crust  
2 1/4 cup Bisquick  
1/4 teaspoon salt  
3 tablespoon sugar  
3 tablespoons butter melted.

Preheat the oven to 350 degrees. In a large baking dish, blend the plum mix. Bake for 30 minutes.

Mix the crust ingredients and stir into a batter. Drop tablespoons of batter onto the plum mix. Turn the oven up to 450 degrees and bake 10 to 15 minutes or until the crust is a golden brown. Cool and serve. Brandy or rum could be added and set aflame.

## Santa Snickers

According to the Alaska Department of Fish and Game, while both male and female reindeer grow antlers in the summertime, male reindeer drop their antlers at the beginning of winter, usually late November to mid-December. Female reindeer retain their antlers until after they give birth in the spring.

Therefore, according to every historical rendition depicting Santa’s reindeer, every single one of them, from Rudolph to Blitzen, had to be a female.

We should’ve known. Only women would be able to drag a fat man in a red velvet suit all around the world in one night and not get lost.

*If you see a fat man who’s jolly and cute,  
Wearing a beard and a red flannel suit,  
And if he is chuckling and laughing away,  
While flying around in a miniature sleigh  
With eight tiny reindeer to pull him  
along ...your eggnog’s too strong.*

## How to Deal with Annoying People at Holiday Parties

Whether it’s a company Christmas party, a gathering of friends or a big family get-together, chances are that at one event or another you’ll meet up with a jerk who could spoil the evening. Here are some ways to handle the situation.

- \* Walk away. After a brief greeting, move on.
- \* Ignore the jerk if you can. Jerks thrive on talk about controversial subjects and gossip, and they want to get you involved.
- \* Be gentle but clear in your replies. Say things like you didn’t mean to cut him off, but you have to talk to someone else.
- \* Don’t retaliate. It justifies their bad

behavior. Don’t argue, just leave.

- \* If he or she criticizes you, your boss or your child, don’t be defen-



sive. It doesn’t hurt to say you will think about their criticism.

- \* Hold back. Toxic people want to trigger rage, fear or guilt. Don’t let them do it. It’s their issue not yours
- \* Remember the power of “Huh?” Psychiatrist and author Mark Goulston says “Huh?” stops a toxic person because it indicates a statement doesn’t make sense.
- \* Ask this question: “Do you really believe what you just said?” Ask in a calm tone, and the jerk might walk away.

We hope you don’t meet a toxic person at events that should be a pleasure. If you do, try these tactics.



# DECEMBER

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Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
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