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# **SCISSORTAILS NEWS**

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**July 2009**

## **6 Landscaping Tricks That Wow Buyers**

In today's market, sellers have to work harder to persuade buyers that their property is worth the bite.  
[By Barbara Ballinger](#) | April 2009

Landscape designer Michael Glassman has cooked up a recipe for guaranteed curb appeal.

**1. Add splashes of color.** With every changing season, a landscape should provide a new display of colors, textures, and fragrances. "It's best to use one or two and repeat them," Glassman says. Example: white iceberg roses that bloom in spring, summer, and fall as a backdrop; in front, a contrasting punch of purple salvia or lavender that will flower at the same time; and as an accent, a crape myrtle tree that provides changing leaf colors in fall and interesting branches come winter.

**2. Size trees and shrubs to scale.** These should be planted in the right scale for the house so that they don't block windows, doors, and other architectural features on the home's facade. A large two-story house can handle a redwood, Chinese pistache, sycamore, or scarlet oak, but a one-story cottage is better paired with a flowering cherry, crabapple, or eastern redbud. Too many trees cast too much shadow and cause potential buyers to worry about maintenance and costs.

**3. Maintain a perfect lawn.** A velvety green lawn demonstrates tender loving care, so be sure sellers' homes don't have brown spots. Some rocks, pebbles, boulders, drought-tolerant plants, and ornamental grasses will generate more kudos, especially in drought areas.

**4. Light up the outside.** Good illumination allows buyers to see a home at night and adds drama. Sellers should use low-voltage lamps to highlight branches of specimen trees, a front door, walk, and corners of the house. But less is better. The yard shouldn't resemble an airport runway.

**5. Let them hear the water.** The sound of water appeals to buyers, and you shouldn't just reserve this for your backyard. A small fountain accented with rocks provides a pleasant gurgling sound, blocks street noise, and is affordable.

**6. Use decorative architectural elements.** A new mailbox, planted window boxes, and a low fence wrapped in potato vines add cachet, particularly during winter months when fewer plants blossom. Colors should complement the landscape and home. Just don't overdo it: Too much can seem like kitschy lawn ornaments.

## **Pending Home Sales Record Fourth Straight Monthly Gain**

Washington, July 01, 2009

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Pending home sales show a sustained uptrend, rising for four consecutive months with very favorable housing affordability and a first-time buyer tax credit boosting activity, according to the National Association of Realtors®.

The [Pending Home Sales Index](#),<sup>1</sup> a forward-looking indicator based on contracts signed in May, increased 0.1 percent to 90.7 from an upwardly revised reading of 90.6 in April, and is 6.7 percent higher than May 2008 when it was 85.0. The last time there were four consecutive monthly gains was in October 2004.

[Lawrence Yun](#), NAR chief economist, cautions that there could be delays in the number of contracts that go to closing. "Closed existing-home sales have improved but are coming in lower than expected because some contracts are delayed or falling through from the application of new appraisal rules for many transactions," he said. "Rises in contract activity show buyers are becoming more active even as they face much more stringent loan underwriting standards. Speedy clarification of the appraisal rules could smooth a housing market recovery and support the overall economy."

## **House Extends High Limits for Federal Loans**

The House Appropriations Committee approved an extension of the \$729,750 loan limits for Fannie Mae, Freddie Mac, and Federal Housing Administration financing in high-cost areas through September 2010.

Without this extension, the loan limits revert at the end of the year to \$417,000 in the highest-cost areas.

The spending bill also would extend FHA's Home Equity Conversion Mortgage reverse mortgage program for seniors. And it provides \$70 million to continue pre-purchase counseling for prospective home buyers and counseling for families facing foreclosure.

*Source: Inman News (07/21/2009)*

## FEATURED LISTINGS



10807 Frontier, Perry, OK

*Minutes from Stillwater,  
Perry and I-35*

Residential - Single Family  
4,000 sq ft.  
5 Bedroom | 4 Baths  
Large family room w/fireplace  
Large kitchen with deck  
Concrete safe room w/steel door

Price: \$450,000  
Year Built: 2001  
Acreage: 9.56 wooded  
Heating: Forced Air  
Cooling: Central

Features: Extremely well built and beautiful home by Griffin Construction.

Tastefully decorated with all the extras for quality living and entertaining.

Two separate living and entertaining areas, quiet and private.

Lawn sprinkler system. Kennel.

30 x 48 insulated shop with air conditioned living quarters.



25750 County Road 110  
Perry, OK

Residential - Single Family  
3121 sq ft.  
4 Bedroom | 2 Baths  
Large open floor plan  
Sun Room

Price: \$369,000  
Year Built: 2000  
Acreage: 14.8  
Heating: Heat Pump  
Garage: Attached -2 car

Features:

2nd floor bonus room  
30 x 40 shop building  
15 x 45 horse shed

This beautiful home is tastefully decorated and is located on 14.8 Acres. Geothermal for low utilities. Built in 2000 it is neat and ready to move into. Large finished attic bonus room ready for entertaining or special hobbies. Must see!

The property has been currently appraised at \$400,000.



1410 Fairway Drive  
Perry, OK

Residential - Single Family  
Brick veneer / 1867 sq ft.  
3 Bedroom | 2 Baths | 1 Half-bath  
Utility / Spacious office / Fireplace  
Storm shelter / Outbuildings / Fence

Price: \$175,000  
Year Built: 1996  
Lot: Large  
Heating Fuel: Natural Gas  
Garage: Attached -2 car

Features:

Living room entertainment center with speaker selector box connections that turn speakers on in garage and on patio.

Kitchen and dining area has brick built in oak cabinets with wine rack, plate rack, lazy susan and more.

Double sided gas fireplace is a welcoming addition to kitchen and living room

Two inch wood blinds throughout the home.  
Tiled master bath with shower & whirlpool tub.

Country club living in this beautiful home. Jump in your golf cart and play. This lovely home is pristine and ready to move into!



702 Canary Lane Enid, OK

Residential - Single Family  
3 Bedroom | 2 Baths  
1700 approx sq ft.  
Garage: 2 car attached with carport  
Exterior: Brick Veneer  
Roof: Composition

Price: \$115,000.00  
Property Tax:  
Year Built:  
School District: Enid  
Heat/Air: Central  
Lot: Corner

Features: Fireplace, Storm shelter, Privacy fence in backyard

This home is located on a beautiful corner lot. It has a concrete circle drive and large pecan trees in the backyard. Inside you will find the comfort of a wood burning fireplace surrounded by a rock wall and cathedral ceiling. The large open

living area flows through to the dining and kitchen. This prime property also has a private water well with automated watering system, storage shed, and storm shelter.



1003 Perry Ave. Perry, OK

Commercial - Office Space	Price:	\$225,000.00
5200 sq ft.	Year Built:	1982
Bathrooms: 4	Heating:	Forced Air
Exterior: Metal & Glass	Cooling:	Central
Roof: Metal	Lot dimensions:	25 x 140
Parking: Asphalt 21 - 30 spaces	Foundation:	Slab

Features: Very unusual and beautiful building. Built in a modern style entirely of metal and glass in 1982. Has 7 spaces on each level. Is currently being leased in 5 of the lower spaces. Telephone system. Commonly known as The Octoplex.

Directions: From downtown Perry South on 7th St follow HI 77 to 1003 Perry Avenue. Building on right at 11th St.



1412 N 5th St., Perry, OK

*Income Producing*

Commercial - Storage Units	Price:	\$125,000
Building 1 - 50 x 100 ( 5000 sq ft)	Lot:	1.26 acres
Building 2 - 20 x 50 ( 1000 sq ft.)	Taxes (2006):	\$525.75

Features:

On 1.26 acres this income producing property has plenty of room for expansion.

The large unit stays 100% rented and the smaller one about 80% rented. The large unit has 20 rental units and rents for \$45 a month and the smaller one, which also has 20 units, rents for \$20 a month. The rents have only been raised once since it was purchased in 1979.

This property has the potential of producing much more than it is currently making.

Status	Property Location	Price
	Land - 160 acres at Lucien	\$240,000
	Land - 160 acres at Garber	\$240,000
	2 Lots at Lake Eufala	\$7,000 ea
	Corner Lot at 1909 Eagle Lane, Perry, OK (across from Perry Golf & Country Club)	\$22,500

## Call us for more information on these listings:

- 356.5 Acres more or less**-surface in Roger Mills County Grassland with great wildlife traffic \$800,000.00
- ½ Section in LeFlore County** Scenic timber covered mountain with great wildlife traffic. Near Lake Wister State Park, Quachita National Forrest, Winding Stair Mountains and Talimena State Park. \$512,500.00
- 100 Acres in Kay County** Bluestem and mansica – lunia winter grass. New brick house- 4 bedrooms, 3 ½ baths with 3 car attached garage and “geo thermal” heat & air system. Outbuildings \$750,000.00
- Commercial Development Land in Blackwell** I-35, Exit 222 and highway 11 interchange. Price available upon request
- 760 acres more or less in Haskell & Latimer Counties** Ranch land with quality 3 bedrooms/2 bath brick home with several barns, corrals and 20 acre Quinton City Lake. Also has a rock quarry.

- \$8,005,000.00
6. **Quarter Section in Grant County north of Lamont** Farm land  
\$176,000.00
7. **11,776.4 acres more or less in Ellis County** Buffalo grass and good  
wildlife traffic. 39 ponds and Ogallala water under this ranch. Owned minerals are  
offered. "Battle mound hill" is located on this ranch.  
\$100,000,000.00
8. **78.6 acres more or less in Caddo County** Nearly level unadulterated  
farm land. \$85,000.00
9. **3420 acres in Bates County, Missouri** 40 miles south of Kansas City.  
This is native and improved grass ranch land. It has an historic "Rock House" on the  
lake and mobile home. Mineral rights are offered.  
\$13,680,000.00



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