

580.336.5100

Betty Warner

GRI ABR Broker / Owner

Bill Warner

GRI Owner / Broker Associate



Warner & Associates

Real Estate

202 N. 7th Perry, Oklahoma 73077

SCISSORTAILS NEWS

WWW.SCISSORTAILS.COM

January 2012

Here are some articles to start your New Year out right!

Statistics Prove Home Staging Works

On January 24, 2012, in [Staging Tips](#), by NAR Staff

By Barb Schwarz, Stagedhomes.com



Photo Credit: Barb Schwarz, Stagedhomes.com

Many years ago, I coined the saying “The investment IN staging your home will always be less than a price reduction ON your home!” And that statement is as true today as it was all the way back in 1973, when I developed the concept of staging.

The math is pretty simple. Imagine a \$300,000 home that’s been on the market for six months without selling. The seller is becoming more and more frustrated and considers a

price decrease of 5 percent. That's \$15,000. Now imagine investing only a fraction of that sum in staging and selling the home much faster.

That's what staging will do, and the numbers are in to prove it – time and time again.

Recent statistics gathered by Stagedhomes.com shows that 94 percent of homes staged by an Accredited Staging Professional sold in 29 days or less, compared to an average of 145 days for homes that were not staged. What's more, homes staged by Accredited Staging Professionals stay on the market 83 percent less than a home that has not been staged.

Call Warner & Associates for your staging needs!

REALTOR[®]Mag

7 Reasons to Own Your Home

1. **Tax breaks.** The U.S. Tax Code lets you deduct the interest you pay on your mortgage, your property taxes, as well as some of the costs involved in buying your home.
2. **Appreciation.** Real estate has long-term, stable growth in value. While year-to-year fluctuations are normal, median existing-home sale prices have increased on average 6.5 percent each year from 1972 through 2005, and increased 88.5 percent over the last 10 years, according to the NATIONAL ASSOCIATION OF REALTORS®. In addition, the number of U.S. households is expected to rise 15 percent over the next decade, creating continued high demand for housing.
3. **Equity.** Money paid for rent is money that you'll never see again, but mortgage payments let you build equity ownership interest in your home.
4. **Savings.** Building equity in your home is a ready-made savings plan. And when you sell, you can generally take up to \$250,000 (\$500,000 for a married couple) as gain without owing any federal income tax.
5. **Predictability.** Unlike rent, your fixed-mortgage payments don't rise over the years so your housing costs may actually decline as you own the home longer. However, keep in mind that property taxes and insurance costs will increase.
6. **Freedom.** The home is yours. You can decorate any way you want and benefit from your investment for as long as you own the home.
7. **Stability.** Remaining in one neighborhood for several years gives you a chance to participate in community activities, lets you and your family establish lasting friendships, and offers your children the benefit of educational continuity.

8 Reasons Why You Should Work With a REALTOR®

Not all real estate practitioners are REALTORS®. The term REALTOR® is a registered trademark that identifies a real estate professional who is a member of the NATIONAL ASSOCIATION of REALTORS® and subscribes to its strict Code of Ethics. Here's why it pays to work with a REALTOR®.

1. **Navigate a complicated process.** Buying or selling a home usually requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds, and multipage settlement statements. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes.
2. **Information and opinions.** REALTORS® can provide local community information on utilities, zoning, schools, and more. They'll also be able to provide objective information about each property. A professional will be able to help you answer these two important questions: Will the property provide the environment I want for a home or investment? Second, will the property have resale value when I am ready to sell?
3. **Help finding the best property out there.** Sometimes the property you are seeking is available but not actively advertised in the market, and it will take some investigation by your REALTOR® to find all available properties.
4. **Negotiating skills.** There are many negotiating factors, including but not limited to price, financing, terms, date of possession, and inclusion or exclusion of repairs, furnishings, or equipment. In addition, the purchase agreement should provide a period of time for you to complete appropriate inspections and investigations of the property before you are bound to complete the purchase. Your agent can advise you as to which investigations and inspections are recommended or required.
5. **Property marketing power.** Real estate doesn't sell due to advertising alone. In fact, a large share of real estate sales comes as the result of a practitioner's contacts through previous clients, referrals, friends, and family. When a property is marketed with the help of a REALTOR®, you do not have to allow strangers into your home. Your REALTOR® will generally prescreen and accompany qualified prospects through your property.
6. **Someone who speaks the language.** If you don't know a CMA from a PUD, you can understand why it's important to work with a professional who is immersed in the industry and knows the real estate language.
7. **Experience.** Most people buy and sell only a few homes in a lifetime, usually with quite a few years in between each purchase. Even if you have done it before, laws and regulations change. REALTORS®, on the other hand, handle hundreds of real estate transactions over the course of their career. Having an expert on your side is critical.
8. **Objective voice.** A home often symbolizes family, rest, and security — it's not just four walls and a roof. Because of this, home buying and selling can be an emotional undertaking. And for most people, a home is the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on both the emotional and financial issues most important to you.

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: \$467,900
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.



1921 N. 6th Perry, OK

Residential - Single Family
Brick veneer / 1173 sq ft.
Composition roof
2 Bedroom | 2 Baths | Utility
Slab patio
Detached Shop

Price: \$155,000
Year Built: 1974
Lot: Large 1 acre
Heating Fuel: Natural Gas
A/C: Central
Garage: Attached -3 car

Features:

Enjoy country charm with city amenities of paved streets, water and sewer.

Nice master bedroom with bath.

Pool with deck.



1007 5th St.
Perry, OK

Residential - Single Family
Brick veneer & siding / 1235 sq ft.
2 Bedroom | 1 Baths
Garage - 1 car attached
Utility room, Fence in back, Storm shelter, Partial
window treatment

Price: \$79,500
Year Built: 1971
Lot: 50 x 162
Heating Fuel: Natural Gas
Cooling: Central

Features:

This home has been completely renovated, new roof, air conditioning,. Remodeled kitchen; new sink, faucets gas cook top, vent hood and backslash countertops. Bathroom has new faucets . The house has been painted inside and out. New front door and light fixtures. Nice dry basement storm shelter.

This is a wonderful home close to the baseball parks. It has been tastefully renovated inside and out. This one will make some one a great home. Lovely home for a great price and nice location.



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: \$125,000.00
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.

Commercial - Industrial

Price: \$250,000

636 W Elm Perry, OK

2145 sq ft.
Bathrooms: 2
Exterior: Brick Veneer
Heating/Cooling: Forced Air/Central
Parking: Concrete - 11 - 20 spaces

Year Built:
Building dimensions:
Lot dimensions:
Lease Rate

1976
65 x 33
5 lots
\$1,500

Formerly a bank. Building has walk-in safe and functioning drive-in window with security drawer five office areas, kitchenette, 2 rest rooms and reception area with counter and safe. Great condition. New roof and other updates.

Call Bill or Betty for a personal showing.



1014 W Fir Perry, OK

Commercial - Industrial
500 sq ft.
Bathrooms: 1
Exterior: Brick Veneer
Roof: Tar & Gravel
Parking: Concrete - 11 - 20 spaces

Price:
Year Built:
Heating:
Building dimensions:
Lot dimensions:
Lease Rate

\$249,000
2002
Forced Air
81 x 45
162 x 50
\$1,200

Wonderful retail space close to high school and on Fir Ave. Will sell or lease. Lot to west is also for sale.



1003 Perry Ave. Perry, OK

Commercial - Office Space
5200 sq ft.
Bathrooms: 4
Exterior: Metal & Glass
Roof: Metal
Parking: Asphalt 21 - 30 spaces

Price:
Year Built:
Heating:
Cooling:
Foundation:

\$203,000
1982
Forced Air
Central
25 x 140
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.



Email: warnerassoc@scissortails.com

Betty cell # 580.572.8327 Bill cell # 580.572.8168

Cody cell # 580-572-8380 Teresa cell # 580.370.1030