



Experience the Essence of Service!

CLIENT-CENTERED • COMPETENT • CONSISTENT



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Food for Thought

Where is the wisdom we have lost in knowledge? Where is the knowledge we have lost in information?

- *T. S. Eliot*

REAL ESTATE SMARTS

Million Dollar Question: *“Should we MOVE, or UPGRADE our present home?”*

The **THREE** key factors to consider in answering this question are:

(A) LOCATION = CONVENIENCE:

Does the current location afford the optimum level of convenience in terms of proximity to work, schools, shopping, recreation and social and family ties?

If not, can the level of convenience be enhanced by changing the location?

(B) SIZE / LAYOUT / AMENITIES = COMFORT:

Does the current home have the required size, layout and amenities like extra bathrooms, rec-room, garage etc. to afford the comfort and support the lifestyle our family desires?

If not, can the desired modifications and additions be made to the present home and what will be the cost?

(C) TIME = COST:

If the present home can be upgraded to afford the desired level of comfort, how many years could our family continue living in the house before the question of moving is likely to arise again?

Will there be adequate appreciation of our home's value in this time period to compensate for the cost of the upgrades?

In real life, it is rare not to have to make some compromises in the ideal levels of Convenience, Comfort and Cost.

ESSENCE OF SERVICE REALTY

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