

# underground APPEAL

Potential buyers have many must-haves on their lists. From a modern kitchen to multiple bathrooms, appealing to homebuyers can be an arduous task, indeed.

Still, one popular feature is the addition of extra living space. The last thing buyers want is to feel cramped in their new home. Solution? Instead of expanding with an expensive addition, maximize the space you already have by finishing your basement.

Basements have many possibilities for anything from playrooms to home theaters. Because most basements are isolated from the rest of the house, it can act as a sound buffer for children's play areas or create a space to play a musical instrument. Basements also have easy access to water lines and heating and cooling ducts, which makes it easier to add a bathroom or wet bar.

While these sub-rooms may be the easiest way to cost efficiently expand your home's living space, keep in mind the housing regulations specific to your area. Meeting these codes may not be as difficult as it sounds. Besides, refurbishing your basement could not only grab your potential buyer's interest, it might add to your asking price as well.

## CRS: Top of the Line

Choosing the perfect REALTOR® is vital to a successful sale, but it can be a difficult task. Knowing the credentials to look for in a REALTOR® will help both the seller and the buyer feel at ease throughout the entire transaction.

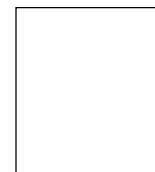
An agent who is a Certified Residential Specialist (CRS) is a proven leader in residential real estate. They are in the top four percent of agents in the country. CRS agents have both a high volume of transactions as well as advanced training in areas such as business planning, real estate investing, marketing and technology. As additional peace of mind, they offer years of experience, demonstrated success and professional advice to help you make smart decisions about selling your home. A CRS also must maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.



The real estate market is tough, fast-paced and competitive, but with a CRS Designated agent by your side, selling your home becomes an enjoyable experience.



Do you know someone who is thinking about buying or selling a home? **Please mention my name.**  
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If you are currently working with another real estate agent or broker, it is not a solicitation for business.



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