

# KEY REALTORS

**Better Homes and Gardens REALTY**  
**GARY GREENE**

**T**here is no denying the profound impact that the recession has had on the real estate industry. For the last several years, the real estate market went from booming to one characterized by homes sitting on the market for months on end. New home sales also have been conservative, and builders are cutting back on some offerings that were once commonplace.

The National Association of Realtors says that, despite fraying sales, there has been transitional home sales that rose in recent years. Distressed homes – foreclosures and short sales with all their obstacles – accounted for 25 percent of home sales in May of 2012. That figure is down from 28 percent in April and 37 percent in May of 2011.

While home sales have increased, money is still tight in the building industry and among home buyers. As such, instead of the top features in homes that were once lauded, the design and offerings. The list of what has also been a reduced, but what can buyers expect to see without when looking at newly constructed homes? Here are a few of the common features that are being by the marketplace.

**Survivors.** Although the “big three” of the marketplace was once being, builders are now focusing on home features that immediately add value and attract the eye of buyers. These include things like recessed kitchen cabinets and handily items while de-emphasizing extras.

**Selected selling features.** It can take a lot of energy to handle with 10-foot ceilings. As a result, grandiose family rooms

and two-story foyers have less attractive to buyers focused on saving money. Homeowners want spaces that are easier to heat and cool.

**Luxury bathrooms.** Many private residence luxury bathrooms that those found at popular older hotels. But luxury bathrooms are being ground out in favor of less expensive, more practical options.

**Outdoor kitchens.** Although entertaining at home is one way to keep budgets in check, some homeowners have realized they don't need a complete backyard kitchen with a pizza oven and built-in barbeque in order to host guests. According to a survey from the National Association of Home Builders, outdoor kitchens are the second least likely feature to be included in homes built in 2012.

**Mid-income individuals** continue to form their budgets, but many of these budgets have become smaller and more portable. That's the need for great home features and pricing options.

While certain features are disappearing, there are others that are gaining more and more popularity. Cool areas in kitchens, walls in closets, extra storage areas, and hidden charging stations for devices are likely to show up more and more in new home designs. Tall ceilings in family rooms are being eschewed in favor of smaller, more intimate spaces.

The design of new homes is changing to be more budget-friendly and also represent the changing priorities of home buyers. As a result, today's newly designed homes of 2012 look much different from homes built just a few years ago.

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**Joy Gehel**  
My Property Realty

According to Dr. Joy Gehel, an oral health professional and expert in esthetic dentistry, it's important to schedule a professional dental hygiene appointment prior to their wedding days. During these appointments, dentists can identify a program that professional whitening may be included in the acceptance to dramatically change the appearance of teeth.

If your teeth aren't as white as they once were, you may be considering a whitening treatment. Many tooth and beverages, such as coffee, tea, cola, dark berries, and performed by a licensed dentist. For example, tooth procedures to more consistent products. In addition, the dentist can help control absorption for men and women with sensitive teeth.

"Dental whitening is always stronger than the at-home kits," says Dr. Gehel. In addition, an in-office whitening treatment can be completed and take less time. Couples should schedule a whitening appointment at least a month before their wedding for optimal results. All whitening are different, but generally the whitening procedure involves taking pictures of your teeth before treatment to show the "before" and "after" results. Your dentist may provide special.

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**Glory Adams**  
RE/MAX

If your teeth aren't as white as they once were, you may be considering a whitening treatment. Many tooth and beverages, such as coffee, tea, cola, dark berries, and even chocolate, can stain the teeth over time. Certain medications also may contribute to changing the surface color of your teeth. While there are many whitening products available at drug stores, there are benefits to applying for a professional whitening treatment performed by a licensed dentist.

"People who wear dentures should bring the dentures in to the dental office," says Dr. Gehel. "A dentist can professionally clean the dentures and repair the denture if there are any chips or missing teeth can send the denture to the lab to see if a color change is possible."

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**Andy Flint**  
RE/MAX

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