



WELLS
REALTY & LAW GROUPS

COOLING REAL ESTATE

APPRECIATION IS COOLING OFF AND THE
NO. OF DAYS ON THE MARKET IS UP



A **HEALTHY** PRICE DROP MAY BE THE
ANSWER FOR THIS HOLIDAY SEASON

HOW TO CHOOSE
CARPETING

RECENT
HOME SALES
IN YOUR AREA

5 REASONS
MULTITASKING MAKES
YOU **LESS EFFECTIVE**

Cooling TEMPS EQUAL Cooling MARKET?

Now that the temperatures have started to dip we are seeing a cooling off of the real estate market. This is evident by a cooling off of appreciation and an increase in the average days on the market for listed homes.

Why is this happening? Some potential culprits are:

- Higher interest rates
- Government shut down and reopen
- Partisan bickering over the debt-ceiling and Obamacare
- More new home builders have increased the supply

How do we interpret all of these factors? The market has finally reached a price-point where buyers are just saying "too pricey for me!"

Given the fast approaching holidays, if your home is on the market and you have to move, a healthy price drop might be the answer.

Final assessment: keep playing it smart and don't fear competition – we don't! Why? We do what agents can't!



HOW TO CHOOSE CARPETING

Before You Shop

Before you begin shopping for your new carpet, answer the following questions:

Where in your home will the new carpeting be installed?

Keep in mind that you'll need a durable type of carpet in rooms that see a lot of activity and have high-traffic areas, especially family rooms, hallways and game rooms. You can use our Flooring Estimator to help determine the right carpet for you and your family.

Do you have children and/or pets?

If you have a flock of little ones or furry four-legged family members, you'll need carpet with high stain resistance.

What do you like or dislike about your current carpet?

If your carpet isn't as soft as you'd like, or if you feel the color or style is outdated, then you have some options to consider that will deliver the characteristics you desire.

How quickly do you need your new carpet installed?

Special order carpets can take weeks to arrive, but there are retailers that carry a number of carpet types and styles to accommodate customers who need a quicker turn-around.

Carpet Considerations to Keep in Mind Before You Buy

1. Carpet weight and fiber: Ounce weight is the biggest factor in determining the cost of carpet. A lower ounce weight will affect thickness and softness. Durable fibers, such as nylon and polyester, normally are priced higher but you get better carpet for your money.

2. Carpet pad: A better pad will result in greater comfort and aid in durability.

Carpet Fibers and Types

Carpet Fibers

Carpet fibers are the specific type of material that comprises carpet. Because different fibers react to wear and tear in varying degrees, it's important to understand each type of fiber and

what they offer in terms of durability, stain resistance and fading.

There are five primary carpet fibers that comprise most carpet types:

- **Nylon:** The most popular fiber that is also the strongest and most durable
- **Polyester:** Offers superior stain and fade resistance while delivering vibrant coloration
- **Triexta:** Comprised of 39 percent corn sugars, which translates to extreme softness
- **Olefin:** Least expensive carpet fiber that repels UV rays
- **Wool:** The premier carpet fiber with excellent durability and a soft, luxurious feel

Carpet Types

When deciding upon the type of carpet that is right for your home, keep in mind that whatever type you choose, it will become a focal point for the room where you install it. You can choose to have your carpet accent your décor, or provide contrast, depending on your personal taste.

There are four main carpet types to choose from:

Texture (Saxony/Cut Pile): Offers a smooth surface and traditional look. Great for high-traffic areas such as living rooms and hallways.

Twist (Frieze): Delivers a modern, casual and stylish look with great durability. Recommended for bedrooms, sitting rooms and media rooms.

Loop (Berber): Provides maximum durability for active family rooms and high-traffic areas, such as recreation rooms, basements and workout rooms.

Pattern (Cut & Loop/Sculptured): Offers distinctive looks with patterns for a stunning visual impact. Recommended for formal rooms, dining rooms and basements.

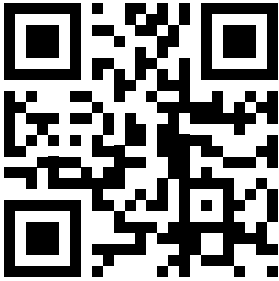
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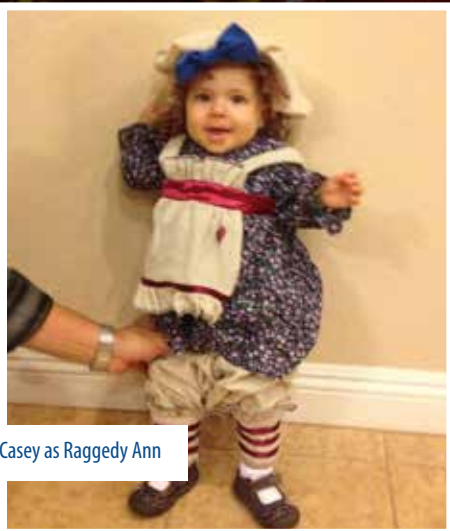
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5 REASONS

MULTITASKING MAKES YOU LESS EFFECTIVE



Many pride themselves on taking a conference call while perusing their inbox and texting their son; talking to a coworker while putting the finishing touch on that report and listening to the latest podcast; and making dinner while they ask their spouse about her day, fold laundry and watch their kids swim. But, do they really think this is reason to toot their own horn? Are they giving full focus to any ONE of those projects?

No. It's called multitasking, and it's a lie. As Steve Uzzell says in *The ONE Thing*, multitasking is "merely the opportunity to screw up more than one thing at a time." Translated to Gary speak – just plain dumb.

Why?

Research has proven time and again how multitasking is a detriment rather than a benefit to our lives. The simplest explanation is that when we try to do more than one thing at a time, we're dividing our attention and our performance suffers as a result.

How else does multitasking harm your productivity?
Keep reading.

1. Now where was I?

Multitasking makes it difficult to remember what you've been doing because it requires your brain to shift from the part responsible for memory to the part responsible for routine tasks.

2. Squirrel!

People who try to multitask are often more easy to distract because they have more trouble filtering out irrelevant information. In fact, when it comes to distractions, multitaskers can be their own worst enemy – spending an average of only three minutes on any one event before moving on to another.

3. Dumbing down.

Bouncing between e-mail, phone calls and web pages reduces your effective IQ by 10 points and your IQ stays lower, even after you've stopped multitasking.

4. Stress!

As the number of tasks you attempt simultaneously increases, your performance declines and stress rises.

5. Where did the day go?

Your brain needs to "reorient" to a new task each time you choose to switch between activities in the office, causing you to lose precious time – researchers estimate that 28 percent of the average work day is lost to this multitasking ineffectiveness.

Still not convinced? Try your hand at a multitasking test we all know the rules on – texting while driving. Apply the results to other areas of your life. Even though you're not behind the wheel, you may be surprised how multitasking affects your success in business and family life.

HOUSE OF THE MONTH

701 N 75 W, Centerville, UT 84014

For more Homes visit: Search.WellsRealtyGroup.com/



RECENT HOME SALES IN YOUR AREA

SANDY	9301 S. Southwood	2447 Sqft	\$274,000
	129 E. Pioneer Ave. #1	3009 Sqft	\$311,000
	9239 W. Brighton View	3210 Sqft	\$310,500
	8467 S. Handcart Way	2958 Sqft	\$329,870
	532 E. 9270 S #115	4153 Sqft	\$387,283
SUGARHOUSE	2026 E. Stratford	1712 Sqft	\$205,000
	2292 E. Roosevelt Ave.	1932 Sqft	\$255,000
	2160 E. Bryan Ave.	1688 Sqft	\$270,000
	2480 E. Emerson Ave.	2100 Sqft	\$331,000
	1817 Harrison Ave.	2300 Sqft	\$370,000
SL AVENUES	533 E 600 S	3619 Sqft	\$260,000
	556 S 1100 E	2646 Sqft	\$335,000
	738 S 1300 E	3319 Sqft	\$465,000
	275 S. Douglas St	4149 Sqft	\$425,000
	414 S. Douglas St	2791 Sqft	\$560,750
HOLLADAY	4846 S. 2120 E #12	2242 Sqft	\$212,000
	1573 E. 5600 S	1799 Sqft	\$207,000
	5326 S. Woodcrest	1960 Sqft	\$270,000
	3540 Oakview Dr.	1941 Sqft	\$337,900
	6052 S Heughs Canyon	3795 Sqft	\$395,000
TAYLORSVILLE	5644 Sorenson Cir.	2204 Sqft	\$224,000
	4858 S. Rockhill Ln	2782 Sqft	\$220,560
	2619 W. Tamra Dr.	2848 Sqft	\$255,000
	1571 W. Roenewood Cir.	3202 Sqft	\$330,000
	521 S. Timpanogos Way	3692 Sqft	\$373,000

HERRIMAN	6195 W. Indian Pony Wy	2550 Sqft	\$267,000
	14181 S. Crown Rose Dr	2664 Sqft	\$284,900
	6789 W. Gina	5152 Sqft	\$342,000
	8267 W. Dry Canyon Cir.	3276 Sqft	\$345,000
	14547 S. Broomfield	3963 Sqft	\$380,246
WEST JORDAN	5727 W. Moon Crest Ct	3120 Sqft	\$288,000
	5225 W. Spratling	3517 Sqft	\$300,000
	5207 W. Amethyst Dr.	3634 Sqft	\$344,000
	3662 W. Zadok Ln	3304 Sqft	\$330,000
	2746 W. 6680 S.	5066 Sqft	\$397,000
SOUTH JORDAN	4543 W. Saint Andrews	2744 Sqft	\$266,000
	4257 W. Lake Bridge Dr.	2908 Sqft	\$264,400
	5799 W. Spring Stone Ci.	3218 Sqft	\$333,500
	2241 W. Canterwood	3960 Sqft	\$361,000
	3218 W. Hunters Moon	3781 Sqft	\$355,990
DAVIS COUNTY	2146 S 350 E	3986 Sqft	\$304,000
	906 N 500 W	3284 Sqft	\$352,500
	3875 S Glade Hollow Wy	3880 Sqft	\$370,000
	1398 E. Millbrook Way	4347 Sqft	\$430,000
	979 Windsor Ln	4508 Sqft	\$540,000
DRAPER	14629 S. Vista Valley Dr.	2950 Sqft	\$292,000
	14868 S. Manti Cir.	3642 Sqft	\$335,000
	14028 S. Hawberry Rd.	3977 Sqft	\$373,500
	14077 S. Pumpin Ridge	3604 Sqft	\$407,650
	1912 E. Vista Ridge Ct.	4808 Sqft	\$495,000

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