

Market

Appeal

Personal Stories in Real Estate
from Nahid Nassiri

— VIEW IN FULL SCREEN —

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press: ESC to return

ISSUE ONE - Mountain Boulevard, Montclair

Photography - Quentin C. Bacon



Market
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NAHID NASSIRI

TOP SALES
Top 5% of sale throughout
Better Homes Realty branch offices

- *28 Years Experience*
- *98% Referral Rate*
- *MA in Architecture*
- *Home renovation specialists*
- *Online Multi-Media Marketing*
- *Buyer Services*

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NahidNassiri.com



NAHID NASSIRI
EXPANDED SERVICES

Your *Best Move*

a note from

Nahid

Take the
opportunity

What would you do if your greatest asset became your greatest liability?

This was the case for one of my clients who had a home he did not have the resources to adequately prepare for market on his own. After consulting with him and examining the various options I could provide to improve his situation, it was clear that a complete renovation was his best option. After just a few months of hard work by my select group of contractors, the rewards to him both personally and financially were realized.

There's a storybook charm to the restoration of an English Tudor; one I found inspirational to everyone involved in its renovation. Even the neighbors who stopped by during the process to say "Hello" were enthusiastic about the transformation. It was a pleasure to receive so much unsolicited encouragement for the work we had begun. It's my hope that you find the story equally inspiring and that it may prove a muse to any design or remodeling projects you may have.

A licensed REALTOR® with a MA in Architecture and nearly 30 years experience preparing homes for market, I've guided hundreds of clients through the process of buying or selling their homes. The passion and focus I bring to serving my clients interests can be seen throughout these pages.

When it's time to sell your home, what will you do to prepare it for the market place? What choices will you make to maximize your home's value and appeal? Which of these choices will provide the greatest return on your investment?

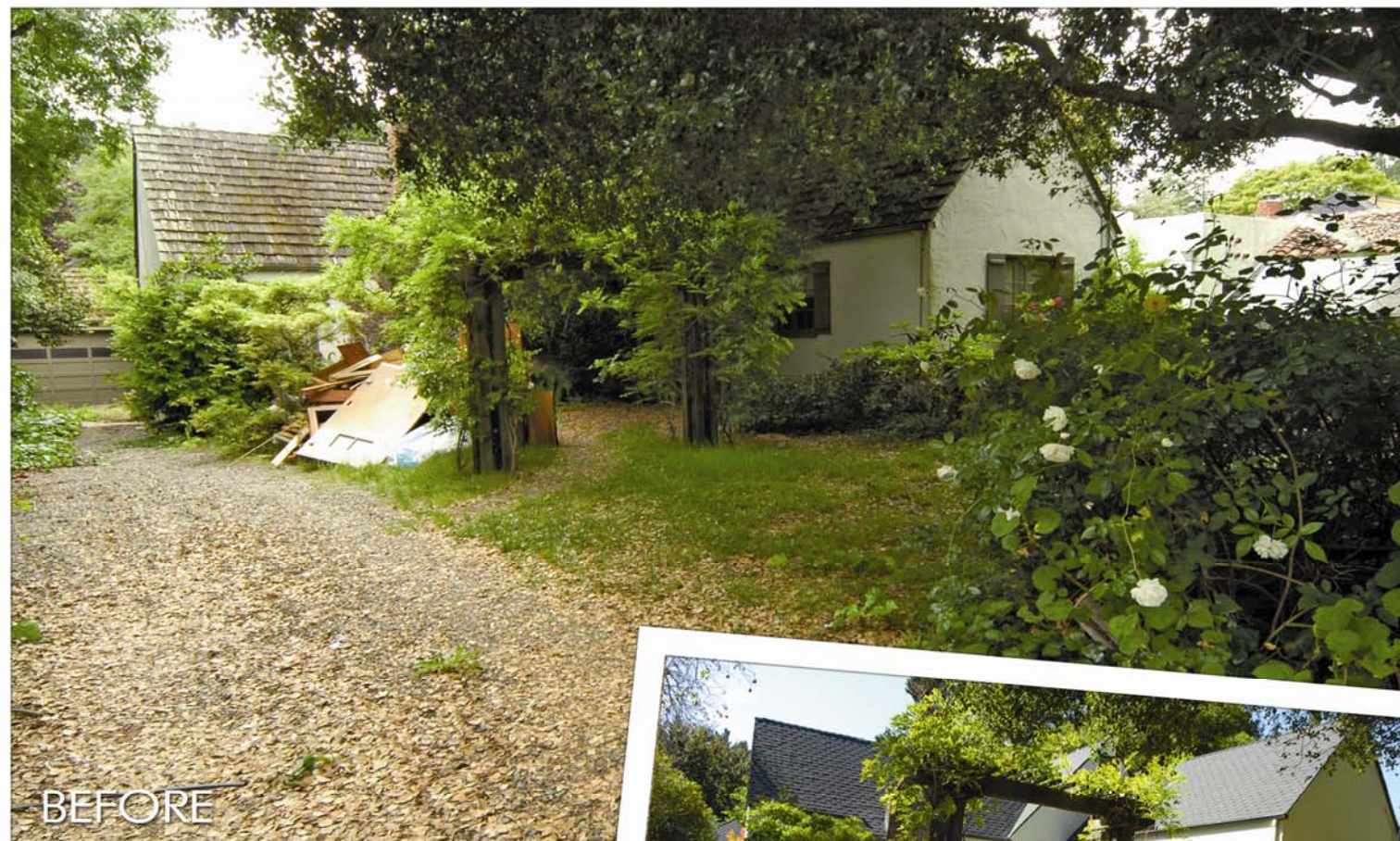
Whether your home is in need of some TLC, or is already picture-perfect, let's talk about your individual needs and how to best maximize your home's exposure and appeal in today's ever-changing market place.



Sincerely,
Nahid Nassiri

Nahid

REALTOR®
Owner of Montclair Better Homes Realty



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



It was a cold, blustery day when I first entered the mysterious home on Mountain Boulevard. My footsteps echoed in the long vacant dwelling as the owner related it's story. It seemed it was time for he and the house to make a transition and he needed to know how best to proceed.

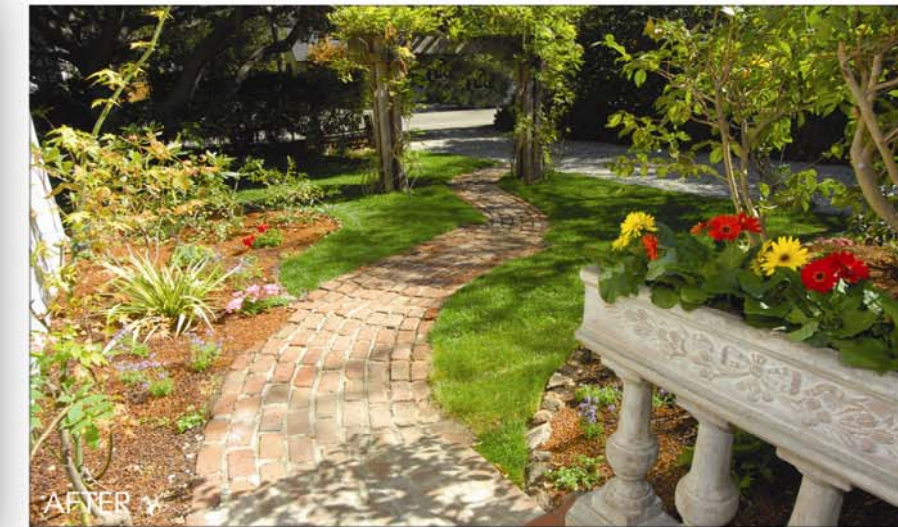
Having worked repeatedly with a select group of licensed contractors, who share in my passion for architecture and design, I knew I had a team who could deliver the needed transformation of this once adorable Tudor-style cottage.

We set about work immediately, starting with the kitchen, bathroom, and interior aspects that would directly enhance the homes overall market appeal.

The transition was dramatic, but my favorite element that came to life was the once understated brick pathway leading visitors to the front door. It was a simple and inexpensive chore that provided an enchanting invitation to an equally enchanting home.

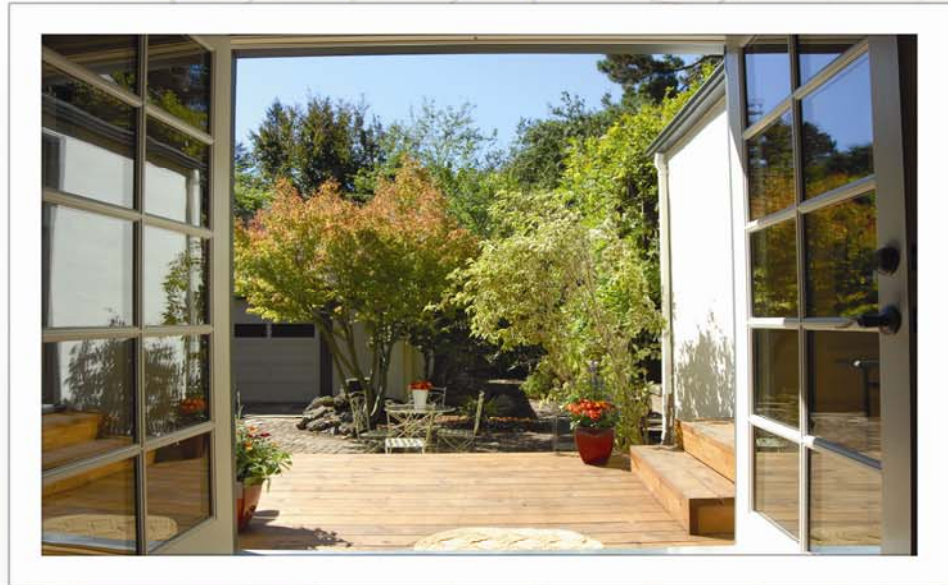
Additionally, trimming overgrown foliage throughout the yard bared the newly installed windows to the sun's elegant rays. Light now cascaded across refurbished hardwood floors, through French doors, over fresh wall treatments and glass-lined cabinets.

Adding the right furniture and staging décor, we were able to emphasize an overall sense of warmth and belonging. The result was picture-perfect.



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Open Space

Opening up the living room with a pair French doors expanded the current space . By inviting the outdoors inside, we created more room for entertaining, relaxation and enjoying nature. You can almost hear the laughter of a summer BBQ.



BEFORE



AFTER



BEFORE



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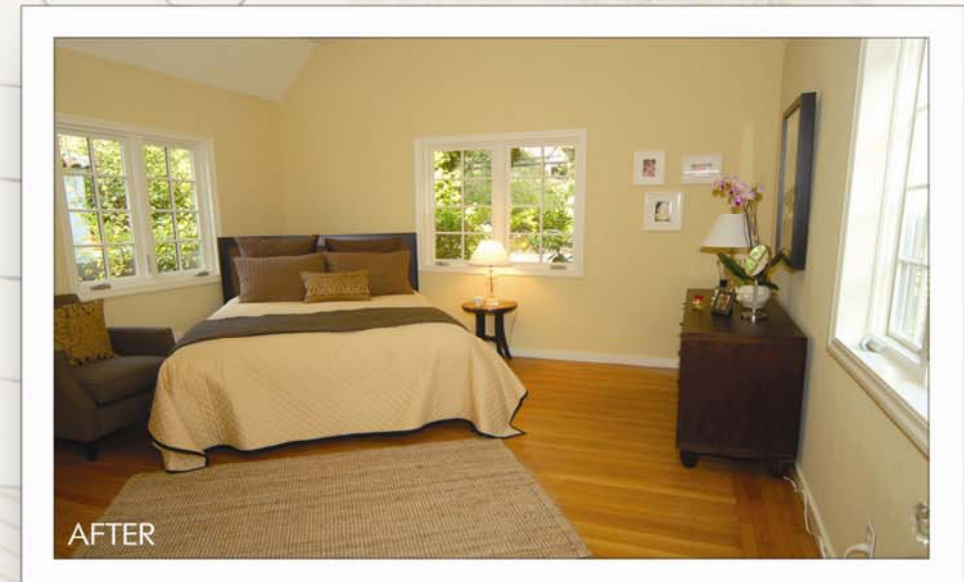
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Hardwood Floors

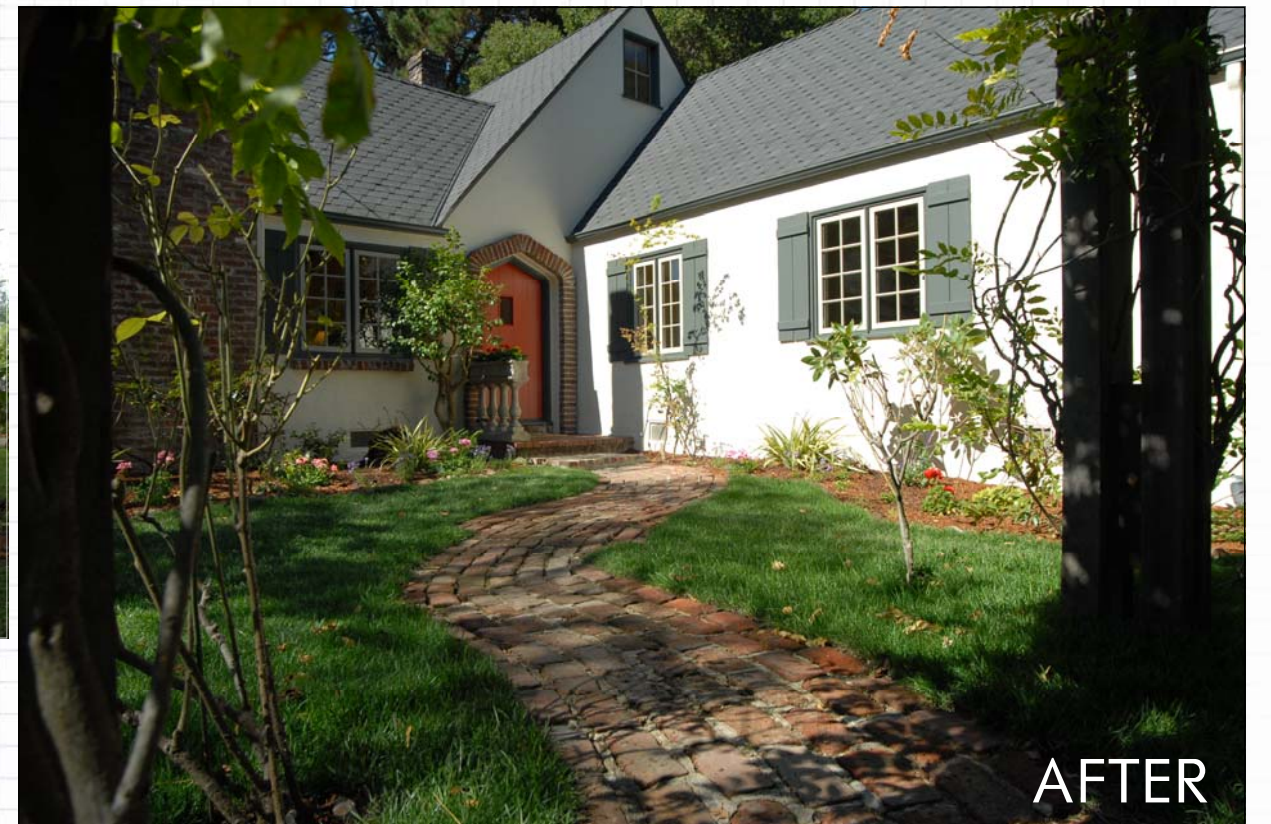
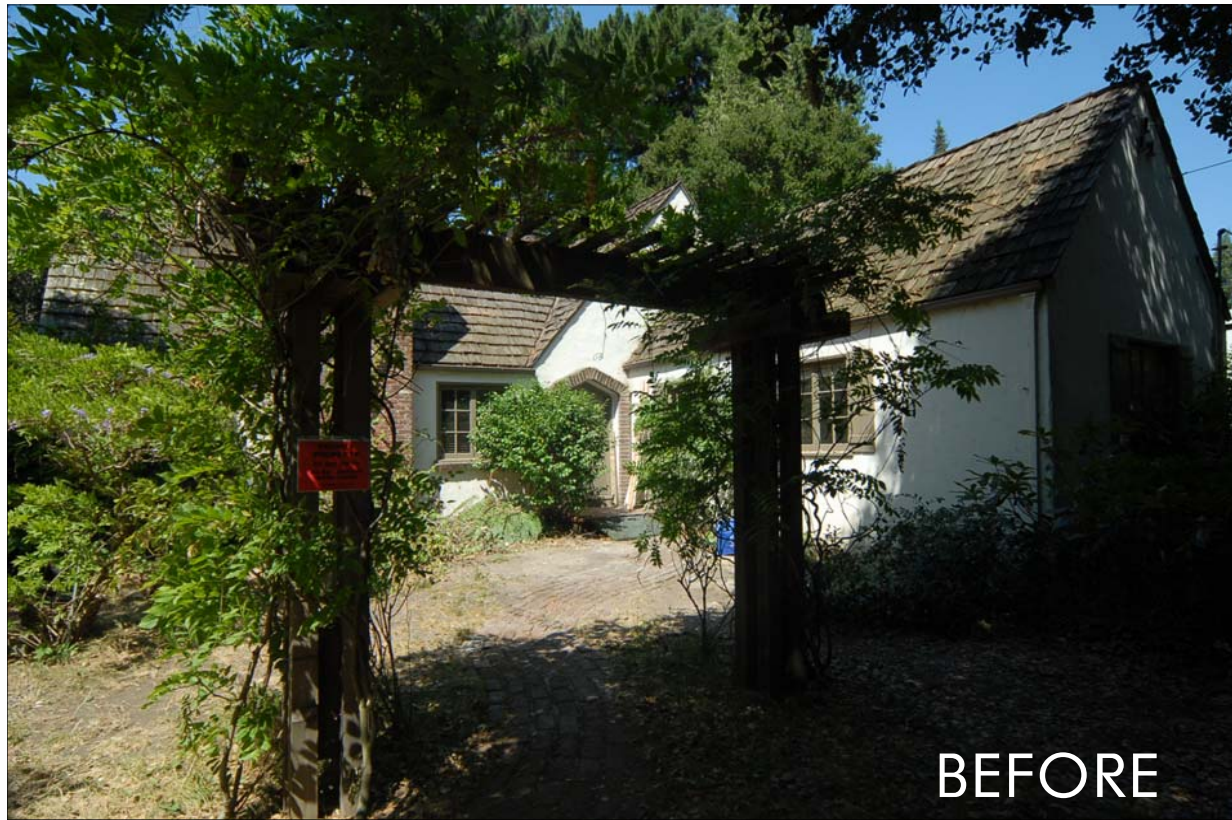
The warmth and classic appeal of newly resurfaced floors turns an otherwise dull living space into an expression of elegance. Every floor is different and it takes a team of skilled craftsman to turn back the hands of time.

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Unseen Character *As the home transforms, elements of character slowly reveal themselves. A beautiful view through a window is a small architectural detail, but an image worth capturing for the home's online photo gallery. With 80% of home buyers beginning their search on the internet, it's essential to bring these appealing elements into view.*



Market Appeal

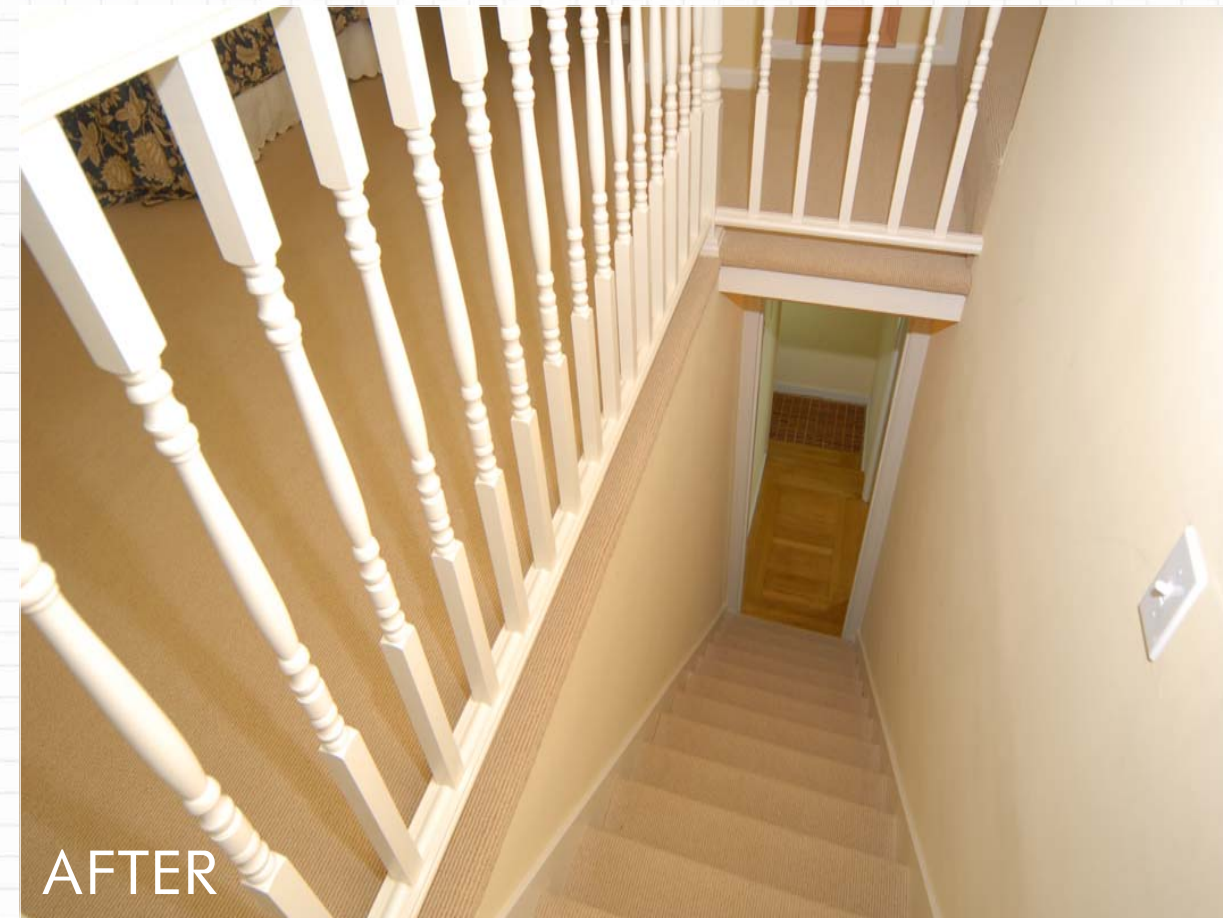
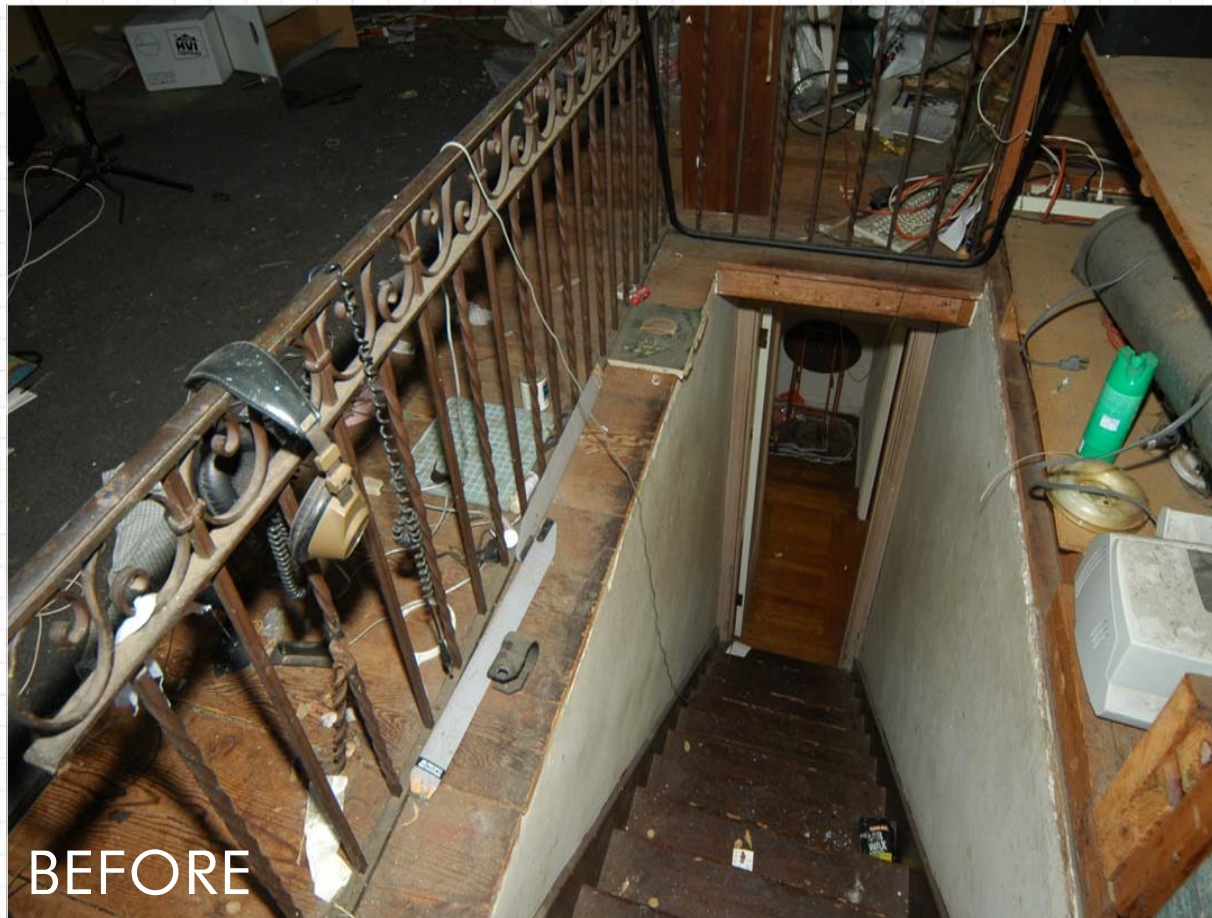
Move-in Ready The beauty and attraction of a newly renovated home is that it is move-in ready. Many buyers in today's market won't settle for less, and a smart realtor knows that addressing a buyer's needs is one way to secure a successful sale.



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*Architectural
Knowledge*

Reimagining the character and or functionality of space in a manner more consistent with modern living, can not only yield the highest return on investment, but done properly can serve as the emotional trigger that drives in offers for your home.



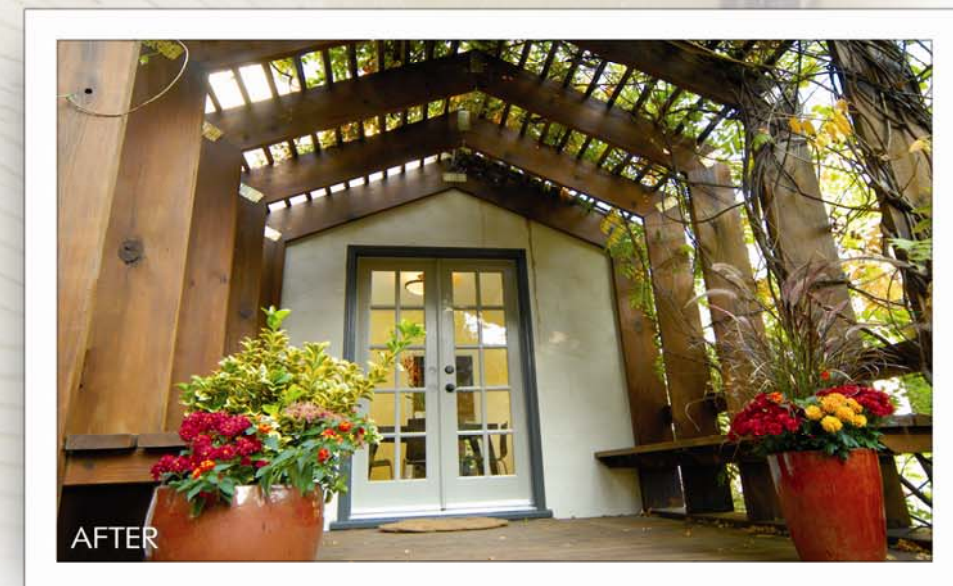
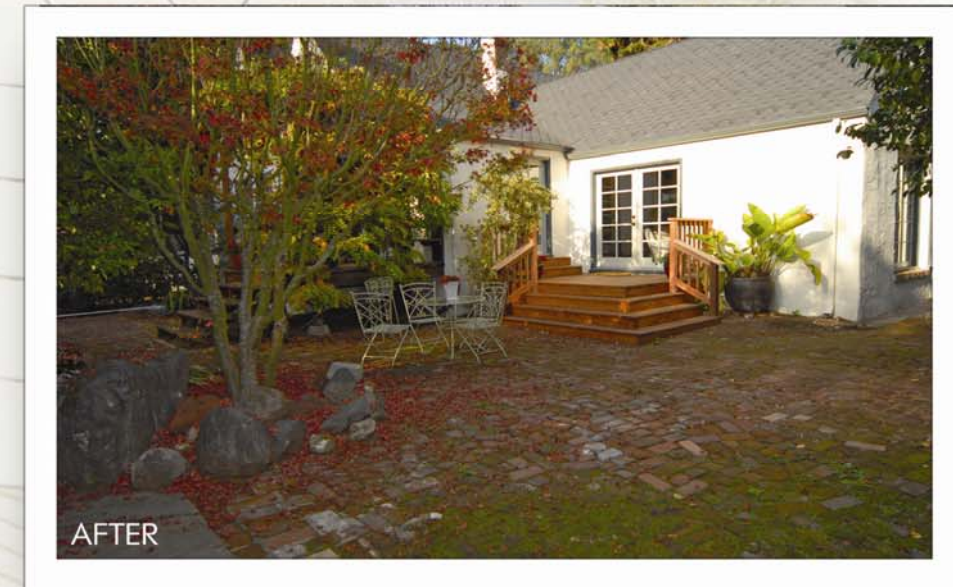
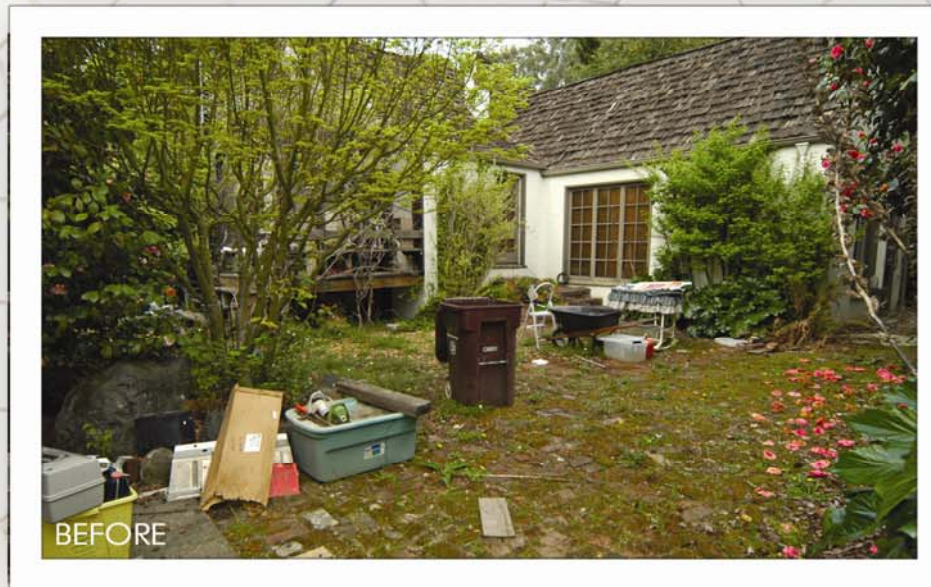
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Enchanting Discoveries Hidden beneath years of debris was a picturesque English garden and patio. Some heavy duty cleaning and just the right staging was all it took to transport visitors to a lush, rustic countryside. Any one for a spot of tea?



Market Watch

RECENT HOME SALES ON AND AROUND MOUNTAIN BOULEVARD

ADDRESS	LISTED	SOLD	DOM
1037 Aquarias	\$1,185,000	\$1,178,000	63
709 Caldwell	\$998,000	\$1,089,000	10
727 Caldwell	\$875,000	\$928,000	32
600 Caldwell	\$1,050,000	\$1,060,000	13
300 Capricorn	\$700,000	\$665,000	9
101 Duncan	\$625,000	\$610,000	14
271 Glenwood	\$609,000	\$609,000	47
5943 Monzal	\$1,020,000	\$1,083,000	7
1616 Mountain	\$1,200,000	\$1,240,000	13
1708 Mountain	\$619,000	\$690,000	58
1748 Mountain	\$675,000	\$710,000	10
1858 Mountain	\$825,000	\$845,000	9
1575 Mountain	\$825,000	\$850,000	16
548 Mountain	\$1,050,000	\$1,088,000	13
581 Mountain	\$1,035,000	\$1,075,000	8
1100 Mountain	\$639,000	\$755,000	10
6102 Ruthland	\$1,200,000	\$1,225,000	13
263 Taurus	\$699,000	\$670,000	64

If you would like additional home sales figures in your neighborhood, give me a call.
Office: (510) 339-4550

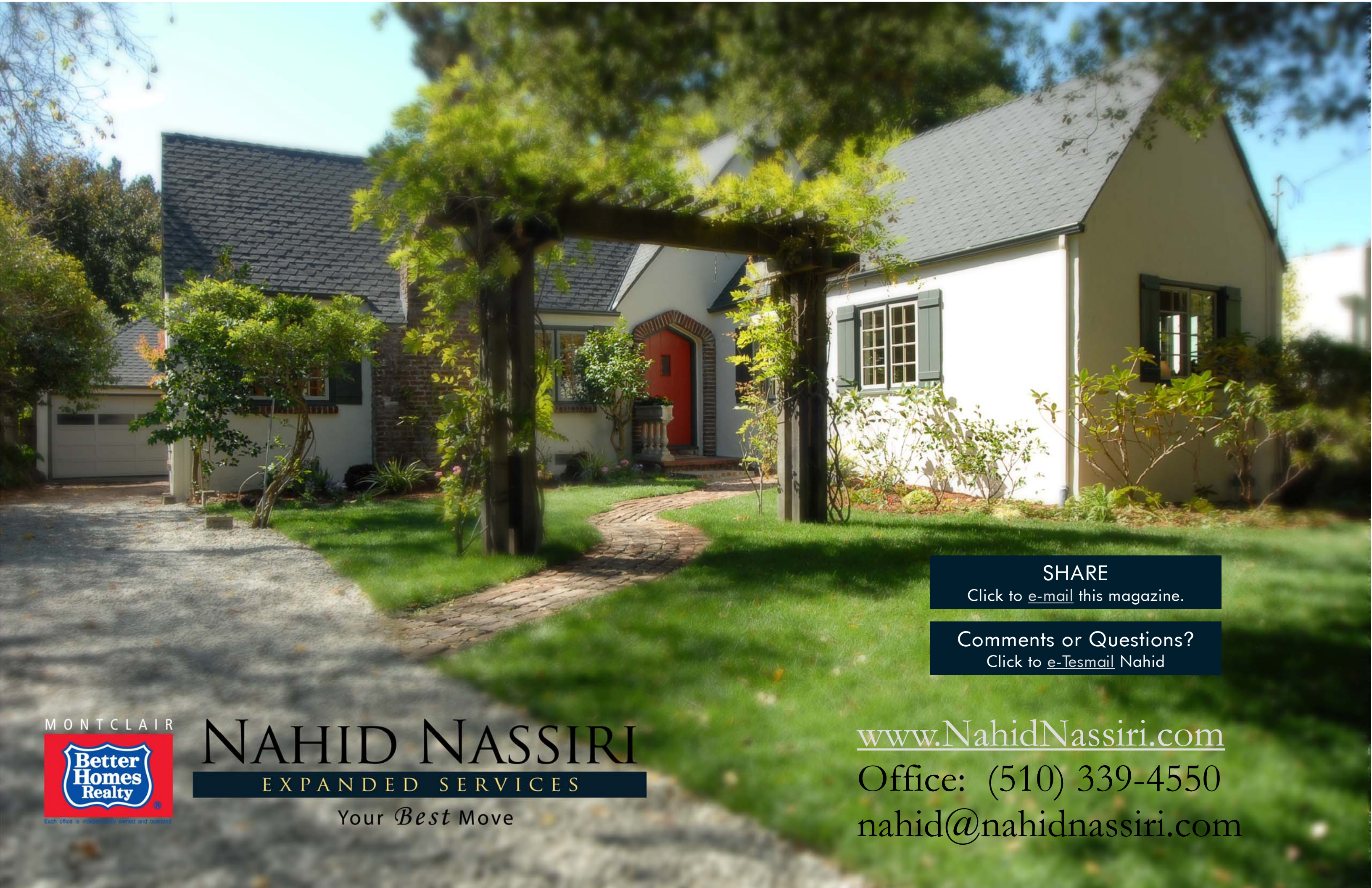
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