



## Questions About Today's Real Estate?

### Ask Phyllis!

*Dear Phyllis, Fifteen months ago, my mother passed. She appointed me executor of her estate but there are six siblings and we can't come to an agreement over what to do. One of my brothers tried to buy us out, but he can't obtain a loan. Now he wants to rent the home. I feel the home should be sold and the monies divided. We have had five family meetings but nothing gets accomplished; four of us want to sell, and one sister is in*

*agreement that my brother can rent. I don't know what my next step should be.*

*Family Mediator*

Dear Mediator,

Your role as the executor is to settle the estate; you are not a mediator, but a decision maker. Your mother didn't select a committee – she selected you. It is likely that all of you may never agree on renting, selling or waiting. You need to decide on a course of action and if the

majority of your siblings agree with you that's even better.

*Dear Phyllis,*

*Last year I had my home listed for sale but it didn't sell. My previous Realtor® wanted me to keep the curtains open and lights on when I left the home each day. Leaving the lights on seems wasteful; what is your opinion?*

*Frugal in La Crescenta*

Dear Frugal,

I know it is strange to turn

on all of the lights and to open curtains when leaving your home. But in 20 years of selling real estate not once has a buyer told me that a home was too bright. Many La Crescenta homes are selling within the first 10 days of marketing. During this critical period, particularly if your home is priced in that popular under \$650,000 range, you will likely have multiple showings each day.

If your home hasn't sold in 10 days and showings have

tapered, turn on the lights only in the front rooms (unless you know that you have a scheduled showing). Most buyers make up their mind within two minutes whether or not they like your home.

Good luck with your second go round, keep your lights on and get your home sold.

*Phyllis Harb is a Realtor with Prudential California Realty. She may be contacted at (818) 790-7325 or by email AskPhyllis@Realtorharb.com.*