



## Branch Out

Aside from their beauty, trees provide many significant benefits to homes, streets and cities. They keep the air supply fresh, provide shade and shelter, and minimize noise pollution. They can also increase the value of your property by up to 25 percent. Professional tree appraisers can determine the dollar value of your trees and plants by evaluating their size, type, condition and location. But regular care is what's ultimately more cost-effective and important in maintaining and protecting the value of trees.

Proper tree maintenance involves pruning, watering, mulching, pest management and, sometimes, removal. Inspect your trees for signs of disease or insect damage as well as potential hazards, such as large dead or detached branches, mushrooms at the base of the tree, and proximity to utility lines.

When you need professional help, be sure to find a certified arborist with a reputable tree care company. You can start by looking in the Yellow Pages, but remember that some of the most highly regarded companies rely more on word-of-mouth marketing. Seek recommendations from neighbors and friends, make calls to several companies and interview each one. Before you hire a company, ask for copies of valid and current insurance certificates and get a detailed written estimate of the work needed and costs. Also be sure to get a complete diagnosis before a tree is cut down. Beware of companies that solicit work door to door, demand payment in advance or advertise topping — a harmful practice of cutting back a tree's crown.

Sources: Tree Care Industry Association ([www.tcia.org](http://www.tcia.org)); International Society of Arboriculture ([www.treesaregood.org](http://www.treesaregood.org))



### DID YOU KNOW?



You can rub a candle or bar of soap along the tracks of windows and sliding glass doors to keep them opening smoothly.

## Say Yes to



Buying or selling a home can seem like an overwhelming task. But the right REALTOR® can make the process easier — and more profitable.

A Certified Residential Specialist (CRS), with years of experience and success, will help you make smart decisions in a fast-paced, complex and competitive market.

To receive the CRS Designation, REALTORS® must demonstrate outstanding professional achievements — including high-volume sales — and pursue advanced training in areas such as finance, marketing and technology. They must also maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.

Work with an agent who belongs among the top 4 percent of REALTORS® in the nation. Contact a CRS today.



**Do you know someone who is thinking about buying or selling a home? Please mention my name.**

This newsletter is for informational purposes only and should not be substituted for legal or financial advice.

If you are currently working with another real estate agent or broker, it is not a solicitation for business.

