

# ASK THE PROFESSIONAL



## Sue Jones on Real Estate

**Sue Jones is a REALTOR as well as Owner/Partner of Keller Williams Real Estate, Doylestown Office.**

**Experience:** Sue's experience spans over 30 years, providing professional help to both buyers and sellers in our local market.

**Designations/Memberships:** Holding the coveted GRI designation - Graduate of the Realtor Institute; Memberships in the National, Pennsylvania and Bucks County Association of Realtors.

**Education:** Sue feels that ongoing "fine tuning" of the ever-changing regulations, laws and procedures that guide the professional REALTOR to properly represent the public and which shape the Real Estate Industry are of the utmost importance, and this is her pledge and commitment.

**Why Real Estate as a Career?** When asked "What made you choose Real Estate as a career?" Sue answered "I wanted to be in a helping field and decided that Real Estate offered that, helping people with their most important investment."

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### How 'Adverse Situation' Affects a Home's Value

**Q. Sue, We are thinking of moving and wondered if there are potential resale issues we should watch out for when choosing our new home.**

**A.** An excellent question....and yes....and they are defined as an 'Adverse Situation.'

#### What is the Definition of Adverse Situation ?

It is a condition that will affect the resale of the property. If you purchase a home with an unchangeable Adverse Situation, it will undoubtedly sell for less than similar homes and may stay on the market longer.

Here below are 6 common Adverse Situations:

**1. Power lines:** I have had clients decline viewing homes near power lines due to the belief that they give off high-voltage which could be a potential health issue. Just like fears about cell phone radiation, people have come to worry that the low-level radiation from high-voltage power lines will make them sick—even though governmental studies have not found such a link. But perception is everything in the pursuit of a sale. Many people also find power lines aesthetically displeasing, so you may want to be aware of the trouble you could face at the time of your resale. It's a condition that will affect the resale of the property.

**2. New subdivisions:** Brand-new homes are a big draw for many buyers, but if you are looking in a subdivision that will be under construction for years to come, you may want to consider that resale could be difficult for the foreseeable future. You'll be

competing with brand-new construction for however long developers are building in the neighborhood, and that will make things difficult for many reasons. Beyond the appeal of new homes, builders also can offer many incentives to buyers that traditional sellers can't. You will have to compete with that, if you might want to relocate in five years.

#### 3. Neighboring a business:

I once had a neighbor whose home backed up to the rear of a grocery store. Guess when grocery stores get their deliveries? *All night long.* Those delivery people didn't care who was sleeping at 4 a.m. or whether they were being too loud for the new mom next door with a baby she was trying to put to sleep. Now, not every business is going to be this disruptive all night long, but just know that if your neighbors aren't homeowners just like you, you may have issues to deal with.

**4. Subtle noises:** When buyers tour homes, they're listening for noise from nearby airports, train tracks, or highways and major roads. They're probably a little more oblivious to the barking dog next door or the neighbor with parrots and a full aviary in their yard—or a chicken coop. Sometimes these noises are only passing aggravations and aren't permanent, but they can affect the next buyer's opinion when they're ready to sell.

#### 5. Peculiar ideas of privacy:

Speaking of noise...highways and major roads are an obvious problem at resale, but some buyers prefer backing to a busy road rather than another home for privacy reasons. For most people, the privacy benefit won't outweigh the disturbance of the noise. Make sure you understand the tradeoff they're buying into.

**6. Stucco cladding:** For this Adverse Situation, please email me and I will forward you an entire article explaining Stucco Exteriors.

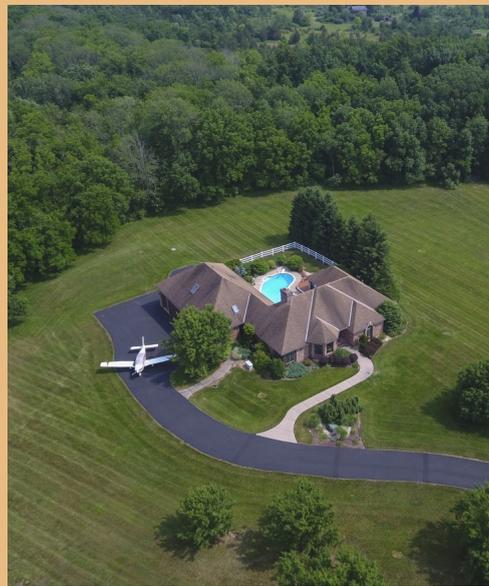
**SUE JONES** REALTOR, CRS, GRI  
Owner/Partner

*'I have 30+ years experience  
bringing Buyers and Sellers together'*

## Featured Listing



**273 Elephant Path, Bedminster Township - \$860,000**



2400 S.F. Hangar with 9'8" Main Door Clearance



Private Paved 2750 Foot Runway - PS03

- ◆ 3/4 Bedroom Ranch Home with Home Office
- ◆ Lush Setting Surrounds Home + In-Ground Pool
- ◆ Cooks Kitchen with Bar and Breakfast Room



Gated Fly-In Community - 8 Homes - 10 Acres Each

Drone Aerial Tour and Additional Photos/Details at  
[www.273ElephantPath.com](http://www.273ElephantPath.com)

Call Sue Direct for Your Private Preview: 215.262.4422

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