



610 S. Indiana Street

This gorgeous single level home is located on a pride of ownership street in Anaheim Colony Historic District. Three large bedrooms, 1 full guest bath, a private master bathroom and huge formal dining room make this home an easy choice!

\$638,888



1034 S Cambridge Street

Totally updated with quality throughout, attention was paid to every detail! This 4 bedroom 2 full bath home has a new kitchen with tile floor, new cabinets and appliances.

Light and Bright!

\$599,900



421 8th Street, HB

This stunning 4,800 square foot 18 room hotel is located just .02 (two tenths) of a mile away from the crashing waves of sunny Huntington Beach California and blocks away from Downtown with shopping and dining.

\$1,999,000 - \$2,400,000



216 N. Citron Street

This home started life as a two bedroom bungalow built in the 1920's and is now a four bedroom two full bath home and is approximately 1,790 square feet!

\$588,000



501 S. Illinois Street

This beautiful 1936 constructed Mediterranean style home is one of many located on this pride of ownership residential street which was one of Anaheim's first track home neighborhoods!

\$519,900



825 N Helena Street

Stunning curb appeal with mature landscaping and trees, sunburst venting over the porch and ribbon strip driveway make this bungalow a must have for vintage home lovers!

\$544,900



Meghan Shigo  
REALTOR®

Cell (714) 273-1381  
Off. (714) 254-3071

Please visit my website at  
[www.MeghansHomes.com](http://www.MeghansHomes.com)

[meghanshigo@lycos.com](mailto:meghanshigo@lycos.com)



"Specializing in custom & vintage homes"



Meghan Shigo  
Century 21 Superstars  
[www.MeghansHomes.com](http://www.MeghansHomes.com)  
[meghanshigo@lycos.com](mailto:meghanshigo@lycos.com)  
714-273-1381 Cell  
714-254-3071 Office  
510 N. Clementine Street  
Anaheim, CA 92805

"Specializing in custom & vintage homes"

Cell (714) 273-1381  
Off. (714) 254-3071  
Fax (714) 635-0644

[www.MeghansHomes.com](http://www.MeghansHomes.com)  
[meghanshigo@lycos.com](mailto:meghanshigo@lycos.com)

Meghan Shigo  
REALTOR®

Century 21 Superstars  
303 W. Lincoln, Suite 100  
Anaheim, CA 92805

## 16 Errors to Avoid When Selling Your HOME

### 1. Pricing Your Home Too High

I can research comparable sales in your area and advise you of the appropriate price range of your property. Most homes in our neighborhood are custom built. Personal knowledge of the homes we are comparing yours to is crucial. A "price per square foot" approach is not accurate. \*This is the method home evaluators on the internet use.

### 2. Taking an Inflexible Position on Financing

I can explain what financing options are available. Being flexible on financing terms may secure a better selling price, with other advantages as well.

### 3. Errors in Market Timing

I can help to determine whether the market cycle is poised to net you the most money.

### 4. Not Providing Easy Access for Showings

There are many ways to show a home. "Appointment Only" is the most restrictive. Lock boxes (key safe) are the most accessible. If your home is easy for agents to show, more prospective buyers will see it, improving your odds of getting the deal you want; however, your specific lifestyle may not be compatible with frequent showings. I will help determine a solution that will best fit your situation.

### 5. Not Utilizing Current Marketing Technology

I am aware of the latest technology, such as internet sites that cater to home buyers. The internet sites that I employ track the amount of activity your home has on the web.

### 6. Not "Staging" Your Property Correctly

Put some items in storage, create more light, play music or otherwise improve the ambiance. I can offer helpful advice to create the right first impression.

### 7. Believing that Selling Property is Seasonal

Don't base selling decisions on the seasons. Property sells year round.

### 8. Pricing Your Property Too Low

One reason to hire me is to make sure that no money is left on the table.

### 9. Not Re-evaluating the Market Plan

Re-evaluate my marketing plan every 10 days. You and I may need to make intuitive changes based on the current market and buyers.

### 10. Believing Your Agent is Not Doing the Job When There Aren't Any Offers

Most sellers are unaware that 80% of all buyers'

activity comes from the sign and the MLS. If you don't have a problem showing the home, but it hasn't generated any interested buyers, it may be time to re-evaluate the price.

### 11. Ignoring the Importance of First Impressions

Sales have been blown by unkept lawns, cluttered closets, unpainted front doors, hard-to-work locks, blown light bulbs, bad colors, stains, unlit areas and bad smells. Spend time on the little things. Double up on your gardening, keep things cleaner than usual. Take serious control of your pets during this period.

### 12. Not Making the Right Kind of Repairs

Don't be tempted to make improvements prior to listing without consulting me. Some upgrades will not yield any real increase in value, while others may increase property value substantially.

### 13. Not Giving the Sales Effort Enough Time

You should never give too little time to what is inherently a long process. Homes may take 3-6 months to sell, in any market. Estimate how much time you have before you need to sell and then plan ahead to allow extra time. You don't want to be forced to accept a disappointing offer.

### 14. Not Screening Prospects Adequately

One of the best reasons for hiring me is my ability to pre-qualify a prospect financially before valuable negotiation time is lost.

### 15. Believing that You Can't Make a Difference

The top agents in the industry report that sellers themselves are responsible for at least one out of ten sales! You can network your business and personal friends. You can hand out fliers at your place of business and elsewhere, and you can keep the house in "move-in condition". I will be ready to hand you all sorts of assignments to make the "team effort" successful.

### 16. Testing the Market

Never put your property on the market, unless you really want a sale! Get ready for a professional sales push when you list with me. If your plan harbors some indecision, resolve it before you list, because success is my objective!

*“Every House  
in the Colony  
is different.  
Some houses  
are worth more  
than others  
because of  
their rarity,  
curb appeal  
or restoration  
work”*

## Home Averages

The average home in the 92805 zip code that is available for sale is three bedroom, 1425 square feet, asking \$618,025 and has been on the market an average of 51 days. The average home in “back up” status is a three bedroom, 1101 square feet, asking \$559,560, and has been on the market an average of 73 days. The average home in “pending” status is a three bedroom, 1,501 square feet, asking \$588,903, averaging 47 days on the market.



584 E Center St



214 S Walnut St

## Neighborhood Update

Sold In February

584 E Center St	\$470,000	702 S Lemon St	\$590,000
551 S Helena St	\$528,000	402 S Olive St	\$674,900
533 E City Ct	\$550,000	214 S Walnut St	\$469,000



"I want to see what's out there first before I agree to sell!"



Before you agree to sell your home you should know what you are able to purchase first. These are the steps I suggest that you take when considering moving:

Give me a call. I would love to come over, take a look at your home, show you past comparable sales and tell you what your net dollars will be.

Give a lender a call. Once you know what your down payment will be a lender can tell you what your new monthly payment will be and see what type of loan program you will feel comfortable with. Lender suggestion: Gail Kramer, Emerald Pacific Financial 714-520-4383.

Give me another call. I can help you in North Orange County, parts of South Orange County, and parts of LA County. I can connect you with Realtors in other parts of California and all over the country. We can take a look to assess what your dollar can buy. Then if it looks as though you have choices you like, you can make your decision. All of these steps are free and at no obligation. Lastly, I offer special discounts when you list and purchase a home using my services. Please call me when you are ready!

## 10 Important Real Estate Tax Deductions



### 1. Home acquisition mortgage loan fees:

If you bought your primary or secondary home last year, you probably obtained a mortgage to finance the purchase. That mortgage is called an “acquisition mortgage” because it enabled purchase of the residence. If you paid a loan fee to obtain that acquisition mortgage, usually called, “points” that loan fee qualifies as an itemized interest deduction. Each point paid equals 1 percent of the amount borrowed.

### 2. Home improvement loan fees:

If you paid a loan fee to obtain a home improvements loan, that loan fee is usually deductible in the tax year it was paid.

### 3. Loan fees paid to refinance a home loan or borrow against other real estate:

If you refinanced your existing home loan last year, or borrowed against other real estate such as an apartment building, any loan fee you paid must be fully deducted over the life of the mortgage; i.e., if you paid a \$1,000 loan fee to refinance with a new 30-year home mortgage, you can deduct \$33.33 for each of the next 30 years.

### 4. When refinancing, deduct any undeducted loan fees:

Thanks to low mortgage interest rates, many home owners refinanced again last year after previously refinancing a year or two earlier. These home owners should remember to deduct on last year’s income tax returns any undeducted loan fees from a prior mortgage refinance.

### 5. If you bought or sold property last year, remember to deduct prorated real estate taxes:

A major tax deduction many real estate buyers and sellers overlook is the prorated property tax they paid at the close of escrow. Even if the other party remitted the payments to the tax collector, but you were charged a prorated portion of the tax bill, be sure to deduct your share on your last year’s return.

### 6. Deduct prorated mortgage interest in the year of property purchase or sale:

Similarly, if you bought a residence (or other real estate) and took over an existing mortgage, don’t forget to deduct your prorated interest share for the month of the sale (even if the seller made the payment to lender). Your closing settlement statement shows your prorated share of mortgage interest.

### 7. Mortgage prepayment penalty:

If you paid off an existing mortgage early and were charged a prepayment penalty by the lender, that prepayment penalty qualified as an itemized deduction.

### 8. When land rent payments qualify as interest deductions:

Millions of homes are located on leased land and Internal Revenue Code 163<sup>9</sup> allows land rent to be deducted like interest when the lease: (a) is for at least 15 years, including renewal periods; (b) is freely assignable; (c) contains a present or future option to buy the land; and (d) is like a security interest, such as a mortgage. Of course, payments to buy the land; and (d) is like a security interest, such as a mortgage. Of course, payments to buy the land are not deductible, nor are ground rent

payments deductible if you do not have the option to buy the land, such as in the mobile home park.

### 9. Home construction loan interest:

If you built a new home last year, or are building one now, don’t forget to deduct the construction loan interest paid. It’s deductible if the construction period does not exceed 24 months before occupancy of your principle residence.

### 10. Deduct prepaid property taxes and mortgage interest:

If you prepaid this year’s real estate taxes last year, as home owners do to increase their tax deductions, or if you paid your January of this year mortgage payment in December of last year, don’t forget to deduct these extra mortgage interest and property tax payments on last year’s income tax returns.

\*For more comprehensive understanding of the legal/tax consequences, I strongly suggest your contacting an attorney and/or CPA for specific advice on the matters slated herein.



**American Red Cross**

*Together, we can save a life*

## The Anaheim Colony Cares Blood Drive

will be Tuesday March 28th, 2006  
from 2-8 pm at 510 N Clementine, Anaheim  
In the Bloodmobile  
To make your life-saving appointment,  
please call Meghan Shigo at  
(714) 273-1381 or (714) 254-3060.

Questions about your eligibility?  
Please call 1-800-843-2949 ext. 7066



Preserve and restore your classic building with the help of an Architectural Historian.

**PRESERVATION PLANS  
NATIONAL REGISTER  
HOUSE HISTORIES  
MILLS ACT**

714-292-0042 Cynthia\_Ward@sbcglobal.net