

REAL ESTATE GUIDE



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901 Utah Ave SE



2 BR, 1 BA, 1,599 sq ft

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204 E 9th St, Woonsocket

New Price!



3 BR, 2 BA, 1,290 sq ft

\$97,500

48 8th St SE



3 BR, 2 BA, 2,076 sq ft

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1554 Beach Ave SE

New Price!



3 BR, 2 BA, 2,080 sq ft

\$133,900

647 Simmons Ave SE

New Price!



4 BR, 2 BA, 1,984 sq ft

\$135,900

806 Utah Ave SE



4 BR, 3 BA, 2,672 sq ft

\$145,900

1354 Iowa Ave SE



3 BR, 2 BA, 2,312 sq ft

\$154,900

19408 Pelican Loop



2 BR, Lake Byron, Lot size 75x125

\$157,500

1280 McDonald Dr



3 BR, 2 BA, 2,608 sq ft

\$164,000

208 Dakota Ave S



Store Front, Deluxe
Upstairs Apartment

\$165,000

1720 Illinois Ave SW



3 BR, 2 BA, 2,648 sq ft

\$168,900

1060 Ohio Ave SW



3 BR, 2 BA, 2,135 sq ft

\$169,900

1785 Riverview Dr



3 BR, 2 BA, 2,184 sq ft

\$185,900

1739 McIlvaine Ct



3 BR, 3 BA, 3,504 sq ft

\$203,500

324 2nd St SW, Highmore



4 BR, 4 BA, 4,306 sq ft

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1860 Meadowlark Ln



3 BR, 3 BA, 2,820 sq ft

\$275,000

1306 Riverview Dr



4 BR, 3 BA, 3,656 sq ft

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2025 Dakota Ave S

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227 Dakota Ave N

COMMERCIAL



Many Updates!!! 5,800 sq ft

\$299,900

250 4th St NE

COMMERCIAL



7,000 sq ft, Great Location

\$350,000

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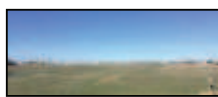
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Reg Kleinsasser
Real Estate Connection



Angie Uttecht
Ace Realty



Pat Kisely
Pro Realty



Phelan Stahl
Coldwell Banker Action Realty

Technology gives boon to real estate

BY CRYSTAL PUGSLEY
OF THE PLAINSMAN

The landscape of real estate has been changing along with everything else in response to the COVID-19 regulations put in place to keep people safe, say realtors in the Huron area.

Traditional open houses that invite the public to view homes on the market are a thing of the past, replaced by expanding technology that allows a potential buyer to take a virtual tour of the listing.

“In today’s age of technology you can do a lot of it electroni-

cally with electronic signatures, emailing and scanning,” said Reg Kleinsasser, owner/broker of Real Estate Connection. “Most of our offices are closed down with the order from the governor. We’re still operating remotely. I

REAL ESTATE / Page 6

Are you **Ready** to put down some **Roots?**

Interest rates remain low for a home purchase or refinance.

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Before you buy:

Five questions to ask about the roof

(BPT) — Ready to make an offer on that perfect piece of real estate? Most homebuyers have a checklist of questions to ask the seller. Questions about the plumbing, heating and AC unit are common. But when searching for that dream home, one of the most important yet overlooked major items is directly overhead and should top the checklist.

A roof protects the home from the ravages of sun, wind, rain and other threats. The ability for a roof to provide protection is directly linked to its condition. A roof nearing the end of its service life can be a major investment for any homeowner. Knowing the condition of a home's roof plays



a big part in determining what the overall investment in a new property will be. Here are a few

questions to ask before committing to any property.

ROOF - Page 7

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SALE PENDING



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217 2nd St, Yale

SALE PENDING



\$47,000

Large home & everything on one level. Dining room, family room, 3 BRs, 1 BA, large laundry/storage room, 30x24 garage & 95x150 yard.

526 Simmons Ave SE



SOLD

Enclosed porch, living area open to dining, main level BR & BA, 2 upper level BRs, covered back deck, all appliances included.

1464 Utah Ave SE



SOLD

Spacious updated kitchen, HUGE main level family room, 3 BRs, 3 BAs, unfinished basement. Double garage. AS IS + your effort = equity!

1121 S Miller Ave



\$80,900

In Mitchell near DWU! Light filled living area, dining room open to large updated kitchen, 2 BRs, 2 BAs. An easy project to update lower level.

1367 2nd St SW



\$98,500

New furnace & C/A, ample space, LR open to DR, large kitchen, main level laundry, DRY basement, triple garage & alley access! A bargain!

1430 Washington Drive



\$125,000

Comfortable, affordable & desirable. Large living area, dining room, large kitchen, 2 BRs, office/den or 3rd BR. Move-in ready for you!

760 Illinois Ave SW

SALE PENDING



\$138,500

Plenty of space & easy on budget! Enclosed porch, spacious LR, DR, large K, 3 BRs, 2 BAs, family room & office/den. 20 X 24 garage, fence.

1760 Illinois Ave SW



\$167,500

Extensive updates since 2010. 2 BRs, 3 BAs, main level master suite & 4 season room. Lower level FR, 2 guest BRs, hobby room & BA. Sgl + dbl garages, fence & alley access.

1050 Saxton Drive



\$300,000

Need space? 1,768 sq ft each level, open floor plan, 5 BRs, 3.5 BAs, finished lower level. 24 x 28 garage, deck, 0.55 acre yard & storage shed.

1956 Illinois Ave SW

SALE PENDING



\$310,000

Custom brick one owner home, superior condition, 4 BRs, 5 BAs, family room sunroom, wrap-around deck, work shop inside triple garage, RV parking & MORE!

20579 SD Hwy 37



\$375,000

Modern walk-out ranch, superior condition, 2nd owner gem! Main level office, 4 BRs, 3.5 BAs, family room, elevated deck, patio, extensively landscaped & country view.

Dreams still come true!

The pandemic shall pass and, after it has, remember all real estate is local.

Talk to Pro Realty to find out what is happening in the local market.

Until then, be safe.

REAL ESTATE:

From Page 3

have an office set up in my home.”

Phelan Stahl, owner/broker of Coldwell Banker Action Realty, said virtual tours viewed online help a buyer narrow down choices for a home, but they will still want to step through the door before making a final decision.

“We take precautions and wear gloves and that sort of thing,” Stahl said. “In homes that are occupied, the sellers had bottles of hand sanitizer out for us.

“Just the other day I showed one to a client that lived out of town and didn’t want to come here. I did go in the house and face timed them live,” he added. “It worked out really well, walking through and zooming into certain features of the house. That’s a live virtual tour.”

When it comes to marketing property, still pictures and videos can only go so far, said Pat Kisely, owner/broker of Pro Realty.

“Virtual tours cut down on the number of showings and allows people to screen the property before they go see it in person,” Kisely said. “There are times it doesn’t turn out to be what they thought it was. Photos and videos can only do so much. Overall, it’s whatever method helps market the property and do it safely.”

Kisely said when they do go into the home with a client they take several precautions, such as agents wearing masks, booties and gloves. She recently traveled to Sioux Falls to meet a buyer, walk through the property and go to the title company.

“It’s very restricted there, but even in Sioux Falls commerce still functions,” Kisely said. “Real estate is a very essential business that supports the financial industry.”

Angie Uttecht, broker/owner of Ace Realty, said business has been picking up over the past couple of weeks, especially since no new positive cases of COVID-19 have been detected in Beadle County.

“There are still people listing their homes,” Uttecht said. “Our in-person showings are definitely less than they would have been this time of year. A few decided to hold off on listing due to the virus, and of course this uncertainty in the economy will affect some things.

“But it’s been super busy the last week, for sure,” Uttecht added.



Kisely said when she does show a home, especially if it’s occupied, other precautions are taken.

“We try not to touch anything and have the home owner have the lights on so we’re touching as little as possible,” Kisely said. “We’re taking precautions.”

“We’re trying to be as careful as we possibly can,” added Kleinsasser. “You’re going into

somebody’s house.”

Kleinsasser said he has been working with three people from California and one from Oregon who is coming to look at property.

“Interest rates are incredibly low right now, that helps keep people interested,” he said “I’ve heard that lenders are just swamped with people refinancing right now. I hope the interest rates stay longer than the virus and I hope the virus is just about done.

“We’re just doing our best, be careful and take precautions,” Kleinsasser added. “You just have to be careful.”

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ROOF:

From Page 4

1. How old is the home's roof?

Ask the homeowner about the age of the roof — and don't be shy; ask for documentation. Knowing the age of the roof will help you understand issues you may encounter and how to plan to prevent them. It can also influence homeowner insurance costs — and even whether an insurance company will write a new policy on the property, according to insurance.com.

Typically, a roof can be expected to last anywhere from 15 to 50 years, depending on the roofing material, the severity of the weather it is exposed to and if it was installed properly.

2. Are there any known damages or repairs to the roof?

In most states, a seller must disclose any known home damage or defects to a prospective buyer. By asking about roof damage and repairs specifically, the seller cannot easily forget to mention those details. It is better to get any bad news early and factor the cost of potential repairs into negotiations to avoid devoting time and money toward a property that may have cost-prohibitive issues.

3. When was the roof last inspected?

A thorough inspection is important, even if the roof is new. Wind and hail can cause hidden damage that could dramatically shorten the life of the roof. Impacts from large tree branches can distort or even penetrate roofing material. Small, hard-to-find water leaks can lead to rot and costly structural damage beneath the surface.

A professional roofing contractor will provide a comprehensive inspection. They can expertly assess the roof's condition, inspect often-overlooked areas, identify needed repairs and estimate the roof's remaining useful life before replacement will be necessary. They will also inspect roof ventilation to ensure it is adequate. The contractor will make sure gutters are functioning properly and not allowing water to back up into the roofing system.

4. Is the roof still covered under warranty? Can that be transferred?

Depending on the manufacturer, the home's roof may have a warranty that is transferable from one homeowner to the next. Warranties are designed to cover certain manufacturing defects. Ask the seller to provide a copy of the roof warranty and carefully read through the terms and conditions to determine if the warranty can be transferred and what degree of coverage will be provided. If a warranty is not transferable, that should not necessarily be a deal breaker; there may still be plenty of life left in the roof.

5. Will the seller negotiate a lower price to compensate for an old or damaged roof?

A home with an old roof is not necessarily the end of the line for a homebuyer's dream. Sellers may be willing to negotiate a lower selling price to help a buyer cover the cost of roof replacement. The good news for the buyer is a new roof, along with a new warranty, is like a new beginning for the home with decades of reliable service ahead. Roofing manufacturers such as TAMKO Building Products LLC offer limited lifetime warranties that may add peace of mind.

A roof can make or break a home deal. Any potential buyer should be sure to get the facts before committing to a sales contract. For more information, visit www.tamko.com.

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Boost your home's curb appeal

(BPT) — Looks matter and first impressions count! So to pique the interest of potential buyers, refresh your home's exterior and boost the curb appeal with new siding. In-the-know design pros are choosing cypress siding for the upgrade. It looks great and can last a lifetime, no matter what Mother Nature might have in store.

“Cypress siding offers the complete package,” says Zack Rickman of the Southern Cypress Manufacturers Association, www.CypressInfo.org. “It’s not only beautiful, it offers proven outdoor performance by naturally repelling insects — like termites and carpenter bees — and minimizing decay, chemical corrosion and other damaging elements.”

Be informed

Wood siding offers a timeless look that is often imitated, but never really duplicated. And while there are many siding products to choose from, homebuilder Stephen Ellis, MGB Fine Custom Homes of Sarasota, Florida, chooses cypress. And for good reasons!



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CURB APPEAL / Page 10

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924 4th St NE
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\$179,900 • 3 BD 3 BA

808 Iowa Ave SE
\$165,000 • 3 BD 3 BA

325 24th St SW
\$149,000 • 3 BD 2 BA

312 Kansas Ave SE
\$75,000

1047 Simmons Ave SE
\$75,000 • 2 BD 1 BR

1091 Colorado Ave SW
\$70,000 • 2 BD 2 BR

645 Michigan Ave SW
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Kotas Country Estates
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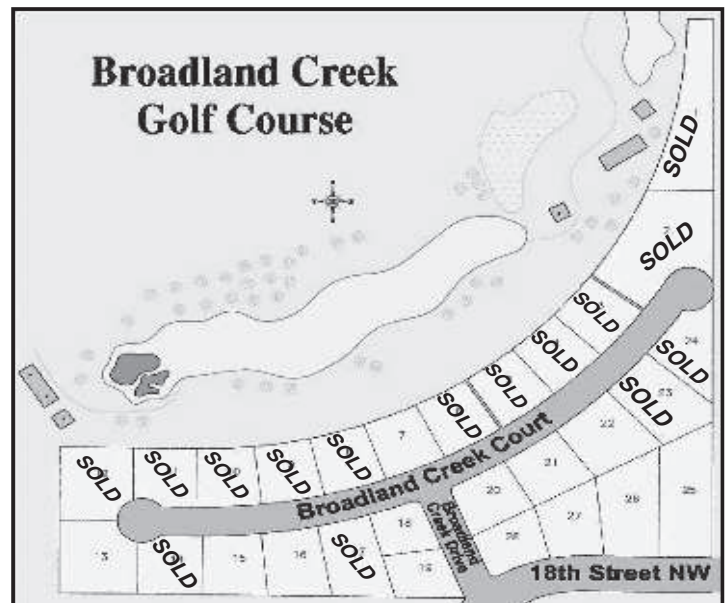
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CURB APPEAL:

“Often we clad our homes entirely in cypress,” he says. “It’s a material we enjoy working with because it’s dimensionally stable and holds up well in our humid, coastal environment. And it’s locally sourced, which is something homeowners are valuing now more than ever. Ultimately, the decision comes down to the architectural style of the home, maintenance and cost. I do my best to help homeowners make an informed decision based on their goals.”

When it comes to picking a siding style, cypress is available in all the popular patterns, like traditional bevel or modern shiplap. Yet in Ellis’ area, he’s seeing a different trend. “These days, we’re putting up a lot of board and batten,” he says. “It’s always been popular for farm houses, but it looks great on beach homes and complements the casual, relaxing vibe.”

Expert advice about finishing options

“If you’re drawn to cypress’ natural honey-like hues and want to enhance the natural richness of its color and grain pattern, focus on semi-transparent, oil-based stains,” Rickman advises. “These products provide superior protection because they penetrate the wood and allow it to breathe, whereas water-based stains sit on the surface and are prone to peeling and cracking.”

If a cleaner, solid color look is more your style, Rickman says 100 percent acrylic latex paint, with a compat-

ible primer, is the way to go to ensure cypress’ best performance.

Architect John Harrison Jones, Memphis, Tennessee, says some of his clients prefer the weathered wood look. “It’s contextual to our region and environment,” he says. “And while cypress is naturally decay and water resistant, I still recommend applying a water-repellent sealer to provide added protection. Some products include an ultraviolet light inhibitor to block the sun’s rays and prevent premature graying. Nevertheless, cypress will weather to a light gray patina over time.

“If you want the weathered look now, consider applying a bleaching stain with a subtle gray tint. But, be careful not to apply too much because it can get too light. Test it out on a piece of scrap wood first.”

Whichever finish you choose, Rickman recommends always applying stain, primer or sealer to all sides and edges of the boards. “This will protect the wood from moisture and prevent problems down the road,” he says. “And perhaps most importantly, make sure to follow the finish manufacturer’s instructions.”

For more ways to boost your home’s curb appeal with cypress siding, visit the Southern Cypress website at www.CypressInfo.org.

From Page 8

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When you've found the perfect home

You've found a house you want to make your home. Whether it's been weeks or months of looking, this is an exciting step. Before you fall in love with it, make sure you've kicked the tires, so to speak.

Turn on water faucets, flush toilets, check fireplaces and stoves, look closely at walls, ceilings and floors for any signs of structural damage. According to the Guide to Buying a Home, your real estate agent is a great resource; he or she has walked through hundreds of houses and knows what warning signs to look for.

Ask questions of your agent, neighbors if possible, a homeowners association and anyone else who can give you an idea of what the neighborhood is like.

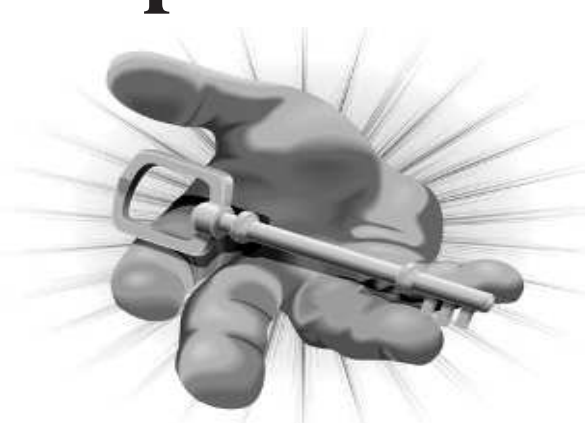
When you're ready to make an offer, talk with your agent about price. Don't be afraid to negotiate, but know how much you're willing to pay and be careful not to overextend yourself. Get a pre-approval from your lender. The offer document is dozens of pages long (all filled out by your agent, but read each page carefully) and includes information about the home itself, including potential drawbacks like living near an airport or previous issues with the structure.

When your offer is accepted, you'll put a small amount of money down with the title company. This starts the escrow period, a set amount of time during which certain steps must be completed. Your agent can help you find an assessor, who examines the house to make sure it's in

good condition and what repairs are needed. You can ask the seller to make those repairs or negotiate a lower price or other trade-off.

States allow only a certain number of days for the assessor to come in and for the buyer and seller to negotiate repairs, so start the process quickly.

Your lender will send an appraiser, who looks at the home itself and also at similar nearby homes that have sold recently to determine the home's value. You likely will not be able to get a loan for more than the appraised value of the home; if it comes back less than the asking price, the buyer and seller may have to renegotiate the price or the buyer puts more money down. You can also appeal an appraisal if you believe it to be incorrect.



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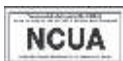


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