

# HOUSE

*Sonya Stauffer*

**S** Sonya  
Stauffer  
— Your —  
SOUTHERN UTAH REALTOR®

# UPCOMING *events*

AUGUST EVENTS

435  
LOCALS

## SUMMER CONCERT SERIES

Aug 8th

6 - 8pm  
Johnson Art Center | Cedar City

## HURRICAN PEACH DAYS

Aug 28th

7AM - 9PM  
Hurricane

## MOST WANTED DANCE

Aug 29th

9PM - 12AM  
E Clinic Way, Parowan





## Smart *Buyer Prep* for Fall

BUYERS — If you're planning to move this fall, now is the time to prepare:

- **Get pre-approved** for a mortgage so you're ready to make a strong offer
- **Watch** homes coming off the market and **price trends** in your target area
- Let's create a list of **must-haves**
- **Visit neighborhoods** in the nice weather



## Sell in August or Wait?

If your home is ready, don't wait! **August buyers are often more focused and less distracted by vacation travel.** Listing now may mean less competition and more serious buyer traffic.

I can help you decide what works best for your timeline.

# REAL ESTATE RED FLAGS



It's crucial to be aware of the potential red flags that can turn your dream home into a nightmare.

Here are some of the most common issues that home buyers have faced in the past, and I want you to learn these cautionary signs to watch for during the home-buying process.



## **THERE AREN'T MANY PHOTOS**

Are there only a few photos of the home included in the listing? Are certain rooms or areas of the home left out? If the listing doesn't include high-quality photos, buyers should question why that is. We recommend asking your Realtor to find older photos of the home from previous listings before touring the house.



## **YOU SEE WATER STAINS**

Water and construction materials don't mix. The trickle of water from a leaky roof or window can over time rot away structural wood members. If water stains are yellowish or brownish, they may be evidence of a plumbing problem on the upper floor. Until you know where a leak is coming from and how much damage it's caused, don't make an offer.



## **THERE ARE SAGGY CEILINGS**

File this one squarely in the realm of "buyer beware!" While many homeowners are capable of making repairs around the house, few have sufficient knowledge and skills to construct an addition that meets building codes. If the homeowner built an addition without oversight from the local building authority, it could contain structural, wiring, and plumbing defects. Ask your agent to see any pulled permits.



## **THERE ARE DIY ADDITIONS**

File this one squarely in the realm of “buyer beware!” While many homeowners are capable of making repairs around the house, few have sufficient knowledge and skills to construct an addition that meets building codes. If the homeowner built an addition without oversight from the local building authority, it could contain structural, wiring, and plumbing defects. Ask your agent to see any pulled permits.



## **USE OF STRONG AIR FRESHENERS**

If you're immediately assailed by the strong scent of air freshener when you walk into a house, or if essential oil diffusers are steaming away in every room, this could indicate that the homeowner is trying to cloak the smell of something else, such as carpeting that's saturated with pet urine or mold that's growing beneath the sink. If you're interested in the house, ask for a second showing and request that the seller not use an air freshener before you arrive.



## **STANDING WATER IN THE YARD**

To keep water away from the foundation wall, a yard should have a minimum of 2 percent grade away from the house. Drive by the house you like after a rain. If you find puddles of standing water, the yard may have a drainage problem. Puddles near the foundation are the most concerning because water that drains along a foundation wall can leak into a basement through the smallest crack.




# *Life Transitions Deserve Real Support*

**Big changes in life—whether it's a growing family, a new job, or the decision to simplify—often come with big decisions about where and how you live.** That's where I come in. My goal is to take the pressure off, offer guidance you can trust, and help you feel confident every step of the way. **Here's how I support clients through life's biggest moves:**

- **Plan with clarity.** I'll help you create a timeline that fits your life—so nothing feels rushed or uncertain.
- **Simplify the details.** From staging to contracts to closing, I'll handle the moving pieces so you can focus on your next chapter.
- **Find the right fit.** Your home should match your lifestyle. I'll help you find a space that works for who you are now.
- **Lean on my network.** Need a contractor, mover, painter, or lender? I'll connect you with trusted professionals I know and use myself.

*Not sure what move is best for you? Let's chat about it!*





FREE GUIDE  
Just for you!

# Am I ready to *Downsize?*

FROM CONSIDERING YOUR OPTIONS, TO TAKING YOUR  
FIRST STEPS TO DOWNSIZE, THIS GUIDE IS HERE TO HELP!

**S** Sonya  
Stauffer  
— Your —  
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If you are feeling that it is time to start thinking about right-sizing your life, then please download my free Downsizing Guide.

It is full of actionable information and checklists to help you prepare for the transition.

Reach out anytime for help making a plan that fits your situation.

[Download Guide](#)



# Want to Receive House in Your Inbox Twice a Month?

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