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*It is only through your  
continuing business,  
referrals and goodwill that  
I have been able to build  
my successful team.  
I truly appreciate your  
continued support!*



**Rick Hampton**

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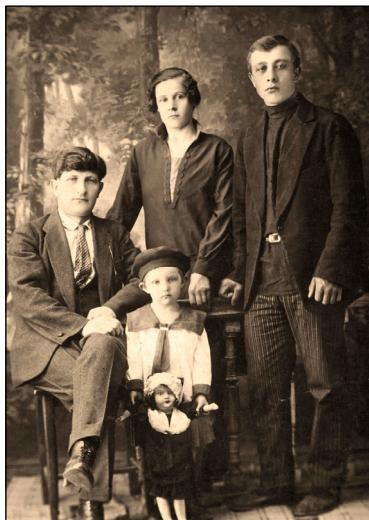
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**YOUR REFERRALS ARE THE HEART OF MY BUSINESS**



**WONDER WHY PEOPLE IN OLD PHOTOS  
LOOK MISERABLE?**



Have you ever wondered why people in old photos all look so glum? The answer is a mix of rare experiences, technological limitations, poor dental hygiene, and proper etiquette. When photography was new, a person was lucky if they had their picture taken a few times in their life. Unlike today's abundance of "selfie" pictures. Posing for a photo was akin to posing for a portrait painter, so people donned the serious expressions they saw in formal portraits. An exposure could take as much as 15 minutes, and it's easier to hold a serious face still than a grin. This was also a time



when fewer people took care of their teeth the way we do today. Big, toothy grins were considered unseemly, so no one would dream of preserving a smile in a photo. In fact, Victorian-era photographers instructed subjects to say "prunes" to make their mouths look small and taut.

Source: Service for Life Newsletter



**HOME TRENDS  
TAKING OVER IN 2026**

Based on Zillow's latest listing data, 2026 is shaping up as the year American homeowners embrace personality, resilience, and self-care over restraint. Analyzing millions of listings, Zillow identified which features are rising in popularity—and which are fading.

**Color Drenching** Mentions of color drenching—covering walls, trim, ceilings, and furniture in a single saturated hue—jumped 149% year over year, creating immersive, cohesive spaces.

**Cozy Reading Nooks** Listing mentions rose 48%, reflecting buyers' desire for quiet, intentional spaces to recharge away from screens.

**Resilient Homes** Flood protection (+64%), elevated features (+26%), defensible space landscaping (+36%), and fire protection systems (+28%) all increased, signaling climate resilience as a key selling point.

**Sustainability** Zero-energy-ready homes (+70%), whole-home batteries (+40%), EV charging (+25%), and mentions of "green" or "sustainable" (+21%) show buyers prioritizing eco-friendly, cost-saving features.



**Self-Care at Home**

Spa-inspired bathrooms (+22%) and wellness features (+33%)—like soaking tubs, heated floors, and natural materials—remain strong.

**Sports and Personalized Spaces** Man caves are down 10%, replaced by golf simulators (+25%), pickleball courts (+25%), and even batting cages (+18%).

**Artisan craftsmanship** (+21%), vintage accents (+17%), and whimsical details (+15%) highlight a shift away from cookie-cutter homes toward character-rich, personalized spaces.

**What's Falling Out** Juice stations (-19%) and marble sinks (-15%) are declining, showing buyers favor versatile, low-maintenance, and practical upgrades over purely aspirational features.

In 2026, American homes are becoming more expressive, resilient, and tailored to lifestyle—balancing beauty, durability, and personal well-being.

Source: <https://tinyurl.com/5y9txtmf>



## DID YOU KNOW

Daniel Radcliffe went through nearly 70 wands and 160 pairs of glasses during the making of the Harry Potter films?

According to The Hollywood Reporter, the production team for the seven films also made 40 versions of Salazar Slytherin's locket, 250 paintings for the Marble Staircase, 900 Memory Vials for the cabinet in Dumbledore's Office, and 210,000 coins for the Gringotts bank scene just for the last two films alone.



Did you know the original "Back to the Future" time machine was a fridge?

The DeLorean was not always the way Marty McFly was supposed to travel to the past. In fact, in early drafts of the script, the time machine was attached to a refrigerator and driven to the Nevada desert into a testing site for the atomic bomb, where it was strapped into the back of a truck and driven into the atomic explosion in order to harness its true power.

## ROCKY

Sylvester Stallone wanted to make sure the boxing scenes looked so real in Rocky IV that he instructed Dolph Lundgren to actually hit him. Lundgren listened, and later that day Stallone knew something was wrong. He played back the footage and realized one of Lundgren's uppercuts did him in. According to the doctors, the punch was so powerful that it "caught the ribs and hit the heart against the ribcage." It left Stallone in the ICU for nine days.

Source: <https://tinyurl.com/2buxx64m>

Source: <https://tinyurl.com/4p2nbay2>



## RECIPE: SEAFOOD LASAGNA WITH SHRIMP, SCALLOPS AND BROCCOLI

### INGREDIENTS

9 uncooked lasagna noodles  
3 tablespoons butter  
5 tablespoons flour  
1/4 cup green onions  
1/4 teaspoon salt  
1/4 teaspoon dry mustard  
1/4 teaspoon thyme  
cayenne pepper  
3 cups milk  
1 cup Monterey Jack cheese, shredded  
3 cups broccoli flowerets, steamed to tender crisp  
2 cups sharp cheddar cheese, shredded  
1 pound medium sized cooked shrimp, shelled and deveined  
1 pound scallops

### DIRECTIONS

Cook noodles to al dente and drain.



Melt butter in saucepan, add flour, onions, salt, mustard and thyme to make a roux. Then add the milk with a whisk. Cook until mixture thickens, add jack cheese and cook until melted. Season with cayenne pepper to taste.

In a 13 x 19 baking dish, layer 1/2 cup sauce, 4 noodles, all the broccoli, 1/2 cup cheddar and 1 cup sauce. Top with remaining noodles, all the shrimp and scallops, 1 cup cheddar and remaining sauce. Sprinkle remaining cheese on top. Bake at 350 for 30 minutes or until bubbly.

Dish may be prepared to baking stage a day ahead then refrigerated. Add an additional 15-20 minutes baking time to bring dish to bubbly throughout. Serves 8.

Source: Dave Lowery, WBC agent



## SHOW OFF YOUR FAVORITE TREAT RECIPE FOR THE CHANCE TO WIN \$500



Do you have a favorite cookie, bar or candy recipe that is out of this world? It might win you \$500 from "Taste of Home".

Submit your recipe between Nov. 1, 2025, and Jan. 31, 2026.

### What They're Looking For

- Festive holiday-inspired cookies
- Winter candies, fudge, bark and more!
- Shareable desserts that make the holiday feel extra special

For more info go to <https://tinyurl.com/2n2zp4wb> or scan the qr code



## TERRIFIC TRIVIA!

*Be the first to call me with the correct answer for a prize!*

**Question:** In what country is it a tradition to jump off a chair at midnight on New Year's Eve to avoid having bad luck in the new year?

- A. Slovenia
- B. Denmark
- C. Spain
- D. Germany

**Last Issue's Answer:** C: There were approximately 140 people at the first Thanksgiving meal

*Good Luck!*





## WITH THE PENNY GOING AWAY, WHAT SHOULD YOU DO WITH THE ONES IN YOUR COIN JAR?

Learn to love your coins. That's the message from Kevin McCollly, CEO of Coinstar, maker of the green coin-cashing machines.

Cash use has plunged: Only 16% of payments in 2023 were made with cash, and two-fifths of Americans never use cash at all. Yet as the U.S. Mint stops producing pennies—businesses are already seeing shortages. Nickels cost even more to mint, and many Americans see both coins as clutter. The typical household sits on \$60–\$90 in spare change, and millions of dollars in coins are thrown away each year.

McCollly wants Americans to rethink coins. Coinstar converts about \$3 billion in change into usable cash annually, with the average jar yielding \$58—far more than people expect. Lower-income households, older Americans, and in-person shoppers still use cash frequently, but many others underestimate

what their jars hold.

"Don't think of coins as clutter," McCollly said. "Think of them as recyclables." Coins are made from copper-plated zinc or copper-nickel alloys—natural resources that don't need to be wasted. If Americans returned more idle coins to circulation, the Mint wouldn't need to produce billions of new ones each year.

Coinstar charges a fee, though it's typically waived for gift card exchanges. Banks and credit unions often take coins for free, sometimes requiring that coins be rolled prior to bringing them in. Personal-finance sites offer tips on where to cash them in.

Even as coins fade in everyday use, analysts don't expect them to disappear entirely. The pandemic exposed how much the system still relies on physical cash: When consumers

stockpiled coins, the supply chain froze.

Eliminating pennies also creates problems. Without them, the country will be flooded with mint-losing nickels. Eliminating both raises questions about pricing and rounding.

What about valuable pennies? Despite viral headlines, million-dollar pennies are extremely rare. Only a few 1909–1958 wheat pennies and certain accidental 1943 bronze cents have sold for six or seven-figure sums. Most wheat pennies are worth only a few cents. Experts recommend researching coins, using guides like The 2026 Red Book, and having potentially valuable pieces authenticated by reputable grading companies.

To read the full article, go to: <https://tinyurl.com/thu6tcw8> or scan the qr code



## SIMPLE UPGRADES TO SMALL BATHROOMS THAT CAN MAKE A BIG DIFFERENCE

If you're looking to upgrade your bathroom, less space can actually be a blessing in disguise. While you can expect to pay around \$15,000+ to renovate a standard bathroom (measuring 5 feet by 8 feet), it is possible to make a big impact for much, much less. We asked a renovator to share their best small bathroom ideas on a budget. Here's what they had to say:

**Meet the expert:** Gabriela Narvaez, owner of design and renovation firm Guild Properties in Virginia

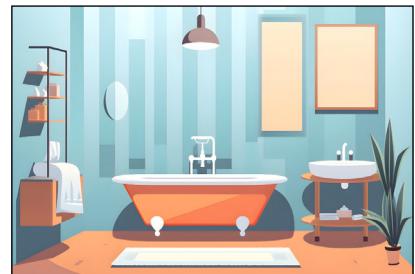
**If you have \$50 and a weekend: Paint it—all of it.** You can choose to lighten up a space with a fresh coat of paint or go dark and moody. Just be sure to go all in, says Narvaez. "Paint all of it: walls, ceiling, trim, doors."—even the tile. Yes, you read that right. Try products from Behr or Rust-oleum, and expect it to last several years.

**If you have \$100 and a couple hours: Update the hardware.** Another simple and affordable fix: Replace the towel racks, the

toilet paper holder, and any hooks. Brushed and muted brass finishes continue to be popular, as do chrome and matte-black—or jump on the latest trend of mixing metals. Just keep it to a maximum of three.

**If you have \$200 and a few days: Reseal the tub and refresh the grout.** Worn caulk and grout make a bathroom feel dingy. Sweet recommends resealing around the tub and other areas to give the space a subtle, but effective, facelift. If the tile grout has seen better days, Narvaez suggests refreshing it with grout tint, by either lightening or darkening it. She recommends grout tint from Ma Pei, noting floors do need to be sealed after tinting.

**If you have \$250 and a friend: Upgrade the toilet.** Another affordable improvement Narvaez swears by. "You just need a buddy," she says. Pro tip: she loves this \$250 toilet from American Standard. "It's very easy on the eye, works awesome, and really makes the space feel brand new." Or try changing



the toilet seat, which

Narvaez, mom to two sons, does yearly. "The bathroom feels so refreshed."

**If you have \$500 and a trusted pro: Glaze the tub.** This is a fix that will last years, not decades, but it will make that tub look brand new. You'll need to hire a professional to do this, as some strong chemicals are involved, and the process will set you back about \$500.

**If you have more than \$500 and an electrician: Replace the medicine cabinet and light fixtures.** Replacing the mirror or medicine cabinet is relatively easy to DIY. For the light fixtures, you'll probably want to pay an electrician or a handyman for a couple of hours of their time. The result? "It can feel like a whole new bathroom," says Narvaez.



## THE LEMON HOME TRAP: THE STATES WHERE MOVE-IN-READY HOUSES HIDE MAJOR PROBLEMS

Buying a home is often the biggest purchase Americans make, and move-in-ready homes feel safe—no renovations, no surprises. But many buyers discover hidden defects only after moving in. With nearly half of U.S. homes built before 1980 and the median home age at 41, aging roofs, plumbing, wiring, and foundations make lemons increasingly common.

"In states with older housing, lemons show up more often," says Andrew Fortune of Great Colorado Homes. Some states, like Massachusetts, require home inspections before buyers commit, but most leave buyers on their own.

Rust Belt states top the Lemon Home Index, where aging homes and harsh weather collide. Rhode Island and Ohio lead, followed by Massachusetts, Connecticut, and Iowa. Metro hotspots include Erie, PA; Cleveland; Binghamton, NY; Buffalo, NY; and South Bend, IN—places with older housing, climates that accelerate wear, and low median prices (\$135,000–\$230,000). Affordable homes attract buyers, but the cost of hidden repairs can quickly surpass the initial savings.

Move-in-ready appearances can be misleading. Investors often flip homes with cosmetic fixes that hide plumbing, wiring, or foundation issues. Freeze–thaw cycles in the Northeast, Midwest, and Mountain West can warp roofs, windows, and plumbing even before buyers arrive.

Financial pressures make older homes more appealing but riskier. The average household spends \$7,100 yearly on home repairs, per Harvard's Joint Center for Housing Studies—but lemon homes can far exceed that. Insurance adds another layer of complexity, as carriers tighten coverage in high-risk areas and scrutinize roofs, electrical systems, and water-related claims.

The most effective defense is a thorough home inspection. Licensed inspectors examine structure, systems, and hazards, uncovering issues buyers often miss. Yet one in five buyers waives inspections, lured by low prices or a fast-moving market. Harrison Stevens of TurboTenant warns, "Always get a home inspection—don't be enticed by a low asking price." Adding structural reviews, radon tests, sewer scopes, and checking permit histories helps reveal hidden problems before closing.

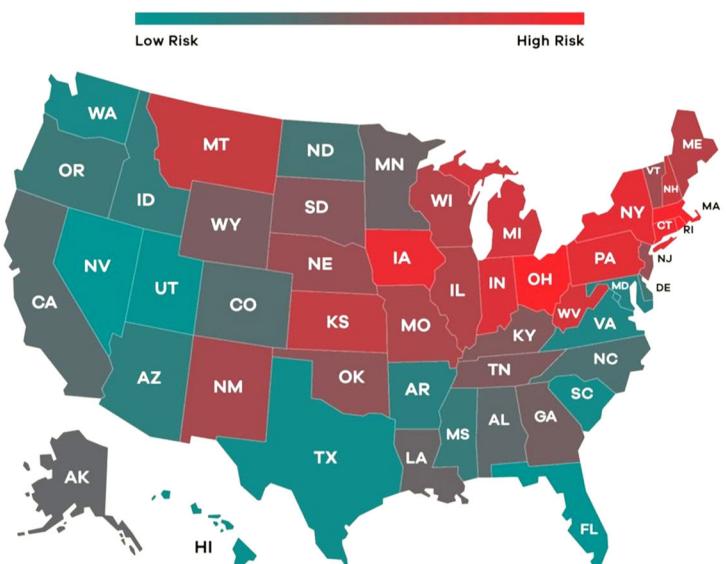
Fortune emphasizes that many issues aren't visible on a walk-through: "Water in basements, sewage backups, or wall cracks often appear after closing, and buyers later learn of prior problems that weren't disclosed."

To avoid buying a lemon, prioritize documented maintenance, thorough inspections, and professional reviews over cosmetic appeal or bargain prices. A house may look move-in-ready, but true safety lies beneath the surface.

To read the full article, go to <https://tinyurl.com/48r495zz> or scan the qr code



## Where Homebuyers Face the Highest Risk of Buying a Lemon



State	Lemon Homes Index Score	State	Lemon Homes Index Score
1 Rhode Island	86	26 Wyoming	32
2 Ohio	81	27 Georgia	32
3 Massachusetts	77	28 Minnesota	30
4 Connecticut	75	29 Louisiana	29
5 Iowa	72	30 Alaska	28
6 New York	68	31 Alabama	28
7 Pennsylvania	66	32 California	27
8 Indiana	65	33 Colorado	27
9 West Virginia	65	34 North Carolina	26
10 Michigan	60	35 North Dakota	26
11 New Hampshire	57	36 Delaware	25
12 Montana	57	37 Oregon	24
13 Kansas	55	38 Mississippi	24
14 Maine	45	39 Idaho	22
15 Wisconsin	45	40 Arizona	21
16 Illinois	40	41 Arkansas	20
17 Missouri	40	42 Maryland	20
18 New Mexico	38	43 Virginia	20
19 Vermont	37	44 Washington	19
20 Nebraska	35	45 South Carolina	18
21 New Jersey	35	46 Texas	16
22 Oklahoma	35	47 Hawaii	14
23 South Dakota	34	48 Utah	11
24 Kentucky	33	49 Florida	8
25 Tennessee	32	50 Nevada	4



# Real Estate Market Update

LOCATION	November 2025			VS	November 2024		November 2025
	Pending Sales	Closed Sales	Average Sold Price		Pending Sales	Closed Sales	
East of Lake Sammamish	67	70	\$1,598,464	60	75	\$1,730,220	43 New / 147 Active
West Bellevue	13	11	\$4,276,818	19	19	\$3,696,678	11 New / 74 Active
East Bellevue	45	46	\$1,919,527	26	38	\$1,796,828	36 New / 75 Active
South Bellevue/ Newcastle/Issaquah	41	44	\$1,670,165	40	59	\$1,622,353	31 New / 99 Active
Kirkland/Rose Hill	45	38	\$2,262,653	52	55	\$2,356,990	46 New / 122 Active
Redmond	38	55	\$1,196,580	34	36	\$1,570,805	31 New / 105 Active
Mercer Island	11	13	\$2,254,763	13	12	\$2,232,416	6 New / 28 Active
Woodinville/Juanita/ Bothell/Duvall	97	75	\$1,269,718	80	128	\$1,383,718	62 New / 199 Active
Renton	38	32	\$864,843	48	57	\$941,157	45 New / 96 Active
Maple Valley	53	65	\$806,481	54	69	\$847,481	41 New / 142 Active
Kent	90	71	\$749,382	77	71	\$780,746	49 New / 137 Active
Ballard	117	118	\$1,035,023	137	115	\$1,067,980	115 New / 290 Active
S. Seattle	18	7	\$778,843	22	17	\$776,394	12 New / 53 Active
Leschi/Mt Baker/ Seward Park/Rainier	45	34	\$968,281	35	38	\$823,614	62 New / 115 Active
Beacon Hill/Georgetown	23	16	\$822,309	17	22	\$777,931	20 New / 60 Active
Central Seattle	41	45	\$1,235,194	56	66	\$1,449,195	47 New / 179 Active
West Seattle	85	75	\$1,005,672	96	86	\$904,191	82 New / 160 Active
N. Seattle	70	68	\$1,353,730	62	77	\$1,330,609	63 New / 150 Active
Queen Anne	40	41	\$1,496,488	45	41	\$1,290,348	40 New / 100 Active
N. Bothell/Maltby	89	90	\$1,190,899	99	81	\$1,198,487	68 New / 194 Active
Lynnwood/ Mt. Lake Terrace	102	110	\$965,826	122	123	\$978,638	79 New / 182 Active
Mill Creek/Everett	159	122	\$807,084	180	177	\$847,054	137 New / 264 Active
Monroe/ Snohomish	65	67	\$740,261	81	65	\$776,725	46 New / 145 Active

\*All data compiled from information supplied by Northwest Multiple Listing Association on 12/01/2025. Accuracy of information herein is not guaranteed.

This information was only taken of single-family homes, and does not include condominiums or vacant land.



"If you want something you've never had,  
you must be willing to do something you've never done."

~ Thomas Jefferson



## THE 3–3–3 RULE IS LYING TO YOU (BUT ALSO LOW-KEY SAVING YOUR LIFE) – THE REAL TRUTH ABOUT BUILDING HABITS

Have you ever woken up on a random Monday and declared, “From today, I’m a changed person”? New diet, new morning routine, new hyper-productive version of you who reads daily and drinks water like it’s a personality trait. And then by Wednesday you’re already negotiating with yourself and thinking, “Honestly... the old me wasn’t that bad.” Same.

That’s why rules like the 3–3–3 rule and the 21/90 rule feel so appealing. They offer structure when your habits feel chaotic. They sound scientific enough to make you believe you’re just one neat little plan away from becoming a brand-new person. But the truth is that habit formation is messy, personal, and rarely fits into a perfect formula.

### The 3–3–3 Rule

- The first 3 days feel painful.
- The next 3 weeks feel manageable.
- By 3 months, the habit feels natural.

Not scientifically proven, but undeniably relatable.

### The 21/90 Rule

- 21 days to build a habit
- 90 days to make it a lifestyle

Also not exact science, but a great mental framework when your motivation wobbles around Day 5.

So how long do habits actually take? Studies suggest anywhere from 18 to 254 days. The range is huge because people—and habits—are complicated. It depends on how ingrained the habit is, how rewarding it feels, how your environment supports it, and how motivated you are. Habits that deliver dopamine or comfort stick quickly. Habits that require discomfort—like waking up early or working out—tend to slip away fast.

### So are these rules useless?

Not at all. They work because they give your brain structure: phases, checkpoints, tiny

milestones that make intimidating goals

feel manageable. They’re psychological tools, not scientific guarantees.



Here’s the real truth: habit building is less about numbers and more about identity. You become a “gym person” the moment you stop negotiating with yourself. You become a reader the day you pick up a book when you don’t feel like it. Discipline starts the moment you act disciplined.

Think of these rules as training wheels. They help you begin, but real transformation happens when you keep showing up—even on the boring days. That’s where your identity quietly shifts, one small action at a time.

Source: <https://tinyurl.com/ms3xwzw8>



### FRESH START THEMED WORD SEARCH

T R A R T O I B M C A T P D Q V Z X A T I Q M O E  
X R S E D R Q P S H U K R O V F G H T Z G X A X M  
G E W S P N A G R A T I T U D E H C O U R A G E P  
C B O E J O L N X X X E Y H I X V M D A Q D G M O  
L I O T E G H T S R E I N V E N T I O N G I R V W  
A R P Y Q V C K O F L Y A T X H C W P G O U O I E  
R T P K B Z P B L B O C L A Q G E J Z T A A W S R  
I H O X R E N A H W K R N U C O A V P R L N T I M  
T N R Q E S W M G A O Q M C A K G G A V S Q H O E  
Y X T Q A X I O I C I V J A O J Y C W T M M K N N  
O D U E K G Q T R P R I V O T T M S D A J B U Q T  
E R N V T J M I A D Q P O S S I B I L I T Y R X C  
J M I Q H V O V F E O J X W O G O H F G D O W T E  
N D T W R L M A F T W O Z E R K V N R T I J O I Z  
I Y Y K O E E T E E B M I N D F U L N E S S P Q N  
N D K O U V N I R R S H O P E W V S K N J O T E T  
T O A X G O T O E M B K O U S P R O S P E R I T Y  
E G V W H L U N N I F A M B I T I O N F Z X M A C  
N S M S E U M I E N S A C B K J Z U F A O C I K H  
T U Q J U T B I W A R E S O L U T I O N V J S H A  
I F K T J I S I A T R U N T I X Q Z R B L J M P N  
O Z P R Q O H K L I B E G I N N I N G K R P J R G  
N I K M Y N V N B O Q A D P R O G R E S S G F U E  
L R E S T A R T G N E Q B N R K L I V Y Z A F R A  
Q F E J Q E X A M P L E V H E W R J O T O I G C X

*New Year*

### → Fresh Start

RENEWAL	REINVENTION
RESOLUTION	OPTIMISM
REBIRTH	MOMENTUM
TRANSFORMATION	VISION
HOPE	GOALS
BEGINNING	MINDFULNESS
GROWTH	GRATITUDE
CHANGE	BREAKTHROUGH
OPPORTUNITY	RESTART
CLARITY	RESET
INTENTION	COURAGE
PROSPERITY	EMPOWERMENT
AMBITION	POSSIBILITY
MOTIVATION	DETERMINATION
PROGRESS	EVOLUTION

Source: [Education.com/word search generator](https://Education.com/word search generator)



## HOW TO SAFELY KEEP FEEDERS UP IN THE WINTER

If you live in areas of the U.S. where snow and ice are common, keeping your feeder up can be risky without proper attention. Once temperatures drop to freezing, the nectar will solidify, leaving birds without access to food. Below, Jennifer McCarthey Tyrrell, community science and research program manager at the Audubon South Carolina shares her tips for safely keeping your hummingbird feeder up all winter.



**Purchase a heated feeder:** While hummingbirds don't typically spend the winter in extremely cold areas, below-freezing temperatures may occur, says Winston. To keep the sugar water from freezing, consider buying a heated feeder.

**Rotate your feeders:** If you don't want to purchase a heated feeder, keep a few feeders on hand and rotate them, thawing a partially frozen one until it's ready to go back outside.

**Keep the feeder away from predators:** When placing your feeder, make sure it's not in an area frequented by outdoor cats that could easily catch hummingbirds while they're feeding.

**Keep the feeder close to a window:** Placing the feeder within 3 feet of a window makes it close enough to the glass to help prevent harmful window collisions. Tyrrell also noted that keeping the feeder near a window helps her monitor the nectar levels and freshness throughout the season.

Tyrrell shares how she handles the risk with her own feeder during the winter. "During one of the very infrequent snow events here in coastal South Carolina, I would bring my feeder inside at dusk so it didn't freeze overnight, then put it back out first thing in the morning," she says.

On days when freezing temperatures continued, Tyrrell used packaging tape to attach pocket hand warmers to the bottom of the feeder to keep the nectar from freezing. "That looked pretty ridiculous, but it kept the nectar liquid all day, and I would even see my hummingbirds perch for a while in the little area of warmth radiating from it," she says.



To read the full article, go to: <https://tinyurl.com/3fh977ze> or scan the qr code.



## KETCHUP BEYOND THE FRIES

Everyone's favorite fry dip has some surprising uses that go well beyond the kitchen. Here are just a few.

not as much as you would without the ketchup.



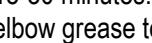
**Polishing:** Apply a layer of ketchup to tarnished areas on copper, brass, and silver, leave it for 10-15 minutes, and rinse it clean.

### De-Green

**Blond Hair:** Blond locks can look a little green after too much time in a chlorinated pool, but ketchup can help with that. Work ketchup through your hair, wrap in a shower cap, and let it sit for about 30 minutes before rinsing and washing your hair.

**Rust Removal:** Spread ketchup on a rusted cast-iron skillet or the rusty spots on metal outdoor furniture and leave it for 15-30 minutes. You'll still need some elbow grease to scrub away the rust, but

Source: Service for Life Newsletter



Source: Service for Life Newsletter



## What You Need To Know About CONCESSIONS

**More Inventory = More Competition for Sellers**

Now that there are more homes for sale, buyers have more options. And sellers need to be more flexible to close the deal.

### What is a Seller Concession?

A concession is something you offer to make your house more appealing to buyers.



Covering closing costs



Reducing the asking price



Making repairs



Offering a home warranty

**PRO TIP:**  
Think of concessions as tools, not tradeoffs.

Since prices went up roughly 55% over the past 5 years, you've got plenty of room to make a concession or two and still come out ahead.



**Not sure which concessions to offer?**  
Let's connect so you know what's working for sellers in our market.

Source: Keeping Current Matters



New Years Resolution Dad Joke:

**"My resolution was to read more, so I turned on the subtitles."**

Source: <https://tinyurl.com/ycb5prfr>



## WARM SOPHISTICATION: COLOR TRENDS FOR 2026

The world's leading paint brands, from Sherwin-Williams and Behr to Benjamin Moore and PPG, have revealed their Colors of the Year and trending palettes for 2026. While 2025 celebrated bold hues like Behr's Rumors, Dulux's True Joy, and PPG's Purple Basil, 2026 is about slowing down and simplifying. The emerging story is clear: this year favors grounded calm, natural warmth, and quiet sophistication.

Color experts are moving away from bright, bold tones, embracing earthy neutrals, organic greens, and rich, restorative hues to create spaces that feel balanced, soulful, and connected to nature. Neutrals are getting a refresh, shifting from cool grays and stark whites to tones inspired by stone, sand, and sunlit soil. Nature remains the number-one inspiration, influencing palettes that promote mindful living and emotional design. Color in 2026 is intended to heal, center, and restore.

These palettes emphasize quiet sophistication: layered, textural, and enduring, pairing beautifully with handwoven fabrics, sun-warmed stone, and softly aged wood. Longevity and meaningful design take precedence over

fleeting trends. Refreshing a room with new art, rugs, or decorative accents is an easy way to introduce these tones, while tiles, brickwork, or backsplashes can carry color in more structural ways.

Green remains a versatile staple, ranging from bold yellow-greens to calm, neutral shades. Blue continues its timeless appeal, offering fresh, serene foundations or full, color-drenched rooms. Warm reds and plums, including terracotta and deeper reds, bring richness and depth, often paired with natural materials or lighter pink tones. Ochres and browns replace last year's butter-yellow, adding warmth, sunlight, and a grounded richness to interiors.

In 2026, color isn't just decoration—it's a pathway to creating calm, soulful, and enduring spaces, grounded in nature and emotional well-being.

To read the full article,  
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