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A Note from Ann:

As you can see from the chart below, we're still experiencing near 10% value increases per year in our area. That's been going on for at least 4 years now. You should have plenty of equity building in your home! I don't expect that to slow down anytime soon. KXAN just produced another article about Austin is one of the fastest growing cities in the world! Which of course, means our local economy will continue to boom.

If you're ready to cash in on some of that equity, here's a few pointers of what NOT to do when selling your home:

- Don't over-improve. Updating outdated appliances, floors, fixtures and wallpaper are all great ideas. But don't go for a hyper-specific style that might not appeal to all tastes. Neutral is your best bet.
- Don't over-decorate. Minimalist decorations are best for showing off the house. We don't want them looking at your doll collection - just the house. Clean it out - if it's smaller than a softball, pack it away.
- Don't hang around when it's showing. No one feels comfortable looking at a home with the seller present. You want them to put themselves in the house (mentally). If you must stay, go outside while they are present (or inside when they're outside)
- Don't take things personally. Yes, this was your home - but you're selling it now. This is a business deal and you'll need to remove the emotions.
- Don't forget to call me to help you get it listed! 😊

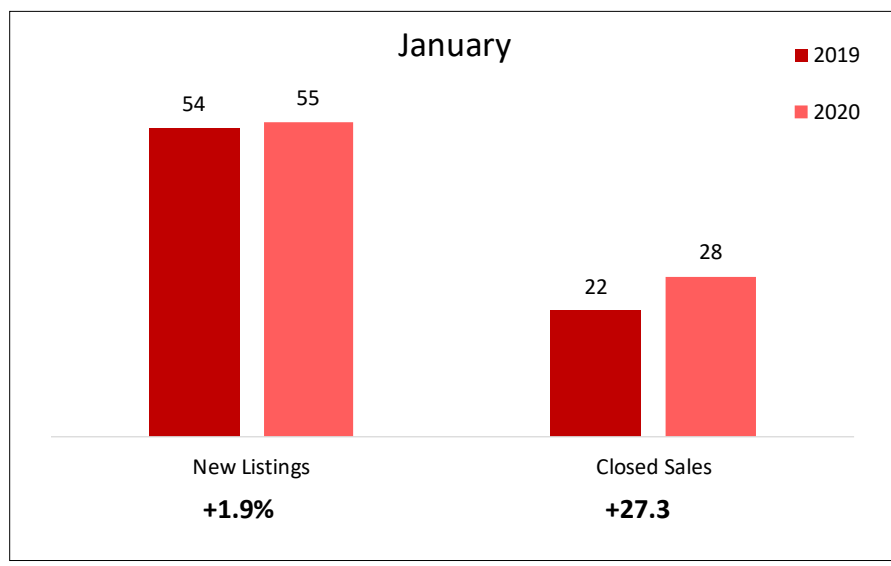
My business is referral based, please don't forget me when your friends or family have real estate needs!

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Bastrop Area Monthly Statistics

Below are the current statistics for the Bastrop Area. The average home sale price for January was \$253,502 which is up 9.4% from the previous year.



Around Town



Upcoming Events

February 7th - Main Event

Main Event is held every first weekend, Friday evening and all-day Saturday, in downtown Bastrop, Texas with a variety of changing activities in artistic and interactive family experiences such as the Sidewalk Chalk Art Contest. All activities are free, and the event is hosted by multiple artists and businesses. For more information and for a list of events, [click here](#).

February 14th & 15th - Blame it on Broadway- Dinner & Cabaret

Join us for an evening of great food, music and fun as the Bastrop Opera House hosts a perfectly romantic evening this Valentine's Day weekend. The evening's entertainment includes live performances by very talented performers and a delicious meal. Dinner starts at 7pm and performers start at 8pm. For more information and to purchase tickets, [click here](#).

February 14th-16th - Cult Classic Convention 2020

Head to the Cult Classic Convention in Bastrop, Texas for an alternate Valentine's weekend experience. Meet and greet with your favorite actors, over 42 amazing vendors, live music and eat delicious barbecue aka The Texas Chainsaw Massacre! Twenty-five of your favorite genre actors in attendance with scheduled photo ops with actors Billy Allen, Michael Berryman, Billy Pon, Linnea Quiqley, and Amelia Kinkade. For more information and to purchase tickets, [click here](#).

February 21st - Children Advocacy Center's Designer Purse Bingo 2020

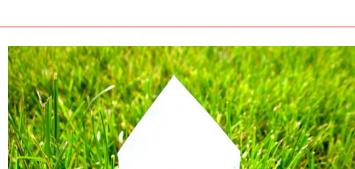
Bags, Baubles and Bubbly! Join in for a full evening of beautifully curated designer handbags, bubbly, small plates, a pop-up marketplace, and bingo - all benefiting The Children's Advocacy Center. All net proceeds raised will go toward bringing services to victims of child abuse in the counties served. Tickets are \$60 and include drinks, hors d'oeuvres, and 10 bingo game cards, one for each game of BINGO. Each round gives you the chance to win a beautiful designer purse! Extra games cards will be sold at the door for \$10 each or 6 for \$50. Doors open at 4:30 pm and check-in, drinks, small plates and the pop-up market continues through 6 p.m. At 6 p.m., it's time to play BINGO! Silent auction and door prizes will also be offered. To purchase tickets, [click here](#).

February 29th-April 19th - Sherwood Forest Faire

Harken in the 11th annual Sherwood Forest Faire in McDade, Texas open weekends from February 29 through April 19, with the additional Friday March 20 of Spring Break. Opens at 10 a.m. and closes at dusk. Over 150 shows a day in the medieval-style village nestled in the wooded Lost Pines section of Central Texas, with period food and drink. Prepare for the excitement and fun of full contact jousting, falconry, fire juggling, knife throwing, 10+ live bands, comedy, sword fighting, and a castle siege. Explore dressing in period costume. Many of the attendee. For more information and to purchase tickets, [click here](#).

Going Green!

It may be the dead of winter, but you can still go green! Check out these five easy ways to make your home more eco-friendly and lower your energy bills.



Insulate the attic. Draftiness can come from poorly insulated windows, but it can also be the result of other sources of cold air that increase heating and cooling costs. Taking a step to properly insulate your attic can save you hundreds of dollars.

Keep your vents open. It's often said that closing your vents will save you money, but over time it can lead to your HVAC system leaking and potentially malfunctioning.

Keep a sweater on hand. While you may prefer to stay cozied up by the fireside all winter long, your pockets will thank you if you just grab your favorite sweater or sweatshirt to keep warm. When at home, set your thermostat between 62 and 65 degrees, or add a space heater to rooms to keep them warm while you're in them.

Check (and change) filters. Dust and debris tend to build up in air filters and may cause your heating and cooling systems to work overtime. Before it gets too chilly, switch out any old filters to make sure air flows properly throughout your home.

Turn off the lights. Holiday light decorations can be fun and exciting, but they can also send your electric bill through the roof. Be sure to cut off all lights inside and outside of the house when they're not in use.

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