

Buying or selling in the coming year? Here are some pointers to make the process go smoother.

1. SELLING:

- **DE-CLUTTER:** Pack up clutter and family photos so that prospective buyers can imagine themselves in the home more easily.
- **INSPECTION:** Never a bad idea to pay for a pre-listing inspection to anticipate things that a buyer may insist on. These items can cut into your bottom line. Having time to deal with them ahead of listing, enables you to correct them, shop around for the best price on repairs, or to have a better listing price already in mind, knowing what is likely to come up.
- **CLEANING:** Pay for a deep clean. It will be the best money you've ever spent.
- **PAINT:** If your interior walls, ceilings, trim, or exteriors are showing some age, a fresh coat of paint is the best way to make it feel new again. First impressions matter.
- **PETS:** Have a plan for where your pets will go during showings. Also, work to mitigate pet odors. Again, first impressions matter.

2. BUYING:

- **FINANCING:** Talk to your lender or mortgage broker before you start looking at homes so that you are pre-qualified and ready to move quickly on something you like.
- **REPRESENTATION:** It is always better to have your own representation vs. using the listing agent of the home you fall in love with. Having someone who has only YOUR best interests in mind *is* key.
- **WANT vs. NEED:** Have a realistic list of things you *NEED* and *WANT* in your new home. Know that your budget may not accomplish everything but having that list and prioritizing makes finding the right homes to look at far easier for your Realtor.
- **APPEAL:** Found the home you want? Write the seller a personal letter on what you love about the house and what being chosen would mean for you and your family.

3. SMALL ROOMS: It is better to stage them, especially bedrooms. Even if all you do is add an inflatable bed, this provides scale.

4. MARKET: Knowing what the market is doing is hugely beneficial. A good agent can give you comps for things you are looking at, and for the property you may be selling.

5. TALK: They are there to help you understand things and set realistic expectations. A good Realtor® can guide you through the entire process.

Christopher Busby-Realtor®

kw Keller Williams
4904 34th Ave. S.
Minneapolis, MN 55417

PRSRT STD
ECRWSS
U.S. POSTAGE
PAID
EDDM Retail

LOCAL POSTAL
CUSTOMER



kw

Christopher Busby
chrisbusby@KW.com
612-203-9469

Hello I am
Chris Busby, a

Realtor® right here in your neighborhood. In addition to real estate, I have a culinary background and enjoy creating pottery in my free time. Please keep me in mind if you or someone close to you is looking for a Realtor® in the future. In the meantime, I would like to share one of my favorite recipes with you.

Why I love this recipe A Party Favorite!

Esquites, also known as grilled corn salad. I discovered grilled Mexican street corn a few years ago. In fact it seemed to be everywhere for a while. I find that it is difficult (messy) to eat. This recipe is so much easier to execute and rarely do I ever see leftovers at parties. To boot, it does not take a lot of time to prepare but you don't have to tell anyone that. ;)

This is a great salad to bring for parties as it is gluten free. I particularly like serving it with ribs or other items off of the grill.

SERVE WITH:

- Ribs
- Grilled chicken
- Pork chops
- Shrimp Skewers
- Craft Beers



Esquites a.k.a. Grilled Corn Salad

By: Chris Busby, KW-Realtor®, Culinary Artist, Potter

SHOPPING LIST/INGREDIENTS.....

- 2 tablespoon vegetable oil
- 6 ears of corn, shucked and kernels removed (about 3 cups of corn)
- Kosher salt
- 4 oz of crumbled cotija (or feta) cheese finely crumbled
- ½ cup finely sliced scallions, green part only
- ¾ cup fresh cilantro leaves
- 1-2 serrano peppers, seeded and finely chopped
- 1-2 medium garlic cloves, minced
- 1 red bell pepper, seeded and medium dice
- 3 tablespoons mayonnaise
- 3 tablespoons sour cream
- 3 tablespoons fresh lime juice, plus extra for seasoning
- ½ teaspoon chili powder
- ¾ teaspoon salt divided

DIRECTIONS

1. Combine lime juice, sour cream, mayonnaise, serrano peppers, and ¼ teaspoon salt in large bowl. Set aside.
2. Heat 1 tablespoon oil in 12-inch nonstick skillet over high heat until shimmering. Add half of corn and spread into even layer. Sprinkle with ¼ teaspoon salt. Cover and cook, without stirring until corn touching skillet is charred, about 3 minutes. Remove skillet from heat and let stand, covered for 15 seconds, until any popping subsides. Transfer corn to bowl with sour cream mixture. Repeat with 1 tablespoon oil, remaining ¼ teaspoon salt, and remaining corn.
3. Return now-empty skillet to medium heat and add remaining 1 teaspoon oil, garlic, and chili powder. Cook, stirring constantly, until fragrant about 30 seconds. Transfer garlic mixture to bowl with corn mixture and toss to combine. Let cool for at least 15 minutes.
4. Add cotija (feta), cilantro, bell pepper, and scallions and toss to combine. Season salad with salt and up to 1 tablespoon extra lime juice to taste. Serve

