

# Are You Taking Care Of Yourself?

Dear Friend,

We take care of everyone else, but it's important we take care of ourselves, too, isn't it? In today's **Service For Life!**® Free consumer newsletter, you'll learn some steps you can take to get started taking care of yourself – hint, start small!

You'll also learn about how to help the older people in your life navigate tech, things to keep out of your wallet to keep you safe, and how to breathe new life into an old piece of furniture – plus fun facts, a trivia challenge, and lots more!

**Here's what's happening in your neighborhood.** There were 1,747 closed sales in February, marking the second straight month that sales matched the pace from one year earlier. Through the first two months of 2026, there have been 3,262 closings in the Columbus & Central Ohio Regional MLS, just two fewer than the 3,264 closings recorded during the same period in 2025. While conditions vary by community, February's numbers point to a market that remains strong and competitive.

That is good news for sellers, but buyers still need to be ready when the right home hits the market." Sales in Franklin County declined 4.6% year over year to 888 closings, while Delaware and Fairfield counties posted double-digit gains. Fairfield County recorded 131 closings, up 20.2% from a year ago, while Delaware County saw 165 closings, a 13% increase. Inventory across central Ohio rose 7.6% year over year to 3,999 single-family homes and condominiums. New listings dipped 1.8%, with 2,197 homes added to the market in February. The median sales price climbed to \$315,000, up 3.3% from \$305,000 in February 2025. As the spring market approaches, central Ohio remains firmly in seller's market territory with 1.6 months of inventory.

Finally, we want you to know that you may call us for any reason. And please let us know if a friend, family member or neighbor needs a caring, competent real estate professional to help in buying or selling.

We truly appreciate your friendship and referrals. Enjoy your issue!

Warmest regards,  
Evan & Greg Skinner  
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**P.S.** When you notice people talking about real estate in the next few weeks, can you tell them about the free consumer information we provide?

They may be people getting married soon and looking to buy their first home, and you can tell them about our Free Consumer Report: "Top 10 First-Time Homebuyer Mistakes To Avoid." You'll be helping them start marriage off by avoiding costly mistakes when buying and financing their home. To request a copy for a friend, simply call us at 614-546-8354 & 614-537-1994.

Get Free money-saving home tips at my web site: [www.soldbyskinner.com](http://www.soldbyskinner.com)



*Evan & Greg Skinner's...*

# Service For Life!®

*"Insider Tips For Healthy, Wealthy & Happy Living..."*

*WARNING: Don't even think of selling your home without our Free Consumer Guide titled, "How To Avoid 7 Costly Mistakes When Selling Your Home." Call us right now at 614-546-8354 & 614-537-1994 to learn more...*

**April 2026  
Central Ohio Edition**

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## **Go Ahead, Take Care Of Yourself**

Often we're so busy taking care of everyone else in our lives that we forget to take care of ourselves. If this resonates with you, there's no time like the present to start. And the good news is, it's not an all-or-nothing approach, but one you can ease into to make sure your self-care fits your lifestyle.

One of the first things you can do to get started with self-care is identify what makes you happy and brings you joy. Maybe it's a favorite color or scent, a time of day or year, an activity or music. Once you've identified the things that brings you joy, determine how you can incorporate them into your life. You could paint your bathroom your favorite color, light a scented candle, adjust lighting to reflect your favorite season, or have your favorite music playing in the background. Inject a little bit of joy into every day with these small tweaks.

Another way to get started with self-care is by adding one or two things to your morning routine. Perhaps you'll want to begin the day with a brief yoga practice or stretching routine, or find a quiet spot to sip your morning cup of tea or coffee. Spending time with others can be a form of self-care, too. Making plans with friends, taking time out of the day to play with your four-legged family member, or even volunteering with others can boost your mood.

A digital detox can be a terrific form of self-care, too. Rather than scrolling or watching TV late into the night, turn off the phone or TV and grab a book to read, play a board game, listen to music, or have a chat with a friend. Try one new thing every day and see if joy grows!

### **Learn How To Maximize The Value Of Your Home**

Did you know there's a free consumer report showing what to fix to net the most value for your home? It's called "*Make Your Home Show Like A Model Without Breaking The Bank*" and it's an essential guide to homeowner profits. You can get a free copy by calling us at 614-546-8354 & 614-537-1994

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## Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)...

**rapscaLLion** rap-ˈskal-yən noun

**Meaning:** someone who causes trouble.

**Sample Sentence:** As soon as he turned two, his son turned into a rapscaLLion, leaving chaos in his wake.

## Have A Laugh...

Where do you take someone who's been in a peek-a-boo accident?

*The ICU.*

## How To Clean Your Dishwasher

It may seem silly, but did you know that you should clean your dishwasher periodically? Sure, it cleans your dishes and utensils, but it needs a cleaning once in a while, too.

- **Wipe down the exterior:** Use a soapy sponge and hot water for a plastic door, or a glass cleaner (without ammonia) for stainless steel, to wipe away dirt, fingerprints and smudges.
- **Clean the filter:** Newer dishwashers have manual-clean filters that need to be emptied every few months. Simply unscrew, rinse and replace.
- **Sanitize:** Use a citric-acid-based dishwasher cleaner once a month to remove any discoloration or odor.

## Quotes To Live By...

"Never let success get to your head, never let failure get to your heart."

– Beyoncé, singer

"Someone is sitting in the shade because someone planted a tree a long time ago."

–Warren Buffett, investor and philanthropist

"Never bend your head. Always hold it high. Look the world straight in the eye."

–Helen Keller, author and activist

# Making Tech Make Sense

We live in the computer age, and it's becoming more so every day, what with telehealth doctors' appointments, FaceTime calls with family and appointment scheduling on the computer or through an app on our smartphones. Even simple system updates on our smart phones can throw us off for a day or two as we adjust to the newness of it all.

For older adults who suffer from technophobia, or fear of new technology, living in this computer age with smart phones, lightning-fast computers and tablets can be more than overwhelming. But there are ways to ease the anxiety, starting with setting realistic goals. Rather than trying to learn everything all at once, it's a good idea to start with one device, or one task.

If Grandpa got a new tablet for his birthday, a good place to start is with an overview of the tablet and all it can do. Next, move onto a task, like composing an email or text, or making a video call.

Taking a class is a terrific way to become more familiar with technology. Many community centers offer senior programming, which may include tech familiarity classes. Aside from that, several tech-savvy organizations are working with older adults to help make them more comfortable with technology, and a lot of them are doing it for free.

A few to check out are [Cyber-Seniors.org](http://Cyber-Seniors.org), which offers daily webinars and connects high schoolers and college students with people 60-plus; [Generationsonline.org](http://Generationsonline.org), which helps with everything from basic Internet usage to texting and emailing, and making video calls; and [SeniorPlanet.org](http://SeniorPlanet.org) from AARP which offers classes on smartphones and apps, social media and digital wellness.

**THANK YOU ! THANK YOU ! THANK YOU !  
THANK YOU ! THANK YOU !**

Thanks to all our clients and friends who support our practice and graciously referred us to your friends and neighbors. Rather than pester people with unwanted calls and visits, we build our business based on the positive comments and referrals from people just like you. We couldn't do it without you !

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## Brain Teaser...

What has cities, but no houses; forests, but no trees; and water, but no fish?  
(See page 4 for the answer.)

## What's My Home Worth?

If you want to know your home's current value, we will gladly conduct a **Maximum Value Home Audit**. Request this "no charge" in-depth home value analysis by calling us at: **614-546-8354 & 614-537-1994**.

## Prevent Clutter At Home

It's easy to cast things aside when you get home, saying you'll put them away later. But when later never comes, suddenly you're faced with clutter. Here, tips to stop it before it starts.

- Sort through the mail, keeping what you need and recycling everything else.
- After you've enjoyed your leftovers, recycle to-go containers – they're more of a hassle than they're worth.
- Take a moment to clear off the coffee table, kitchen counters and your nightstand before bed so you awake to a decluttered house.

## Did You Know?

Out of all the letters in the alphabet, did you know that "e" is the most commonly used letter in the English language? Its popularity is likely due to the fact that "e" is used in plurals that end in -es, commonly used pronouns (he, she, me, we, they) and, of course, the word "the." Speaking of "the," it is the most commonly-used word.

## Crossword Puzzle Websites

Keep your mind sharp by completing a crossword a day. These websites make it easy, and free!

[play.usatoday.com/crossword](http://play.usatoday.com/crossword) – Curated daily, each crossword is themed, like "Middle School," or "Prime Cuts."

[www.dictionary.com/games/crossword](http://www.dictionary.com/games/crossword) – Learn new words and increase your vocabulary at the same time.

[www.newyorker.com/puzzles-and-games-dept/crossword](http://www.newyorker.com/puzzles-and-games-dept/crossword) – Start with the Mini.

# Keep Your Wallet Safe

There is nothing worse than losing your wallet, or having it 'disappear' when out in a crowded space. Not only will you need to replace your driver's license, but also call your bank and credit card companies to stop any new charges from popping up and request replacement cards.

Though it is a hassle to make all the replacement calls, you can do yourself a favor by leaving some things out of your wallet and safely at home. Here, a handful of what to leave behind, and why.

- **Spare key:** If you carry a spare house key in your wallet and it's lost or stolen, not only will whomever has it have your ID with your home address, but a key to get in.
- **Social security card:** If your full social security number falls into the wrong hands it can easily lead to identity theft. Instead, store your card in a safe place at home and take with you only when you need it.
- **Too many credit cards:** Think about if you really need to carry all your credit cards with you all the time. Can you leave that department store card at home until you need it?

## Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?

Maybe you're just curious. Or maybe you want to know how much your home is worth. Either way, we can help...with no "sales pitches" or run-arounds. Call us at 614-546-8354 & 614-537-1994 and we will give you all the facts.

## Like New Again

Rather than tossing out an old piece of furniture, why not give it a new lease on life with a fresh coat of paint? These tips for painting wood furniture will make your DIY project as easy as 1-2-3, not to mention pretty as can be.

- Assemble your tools and supplies. You will need: clean rags, microfiber cloths, sandpaper, primer, paint, paint tray and liners, sealer, paint brush, roller, drop cloth and a screwdriver.
- Remove hardware and clean the piece. Use a grease remover to get rid of any grime, rinse with fresh water and use a damp sponge for a final wipe down. Let dry thoroughly.
- Sanding the clean furniture will create a gritty surface for the new paint to adhere to, but don't remove the entirety of the current finish.
- It's time to prime! A primer covers stains and prevents mildew. Use a roller for larger surfaces, and a paint brush to cover tighter spaces.
- Follow with one or two coats of your favorite paint color. Once totally dry, finish with a sealer to lengthen the life of your DIY.

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## Thanks For Thinking of Us!

Did you know we can help you or any of your friends or family save time and money when buying or selling a home? Thanks for keeping us in mind with your referrals...and spreading the word about our services.

## Brain Teaser Answer:

A map.

## Take A Walk

Going for a walk isn't only a great way to get steps in during your day, it can be good for your overall health, too.

Research shows that walking at least 20 minutes a day, five days a week, can boost our immune systems, which is even more important during cold and flu seasons. Lacing up our shoes and hitting the pavement can also curb a sweet tooth, regulate our blood sugar and boost our moods. Whether you go with a friend, leash up your dog, or listen to a podcast, go ahead – take a walk!

## Switch It Out

Did you know that you're supposed to change your toothbrush every three to four months? You'll want to replace it after you've been sick with a cold, the flu, or strep throat, too, so you don't get sick again.

**THANK YOU** for reading our Service For Life,<sup>®</sup> personal newsletter. We wanted to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

**AND...**whether you're thinking of buying, selling or financing real estate, or just want to stop by and say "Hi," we would love to hear from you...

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Disclaimer: The information contained in this letter is intended for informational purposes. It should not substitute as legal, accounting, investment, medical or other professional services advice. Always seek a competent professional for answers to your specific questions. This letter is not intended to solicit real estate properties currently for sale.



# “Who Else Wants To Win A \$25 Dollar Gift Card?”

Guess who won last month's Trivia Question? We are pleased to announce the lucky winners of last month's quiz. And the winner are ...drum roll please: Jeff Compton, Mary Lynn Eldrod, LaNessa Jones-Cruceta Marry Martin, and Bonnie Swanson

## What was released in July of 2007, and called a “gamechanger?”

a) Bluetooth b) Macbook c) WiFi d) iPhone

The answer is d) iPhone. Apple CEO Steve Jobs introduced the first iPhone, OS 1, at Macworld in San Francisco on January 9, 2007; it hit the market on June 29, 2007. With advancements in technology, Apple has developed 16 additional series; iPhone 18 is expected to be released in Spring 2026.

## What country has a mythical creature as the national animal?

a) Rwanda b) Scotland c) Ireland d) Thailand

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*And You Could Be One Of Our Next Winners!*

## Real Estate Corner...

### Q. What are some mistakes I should avoid when I invest in real estate?

A. Even smart investors make mistakes. Here are three common mistakes and what you should do instead:

- **Not Doing Your Homework.** Evaluate your financial situation and understand the right numbers to calculate. Learn the basics about cash flow, appreciation, and loan amortization.
- **Not finding the right property.** Do a thorough search, including “off MLS” deals and best buys, to find the right property for you. Work with a REALTOR<sup>®</sup> who is an Investor Specialist. He or she can help find a good investment property.
- **Failing to get a professional inspection.** You need to know if there have been problems with the property and that they've been properly addressed.

To learn more about owning investment property, call and ask for our Free Consumer Report called “*How To Avoid 8 Dumb Mistakes Even Smart Investors Make.*” We will be glad to send a copy right to you.

Do you have a real estate question you want answered? Feel free to call us at 614-546-8354 Perhaps we will feature it in our next issue!

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# NEW LISTING

## Welcome to 1574 Cape Drive



This is a Luxury Ranch Condo located in Prestigious Pinnacle. This home is immaculate and offers many newer upgrades. Spacious Great Room with vaulted ceiling and gas fireplace. Remodeled gleaming white gourmet Kitchen featuring granite counters, Stainless Appliances, an island and a very generous sized eating space. A wall of windows 4 Season Room makes a great addition to this lovely condo for that morning cup of coffee or just relaxing. The Owner's Suite is big enough for a King Sized Bed and has a private Owner's Bath with large soaking tub, shower, and double sinks. There is also a very large walk-in closet. Also offers an outdoor patio much larger than most . Driveway is huge, plenty of parking for guests. Garage includes a bump and is also larger than most. This is truly a must see condo for anyone looking for a ranch style.



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## SHOULD I USE A REALTOR WHEN BUYING A NEW BUILD HOME?

The real question that a buyer should ask is, "Why would I use a Realtor for buying from a builder?"

The answer: There isn't a single reason!

Many buyers are unaware that they can have their Realtor represent them for a new construction. Another common myth that buyers have is that builders will offer lower prices if the buyer buys directly, instead of through a Realtor. This is totally false. In fact, a Realtor could get you a better price or more upgrades than what you can negotiate with a builder.

### SOME ADVANTAGES OF USING A REALTOR FOR NEW CONSTRUCTION

- A purchase contract is a legal document and most buyers never pay close attention to what they are signing. There is no standard contract for new construction. Every builder has their own version of a purchase contract. Buyers realize a problem only after they get into a dispute during the transaction. A Realtor would explain the contract to you up front and be able to negotiate changes to the contract to your advantage.
- A buyer is purchasing a house that will be delivered in the future (*a few months later*). Most buyers who go directly to the builder to negotiate from a list price (*based on guess-work*) end up paying to the advantage of the builder. A Realtor has more experience and insight into the specific market and can write up a contract that would possibly protect you when you are ready to close.
- The builders usually keep a considerable amount as an up-front deposit. If you ever get into a dispute with a builder, you will have the Realtor as your professional advisor to guide you through, and possibly resolve, the situation, by negotiating on your behalf. It is always your Realtor's priority to protect your deposit.
- Most importantly, it doesn't cost you anything to have a Realtor represent you. It is time the buyers start realizing this free benefit and use it to their advantage. If you are considering building your dream home, let us assist you in the process so you can obtain the best possible deal and walk into your new home, knowing everything is right.



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