



November

CHAMPIA NEWSLETTER

*As the season changes, so do opportunities in real estate.
Let November be the time you help your clients fall into
their perfect home.*



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Don't forget...

• Thanksgiving Day

Nov 28

Tax Implications for Year-End Transactions: A Timely Reminder for Your Clients

As we approach the end of the year, it's a great time to remind your clients about the potential tax benefits of closing real estate transactions before December 31st. For many buyers and sellers, making the move now could have significant financial advantages when filing their taxes next year.

Key Tax Benefits for Buyers

1 Mortgage Interest Deduction

Homeowners who close on a property by the end of the year can deduct the mortgage interest paid during the year. This can lead to substantial savings, especially in the early years of a mortgage when interest payments are typically higher.

2 Property Tax Deduction

Buyers can also deduct property taxes paid at closing. This deduction can lower taxable income and result in a smaller tax bill come April.

3 Points Deduction

If your client pays points to lower their mortgage rate, they may be eligible to deduct those points in the year of purchase, offering immediate tax relief.



Tax Considerations for Sellers

1 Capital Gains Exclusion

Sellers may be able to exclude up to \$250,000 (\$500,000 for married couples) of profit from capital gains taxes on the sale of their primary residence, provided they've lived in the home for at least two of the past five years.

2 Deductions for Selling Costs

Many selling expenses—like agent commissions, home repairs, and closing costs—are tax-deductible. These deductions can help reduce the overall capital gains from a home sale.

Encouraging Action Before Year-End For clients on the fence about closing, these tax incentives can be a compelling reason to act sooner rather than later. Encourage them to consult with a tax professional to fully understand how these benefits apply to their unique situation.

As a real estate agent, offering insights into these financial advantages can position you as a trusted resource while helping clients make informed decisions that benefit their bottom line

Tasteful holiday home staging ideas that can help homes feel inviting without overwhelming potential buyers

01

Use Neutral and Natural Décor

Opt for neutral-colored decorations like white, silver, or soft gold paired with natural elements like pinecones, greenery, or simple wreaths. These decorations add warmth and festivity without being too bold, allowing buyers to focus on the home itself.

02

Create Cozy, Inviting Spaces

Add soft throw blankets, plush pillows, and warm lighting (such as candles or string lights) to create a cozy atmosphere. This will help buyers watch spending their own holidays in the home, making it feel welcoming without over-decorating.

03

Highlight Key Features with Subtle Accents

Use holiday décor to subtly draw attention to the home's best features, like wrapping a staircase railing in delicate garland or placing a small decorative tree in front of large windows. This adds festive charm while ensuring the home's architectural elements remain the focal point.

Hope these bring a smile!

- **Why do real estate agents love November?**
Because every home looks better when it's dressed in fall colors—just like a great listing photo!
- **What's a real estate agent's favorite Thanksgiving dish?**
The “closing” turkey! After all, they're always working hard to carve out that perfect deal.
- **Why did the real estate agent schedule all their showings after Thanksgiving?**
Because they knew clients would be stuffed and ready for something new... like a bigger house!