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*Contact me, your full service realtor with all your  
real estate questions and issues!*

[www.MyNEPAHome.com](http://www.MyNEPAHome.com)

## THE BEST GRILLED CHICKEN EVER!!!

This recipe was derived from a grilled chicken that is made by a caterer back in my home area of western New York State. It is a great recipe to make for family picnics as the smell coming off the grill will have people gathering in no time. Because this recipe calls for the chicken to be par boiled, it finishes quickly on the grill, which means you spend more time with family and friends at your next picnic rather than fussing with food.

This has been a family favorite for many years. I hope you enjoy it as much as we have.

Marinade:

1/2 c vegetable oil  
1 c cider vinegar  
2 tbs salt  
1 tsp pepper  
1 tsp poultry seasoning  
1 egg (beaten)

Directions: Whisk the marinade ingredients together. Do not exclude the egg, the yolk is an emulsifier that brings this vinaigrette type marinade together. Par boil your chicken. Place in container with enough marinade to cover and refrigerate overnight or at least 2-3 hours. Remove from marinade and grill until skin is GBD (Golden Brown, and Delicious)!

### HE SHOULD HAVE HIRED A REAL ESTATE AGENT (FICTION)

One Sunday afternoon a couple sees an ad in the paper. They can't believe their eyes. There is a house in the paper for \$1,000 that is in the nicest part of town. We are talking about a Highland Park mansion for \$1,000. They think this has to be a misprint, but decide to call anyway.

They say to lady who answers we saw your ad, and realize it is a misprint correct. She tells them no it's not and you are actually the first ones to call.

They decide to go look at the house. They race over as fast as they can. They pull up

to the most beautiful house on the block. In front of the house is a fountain that cost at least \$30,000. They ring the door bell and the lady answers. She starts showing them the house. They realize this house is over 5,000 sq ft and it is obvious that expense was not a problem in building this house. The house had marble imported from Italy and a chandelier imported from France. The landscaping was breath taking & the house had a great pool and a nice tennis court.

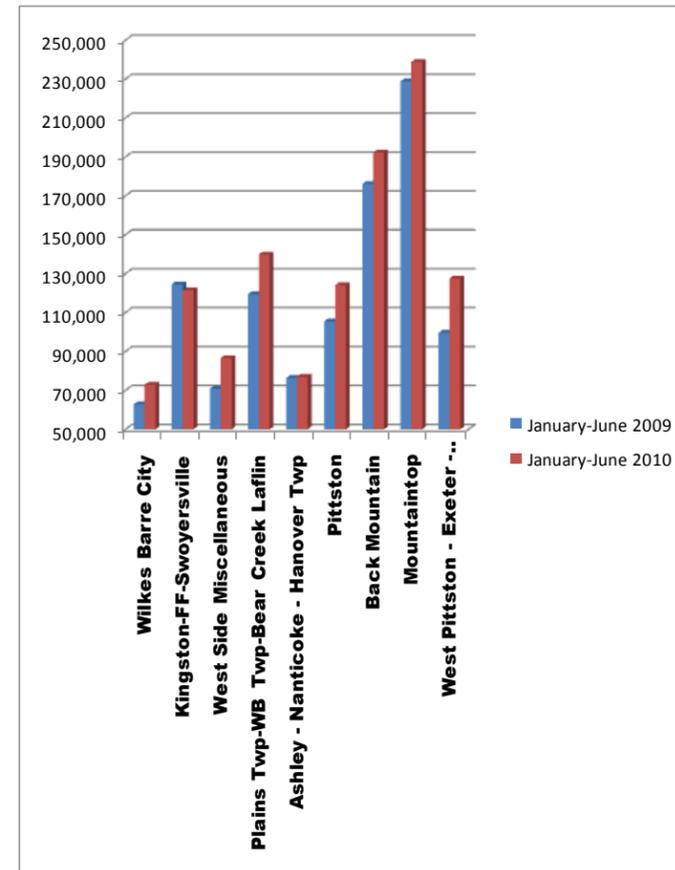
The couple said to the lady this is the most beautiful house we have ever seen, what's the catch?

The lady assured the couple there was no catch. The couple wanted the house for \$1,000 but was leery of doing the deal. Finally the lady said you seem like a nice couple, so I'll let you know the truth.

She told them this house is completely paid for, and not a penny is owed against it. Well, last week I got a call from my husband. He informed me he is leaving me for his secretary. He then told me I could have everything we own as long as he could have the proceeds off the sale of the house. I agreed and he asked me if I could sell the house while he and his new girlfriend hung out in the Caribbean?

*"The couple said to the lady this is the most beautiful house we have ever seen, what's the catch?"*

### LOCAL AVERAGE SALE PRICES



Want to know what your home is worth? Call me for a **FREE** market analysis!

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# My NEPA Home

## WELCOME!

Hello Everyone,

Welcome to the inaugural edition of the "My NEPA Home" newsletter.

Most of you know me, but for those who do not, I will introduce myself. I am a local real estate agent with Classic Properties who also works in the IT field doing software development. I'm originally from western New York State and my hobbies include fishing, hunting, genealogy, kayaking, and all things food.

The newsletter corresponds directly to my website [www.MyNEPAHome.com](http://www.MyNEPAHome.com). Please check it out when you have a chance. It is a work in progress. I am no graphic artist, but I will try to add content regularly.

Each edition of *My NEPA Home* will try to give you some information on a general real estate topic of interest as well as some local information and statistics. Sprinkled in will be some colorful ideas and maybe a seasonal suggestion or even a recipe or two.

Any feedback is very much appreciated. I'm happy to answer any questions and would also like feedback or suggestions for the newsletter or website. If you would like to share any real estate stories or nightmares, feel free. Also let me know if your story can be published in the newsletter.

I hope everyone is enjoying their summer. The summer weather has been anything but mild. It has had cool rainy stretches and also sweltering hot stretches with not much in between.

Please enjoy the rest of your summer and remember that your house is built on a parcel of land, but your home is built on relationship(s); make sure that both reside on solid foundations.

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**Kevin V. Sobilo**

## FEATURED LISTING (HARVEY'S LAKE) - \$182,999

This 3 bedroom 1 3/4 bath home has been COMPLETELY remodeled. It would make a wonderful year round or summer home.

It features hardwood & tile floors, a brand new privacy fence as well as new appliances. It is also walking distance to the lake.

Check our my [www.classicproperties.com](http://www.classicproperties.com) or contact me directly at 570-817-0706 for more information or to set up a private showing.



77 Second St., Harveys Lake

## 1031 EXCHANGES FOR INVESTMENT PROPERTIES

Do you own an investment property? If so 1031 exchanges are something you should be aware of. A 1031 exchange allows you to sell a property and purchase other properties with the proceeds without paying capital gains tax. The tax is simply deferred. 1031 exchanges are so named because they are made possible by Section 1031 of the Internal Revenue Code.

For example, Barry owns a rental property and wishes to sell it and purchase a vacation home. He would be able to use a 1031 exchange to defer capital gains if he only planned to use it a couple weeks per year and rent it for other weeks. To the IRS the vacation home would still be considered an investment and eligible for this type of "like kind" exchange.

In another example, Claudette takes a new job out of state, but rather than selling her current home, she decides to rent it out because the local real estate mar-

ket is currently somewhat depressed. Several years later, the market rebounds and her son is also in college. She decides to sell this property, purchase an apartment building in her son's college town, and lease the apartments to her son and several of his classmates. Claudette would be able to use a 1031 exchange for this provided she showed this was truly an investment using documented leases with her son and his classmates.

The process for performing an exchange is fairly straight forward. You will need to hire a qualified intermediary to handle the exchange and there are strict time periods which need to be followed. Here are the basic steps in the process:

1. Find qualified CPA to advise you.
2. Retain a qualified intermediary to handle the exchange.
3. Sell the property. Make sure the buyer and the closing agent are both aware that this property is being exchanged and that they sign a cooperation agreement.
4. Enter into an exchange agreement with your intermediary.

5. Upon closing, the proceeds go into an account with your intermediary. You have 45 days to identify a replacement property and 180 days to complete acquisition.
6. Enter into an agreement to purchase a replacement property, making sure the seller and closing are aware of the exchange.
7. Upon closing, the intermediary transfers funds directly from their account to purchase the replacement property. This must occur before the 180th day.
8. File form 8824 (Like-Kind Exchanges) with the IRS at tax time.

These are the basic steps. You will want to discuss all the details with your accountant and intermediary before beginning the process. Make sure to hire a qualified and experienced intermediary to represent your interests.

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## 10 TIPS FOR PREPARING YOUR HOME TO SELL

Most people dislike having people walk through their home and invading their privacy. It is a necessary evil to sell your home and get the best price possible for it. To make it as painless as possible you might try some of these 10 tips.

1. Disassociate: Mentally prepare yourself to hand over the keys to a new owner. In fact visualize doing it.

2. De-Personalize: Take down family photos and remove family heirlooms. Think of a hotel room.

3. De-Clutter: Remove books from bookcases, clear your kitchen counters, etc.

4. Rent a storage unit for your excess.

5. Remove or replace your cherished items so a buyer doesn't fall in love and want them too!

6. Make it sparkle: Clean clean clean!

7. Make minor repairs such as leaky faucets and small holes in walls.

8. Rearrange closets and kitchen cabinets.

9. Scrutinize: Walk around and look at your house from the buyer's perspective.

10. Curb Appeal: Mow the lawn, add some flowers, paint window trim, etc.