

# ASK THE PROFESSIONAL



## Sue Jones on Real Estate

**Sue Jones is a REALTOR as well as Owner/Partner of Keller Williams Real Estate, Doylestown Office.**

**Experience:** Sue's experience spans over 30 years, providing professional help to both buyers and sellers in our local market.

**Designations/Memberships:** Holding the coveted GRI designation - Graduate of the Realtor Institute; Memberships in the National, Pennsylvania and Bucks County Association of Realtors.

**Education:** Sue feels that ongoing "fine tuning" of the ever-changing regulations, laws and procedures that guide the professional REALTOR to properly represent the public and which shape the Real Estate Industry are of the utmost importance, and this is her pledge and commitment.

**Why Real Estate as a Career?** When asked "What made you choose Real Estate as a career?" Sue answered "I wanted to be in a helping field and decided that Real Estate offered that, helping people with their most important investment."

By: Sue Jones

Owner/Partner, KELLER WILLIAMS Real Estate

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### My Most Requested Question and Answer Articles

I have listed below, my published Q and A Articles, which have appeared over the 10 years I have been a contributor to the Bucks County Women's Journal.

Please email me at Sue@SueJones.com, the Article # (#'s) of interest to you, and I will be happy to forward !

1. What to do to Prepare Your Home for Sale ?
2. Home Ownership Tax Breaks & Deductions.
3. The Residential Lease Contract 101.
4. Realtor Representation when Buying or Selling.
5. How is a Home's Value Determined ?
6. Which to do - Buy first or Sell first ?
7. Understanding Capital Gains.
8. Real Estate advise when Spouses Divorce.
9. Buying Land Locked Acreage.
10. Here's the 411 on Stucco Exteriors.
11. Condos vs Fee Simple Ownership.
12. Which Improvements Boost your Value ?
13. Do Solar Panels add Value ?
14. Handling the Selling of an Inherited Home.
15. Understanding Inheritance Tax in PA.
16. Determining How to Take Title to Your Home.
17. When Ready to Sell - Why Home Staging ?
18. 9 Secrets for a Successful Loan Closing.
19. How to Reduce the Trauma that Moving Causes Children ?
20. Tips for Selling your Home in the Winter.
21. Understanding Title Insurance Rates.
22. Preparing for Your Home Inspection.
23. Advertising Phrases - The Do's and Don'ts.
24. Supreme Court Material Defect decision.
25. Questions when Interviewing a Realtor.
26. Difference between Warranty Deed and Quit Claim Deed.
27. Should we Buy ? The Rent vs Buy Ratio Test.
28. How to Choose a Home Inspector ?
29. What is a Realtor vs a Real Estate Agent ?
30. Define Comprehensive Homeowners Insurance.
31. Tips for Staying Informed Regarding Housing Trends.
32. The Greatest and The Lowest ROI - Return On Investment.
33. The 10 Most Common VA Loan Questions.
34. How to Increase Value when Selling Your Home this Year.
35. Realtor Representation 101.
36. Remodeling Projects that Pay Off.
37. Tax Return Changes in affect as of 2018, for Mortgage Deductions.

**SUE JONES** REALTOR, GRI  
Owner/Partner

*'I have 30+ years experience  
bringing Buyers and Sellers together'*  
**Featured Listing**



**1 Mercer Gate Drive, Doylestown Township**  
**\$1,129,900**

Additional Photos/Details at [www.1MercerGateDrive.com](http://www.1MercerGateDrive.com)

- The Enclave of Mercer Gate, an Exclusive 8 Home Cul-de-Sac
- 6 Bedrooms, 4 Full and 2 Half Baths, 3 Fireplaces
- Welcoming Rooms Include Chefs Kitchen, Sunroom, First Floor Office
- Beautifully Finished Basement with Wet Bar, Wine Cellar, Built-Ins
- Lush Setting, Private InGround Pool, Circular Drive, 3 Car Garage
- Minutes to Historic Doylestown Borough's Dining, Museums, Galleries

Call Sue Direct for Your Private Preview: 215.262.4422

**kw**  
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