



# News You Can Use

Brought to you by Mary Lehto, Sales Representative  
905-929-6173 or 905-387-5992 mary.lehto@sympatico.ca

## Local Housing Market

(January 5, 2012 – Hamilton, Ontario) The real estate market in the Greater Hamilton, Burlington and outlying areas saw an increase in the number of listings and a small decrease in the number of sales and average sale price when compared to the same month last year, according to Multiple Listing Service® (MLS®) statistics released today by the REALTORS® Association of Hamilton-Burlington (RAHB).

After several months of strong sales, the residential condominium market experienced a drop in number of sales of just under five per cent when compared to December of last year. The same market also saw a 9.9 per cent increase in average sale price over the same month last year.

In the residential freehold market, sales dropped less than two per cent from last year at this time while the average sale price increased by two per cent.

While sales were down compared to last year, listings and sales were both higher than the 10-year average for the month.

“The December market performed well compared to the average for the month over the last ten years,” said RAHB President Cameron Nolan, “and the average sale price continues to rise in our area”. *(Published by the REALTORS® Association of Hamilton-Burlington (RAHB)).*

## Are You a First-Time Buyer? Get My Free Guide



Buying your first home is a big step and one that is likely to impact your financial future for years to come.

Make it easier by requesting by free guide, “How First-Timers Can Make a Wise Buy.”

Just call me at 905-929-6173 and I'll send it right out to you.

## Selling Your Home? Here's How to Make It Lovable

Today's buyers love vibrant red and orange accent walls, usually in contrast to earth-toned neutrals. They also love stoves with super-quiet exhaust fans, kitchen islands, and recessed lighting combined with hanging pendant fixtures.

In the bathroom, they love glass and stone finishes with brushed nickel faucets and floating vanities.

And don't forget the open floor plans that blend kitchen, dining room and family room into a single open space.

Seducing today's buyers is almost a necessity in today's real estate market. But how far should you go to cater to buyers' wants?

It depends. Unless you're selling a luxury property, you don't have to buy a professional-grade stove. However, you may want to consider trading your outdated avocado appliances for stainless steel and buying an inexpensive island on casters to make the kitchen feel more modern.

Kitchens and bathrooms sell houses, so it makes sense to spend the majority of your renovation dollars to upgrade these spaces.

In the bathroom, new fixtures, a soft colour for the walls and sconce lighting will make a world of difference. Add fluffy white towels, flowers and candles, and you have a spa that buyers will love.

A fresh coat of neutral paint is always a cost-effective solution. And an accent wall can make a space look bigger, warmer and more up to date.

Carpeting is out and exotic woods and travertine floors are in. However, your buyers will likely be as impressed with less-expensive flooring options.

## Five Ways to Nurture a Love That Lasts Forever

A relationship is like a recipe - it takes time to get it right. So how do couples of three months, all the way to 30 years, make their relationships work?

**Make Time for Each Other:** No relationship can survive without getting to know one another, even if you've been together for 30 years. There are always new things to discover about your partner.

**Have Your Own Life:** You need to make time for yourself. Don't let hobbies fall by the wayside just because you're in a relationship. As cliché as it may sound, it takes two halves to make a relationship whole, so be sure to keep a hold of your own interests, even if your partner doesn't share them.

**Be Present:** When you do get to spend time together, make the most of it.

Don't waste a dinner date by lurking on Facebook or constantly checking text messages. Showing interest in your partner makes your relationship more interesting.

**Argue:** Arguing means you're working toward a common goal. Be open to discussion when you're at fault, and don't irrationally dredge up the past when you're upset about something else. Fight fair and you'll be surprised how relieving it can be to work toward being a better couple.

**Don't Sweat the Small Stuff:** There are going to be things that make your partner "unique," and you may not always like it. But don't turn every little thing that goes wrong into the end of the world. Be thankful for the things

## Recipe: Valentine's Warm Shredded Beets

According to some, beets are an aphrodisiac, making this recipe the perfect - if somewhat unusual - Valentine's side dish.

### Serves 4

- 2 tablespoons butter
- 2 large beets, shredded (about 4 cups)
- 2 tablespoons lemon juice
- 1½ teaspoons salt
- ½ cup water
- 1 tablespoon flour
- Pepper, to taste
- Sour cream and parsley, optional

Heat butter in a large sauté pan and add the beets, lemon juice, salt and water.

Cover and simmer for 15 minutes, stirring occasionally.

Sprinkle the beets with the flour and salt, but do not stir.

Cover and cook for another five minutes.

Add pepper to taste.

Serve with sour cream and chopped parsley.

This newsletter and any information contained herein are intended for general informational purposes only and should not be construed as legal, financial or medical advice. The publisher takes great efforts to ensure the accuracy of information contained in this newsletter. However, we will not be responsible at any time for any errors or omissions or any damages, howsoever caused, that result from its use. Seek competent professional advice and/or legal counsel with respect to any matter discussed or published in this newsletter. This newsletter is not intended to solicit properties currently for sale.

*News You Can Use* is brought to you free by:

Mary Lehto, Sales Representative  
Panton Real Estate Broker, Brokerage  
14 Windstar Place, Hamilton, ON L9C 7H1  
Tel: 905-387-5992 Cell: 905-929-6173  
Email: mary.lehto@sympatico.ca  
www.pantonrealestate.com

**Thanks for reading! If you've enjoyed this newsletter and found its information useful, please pass it to a neighbor, friend or co-worker. And if you have any comments about it, don't forget to give me a call or send me an email!**