

News You Can Use

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Local Housing Market

Hamilton, September 6, 2011 – For the third straight month, the real estate market in the Greater Hamilton, Burlington and outlying areas experienced increases in listings, sales and average sale price when compared to the same month last year.

The residential freehold market saw the largest gains with a 24.1% increase in number of listings and 12.5% increase in number of sales. The average sale price was up 4% over August of last year.

In the condominium market, listings were up 13.1% and average sale price up 2.5% over the same month last year.

“The three summer months that just ended were certainly strong months compared to last year,” said RAHB President Ann Forbes Arndt. “Remembering that the summer market last year was affected by the HST, we need to look at how well we did in comparison to an average year.”

While August numbers of listings and sales showed good gains over August of last year, the numbers are quite different for the first eight months of the year. Listings of residential properties are down 3.2% while sales are down 1.4%. Average sale price continues to climb, however, and is 4.4% higher year-to-date than last year at the same time.. *(Published by Realtor’s Association of Hamilton Burlington)*

Thinking of Selling Your Home?



Did you know that you can make at least 3% more on the sale of your home if you stage it correctly? In many cases, you can make a lot more.

Learn how to do it right by getting my free guide, “50 Essential Tips to Prepare Your Home for a Speedy, Top-Price Sale.”

Email me or give me a call at 905-929-6173 and I’ll send it right out to you.

Tips to Make Your Master Bedroom a Selling Feature

A great master bedroom will help sell your home. But you don’t have to spend a lot of money, time and effort trying to impress buyers. Following are 11 easy ways to spruce up your master for little money:

- De-clutter and de-personalize. Buyers want to see themselves in the master bedroom. Don’t surround them with the trappings of your life.
- Clean, clean and clean some more.
- Make necessary repairs.
- Paint. You don’t have to go for beige (or grey, which is the new beige), but emphasize the room’s spaciousness with lighter colours. Don’t forget the ceiling.
- Move some of the furniture out to add to that airy, uncluttered feel.
- Heavy drapes might be nice at night, but during the day they can feel confining. Take them down and buy inexpensive sheers. Add blinds for light control.
- Speaking of light, add more task and ambient lighting and leave lights on to minimize shadows and illuminate dark corners.
- Buy a new duvet cover.
- Hang inexpensive artwork or a mirror and lose the family photos.
- Don’t cover hardwood floors with carpeting or furniture in front of a window with a view.
- Clean out the closets so buyers can see the space and decide if their clothes will fit.

NEWS YOU CAN USE

3 Myths about Money That Make You Feel Poor

People, it seems, often have misconceptions about money.

While many of the things people actually believe are just plain wrong, some are detrimental to a person's financial health.

Following are some of the most popular money myths and a few simple tips to improve your financial attitude - and fiscal outlook:

1. Money Is Scarce

Surprisingly, this is probably one of the most common money myths in existence. Fact is that money is simply a unit of exchange for those things that are scarce, such as time and commodities. You can create more money by providing value for someone who is willing to pay for it.

2. Money Is the Root of All Evil

This often-quoted myth is erroneously attributed to the Bible, but even that is incorrect. The actual quote is: "The love of money is a root of all kinds of evil." The quote is from the book of 1 Timothy in the New Testament. Money itself is neutral. It can be used for good or bad, depending upon the priorities of the person using it.

3. It's All about Money, He Who Dies with the Most Toys Wins, Gets Rich or Dies Trying

All these sayings reflect an attitude where money is the ultimate goal in life, but it's rarely that simple. Wealthy people tend to exhibit as much, or even more, depression, sadness and feelings of insignificance. So, as it turns out, "money can't buy love" might be a more appropriate money-related quote.

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Wondering How Much Your Home is Worth?

How has the price of your home changed in today's market? How much are other homes in your neighbourhood selling for?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I'll be able to help.

Just give my office a call for a no-fuss, professional evaluation. I won't try to push you into listing with me or waste your time. I'll just give you the honest facts about your home and its value.

And maybe I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

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