

Walk, Don't Run...continued...



Settle in before purchasing furniture. It may seem that because you have more space, you need more furniture. You would be surprised at how little extra you actually need. Today's looks are uncluttered, so spreading out your current furnishings will give you a feeling of more space. Wait until you've moved in, unpacked all your belongings and have time to let each room grow on you before you begin adding pieces.

Adopt these decorating basics. Create balance by placing larger pieces around the room first, then add small furnishings and décor pieces. When investing in an expensive piece of furniture, choose neutral shades and styles that won't look dated, then accent with trendy, colourful pieces that are less expensive to replace.

Do you have any comments or inquiries about *Bricks & Mortar* REAL ESTATE REPORTER?

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Stats Corner

Record breaking 769 sales in September
Slower 581 sales recorded in October.
November continues to taper.
Normal slowdown as we approach Christmas.

2007 average house price \$202,256.00
2008 average house price \$212,034.00

That's a whopping **increase of 4.85%**

Some segments have tapered a bit...
Declines from 2007 YTD

Ranches, St. Thomas down 2.5%
Bungalow, south London down 0.9%
Ranches, south London down 0.2%
Condos, east London down 1.3%
Townhouse, east London down 0.1%
Bungalow, Strathroy down 3.2%
Townhouse, Strathroy down 15.7%

Overall positive growth.



I'm on TV! Channel 10 commencing late November or early December. We are just finishing production of the first commercial now. I'm thinking of putting up my listings on the same channel on a second ad. What do you think; would you like to see your property advertised on TV?

Selling NOW continued...



In addition, you'll make it easier for buyers to imagine observing their own traditions in the space.

On the opposite note; if you do put out holiday decorations, be careful. Too many decorations may crowd your home, and you risk making the space feel smaller. Make sure you do not obscure selling features, like windows and architectural details. You want the buyers' attention to focus on the home itself, not the decorations adorning it.

Flowers and tables set for entertaining are always in season any time of the year.

Don't get stressed over showings. Tell us the times in advance when your home will not be available for showings. Serious buyers will understand. If you will be out of town, we need to know how to contact you when the offer is made on your home.



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Bathroom Mould

To remove mould and mildew, you will have to treat the root cause and not the symptoms. Sniff around find out where the mould is hiding. If you find any areas with a fuzzy white or spotty black growth, remove it with disinfectant.



Check your venting: a vent that doesn't escape to the exterior of the home will lock moisture in the ceiling, making it an ideal place for mould to grow. Make sure you fan has the proper CFM's to move air.

If you do see black spots on the ceiling: Step 1) vent bathrooms properly to the outside; Step 2) disinfect, and; Step 3) paint the ceiling with a mildew-resistant paint.

Mould on the tiles or around the tub can indicate moisture in the wall. That's a little more serious surgery. Maybe only the grout will need replacing; if you do have to replace the wall consider using cement board rather than green drywall. It is more money however it is much more durable.



Two Hands... continued...

Do not even think of making a cell phone call in a traffic jam or at a red light. Hand-held devices can only be used once you have safely pulled off the road.

The good news...911 calls are exempt and hands-free calls through headsets or earpieces are allowed, and any GPS mounted to the dashboard. Remember the old days, 3 watt phones connected in the trunk of the car and a small microphone by your sun visor. Comments? Please blog me at www.tomlink2realty.blogspot.com

Nova Scotia, Quebec, and Newfoundland and Labrador already have a similar law and it won't be long before the rest of the country follows suit.

Consider Your Offer

A seller's asking price is just that. A buyer's offer could contain a different price and terms. The market value of a house is the price that a willing and knowledgeable buyer and seller agree on. Together with their agents, buyers need to consider a number of factors to determine the market value of the property before presenting their offer.



Consider recently sold prices of other comparable homes in your neighbourhood, or comparable neighbourhoods. What is comparable? Look at condition, location, square footage, number of bedrooms, bathrooms, etc.

Your offer price should also factor in market trends. If we are in a buyer's market, where homes stay on the market longer because supply is greater than demand, you will have more room to negotiate a lower price. If we are in a seller's market, where the demand of homes is greater than supply, then you could be facing competing offers.

What condition is the property in? Adjust your offer price based on the home's condition. Upgraded or move-in condition homes warrant a higher offer price than homes in need of repairs.

Lastly, what is the seller's motivation for selling? You may discover that the seller is transferring jobs, having financial difficulties, divorcing, or has already purchased their next home and needs to sell their current one quickly to avoid paying two mortgages simultaneously. Knowledge can be beneficial!

Terminology Tips

Title
A legal document that provides evidence of a person's right to or ownership of a property.

A **freehold title** gives the holder full and exclusive ownership of land and buildings for an indefinite period of time. In condominium ownership, land and common elements of buildings are owned collectively by all unit owners, while the residential units belong to the individual owners. A **leasehold title** gives the holder a right to use and occupy land and buildings for a defined period of time.



27% of gift-card recipients didn't use their cards according to a 2007 survey by Consumer Reports. Many come with extra fees and expiry dates. If you do give out gift cards make sure the company is healthy and the recipient will use the gift card otherwise you are throwing money away.

Painting Tips



Soften old brushes by soaking them in hot vinegar & follow with a wash in warm soapy water.

Add fabric softener to your rinse water to keep your brushes soft and pliable.

Small touch-ups, use throw away cotton swabs

