



# Delivering the Keys to Your Future

March 2013

## Get Your Home Ready To Sell

Moving into a new home is exciting, but what's not exciting is getting your current home ready to sell. Ironic that the very home you are tired of is the home you are trying to sell to someone else! Buyers like kitchens with dingy counters and bathrooms with outdated tile, right? Wrong. But renovating a house to sell isn't as expensive or as tough as you might think. We've got tips from experts that help you put your money in the three most important places to get your home sold quickly.



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*The  
referral  
of your friends  
and family is  
the  
greatest  
compliment  
you can give  
me.*



One of the most profitable places to put your money is in the kitchen. A family centres around the kitchen. At parties, everyone eventually makes their way to where the food is being made! Making this room attractive to buyers helps sell the home in a way other rooms can't. Sandra Rinomato of HGTV's popular show Property Virgins advises that "a lot of buyers cannot fathom the thought of renovating a kitchen and want a kitchen with granite countertops and stainless steel appliances." But if these aren't in your budget, don't worry. She says there are other options like recycled concrete or glass counters that are appealing to many buyers. Consider the sell price of your home and choose cost effective options. Even the professionals will tell you, don't overspend!

Secondly, the bathroom is a huge selling feature, but an overhaul isn't necessary, unless you've got a room drowning in hideous avocado tiles. If you do, sink some money in that eyesore! Rinomato gives some practical advise about spending money in relation to your budget. "Don't take this as an opportunity to educate buyers in the newest design trends. Save that for your own home or a home that is in an area that will support it." Carla Woolnough, professional home stager and owner of Nex-Step Design, advises "updating outdated fixtures and countertops and removing old wallpaper." Simple changes can really spruce up a room and give it a fresh feeling. And if you are willing to do some of the work yourself you can cut costs.

Flooring and wall colours are the last major hiccups when selling a home. Smells and odours cling to carpet fibres. To save money, pull up the carpet and all the staples yourself. If you have hardwood flooring underneath, refinish if necessary. Wall colours pose a problem for many buyers too. Colours are an emotional choice for many people, and your colour choice may be the one that some people hate! Take emotion out of the equation and choose neutral tones that appeal and not horrify. "Buyers see a home with tired carpet, out of date paint colours and outdated wallpaper as needing too much work. So, why not do the elbow grease yourselves and rake in the cash?" says Rinomato. Make buyers feel at home right away by eliminating the stumbling blocks to a quick sale. Clean it up, chuck the old fixtures, and refresh the look of your house for an easy sale. You'll be in your new place in no time!

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

## *Your Complimentary Current Market Analysis*

As your Neighbourhood Realtor I am always happy to provide you with a comparable market analysis of your property. So please do not hesitate to call. I will be happy to assess the current market value of your home and talk about any Real Estate queries you may have.

www.MichaelDennison.ca



## My Commitment To You:

*As your Real Estate Representative, I promise to provide you with personal attention and excellent service before, during and after any transactions have been completed.*

*I am committed to being your real estate agent!*

*If you, your friends or family members are looking to buy or sell a home, I would be pleased to provide a free, no-obligation market analysis. Please call me and let me know how I can help!*  
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Not intended to solicit those currently under contract with a brokerage

## Market Statistics —

TORONTO, March 5, 2013 – Greater Toronto Area (GTA) REALTORS® reported 5,759 sales through the TorontoMLS system in February 2013 – a decline of 15% in comparison to February 2012. It should be noted that 2012 was a leap year with one extra day in February. A 28 day year-over-year sales comparison resulted in a lesser decline of 10.5%. The average selling price for February 2013 was \$510,580 – up 2% in comparison to February 2012.

“The share of sales and dollar volume accounted for by luxury detached homes in the City of Toronto was lower this February compared to last. This contributed to a more modest pace of overall average price growth for the GTA as a whole,” said Toronto Real Estate Board (TREB) President Ann Hannah.

“Stricter mortgage lending guidelines that precluded government backed mortgages on homes sold for over one million dollars and the City of Toronto’s additional up-front land transfer tax arguably played a role in the slower pace of luxury detached home sales,” added Ms. Hannah.

The MLS® HPI Composite Benchmark price covering all major home types eliminates fluctuations in price growth due to changes in sales mix. The Composite Benchmark price was up by more than 3% on a year-over-year basis in February.

“We will undoubtedly experience some volatility in price growth for some market segments in 2013.

**For full report, visit [www.MichaelDennison.ca](http://www.MichaelDennison.ca)**

### Summary of Existing Home Transactions in Durham Region

	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	1,153	1,367	98%	25
Ajax	225	208	99%	21
Brock	29	101	97%	50
Clarington	178	228	98%	23
Oshawa	267	286	98%	28
Pickering	142	166	99%	22
Scugog	37	80	97%	44
Uxbridge	52	101	95%	35
Whitby	223	197	99%	21

## Featured Listings



Brooklin \$399,900  
Country charm steps to downtown Brooklin



Whitby \$399,900  
Solid Brick home on 50ft lot, lots of upgrades



Toronto \$849,900  
2 Storey Detached, Ready for Renos



Toronto \$1,175,000  
Custom 5+1 bedroom home in Englemount area

For more information on these and other listings contact **Michael 905-430-2320**