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KELLER WILLIAMS
ENERGY



www.LaurenGosse.com

...On YOUR BLOCK

Find Out What Your Home Is Worth

As your neighbourhood Realtor, I will be happy to assess the **Current Market Value** of your home and talk about any Real Estate queries you may have.

It is always a pleasure!

Please do not hesitate to call.

289.690.4750 or
905.723.5944



Not intended to solicit those already under contract with a brokerage

9 Ways to Throw a Successful Garage Sale

Clearing out the clutter in your home? Make your hard work worthwhile by earning some cash. Check out our tips on how to host a seamless and profitable garage sale.



- 1. Get your neighbours involved:** Flying solo might be your preference, because there is less to go wrong and fewer folks to accommodate. But a block or street sale is a real attention grabber and when bargain hunters hear that there are several houses involved, they'll show up in droves. Bonus: Block sales often evolve into block parties.
- 2. Advertise your garage sale:** Don't spend a penny on advertising, but do get the word out. Use free classified adds such as Craigslist and Kijiji, post on Facebook and post good, old-fashioned paper signs all around the neighbourhood. Do a Google search with the name of your neighbourhood, too -- there may just be a community website where you can post. Also, libraries, grocery stores and other shops may still have notice boards.
- 3. Rain date:** Don't let a little rain wash away your dreams of decluttering. If you own a portable gazebo, set it up out front just in case. Or hold the sale in an open garage or shed. Failing all of that, set a rain date and include it in your advertising.
- 4. Price sale items ahead of time:** If you price items on the fly, when folks are standing right there in front of you, you're more likely to undervalue the item. Take your time and pick a reasonable price. You want to get rid of it, but you don't need to give it away. If you price it a little higher than you expect to get for it, you will have some wiggle room when folks haggle -- and they will.
- 5. Upsell with snacks:** Add a snack table, bake sale and drinks stand. It's fun, attracts visitors, generates a wee bit more money and, best of all, if you have little helpers, it gives them something to do and makes them feel part of it all.
- 6. Live up your garage sale with music:** Plug in that old boom box and play some tunes. It'll make the time go by faster, alert the neighbourhood to what's going on and create a happy mood.
- 7. Hold a raffle:** Select a particularly appealing item -- something new and still in its original packaging, for instance -- or a delicious baked goodie, then sell tickets for 50 cents.
- 8. Pick Saturday over Sunday:** Both days have pros and cons, but we think Saturday is preferable. It gives you a second weekend day to extend the sale if you wish, and Sunday can also be the appointed rain day for Saturday's sale.
- 9. Merchandise like a pro:** "Keep like things together and arrange them well," suggests Walsh. Organizing your goods neatly and well like they would be in a store makes them easier for people to find and more appealing.

Source: www.CanadianLiving.com

www.LaurenGosse.com

Current Market Statistics >>>

Record Home Sales in April

May 4, 2016 -- Toronto Real Estate Board President Mark McLean announced that there were 12,085 sales reported through TREB's MLS® System in April 2016. This result, which represented a record for the month of April, was up by 7.4% in comparison to April 2015.

For the TREB market area as a whole, annual sales growth was experienced for all major home types except semi-detached houses. In the City of Toronto, sales were down for detached and semi-detached houses as well as townhouses on a year-over-year basis. This dip in sales in the '416' area code was due to a lack of low-rise listings. Many would-be buyers were not able to find a home that met their needs.

"While April's sales result represented a new record for sales, that number could have been even higher if we had benefitted from more supply. In the City of Toronto in particular, some households have chosen not to list their home for sale because of the second substantial Land Transfer Tax and associated administration fee. The lack of available inventory, coupled with record sales, continued to translate into robust annual rates of price growth," said Mr. McLean.

Home selling prices continued to trend upward in April. The MLS® Home Price Index Composite Benchmark was up by 12.6% year-over-year. The average selling price was up by 16.2%. The higher growth rate reported for the average home price, as compared to the MLS® HPI, points to a greater share of high-end home sales this year compared to last.

"As we move into the busiest time of the year, in terms of sales volume, strong competition between buyers will continue to push home prices higher. A greater supply of listings would certainly be welcome, but we would need to see a number of consecutive months in which listings growth outpaced sales growth before market conditions become more balanced," said Jason Mercer, TREB's Director of Market Analysis.

To view the full Market Watch Report, visit www.LaurenGosse.com

Summary of Existing Home Transactions in Durham Region

| | New Listings | Active Listings | Avg. Sold Price | Avg. Days on Market |
|---------------|--------------|-----------------|-----------------|---------------------|
| Durham Region | 1,603 | 878 | 104% | 11 |
| Ajax | 253 | 104 | 106% | 7 |
| Brock | 38 | 60 | 97% | 31 |
| Clarington | 257 | 149 | 104% | 10 |
| Oshawa | 420 | 187 | 106% | 8 |
| Pickering | 203 | 115 | 103% | 15 |
| Scugog | 70 | 61 | 99% | 20 |
| Uxbridge | 41 | 63 | 100% | 18 |
| Whitby | 321 | 139 | 105% | 10 |

Community Events in Durham

Jason Aldean

When: May 12, 2016 from 7:30pm to 11:00pm
Where: General Motors Centre

8th Annual Keller Williams Energy RED Day

When: May 12, 2016 from 9:00am to 3:00pm
Where: Boys and Girls Club of Durham

Oshawa 5th Annual Ride of Silence

When: May 18, 2016 from 6:30pm to 8:00pm
Where: The Robert McLaughlin Gallery

2016 Durham Spring Bridal Show

When: May 29, 2016 from 11:00am to 4:00pm
Where: LVIV Hall, 38 LVIV Blvd., Oshawa

Oshawa Garden Club Annual Plant Sale

When: May 28, 2016 from 9:00am to 3:00pm
Where: South Oshawa Community Centre

If you have an event you would like advertised in next months newsletter please feel free to email me the details.

Terminology Tips

First Mortgage: The primary mortgage on a property. As the primary lien against a property this mortgage is the first to be paid from the proceeds of the property's sale.



Second Mortgage: This is another lien on the property, in a second position, usually issued at a higher interest rate than the first mortgage, using equity in the home as collateral.

For more information on the process of buying or selling a home, contact Lauren at 905-723-5944 info@laurengosse.com



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