

THE FINNEY FORECAST

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Real Estate News You Can Use!

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.

The yard or garage sale is a North American tradition. Not only does it let you turn trash into cash, it's also a great way to meet the neighbours. The key is to make it fun and well organised. Here's how to do it.

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. Many hands make light work and when the neighbours are involved just watch the signs go up all over and the balloons appear at intersections. 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. And put price tags on everything. Invest in a roll of masking tape for makeshift labels.



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. Liven 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. It's fun, generates more income and is a job that can be handled by one of the kids.

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.

Clutter weighs us down, and letting go of it feels great. Making money by letting go of it feels even greater -- especially if you keep expectations low and enjoy yourself. "Keep your sense of humour," says Walsh. "Make sure everyone has a fun time and don't expect too much."

Source: www.CanadianLiving.com

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

*Thank you for
your trust*



Not intended to solicit those
already under contract

Sold By Jeffrey



The Spring Market is here!! Call me!!
Let's get ahead of the game!

Terminology Tip

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.

Questions about the market or the terminology being used?
Call me, I am always happy to help!

Community Events

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,
77 Queen Street, Oshawa

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,
1455 Cedar St. South, Oshawa

Market Stats - 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.

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.

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

To read the full Market Watch Report, visit my website at www.JeffreyFinney.com



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