



STATS						
MARCH	# of homes listed during month	# of homes sold during month	Average Sale Price	Days on market	Sale to list ratio	
1988	500	404	\$164,451	45	97%	
1990	696	182	\$209,196	60	95%	
1992	578	313	\$188,814	60	95%	
1994	591	286	\$178,058	62	95%	
1996	456	248	\$175,105	60	96%	
1998	382	237	\$204,472	48	96%	
2000	435	305	\$211,320	37	96%	
2002	386	303	\$237,650	31	97%	
2004	421	386	\$272,058	39	96%	
2006	507	384	\$337,952	39	98%	
2007	471	338	\$337,226	36	98%	
2008	424	280	\$345,752	42	97%	
2009	393	252	\$338,850	55	99%	
2010	470	358	\$376,546	31	99%	
2011	450	342	\$413,307	32	98%	

'FSBO' (Pronounced Fizbo in Real Estate Lingo)

Can a home owner sell without utilizing the services of a Realtor? Sure. Will he save the equivalent of the selling commission? He could. He may also not – and here's why.

1. Most buyers buy through a Realtor who is typically paid by the seller. The bargain hunting buyers who seek out the "For Sale by Owner" homes, are expecting to save the same commission the 'FSBO' hopes to save. Buying for less is their primary concern, and this is reflected in typical low-ball offers.
2. Opportunistic speculators and investors offer less for a 'FSBO' home. Without a Realtor to represent the owner's interests, sellers may end up accepting a below-value offer.

3. Real Estate Professionals are knowledgeable about the local market and know the highest price a home is likely to bring. Advice to the seller on the right balance between the highest price and the fastest sale is critical to maximizing profits.

4. Real Estate Professionals have experience with lenders and can help find financing with lower monthly payments, thereby making a higher sale price feasible for the buyer.
5. In contract negotiations, a real estate professional not only is trained in negotiation techniques, but also is psychologically in a better position than an emotionally involved seller. The result is often a more profitable contract for the seller.
6. The bottom line? Business is business. Your home is a valuable asset.

SPRING CLEANING

Spring is here and it's spruce up time! Making a checklist will ensure you get into every nook and cranny in your home. Don't forget these jobs.

1. Turn your air conditioning on to make sure it works before the first summer heat wave. Make sure your thermostat is working. Clean heating and air conditioning ducts at least every five years; more if you are a smoker or have pets. Germs and bacteria can build up over time and affect your indoor air quality.
2. Check your roof. Our Canadian winters can be hard on them. Replace any missing or torn shingles and fix any nails that may have come up.
3. Get your chimney ready for summer. Cuddling in front of a roaring fire isn't normally a summer activity. Cover your chimney with a wire screen or cloth to keep out leaves and debris. It will also keep animals and birds from taking up residence there.

4. Clean out your gutters (a perennial home owner's favourite, I know). A lot of debris can build up and cause water to overflow and possibly do damage.
5. Fix any loose or missing pieces of siding and replace if necessary.
6. Swap storm windows for screens. This will allow you to open windows to allow summer breezes in without insects too.
7. Plant a tree. It's good for the environment, adds character to your landscape, brightens your yard and can increase the value of your home.

If you need help or are too busy to do your spring cleaning by yourself, hire someone else to do it for you. Many students are looking for extra prom cash at this time of year.



Relocation Requires Special Attention

Most sellers fantasize about receiving an inflated offer from a newly-arrived buyer coming from an area of high-priced housing. This occasionally does happen, especially when the Realtor working with the out of town buyer is not adequately educated on market pricing. If you are making a long distance move, my suggestion would be to consult with your Realtor in town to see if he or she can refer you to a qualified Realtor in the area you will be purchasing. One of the important points to stress is that you wish to work with a Realtor who is well versed in relocation. Relocating families needs are many, there are schooling, transportation and recreational activities to consider. Not to mention the emotional toll the move will take on each member of your family. Children will be affected and often if the Realtor takes the time to involve a child in the decision process, the move will be smoother for the entire family. We deal with many relocating families each year and have learnt over time it's the little touches that will make all the difference. We have a network of qualified Relocation Brokers in our data base so that when a client calls to say they have a transfer, anywhere in the world, we can refer them to the best Relocation Brokers in that area. If we can help, please call!