



# YOUR SHANNON LAKE MARKET REPORT

by Josh Miko, Personal Real Estate Corporation



Your Community Real Estate Resource!

## Overcoming Home Selling Procrastination

Are you thinking about moving but haven't listed yet? If you're like many homeowners, it could be because you're busy and simply putting off this "project."

That's understandable.

After all, we have a lot on our plates these days. So, it's not unusual to procrastinate a little when it comes to getting the home selling process started.

However, if you procrastinate, you risk missing opportunities to sell your property for a high price and finding your next dream home.

So, how do you conquer procrastination and get your home selling journey underway?

One way is to find out exactly what's involved in selling your property in today's marketplace. Much of procrastination is due to uncertainty. If you don't know how much time and effort will be required on your part, it's natural to hesitate before moving forward. Putting off listing seems safer!

So, find out what is involved in selling your property. Determine what preparations are needed to get your home ready for sale. Figure out what other time obligations you can expect during the listing period.

When you get that information, you'll be better positioned to see how listing your home will fit into your schedule. You might

find that it fits quite nicely! But, even if it doesn't, there are things you can do to ensure selling your home doesn't overwhelm your already tight schedule. For example, if you're putting off listing because your home needs some painting, you can hire a painting contractor — saving you hours or even days compared to doing the job yourself. And, that expense might be offset, at least in part, from the sale of your property.

As you can see, there are always ways to fit selling into a tight schedule. So, if you're thinking of listing, don't put it off.

I can help. Contact me and I'll help get you on the road to a successful sale.

## Most Important Rooms to Stage when You Sell

Imagine you're viewing a home for sale. You're walking through each room, considering whether or not the property is right for you. Which rooms will you consider most? In which rooms are you likely to linger longest, imagining you and your family in that space?

Of course, every buyer has different needs and wants. For example, you may want an awesome garage that you can turn into a workshop! However, most buyers tend to scrutinize the following rooms when

seeing a listed property:

**The foyer.** This is not surprising. It's the first area you see in a home. The foyer, and the view from that perspective, are important when staging.

**Kitchen.** People spend a lot of time in the kitchen. They want it to look functional, inviting, clean, and spacious. Indeed, kitchens are so important to homeowners that there are design magazines devoted just to that topic.

**The living room and/or family room.** Nothing says family time more than the living or family

room. Buyers want to see them as comfortable and relaxing spaces. They also want to assess how their furniture will fit!

**Bathrooms.** From a staging standpoint, these are similar to the kitchen. Buyers want bathrooms to look clean, bright (good lighting is key), and nicely adorned.

Is it smart to stage other rooms in your home as well? Yes, it is. However, focusing on these four areas will give you the biggest payoff if you're staging in a hurry or on a tight budget.



To sell your house for the **Best Market Price** Call...

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protecting your investment

### Thinking about moving?

Moving may be the farthest thing from your mind. But, if it's something you're considering within the next year, let's talk. I'll answer your questions and determine the kind of new home you qualify for.



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# YOUR SHANNON LAKE

## Sale Stats for MAY 2022:

### SINGLE FAMILY

14 sales

Benchmark sale price of

**\$1,090,000**

Increase of

**17.3%**

from May 2021

### TOWNHOUSE

1 sale

Benchmark sale price of

**\$882,300**

Increase of

**18.7%**

from May 2021

### CONDO

5 sales

Benchmark sale price of

**\$659,600**

Increase of

**24.9%**

from May 2021

Data provided by MLS® records and deemed to be accurate.

The MLS® Home Price Index (HPI) is the most advanced and accurate tool to gauge home price levels and trends by using benchmark pricing rather than median or average. It consists of software tools configured to provide time-related indices on residential markets of participating real estate boards in Canada.

## Avoid These 4 Mistakes when Choosing a Contractor

When you start planning to do some home improvements — especially in preparation for selling your property — one of the most important decisions you'll make is your choice of contractor. The last thing you want is for the project to turn into a disaster because the contractor is inexperienced, does shoddy work, or is downright disreputable.

So how do you ensure that doesn't happen? Here are the most common red flags

to watch out for when choosing a contractor:

- 1. Tax dodging.** Stay away from contractors who offer a low price in exchange for a tax-free deal or who don't provide you with a written invoice (so they can avoid declaring the income.)
- 2. Lack of a project portfolio.** If contractors can't show you pictures of similar projects they've done (for example, a kitchen renovation), they may not have much experience with that type of work.

**3. No permits.** Most jurisdictions require permits for many home improvement projects. If the contractor insists on doing substantial work without a permit, that's a big red flag.

**4. Gut feeling.** Often your gut knows things your brain doesn't. If you have a bad feeling about a contractor, trust your gut and look elsewhere.

Steering clear of these mistakes will help ensure your project goes smoothly.

## Do You Know What Your House Is Really Worth?

Call today for a complimentary, no obligation Real Estate Check-Up.

Cars get tune-ups, furnaces get maintenance and you see your doctor and dentist at least once a year, but did you know that your real estate investment needs a periodic check-up too?

Your home is probably one of your largest assets. That's why it's important for you to keep up-to-date on market trends in your immediate area.

**Don't wait until the last minute – call today and we'll review:**

- The current resale value of your house.
- Helpful hints on improving the value of your house.



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