

Real Estate Report

Harry Saggu & Kevin Boyal

Broker

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First Impressions Are The Most Important

If you are planning to put your home on the market this spring and it has the “lived-in” look, or needs a general sprucing up, consider the benefits of staging your home.

Staged homes generally sell faster and at a higher price. Here is a short list of ideas that can help you stage your home for a fast and top dollar sale.



We never allow statistics to get in the way of incredible customer service.

With years of experience as real estate professionals in the Brampton, Mississauga and Toronto regions, this dynamic Century 21® team works in-depth with every client.

By thoroughly listening to the wants and needs of every one of their clients, Harry and Kevin work toward winning the optimum in every deal by creating personalized buying and selling strategies for each client.

Curb Appeal

Because this is where first impressions begin you also should start here. Remember that within the first 30 seconds prospective buyers are forming their first and most lasting impressions of your home. Make your curb appeal pop!

Unclutter and Unstuff

Overcrowded rooms create negative impression in the minds of potential buyers. If you plan on discarding any furnishings before you move, do it before you show your home.

Light Rules

Clean windows and screens inside and out and open drapes and blinds. Allow as much natural light into the home as possible.

Clean it up, straighten it up, tighten it up and polish it up. The little things may seem trivial to you but to prospective buyers minor things can mean the difference between making and not making an offer.

One of the many services we provide our clients is a FREE Professional Home Staging Consultation. Ask us today how we can help to make your home stand out in the minds of prospective buyers!



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Definitely intended to solicit new listings and buyers except those under contract.

Let Revenue Canada Help Finance Your Move

Certain moving expenses are deductible when computing your income tax for the year. Depending on your tax bracket you could reduce your tax bill by up to 50% of your expenses.

YOU ARE ELIGIBLE IF:

- You are moving to a new location to start a job or a business, or to attend courses full-time at a post-secondary institution.
- Your new home is at least 40 KM closer to your new place of work or school.

EXPENSES THAT ARE DEDUCTIBLE ARE:

- Travelling expenses including vehicle expenses, meals and accommodation
- Transportation and storage of personal effects
- Cost of canceling a lease at your previous residence
- Up to 15 days of meals and accommodation near either residence if your moving dates do not coincide
- Selling costs of your old residence including the real estate commission
- Legal fees on sale of previous residence and purchase of new residence
- Mortgage penalty
- Legal fees and land transfer tax for purchase of new residence
- Utilities disconnection/reconnection costs
- Mortgage interest, insurance, property taxes and utilities associated with old residence while attempting to sell it, to a limit of \$5,000 for maximum 3 month period

EXPENSES THAT ARE NOT DEDUCTIBLE ARE:

- Loss on the sale of your previous home
- Expenses for house-hunting trips before your move
- Cost of work done to your former residence to make it more saleable

OTHER COMMENTS:

- Deduction is limited to income earned at new location - can be carried forward to other years
- Deduction is reduced by any reimbursement received from employer.
- *Please note, this list is to be used as a guide only. Readers should consult a professional advisor before acting on the above.*

When is the Best Time to Sell?

Real estate *market conditions* are in constant flux. National lending rates and local trends will have a large impact on your asking price, anticipated selling time and negotiating power.

- In a **buyer's market** the supply of property listings exceeds the number of buyers. Here, prices will plateau or even drop, homes will stay on the market longer, and buyers will have more negotiating power. This is not the best time to sell your home.
- In a **seller's market** the demand for homes outweighs the supply. Prices may rise, homes usually move more quickly, and the terms and conditions will favor the seller. This is a good time to list your home.
- In a **balanced market** there is a relative equilibrium between housing supply and demand. This market offers stable prices and reasonable terms and conditions for fair selling and buying opportunities.

Seasonal selling may also come in to play. Few people buy a new home for Christmas and families are inclined to stay settled during the school year. However, there's something about spring that makes many people think about making a move.

Call us today to discuss how we can help you create a workable selling strategy.



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Call us today to receive your

Free Written

True Home Evaluation

When you're buying a home, it will help if you have an estimate of the home's current value. Together with comparable home sales in the area, estimates of a home's value will help to determine the appropriate purchase price.