

Anita Dream Home

"Love the House, Live in the House, Grow into a Home"



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*Positive, Passionate, Professional
and Knowledgeable*

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Greetings! You're receiving this newsletter with hopes that you find it informative and entertaining.

If you're thinking of making a move, or are just curious as to real estate trends in your area, please feel free to call at any time. It's always good to hear from you!

All the best,

Anita Pimentel



CONSUMER CONFIDENCE REMAINS HIGH

The Bloomberg Nanos Canadian Confidence Index – a gauge for real estate sentiment – confirmed that Canadian consumer confidence remained near a four-year high this past summer.

Although the Canadian Real Estate Association (CREA) figures show that home prices rose almost eight percent in the first six months of 2014, Canadians are brushing off forecasts from some market analysts that the market may be inflated and due for a correction. In fact, CREA research suggests Canadian real estate is in balanced territory. CREA noted that the national sales-to-new listings ratio was 53.6 percent in June, up slightly from 53.2 percent in May, but still well entrenched within the range of 40 to 60 percent that marks balanced market territory. Just over half of all local markets posted a sales-to-new listings ratio in this range in June, with a fairly even split among the

remainder between those in buyer's market and seller's market territory.

"Sales have improved compared to their slower start earlier this year." CREA President Beth Crosbie noted. "That said, there are still important differences in how housing markets are faring depending on location, housing type and price point. Whether you're looking to buy or sell, your local REALTOR® is your best source of information on all the factors driving the market where you currently live or might like to in the future."

Wondering what homes are listed and selling for in your area? Simply call today for your no-obligation neighborhood update!



A CLEAN SWEEP!



While just about everyone enjoys a clean house, there are precious few who enjoy the work involved. Even the most hygienic of homeowners would rather spend their time doing something else. Make cleaning your home an easier, faster and less unpleasant process with the following tips.

First things first, have the right tools – your cleaning equipment should be easy to maintain while making your task easier. For instance, brooms with angled heads and dusters with telescopic handles make it easier to clean hard-to-reach places; mops with removable heads are easier to clean, and those with looped (as opposed to cut) ends are more effective and durable.

Be sure to keep your cleaning equipment in good working order, too. You'll spend considerably more time passing a poorly maintained vacuum over the same area of carpeting – and still leave more dirt behind – than you will with a vacuum whose filter you've regularly cleaned/replaced or belt you've changed as needed.

Now that you're well equipped, it's time to get organized. Gather all your essential cleaning supplies – your all-purpose cleaner, sponges, microfiber cloths and gloves, for example – into some kind of caddy that can travel with you from room to room. Having everything you need within handy reach will help prevent you from wasting time or getting distracted as you retrieve that forgotten item.

Organize a plan of attack, too. Figure out what chores need to be done, when and by whom. Create cleaning checklists and/or schedules that will work for your particular family/

lifestyle. You might have a different checklist for each room or person in your home, for example, or checklists for each day, week, and/or month.

When it comes time to get down to business, do whatever you need to do to get in the right headspace. That might mean cranking up the high-energy music, playing that newly downloaded podcast or streaming your favorite TV show. For those who need to see the light at the end of the tunnel, that may mean setting a timer – when your 15 or 30 minutes are over, so is your work. For parents, that may mean setting up a cleaning game like musical chores for children – when the music changes, the kids switch chores. If it helps motivate you (or your spouse or children) have a reward ready for when the chores are done.

Of course, another helpful way to make your home easy to clean is to design it that way. When you have the opportunity to redecorate, opt for finishes and materials that will help reduce the amount of time you need to spend cleaning, rather than adding to it. Walls need a fresh coat? Choose a paint with a high scrubbability rating. Carpeting looking worse for wear? Consider replacing it with carpet tiles rather than the wall-to-wall variety. Ditching those outdated appliances for new models? Avoid stainless steel unless you want to spend more time erasing fingerprints.

GETTING SETTLED

Moving day has come and gone; you'll be unpacking and decorating for months. In the meantime, there are a few things you can do to make your new house or condo feel a little more like home.

- **Maintain your routines.** When your surroundings change, it's important for you, your kids and even your pets to remember you haven't changed. So be consistent: make a point of honoring the same rituals – bedtime(s), mealtimes, appointments such as date night or family game night – in your new home as you did in your old one.
- **Make sure everybody's "comfort items" are at the ready upon arrival in your new home.** For a toddler, that may be a certain stuffed animal and for you it could be a favorite coffee mug. This tip is a lot easier to follow if you pay these items special attention while packing for your move – make sure they're easily accessible!
- **Carve out a sanctuary space.** Setting up your new home is a lengthy process. In the short term, make a priority of establishing one room, or even a corner of a room, with all the creature comforts. Ideally, this space is a relaxing retreat from cleaning, repairing, unpacking and all the other stresses that are part of settling into a new home.
- **Get outside and explore – on foot.** Walking is the best way to get your bearings in a new setting; you won't be distracted, you can dawdle, and you'll be able to go places you can't by car, all of which means you'll see more. Discover your new favorite café or find the local gym so you can return to your pre-move routines.



LEAVE IT

Much is said about what should go when you list your home – clutter, odor – but what should *stay*? Here are some things a savvy seller might consider leaving in their for-sale home.

- **Some furniture.** Without it, potential buyers may get confused as to a room's purpose, and have difficulty remembering the details of your property and envisioning themselves living in it. As well, imperfections in your walls and floors (like scuffs and stains) will be all the more noticeable in an empty room. Consider having your home staged if you can't leave your own furniture in it.
- **Paperwork.** For sellers of houses, this could mean an explanation of any improvements you've made that lower utility or other costs of running the home. For condo dwellers, this could mean a current condo newsletter and/or activity schedule, so buyers can see what life in your condominium has to offer. You can even consider leaving a note about a few things you've particularly enjoyed about living in this home and this area. Tell them, for instance, about those tucked-away hiking trails and that fantastic little restaurant nearby that they might not know about otherwise.
- **Photographs.** If you've done any renovation work, you might want to put some before and after photos in an album so buyers can see the value you've added to the property. Similarly, provide some photos of your property's exterior on a sunny spring day, for example, so buyers can see it at its best no matter what the conditions are like on the day they come to view it.

SALMON

WITH

RICH HERB SAUCE

SAUCE:

- 2 tbsp. finely chopped shallots
- 1/4 c. dry white wine
- 3 tbsp. fresh lemon juice
- 1/4 c. whipping cream
- 6 tbsp. cold butter
- 1 tbsp. each – fresh dill, fresh chives, chopped
- 1/8 tsp. freshly ground black pepper

SALMON:

- 4 (6 oz.) salmon fillets
- 2 tbsp. each – lemon juice, olive oil
- 1/4 tsp. each – salt, pepper

DIRECTIONS:

1. In a small saucepan, combine shallots, wine and lemon juice. Bring to a boil, then turn down heat and simmer until the mixture is reduced to about 3 tbsp. Stir in whipping cream.
2. Remove from heat and stir in cold butter, one tbsp. at a time, until well blended. Stir in dill, chives and ground pepper. Cover to keep warm, and set aside.
3. To prepare salmon, combine oil and lemon juice and brush over fish. Sprinkle with salt and pepper.
4. Place salmon on a hot grill and cook over high heat for approximately four minutes per side, or until salmon flakes easily with a fork.
5. Serve immediately, drizzled with warm lemon-herb butter sauce.



Terminology Tip

SURVEY — An assessment of property lines summarized on a document that shows property boundaries and measurements. The survey specifies the location of buildings, fences and other improvements on the property, and states easements or encroachments that should be noted on the title of the property.

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