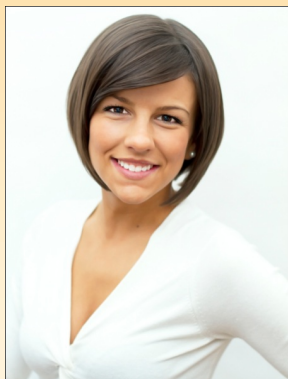


Anita Dream Home

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



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Sales Representative

*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



WHO'S MOVING WHERE?

Housing involves critical lifestyle decisions based on needs, affordability and available inventory. While this should ideally balance out so that everyone ends up in the right-sized home, today's demographic expectations seem to be clashing somewhat with the current real estate climate.

Millennials across the country are most likely to be first-time buyers, while Generation Xers would be first in line to move up to larger accommodations. The expectation was that Baby Boomers would start downsizing en masse, adding single-family home inventory to the market. At this point, that trend doesn't seem to have fully materialized so with higher demand and a shortage of supply in the single-family home market, prices in many Canadian cities continue to skyrocket.

In markets like we're experiencing today, the value of a real estate representative has never been so evident to both buyers and sellers.

If you're thinking of selling, you can look forward to not only a comprehensive market analysis (based on comparable sales in your area) to base your home's value on, but full guidance through the complex selling process so you enjoy the most successful, stress-free transaction at the best possible price.

Buyers can expect a one-stop resource for discovering the most up-to-date property listings and the assurance of an effective partner in their successful search for the perfect new home, whether that's a single-family home, a condominium, a townhouse or other type of housing.

Considering a move? Please call today for the latest housing update!



Terminology Tip

PRE-APPROVAL LETTER: A letter from the potential borrower's lender confirming that the borrower's credit and income have been verified. While this letter is not binding on the lender as the loan is still subject to an appraisal of the home, it does carry weight with a seller as it confirms that the buyer is not only serious, but also qualified to obtain the financing they need to complete the transaction.





PACK LIKE A PRO

If it's moving time, you'll want to find a packing system that helps to eliminate some of the stress and mayhem for you.

The first step is to downsize your stuff and clear the clutter. Moving is actually a great opportunity to assess your needs and recognize what you use versus what is just taking up room for no appreciable reason. This applies to everything from furniture to clothes to kitchen appliances and beyond.

Getting rid of excess items depends not only on their monetary and sentimental value, but also on the amount of time you have before your move. Hosting a garage sale and/or selling items online takes time and patience, but turning your trash into cash can be satisfying both financially and from the sense of fulfillment in knowing your belongings are going to be appreciated by new owners.

Tackle each room with a sorting system in mind. For example:

- 1. Set up four containers: Keep, Donate, Sell, and Store. And of course have big trash and recycling bins on hand too. Don't use clear bags for the trash – once you throw something away, you don't want to see it again and be tempted to rescue it from the garbage. Ensure every item you touch gets assigned to one of those containers. Put the current date on the storage boxes and revisit them in six months. If you haven't needed the items within that time, separate them again as per the above system.
- 2. Create a moving "toolbox" to keep packing supplies together. Your kit should include permanent markers for labeling boxes, packing tape, duct tape, string, a box cutter, a measuring tape, screwdrivers, a hammer, color

labels or tape, garbage bags, small Ziploc baggies and a pencil and pad of paper for notes and reminders as you pack and unpack.

- 3. When taking apart furniture and electronics, place screws, Allen keys, cords, etc. in small Ziploc bags, then tape the bags directly to the items.
- 4. Clearly identify where every box is to be delivered. Remember, "Tyler's room" means nothing to the movers. Instead, assign a different color to each room in your new home and place the assigned color label on the door. Then, when packing, place the corresponding color label or tape on the moving boxes that are to be delivered to that room.
- 5. Remember that not everything needs to be boxed up – some things are already ready to move. For example, if your clothes drawers are already purged and organized, there's no need to unpack them for the move. Instead, stretch clear plastic wrap over the top of the filled drawers and move your clothes using the drawers as your moving boxes! If you have suitcases at home, put them to work by filling them up with shoes or other bulky items, and roll them to your new place.
- 6. Clothes hanging in the closet can stay on their hangers. Simply group like clothes together, pull plastic garbage bags up from the bottom and secure the clothes together with twist-ties at the neck of the hangers, making them ready-to-hang in their new home.

SAFE TURKEY TIPS

Turkey time is just around the corner! Gobble safe with these turkey tips:

- Thaw frozen turkeys in the fridge or in a sink of cold water that is changed every 30 minutes, never out on the counter at room temperature.
- Stuffing should ideally be cooked separately in a casserole dish. If you prefer to stuff the turkey, make sure you do so no earlier than right before cooking.
- Ensure the oven is heated to at least 325°F (160°C) and the bird is completely thawed before cooking. The turkey is done when a food thermometer inserted into the center of the stuffing reads at least 165°F (74°C) and 170°F (77°C) in the breast.



SIMPLE HOUSEHOLD SAVINGS

Saving money isn't easy, but it's not impossible either. These simple household changes demonstrate how small efforts can add up to significant savings!

- **Power down.** Plug non-essential electronics into power strips and switch them off in one easy movement before you go to bed.
- **Go with the (low) flow.** Replace household faucets and showerheads with low-flow options to save on your water bill.
- **Lighten up.** Replace old light bulbs with energy-efficient ones for bright savings.
- **Seal the deal.** Heat and air conditioning lost through drafty windows and doors literally means money out the window. Seal drafts around windows and doors, no matter the season.
- **Program your savings.** Why heat or cool an empty home? Invest in a programmable thermostat to reduce energy use when nobody's home.
- **Make the case for tap water.** Cases of bottled water cost money and create clutter. Why not simply hook a water filter up to your tap instead?
- **Turn a blind eye to the sun.** Keep blinds closed to control the temperature indoors; reflective blinds reduce heat in the summer, and trap heat in the winter.
- **Address your hang-ups.** Whether you have a backyard clothesline, or a balcony or corner of a room you can sneak a drying rack into, save dryer dollars by hanging laundry to dry. If you do use a dryer, remember to clean the lint trap every time to allow for a more efficient and safer process.



A LIST FOR YOUR LISTING AGENT

When it comes time to put your home on the market, you'll want to make sure you're on the same page as your listing agent. You may even want to bring this page with you when discussing the best sales strategy for your property! Here are some points to start the conversation:

~ Monthly Musing ~

"Everyone thinks of changing the world, but no one thinks of changing himself."

~ Leo Tolstoy

- Tell me about your recent listings and sales. What's your experience in my area? With my type of property?
- Can you show me information on recent sales in my area – selling prices for properties similar to mine, and an idea of how long they took to sell?
- What's your marketing strategy? How will you advertise my home? Do you use outside photographers, printed marketing materials, online virtual tours, etc.? How will printed materials be distributed?
- Do you recommend we have an open house?
- What suggestions do you have to help my home sell for a higher price? Is there something that is currently detracting from the ideal sale price of my property?
- Do you represent both sides of the real estate transaction, or do you strictly handle the selling side?
- Can you explain what's included in the listing agreement to make sure I understand the terms of service and your commission rate?

Your home is your greatest investment – don't be afraid to ask all the questions you want, right up-front!





Stuffed Zucchini

Ingredients

- 1 Tbsp. olive oil
- 2 cloves garlic, minced
- ½ lb. ground meat
- 2 large zucchini
- ½ c. Italian-style bread crumbs
- 1 c. spaghetti sauce
- ½ c. Parmesan cheese
- ½ (6 oz.) can sliced black olives, drained
- 1 c. mozzarella cheese, shredded
- ½ c. green onions, chopped (optional, for garnish)

Directions

1. Preheat oven to 350°F.
2. Heat oil in a large skillet; add garlic.
3. Cook garlic for about a minute. Stir in ground meat, breaking it up with a wooden spoon. Stir until fully cooked, about ten minutes, then transfer to a mixing bowl.
4. Cut zucchini in half length-wise and use a spoon to scoop out the flesh. Chop up the flesh and add to the mixing bowl, along with the bread crumbs, sauce, Parmesan cheese and black olives. Mix well.
5. Stuff hollowed-out zucchini with the meat mixture, place in a baking dish, cover tightly with foil and bake for 45 minutes.
6. Remove the foil, sprinkle the mozzarella cheese on top and broil for about 5 minutes. Sprinkle with green onions before serving, if desired.

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Notes:
