

# The Homesteading Realtor®



**Cultivating Relationships & So Much More!**

**Deborah L. Sykes**, Sales Representative

Sutton Group-About Town Realty Inc. Brokerage

Independently Owned & Operated

Tel: (905) 681-7900

Web: [www.deborahlsykes.com](http://www.deborahlsykes.com)

**Blog: [www.ournorthernhomestead.com](http://www.ournorthernhomestead.com)**

Email: [info@deborahlsykes.com](mailto:info@deborahlsykes.com)

## Baby Its Cold Outside!

Welcome to 2014 ~ Canada ~ Land of the Polar Vortex. Where did this new name materialize from? In past years, whenever we had a cold snap, it was referred to as an "Arctic Air Mass settling over Southern Ontario". I think the weather-fortune-tellers are glorifying their craft to make it sound good...like what special effects mean to a Hollywood movie director. Polar Vortex or Arctic Air mass, all I know is that it is plenty cold outside and I have made use of the many mitts, hats and scarves I have knitted the past couple years while I am out and about showing properties. Cold weather doesn't stop me from taking care of my clients, so if you are ready to make a move this \*Spring\*, please feel free to call upon me anytime. Call or email, I am always available. Meanwhile ~ Stay Warm!

## Stable Real Estate Market Forecast for 2014

(January 22, 2014 – Hamilton, Ontario) The REALTORS® Association of Hamilton-Burlington (RAHB) expects to see average sale prices of residential properties increase by 3.5 per cent in 2014, according to president Tim Mattioli. He predicted a market similar to 2013.

In a pre-recorded conversation with RAHB CEO Ross Godsoe, Mattioli noted that despite a drop in consumer confidence, continued low interest rates and stable unemployment rates in the Hamilton CMA bode well for the coming year.

"We can be cautiously optimistic for 2014," he said. "We're looking at a pretty good year again."

Mattioli predicted 14,000 residential property sales in 2014 and 19,500 residential listings. Average sale price is expected to increase by about 3.5 per cent.

Results from 2013 showed that all property listings and sales had increased over the previous year, with average sale price up by 6.5 per cent. Total dollar volume from the sale of all properties was over \$5.474 billion, more than a 10 per cent increase over 2012.

The residential market similarly showed listings and sales up over 2012 with the average sale prices up by 6.7 per cent over the previous year. Average days on market remained steady at 44 days in 2013. For much of the year, a seller's market prevailed.

Godsoe noted that the average sale price quoted for RAHB can be misleading. "When (people) hear the REALTORS® Association of Hamilton-Burlington and they hear that average sale price, they think that's the average sale price of a house in Hamilton," he said. He noted the average sale price for the city of Hamilton is \$307,000 and "in many areas in our marketing area, the average sale price is under \$200,000 and also in some areas we have an average sale price of over \$400,000." He emphasized the importance of using a REALTOR® when buying or selling a home, because "they know the market, they know the communities, they know the areas."

Mattioli noted that the year began with a reduced inventory of listings carried over from the previous year, and the lower inventory was felt throughout the year.

Godsoe compared last year's predictions with the final results for the year and noted that listings and sales were close to their predicted levels, but the average sale price rose considerably more than the predicted rate of inflation.

The Numbers for 2013 compared to 2012 (All Property Types, Residential & Condo) :

	2012	2013	Percent Change
Listings	20,344	20,716	1.8%
Sales	3,568	14,070	3.7%
Average Sale Price	\$365,342	\$389,080	6.5%
End of Month Listing Inventory	47	47	

Every community in RAHB's market area has its own localized residential market which can differ significantly from the overall picture. If you would like detailed stats on your particular area, please contact me directly at (905) 681-7900. It would be my pleasure to meet and discuss!

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## Inside this issue:

2014 MARKET FORECAST	1
KNITTERS & CRAFTERS WANTED!	1
STAGING ~ WHY YOU NEED IT...	2
HAVE YOU READ MY BLOG?	2
MADEIRA INFUSED QUINOA	2



## Do You Like To Knit or Crochet?

Are you an on-line Ravelry Member? You can find literally thousands of knitting and crochet projects on-line. All you need to do is visit [www.ravelry.com](http://www.ravelry.com) to sign up as a member for FREE! Join me as a Fellow Member!

# Staging. Why You Need It...To Help You Sell of Course!

**What is staging?** Staging is literally putting your house and home on a "stage". Showcasing a desirable life style and look, for potential buyers to see for themselves.

**Does staging really work? Why has it become an important aspect of selling a house? And why is so important to embrace it, if you are selling your house?**

- 1) You Never Get a Second Chance to Make a First Impression. So it's essential to get it right from the start! So get it staged ready before you list! It will save you time and money. The two things you are looking to avoid.
- 2) Your home will sell faster. Statistics show that staged homes spend less time on the market and sell 43% faster than un-staged homes. A home that has been staged will offer a good feeling the minute you step in the front door setting the stage for potential owners to see themselves living there.
- 3) We help you get ready for the move. Your stager will help you decide what to put away and will ensure that de-cluttering and depersonalization takes place, before staging. It will have to be done at some point so is best to get it done before listing.
- 4) Staging will also ensure the right layout and placement of your furniture and the right amount of neutral colours for your walls. A professional stager will create flow and harmony throughout the home.
- 5) Fifth but not last! It will get you the best price for your home without costing you as much as your first price deduction. Decorating is for living, staging is for selling, so investing in staging will bring you the best return when you sell.

We at Style Expressions can help to put this show on the road by showing you how or by doing it for you as well as suggest the best plan of action for you and your home. We can also help with furniture and accessories rental, just in case you don't have enough or need more.

We offer many other services too, such as: Interior design, space planning, colour consultations, floral design, seasonal and special occasions staging, re-design and much more. If you have something specific in mind, please feel free to ask if we can do it.

*Style Expressions* is always thinking of you.

Monica Rolling cdec, csp, pcc

Tel 905.847.4693, Cell 905.399.4766 [www.styleexpressions.ca](http://www.styleexpressions.ca)



## Have You Read My Blog Yet?

Having a blog is like having children. You never know what they will say, what they will do and how they will do it. My blog is exactly like that. I blog about things outside of real estate. You will not find one single reference to real estate on the entire site. I blog about food, cooking, gardening, wildlife, sewing, needlecrafts and home DIY projects.

There are many different things I find interesting in my life outside of real estate and I have found a blog to be a great platform to share my stories, ideas, triumphs and some downright hilarious failures to let people know that, yes, I am a human being, just like you. Being a Realtor® isn't about who can sell the most houses and garnish the most awards. Being a Realtor® is about being the down to earth person that I am who genuinely enjoys helping other people and for those people to be able to see me as I am. A real person. You can follow me at: [www.ournorthernhomestead.com](http://www.ournorthernhomestead.com)

### Madeira Infused Quinoa

I had a epiphany last week. One of those 'AHA!' moments sparked from a lightning bolt out of the blue. Pondering what to have with broiled salmon for dinner, I thought...why not take some soup base I was working on and use that to replace the water to make quinoa with?

As Emeril would say... 'BAM!!' Simply outstanding. For the Madeira Soup recipe, please visit:

<http://www.ournorthernhomestead.com/the-homesteading-kitchen/recipes/soups-salads/madeira-tomato-onion-soup/>



#### Ingredients

1/2 Cup Quinoa, Rinsed  
1 Cup Madeira Soup Base  
(include the onions, tomatoes,  
etc.)  
Cilantro for garnish



Do you have a tree endangering your house or yard? Andy is a true Professional that provides excellent service at competitive rates. For more info, visit: [www.greatlakesreeservice.org](http://www.greatlakesreeservice.org)

He is not just a client of mine but I am a client of his too!

Tel: (905) 659-8844

#### Directions

Cook quinoa as per package directions replacing the water with the soup base. Pairs well with fish, chicken or pork recipes, on its own, or topping off a salad. Makes about 2 Servings and freezes well.

Not intended to solicit clients/customers who are currently under a Listing and/or Buyer Representation Agreement

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