

The Homesteading Realtor®



Cultivating Relationships & So Much More!

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Welcome to Fall 2016

I have been remiss with my newsletters for (gasp!) a couple of years now. Circumstances and other obligations had pushed it aside but I have finished a re-organization of my time, priorities and obligations and found I do have time to focus on getting this newsletter out 4 times a year. You, my clients, deserve it and I apologize for my tardiness.

As summer fast comes to an end, the thoughts of many parents are switching gears from lazy summer days with their children back to the routines of school and extra-curricular activities. Along with the back to school store sales come the 2nd busiest real estate season of the year—Fall.

Which brings me to my next point, if you are contemplating a move this Fall/Winter, whether it is to downsize, upsize or perhaps a job offer has you needing to relocate to a different city/area of the country, I am here to help. My marketing expertise will help you attain your goals quickly, with minimal stress (yes, selling and buying homes are stressful events, but I try very hard to keep the stress level down for my clients) and maximize your selling price.

If you need an up to date market evaluation to see if it is even feasible for you to make that next jump to a larger home, I can provide one at no obligation and at no cost. If you know of someone looking to sell or buy, I would appreciate you passing my name along as the greatest compliment a client can give me is their firm belief in my abilities at helping out one of their friends or family members.

Local Real Estate Market remains As Hot As The Weather

The REALTORS® Association of Hamilton-Burlington (RAHB) reported 1,487 sales were processed through the RAHB Multiple Listing Service® (MLS®) System in July. Sales were 8.3 per cent lower than the same month last year. There were 1,703 properties listed in July, a decrease of 13.9 per cent compared to July of last year.

“The numbers of sales are lower than last July’s, but the hot real estate market in the Greater Hamilton-Burlington area continues,” said RAHB CEO George O’Neill. “Sales are 13.2 per cent higher than the 10-year average, while listings are 7.5 per cent lower than the average, indicating a continued undersupply of available properties to meet demand.”

Seasonally adjusted* sales of residential properties were 1.6 per cent lower than the same month last year, with the average sale price up 12.7 per cent for the month. Seasonally adjusted numbers of new listings were 9.2 per cent lower than July of 2015.

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Seasonally Adjusted Residential Only

Percentage change compared to

	Jul/16	Jun/16	May/16	Apr/16	Mar/16	Jul/15
New Listings	1,582	1.0%	6.5%	3.4%	6.5%	-12.1%
Sales	1,333	-1.0%	1.8%	4.3%	3.1%	-9.2%
Average Sale Price	\$488,342	-1.4%	1.3%	-3.4%	5.3%	12.7%

Did You Know?

Tigers have striped skin, not just striped fur.

Finding the 'Right Realtor' to Fit Your Needs

Selecting a Real Estate Sales Representative can be a daunting task. Just one look through the Real Estate section of any newspaper will indicate just how difficult the job can be. With hundreds of Sales Representatives/Brokers to choose from, just how do you find the "Right Realtor"? Here is how to make the job of selecting a Realtor a little easier.

1. Referrals—ask family/friends who they have utilized as a Realtor, they will gladly endorse their past use of a Realtor. Not every Realtor comes with a stellar record, so it is imperative to do your homework. The Realtor who always seems to have the most listings is not always able to provide the dedicated personal customer service you deserve. If you are going to pay for a name, you want that name to be representing you, not a 'Licensed Assistant'.

2. Interview—If you are unable to obtain a referral, then interview 4-5 potential candidates to find the one that is the best fit for you. Think of it as a job interview—you are the manager "hiring" a Realtor to help you with your real estate needs. You should not feel any pressure from these initial meetings and if a Realtor tries to "sign you up" in the first 5 minutes, say good-bye and move onto the next one as they only have one thing in mind. Also, don't always choose the one who will charge the least commission as cutting commission means cutting services. They will not spend the time, nor the money on marketing your home 24 hours a day 7 days a week until it is sold and it will cost you more in the long run when your home sits on the market for months without any action.

You want to make sure your Realtor of choice has honesty, integrity, dedication, competency and above all—YOUR best interests at heart. Don't settle for anything less as YOU deserve the BEST!

To Do's: Your Fall Home Check List

Finish up outdoor projects. Make use of the remaining days of Summer to finish up any outdoor projects you started (or intended to start) from cleaning the gutters to completing that new deck.

Check your home for signs of pests. It's not a pleasant subject, but being proactive when it comes to pests in and around your home is much better than trying to solve a pest problem that has gotten out of hand. Taking preventative measures such as removing sources of food, water and shelter, and closing off places where pests can enter and hide will go a long way in ensuring your home is pest free all winter.

Clean and store summer gear. Once the last beach day is behind you, take the time to clean out the buckets, shovels and boogie boards so they're fresh and clean for next year. Toss out cracked or broken toys, and shop end-of-season sales to replace items if needed.

Clean carpets and floors. Sand and garden dirt tracked in over the summer can really take a toll on floors. Vacuum and mop floors, and have area rugs and carpeting professionally cleaned if needed.

Organize family photos. Have a bunch of new photos from your summer adventures? Take this opportunity to sort and organize them — back up digital photos with cloud-based storage, and make an album or a book of recent photos. If you would like to display some of your photos but are finding it difficult to choose, put them in a big collage instead (like the heart shown here) or hang them from clothespins or bulldog clips on a wire.

Get organized for back to school (and work). Consider what would make this fall run more smoothly for your family: a few extra hooks in the entryway to handle coats and bags, perhaps? Or if papers are a constant problem, take the time now to set up a simple filing system and an inbox for each family member.

Check emergency kits. Emergency supplies don't last forever — open up your kit and check expiration dates on food and any medications; replace as needed. Don't have an emergency kit yet? Make this the month you create one.

Clear the way for easy weeknight dinners. A too-packed kitchen (and fridge, and pantry) can make meal prep harder than it needs to be. Clear away clutter to create a clean workspace on the counter, and remove expired, stale and unwanted food from the pantry, fridge and freezer. Donate unwanted and unexpired foods in their original packaging to a local food pantry.

Organize closets before fall shopping. Before making any new purchases, spend some time assessing what you already have in the closet: Try on clothing, fold and hang up any clothes on the floor, get rid of items you don't wear and make a list of what you need. Doing this before shopping can help save money and prevent cluttering up your closet.

Hopefully the above tips will help you transition into a less hectic Fall Season!



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.greatlaketreeservice.org

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

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