

Budgeting *tips* to start off the *New Year!*



It's the dreaded "B" word—*budgeting*.

Unfortunately, the word *budget* has gotten a bad rap. **When it all boils down, a budget is basically just a plan for your money.** Budgeting means you're spending with purpose *before* the month begins. But many people view a budget as a straitjacket that will keep them from doing what they want.

But that couldn't be further from the truth! **A budget doesn't limit your freedom, it gives you freedom!** It's really all about being intentional with where your money goes.

How can budgeting help me?

A budget is going to give you an action plan and clear picture of where your money is ending up each month. **Budgeting will help you achieve the goals you're working toward**—whether that's getting out of debt, saving for retirement, or just trying to keep your grocery bill from getting out of hand.

When you see planning a budget as simply spending your money intentionally, you can actually find more freedom to spend! Once something has been budgeted for, you'll be able to spend that money without feeling guilty. Many people even say they find "extra" money after they create a realistic budget and stick with it. How amazing is that?

6 BUDGETING TIPS FOR YOUR DAILY LIFE

1. Do the budget together. If you're married, sit down once a month and have a family budgeting night. **Make it fun! Grab some of your favorite snacks and put on a good playlist to help you focus.** You need to get on the same page with money, so set goals together and dream about what the future will look like. Remember: If the two of you are one, your bank accounts should be one too! It's no longer *your* money or *my* money—it's *our* money. And if you're single, find someone who can act as your accountability partner and help you stick to your goals!

2. Every month is different. Some months you'll have to budget for things like back-to-school supplies or routine car maintenance.

Other months you'll be saving for things like vacations, birthdays and holidays. Regardless of the occasion, make sure you prepare for those expenses in the budget. Don't let these special occasions sneak up on you. (**Hint:** Christmas is in December again this year, guys!)

Be sure to adjust your budget each month as things change. Make a savings fund you can stash cash in throughout the year. When you don't have a plan, you're going to be stressed. And that takes all the fun out of giving and celebrating. No one wants that!

3. Start with the most important categories first. Giving and saving are at the top of the list, and then comes the Four Walls—food, shelter and utilities, basic clothing and transportation. Once your *true* necessities are taken care of, you can fill in the rest of the categories in your budget.

4. Pay off your debt. If you have debt, paying it off needs to be a top priority. Attack it! Get mad at it! Stop letting debt rob you of the very thing that helps you win with money—your income.

5. Don't be afraid to trim the budget. Brace yourself! It might be time for some budget cuts in your life. If things are tight right now, you can save money quickly by canceling your cable, dining out less, and shopping at discount clothing and grocery stores. Remember, your budget cuts are only temporary. You can always make adjustments later down the road.

6. Track your progress. It's important to check your progress from time to time. If you're married, track your spending and purchases together so you both keep your goals in sight. Look back at your earlier budgets to see how far you've come. And don't forget to celebrate the small wins. (Pro tip: One key category to keep a close eye on is your grocery budget. I bet you are spending significantly less on groceries on a budget.)

When you realize the purpose of budgeting isn't to limit your freedom but to give you freedom, you'll be on the road to loving your life and your bank account! **That's what we call winning with money.**

Article courtesy of daveramsey.com



the weather outside is frightful but buying or selling your home is so delightful

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Wow, what a year 2020 was! I'm tired of hearing the cliché that 2020 was a little "different", but it sure was. The real estate market started out quite strongly and early in January and February, as nobody saw what we were in store for. Sales were rolling along nicely, and the inventory was at a healthy level across the Headwaters.

Then mid-March....we went into lockdown. This grinded the real estate market to a halt. Many Sellers took their homes off the market, except for Sellers who needed to sell, and the only Buyers out there were ones that most likely had sold, and needed a place to live. Very few new listings came onto the market, and showings on listings were few and far between. Strict protocols were introduced to office spaces, dealing with showings, meeting with clients, and open houses were banned. **Once the first wave started to look better, the weather started getting nicer, and the public were getting used to the new reality we were in, the real estate market exploded in June.** The backlog of people who waited during lockdown and were ready to list, and buyers who also waited to buy, created a huge pent up demand for homes, and boy oh boy, did it ever change the market.

Many people from densely populated areas like the golden horseshoe wanted out of the city. Many people with office jobs were now able to work from home, so being close to an office tower was not a necessity. Even people from the Headwaters area ended up selling and moving to the country, or further north. In lockdown, the public saw the importance of having a private back yard, as we knew that "Staycations" were inevitable this summer. Pools became a hot commodity for homebuyers. With many travel plans cancelled, limited attractions to visit, concerts and sports events cancelled, and new protocols for restaurants, the homeowners all of a sudden saw an increase in savings and disposable income. **Many people started spending money on home improvements, installing pools, adding additions, or Selling and purchasing a larger home for their families.** The trades all of a sudden became insanely busy.

The lack of inventory in the Headwaters, and the demand for homes in our area started pushing prices up quite quickly. Many buyers from the GTA, coming from a very competitive market, were not opposed to offer substantially over list price in multiple offer scenarios, which were happening more than I've ever seen in the past. Also, because of the demand, when a residential listing came onto the market, it sold, so the inventory really didn't rise to a healthy level. **It was a tough year for Buyers, and Sellers were in the driver's seat. We saw this trend right until the end of December.**

Homes listed in Orangeville during 2020 were down almost 14% compared to 2019, and **average sale price in Orangeville in 2020 was up 13.6%** compared to the previous year. Average list price to sale price ratio was 101% in 2020 so **most sellers received full list price or higher.**

Dufferin county including Shelburne also saw some interesting figures. The amount of sales were up 23.5% compared to 2019, and **average sale price was up 21%!** Following this trend was **Caledon with sales up 28% and average sale price up 18.3%.** Same with Wellington County with sales up 29% and average sale price up 16.65%. **Clearly, it was a banner year in the Headwaters area despite the pandemic situation,** which shows the interest in buyers to move to our amazing area...here in the Headwaters.

But all in all, I saw some positive come out of 2020. I saw more people out walking, being outdoors, and spending more time with their family. People developed new skills, became better home chefs, got more creative with their time, learned to bake bread, perhaps picked up an instrument and started to play, and many people picked up the game of golf. I think that people also saw the importance of friends, family and loved ones that they were not able to see during the lockdown. I know it was a difficult year, and we're not through it yet, but if we keep positive and know that this pandemic will eventually end, we can look forward to travelling again, seeing your favorite sporting events, attending that concert, and enjoying these things we took for granted in the past. It will happen!!!

I wish everyone all the best in 2021. Stay Safe, Stay Strong, and Stay Positive!!! - Dave

Happy New Year 2021

The Grime Team would like to wish all our clients, family, friends and colleagues a very Happy New Year.

May 2021 be a very good year for you all!