

APRIL 2021

THE HOME FRONT

A Real Estate Newsletter



3 BEST SECRETS FOR SELLING YOUR HOME

Selling Secret #3: Take Time To Prepare Your Home

Quick fixes before selling always pay off. Mammoth makeovers, not so much. You probably won't get your money back if you do a huge improvement project before you put your house on the market. Instead, do updates that will pay off and get you top dollar. Get a new fresh coat of paint on the walls. Clean the curtains or go buy some inexpensive new ones. Replace door handles, cabinet hardware, make sure closet doors are on track, fix leaky faucets and clean the grout. One of the most important things to do when selling your house is to de-personalize it. The more personal stuff in your house, the less potential buyers can imagine themselves living there. Get rid of a third of your stuff - put it in storage. This includes family photos, memorabilia collections and personal keepsakes. Consider hiring a home stager to maximize the full potential of your home. Stagers help to best showcase your home, the floor plan and maximize the use of space using photos, adding artwork or additional furniture if needed.

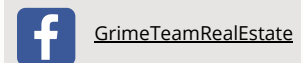
Selling Secret #2: The kitchen comes first

You're not actually selling your house, you're selling your kitchen - that's how important it is. The benefits of remodeling your kitchen are endless. It may be a few thousand dollars to replace countertops-our advice is do it! You don't want a potential buyer to knock \$\$ off the asking price if your kitchen looks dated. The fastest, most inexpensive kitchen updates include painting and new cabinet hardware. Use a neutral-color paint so you can present buyers with a blank canvas where they can start envisioning their own style.

Selling Secret #1: The first impression is the only impression

No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. You never have a second chance to make a first impression. It's important to make people feel warm, welcome and safe as they approach the house. Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers. Entryways are also important. You use it as a utility space for your coat and keys. But, when you're selling, make it welcoming by putting in a small bench, a vase of fresh-cut flowers or even some cookies.

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from Toronto Real Estate Board and
TREB Market Watch

*Not intended to solicit properties currently listed for sale or buyers under contract. *Licensed Assistant *2020 based on commission earned.*

Well...the **TREND** continues!

Prices in Orangeville and in the Headwater region **continue to rise**, with lower days on the market, and a **list to sale price ratio of 110%** in March of this year!

We were in panic mode last year at this time, dealing with new protocols, which in turn lowered the amount of sales in March of last year to only 49 sales in Orangeville.



This month past, we saw 114 sales which, is an increase of just over 132%. Average sale prices in Orangeville have risen 31.3% compared to last year.

The same trend continues in the surrounding areas of Dufferin, Erin and Caledon with very similar statistics we're seeing in Orangeville.

7 digit sale prices are the norm in the rural areas now, and we've started seeing sales in Orangeville with these prices as well. The sunny summer is approaching fast, which I welcome with open arms!

I hope everyone is staying safe and sane during our third stay at home order. With this hot market, **don't hesitate to contact the team with any real estate related needs!**



April Showers Bring May Buyers!

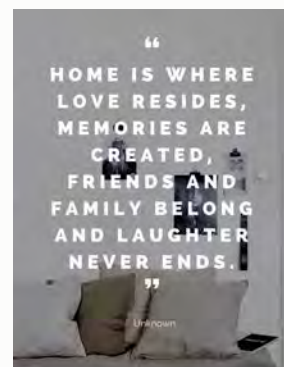
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GRIME TEAM
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April Celebrations:

April 3: Drisana 2 Years With Team



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