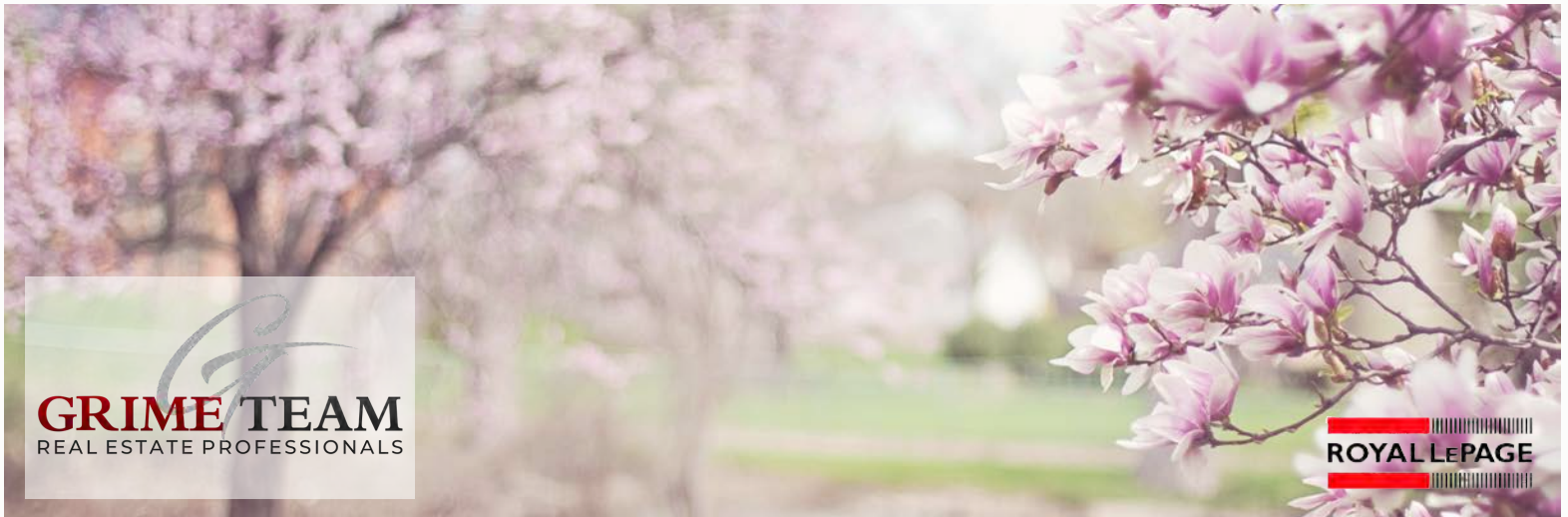


MAY 2021

# THE HOME FRONT

A Real Estate Newsletter



## WHY CURB APPEAL MATTERS

**First impressions are everything** – one thing we have learned is that you never get a second chance to make a first impression – at least when it comes to selling your home.

The exterior of your home is the first thing visitors – and potential buyers – their eyes on, so make sure they like what they see with these small but significant improvements.

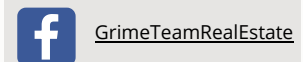
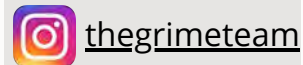
According to the National Association of Realtors, **88 percent of homebuyers begin the process online**. What will they see? The home's exterior including the front entry, yard, driveway, and walkways should serve as a snapshot of what's to come when potential buyers enter your home.

**Here are some helpful tips to spruce up your curb appeal:**

1. **Paint your front door** – freshen it up with welcoming colour. This will be aesthetically appealing to Buyers.
2. **Update outdoor light fixtures** – simply replacing your outdoor light fixtures can improve the look of the exterior and “brighten” things up a bit.
3. **Add planters to your porch** – a little greenery goes a long way. Use whatever is seasonal at the time of your listing. You can use real or high-quality fake foliage.
4. **Walkways** – Make sure to fix any cracks, de-weed, or replace any broken stones/tiles. Also adding some sort of lighting & nice flowers/flower beds around the walkway will make it look cheery & bright.
5. **Driveway** – If your driveway is looking old and tired, make the necessary repairs like repaving or perhaps re-do with interlocking stone – potential buyers will be impressed.

Article courtesy of HGTV.com

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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.\*

# Happy Spring!!!

I'm sure everyone is looking forward to the summer months, green grass, and gardens, and trees blooming!

After a pretty crazy start to 2021, **has the market taken a bit of a shift?**

In Orangeville... the average sale price in **March was \$808,540**; the average days on market were 6; the **average list to sale price ratio was 110%**, and a whopping 114 sales.



When we look at what happened this April, I do admit it has cooled off slightly.

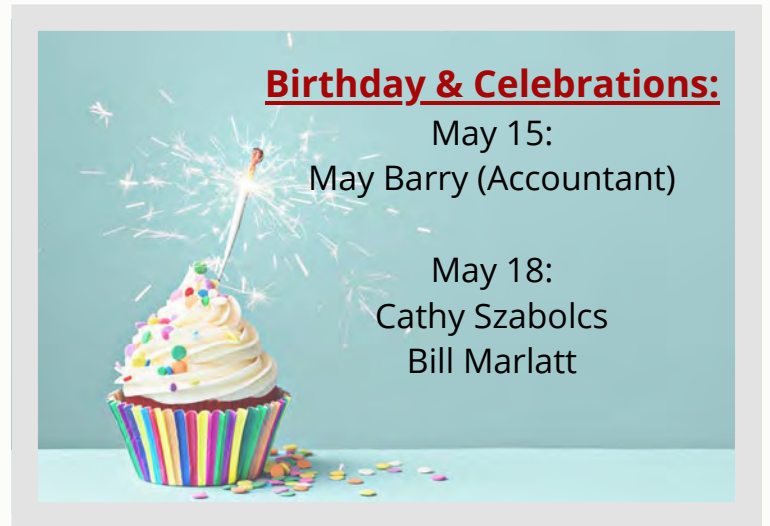
**Average sale price of \$786,219**; average days on market was 11, **list to sale price ratio was 106%**, and an average of 11 days on the market.

Multiple offers and Buyers paying over list price is still occurring, but not like it was in February and March.

It looks like we had a very competitive...and early spring market this year. Running through May and into June,

**I believe this cooling will continue into the summer.**

However, in the last 14 months, real estate has been **VERY unpredictable**, so we'll see what happens!



Happy Mother's Day to all our amazing mothers, grandmothers, sisters, aunts, friends and anyone we consider a mom.

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