

TOM & DIANE MITCHELL
SALES REPRESENTATIVES



KELLER WILLIAMS
REALTY CENTRES, BROKERAGE
Independently Owned and Operated

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February 2010

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Buy or Sell with Tom & Diane Mitchell and Use this Truck for **FREE***



*Some conditions/restrictions apply. Subject to availability. Available to charities

Your Realtor: Best Source for Tips to Help Sell Your Home

Offering advice on how to make your home more marketable is one of the many ways a Realtor can help you sell your house. A real estate professional will be able to quickly assess what features in your home will attract a prospective buyer, and what minor eyesores may drive them away. You may feel that certain things need fixing or doing to attract buyers. Your Realtor may agree but may also recommend steps you can take that might not occur to you. Both the inside and the outside of your home must leave prospective buyers with a positive feeling. Here are some general measures you can take:

Avoid Repairs or Decorating

Unless absolutely necessary, don't go overboard with your time, effort and money. Major decorating before selling is both unnecessary and undesirable since buyers often prefer to select their own paints and colours. But if the paint, both inside and out, is dull, peeling or dirty, you may want to paint key areas in light, neutral colours. Major repairs, such as replacing an old roof – unless it's already leaking – are unnecessary. Most prospective buyers will take these faults into account when submitting an offer, however, and you may have to adjust your price.

Clean and Uncluttered

Rooms, closets, cupboards and hallways will appear larger and more inviting if you remove unnecessary items and tidy up everything else. Remove anything bulky and unused from your basement, garage and tool shed. As you unclutter, clean everything inside and

out. Prospective buyers will be looking in closets, under the sink and throughout your basement.

Make Minor Repairs

Once you've got a house that's clean and clutter-free, take a look around and see if there's anything that might detract a buyer. A leaky faucet, holes in a screen, stuck or broken windows, doors that squeak, lights that don't work, missing door handles, cracks on the wall or ceiling are all minor things that can be easily fixed. Chipped floor tiles or a badly cracked driveway, however may require more time and money than you can afford. You may find it easier to adjust your selling price to reflect the cost of these repairs, rather than doing them yourself. Your Realtor will be able to advise you.

Depersonalize your Home

Your house reflects who you are. But a wall of trophies, room full of family portraits or that elephant table lamp your grandmother left you along with the bright red area rug, may do nothing to attract a buyer. Anything that a buyer may find difficult to imagine in their own home will distract them. If you have brightly-coloured walls or patterned wallpaper, consider repainting or wallpapering in neutral colours.

Some Redecorating Pays

If your carpet or floor covering is in really bad shape, consider replacing it. While you may not recover the cost, you will certainly sell the home faster. This is an especially good idea if there are hardwood floors underneath which can be sanded and polished. Wood floors may be the feature that makes a buyer pick your home over another. If your home has worn broadloom

Article continued on page 2.

Free No Obligation Market Evaluation Of Your Home
905-898-6300 www.TheMitchellTeam.com

Mitchell Kid's Corner

I hope you're off to a great 2010.

I'm very busy at school with lots of homework and assignments. I just finished choosing my courses for next year. I'm playing on the school hockey team. We have pretty good team. We've only lost one exhibition game. I hope the winning streak lasts.

I can hardly believe we're in to playoffs on the Newmarket Redmen team. We finished 4th in regular season and are playing the Markham Waxers in a 7 game series. We're tied at a game each right now.

My sister Megan is very excited about the trip she's taking to Punta Cana with her friend Brittany during reading week in February. I wish I was going.

Jamie-Lee is off to Switzerland for about six weeks to do some prep work for her MBA program and visit her boyfriend Vincent. She'll be back the end of March to prepare her painting business for the spring and summer market.

It's my Nanny MacDonald's, Auntie Dawn's and Uncle Jim's birthday all on Feb 18th. If you see them wish them a Happy Birthday!

My mom and dad are busy with work. They tell me the real estate market has picked up nicely. My Papa MacDonald works with them. Everyone at the office loves him. They call him D. If you see him around say hi.

I hope everyone is digging deep and giving what they can to help the poor people in Haiti.

Well, I gotta go, I hope you have a great month!



Luke

Your Realtor: Best Source for Tips to Help Sell Your Home

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only, consider replacing it in a neutral shade. The same holds true for old or torn draperies and other window coverings. Simple, inexpensive window treatments can work wonders. Adding a valance or fabric swag that complements the room's décor can be inexpensive and very appealing. It will also open up a small room and make it appear larger and brighter.

Beautify the Exterior

The exterior of your home is as important as the interior to the buyers. Be sure to weed the flower beds, keep the lawn mowed, hedges trimmed and sidewalks clean. Fix and paint the deck and any fences. Flowers can make a yard look colourful and pleasant. Plant them in garden beds, hang them from railings and porch ceilings, add flower boxes to window sills. At night, highlight garden features with spotlights and floodlights. Well-lit paths and entrances promote safety, discourage burglars and are an added feature to any home. To finish things off, hang a pretty wreath on the front door and add a

welcome mat to greet buyers.

Avoid Hiding Serious Problems

If your home has a major problem, don't try to hide it. Make your Realtor aware of it, so that it can be disclosed to prospective buyers. For example, don't simply plaster and paint over a crack you know is caused by a structural problem, or stop taking showers because a pipe leaks and paint the stained wall. Your Realtor will be able to advise you on whether the problem should be fixed or simply disclosed.

Source: O.R.E.A.

If you would like a copy of one of our FREE Reports please call 905-898-6300 or email admin@themitchellteam.com



Essence of Passion

Passion is powerful...nothing was ever achieved without it, and nothing can take its place. No matter what you face in life, if your passion is great enough, you will find the strength to succeed. Without passion, life has no meaning. So put your heart, mind and soul into even your smallest acts...this is the essence of passion. This is the secret to life.

Meet the Award Winning Mitchell Team

Our highly skilled team takes customer service to new levels

Sales Team



Tom Mitchell*



Nicolette Lesperance*



Jennifer Mitchell*



Christine Burns*

Support Team



Diane Mitchell*
Office Manager



Sandra Bailey*
Client Care Administrator



Stephanie Mulvina
Business Administrator



Rita Nordine
Marketing



Chris Bower
Interior Designer



Don MacDonald
Courier

* Sales Representative

Market Watch

Housing Recovery Continues With Active December Market

Strong year-end sales put a crown on a year that started slow but ended big. We entered 2009 with a global recession at our backs and a real estate meltdown to the south. However consumer confidence started to return in the second quarter and the real estate market was the first place in the country to show signs of the recovery.

"After a slow start to the year, existing home sales rebounded during the second half of 2009," said Tom Lebour, President of Toronto Real Estate Board (TREB). "As consumer confidence improved, many households moved to take advantage of affordable home ownership opportunities. The strong residential real estate sector was a key contributor to overall economic recovery in Canada."

The overall trend for 2009 was one of increasing sales, decreasing inventory and prices rebounding. We're seeing the

combined effect of fewer homes being listed, which is normal for this time of year, a flurry of buying activity, plus a decrease in the number of new homes being built. This has put pressure on prices particularly on homes in the lower to mid-range markets.

Toronto, January 6, 2010 – Greater Toronto REALTORS® reported 87,308 Multiple Listing Service® (MLS®) transactions in 2009 – a 17% increase over 2008. This result included 5,541 sales in December. The 2009 result was in line with the healthy levels of sales experienced between 2004 and 2006, but lower than the record of 93,193 set in 2007.

The average home price in 2009 climbed 4% to \$395,460. The average price for December transactions was \$411,931.

Customer Corner

I had made a great decision to have The Mitchell Team working for me!

I just wanted to take the opportunity to thank you and the rest of the Mitchell Team for a job very well done with the sale of my home. From beginning to end, I always felt confident that I had made a great decision to have The Mitchell Team working for me!

Throughout the process, I was always well informed. You provided me with a very extensive information package, including comparables in my area, which helped me decide how much to list my house for, followed by extensive marketing of my property and ultimately resulting in a quick and efficient sale! Rhiannan was always there to answer any questions I had and offer plenty of advice and insight.

In particular, I would like to mention that it was a true pleasure to meet and work with Nicolette. Her positive attitude and powerful negotiation skills made it possible for me to achieve my goal and then some!

Once again, Thank You!

Leanne Di Matteo

SEMINARS

First Home Seminar

- In this seminar you will learn:
- When is the right time to buy?
 - How to come up with the down payment?
 - Understanding the mortgage qualification process
 - How to assemble your home buying team....and much more.

Date: Tues., February 9th

Time: 7:00pm - 9:00pm

Location: Newmarket Public Library



To Register call
905-898-6300 or email at
admin@themitchellteam.com

Real Estate Investor Seminar

Based on the *New York Times* best seller, *The Millionaire Real Estate Investor*, **The Workshop** reveals proven and tested models to help you build a real estate investment portfolio.

Date: Tues., February 16th

Time: 7:00pm - 9:00pm

Location: Newmarket Public Library



To Register call
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Mitchell Team Market Watch

Aurora - N06		
	2008	2009
Sales	714	916
Listings	1562	1345
Average Price	\$430,994	\$443,635
% of Asking	97%	97%
Avg Days on Market	34	39
East Gwillimbury - N15		
Sales	214	262
Listings	486	447
Average Price	\$405,938	\$386,214
% of Asking	97%	97%
Avg Days on Market	46	51
Newmarket - N07		
Sales	1141	1360
Listings	2236	1876
Average Price	\$343,239	\$349,373
% of Asking	98%	98%
Avg Days on Market	34	37
West Gwillimbury - N18		
Sales	340	428
Listings	783	695
Average Price	\$308,378	\$318,758
% of Asking	97%	97%
Avg Days on Market	44	47

YTD December 31, 2009

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Our Service Will Move You!

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Additional Photos Online www.TheMitchellTeam.com



Historic King Township...

Century Home in the perfect country location, just minutes to Newmarket & Hwy 400. Steel roof, new windows, doors, furnace, A/C, 4 bdrms, w/o from family room to new deck. Small barn & kennel. Treed + one acre property. Don't miss this one!!

\$650,000 ID#578N



Sought-After, Executive Address...

Gorgeous exec home sit in sought-after 'Copper Hills' Neighbourhood. Popular 'Belmont' Model, approx 3000 sq ft (as per bldr pln) of luxury. Quality upgrds t/out, custom design, prof decorated, gourmet kit w/granite counters, gleaming hrdwd flrs & oak staircase, pot lgtg, crwn mldg.

\$599,900 ID#601N



Executive Family Home...

Beautiful SW Aurora. Stunning 5+1 bdrm home (3130sq ft), inviting entrance, gleaming hardwood floors, crown mldg, great room w/16 ft clg, sunroom off kitchen, formal lr/dr, pro fin bsmnt has kit, l/r, 3pc bath, 6th bdrm. New roof & wdws. Southern exposure in backyard. A must see!!

\$599,900 ID#577N



Beautiful 4 Bedroom Home...

Spac home that is situated on a prem lot in the heart of Aurora. Gracious foyer, open staircase from upper level to prof fin w/o bsmnt. Exc floor plan, eat-in kit w/o to deck o/looking conserv/ravine. Hrdwd flooring in f/r. Spac master bdrm has w/i clst & 4pc ens. Pride of Ownership!

\$529,900 ID#588N



Panoramic View...

Beautiful family home situated on a premium lot. You will enjoy the panoramic views this home & location has to offer. Well maintained, reno'd kit, hrdwd flrs, fin bsmnt has 2 bdrm apt(not retrofit) w/sep entrance. Upgrd wdws, cathedral clg's, great floor plan.

\$499,900 ID#603N



Spectacular 'Highland Gate' Condo...

Luxurious condo apartment has all your wants & more! \$\$\$ spent on quality upg incl gourmet kctn, reno'd baths, new brdlm, pot lgtg, crown mldg. Lrg picture wdws o/lkg priv treed setting. Amenities incld spa, sauna, fitness centre, whirlpool, party/meeting rms, 24 concierge, security, w/g parking.

\$489,900 ID#597N



Great Family Neighbourhood...

Met. maintained 3+3 bdrm bungalow in mature family neighbourhood. Renovated kit, comb living/dining room, fireplace in f/r, master has 4pc ens & w/i clst. Pro fin bsmnt has 3 bdrm apt(not retrofit). Roof'05, furnace'06, c'air'06. Excellent opportunity for anyone!!

\$399,900 ID#602N



A Family Delight...

Settle down in this lovely 4 bdrm family home that is located on a quiet street. Family oriented, close to schools & parks. Well maintained, upgrd wdws, eat-in kit, lrg master w/4pc ens. Part fin w/o bsmnt has rec room & workshop. Pride of Ownership!

\$389,900 ID#605N



Backing Onto Haskett Park...

Beautiful home nestled on a premium lot in the heart of Newmarket. A much sought after location backing onto Haskett Park. This tranquil setting offers you complete privacy surrounded my mature trees. Lovingly maintained, 2 bdrms, eat-in kit & sunroom. A must see!!

\$379,900 ID#585N



Finished Basement...

Lovely 3 bdrm home in great family neighbourhood. Pride of ownership throughout. Eat-in kit, combo living/dining rooms, w/o to backyard from kit, Master has 4pc ens & w/i clst. Pro fin bsmnt. 1.5 car garage, fully fenced backyard. Great commuter location.

\$339,900 ID#599N



Fully Detached...Exceptional Value...

Can't beat the price...4 bdrm home located in mature family neighbourhood. Main floor living/dining/family rms, spacious eat-in kit, main floor laundry w/garage access, master bdrm has 4pc ens & w/i closet, part fin bsmnt, fully fenced yard, mostly upgrade windows. Shows Excellent!

\$329,900 ID#595N



Heart of Mt. Albert...

Lovely bungalow in great location. 2 bdrms on main, 3 bdrms in fin bsmnt - ideal for an in-law suite. Eat-in kit, w/o to deck from dining room, bsmnt apt (not retrofit) has kit & l/r. Walk to all amenities! Needs some TLC - Perfect for someone with a vision!!

\$325,000 ID#606N

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