

# Our Service Will Move You!



York Region Real Estate

Volume 1, Issue 3

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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

## Tips for Getting a Higher Price for Your Home

Invest a little time around your home and the return could be worth your time. Before you put up the "FOR SALE" sign, follow these tried-and-true tips that real estate agents recommend:

### 1. Remove clutter.

Buyers want to see storage space and openness. So it's time to get rid of the clothes you haven't worn in years, the furniture you've stashed away and the knick-knacks you've been hanging on to, "just in case." They all make your home look and feel more cramped.

Be merciless (you'll thank yourself when you start packing). Weed out every closet and crawlspace. Organize the garage and basement. Keep only those items you use regularly. If you haven't needed it in five years, let it go.

Consider holding a garage sale, or donating used items that are in good condition to a local charity.

### 2. Stage and furnish rooms.

Try to show your rooms serving their intended functions. If you have a three-bedroom home, display three bedrooms—not two bedrooms and a TV room. Furnish each room appealingly and appropriately.

### 3. Catch up on minor maintenance.

Remember all those little jobs you've been promising to get around to? Now's the time to tackle them. Make a room-by-room list. Open every door and window, turn on every faucet, and check every outlet and lamp.

Ensure caulking in the bathroom looks fresh and mildew is gone. Ensure grouting is clean and in good repair.

Repair leaky faucets, oil squeaky hinges, tighten loose doorknobs, make sure windows and doors open and close smoothly, and change the burnt light bulbs. Buyers will notice if you don't.

### 4. Brush up on your painting.

Dollar for dollar, nothing does more for your home's appearance and value than a fresh coat of paint. You don't have to repaint everything; just consider freshening up the rooms that need it most. Use neutral colours inside.

Outside, a gallon of paint on exterior trim, wooden stairs and banisters can also do wonders. Label leftover paint cans for the new owners. Safely dispose of paint cans with colours your home no longer features.

### 5. Go for maximum curb appeal.

An attractive exterior helps lure buyers inside. Keep lawns mowed, leaves raked up, shrubbery trimmed, walkways and driveways cleaned and weeds pulled. Place a pot or two of fresh flowers on your front porch for a colourful "welcome."

### 6. Clean, clean, clean (and keep it clean).

Finally, clean every room—floor to ceiling. Wash the windows. Dust every surface, including windowsills. Consider renting a steam cleaner for your carpets (you'll be amazed at the difference).

Promise to keep everything sparkling. It can be tough, but interested buyers may want to see your home on short notice. So make it a routine to make beds and do dishes before you leave the house in the morning. If you have pets, you may wish to confine them to one room or area of your home.

*Credit RBC, Royal Bank*



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## Mitchell Kid's Corner

Only three months left of school. I can hardly believe I'm graduating this year. On one hand I'm very excited about going off to university and on the other hand I can't stop thinking about all the great friends I'll be leaving behind. I know I'll keep in touch with them, but it's not the same as seeing them every day.

Still no word from any of the universities I've applied to. The suspense is killing me. Maintaining a high average is my number one priority right now as the universities will make their offers subject to verifying grades. My toughest course is data management. I'm so glad I did functions over the summer, I can't imagine juggling two math courses.

I'm off to Honduras with Habitat for Humanity in a couple weeks. I'm really looking forward to it. A group of 14 students and 1 teacher will be traveling to a village in Honduras to build homes. Last year I went to Ecuador. It was a life changing experience. I'll be sure to include pictures of my experience in next month's issue.

Luke's hockey team was knocked out of the playoffs. They have a hockey tournament scheduled the end of the month. That will keep them on the ice and ready for tryouts in April. Luke is playing Lacrosse this summer and pre-season training runs through March. That boy is always on the go.

Jamie-Lee is on reading week. I'm not sure why they call it reading week - I don't think I've ever seen her read a book on reading week. The poor girl got food poisoning last week. She was so sick. Jamie-Lee is graduating from university this year. I can't believe how fast it's gone by. She will continue to work with Student Works Painting this summer in the capacity as General Manager - supervising new franchise owners.

Well it's getting late, I better get to bed. I have a busy day tomorrow.

Hope you have a great month!

*Megan*

## People are Talking!

### What A Great Team...Thanks To All Of You!

"Just a little note to say Thank You very much for helping us in selling our house. Your patience and hard work was very much appreciated. Keep up the Great Work."

—*Manon & Gary Ishii*

### ...99% Of The Asking Price

"Thank you for the prompt and efficient service provided by you and your staff in the sale of our home. Your astute market analysis and good advice resulted in a quick sale which rewarded us with 99% of the asking price."

— *Ken & Elizabeth Goff*

### ...Recommend You To Anyone...

"The four of us wish to thank you for your help in purchasing and selling of our homes. We would recommend you to anyone, as how helpful you all have been. Thanks again."

—*They Benneyworth Team  
Tammy & James  
Betty & Wayne*

## Congratulations to our Clients who have Recently Bought or Sold!

### *And a Special Thank You to our Friends for their Referrals*

Linda & Philip Armstrong  
Pat Bondi  
Wayne Brakeboer  
Jeremy Christen & Laura Johnson  
Mark Robson & Carol Copps  
Majella O'Connor  
Minday Wiltshire-Gibson

John Girvan  
Ken & Betty Goff  
Scott & Tanya Hammel  
Ian Johnson  
Tracey & Randy Paul  
Pat & Del Thompson  
Marian Van Vliet

## Meet the Award Winning Mitchell Team

*Our highly skilled team takes customer service to new levels*

### Sales Representatives



**Sharon LeBlanc**  
Sales Representative



**Nicolette Lesperance**  
Sales Representative



**Steve Hopkinson**  
Sales Representative

### Customer Service Group



**Rhiannon Agostino**  
Client Care Administrator



**Lori Jackson**  
Business Administrator



**Stephanie Chant**  
Business Administrator

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**905-898-6300**



# 10 Reasons to Have a Home Stager

1. Your home will sell faster with less hassle and headaches. The average number of days on the market for a staged home is 14 days versus 31 for an un-staged home.
2. Home staging will optimize your asking price.
3. A professional home stager can manage your projects from start to finish
4. Home stagers can provide you with a detailed report based on extensive knowledge and training.
5. On receipt of the checklist the home owner can decide whether to hire a home stager or they can choose to do the staging themselves.
6. Curb appeal give a potential buyer a positive First Impression when a home purchaser first pulls up to the front of your home. In seconds they have formed an opinion.

7. Most home seller's cannot view their home objectively. A home stager can take the fear out of depersonalizing and de-cluttering your home. Staging can give your home the sparkle it needs and can effectively make your home look like a show piece.
8. Staging a home can make potential buyers feel relaxed while viewing and visualizing what the home could look like with their own home furnishings.
9. Moving can be very overwhelming. Not having to worry about tasks like de-cluttering, packing, tossing or donating can make the actual move much more manageable.
10. A staged home helps a buyer that the home has been well maintained and loved.

*Source: Christine Bower, Home Stager  
Bower interiors*



## Mitchell Team Market Watch

Aurora (N06)	2007	2008
Sales	52	46
Listings	118	112
Average Price	\$355,125	\$415,274
% of Asking	98%	97%
Average Days on market	50	41
East Gwillimbury (N15)		
Sales	15	11
Listings	54	42
Average Sales	\$459,537	\$367,364
% of Asking	97%	98%
Average Days on market	71	48
Newmarket (N07)		
Sales	72	69
Listings	170	158
Average Sales	\$323,961	\$333,761
% of Asking	98%	98%
Average Days on market	41	35
West Gwillimbury (N18)		
Sales	41	19
Listings	66	59
Average Sales	\$284,768	\$295,542
% of Asking	98%	98%
Average Days on market	47	48

January 31st

**Free Market Evaluation**  
[www.TheMitchellTeam.com](http://www.TheMitchellTeam.com)



# Our Service Will Move You!



## HOMES FOR SALE



**Rare Double Lot In Stonehaven...**  
One of the largest double lots in desirable Stonehaven Estates. Simply gorgeous inside & out! Great use of backyard...one side offers your own private paradise with saltwater inground pool & other side is great for the kids to play. A definite must to see! This one will WOW you!!

**\$799,900**

ID#3901



**Enclave of Executive Homes...**  
Luxurious, custom built estate home situated on 2 prem acres amongst an enclave of executive homes. Stunning gourmet kit, beautiful hrwd flrs and private bckyd oasis & breathtaking vistas. Gorgeous countryside, yet close to all amenities!!

**\$749,900**

ID#4091



**Sought-After Executive Neighbourhood...**

Premium lot situated in a 'sought-after' family neighbourhood in Aurora. Landscaped yard, spacious open-concept design. Lrg eat-in kit, sunken l/r, flr has w/o to large deck, 2 fp's, mn flr den, marly roof & much more.

**\$679,900**

ID#4201



**Swimming Pool...**

Desirable Glenway estates. Premium, private lot backing onto park featuring gorgeous i/g pool & prof landscaping. Spacious eat-in kit, lrg master bdrm w/4 pc ens & his/her walk-in clsts, pro fin w/o bsmt, upgrd wdws, new roof '07. Too much to list!

**\$534,900**

ID#4191



**Premium Estate Lot...**

Quaint village on Sharon...Professionally landscaped grounds, 3 car garage, greenhouse kitchen, spacious master bedroom has 5pc ensuite, prof painted throughout, crown mldg, gorgeous new hardwood, huge wrap-around deck, new roof '07.

**\$525,000**

ID#3851



**Steps to Nature/Walking Trails...**

Enjoy the family subdivision but with the luxury of beautiful conservation at your fingertips!! Overlooking wide open spaces, steps to nature/walking trails, St. Andrew's Golf Course & parks. Simply gorgeous t/out, tons of upgrades, fin bsmt.

**\$449,900**

ID#4171



**Fabulous Family Home...**

Situated in desirable Summerhill on quiet family crescent! Prof landscaped, open concept, 9' cigs on main, spacious eat-in kit has w/o to deck, 4 pc ens in master bdrm, pro fin w/o bsmt has great potential for in-law apt. Approx 1897 sf.

**\$389,900**

ID#4181



**Peace & Tranquility**

Lovely 4+1 bedroom home, full of character throughout! Shows pride of ownership. Eat-in kitchen has w/o to large deck & backyard, cozy fireplace in family room, professionally finished basement has it all. Mostly upgrd wdws. Quiet Country Living!

**\$389,900**

ID#4151



**2 Bedroom Bungalow...**

Immaculate & well cared for. Situated in the older part of Aurora, full of character t/out. Nicely landscaped, eat-in kit, liv/din room, fin w/o bsmt has rec room & workshop. Some upgrd wdws. Backs onto open space!

**\$374,900**

ID#4111



**Incredible View of Lake Simcoe...**

Lovely home situated on a prem lot in the country, yet close to all amenities! Incredible view of Lake Simcoe & just a few min walk to the lake. Spacious design, eat-in kit, w/o to 2-tier deck, 3+1 bdrms, part fin bsmt. Full of Character!

**\$369,900**

ID#4211



**Raised Bungalow**

The perfect home for 2 families or investment purposes! Finished w/o bsmt has a 1 bdrm apt (not retrofit) complete with living room, kitchen & 4pc bath. Spacious rooms t/out, new furnace '06.

**\$314,900**

ID#4041



**3+2 Bedroom Semi...**

Cozy semi-detached bungalow located in central part of town. Walking distance to schools, parks & shopping. Upgrd wdws, hrwd flrng on main, eat-in kit, 2 bdrm bsmt apt (not retrofit). Fully fenced yard.

**\$239,900**

ID#4141



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