

Our Service Will Move You!



York Region Real Estate

Volume 1, Issue 4

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In This Edition

How to Make Your Garage Sale A Huge Success

Mitchell Kids Corner

People Are Talking!

Buyers, Sellers & Referrals

The Mitchell Team

1st Annual Client Appreciation Day

Mitchell Team Market Watch
Homes for Sale

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



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

How to Make Your Garage Sale A Huge Success

Choose a day and time to start your garage sale.

Decide if you want to go solo with your sale or recruit other families in your neighborhood. Many times a neighborhood sale will draw more people. Avoid holiday weekends, unless you know there is increased traffic in your area. Be prepared for early birds. You may want to consider stating in your ad whether you accept early birds or not.

Choose what you want to sell. You should try to have a big variety of items. Many collectors and dealers frequent garage sales, so don't be afraid to include one of a kind type items. (Ex: one single glass or one individual dish)

Displaying your items can make the difference in sales. Neat displays and groupings are recommended. Be certain all your items are clean and dust free. Long narrow portable tables work great too. Every item should be priced and easy to read.

Display some good merchandise towards the road. Items such as men's things like tools, lawn equipment, weights, electronics etc are good to encourage the men to stop when the wife may want to stop as they are driving by. Also, add some good stuff visible from roadside. It needs to look worthy of stopping. I know when I drive by a sale and peek from the car, if it looks like a pile of clothes or junk from the road, I won't even bother stopping.

Be sure to place breakables towards the back of tables or higher for protection against breakage. You need to think about parents that bring children with them.

Adult clothing can be tough to sell. You should arrange them neatly and according to size. You can also try a "filling a bag for \$1.00" to get rid of them faster. You can also try box lots. This box for \$5.00 or everything on this table \$1.00. You can also try grab bags of small toys.

You need to advertise your sale. You can advertise your sale in community papers, signs, local newspaper, Laundromats, and grocery stores, etc. Adding balloons at your house is a colorful way to show where your sale is located. Your garage sale sign should have arrows. If you live on a side street, a few signs leading to your sale is helpful. Remember to take your signs down after your sale.

Be sure to have lots of change for your sale. Don't forget lots of coins, dollars, and a calculator. Also, think of how to wrap things. (Like newspaper for breakables, couple spare boxes, and grocery bags) If you don't have a portable cash box, a fanny pack is a good way to keep money safe. Have receipt book for those who request a receipt.

Be sure to have an electrical source. This is for people to test any electrical items you have for sale. Maybe consider having these items plugged in already.

Be prepared to haggle, so set your prices accordingly. Don't allow anyone to intimidate you. Be firm and don't reply in an uneasy or uncertain tone. If they ask you for something for a quarter and it's clearly worth more than that, just say nicely my price is firm on that item, I feel it is worth what I am charging or counter offer them and say I am willing to accept this for it.

Don't be a high-pressure salesperson. Give your buyers some freedom to look items over, but be ready to answer questions if they ask.

Plan some activities. This will make the time go by for you nicely. Consider a good book and some nice music.

Consider selling some refreshments. Many people are going from sale to sale and it gets hot. I have been to several block sales where neighbors have had even hotdogs and chips.



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Home Staging Consultation!

www.TheMitchellTeam.com or 905-898-6300

Mitchell Kid's Corner

I can hardly believe I'll be leaving high school in a matter of weeks. On one hand, I can hardly wait to move on to the next stage in my life and on the other hand, as much as I can't stand the homework I am really going to miss high school and my friends very much.

My trip to Honduras with Habitat for Humanity was extraordinary. We worked in a small village in teams helping families build their homes. It's amazing to me how happy they are with so little and how grateful they were for our help. While we were there we visited a local orphanage, Mother Theresa, that is run by 2 women. It broke my heart to hear the stories of how the children end up there. I was in awe that these women have dedicated their lives to caring for the children.

I can hardly believe my little brother is going into high school in September. Time has gone by so quickly. I'm sure it will be weird for my parents with just Luke at home next year. Luke is playing rep. lacrosse this summer with the Redbirds. He really loves the game. Lots of his buddies from hockey are on the team as well, which makes it even more fun.

Jamie-Lee has finished university and her graduation ceremony is in June. Way to go J!! She's a general manager with Student Works Painting again this summer and is supervising 15 new franchise owners. Needless to say she's a little busy. She's been offered a VP position with the company in her choice of 12 states. They'd like her to start in September – but she's thinking of doing a little traveling first. We are all so proud of her.

Well, exams are coming up very soon and I need to keep my marks up so my spot with the university I'm hoping to attend is open to me – back to the books!

Have a beautiful day.

Megan

People are Talking!

Your Knowledge of the Market Place was Invaluable to us.

"Thank you for your patience with us. Your door was always open. You were available whenever we had a question or needed some guidance. You made us feel that no question was foolish or irrelevant and you spent the time with us to make sure that we understood what you were telling us."

"You are a Team that trusts each other and works well together and that translated into an environment that was very positive and easy for us to fit into and feel confident that we were being looked after."

"We appreciate all your support and advice. We will be recommending you to our friends and neighbours."

—Roseanne and Jon Fenwick

You Came Recommended By a Friend...

"I would like to express my sincere thanks to you and your team for the professional sale of our home. We sold within the week @ 99% of the asking price. Your team's attention to detail and the human touch made the sale of our home virtually stress-free. You came recommended by a friend, and I highly recommend you to anyone ready to sell their house."

— Bill & Elaine Gibbison

Selling and Buying...

"I would like to send a special thanks to the Mitchell Team for all their help in selling and buying our home. It started as a big leap of faith by selling a unique home and then purchasing our next home. The Mitchell Team was very professional and we felt confident at all times. I would definitely recommend and use the Mitchell Team the next time."

— Betty Ann Kerr

Congratulations to our Clients who have Recently Bought or Sold!

And a Special Thank You to our Friends for their Referrals

Piero & Angela Alagia	Randy Downey	Susanne Mantzel
Mike & Patti Attridge	Jon & Roseanne Fenwick	Omar & Hessian McDoom
Richard & Harriet Bierling	Fab & Nadia Ferrigni	Kathy McKay
Dave Brown	Brian & Patti Finlay	Bryan Moore & Chantel Dellaire
Audrey Burling	Matt & Jennifer Gammage	Christine Oliveria
Ed Cachia & Sandra Winters	Pierrette Gerard	Kim Payton
Ben Church	Marinus & Marilyn Gerritsen	Mike Ritacca
Leo & Jane Cossetto	George & Bev Goeders	Phaly & Pane Simmalvong
Maureen Delaney	Steve & Jane Holler	Paul & Patricia Thibault
Jeff Dejadins	David & Jennifer James	Cliff White

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



Mitch Cabrias
Broker

Customer Service Group



Rhiannon Agostino
Client Care Administrator



Lori Jackson
Business Administrator



Stephanie Mulvina
Client Care Administrator

Complimentary Home Staging Consultation
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1st Annual Client Appreciation Day!!

On March 29th, 2008 we hosted our 1st Annual Client Appreciation Day at the Silvercity Movie Theatre in Newmarket. We were so excited to see over 300 of our Past Clients, Business Alliance & Friends come out to support us and enjoy a Private Screening of the Dr. Seuss movie "Horton Hears A Who" starring Jim Carrey & Steve Carrell.

This was just one of our many ways to say "Thank-You" to all of you for your continued support & referrals throughout the years. One of the biggest compliments we can receive is the referrals of your friends & family.

Congratulations again to the following winners of our door prizes!!



WINNERS

Maryrose
Amy
Carla
Kara
Paige
Jeffrey
Carolyn
Vanessa
Morgan
Jacob
Curtis
Willem
Katherine
Holly
Kolton
Megan
Michael
Sarah
Quin



Mitchell Team Market Watch

Aurora (N06)	2007	2008
Sales	96	80
Listings	164	198
Average Price	\$402,837	\$468,544
% of Asking	98%	98%
Average Days on market	30	26
East Gwillimbury (N15)		
Sales	29	26
Listings	34	55
Average Sales	\$326,774	\$454,069
% of Asking	97%	98%
Average Days on market	44	32
Newmarket (N07)		
Sales	140	124
Listings	220	262
Average Sales	\$348,493	\$340,019
% of Asking	98%	98%
Average Days on market	29	28
West Gwillimbury (N18)		
Sales	34	46
Listings	82	90
Average Sales	\$278,198	\$291,352
% of Asking	98%	98%
Average Days on market	34	34

YTD April 30th/2008

Free Market Evaluation
www.TheMitchellTeam.com

Our Service Will Move You!



HOMES FOR SALE



Olde World Charm...

In this lovingly maintained "Century Home"...On just over an acre in the beautiful King Township! Great commuter location!! Landscaped yard, eat-in kit, w/o from living room. Newer additions, mostly upgrd wdws. Quiet Country Living!!

\$799,900

ID#4431



Enclave of Executive Homes...

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

\$719,900

ID#4091



Premium Ravine Lot...

Enjoy the 'picturesque' views of the backyard ravine & forested area. Ultimate privacy in a family neighbourhood. Landscaped yard, spacious eat-in kit has w/o to 2-tier deck, sunken fr, master bdrm has 4pc ens, w/o unfin bsmnt.

\$499,900

ID#4411



Desirable College Manor...

Premium pie lot, Indscpd yard. Lrg eat-in kit has w/o to 2-tier deck, sep living/dining rooms, family room has fireplace & pot ltg. Hrdwd flrng on main. Fin bsmnt has rec room, games room, 5th bdrm & 3pc washroom. Love at 1st Sight!!

\$479,900

ID#4381



One Of A Kind...

Spectacular from the inside out! Nestled on a premium, mature treed lot overlooking Fairy Lake!! Stunning newly reno'd kitchen & breakfast area, pro fin w/o bsmnt, new furnace, new roof, new bdrml, many upgrades t/out!! A definite must see!!

\$459,900

ID#4471



Family Neighbourhood...

Well maintained home in desirable Glenway Estates. Lots of character t/out!! L/R & D/R w/crown moulding & french drs. Eat-in kit. w/centre island & marble back-splash, fully fenced backyard beautifully landscaped, small pond. Love at first sight!!!

\$429,900

ID#4521

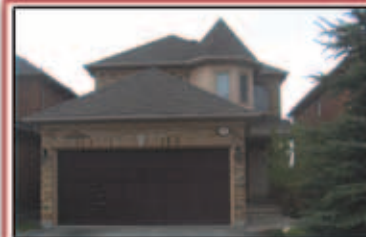


Premium Lot...

Located in mature family neighbourhood. Lovely 4+1 bdrm home. Landscaped yard, eat-in kit has w/o to large 2-tier deck, mn flr laundry, spacious master bdrm. Fin bsmnt has it all!! Front yard overlooks park.

\$399,900

ID#4331



Popular Summerhill Neighbourhood...

Approx 1986sf of spacious family living!! Amazing curb appeal, Eat-in kit has w/o to deck & fully fenced yard. Formal living/dining rooms w/hrdwd. 9'clgs on main. Family room has cozy gas fp. Master has 4pc ens & w/i clst. Unfin bsmnt.

\$389,900

ID#4551



Bungalow with Inground Pool...

Just in time for summer entertainingFully fenced backyard w/Inground pool. Cozy sunroom with hot tub & w/o to large deck. Many updates incld newer windows & roof. Very well maintained 3+1 bdrm home located on mature tree lined street.

\$339,900

ID#4481



Family Neighbourhood...

Inviting bungalow on prem lot. Close to schools, shopping, Go bus & Public Transit. Lots of character t/out. Cozy living room w/tp & crown mldg. Bsmnt has rec room & games rm for entertaining. Fully fenced backyard. Great family home!

\$309,900

ID#4491



Cozy Bungalow...

In the Heart of Downtown Newmarket. Walking distance to all amenities. Cozy & full of character, lovingly maintained. Fully fenced backyard, eat-in kit, combined liv/din rooms, 3 bdrms. Part fin bsmnt has rec room.

\$299,900

ID#4421



Perfect Starter Home...

Cozy condo townhouse in desirable College Manor. Open concept kit to living room w/convenient w/o to fully fenced backyard. Master bdrm w/4 pc ens & w/i closet. Partially finished rec room, central air, paved drive.

\$249,000

ID#4511



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