

RIDGEGATE & BATHURST VILLAGE

COMMUNITY MARKET REPORT

by Rhonda Abony, Sales Representative & Perry Steinberg, Broker

Your Community Real Estate Resource!



See Your Home from a Buyer's Perspective

Have you ever shopped for a product in a store and had a negative experience? Perhaps the store didn't look organized and inviting. Maybe you had trouble finding what you wanted. Or perhaps you couldn't get the help you needed.

You may have wondered, "Why doesn't the store manager do something about this?"

The reason might be the manager's failure to see the shopping experience from your perspective. To him or her, everything seems just fine.

That's an important thing to consider when listing your home for sale. You need to see the property the way the buyer sees it.

When you do, you'll be able to identify the changes necessary to make your property show better.

Start with the street. How does the facade look to buyers driving up and seeing your home for the first time? Is there anything you can do to improve that first impression? Next, walk up to your front entrance, the way a buyer would. Is there anything you can do to improve the look, such as giving your front door a fresh coat of paint?

Buyers tend to linger in the foyer for a few moments before exploring the rest of the home. So, check out the view from that perspective. Does your home look clean and

inviting from that spot?

Finally, view every room, inquisitively, like a buyer would. Pay particular attention to issues that might create a poor impression, such as clutter, poor lighting, or maintenance issues.

When you go through your home the way a buyer would, you invariably notice things you never did before, like a room that feels small due to too much furniture. Make a note of those issues as you prepare your home for sale and see what you can fix. The better your home looks, the more likely buyers are to become interested – and make an offer.

Looking for more tips on selling your home? Call us.

Should You Buy a Home with an Inconvenient Closing Date?

Imagine you're shopping for a new home and find one that's perfect. It's in a great location and has everything you want. The only problem is the closing date. It just isn't convenient. It's either too far away or too soon.

Should you cross that home off your list? No, at least not yet. There's plenty that can be done to make it work.

First of all, there may be flexibility in the closing date. The seller might want to

move out in 30 days, but be willing to stretch that to 60 days, or even longer, if the deal is right. Explore that possibility.

Also, you may have some flexibility. You might want to move in 120 days, to give yourself plenty of time to sell your property. But, can you sell it faster if you have to?

Finally, if the reason you're concerned is the time between your two closing dates, you have options. For example, you

can get bridge financing in the event the closing date of the new home is earlier than the closing of your current one. If it's the other way around, staying in a short-term rental for a few weeks may be an option.

Bottom line: Don't dismiss a home because of a closing date issue. Consider all the options first.

Words of Wisdom

"In the business world, the rearview mirror is always clearer than the windshield."

Warren Buffet

"It is skill, not strength, that governs a ship."

Thomas Fuller

May we connect you?

We know a lot of great companies in the local "home industry". So, if you're looking for a contractor or other professional, give us a call. We may be able to provide a recommendation.

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YOUR COMMUNITY CORNER

During this trying period, many in this community have been feeling frustrated and exhausted.

It's all too easy to think the COVID-19 outbreak will never end – but it will. We just need to all work together.

One concern that may be weighing on your mind is the real estate market, especially if you want or need to move this year.

We may be able to help. As you probably know, we are experienced in this community and we're available if you have questions or need advice or help.

Please feel free to reach out if you need us.

Rhonda Abony & Perry Steinberg



SOLD

268 Ridley Boulevard #911

This 1380 square foot corner suite comprises 2 + 1 bedrooms, 2 bathrooms, balcony, an underground parking space, and storage locker.

Do You Know What Your House Is Really Worth?

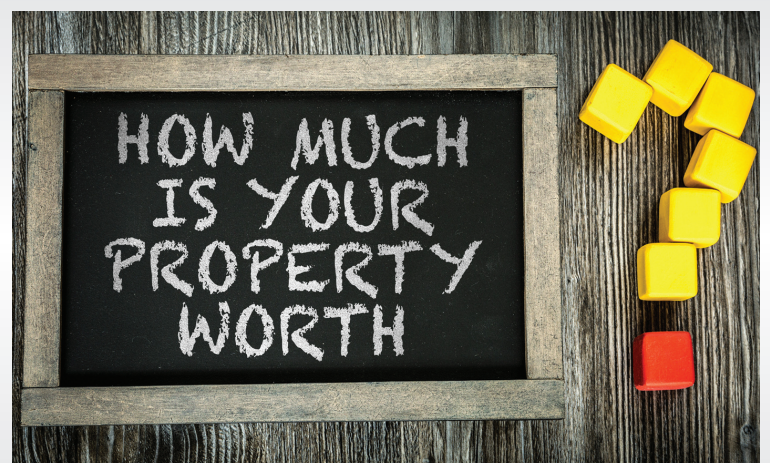
Call today for a complimentary, no obligation Real Estate Check-Up.

Cars get tune-ups, furnaces get maintenance and you see your doctor and dentist at least once a year, but did you know that your real estate investment needs a periodic check-up too?

Your home is probably one of your largest assets. That's why it's important for you to keep up-to-date on market trends in your immediate area.

Don't wait until the last minute – call today and we'll review:

- The current resale value of your house.
- Helpful hints on improving the value of your house.



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