

ST. GABRIEL CONDO REPORT

by Rhonda Abony, Sales Representative & Perry Steinberg, Broker

Your Community Real Estate Resource!



See Your Condo 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 unit for sale. You need to

see your condo the way the buyer sees it. When you do, you'll be able to identify how to make the changes necessary to make your unit show better.

Start with your foyer. Buyers tend to linger there for a few moments before exploring the rest of the unit. From that vantage point, how does your condo look? Is the area clean and uncluttered? Is there anything in your line-of-sight that may create an initial poor impression?

Next, visit every area of your unit, inquisitively, like a buyer would. Pay particular attention to issues that would have a negative impact, like clutter, scuffs

on the walls, over-stuffed closets, or things in obvious need of repair, such as a dripping faucet.

When you go through your unit 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, so you can address them as you prepare your condo for sale. The better your unit looks; the more likely buyers are to become interested – and make an offer.

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

Should You Buy a Condo with an Inconvenient Closing Date?

Imagine you're shopping for a new condo and find one that's perfect. It's in a great property 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 condo 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 unit. 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 condo is earlier than the closing of your current unit. 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 condo 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.

PERRY STEINBERG

BROKER

Perry@AbonySteinberg.com

Office: 416.441.2888 x334

Direct: 416.543.9639

Fax: 416.441.9926



RHONDA ABONY

SALES REPRESENTATIVE

Rhonda@AbonySteinberg.com

Office: 416.441.2888 x335

Direct: 416.569.7271

Fax: 416.441.9926

ST. GABRIEL

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 property and we're available if you have questions or need advice or help.

Please, 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 Condo Is Really Worth?

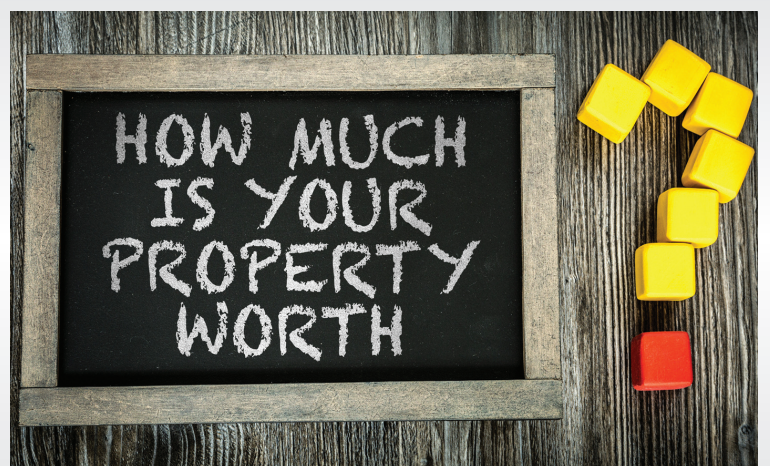
Call today for a complimentary, no obligation Real Estate Check-Up.

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 condo.
- Helpful hints on improving the value of your condo.



PERRY STEINBERG

BROKER

Perry@AbonySteinberg.com

Office: 416.441.2888 x334

Direct: 416.543.9639

Fax: 416.441.9926



RHONDA ABONY

SALES REPRESENTATIVE

Rhonda@AbonySteinberg.com

Office: 416.441.2888 x335

Direct: 416.569.7271

Fax: 416.441.9926