

Buying a Home in a Competitive Neighbourhood

Imagine you've dreamed of living in a particular neighbourhood, perhaps for years, and then, when you're finally ready to make a move, finding out that the area is competitive and buying there is definitely a challenge.

A disappointment? Not necessarily.

There is a lot you can do to buy into a popular neighbourhood, even in competitive offer situations.

Your first step is to start targeting that area now. Find out about property types, prices and trends. In particular, you'll need to know what price range you should be thinking about, and making sure that it's going to fit your budget. To do that, you might need to get a determination of the Fair Market Value of your current home.

Next, begin making preparations so you can get a jump on opportunities in that neighbourhood quickly. You don't want to see a great property come on the market and not be ready to make a move. So, get your current home in order so it's ready for a quick listing.

If possible, make arrangements to get alerted to new listings as soon as they come on the market. Keep in mind that a new listing may not appear online for several days. By getting



advance notice, you can be among the first buyers to see the home and have an early advantage over other buyers.

If it's likely there's going to be competing offers for the home you want, there are many strategies that can increase your chances of winning. These involve going in at the right price, minimizing conditions to the offer, presenting the offer appropriately, and negotiating effectively.

Is there a neighbourhood you want to get into? I can help make it happen. Call today.

Getting an Early Start on Selling your Home

You've probably heard the expression, "The early-bird gets the worm." It refers, of course, to those who get in early and reap the rewards. For example, if you arrive early to a retail store for a big blowout sale, you're likely to get the deals before the inventory runs out. The stragglers who come later miss out.

Well, this same wisdom can be applied to selling your home. Starting the process early — even if that means simply doing some initial planning — gives you the edge in several ways.

First of all, you get extra time for preparation. That means you can get your home cleaned, uncluttered and staged without feeling rushed. You also get more time to find out how much your property will likely sell for on today's market. That's important information, especially if you're also looking to finance a new home.

Secondly, there's less stress. You'll have more time to make the right decisions. The last thing you want is to be scrambling around, last minute, trying to get your home

ready for sale.

Finally, with your initial preparations done, you'll be able to put your home on the market at a moment's notice. That's a huge advantage that's likely to lead to selling your property more quickly and for the best price. In fact, by getting an early start on the process, you might even find that right now is the best time to list — and you'll be able to do so, with confidence.

Want help getting an early start on selling your home? Call me.

Think, Act... Live!

"Genius is 1% inspiration and 99% perspiration." Thomas Edison

"The indispensable first step to getting the things you want out of life is this: Decide what you want." Ben Stein

"I'm a great believer in luck, and I find the harder I work, the more I have it." Thomas Jefferson