

Living In

West Vancouver

FINE REAL ESTATE

Nazli Fasano

FASANO.CA

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Home Buyers in the

DRIVER'S SEAT

The British Columbia Real Estate Association (BCREA) reports that Multiple Listing Service® (MLS®) residential sales in the province declined 42% to 5,784 units in July compared to the same month last year. On a seasonally adjusted basis, MLS® residential unit sales in the province declined 19 per cent in July from June 2010. The average MLS® residential price climbed 6% to \$491,832 in July compared to the same month last year.

“A relatively large number of homes for sale have created the most favourable supply conditions for home buyers in more than a year,” said Cameron Muir, BCREA Chief Economist. MLS® active residential listings were 21% higher in July than at the start of the year on a seasonally adjusted basis. However, with newly listed MLS® residential units now declining, tighter market conditions may emerge this fall.

source: bcrea.bc.ca

Creating A Mood For Buyers

Winter is coming and it is time to place your home on the market. There are steps you can take to brighten your home and make the showing pleasant and enjoyable for your buyers.

When a buyer enters your home, they should want to linger, perhaps even sit down- and it should sparkle and smell fresh and look spotless. Here are some tips

- Turn on every light in the house including appliance lights and closet lights.
- Brighten dark rooms with few windows. Place spotlights on the floor behind furniture.
- Light the fireplace.
- Make your living room appear romantic. Place two champagne glasses near a champagne bucket on the coffee table.

- Toss afghans or throws across the arms of your sofa.
- Turn your bathroom into a spa
- Hang plush robes.
- Roll up wash cloths. Tie with a ribbon and place in a basket on the counter.
- Set up a grouping of soaps, lotions and shampoo.
- Place vases filled with winter

- flowers around the house.
- Set a breakfast tray on the bed containing a coffee cup, saucer, napkin, rolled-up newspaper.
- Dress your dining room table for a dinner for two.
- Turn on soft music. Jazz or classical is soothing.



Thinking about selling your home? Call Nazli at **778.995.9272**

If you are thinking about selling or buying a home,
please call me, I would be happy
to meet with you...



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WANT TO

Sell your Home *quickly?*

Start with PAINT!

Refresh Outside Spaces

First impressions are everything, so besides trimming your hedges and grass, be sure your front door and any fencing or mailbox posts are freshly painted. And because buyers love decks, porches, and patios, also make sure they're freshly painted or stained.



AF-300
dinner party



HC-133
yorktowne green



HC-112
tate olive

check benjaminmoore.ca form more information

Maximize Your Space

Light, clean, organized spaces appear larger. Give your walls a fresh coat of paint in a light neutral color to bring the room to life and make it seem more expansive. Consider painting the moldings the same color as the wall, which gives an illusion of higher walls.



HC-81
manchester tan



HC-26
monroe bisque



2143-40
camouflage



tax talk *in BC*

Since the HST kicked in last July 1, here are some list of things that are included that you might not know about.

- Newspapers and magazines
- Home renovation and repair services
- First aid kits
- Smoke detectors valued less than \$250 for residential use
- Shoe repair and tailoring services
- Dry cleaning
- Used adult clothing purchased for less than \$100
- Snack foods and restaurant meals
- Catering and event planning services
- Basic cable television and local residential phone services
- Landscaping, house cleaning and private snow removal
- Hotel rooms and taxis
- Domestic air, rail and bus travel originating in B.C.
- Motor vehicle parking

The HST only applies to services used in purchasing and selling an existing home, such as real estate commission, not to the actual sale price.

You are invited to e-mail Nazli with any of your real estate related questions:

nazli@fasano.ca

This communication is not intended to cause or induce a breach of an existing agency agreement.
Marketing: www.brandu.ca

Fix-It Corner

What is the easiest way to strip old wallpaper?



EASY FIX Add a quarter cup of liquid fabric softener to a gallon of very hot water. Use a clean sponge mop to carefully apply the mixture to the walls. Let it sit for a few minutes and carefully peel the wallpaper from the walls.



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