

# your BEST MOVE



HEAPS ESTRIN  
TIPS FOR RESALE

FROM THE TEAM

FEATURED PROPERTIES

ON THE COVER: 27 BENNINGTON HEIGHTS DRIVE

HEAPS  
ESTRIN  
REAL ESTATE TEAM

# FROM THE TEAM



## Welcome to the Fall Edition of the Your Best Move Newsletter

Autumn is quickly passing by as leaves fall and temperatures gradually descend. We hope everyone who came to our pumpkin patch party enjoyed themselves and are carving or decorating spectacular pumpkins in anticipation of Halloween.

We have enjoyed a busy year in the Toronto real estate market. Our industry continues to see an ongoing lack of supply and therefore the competition for buyers remains strong. It will be interesting to see what 2017 brings with the introduction of new mortgage rules, which will have the greatest impact on first time buyers. Some people feel that these new rules will have a significant influence on the overall marketplace. It is difficult to know exactly how the results of these changes will unfold, however we predict this may bring some balance to Toronto housing. Despite our prediction of some mild market movement, we do not foresee a dramatic shift.

We love hearing and interacting with our readers and clients about things other than real estate too. You can reach us through our social media, email or on our website. If you try a fantastic new restaurant or discover a new recipe, we want to know! Our close relationship with the community is an integral part of what we do, so don't be a stranger.

Warm Regards,

*Cailey*

Cailey & Team

## FEATURED PROPERTIES



27 Bennington Heights Dr  
Bennington Heights | For Sale



205 Bayview Heights Dr  
Bennington Heights | Exclusive



56 Four Oaks Gate  
East York | For Sale



210 Donlea Dr  
East York | Exclusive



150 Dawlish Ave  
Lawrence Park | For Sale



Broadway Ave  
Leaside | For Sale



90 Southvale Dr  
Leaside | For Sale



24 Vanderhoof Ave  
Leaside | For Sale



82 Divadale Dr  
Leaside | For Sale



2900 Yonge St - 309  
Lytton Park | For Sale



Midtown Toronto  
Completion Summer 2017



232 Manning Ave  
Trinity Bellwoods | Just Sold

Please call or email if you would like additional information about any of these exceptional homes.

# HEAPS ESTRIN TIPS FOR RESALE

Sellers often tell us they wish they had done extra work before selling. Here are some ideas of ways to build worth for your home before you sell.



## Tip 1: Spend an Hour With a Pro

Invite an interior designer over to take a look at your home. Check with several designers in your area or ask a friend or colleague for a referral. During a consultation they can give you lots of ideas for needed improvements. Even small suggested improvements, such as paint colors or furniture placement, can go a long way towards improving the look and feel of your home. If you would like names of the designers we recommend please let us know.



## Tip 2: Inspect It

Not every home improvement is cosmetic. Deteriorating roofs, basement water issues or outdated electrical systems - you can't fix it if you don't know it's broken. Hire an inspector to check out the areas of your home that you don't normally see. They may discover hidden problems that could negatively impact your home's value. Small problems (such as a hidden water leak) can become big, expensive problems quickly; the longer you put off repairs, the more expensive those repairs will be. We are happy to recommend a good home inspector.

## Tip 3: Paint, Paint, Paint

One of the simplest, most cost-effective improvements of all is paint. Freshly painted rooms look clean and updated. When selecting paint colours, keep in mind that neutrals appeal to the greatest number of people, therefore making your home more desirable.



## Tip 4: Big Return on Bathroom Updates

A great room to update is the bathroom. The two rooms that benefit the most from even small renovations are the kitchen and bathroom. One cost-effective change like replacing an outdated vanity, old plumbing and lighting fixtures or adding a new floor will guarantee a lot of bang for your buck and give your bathroom an updated, modern look. If you can add another bathroom to a home with only one full bathroom, you will see a rise in the market value of your home.

## Tip 5: Any Kitchen Update Equals Added Value

The same rule applies in the kitchen. You don't have to start from scratch to create a winning recipe. For maximizing your home's value, kitchen updates are key. You can start by swapping out just one item, such as a stained sink or ancient microwave for shiny new stainless steel models. Replacing the countertop and backsplash can also have a huge impact. Even small kitchen updates will add value to your home.



## Tip 6: Replace Worn Carpets

Take a look at your home's soft flooring. Are your carpets stained or worn? Buyers are often discouraged by the thought that they will immediately need to replace the flooring in a home. Ideally, you may want to replace all broadloom, but if a limited budget puts a snag in that plan, start by replacing the carpet in the room that shows the most wear and tear and replace the others as your finances allow. If budget allows, there is no question that buyers prefer hardwood floors throughout.

# A SELECTION OF OUR RECENT SALES



21 Evergreen Gardens  
Bennington Heights | SOLD



37 Douglas Cres  
Governor's Bridge | SOLD



3 Governors Rd  
Governor's Bridge | SOLD



67 Weybourne Cres  
Lawrence Park | SOLD



253 Blythwood Rd  
Lawrence Park | SOLD



100 Donegall Dr  
Leaside | SOLD



49 Rumsey Rd  
Leaside | SOLD



115 Welland Ave  
Moore Park | SOLD



196 Ingewood Dr  
Moore Park | SOLD



117 Manor Rd E  
Mt. Pleasant West | SOLD



166 Douglas Dr  
Rosedale | BOUGHT



32 Douglas Dr  
Rosedale | BOUGHT



176 Douglas Dr  
Rosedale | BOUGHT



21 Roxborough St E  
Rosedale | BOUGHT



12 MacPherson Ave TH#5  
Summerhill | BOUGHT



29 MacPherson Ave  
Summerhill | SOLD

We are simply thrilled, it hasn't quite sunk in yet. You and your team have been nothing short of amazing, so professional and everything has been perfectly executed. This entire sale process has felt so 'effortless', all we have really had to do is close our front door in the morning. You have delivered everything we wanted and more. Thank you so much, I cannot speak highly enough of your services.

**Joanna Lugarini - Lawrence Park Seller**



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