

Rodney Harvey

Subject:

Your August 2023 Real Estate Update



The advertisement features a portrait of Rodney Harvey on the left. The background is a modern living room with a white sofa and a wooden wall. The text "Helping You Build Wealth Through Real Estate" is overlaid on the background. Below the portrait, the name "Rodney Harvey" is written in a large, bold font. Underneath the name, the text "Broker of Record, FRI CLO CRB C-RETS CRES MCNE" is listed, followed by the slogan "Service excellence guaranteed" in a yellow font. The website "www.OurRealEstateGuy.com" is also provided. To the right of the text, there is a gold logo of a stylized house, the text "Our Real Estate Guy", and the "Konfidis Brokerage" logo, which consists of a green circle with a white 'K' and the word "Konfidis" above "Brokerage". At the bottom right, the phone number "905-447-8864" is displayed next to social media icons for Facebook, LinkedIn, and YouTube.

Helping You Build
Wealth Through Real
Estate

905-447-8864

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www.OurRealEstateGuy.com

Our Real Estate Guy

Konfidis
Brokerage

Dear Valued Client,

When you find a professional you trust, you want to get as much value from that person as possible. That is especially true if that professional provides excellent service.

That's why you don't get your lawncare done by a great contractor only once.

That's why you don't hire a fantastic investment advisor and use them for just one transaction.

That's why you don't see a wonderful dentist and never make another appointment.

And yet, when it comes to real estate, many people wonder what more they can expect from their real estate professional once their home has been sold and their move is done.

The answer is: plenty.

Indeed, I'm a huge believer in providing ongoing services to my clients in the months and years between their moves. Those services can include annual checkups, client appreciation events, being available when they have real estate questions, and, of course, these regular newsletters.

The bottom line: I'm here for my clients. So, think of me as you would your favourite mechanic, investment advisor, dentist, or any other professional you count on.

Rodney Harvey

Broker of Record, FRI CLO CRB C-RETS CRES MCNE

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Getting Family Members Enthusiastic about Moving

You may be excited about selling, but do your other family members share your enthusiasm? Kids can often be hesitant about, or even resistant to moving. That can make the selling process more stressful.



The good news is, there are ways to get everyone in the family keen on the idea.

One effective technique is to get everyone involved in the planning process, especially kids. Seek their input. Keep them informed. Include them in conversations. The less of a mystery the move is to them, the more comfortable they'll feel about moving.

When it comes to kids, another technique is to show them what their new neighbourhood is going to be like. (Or, if you haven't purchased yet, show them the areas you're targeting.) Point out schools, parks, and other neighbourhood features. That will build their anticipation.

For those family members who seem particularly troubled about moving, take the time to have a frank conversation with them. Let them relate their concerns. Sometimes having their concerns heard is all that's needed to help them feel better about selling and moving.

Of course, there's no perfect solution. But, these techniques can help get everyone in your family keen on the adventure.

Checklist for Selling your Home this Fall

If you're thinking of selling this fall, this is the ideal time to start the process. The earlier you get ready, the more successful your sale will be. It will likely go a lot smoother, too.



So, with those benefits in mind, here is a quick checklist that will guide you in preparing to list this fall:

- **Financials.** Find out how much your home will likely sell for in the current market. That calculation is made by looking at what comparable homes in the area have sold for recently.
- **Decluttering.** The more neat and spacious your home looks to buyers, the more appealing it will be to them. So, be relentless when decluttering.
- **Fixing.** If anything needs to be repaired or replaced, this is the best time to get that work done. You don't want to have to scramble to find a contractor later on.
- **Staging.** Staging is the art and science of setting up a room so that it looks attractive to buyers. Well-staged homes tend to sell faster and for a higher amount. You can stage your home yourself or get professional assistance.
- **Scheduling.** When you list in the fall, you want to make it as convenient for buyers as possible to book appointments to see your home. So, make sure you have plenty of scheduling flexibility.
- **Targeting.** Are you also buying a new home? If so, then start the process now. Decide what type of home you're looking for specifically and narrow your focus to those neighbourhoods you want to get into.

Starting the selling process now gives you a head start when you list this fall. So, begin working through this checklist today.

Protect Against Email and Computer Viruses

By using safety measures and good practices to protect your devices, you can protect your privacy and your family. The following tips are offered to help you lower your risk while you're online.



Today we use internet-connected devices in all aspects of our lives. We go online to search for information, shop, bank, do homework, play games, and stay in touch with family and friends through social networking. As a result, our devices contain a wealth of personal information about us. This may include banking and other financial records, and medical information—information that we want to protect. If your devices are not protected, identity thieves and other fraudsters may be able to get access and steal your personal information. Spammers could use your computer as a “zombie drone” to send spam that looks like it came from you. Malicious viruses or spyware could be deposited on your computer, slowing it down or destroying files.

Don't Trust Email

One of the major ways that many computers end up being infected is by users receiving links via email that take them into dangerous territory. If an email comes from a suspicious source, ignore it, especially if it promises you riches, work from home opportunities, or anything else that seems too good to be true. That's the bait on the hook.

Since many email-dependent viruses often use your own address book against you, you also should be leery of any email from friends or family that entices you to click on a link. These could very easily be the result of an infection that the person didn't even know they had gotten. Always be sure to check the sender information to ensure it really is from someone you know. [Click here](#) for the balance of my article

What Is a Full-Service REALTOR®?

When choosing which REALTOR® to go with, you may hear the terms “discount REALTOR®” and “full-service REALTOR®” and wonder, “What is a full-service REALTOR®?” Well, hang on



tight, cause you're about to find out.

Many home sellers are looking for ways to make more out of the sale of their home. Because houses represent one of the largest purchases in many Canadian's lives, it's only natural for you to want to make all that you have put in (plus some, if the market is right!) back into your pocket. Some homeowners do this by renovating the place, and others look to cutting the costs of their REALTOR®.

What is a full-service REALTOR®?

A full-service REALTOR® does everything from listing your house on the MLS® for the right price to marketing your house and completing negotiations. They're known as full-service because they don't just pick and choose which services to provide, they offer the whole package.

Need a more in-depth description? Here's what a full-service REALTOR® does for you.

Lists Your Home

It may seem pretty simple to stick your home on the internet with a price and put a sign up in the yard. But really, there's more to it than that.

Your full-service REALTOR® will take a look at similar homes in the area that are listed or have recently sold to compare to yours. They will also pull stats from the area, look at the property value of the neighbour's homes, and use all of this information to find the value of your home. This whole process is known as completing a Comparative Market Analysis (CMA) and helps the agent price your home effectively.

Once your REALTOR® finds that pricing sweet-spot, they're half-way to listing your house. [Click here](#) to read the rest of my article

Notable, Quotable, Quotes!



“Today's accomplishments were yesterday's impossibilities.”

Robert H. Schuller

“A year from now you may wish you had started today.”

Karen Lamb

“You cannot always control what goes on outside. But you
can always control what goes on inside.”

Wayne Dyer

Not intended to solicit buyers or sellers currently under contract.
IXACT Contact Solutions Inc.

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