



Home Sweet Home



Volume 3 Issue 1

An Information Bulletin from Tino Sequeira, Sales Rep.

Summer 2008

NOT INTENDED TO SOLICIT PROPERTIES ALREADY LISTED FOR SALE OR SEVER ANY BUYER AGENCY AGREEMENT

Is this the right time to Sell or Buy Real Estate?

By: Tino Sequeira, Sales Representative, HomeLife Response Realty Inc., Brokerage

That is one of the several questions being asked by many clients today. Due to the economic conditions both in Canada and in the USA, some people have questions about the timing of their decision to buy or sell their homes, invest in a car, etc. These are sometimes personal issues and need to be looked at individually. You need to sit down with your realtor® and discuss all the pertinent issues that will assist you to make a decision. For example, when I meet with my clients for a No Obligation interview, I draw up a plan of action which would include the following:

- Your current financial situation - Statement of Facts
- Your personal financial growth projections.
- Your personal and spouse's goals (i.e. career, children education, etc.)
- Your personal responsibilities
- Any other issues which probably nobody has touched upon and you might find it relevant to making a decision.

After reviewing the plan, you may decide either to sell or to buy, or even **not to sell or not to buy** and I will completely support you in the decision you make. I will neither urge you to sell or buy or advise you to take any decision which is not in your best interests. **That is my promise to you.**

Selling your home:

The choice is entirely yours. And nobody should rush you to make any decision which is not in your best interests. However, the following facts support a timely sale of homes, for those who need to sell, either to move up, move down, or personal circumstances, etc. etc.:

- There is not much of a chance for a further drop in the mortgage rates.
- Only genuinely interested buyers (who are registered with licensed realtors®) are now looking for good homes.
- The economic situation in the USA is already having a ripple effect in Canada and many European countries. And the scene does not look bright for the near future.
- Any hope of getting a price for a home higher than the 2007 prices will not last long.
- The appraised values of some homes are coming back below the sale price.
- If you wait to sell and the prices drop dramatically, you will be disappointed.
- The next real estate boom cycle is several years away and if you prefer to wait until then, the choice is entirely yours.

Please see page 2 for a summary of average prices over the years.

Buying a home:

This is an important decision as well and cannot be taken lightly. After the one hour FREE of cost no obligation meeting, if you decide to buy a home and authorize me to find the right home, I will provide you with all the pertinent information including, but, not limited to:

- Home **buying process and detailed steps.**
- How to **locate your dream home** - even though it may not be listed on the MLS system.
- How to **buy your home at the best possible price** and to your advantage.
- How to **use your home as an investment vehicle** so that you can make a profit when the time comes to sell it.
- Eligibility of **cash back** to registered buyers under the Group Loyalty Plan®
- Information on **Distress Sales, Power of Sales**, etc.
- How to **avoid title fraud and other real estate scams** so that you have peace of mind of owning a property that is free from encumbrances.
- Any other **information that is relevant to your individual situation** and for which you need personalized solution.

Please contact me now via phone or email (Tino@tinosellshomes.com), so that you can have all your questions answered promptly and professionally. Please visit my website www.tinosellshomes.com for regular updates.

WANTED

A Home in Your Neighbourhood

Call 647.207.8466 (Direct)

As a Relocations Consultant, I have Buyers ready to purchase a home in your neighbourhood...

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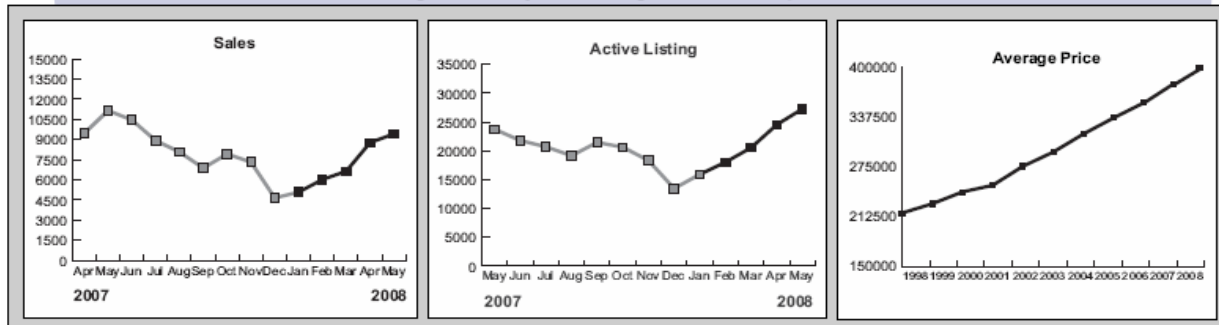


The following summary has been taken from the May 2008 issue of Market Watch from TREB. If you would like to receive the complete report giving 2008 prices of homes in your area, please send me an email:

Annual Summary - Single Family					
Year	*Number of Sales	*Average Price	Year	*Number of Sales	*Average Price
1974	17,318	52,806	2007		
1975	22,020	57,581	January	5,173	\$353,724
1976	19,025	61,389	February	6,772	\$368,687
1977	20,512	64,559	March	8,518	\$365,285
1978	21,184	67,333	April	9,452	\$379,025
1979	23,466	70,830	May	11,146	\$382,787
1980	26,017	75,694	June	10,451	\$381,963
1981	29,625	90,203	July	8,912	\$366,012
1982	25,336	95,496	August	8,059	\$361,890
1983	30,046	101,626	September	6,866	\$380,132
1984	31,905	102,318	October	7,915	\$394,646
1985	45,509	109,094	November	7,313	\$393,747
1986	52,919	138,925	December	4,646	\$394,931
1987	43,475	189,105	Total**	93,193	\$376,236
1988	49,381	229,635	2008		
1989	38,960	273,698	January	5,075	\$374,449
1990	26,779	255,020	February	6,015	\$382,048
1991	38,144	234,313	March	6,631	\$380,338
1992	41,703	214,971	April	8,762	\$398,687
1993	38,990	206,490	May	9,411	\$398,148
1994	44,237	208,921	Year-to-Date**	35,309	\$388,839
1995	39,273	203,028			
1996	55,779	198,150			
1997	58,014	211,307			
1998	55,344	216,815			
1999	58,957	228,372			
2000	58,343	243,255			
2001	67,612	251,508			
2002	74,759	275,231			
2003	78,898	293,067			
2004	83,501	315,231			
2005	84,145	335,907			
2006	83,084	\$351,941			

* Due to District revisions, caution should be exercised when undertaking historical comparisons. Please refer to appropriate maps.
 **This figure may not equal the sum of all monthly totals, as the year-to-date total reflects sales reported in error and deals that have fallen through since January 1st.

Single Family Dwelling Sales Comparison



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Tino Sequeira is a licensed Real Estate Sales Rep who specializes in helping buyers and sellers meet their goals. He gives every client his full attention, understands their requirements; and sells one home at a time, without rushing his clients. He offers the 20-Points Higher Standard Commitment to his clients to sell their homes quickly. In addition to peace of mind, and other benefits, when you buy a home through him, he will show you how he can save you thousands of dollars – guaranteed! He will also give you your very own Home Manual. He has several years of property management and research experience which enables him to locate the right property expeditiously. He has a computing background and uses technology to help his clients. He provides assistance related to all aspects of real estate. He is your dedicated realtor and a volunteer member of the community.
 P.S. If you would not like to receive the next issue of *Home Sweet Home*, please let me know.
 Thank you kindly.



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