



# Paws for Thought

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NEWSLETTER

## Welcome to my June Newsletter

In this month's issue you'll read about the value of home inspections and gain some valuable insight into why potential buyers decide to walk away from a home. I'd like this to be your newsletter, so if you'd like something featured here, please let me know.



Meanwhile, I'll keep my finger on the pulse of the ever-changing real estate marketplace and pass on as much helpful information as possible.

You can contact me through the web site or at 804.7411

Carol Ann Thompson

## DOES YOUR HOME STAND UP TO INSPECTION?

Too often in today's volatile real estate market, potential purchasers are willing to forgo a home inspection, in order to make their offer more appealing. While this tactic may help the buyer 'win the battle', it may also cause them to 'lose the war'. The following information is excerpted from an article published by CMHC.

It's often said that one of the most expensive and important purchases you will ever make will be your home. However, unlike the guarantee a buyer receives with most purchases, there's no money-back guarantee or return policy if you're not satisfied with your recently purchased home. This is why it's best to know as much as you can about potential problems before you make the commitment to buy.

One of the best ways to understand a home's condition, habitability and safety is to hire a properly trained, professional home inspector to go through the property and perform a comprehensive visual inspection to assess the condition of the house and all of its systems. They will identify where repairs may be needed or possible past problems.

## The home inspector will:

- Provide a visual inspection by looking at the home's various systems, including interior and exterior components
- Check exterior components including roofing, flashing, chimneys, gutters, downspouts, wall surfaces, the foundation and grading
- Inspect the roof, chimney and downspouts from the ground
- Check electrical, heating, air conditioning, ventilation, plumbing, insulation, flooring, ceiling and wall finishes, windows and doors

## The home inspector will not:

- Be required to climb on the roof to look at it
- Inspect a wood-burning appliance as part of a standard home inspection
- Be able to inspect behind walls or under the floor

For more information on how to choose a home inspector, home inspections or any other real estate related matters, please contact me.

## Did You Know?

The average annual cost to own and operate a car in Canada is over \$9000. If you can eliminate the need for a second car, drive less or avoid having a car at all, that's money in your pocket.

## 6 THINGS THAT TURN BUYERS OFF

### 1. Odors

Odors from cigarette smoke and pets take top billing, with mildew not far behind. Even strong cooking odors can be a turn off.

### 2. Dogs that Meet You at the Door or in the Driveway

Dogs frighten some people and irritate others. Contain them in kennels for their safety and to show respect for the feelings of potential buyers.

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### 3. Dirty Bathrooms

Scrub your bathrooms, paint them and buy a new shower curtain, rugs and towels. The extra effort will pay off.

### 4. Dimly Lit Rooms

Replace or install bright light fixtures, remove heavy drapes to let the light stream in and repaint some rooms with colors that reflect light.

### 5. Poor Décor Choices

Busy wallpaper in every room turns off most buyers, and even people who love wallpaper rarely like what you've chosen.

### 6. Poor Curb Appeal

If your house has an unkempt yard, sagging doors or peeling paint make an effort to repair what you can – and clean up that yard.

Correct your problems before you put your property on the market, because if your house develops a reputation among agents as the house that smells, with the huge barking dog or the wild wallpaper, it will be too late. Your house will be last on their list to show potential buyers.

### Did You Know?

A two-storey detached home loses 20% more heat than a semi-detached one and 50% more than a home in the centre of a row of townhouses.

## FEATURE LISTING

Calgary-Varsity Estates  
5419 VARSITY Drive NW



**\$ 1,200,000**  
**MLS #: C3212247**

An amazing place to entertain! The highlight of this home is its stunning indoor pool with an atrium/exercise area overlooking it. The main level features a sunny kitchen, large living room, dining room, den/office, and three generous-sized bedrooms. The lower level features an enormous recreation room, complete with an additional kitchen and bar surrounded with mirrors, built-in oak shelving and oak feature walls. Also a second family room, a jacuzzi hot tub/sauna room, a large laundry room and storage area. The home sits across the street from a lovely little park and close to many schools. Summer is here - just the place to entertain friends and family.