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Home News

Spring 2019



Welcome Spring with a bright entry

Your front door is the focal point of your home's exterior, so what better way to welcome spring than with a new look for your entrance. Your home can put on a bright new face with some inexpensive improvements, such as a repainted front door, urns and planters with a show of colour, a new welcome mat and perhaps even an upgrade to your exterior lighting.

Improving your home's curb appeal is an important factor in resale value. Prospective buyers looking at your listing often make their decision to buy in the first few moments. To learn more about how to show off your home to its best advantage, contact your Coldwell Banker professional.



Home sales and prices to rise in 2020

Canada's real estate market is expected to edge higher next year, according to the latest industry forecast. The Canadian Real Estate Association (CREA) predicts national MLS® home sales will rise by 2% in 2020, to reach 459,400 units.

Prices are also expected to edge slightly higher next year, to reach a national average of \$490,800.

Of course, this national overview is the 'big picture'. Home prices can vary between communities, within neighbourhoods, or even on the same street. For a closer look at sales and prices in your area, contact your local *Coldwell Banker* real estate professional.

Thoughts on timing the market

Buying a home can be a very complex process. Some buyers think the best strategy is to try to time the market, but this can be an unwise approach.

Your housing investment shouldn't be looked at in the same way as you'd choose stocks or bonds. Housing values typically appreciate over time, so it's best to look at it as a long term investment. Buying for lifestyle reasons, as opposed to trying to realize a quick profit, will help ensure that you're viewing home ownership in the right context.

Instead of trying to time the market, waiting for a perceived window – and potentially missing out on the perfect home – buyers should focus on their own lifestyle needs and buy when the time is truly right for them and their family.



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