



realtyreport®

Compliments of Cindy Tippe

RE/MAX ACA Realty



Cindy Tippe
Associate

RE/MAX ACA Realty
1906-20 Street
P.O. Box 1898
Didsbury, AB T0M 0W0

Office: 403-335-3377
Cell: 403-556-5559
Fax: 403-335-8407
Email: cindytippe@remax.net
Website: www.cindytippe.ca

Please enjoy this newsletter, which will provide you with general real estate tips and ideas.

If you, your family or friends have any questions on the topics covered here or any other realty matters, please call for more information.

All the best,

Cindy Tippe



As One Door Closes, Another One Opens

You bought your dream home, sold your old place, made all the legal and financing arrangements and booked the moving truck. And now the big day is here.

Most moving days go by in a blur, especially if the buying and selling transactions are scheduled for the same day. There's a flurry of activity, from exchanging papers between real estate lawyers, banks releasing funds, registering mortgages, insurance policies coming into effect, picking up keys, disconnecting and connecting utilities – and, by the way, moving all your stuff!

Your real estate sales representative can help you prepare for the mammoth undertaking of moving day by making sure you're aware of the many activities that need to be coordinated. For example, if you can help it, arrange to have your property close mid-week instead

of on a Friday, which will help to avoid delays with money transfers slipping into the weekend – a time that may be too late to complete the transaction. On closing day, the buyers' money needs to be transferred from their bank to their lawyer, and from him or her to the sellers' lawyer. And the sellers may be waiting for that money so that they can complete the purchase of their new home.

Remember that the lawyers cannot give you the keys to your new home until they have received the funds and registered title to the home.

Smooth the way for your next property transaction by calling for no-obligation advice today.





Say “Ahhhhh...”

AS LIFE GROWS INCREASINGLY STRESSFUL, PEOPLE ARE INCREASINGLY VIEWING THEIR HOMES AS RETREATS — AND DECORATING THEM AS SUCH. BATHROOMS ARE OFTEN A PRIMARY FOCUS, AND THE TREND TODAY IS TO DESIGN A SPACE DEVOTED TO RELAXING AND REJUVENATING. BELOW ARE TIPS TO HELP YOU CREATE A SPA-INSPIRED BATHROOM. YOU WON'T BE THE ONLY ONE WHO'LL APPRECIATE THE RESULTS — SPA-LIKE BATHROOMS ARE A TURN-ON FOR HOMEBUYERS.

- **Paint.** Color helps establish a room's atmosphere and affects our moods. Activating hues — reds, oranges and yellows — are not what you want in your home spa. Opt instead for earth tones and cool shades: soft blues, greens and purples, as well as taupes. Such passive colors are most calming to our senses.
- **Heated flooring.** Stepping on cold tile first thing in the morning or after a bath isn't very comfortable. Your bathroom is a great place for a splurge, as it's a relatively small area to cover, making the luxury of heated floors more affordable here than it would be in almost any other room in your home.
- **Whirlpool tubs** are a spa-bathroom staple, but not always an option. Luckily, you can turn almost any standard tub into a whirlpool with relatively inexpensive accessories like spa bath mats, which sit on the bottom of the tub and produce bubbles, and bubble jet massagers, which attach inside the tub with suction cups.
- **Towel warmers.** Choose from stand-alone racks you simply plug in, wall-mounted racks that integrate into your home's wiring, or — the height of extravagance — warming drawers that integrate seamlessly into your cabinetry. They're great for keeping your towels from getting musty, and for drying delicates.
- **A new showerhead.** Swap out your standard model for one that mimics the sensation of rain or a waterfall, one that's handheld with massage settings, or even one with LED lights. But why settle for one showerhead? Multiple wall-mounted heads that spray water at you from the side are a luxurious option.
- **Ambient lighting.** While you need task lighting in your bathroom so that you can take care of personal grooming, mood lighting is essential for establishing a spa-like atmosphere. A dimmer switch will do the trick, as will a decorative table lamp on your vanity, and (aromatherapy) candles strewn about the room.
- **Soothing sounds.** With portable MP3 players, it's easier than ever to soak away the day's stresses to the tranquil tracks of your favorite light jazz, classical, or sounds-of-nature playlist. Or, forego the music and outfit your home spa with a decorative tabletop fountain so you can listen to the pacifying babble of water.
- **The little touches.** Soft, high-quality towels to pamper the skin; some greenery (go for bamboo in rocks for a Zen look); an anti-fog mirror; a bathtub caddy — the kind that has a book support and beverage holder. It's often these little touches that go the longest way toward making you feel indulged.



Table Talk

Negotiating the purchase agreement is arguably the most challenging aspect of buying a home, particularly in markets that favor sellers. To strengthen your position at the negotiating table, consider the following advice.

- Come to the table having already been pre-approved for a mortgage. A buyer who's pre-approved is one with leverage, and creates a greater chance of a faster and smoother transaction. The seller won't have to wait long for you to obtain financing, nor worry that the deal will fall through altogether because you didn't qualify for financing.
- Selling your current home before buying a new one has its advantages. Do so and you'll be in a position to make a cleaner offer to sellers — that is, an offer not conditional upon having to first sell your home. And in sellers' eyes, a buyer who can make such a contingency-free offer is more attractive than one who can't.
- Work with a real estate sales representative. At the negotiating table, information is power — and your real estate sales representative is armed with all the information you need to come out on top, such as the selling prices of comparable homes. Also, checking your emotions at the door is key to a successful negotiation, and your representative can help you do just that.
- Don't put all your eggs in one basket. Make sure you have options, other properties you'd just as happily bid on — again, something a real estate sales representative can help you with — so you don't find yourself suffering from "the one" syndrome and desperate at the negotiating table. In other words, be ready to walk away.

SHOW READY

How you live in your home when it's on the market is different from how you normally live in it. If you're serious about selling, you need to be prepared for buyers' eyes at all times. Consider following these tips to keep your home in show-ready condition.

- Don't smoke indoors or cook food with strong odors. Take out the trash every morning. Keep your home smelling good with essential oil diffusers or light-bulb rings.
- Make some rooms "off limits" for your own family until your home sells. If you can avoid using your dining room, formal living room, guest room or spare bathrooms, for example, you'll have less cleaning to do.
- Consider hiring a cleaning service before listing your home, perhaps on an ongoing basis until it sells. All you'll have to do is light maintenance after they leave or between professional cleanings.
- Keep a storage container, basket or bag handy. When you get last-minute calls for showings, throw everything that's not in its designated place into your "clutter catch-all," and then stow it out of sight.
- Stash disposable cleaning wipes under your kitchen and bathroom sinks so you can quickly wipe down all the surfaces in those rooms when you're done in them with just one product.
- Keep small containers in bathrooms to house toiletries when not in use and hide them in the vanity. Have two sets of towels: one for displaying, another for daily use (kept hidden).
- Showings aren't likely to happen early in the morning or after about 8 p.m., so take advantage of these times to take care of chores like dishes, dusting, vacuuming and tidying.



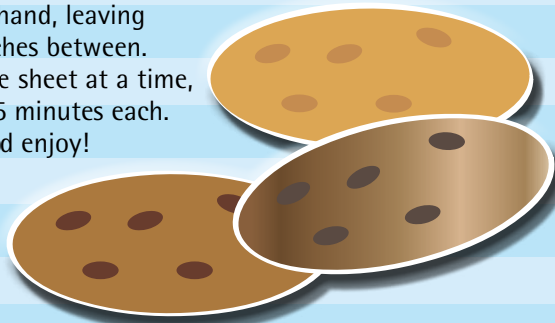
Chocolate Chip & Pecan Cookies

{ Ingredients }

- 3 cups flour
- 1 1/2 tsp. baking soda
- 1/2 tsp. salt
- 1 cup melted butter, cooled slightly
- 2 cups firmly packed light brown sugar
- 3/4 cup white sugar
- 2 large eggs
- 1 egg yolk
- 2-3 tsp. maple extract
- 2 cups chocolate chips
- 3/4 cup chopped pecans

{ Directions }

1. Preheat oven at 375°F. 2. Line two baking sheets with wax paper. 3. In small bowl, whisk together flour, baking soda and salt. 4. In large bowl, use electric mixer to blend melted butter with sugars. 5. Add eggs, then egg yolk; beat until creamy. 6. Beat in maple extract. 7. Reduce mixer speed, add in flour mixture – don't over blend. 8. Stir in chocolate chips and pecans. 9. Chill dough for 2 hours, or up to 24 hours. 10. Portion out scoops onto cookie sheet, press each with moistened spoon or palm of hand, leaving about 3-inches between. 11. Bake one sheet at a time, for 13 to 15 minutes each. Let cool, and enjoy!



Terminology Tip

Title Search — An examination of the chain of title to property as indicated in public records, in order to confirm ownership of the subject property, and to verify that there are no liens or other claims against the property other than those scheduled to be erased at closing if conducted for a purchase. A title search verifies that all former owners have formally given up their rights to the property.

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Cindy Tippe
Associate

Whether you are buying or selling a home, I am here to assist you and your family with all your real estate needs. Please feel free to call me with any questions. I look forward to speaking with you.

Cindy Tippe

Office:
403-335-3377

Fax:
403-335-8407

Email:
cindytippe@remax.net