

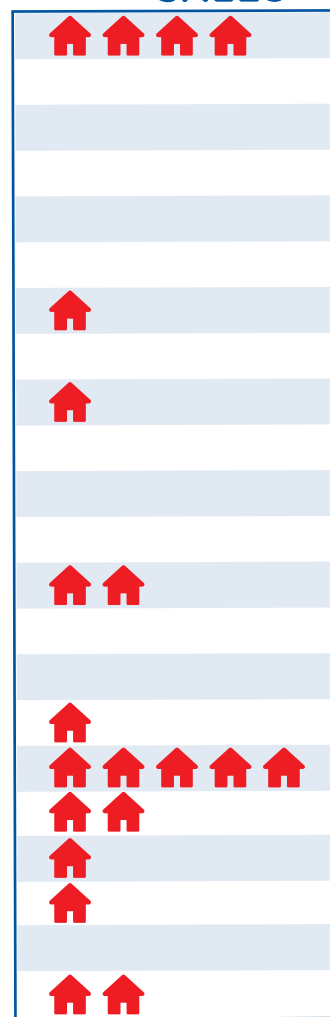
CLEARVIEW LISTINGS As of September 1st

1340 HAZEL MCLEARY DRIVE	LINK	2,800
1188 JEFF DRIVE	DETACHED	3,600
1231 GREENWOOD CRESCENT	DETACHED	4,300
2761 WYNTEN WAY	DETACHED	4,300
1521 CLEARVIEW DRIVE	DETACHED	1,225,000
1208 DOGWOOD CRESCENT	DETACHED	1,348,500
1259 GREENWOOD CRESCENT	DETACHED	1,349,000
2824 ROSEWOOD LANE	DETACHED	1,399,900
1272 SIR DAVID DRIVE	DETACHED	1,499,900
1387 BISHOPSTOKE WAY	DETACHED	1,569,000
1375 CHEDBORO CRESCENT	DETACHED	1,579,900
1455 CLEARVIEW DRIVE	DETACHED	2,899,900

WHERE THEY SOLD August 2020

RENTAL SALES

Price Range	\$550-\$600,000	\$600-\$650,000	\$650-\$700,000	\$700-\$750,000	\$750-\$800,000	\$800-\$850,000	\$850-\$900,000	\$900-\$950,000	\$950-\$1,000,000	\$1,000-\$1,050,000	\$1,050-\$1,100,000	\$1,100-\$1,150,000	\$1,150-\$1,200,000	\$1,200-\$1,250,000	\$1,250-\$1,300,000	\$1,300-\$1,350,000	\$1,350-\$1,400,000	\$1,400-\$1,450,000	\$1,450-\$1,500,000	\$1,500-\$1,550,000	\$1,550-\$1,600,000
Sales Count	4	4	4	4	1	1	0	0	0	0	0	2	2	0	0	5	2	1	0	0	0



Who's ready to flip the Calendar to 2021?



We are ordering wall Calendars once again this year. If you would like one just send Brenda an email Brenda@BrendaApel.com with your address and it will be dropped off to your house.

SEPTEMBER 2020 | VOL. 25 #8

Clearview

WHAT'S INSIDE

- WHERE THEY SOLD
- CHECK OUT THE HOMES SOLD LAST MONTH, INVENTORY OF HOMES FOR SALE AND HOW WE ARE DOING COMPARED TO THE LAST 7 YEARS
- 6 RENOS TO BOOST VALUE
- OUR LISTINGS
- CURRENT LISTINGS AND PROPERTIES
- OUR BUYERS NEED

THE NUMBER OF HOMES SOLD IN CLEARVIEW BY GEORGE KLOET & BRENDA APEL



SINGLE MOST ACTIVE MONTH IN 10 YEARS

Clearview September 2020 Wow! What a month! Although many realtors had hoped for a resurgence in the real estate market heading into the fall market, August 2020 caught many by surprise. The spring and early summer market had been dampened by the ongoing COVID Pandemic. Many realtors had already written off the year. Inventory was extremely low, and most buyers were now adjusting to the new reality...working from home and doing a double shift as educator to their children since March break when schools were ordered closed.

However, many realtors were still grinding away under Covid protocol. Some saw the subtle signs that there was something going on. Clients whom they had not heard from in a while started calling. With a house full of active children and the kitchen table now the new home office, the limitations of their current home became obvious. Some employers discovered that production did not diminish, and in many cases increased, so working from a home office could well continue long after the pandemic is over. But the kitchen table was not conducive to positive work habits. Maybe it's a good time to begin the process to purchase a larger home. History began to repeat itself. In 2016, any

standing or new inventory was snapped up by foreign investors. Early in 2020, standing inventory dwindled and new inventory was scooped up within days. Realtors were reporting back to their colleagues that their Buyers were once again facing multiple offers on new listings. Delayed offer presentation began to creep back into our vocabulary. And it became obvious that prices were escalating. Here in Clearview there were only 10 reported sales in the months of April, May and June. Then in July, the number of firm sales jumped to 11. New inventory outpaced sales. Buyers discovered that the posted mortgage rates, which were already quite low, were flexible. A large number of Buyers, frustrated by the early spring market, embraced the new "coming out" market in August.

Twenty (20) homes were reported sold firm in August. In the same month of August 19 properties were listed for sale. Of the 19 new listings last month, 12 have already sold after an average of just 8 days on the market. Seven (7) properties sold over list price in August. What an amazing start to the fall market.

For a free complimentary market evaluation and or just honest real estate advice, do not hesitate to reach out to Brenda Apel or George Kloet.

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RENOVATIONS TO BOOST YOUR HOME'S VALUE



FEATURED CLEARVIEW LISTING

If you're considering selling your house, you have to think about it from a buyer's perspective. You may walk through the rooms and be reminded of all the happy times you've had in the home, but a prospective buyer will be looking at it more critically. You want the property to measure up so it sells fast at a great price.

A great way to do that is to invest in home improvement projects that will increase your home's value, but you may want to upgrade your home even if you don't plan to sell anytime soon. A renovated space may also be more comfortable and satisfying to live in, which is a big consideration if you plan to stay in the home for years to come.

The trick is choosing renovations that future buyers may want or need versus cosmetic upgrades that are nice to have.

How much do home improvements increase value?

The return on investment a home improvement project will bring varies by the type of renovation you make. If you add a stone veneer to your house, you'll probably just about break even when you sell. Put in a new bathroom, and you're likely to earn back about 60% in the sale price. Kitchen and bathroom remodels offer investment returns above 70%, so you want to keep those in mind when it comes time to list your property.

While you won't necessarily recoup the full cost of the individual renovations, the upgrades will make the house more attractive to buyers. A modern, move-in ready space is more likely to sell for the asking price, or at least close to it, than a house that will need repairs and aesthetic overhauls as soon as the new owners move in.

Here are some home improvements to consider that can help you get the most bang for your buck.

1. Replace the roof

Cost: \$3,200-\$30,000

Return value: 107% of renovation cost

Putting on a new roof can earn you a big return on your investment, according to the National Association of Realtors (NAR). Because the roof is one of the most critical elements of a house, it's going to be a top concern for buyers. A bad roof can be a deal breaker. You have two options when it comes to a leaky or unreliable roof. You can opt against replacing it and sell the home as-is, knowing you'll get a lower sale price. Some banks will not extend financing to a home that needs a roof replacement, however. If you replace the roof you are potentially making your property more competitive in the market.

2. Install or refinish hardwood floors

Cost: \$3,000-\$24,000

Return value: 106% of renovation cost

The cost to install or refinish hardwood floors depends on the type of the wood, the size of the area being floored and labour costs. The NAR found that newly-installed hardwood floors have an ROI of 106%, while homeowners who refinished existing hardwood floors broke even. If your carpet hasn't been replaced in several years or your floors are scuffed up, you may want to invest in this feature before selling. Buyers really notice floors and new or refinished floors really add a "wow" factor to your home.

3. Spruce up your kitchen

Cost: \$13,271-\$131,510

Return value: 59% of renovation cost

Spending on kitchen renovations has gone up in recent years. The price for a kitchen renovation can go into the tens of thousands of dollars, but you don't need to install all new appliances or gut the entire room to give your kitchen a facelift. Prices depend on whether you opt for a midrange or luxury upgrade, but there are several cheap kitchen renovations you can make to increase your home's value relatively quickly. Painting outdated wooden cabinets with a soft, neutral shade or updating the drawer handles and cabinet knobs with modern fixtures goes a long way toward making the space feel fresh.

4. Boost the bathroom aesthetic

Cost: \$10,000-\$50,000

Returned value: 67% of renovation cost

While you can freshen up a bathroom for a few thousand dollars, if you want to give your bathroom a substantial overhaul, focus on high-value additions to the bathroom that will make an impact on buyers. These might include ensuring that the plumbing and electricity are in good condition and that the main features are aesthetically pleasing and highly functional.

For renovations on a limited budget, you can reglaze your tub and put in fresh caulk to give it a fresher look, according to HGTV. Swapping out your shower doors for a trendier style can also provide the room new life and make it more appealing to prospective buyers.

5. Upgrade your appliances

Cost: \$2,500-\$25,000

Returned value: 52% of renovation cost

Another relatively cheap way to renovate is to take stock of your current appliances. If your oven and fridge have been with you since the 90s, it's an excellent time to consider an upgrade — especially since buyers may be turned off by dated fixtures.

You don't have to spend a lot of money on brand new, top-of-the-line models. Check out second-hand appliance shops and online listings to find deals on gently used, new-to-you appliances with the functionality buyers will expect. Opt for matching, energy-efficient options to increase your home's competitiveness.

6. Add on a deck

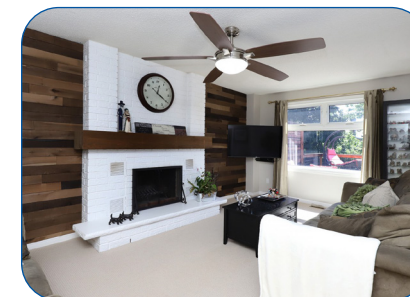
Cost: \$1,200-\$14,000

Returned value: 82% of renovation cost

The cost to build a deck varies depending on how big it is and the materials you use. Prices range from about \$15 a square foot up to \$35 a square foot, according to HGTV. If you have an existing deck that just needs some reinforcing or a new finish, your return on investment may be much higher since the costs are lower to turn the space into a standout element of the home.

Decks and porches are great to have because they can help buyers envision their lives at the house. When they can picture themselves entertaining or relaxing in the space, it makes the home more appealing.

Casey Morris is a writer for MoneyGeek.



SOLD IN 2 DAYS FOR 104% OF LIST PRICE WITH FOUR OFFERS

Well Maintained Family Home In Clearview. Barnboard Feature to open Family Room, 4 Large Bedrooms, Separate Office Or Living Room. Roof (20), Carpet (20), Furnace/Ac (12), Windows/- Doors(10), New Deck (14) With Gas Line To BBQ.

YOUR TOWN OF OAKVILLE & HALTON REGIONAL WARD #3 COUNCILORS



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For any concerns or suggestions in Ward 3, please contact your local and regional councilors



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