

*Ernie MacMaster*



## ***Ernie MacMaster's Newsletter – August, 2020***

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Hello and welcome to my August, 2020 Newsletter. Each edition of this newsletter will contain a variety of information regarding buying and selling a property and properties currently available. Call on my experience, know how and complete extensive knowledge of our marketplace. View great free Real Estate tips on buying, selling, staging, moving and testimonials from hundreds of satisfied customers on my website at [www.erniemacmaster.com](http://www.erniemacmaster.com)!

***Virtual Tours, Slide Shows, Photos & Feature Sheets for all my listings can be viewed at [www.erniemacmaster.com](http://www.erniemacmaster.com)***

**More Listings Needed for My Clients / Buyers**

**Contact Me For A *FREE* Property Evaluation**

***Did You Know...***

***"It is the greatest personal reward for me as an agent to receive a referral from a past customer or to do repeat business with a client."***

***In all my years as a Real Estate Professional dating back to 1980, I've been through many cycles. But one thing has remained constant: When hired by someone to perform a service, you must give 100% of yourself to provide that service.***

***Allow me to provide you with the same Award Winning Service.***

Royal LePage: National home prices rise sharply in second quarter as housing supply struggles to keep up with surge in demand. ([Read more...](#))

GTA real estate prices heat up despite pandemic disruption during the second quarter ([Read more...](#))



## Home Buying & Selling Pitfalls



The real estate market can be complicated for first-time home buyers and sellers. There is a lot of information to navigate and decisions to make. Test your knowledge below and learn the facts and fiction about home buying and selling.

When choosing a real estate professional to work with, you can assume that everyone working in your area will offer the same types of services.

Fiction: Ontario has over 65,000 registered real estate professionals, with a broad range of approaches to the buying and selling process. Meet with a few representatives before settling on one, and make sure you feel comfortable with them and their approach to the process. Also be sure to get references to learn about others' experiences with the salesperson.

Signing a buyer representation or listing agreement with a brokerage doesn't stop you from working with another brokerage at the same time.

Fiction: When you sign a buyer representation or listing agreement with a brokerage, it is a legally binding contract that commits you to working with that brokerage, and no other brokerage, for an agreed amount of time. That's why it's important to make sure you understand and support all the details in your agreement, and that everything you have discussed verbally is put in writing.

Having an open house can come with risks if you're not mindful.

Fact: Holding an open house is a great way to increase exposure to potential buyers. But the potential for theft or damage is there. Planning is vital. Communicate early and openly with your registered real estate professional about how the open house will work. Discuss having a sign-in sheet for visitors, and remove all medications, portable electronics, small valuables and identification from every room in your home.

### ***Ernie's Commitment To You***

"I will work for you full-time, as your professional sales representative, to sell your house for the highest possible price and to provide you with 'How to' tips to prepare or stage your home for selling using my extensive background to make this a smooth and pleasant experience."

"Please feel free to contact me to arrange for a complimentary property evaluation. I look forward to assisting you with all your real estate needs."

### ***Making Your Dream Home A Reality***

Buying a home can be a bit overwhelming. There's so much to think about and do. So, it's important that you have someone you can trust to make the process as smooth as possible and offer expert advice.

Since 1980, I have been helping people find their dream homes and guiding them every step of the way – from determining what you can afford and showing you homes that match your wants and needs to presenting an offer and closing the sale.

**Visit my Website at [www.erniemacmaster.com](http://www.erniemacmaster.com)!**



## ***Home Staging Tips:***

Look at your home as though you're seeing it for the first time. Is every room neat, spotlessly clean, dusted and uncluttered?

Steam clean carpets and wax floors. Wash walls, heating and A/C vents and light fixtures.

Pay special attention to your bathroom and kitchen - make sure that tile grout is mildew free and baseboards scrubbed.

Clean the refrigerator and stove as well as the washer and dryer (inside and out).

## ***How To Choose A Great Real Estate Agent:***

- **Past Performance - a Solid track record**
- **Proven results (numerous testimonials)**
  - **Complete knowledge of local market**
  - **Full time commitment in industry**
- **Royal LePage is the largest Canadian Real Estate Company**
  - **Visit my Website at [www.erniemacmaster.com](http://www.erniemacmaster.com)!**
- **You deserve the best. Call me for an evaluation of your home.**

### **Making an Offer to Purchase**

When you find the home that's right for you, your next step is to make an offer to purchase the home from the current owner. The owner can accept your offer, make changes to the offer and present you with a counter-offer, or reject the offer.

### **The Offer to Purchase**

The Offer to Purchase is a legally binding agreement between you and the person selling the house. It's a good idea to have your lawyer review the offer with you before it is presented to the seller. It sets out:

- **Your name.**
- **The seller's name.**
- **The address or legal description of the property.**
- **The price you are prepared to pay for the home.**
- **The items you expect to be included in the purchase price.**
- **The amount of your cash deposit.**
- **Your financing arrangements, such as your mortgage.**
- **The closing date.**
- **Specific terms or conditions that must be met as part of the purchase.**
- **A time limit for meeting these conditions.**

Discuss the Offer to Purchase with your lawyer before you sign it. Remember, it becomes a legally binding agreement the moment it is accepted. If you decide to cancel an offer that has already been accepted, you could lose your deposit and the person selling the home could sue you for damages. If the seller does not accept your offer, your deposit will be returned.

**SOLD OVER ASKING PRICE:**

**944 Wingarden Cr., Pickering - \$715,988**



**SOLD OVER ASKING PRICE:**

**599 Park Crescent, Pickering - \$599,900**



**SOLD IN ONE DAY:**

**603 Park Crescent, Pickering**



**SOLD OVER ASKING PRICE IN 1 DAY:**

**2044 Blue Ridge Crescent, Pickering**



**SOLD:**

**18 Hillcrest Avenue 1508 , Toronto**



**SOLD:**

**29 Muir Drive, Toronto**



**Ernie has consistently been an award winner since 1980, including the Master Sales Award and the Presidents Gold Award as well as the Award of Excellence. Ernie also holds a Real Estate Planners Certificate and is an excellent choice to help you with your next move.**

*I will work for you as your professional sales representative to sell your house for the highest possible price and to provide you with 'How to' tips to prepare or stage your home for selling using my extensive background to make this a smooth and pleasant experience.*