



SPRING IS JUST AROUND THE CORNER!



### Ontario's New Land Transfer Tax Rebate for First-Time Home Buyers

First-time home buyers are now eligible for a \$4,000 rebate.

Effective Jan. 1, 2017, Ontario has doubled the land transfer tax (LLT) rebate for first-time home buyers from \$2,000 to \$4,000. That means that a first-time home buyer will pay NO provincial tax on homes sold for \$368,000 or less.

Ontario Realtors lobbied hard for the improved rebate and we are very proud to promote it to first-time buyers.

To help promote this new rebate we've created a website with an informative video and calculator that can help clients figure out how much tax relief they can claim on their first home.

As a realtor, I know home ownership is part of the Canadian Dream. The benefits of home ownership are why we fight so hard to protect it and make it more affordable for young families.

So take a minute and visit [www.FirstHomeRebate.ca](http://www.FirstHomeRebate.ca) and share it with your friends and family and be proud that Ontario Realtors are fighting to make home ownership more affordable.

Lysanne Brault, Your Broker for Life

### WHAT'S IN THE NEWSLETTER

#### Ontario's New LTT Rebate for 1<sup>st</sup> Time Buyers/No-Nonsense How to Best Prepare Your Home to Sell/A little Funny or Insight

Ottawa Board Residential & Condominium Sales Year-To-Date up to Feb. 2017 and % change since last year

TYPE	# UNITS 2017	# UNITS 2016	% OF CHANGE
1.5 Storey	47	29	62.1
2 Storey	759	648	17.1
3 Storey	66	74	-10.8
Bungalow	327	289	13.1
Double/SBS	4	3	33.3
Duplex-Up/Down	10	6	66.7
Hi-Ranch	42	51	-17.6
Split	59	64	-7.8
Other	2	8	-75.0
Condominium	352	326	8.0

*\*\*The Board cautions that averages sale price information can be useful in establishing trends over time but should not be used as an indicator that specific properties have increased or decreased in value. The average sale price is calculated based on the total dollar volume of all properties sold.*

## No-nonsense How to Best Prepare Your Home to Sell

There is a lot of fancy advice on this topic. Here is the Executive summary to sensible Staging!

My staging services are free for clients that will list with me and are at a reasonable fee otherwise.

1. Start early ( one or two season ahead is a good time to start)
2. De-clutter, 3 bins solution: through away pile/ Value Village, store pile ( on or off site), give to friend or family member
3. Keep surfaces, floors and counters clear of most non-essential items. If they are necessary for your daily life, put it in a close by cupboard
4. Paint.... Paint .... Paint! Refresh that look , looking not just for beat up walls or trim but also update the colour to a modern look and feel
5. Before putting picture frames on the wall, ensure they are at eye level, appropriate topics, frames colour and size fit with the décor you have created
6. Remove all furniture which deter from the effect you want to create
7. Shop kijiji (or the like), discount stores for affordable temporary complementary furniture items
8. Replace that old worn out carpet with modern carpet or better flooring
9. Ensure lighting is good in all rooms- change those fixtures ( again, you would be surprised what you can find online)
10. Repair any tripping hazard outside
11. Repair cracks and ensure the walkways and driveways are not a deterrent to the sale. They are the first thing the buyer will see.
12. For all repairs for major \$ items or sensitive nature- Keep bills and use professionals- you will be answering a third party (buyer's) questions.
13. Clean and keep it clean

Lysanne Brault  
Your broker for life

## **Residential and Condominium Sales (Year-to-date up to Feb. 2017) And % change over last year**

PRICE RANGE	2017 # OF SALES	2016 # OF SALES	% CHANGE
Under \$100,000	21	17	23.520
\$100,000-\$124,999	20	15	33.3
\$125,000-\$149,999	36	39	-7.7
\$150,000-\$174,999	60	59	1.7
\$175,000-\$199,999	81	72	12.5
\$200,000-\$224,999	94	78	20.5
\$225,000-\$249,999	80	71	12.7
\$250,000-\$274,999	94	120	-21.7
\$275,000-\$299,999	129	131	-1.5
\$300,000-\$349,999	315	266	18.4
\$350,000-\$399,999	185	206	-10.2
\$400,000-\$449,999	175	143	22.4
\$450,000-\$499,999	104	71	46.5
\$500,000-\$749,999	207	174	19.0
\$750,000-\$1 Million	45	32	40.6
Over \$1 Million	29	12	141.7
Total	1,675	1,506	11.2

## **A little funny or insight**

Did you know....

9 out of 10 living creatures live in the ocean!