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JACKIE NIXON

Broker

877-623-6002



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Not intended to solicit those currently under contract with a brokerage.

# Opening The Door To Your Next Home

Summer 2019

## A Few Quick Tips On Curb Appeal

Curb appeal is the first impression of your home especially when you are trying to sell it. Make it count and woo in buyers to come inside. You are probably thinking curb appeal is the last thing on your mind. Why should you spend any time on the outside when the inside is good enough? Because the first impression people make is the one they will stick with. Buyers make an opinion within 8-10 seconds of seeing the home. When they pull up to the home, the curb appeal is the first thing they see. If the outside isn't taken care of, then what makes the buyer think the inside is well maintained?



Here are a few tips on how you can make a great first impression with your curb appeal:

- ◆ Mow the lawn - Tall grass is an indication that you no longer live there or don't care. Either one is bad. If you had to move out before selling your home, have a lawn service come over weekly to keep the grounds maintained.
- ◆ Mulch beds - If you have flower beds in the front of your home, rake up the mulch so it looks fresh. Make sure the mulch has not receded to the point of showing bare ground. Add more if needed.
- ◆ Get rid of weeds - Weeding can be an almost weekly chore, but it makes such a difference if you have a beautiful garden. Weeds are like clutter in a garden. Pick them out to show off the plants and shrubs.
- ◆ Power wash sidewalks/house - Hire out or rent a power washer to get your sidewalks and siding cleaned. It is the easiest way to freshen up the outside without painting. Just like you scrubbed those kitchen counters and stove, the sidewalk and siding need that same elbow grease.
- ◆ Cut shrubs back away from the house - I've seen many houses where the shrubs are planted right next to the house and they seem to swallow up the home! Cut them back so that you can actually see the house. If you have tall trees in front of the house, lift the tree canopy by cutting the lower limbs so you can see the home as well.
- ◆ Remove cobwebs and insect homes (wasp nests) - Walk around your home and sweep away the cobwebs. If you power wash your home, you may have already gotten them. Pay particular attention to any potential wasp nests under the eaves and remove them. Not only will it help clean up the house, but you don't have to worry about getting stung later. If you have an infestation, call a professional to remove them right away.



◆ House numbers need to be visible - Nothing is more frustrating than looking for house numbers. Be sure to put the numbers on the door or just beside it. Make sure your mailbox has numbers on it too.

◆ Front door stands out - It is amazing how many homes have multiple doors on the front of the house. Make sure there is a clear path to the front door and nothing hides it like bushes or potted plants. Give your front door a fresh coat of paint if it needs it.

Again we are trying to woo the buyer into coming into the home. If they have to walk through a jungle to get to the front, it could scare them away. Polish up that curb appeal and you will be on your way to moving out quickly.

Full article: [EzineArticles.com](http://EzineArticles.com)

## ***Your Complimentary Current Market Analysis***

As your Neighbourhood Realtor I am always happy to provide you with a comparable market analysis of your property. So please do not hesitate to call. I will be happy to assess the current market value of your home and talk about any Real Estate queries you may have.

It's always a pleasure! Contact Jackie Nixon 905-623-6000



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## My Commitment To You:

*As your Real Estate Representative, I promise to provide you with personal attention and excellent service before, during and after any transactions have been completed.*

*I am committed to being your real estate agent!*

*If you, your friends or family members are looking to buy or sell a home, I would be pleased to provide a free, no-obligation market analysis. Please call me and let me know how I can help!*

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# Opening The Door To Your Next Home

## Market Statistics

The new President of the TREB, Michael Collins, announced that Greater Toronto Area REALTORS® reported 8,860 sales through TREB's MLS® System in June 2019, representing a 10.4% increase compared to June 2018. Over the same time period, total new listings remained at a similar level for the month of June and active listings at month-end were down by 5.7%.

## Summary of Home Transactions in Durham Region

	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	1,959	2,320	98%	22
Ajax	321	300	99%	17
Brock	47	106	96%	36
Clarington	331	399	98%	22
Oshawa	500	586	99%	23
Pickering	247	302	98%	19
Scugog	68	129	97%	42
Uxbridge	61	115	97%	36
Whitby	384	383	99%	17

Sales & new listings statistics for the first half of 2019 compared to the same period in 2018 painted a similar story to that of June. Sales were up by 8.5%, while new listings were up by less than 1%. This shows that sales accounted for a greater share of listings compared to last year, which means that competition between buyers increased, resulting in renewed price growth in many segments of the market.

"As I start my term as President of the Toronto Real Estate Board, I am proud to say that the Greater Toronto Area continues to grow, in terms of employment, population and overall diversity. As people are attracted to our region from all around the world, they obviously need a place to live. Over the next year, as demand for ownership and rental housing continues to grow, my hope is that we will see more movement from policy makers on two fronts: alleviating the constrained supply of housing and providing more flexibility around demand-side policies, including the OSFI two percentage point mortgage stress test and allowable amortization periods on insured mortgages," said Mr. Collins.

The overall average selling price in June 2019 was \$832,703 – up by 3% compared to the average of \$808,066 in June 2018. Price growth was driven by the higher density market segments, including semi-detached houses, townhouses and condominium apartments. The MLS® Home Price Index Composite Benchmark was up by a similar annual rate of 3.6%. For the first half of 2019, the average selling price was \$810,661, representing an increase of 2.4% compared to the first half of 2018.

Read the full market report visit [www.JackieNixon.com](http://www.JackieNixon.com)

## Recipe of the Month — *Green Goddess Quinoa Summer Salad*

Simple, healthy, and extremely adaptable to whatever veggies you have on hand! Our family LOVES this recipe.

### Ingredients

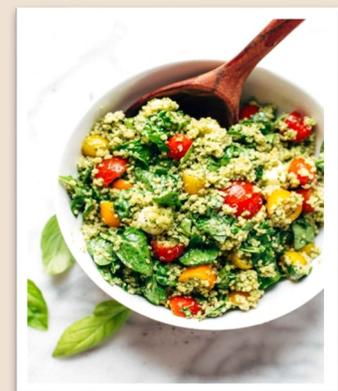
- ◆ 2 cups cooked quinoa
- ◆ 2 cups halved cherry tomatoes
- ◆ 2 cups spinach leaves
- ◆ 1/2 cup (or more, to taste) Magic Green Sauce or Avocado Cilantro Dressing

### Add-ins

- ◆ fresh Mozzarella cheese, cut into bite sized pieces
- ◆ grilled veggies— asparagus or peppers
- ◆ grilled chicken or other protein

### Instructions

- ◆ Cook the quinoa in advance if you can – it tastes best when it's had a few hours to cool.
- ◆ Toss all ingredients together to combine! If the Magic Green Sauce is too thick to toss together with the other ingredients, just add a little water or oil to the bowl and it should toss together smoothly.



Source: [pinchofyum.com](http://pinchofyum.com)

Compliments of Jackie Nixon RE/MAX Rouge 905-623-6000

RE/MAX Rouge River Realty Ltd, Brokerage, with offices in Toronto, Ajax, Whitby, Oshawa, Bowmanville, Newcastle, Colborne