

# Property

# Lines



## TWAS THE NIGHT BEFORE CHRISTMAS

As sellers look at their December calendars they may start to entertain the thought of taking their home off the market for the holidays. Seasonal obligations such as gift shopping, entertaining friends and family and decorating the house may become foremost in their minds.

Every year REALTORS® are asked if it would be a wise choice to “give it a rest” during this time. After all, who wants the extra pressure of keeping their home in pristine “show-ready” condition? Maybe it would be just better to call it quits and start fresh in January...right?

Well, wait a minute! Maybe not. Sales may appear to be down during December but things aren't always what they seem. In fact, buyers who are actively looking during the holidays are that much more serious in procuring a home. Many couples take time off work during this period and this is a prime opportunity for them to view homes together. There are other “busy” periods throughout the year such as summer vacations, autumn back-to-school activities and such but the real estate market perseveres during these times. Buyers' needs and time schedules differ greatly so a December sale can definitely become a reality.

Certainly job transferees often don't have a choice in when they can leave for their new destination and must buy no matter what time of year it is. These families need a home now and obviously, your home must be on the market to capture these shoppers. Also, many people who visit for the holidays are

looking for second homes, an investment or for a place for permanent relocation. One would want to make their home available to these buyers too.

When is your home ever more beautiful and inviting? You have cleaned and decorated and it looks postcard perfect. Allowing purchasers to view it during this most hospitable of seasons lets them better picture their own family life in the attractive environment you have created. Buyers can be more emotional during the holidays and often base their decision on the warmth and good feelings they receive when viewing the home.

Buyers usually have fewer residences to choose from during the holidays, so your property would have less competition. You may find you have more showings, thus, a better chance of a sale than you would if you marketed your home in another season where the housing inventory may be higher. Also, by selling now, sellers have the opportunity to buy in the first few months of the New Year when it is usual for more properties to be on the market to choose from.

Let us not forget that many buyers in Canada don't celebrate a holiday in December. Many different cultures treat December like any other month and are actively searching for an appropriate abode. You can certainly block off “no showing days” should you feel you want quiet time.

So, before you take your property off the market, it is important to consider the above and remember that homes have and do sell even on Christmas Eve!



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*not a creature was stirring, not even a . . .*

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**Jennifer McIver**

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### B.C. – LIKE IT WAS

- The artist, Emily Carr, participated in Victoria's pre-war boom by constructing Hill House, a small apartment building near Beacon Hill Park. Even though her artwork is now worth a lot of money, it wasn't so during her lifetime. She found it hard to make ends meet. To earn extra income, she raised English bob-tail sheep dogs – in total more than three hundred of them – in the backyard kennel of Hill House. It was said that she had an easier time getting along with her dogs than her tenants.
- Five weeks after the great fire in 1886 in Vancouver, a printer's shop and a furniture store had opened on Cordova Street. By the end of the year, Cordova and nearby Carrall and Water Streets boasted twenty-three hotels, fourteen office buildings, fifty-one stores, two stables, nine saloons and one church.
- In 1851 when he arrived on Vancouver Island, Robert Dunsmuir was an indentured coal miner. By the time he died in 1888, he was British Columbia's first millionaire. As a monument to his success he had built for himself and family easily the most expensive private residence in the province - it cost half a million dollars. "Craigdarroch" today is a tourist attraction in Victoria.
- On June 1, 1948, the Fraser River peaked at twenty-four feet eleven inches. More than 50,000 acres were under water. At Mission, the Fraser was a ten mile wide lake. Thousands were homeless. To one observer, the valley was "eighty miles of misery."
- The highway through the Fraser Canyon, two feet narrower than the old wagon road, opened in May 1927. In 1906, two hundred motor vehicles were registered in B.C.; by 1930, the number had risen to almost a hundred thousand. Travelling the canyon highway remained precarious to drive until the 1960s, when the roadway was upgraded to Trans Canada Highway standards.

### LOVE CAN BE KEY TO HOME OWNERSHIP

A recent national survey commissioned by Better Homes and Gardens Real Estate has found that baby boomers are part of a growing trend in which they are helping their children or grandchildren become home buyers.

According to the survey, one in five baby boomers has already gifted, loaned or co-signed a loan to support their children or grandchildren in purchasing a home, and more than two-thirds of baby boomers want to provide this type of support in the future.

Aside from the good investment rationale, baby boomer respondents cited that the willingness to provide financial support was because of love.

Highest interest in providing support is reported among younger (age 45-54) more affluent (household income of \$75,000+) baby boomers who have at least one adult child (age 18-34).



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### At Home In South Delta

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