



# We keep hearing about the price of waiting...”

Many people worry about finding their next home, or the rates remaining high. But there’s a price to waiting. This might be the best time to get top dollar for your home.

## The Price **Sellers** Pay for Waiting

- More competition — a projected 10.4% increase in sellers in 2024.
- More competition from new construction — new home sales are projected to keep rising.
- More risk for expensive repairs that can wipe out savings.

## The Price **Buyers** Pay for Waiting

- The cost of buying a home has risen steadily almost every year since 2005.
- The national average home price is expected to rise to \$694,173 (up 2.3% from last year.)
- Average renter pays \$2,100 a month — all while losing out on building equity.



### Impact of waiting for lower rates

	BUY NOW	BUY LATER
<b>PRICE</b>	\$650,000	\$700,000
<b>RATE</b>	5.5%	4.75%
<b>20% DOWN</b>	\$130,000	\$140,000
<b>MORTGAGE</b>	\$2,953 /mo	\$2,921 /mo

### Good news!

As rates continue to normalize, and more new homes are being built, buyers and sellers will be on the move. But don’t try to time the market. Get your house in order (actual or financial) to get ahead of the crowd.

# Taking Care of Our Most Valuable Asset

A pristine house (and yard) helps it sell for more money. It also helps reduce stress, overwhelm and even neighbourly disputes.

## Boost your curb appeal

- Tidy your landscaping (lawn, hedges, trees, etc.)
- Pressure wash the exterior
- Maintain lighting, windows, shutters, doors and trim

## Don't forget the inside

- Fix the squeaky doors, broken cabinet handles, etc.
- Do a deep clean
- Check and clean HVAC systems

67%

of Canadians say owning a home is a priority for them, whether now or in the future.



Landscaping can have a major impact on home value.

If you or someone you know is considering a move, feel free to contact me with any questions. I'm here to offer clear, concise information you can trust. I also belong to a network of top real estate professionals, and I can connect you to one wherever you're looking to go.