



# THE LONG LAKE SHORELINE

**MARKET REPORT** by Jim Pomeroy, Sales Representative | REALTOR®



## When the Home You Want is Outside your Budget

Imagine taking the time to research the most desirable neighbourhoods for you and your family, as well as the type and size of property that will meet your wants and needs, only to discover homes like that are outside your price range.

That can be disheartening, to say the least. But, all is not lost. In fact, there are many things you can do to help you find your dream home. Here are just a few ideas:

**Consider alternative neighbourhoods.** There may be neighbourhoods that have much the same characteristics as the ones you're currently considering, but with lower home

prices. Take a look in those areas.

**Rethink the type of property you want.** Will you settle for three bedrooms instead of four? A smaller backyard? An unfinished basement? A property not backing up to greenspace? If you cut back on property features just a little, you might find a home in the same area that's less expensive.

**Talk to your mortgage advisor.** You may qualify for a higher mortgage with payments that still fit your budget. There may even be better rates or terms available. See if there is a way to comfortably increase your price range.

**Consider a fixer-upper.** There may be listed

homes in your desired neighbourhoods that don't show well due to maintenance issues or simply needing upgrades. These homes tend to attract fewer buyers and sell for less than comparable "move-in ready" properties.

**Adjust your expectations.** When you search for a home within your price range, you may not get everything you're looking for, but chances are you can get most of what you want. That usually ends up being a win!

Want more tips on finding your next dream home? Call me.

## Creating the Right Ambiance when Showing your Home

When you visit some high-end furniture stores, you'll notice they've gone to great lengths to create the right ambiance. There's soft music playing in the background. The lighting is pleasant. Even the furniture for sale is displayed in such a way as to optimize the shopping experience.

Retailers create this atmosphere for a reason. It works! You can, and should, do the same thing when selling your property.

When preparing your home for a

viewing, try these ideas:

- Have soft instrumental music playing in the background. The ideal place is the living room or family room.
- Make sure the lighting is soft throughout, yet bright enough to ensure every room can be seen and appreciated easily.
- Open coverings on main windows, particularly those with an attractive view.
- If you have pets or other sources of potential odours, air out your home at least

two hours before a buyer visits.

- Use the latest techniques for staging your property, particularly the main floor.
- Depersonalize as much as possible. You want buyers to visualize themselves living there, and family pictures on the fireplace mantel might make that difficult.

I have other tips for making your home attractive to buyers. Call me today!

### Words of Wisdom

*"You gain strength, courage, and confidence by every experience in which you really stop to look fear in the face."*

**Eleanor Roosevelt**

*"No matter how good you get you can, always get better – and that's the exciting part."*

**Tiger Woods**

### Thinking about moving?

Moving may be the farthest thing from your mind. But, if it's something you're considering within the next year, let's talk. I'll answer your questions and determine the kind of new home you qualify for.

**Jim Pomeroy**, Sales Representative | REALTOR®

Here for you, every step of the way.

Call Today

902.943.7588

[www.JimPomeroy.ca](http://www.JimPomeroy.ca)



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## COMMUNITY CORNER

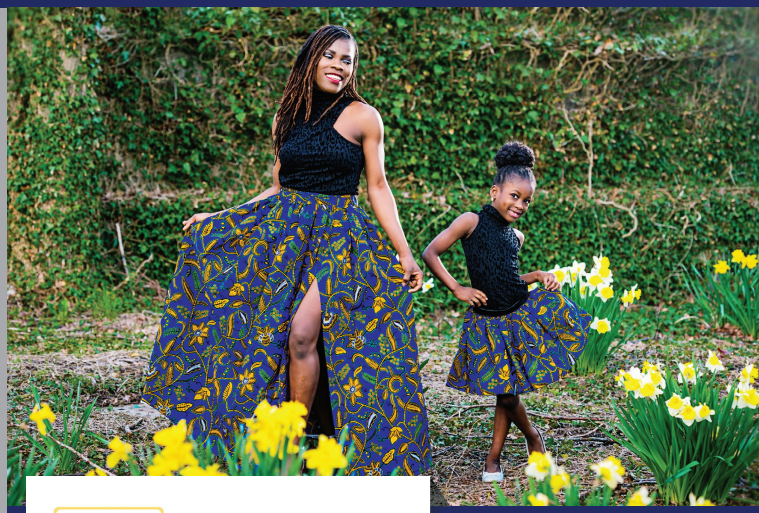
As the season changes and the weather improves, you might be considering making a move.

If so, please give me a call. As a real estate agent who focuses on this neighbourhood, I can answer your questions and provide all the information you'll need to make an informed decision, including the predicted selling price of your property.

Contact me anytime!

Jim Pomeroy

### Small Business Highlight: MichNat Fashion



**Michnat**  
fashion

902.580.0380

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www.michnatfashion.com

**MichNat Fashion** is an Afrocentric clothing brand that makes ready-to-wear and custom-made designs. Our designs are trendy and fashionable which incorporates diversity that reflects African values and culture.

MichNat Fashion was conceived out of passion for fashion, creativity and innovation to meet the existing gaps for the growing demand of Afrocentric wears influenced by the increasing population of African immigrants here in Nova Scotia. Our business is to make our customers look good in the comfort of their skin using 100% African prints to deliver modern and trendy styles. These fabrics are versatile and can be used for contemporary designs.

One of our goals at MichNat is to showcase and celebrate African culture to the world and also for non-Africans to embrace the beauty of African culture.

Our customers are African immigrants who still want to rock and wear their comfortable African prints, the African Canadians/Caribbeans who feel connected and appreciate their ancestral heritage and also every other individual who appreciates and would like to explore the beauty, richness, vibrant and colourful African prints.

**Promo code: Coldwellbanker2104 (15% off purchase price).**

**Promo duration: April 1-17, 2021.**

Own a small business and/or would like to have a community event that is coming up highlighted at no charge? **Give me a call.**

## Do You Know What Your House Is Really Worth?

Call today for a complimentary, no obligation Real Estate Check-Up.

Cars get tune-ups, furnaces get maintenance and you see your doctor and dentist at least once a year, but did you know that your real estate investment needs a periodic check-up too?

Your home is probably one of your largest assets. That's why it's important for you to keep up-to-date on market trends in your immediate area.

**Don't wait until the last minute – call today and we'll review:**

- The current resale value of your house.
- Helpful hints on improving the value of your house.



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