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ISSUE #65

MARCH 2024

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"Your home is the biggest investment of your life!" Does this sound familiar?

It's a true sentiment for many retirees. When it comes time to downsize one's home after years of raising a family and living in the same neighbourhood, the monetary amount they receive is incredibly important! This money then goes towards the future. For example, some may need the funds to pay for long-term care or retirement living facilities which can cost upwards of \$4,000 a month!

Since becoming a real estate agent I've seen far too many people undersell their homes due to a lack of knowledge of today's real estate market. Some elderly sellers miss out on \$50,000 - \$60,000 in sale price. I don't have to explain how detrimental this can be for someone's quality of life after leaving their home. Most retirees aren't as educated as necessary in the new age of real estate. They may know someone in the business from 40 years ago. While experience networking and selling homes remains important, a lack of experience in marketing and social media can be detrimental when it comes to achieving the highest dollar value for one's home.

Being a successful real estate agent used to be all about the people you know, solely about word of mouth and shaking hands. Before the internet, you would sell a house because of how connected you were. You knew the sellers of the home and you connected them with buyers that you also knew. But the market has CHANGED. In this era of real estate, you need to be thoroughly versed in the importance of social media reach and consumer perception.

(Selling Their House)

Here are the 5 MUST-HAVES that very few agents in Sudbury are executing:

1. Professional Staging

On average, a staged home sells for 6% more if has been effectively staged. This means, replacing older furniture pieces with modernized pieces (if able), adding artwork and decor pieces, new paint where needed, and even plants to help the photos really pop. Our stagers will also recommend areas to declutter and rearrange pieces to open up a space! In the Sudbury market, we are the ONLY brokerage/team with enough furniture to stage more than 2 homes at a time. We have a full warehouse of curated pieces for our professional stagers to utilize.

2. Professional Photos

This is the absolute minimum. Look at the difference below. Which house would you be more interested in viewing, or possibly purchasing? It pains me to see new listings with low-quality photos. All agents should provide this for their valued clients. The first place anyone sees a home listing is online. This first impression online is so important!

3. Professional Videos

Our brokerage was the first to offer video services with all of our listings. We are well aware of the importance of this step! Just as high-quality photos are necessary for online marketing, high-quality videos make all the difference in a home's listing campaign! Statistics show that video marketing helps to generate 66% more qualified leads for homes per year. The more views a video generates, the more potential buyers you reach.

4. Virtual Tour

Right now, more and more of the population is buying homes sight unseen. A virtual tour allows buyers can see the layout of a home as though they were walking through it in real-time. This aspect of a listing can be a huge asset when selling your home. Every offer that you generate can help to increase the sale price of your home, especially as our real estate board practices blind bidding.

5. Online Marketing and Social Media Presence

We don't just post photos online anymore. Despite having the largest organic reach of any realtor or team in Sudbury, we also pay thousands of dollars to market a new property. Our team employs social media specialists that create customized marketing plans for all of our listings to target specific buyers. We also utilize highly curated email campaigns to notify our pre-existing network of hundreds of qualified buyers and agents whenever a new listing hits the market! We have been focusing heavily on online marketing for the last several years, and continually learn and implement new strategies as the real estate market evolves.

If you are selling your home, or have a family member selling their home, I can't emphasize the importance of not skipping any of these steps. Please interview potential real estate agents and their teams to ensure they have all of your best interests at heart, and the capacity to ensure you get the most for your homes.

In a hot market, every home will sell. The true question is, will you be getting the most amount of money for your home? Make sure you aren't leaving any money on the table when it comes to selling one of your largest assets. Below is a perfect example of a client who sold their house \$120,000 higher than it was previously listed with an out-of-town agent with poor listing practices.

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10 NB 2:00	11	12	13	14	15 OSH 7:05	16 BAR 7:30
17 OS 2:00	18	19	20		22 BAR 7:05	23 NIA 7:00
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					1	2
3	4	5 LDN 7:00	6	7	8	9 ALL-STAR GAME
10	11	12	13	14	15	16 REA 7:00
17	18	19	20	21	22	23 KW 7:00
24 WSR 2:00	25	26	27	28	29	30 LEB 7:00
31						

04 APRIL

SUN	MON	TUE	WED	THU	FRI	SAT
	1	2	3	4	5	6 NR 7:00
7 GC 2:00	8	9	10	11	12	13 LA 7:00
14 LA 2:00	15	16	17	18 NR 7:00	19	20 NR 2:00
21 NR 2:00	22	23	24	25	26	27 KW 7:00
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March 2024 Horoscope



ARIES

Aries speaks forthrightly in June and is in constant danger of getting into arguments and offending companions. Now would be a good time to do some firey writing. In conversations however, be aware that you can come off sounding dogmatic and arrogant, or stiff-necked with fixed ideas. Show some sincere interest in how the other guy thinks and feels, and what's behind the formation of his viewpoints. Grant everyone the space to have their own worldview, heartfelt beliefs, and spiritual growth path – you've been working on this theme for over 2 years, now's the time to master it!



TAURUS

Taurus gets a welcome respite from pressure in June. Give yourself some well-deserved relaxation with minimal responsibilities. Spend quality time with artistic or spiritually-minded friends, or just dreaming. You may be thinking about buying a new car now, replacing garden tools, or repairing your air conditioning or window screens. Do not overspend this month. Bypass fights with your mate or partner about money as well.



GEMINI

Gemini is full of vim and vinegar, with lots of energy to get into mischief during June. You speak in a forthright manner and call it honesty and telling it like it is, but do try to stay out of snafus that take a long time to repair or may involve threats of lawsuit. Your vision of what's possible and desirable is strong now, and you ARE a "keeper of the flame," but be prepared to revise your plans in the face of new developments. Ask close associates how your new plan is for them – surface their concerns sooner rather than later.



CANCER

Cancerians are full of plans behind the scenes. You're restless and itching to get going with your new agenda, but now's the time to tie up loose ends from the last year and to rest up in solitude in preparation for your new birthday year ahead. Use your extra energy to clean up, purge files and bookcases, catch up on your reading and correspondence, work your spiritual practice. Bliss and wisdom are yours for the taking now. Keep a journal of your inspired ideas – you may have several this month!



LEO

Leo plays the social scene in June, but look out who's feuding with whom! You may be surrounded by folks who have a bee in their bonnets, are not happy campers, or who have hair-trigger tempers. Just be your gracious self and manage business as-usual, creating an island of stability in the midst of an otherwise noisy scene. Mates and partners continue to rethink their lifestyle and may be eager to try out unconventional arrangements that allow you both more freedom.



VIRGO

Virgo revels in their mates and partners this month, praising their compassion, generosity, and willingness to stand by through thick and thin – they are truly a blessing to be appreciated! Now's the time to push out in public relations, or furthering your career or professional reputation. Don't push too hard though, lest you offend. Let people know you're there and what you stand for, but avoid jamming ideas down people's throats! In other words, get off your high horse!



LIBRA

June is a perfect time to pursue stimulating educational or spiritual interests. A church, academic degree program, metaphysical or meditation group could become a new passion. You just can't get too much information now and want to talk all about it, so frequent the library, bookstore, and/or coffeehouse to fill your voracious appetite for the best ideas. Relationship frustrations building for the last 2 years may come to a head this month and demand resolution from the courageous – take initiative to bring up neglected topics in your relationship.



SCORPIO

Joint finances and resources get lots of attention in June. How will debt and payments be handled? How to save for the future? Scorpios contemplating long-term relationships need to get prenuptial contracts in order now, and you may feel to act quickly under the well-considered advice of a lawyer. Even so, expect complications down the road, so try to cover various scenarios and what-ifs. If you don't have a will or trust, make one now on general principles and keep it revised as needed. Don't short circuit your energy with too much sex – if you're nervous or feeling strung-out, that may be why.



SAGITTARIUS

Relationships are intense in June, with many points of common values and vision, but also any number of disagreements and hitches. Try to keep a sense of humor and accentuate the positive! See what good is coming out of some strange situations. You're in a mood to purge the old and rebirth yourself into a new lifestyle. Several events of the recent past still weigh heavily on you, but your current associates spice up your life. Revel in your lovely home.



CAPRICORN

Capricorn may be putting out fires and doing crisis management in the workplace this month. Roll with the punches and trust your own good judgment, as well as your willingness to course-correct in front of others if your initial approach turns out not to be workable. Avoid muscle strain and maintain safety practices in connection with activities involving arms, hands, and eyes. June is a good month for Caps to attend to areas around the house that have fallen into neglect or disrepair – tie up loose ends there and feel a sense of wholesome accomplishment.



AQUARIUS

Aquarius is so excited about life you hardly know what to do with yourself! June is a good time to get away for a vacation, play some tennis, raquetball, badminton, take a short plane trip. Visit an oxygen bar, or try out a nutritional "smart drink" or fresh vegetable juices. Games, puzzles, and lectures also get the nod. Vow to end your association with people who make you feel small. I have a saying, "If something feels lousy, it probably is."



PISCES

Pisces has been on a roll in their relationships for some time now. You have also been enjoying personal growth and an expansion of your self-esteem. You're feeling comfortable, secure and a bit adventurous this month! Use June to mock up how you want to present yourself to the world, your image and self-expression. What do you want to BE, and what do you want to project? Go on, don't be shy – use your imagination and just let it rip! You'll be surprised at what begins to unfold easily and naturally for you.



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For Your Home, Business or Event

What Is the Best Way to Prevent a Pest Infestation?

Pests come in all shapes and sizes — from ants to cockroaches to rodents and bigger — but they are all alike in their search for food and shelter.

“One mans trash is another pests treasure.”

Keeping your home clean and tidy, both inside and outside, is the best way to prevent pests.

- 1. Regularly Dispose of Trash**
Your trash can look like an all-you-can-eat buffet to them!
- 2. Patch Exterior Holes**
Pest infestations happen when they have a way to get into your home.
- 3. Store Food in Secure Containers**
- 4. Deep Clean your Home**
- 5. Inspect your Landscaping**
Walk around your yard and keep an eye out on what might be inviting pests to enter your home. For example: woodpiles should be kept away from your exterior walls, gutters should be cleaned out regularly, grass should be trimmed down, etc.
- 6. Sanitize Soft Surfaces, Too**
When cleaning inside your house, go beyond wiping down the counters and floors. Beds, couches, rugs and more can all create safe havens for bedbugs. Anything that can fit inside the washing machine should get a regular sanitizing rinse. As for your mattress and cushions, start by thoroughly vacuuming them down.

Practicing these tips on a regular basis will help you avoid pests from choosing your home to begin with.

Say goodbye to unwanted guests (and keep them from coming back!)

E² is a professional pest control service provider offering tailored solutions to address specific pest problems in your home. We understand the unique challenges posed by local pests and implement strategies to eliminate them effectively.

Bed Bug Heat Treatment Specialists We're #1 in Northern Ontario.

Heat treatments are a safer, more effective bed bug treatment that kills all life stages of the beetle. This one-time 24-hour event allows us to kill all bed bugs in the area, including ones hiding in the cracks and crevices of furniture, baseboards, wallpaper and bedding. When you choose a heat treatment over spraying, you are choosing to avoid harmful chemicals in your home, and ensure no stragglers are left behind following the treatment.

Bed bugs have a million places to hide where vacuums and sprays can't reach. Treating with heat allows us to get rid of the problem fast so you and your family can rest easy again.



**Don't let the bed bugs bite.
Call to speak with one of our specialists.**

Have you tried our **BUZZKILL** PEST DETERRENT ESSENTIAL OIL CANDLES



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Our soy wax candles are made with blends of essential oils to deter bugs such as mosquitoes, black flies, horse flies and deer flies. Choose from a variety of scents, from our softer Calm & Conquer blend, to our stronger Bug Off or Triple Threat blends. Our candles can be burned indoors or outdoors and come in a variety of sizes from tealights to 32oz buckets.

Great for use on your patio, at camp, or during an outdoor event! Handcrafted here in Sudbury, Ontario. For a more personal protection against bugs, try our new essential oil bug bars! Simply rub on your skin to repel flies and mosquitoes naturally. Comes in a variety of scents such as citronella, lavender, peppermint as well as our secret blends, Calm & Conquer, Bug Off and Triple Threat!

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While a traditional and rigid approach to Shakespeare clashes with their perspectives, the Indigenous students begin to draw parallels between their own lives and the characters in the play. Discover alongside them themes of resilience and defiance against colonial expectations. As Shakespeare’s bittersweet comedy is dissected, 1939 evolves into a powerful statement of self-determination and a bold reclaiming of cultural identity.



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