

TEAM WEIR NEWSLETTER



DAVID'S UPDATE

Well as you all probably know the real estate market in Canada, and in a lot of the US, has quickly changed from a crazy Seller's Market to an amazing Buyer's Market. Great for Buyer's if you can afford the mortgage payments given the 8 mortgage rate increases over the last few months.

If there was ever a time for real estate buyers and sellers to consult a Realtor, before making a large financial decision, it is now. Weir here 24/7.

David Weir

Your #1 Choice For Real Estate Services in Quinte
Serving Trenton, Quinte West, Belleville & Brighton



QUINTE REAL ESTATE NEWS

Here are some stats that will help give you an idea of what has happened in the last 12 months.

January 2022 vs January 2023*

- 47% less properties sold in January 2023 vs January 2022
- The average sale price is down 19.3% in 2023 vs 2022
- Active residential listings have more than doubled in January 2022 vs 2023 - good for buyers

*based on local MLS Statistics from QDAR



BREAKING NEWS

QDAR reports quiet home sales in January

<https://inquire.ca/story/qdar-reports-quiet-home-sales-in-january>

Home sales in Canada post worst start to the year since 2009: CREA

<https://www.thestar.com/business/2023/02/15/canadian-press-newsalert-worst-january-for-home-sales-since-2009-crea-reports.html?rf>

National Statistics

<https://creastats.crea.ca/en-CA/>



DOES YOUR HOME STILL MATCH YOUR LIFESTYLE?

'Weir'
SOLD

When you purchased your current home, chances are it was a good match for your lifestyle. It had the space you needed, the features you wanted, and a location that worked for you..

But for most people, lifestyle and needs evolve through the years. Kids get older. Jobs or careers change. People take on new hobbies and other interests. As a result, the home that was ideal a few years ago may not fit with your current lifestyle.

That doesn't necessarily mean you need to shop for a new home! However, it may mean that it's worth taking a look at the market and seeing what's possible.

If, however, your home is no longer a good fit, you have options. You can stay in your current home despite it no longer being ideal; you can make some changes (a renovation, perhaps); or, you can see what's available in the housing market.

If you need help with any of these options, contact us today.

Think about the kind of home that would support your lifestyle today. Ask questions like:

- How many bedrooms do we need?
- How easy is it to travel to work each day?
- What special features do we want in our home? (Big backyard? Rec room? Quiet neighbourhood?)
- What do we want nearby? (School? Playground? Walking trails? Shopping? Entertainment? Golf?)
- What else does our home need in order to support our lifestyle?

After asking yourself some of these key questions, ask other family members for their opinions too.

You may, in fact, find that the property you have now is still ideal for your lifestyle.

LIGHTING MATTERS

What did most of those displays have in common? Chances are, they were well lit.

In fact, in the retail industry, there are professionals who specialize exclusively in display lighting. It plays such an important role in showcasing and selling home products successfully that the stores are willing to absorb the expense. The same holds true for your home.

If you want to show your home well, and sell it quickly and for the best price, make sure every room is well lit.

There may be areas in your home where the lighting may be mediocre. Take a close look at:

- Closets
- Storage areas
- Bedrooms
- Laundry rooms
- Hallways
- The garage

If there are areas in your home that are dark or shadowy, the solution may be as simple as installing higher wattage bulbs, provided your fixture can accommodate them. Keep in mind that brightness can vary significantly from one type of bulb to another. Your goal is to make the room feel bright yet comfortable on the eyes.

Also, don't forget to open drapes and blinds. Often the best and most pleasant source of light for a room is the sun shining through a window.

Get in touch with us here at [Team Weir](#) for more tips on showing your home in its' best light.

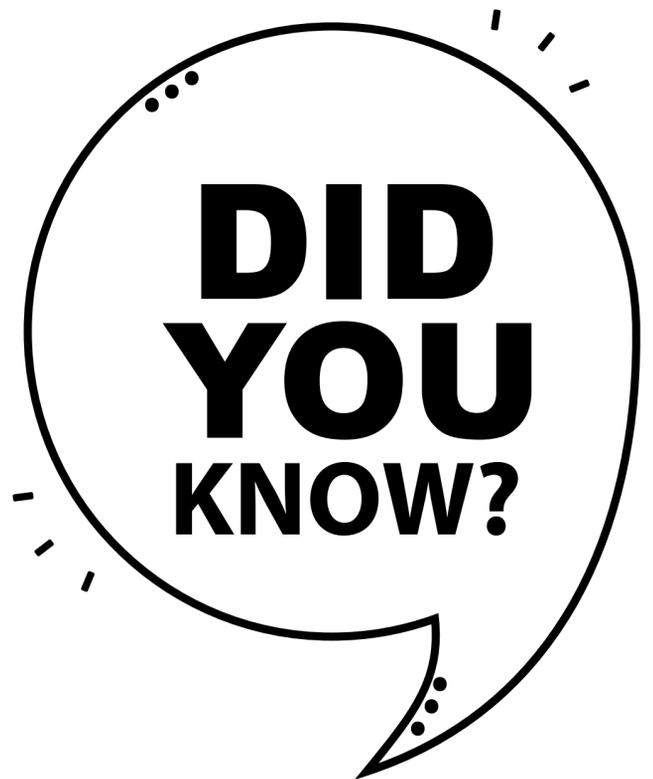
Remember the last time you were in a furniture store or other major home retailer?

Remember the fully decorated displays of furniture, appliances and other products?

Some of those may have even been organized as model rooms.



- Venus is the only planet to spin clockwise.
- Vacuum cleaners were originally horse-drawn.
- Bubble wrap was originally invented as wallpaper.
- "Strengths" is the longest word in the English language with just one vowel.



TEAM WEIR GIVEAWAY!



If you would like to enter to win a \$100 gift certificate to the small business of your choice (regardless of where you live) there are just 2 easy steps: .



Follow us on [Facebook](#) and/or [Instagram](#).



Find our "Did you receive our **Newsletter?**" post on either of our social media channels and give it a "Like", "Comment" or "Share"

Each new follow and reaction is an additional chance to win.

Your chances are way better than the 649!

One \$100 gift certificate to your local business of choice will be awarded to a lucky **Team Weir** subscriber once per month. February's winner will be announced on our Facebook and Instagram channels on February 28th.

Contact **Team Weir** Today - Call or Text **613.392.7777** Available 24/7

David Weir BA, CD is a Broker with **Royal LePage ProAlliance Realty, Brokerage** in Trenton. Team sales in the Quinte area have ranked them in the Top 1% of all Royal LePage REALTORS® in Canada since 2005*. If you would like clarification or more information about any of the topics, please do not hesitate to contact us.



253 Dundas Street East
Trenton, ON, K8V 1M1

DAVID WEIR BA, CD [613.392.7777](tel:613.392.7777)

KEVIN GILLIS MMM, CD [613.921.0796](tel:613.921.0796)

CHELSEA WEIR B.A.H [613.922.9347](tel:613.922.9347)

DONNA WEIR B.A.H., B.Ed. [613.394.4837](tel:613.394.4837)

KYLE WEIR B.Sc. [613.848.1873](tel:613.848.1873)

ROBYN SEXSMITH [613.391.8899](tel:613.391.8899)

VICTORIA WEIR [613.921.2996](tel:613.921.2996)

* Based on gross closed and collected commission or units sold from 16 November - 15 November

* Not intended to solicit buyers or sellers currently under contract

The trade marks displayed on this site, including CREA®, MLS®, Multiple Listing Service®, and the associated logos and design marks are owned by the Canadian Real Estate Association. REALTOR® is a trade mark of REALTOR® Canada Inc., a corporation owned by Canadian Real Estate Association and the National Association of REALTORS®. Other trade marks may be owned by real estate boards and other third parties. Nothing contained on this site gives any user the right or license to use any trade mark displayed on this site without the express permission of the owner.