

RIVERMILL VILLAGE

COMMUNITY MARKET REPORT

by Max Irwin and Tom Irwin, Sales Representatives

Your Community Real Estate Resource!



5 Things Buyers Will Love About Your Unit

When you put your condo on the market, you hope that lots of buyers will fall in love with it. After all, if that happens, you'll probably get at least one good offer, if not more. But what, specifically, do buyers fall "head over heels" with?

Next to location and property, buyers tend to be enamored by the following:

The Price. Buyers often shop for condos within a specific price range. So if your unit is priced too high, many buyers won't even consider it. That's why it's important to set your list price strategically. (We can help you with that.)

Their First Impression. Psychology plays

a role in the impression a buyer gets when seeing your unit — especially for the first time. You'll want to make sure each room is clean and uncluttered. Get any necessary repairs done. Make it as "move in" ready as possible.

How It Shows. Staging is all about making your unit look as enticing as possible to buyers. The science of staging has come a long way in recent years and it's now a given that well-staged units sell faster and for more. We can advise you on the latest techniques and, if necessary, recommend a professional stager.

Special Features. Chances are, there are

characteristics that make your unit especially appealing to buyers. A stunning view, for example, or a modern, spacious kitchen. It's important to highlight these features in condo listings, ads and other marketing.

Whether It Meets Their Criteria. Most buyers have a list of what they want in a new unit. Size, number of bedrooms, etc. The closer your unit comes to meeting their criteria, the more likely they're going to be interested. That's why attracting the right buyers to your unit is so important.

As the REALTORS® who specialize in this property, we can help you make buyers enamored. Call us, let's talk.

How To Prepare For A Sudden Sale

For any number of reasons, you may need to sell your unit quickly. Yet, even in a pinch, you want to get the best price possible while minimizing stress and upheaval.

Impossible? Luckily, no. But there are a couple of things you need to do right away.

First, you need to get your condo looking as good as possible, in the time you have available. That might be as simple as painting a few key rooms and doing some

modest redecorating. (The tricky part is knowing what to change or improve, and what to leave as is.)

Then you need to get your unit listed on the market, and described, marketed and presented in a way that attracts lots of ideal buyers — quickly. Your list price will be a key factor here.

You also want to work with REALTORS® who can not only help you with all of the above, but also make the entire process go

smoothly for you.

Those REALTORS® are us. In fact, we specialize in selling units at this property, so we know what works.

If you want more tips on how to prepare your unit for a sudden sale so you get the best price and minimize your stress, please call us. We're always happy to help.

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. We'll answer your questions and determine the kind of new home you qualify for.

Words of Wisdom

"Don't judge each day by the harvest you reap, but by the seeds you plant."

Robert Louis Stevenson

"Every success is built on the ability to do better than good enough."

Unknown



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COMMUNITY CORNER

One of the things we enjoy about being REALTORS®, is running into and chatting with residents at this property – the condo in which we specialize. This is especially true during the summer months when more people are out and about.

So if you see us around, helping your neighbours sell their units and find their next dream homes, please take a moment to say hello. If we haven't yet, we'd really like to meet.

In the meantime, if you have a question, or just want to say "Hi", call anytime!

All the best,

Max & Tom Irwin

Rivermill Village

MLS Sales 2017

One sale reported since our last newsletter:

51 Rivermill Blvd., 2nd floor

1 br. 1 bath unit

Sale Price: \$182,500

Current MLS Listings

(AS OF JUNE 20/17)

50 Rivermill Blvd., 1 Bdrm 1 Bath \$173,000

50 Rivermill Blvd., 2 Bdrm 2 Bath \$312,000

50 Rivermill Blvd., 1 Bdrm + Den, 2 Bath \$239,900

Townhouse, 3 Bdrm 2.5 Bath \$410,000

FEATURED PROPERTIES

New Listing



50 Rivermill Blvd. Suite 405 (June 16/17)

PENTHOUSE SUITE WITH 2 BEDROOMS & 2 FULL BATHS IS A TREETOP TREASURE! Quietly perched with no one above, this extremely private corner unit is located in the upscale adult waterfront community of Rivermill Village. You'll feel at ease the moment you step inside this wonderful open loft, created by vaulted ceilings & spacious principal rooms filled with natural light. Sooo spacious you can bring your dining rm suite too! Beautiful decor... all freshly painted & spotlessly clean, it's an absolute pleasure to show. Oversized master bedroom w/ cathedral ceilings, his & hers walk-in closets & luxurious ensuite with jacuzzi & large walk-in shower. Rare eat-in kitchen with the prettiest breakfast area features new counter top, Granite sink & charming French doors. Enjoy sunsets, refreshments & "Char Broil" on the balcony... it's a beautiful extension of space. Laundry is in the unit. Underground parking, locker, indoor pool, tennis, RV parking & more. A glorious setting along the picturesque shores of the Trent Severn Waterway w/ private docking & historical clubhouse. Walking, running & cycling trails that wind along the river. Enjoy turnkey freedom & resort-like amenities. Condo fees include heat and hydro. Action priced \$312,000.

New Listing



50 Rivermill Blvd. Suite 306 (June 12/17)

Don't Lift a Finger ... in this Spotless, 1 Bedroom Condo with a Pristine, Natural, Riverside Setting. All you need is your furniture & favourite flowers to create your own balcony oasis. You'll love the bright & airy floor plan with its unusually large formal dining & living rm areas. A step-saver kitchen with pass-through counter serves up an uncrowded feeling & a luxury sized bedroom allows space for TV, chaise & extra chest. The warm, friendly corner fireplace invites you to fireside meals & snacks. Beautiful bathroom makeover with safe walk-in shower will provide years of pleasure & comfort. **5 appliances, central vac., & window coverings all included!** Park your car underground, your boat in its dock & RV in the lot. Enjoy clubhouse socials, tennis, a swim in the indoor pool, relaxing riverside walks & more. A very classy 3rd floor suite that's easy to care for & so much fun to live in ... go for the good life enjoying leisure time doing things you love. **\$173,000. Call Tom & Max Now for a Tour.**



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