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## Article Summary - Condo Version (CDN) Volume 4, Issue 6 (June 2008)

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#### **Buying? Selling? Experience the Professional Difference**

Buying or selling a condominium is much more than just placing an ad and waiting for interest to materialize. While real estate transactions may look easy, there's more to them than meets the eye when you're looking for the best value for your investment. Our recommendation is to take a deep breath and call in the experts – starting with a phone call to our office.

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#### **A Garden To Go!**

Whether you have the tiniest of terraces or the biggest of backyards, you can exercise your green thumb by creating a container garden – a garden you can easily take with you the next time you move.

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#### **Over And Out?**

You've found a property that meets your needs and, ideally, at least a few of your wants. There's just one problem: it's overpriced. Now what?

#### **Dollars and Sense**

A buyer's opinion of a home is largely influenced by subliminal factors. Increase your odds of fetching top dollar for your property by appealing to buyers' senses: sight, sound, smell, taste.

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#### **Park Your Concerns**

Next to noise, parking is perhaps the most contentious issue among condo dwellers. Avoid taking a wrong turn: familiarize yourself with a condo's parking policies before signing on the bottom line.

**Terminology Tip:** FSBO - FSBO (pronounced "fizzbo") stands for For Sale By Owner. The term refers to a property that is being sold directly by its owner, without the assistance of a real estate sales representative. Some homeowners opt to list their homes as FSBOs in order to avoid paying an agent's commission. However, it should be noted that FSBOs have a high failure rate, for a number of reasons ranging from overpricing to lack of proper marketing and representation.

### HOMEMAKER OPTION

**Featured Recipe:** Replace article on page 4 with this issue's featured recipe.



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