

# PREFERRED CLIENT UPDATE

Working Hard to Keep You Informed

No. 6 2015



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*Over 40 Years of Experience...  
Now More Than Ever  
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## A Better Way to Visit Open Houses

At this time of year you're bound to see many open house signs throughout the area. In fact, you may be tempted to visit a few of those open houses, even if you only have the slightest interest in moving.

You can find out a lot about a home during an open house. It's actually a pleasant way to view the property without having to make an appointment or feel the pressure to buy.

To make the most of your open house visit, call us for important information before you go.

We can tell you a lot about the property before you spend your valuable time visiting it. We can tell you what the home is listed for, give you a rundown on all the features, and provide you with many other details you may not otherwise find out during your visit.

Then, with the information we've provided, you can make your open house visit much more productive, and even make a point of checking out the condition of certain features you would otherwise have had questions about.

All the best.

*Bernie and Lori*



WRI



FRI

CMR

*think,  
act... live!*

*"Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."*

Albert Schweitzer

*"Ideas won't work unless you do."*

Author Unknown

*"No one can go back and make a brand new start, but anyone can start now and make a brand new ending."*

Carl Bard

16 Westgrove Drive  
Spruce Grove, AB T7X 3X3



Bernie & Lori's  
**PREFERRED CLIENT UPDATE**

*Did you know...*

*The median age of  
a first-time home  
buyer is 31 and  
the median age of a  
repeat buyer is 52.*

*Our job as your REALTORS®  
is to help you with  
all your needs –  
before, during and  
after the sale.*

*If you want market statistics for your area, please call.*



## Do Your Neighbours Know You Well Enough?



You don't have to be best friends with your neighbours, but you would benefit from getting to know them well enough to trust each other and offer assistance in the case of a family emergency or a neighbourhood catastrophe. By exchanging essential information concerning things such as the names and ages of residents, extended family contacts, and health, medical and mobility needs, you could avoid confusion and potential suffering in the event of an emergency. In fact, you might even help save a life.

## Garage Safety Is Becoming More Important

Gone are the days when garages were simply used as parking areas and otherwise ignored. Nowadays, residential spaces have become more costly so garages tend to be used for a wider range of purposes, such as workshops, exercise rooms and entertainment centres. As garages become more multi-functional, safety becomes more important. Keeping this reality in mind, here are some tips to consider:

- Ensure all working and walking areas are well lit, and use storage/shelving to keep spaces safe and clutter-free.
- Clean up spills, oily spots, sawdust, wood chips and other combustibles immediately.
- Avoid storage, traffic or activity near heaters and garage-door opener wires, cables, springs, doors, etc.
- Keep a fire extinguisher handy. Never barbecue inside your garage, or store propane tanks indoors.
- Don't leave your garage-door remote control device in an unlocked car – especially if it provides access to your house.



## Newer Products for Summer Living

Whether it's for backyard, balcony or in-home convenience, new products on the market are especially welcome at this time of year. Here are a few that you may find useful:

**Yard and garden:** A hedge trimmer that vacuums up the cut ends, so you don't have to rake the clippings.

**Patio or balcony:** A hands-free robotic barbecue-scrubber that cleans your grill, just like robotic lawnmowers and floor vacuums.

**Mobility:** A lightweight rechargeable electric scooter that gets you (or your kids) from Point A to Point B as quickly as possible. These may be the fastest way for downtowners to get around!

**Technical:** A handy "e-writer" that lets you make and save hand-written notes, grocery



lists and drawings on a super-thin tablet you can tack onto your fridge, or slip into your pocket.

**Phobia-fighter:** A long-handled spider catcher that gently grasps eight-legged intruders with its light, feathery fingers. You control the fingers with a pistol-like grip, so you can remove and release them from a distance.

## Understanding the Value Of Your Next Renovation Project

It's almost inevitable that a homeowner will reach the point at which a major renovation becomes a strong consideration. When you hit that point, start by identifying a realistic result and expectation for the project. Then you can determine the project's priorities, and set a realistic and appropriate budget. If a renovation is intended for lifestyle improvements, such as more efficient use of space or enhanced aesthetics (e.g. sightlines or natural lighting), then the outcome may not always be easily measurable in terms of cost versus return on investment. That may impact the budget you are willing to allocate to this project. On the other hand, if you intend on renovating to improve the resale value of your home, you will need to understand not only your own priorities for the space, but how those priorities will be valued by potential purchasers. To be on the safe side, consider a frank up-front conversation with your real estate agent about the



potential value of the proposed renovations to your property. A professional real estate agent can review your plans and determine how they might contribute to your home's value over time, so that you can be more comfortable with your decisions and establish an appropriate and realistic budget.