



SUMMER IS HERE!!

Thinking of Buying or Selling, Now is the Time!



Summer Market

Hi everyone! I hope this newsletter finds you and your families healthy and happy.

We are now just a few short weeks from the official start of Summer! With the end of Covid restrictions close at hand, it looks like it will be a pretty great summer!

As I am sure many of you are aware, the real estate market in Edmonton and Area has been extremely strong since the start of 2021, with things really picking up steam around March. Many listings have been overwhelmed with showing activity in the first few days of them going on the MLS, often resulting in an offer very quickly. In many cases, sellers are receiving multiple offers resulting in sale prices close to, or even over, the asking price!

There are many factors affecting this surge in the market, but primarily I believe it is the continued low interest rates available to buyers which has been the main driver. The idea that the rates will likely climb sooner than later has motivated buyers who may have been on the fence to put pen to paper and secure their home! Ultimately, if you are considering listing your home, now is absolutely the right time to do so! The buying climate is excellent and your chances of a fast sale at top dollar are as good as they have been in many years!

I wanted to send a big THANK YOU to two of my partners for offering to make contributions to my newsletters! Jeff Chow of Chiu & Company will provide some information on "The Fine Print" as it relates to Real Estate deals from a legal perspective, and, Josephine Chai of The Mortgage Minds provides need to know information related to Mortgages!

If you are in need of any real estate needs, please do not hesitate to contact me anytime!

Thank you all for reading and I will touch base again in September! - Michael



WHAT YOU'LL FIND INSIDE:

- **THE FINE PRINT**
- **SUMMER SELLING TIPS**
- **SPOTLIGHT MORTGAGE NEWS**
- **MORTGAGE MONITOR**
- **HOME EVALUATIONS**
- **FAVOURITE SNACK MIX RECIPE**



The Fine Print

Courtesy of Jeffrey M. Chow, Barrister and Solicitor,
Chiu & Company, Barristers and Solicitors

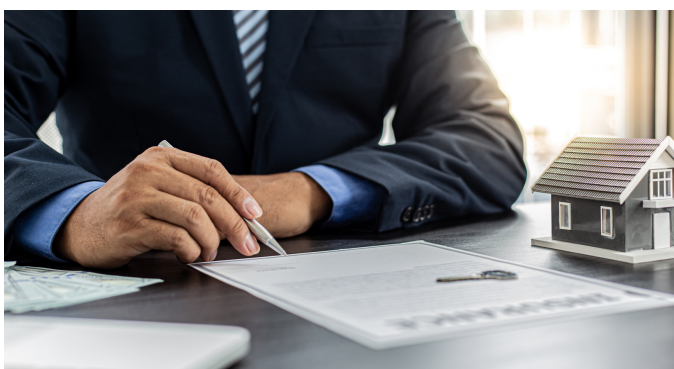
TOPIC: The Real Property Report

The standard contract for the sale and purchase of a house contains a clause that requires Sellers to provide a Real Property Report (RPR). The RPR is produced by a certified land surveyor showing the location and measurements of all property lines and visible structures on the property.

The contract requires the RPR to show the "current improvements" on the property which means that it shows what structures are on the property at the time that the contract was entered into and at the time of closing of the transaction. Often times, Sellers will have received a RPR when they bought the house. Real Property Reports do not expire. So, if the Sellers have not added or enlarged any structures on the property, this RPR should meet the Sellers' obligation and can be provided to the Buyers.

Where the Real Property Report does not show what is currently on the Property, the Sellers may have to update the RPR or order a new one. The cost for a new Real Property Report is usually about \$550.00 to \$750.00 plus GST depending on the survey company. The cost of an updated RPR depends on the survey company.

If a new or updated RPR has to be obtained, the Seller is required to then give the RPR to the municipality for a compliance application to verify that any structures shown are located in the proper location in accordance with the municipal by-laws for the neighbourhood and that any structures requiring permits indeed have permits.



If you are planning to sell your house, check to see if you have a Real Property Report from when you bought your house. If you do not have one or if the RPR you have is not "current", then you should contact a survey company as soon as possible for a new RPR or get the old one updated. Doing this right away not only gives you time to apply for compliance and find out if there are any issues to deal with, it will save you money as you may have to pay extra charges to the survey company if you wait until closer to the Closing date.



"Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world"
- Franklin D. Roosevelt

Summer Selling Tips

Selling your home in the summer months? Here are a few quick tips to help you out!

- 1) First impressions are lasting impressions! Pay attention to curb appeal. Cut and trim the grass, weed your flower beds and place some colourful planters outside.
- 2) If you have AC, keep the temperature comfortable inside at about 20 degrees. Hot and stuffy is never a good feeling for a buyer.
- 3) Let the light pour in by opening all curtains and blinds. Brightness is welcoming and makes the space feel larger!
- 4) As always, keep the home clean and clutter free!



Spotlight Mortgage News: NEW STRESS TEST EFFECTIVE JUNE 1, 2021

Courtesy of Josephine Chai, Mortgage Consultant,
The Mortgage Minds Inc.

All mortgages will now be subject to a new stress test/qualifying rate of either the contract rate +2% or 5.25%, whichever is greater effective June 1, 2021.

Originally, it was proposed that only UNINSURED mortgages would be affected by a new stress test, but the Minister of Finance also announced that high ratio INSURED mortgages will also be impacted by the changes.

Here is a link for the press release:

<https://www.canada.ca/en/department-finance/news/2021/05/statement-by-the-deputy-prime-minister-and-minister-of-finance-on-the-canadian-housing-market.html>

This means all new borrowers, regardless of down payment, will be impacted by the announcement, having their maximum approved mortgage amount reduced by approximately 4-5%.

Example - currently if you qualify for a mortgage of \$500,000, after June 1 it would be reduced to approximately \$475,000.

Mortgage Monitor

Courtesy of Josephine Chai, Mortgage Consultant,
The Mortgage Minds Inc.

Closed Mortgage Rates as of May 27, 2021

3 Years Fixed:	1.59%
4 Years Fixed:	1.79%
5 Years Fixed:	1.99%
5 Years Variable:	1.40%
Qualifying Rate:	4.79%

*Rates subject to change without notice. OAC. E&OE

**Rates are based on INSURED, Quick possession

***Conventional & Refinance rates may be higher



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Home Evaluations

Curious what your home might be worth in today's market? Contact me today for your FREE, NO OBLIGATION home evaluation!



Favourite Snack Mix Recipe:

Ingredients:

- 2 boxes of Mini Cheese Ritz Crackers
- 2 boxes of Original Bugles
- 1 box of Cheese Nibs or Cheese Sticks Crackers
- equal amounts of Shreddies
- equal amounts of mini pretzels
- equal amounts of original Cheerios
- 1/2 cup oil
- 8 tbsps dill
- 4 packages of Hidden Valley Ranch Dry Mix

Directions:

1. Mix the first 6 dry ingredients together in large paper bag.
2. Combine oil, dill and ranch mix in bowl and whisk together.
3. Pour mixture into bag with the dry ingredients and shake well.

