

Agent can help you in home evaluation

Selling your house is as important a transaction as buying it.

Not knowing how to proceed or what obligations such a transaction entails can be very costly as well as a great waste of time.

The best way to decide on a fair price for your home is to hire a real estate agent who will analyze its market value. Offered at a realistic price, your property will sell a lot faster.

The area your house is situated in is one of the most important aspects your agent will take into account. Is it close to services, playgrounds, schools? The value of neighboring houses will also influence your property's value.

A \$200,000 home will be easier to sell if it is in a posh neighborhood than if it is surrounded by more inexpensive bungalows.

Architectural aspects also explain price disparity between similar houses. Old style Canadian houses are very trendy and therefore much more expensive than bungalows offering characteristics of the same style.

Modern houses with their broken lines are also very popular with the younger clientele in the York-Simcoe area.

The heating system and quality of insulation are two practical facts that prospective buyers ask about and therefore influence the market value of your house.

The most popular residential properties are the bungalow and the cottage

having three bedrooms and at least 1,400 square feet habitable surface. Anything less will bring down the market value. The visual and aesthetic aspects play an essential role in evaluating a house. Cleanliness, interior decorating and even the front door will influence a potential buyer's decision.

Modern kitchens and bathrooms are also favorable elements in obtaining a good price for your property.

After taking all these details into account, the real estate agent then proceeds to a comparative analysis of similar homes in your sector.

Check out off season bargains on air conditioning

(INC) - Zigging when others zag can often be a profitable practice. This is definitely the case in buying air conditioning after the hot weather becomes a memory, says Bill Curry, a Marketing Communications Manager of ICG, Canada's largest manufacturer of heating, refrigerating and air conditioning equipment.

According to Curry, "Our company, among others, offers cash inducements to off-season buyers. These are especially attractive between now and December."

"Normally, in terms of air conditioner sales, our summer is a hill and our winter a valley. We like to level this out for our dealers' benefit as well as our own."

You can bargain more effectively with dealers during the off-season. The dealer wants to keep his staff busy and is much more inclined to give you a "sharp pencil" price than in the summer when every available man hour is taken.

If you order a new furnace at the same time as central air conditioning, so much the better. The cash savings on such a package could help pay for a vacation in the south.

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