



# Monthly Home NEWSLETTER

February 2025

## 5 Costly Mistakes to Avoid When Selling Your Home

Thinking about selling your home? While it can lead to a nice payout, the process can be tricky! Here are five common mistakes to steer clear of to ensure a smooth and successful sale:

### 1. Pricing Incorrectly:

Set the price too high, and buyers will be turned off. Set it too low, and you risk leaving money on the table. Work with one of my trusted, top-notch listing agents to find the perfect price based on up-to-date market data.

### 2. Overlooking Small Repairs:

Cracks, dents, and minor flaws may seem insignificant to you, but they can send the wrong message to buyers. A few repairs can add thousands to your final sale price!

### 3. Using Low-Quality Photos :

Buyers are browsing online, so your listing needs to stand out! Low-quality photos won't catch their attention. Professional photos can make all the difference in getting buyers through the door.

### 4. Forgoing Staging :

Staging makes your home shine, both in photos and in person. A well-staged home can lead to quicker sales and higher offers. Clean, declutter, and let the professionals help make your space look irresistible!

### 5. Refusing to Negotiate :

Sticking to your price without any flexibility can hurt your chances of a successful sale. A little negotiation can go a long way in sealing the deal. Work with an experienced agent who knows how to handle negotiations!

Ready to sell? Our expert team is here to guide you every step of the way and we can recommend a top-notch Realtor to assist you during this process. Message me!



## How do Reverse Mortgages work?

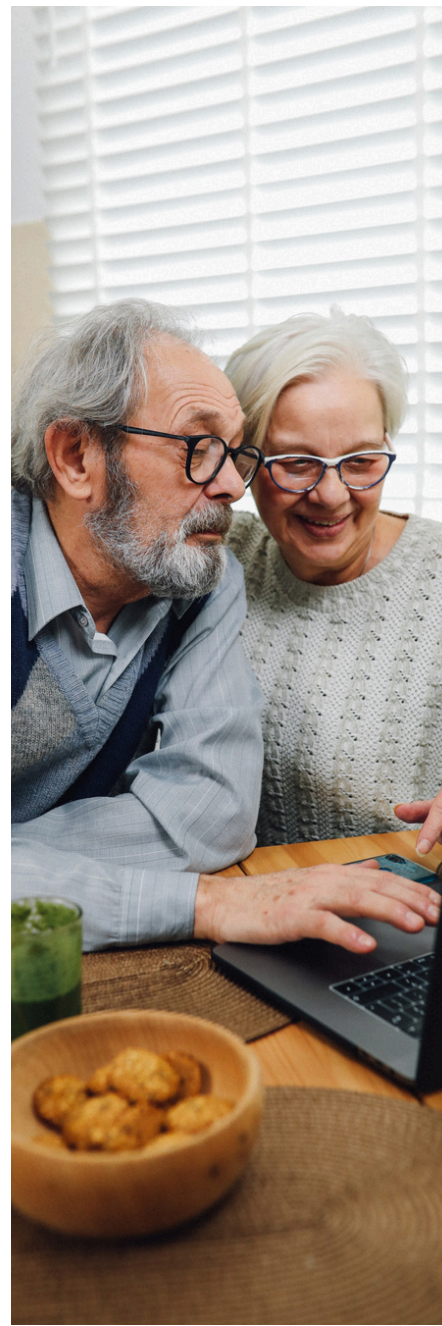
Do you know an elderly homeowner (aged 55+) who is equity rich but cash poor? A reverse mortgage might be the solution for them!

Here's how it works:

- ◆ **Eligibility:** Must be 55 or older and live in the home as their primary residence.
- ◆ **Access to Funds:** They can tap into up to 55% of their home's equity.
- ◆ **Repayment:** No monthly mortgage payments! The loan is repaid when they sell the home or no longer live in it.

A reverse mortgage can be a great option for seniors looking to supplement retirement income, but it's important to understand the pros and cons before deciding.

Have a friend or family member who might benefit from a reverse mortgage ? Message me today!







## Who's Your Favorite Real Estate Lawyer?

I'm on the hunt for a top-notch Real Estate Lawyer who not only excels at what they do but genuinely loves their work, provides 5-star service, and consistently upholds the highest standards of integrity.

Who do you know who fits this description? Please message me and share a quick note about why you believe they are one of the BEST Real Estate Lawyer in town.

Let's take this opportunity to spotlight those amazing professionals who truly deserve recognition and help build some wonderful connections along the way.

Got a favorite Real Estate Lawyer you work with that really shines?



### Riddle of the Month

I have cities, but no houses. I have mountains, but no trees. I have water, but no fish. What am I?

**Answer: A MAP**



*Salma Khan*

Mortgage Broker  
587-566-6879

[info@keymortgagesolution.ca](mailto:info@keymortgagesolution.ca)  
[www.keymortgagesolution.ca](http://www.keymortgagesolution.ca)