

YOUR HOUSE YOUR HOME

YOUR WEEKLY GUIDE TO CENTRAL ALBERTA REAL ESTATE

FEBRUARY 22, 2019

Central Alberta's
**OPEN HOUSE
LISTINGS**
inside



Ivan Busenius
403-350-8102

RE/MAX

Real Estate Central Alberta
403-343-3020

See page 6 for more details

27 OPAL AVENUE, RED DEER

SO MANY UPGRADES!

From inside to out, this home is a 10! Central A/C, tankless hot water system, sauna and wet bar. Huge deck and oversized garage!

\$371,500

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Network Realty Corp. 403-346-8900
3608-50 Ave www.networkrealtycorp.ca



Janice Mercer

403.598.3338

97 VINTAGE CLOSE, BLACKFALDS | \$399,800!

NEW LISTING!

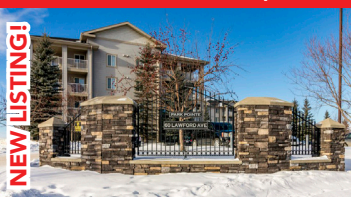


OPEN HOUSE: SUN, FEB. 24, 2-4 PM

Executive WALK OUT modified bi-level on a close, backing onto a treed reserve. Steps to Abby Centre, daycare, new bike & skate park and schools. CA0154052

215 60 LAWFORD AVE, RED DEER | \$176,500

NEW LISTING!



OPEN HOUSE: SAT, FEB. 23, 2-4 PM

2 bed, 2 bath, freshly painted, some new flooring. Move in ready condo on the South side looking onto park! CA0154532



Doug Wagar

403.304.2747



ADULT CONDO!
Red Deer! Excellent complex, attached garage, fireplace, 3 beds, 2 baths, super value. Now \$194,900



BOWER!
Excellent location! Lovely home! 4 beds, 3 baths, open plan, fireplace, double garage. \$319,900



BEAUTIFUL PENHOLD DUPLEX!
Super cul-de-sac location. 3 beds, 2 full baths. Fully finished, oversized double garage! \$255,500



GORGEOUS VIEW ACREAGE!
5 mins from City, on pavement. 1655 sq. ft. walkout bungalow, triple garage, quality throughout. \$695,000



ROCKY MOUNTAIN HOUSE!
Executive 2 storey home! 2015 sq. ft., open plan, gas fireplace, great room. \$380,000

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Gerald Doré

403.872.4505



OPEN HOUSE: SUN, FEB 24, 1-3 PM

112 DANIEL CRESCENT
Bungalow, 4 beds, 3 baths. MLS# CA0154546 **\$419,900!**

MORRISROE ON A PARK
151 METCALF AVENUE
4 beds, 2 baths. MLS #CA0156713 **\$324,900!**

CONDO ON PARK
103 5110 36 ST
MLS# CA0154027 **\$229,900!**

BUNGALOW
19 VOISIN CLOSE
MLS# CA0153944 **\$674,900!**

RIVERFRONT
4756 56 STREET
MLS# CA0153943 **\$949,900!**

HUGE YARD
84 KERSHAW CLOSE
MLS# CA0153356 **\$484,900!**

SIERRA GRAND
418 4805 45 STREET
Facing south, 1100 sq. ft., 2 beds, 2 baths, 4th fl. MLS# CA0157045

1464 SQ. FT. BUNGALOW
#36 - 173 AUSTIN DR.
Adult, luxury, Lakeside Villas! MLS# CA0152296 **\$574,900!**

NEAR RIVER TRAILS
74 WILTSHIRE BLVD
MLS# CA0156712 **\$474,900!**

NEW LISTING
23 JENNER CRESCENT
Stunning newer bi-level, 4 beds, 3 baths. MLS# CA0156534 **\$409,900!**

CONDO
56 CARROLL CRES #315
2 bed, 2 bath condo! MLS# CA0152387 **\$209,900!**



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130 acres. Ideal property for various types of industries requiring rail service.



Large Walkout Bungalow

Former showhome with impressive finishes & walnut floors throughout. 4 beds, 3 baths.



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5211 56 St, Innisfail

Stunning 2 storey, overlooks Dodd's Lake.
MLS #CA0149555.
\$669,900



#13, 1 Avenue, Joffre

3 bed home on 3 lots. Low property taxes, close to Red Deer. MLS #CA0145640.
\$189,900



#13 North Loop, Joffre

Spacious mobile, recently renovated!
MLS #CA0151471.
\$72,500



5112 64 Ave, Ponoka

Modern mobile with lot. Priced reduced!
MLS #CA0148937.
\$157,900



2017 25 Ave, Delburne

Great starter home or revenue property. Recently renovated!
MLS #CA0153982.
\$120,000

Call Michael at 403.350.5579 | michaelholmes@royallepage.ca



JUST \$624,900!

206 - 28470 HWY 592
Fabulous updated acreage just minutes to Red Deer on pavement! 4 bdrms, 4 baths with double attached garage situated on 1.6 acres. **Call Alex to view!**



REDUCED! \$239,000

120 HENDERSON CRES
PENHOLD!
Awesome 3 bdrm fully fin. & updated townhome. Yard is fully fenced with 2 car parking pad. Upgraded flooring and stainless appliances! **Call Alex**



JUST \$319,900!

23 STEWART STREET
Location is fabulous for this fully finished Sunnybrook home just steps to the local school and parks. Home comes with detached double garage!



JUST \$324,500!

4812 56 AVE, INNISFAIL
Over 2100 sq ft fully developed up & down with 4 bedrooms and 2 bathrooms. Huge Double Detached Garage. **Call Alex!**



\$375,000!

21 CHURCHILL PLACE
JUST LISTED!
Great updated fully finished family home! Kitchen includes stainless appliances and granite! **Call Alex to view!**



Elaine Wade

403.396.2992

3318 42 AVENUE, RED DEER

Mountview Beauty

Lovely mid century home with modern touches. Freshly painted home with gorgeous hardwood floors throughout. Kitchen boasts updated maple cabinets and a unique dining room with brick feature wall. Large living room with gas fireplace, vaulted ceiling and bright windows.

Three bedrooms on the main level and a renovated bathroom. Downstairs includes cozy family room, another gas fireplace and games room space, a renovated 3 piece bathroom and workshop. All windows and patio doors have been replaced, brand new impressive deck and RV parking. Private pergola is tucked into the side of the home just behind the enclosed carport. **\$283,900.**

Think **Green**

Green living: what is a net zero home?

Net zero homes produce as much energy as they consume. They're composed of high-quality, energy-efficient materials and integrate sources of renewable energy into their designs.

For a building to have a net energy consumption of zero, it has to be extremely well designed and constructed. Its walls, doors and windows must be highly insulating, and its foundation has to be properly sealed with a product that has a high R-value (an indicator of a material's resistance to heat flow). There must also be minimal air leakage through cracks and crannies.

In addition to the above, the house must generate its own energy. Most net zero homes have solar panels installed that produce energy for the home to use. Others use geothermal heating or cooling systems, which use the temperature of the ground to regulate the temperature inside the house.

If you're planning to build your next home, consider the advantages of a net zero home. It benefits the environment and guarantees long-term savings when it comes to your energy bills. Plus, you can often sell extra solar energy that you produce back to the grid.

Common new homeowner mistakes to avoid



Now that the papers are signed and you've finally moved into your new home, it's time to think about the responsibilities that come with owning property. Here are three mistakes to avoid when you first become a homeowner.

Ignoring maintenance and repairs.

When you've rented for a long time, you may not realize all the work that goes into property upkeep. Be sure to stay on top of routine maintenance tasks — checking smoke alarms, changing furnace filters, inspecting the roof, etc. — from the moment you move in.

Making changes too quickly. Give yourself

time to get used to your new home before making major renovations or even smaller alterations like painting the walls or redoing the floors. Living in the space will help you figure out what changes need to happen to make it feel more like a home.

Taking on repairs yourself. Don't DIY repairs and renovations that you don't have professional experience with. Trying to do major repairs on your own — especially ones that involve pipes or wires — can have disastrous results.

Avoiding these pitfalls will help you get the most out of your new house and prevent many headaches down the road.

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Show Hours:

Friday, 12 pm - 8 pm

Saturday 10 am - 6 pm

Sunday 10 am - 5 pm

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Granny pods: the newest trend in senior living

There's a new trend emerging in senior housing: granny pods. Also known as tiny homes for seniors, granny pods are compact, prefabricated houses that can be assembled in the backyard of a caregiver's home.

Although the idea of granny annexes or granny flats has been around for decades in the U.K. and in Australia, the first senior-friendly tiny homes in North America were called MEDCottages and launched by a small Virginia company in 2010. Since then, the idea has gained popularity and been adopted by other companies across the U.S. and Canada.

In general, granny pods include an open space containing a bed, living area, kitchenette and bathroom. They're completely accessible to elderly people with health and mobility problems as they're equipped with hand railings, defibrillators, first aid supplies, cushioned floors, good lighting, wheelchair-accessible doorways and a monitoring system (so that caregivers can keep an eye on the resident).

Many seniors and their loved ones see granny pods as an excellent way to downsize after retirement and a welcome alternative to nursing homes. These tiny homes allow seniors to continue living independently while receiving the care they need. It also lets families stay together without having to sacrifice space and privacy by living under one roof.



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Ivan Busenius
403.350.8102
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5801 Westpark Crescent | \$229,000
PRICE REDUCED - Handyman special. Do some work and gain equity. 1120 sq. ft. with double attached heated garage. This is a super buy for a handyman.



27 Opal Avenue | \$371,500
REDUCED - Built by Ted Olson and totally updated. 1247 sq. ft., fully developed, huge double garage & across from a park. It doesn't get any better! **Call me TODAY for a private viewing.**

Feature Home



The choice for staying put or moving on

Many home improvement television series showcase people deciding whether to improve upon their current homes to make them into the houses of their dreams or to put "for sale" signs in their lawns and move on to something new.

The question of whether to move or stay put depends on various factors. Such factors may include emotional attachment to a home, the current economic climate and the cost of real estate. Current data points to a greater propensity for people to invest and improve upon their current properties rather than trading up for something new.

According to information collected by John Burns Real Estate Consulting, the percentage of homeowners moving up to their next home is the lowest in 25 years. Many are opting to make starter homes permanent by expanding them and repairing homes for the long haul.

The National Association of Realtors said that, between 1987 and 2008, home buyers stayed in their homes an average of six years before selling. Since

2010, however, NAR says the average expected length of time people will stay in their homes before selling is now 15 years.

Part of what's fueling this permanency is that many home buyers were able to acquire rock-bottom mortgage interest rates shortly after the 2008 recession. As a result, they're not inclined to walk away from those rates, even if doing so means getting more house. Also, a low inventory of available houses has stymied repeat buying for many people.

Those factors and others have led many homeowners to invest in renovations instead. The experts at Bankrate say realistic budgeting and comparing renovation project costs against mortgages and interests rates can further help individuals decide whether to remain in their current homes or move out. Very often a smarter layout and more efficient floor plan can make meaningful differences in spaces. Renovations and redesigns can make sense and often are less expensive and disruptive than moving.

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#36 369 INGLEWOOD DRIVE \$244,900



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Cabinets | Complete Renovations**



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HOME

**OPEN
HOUSE**

Make sure to check out the Open House Directory in the
centre of the magazine and go see your new home!

Call Stephanie at 403-309-5451

Tips for marketing your home to millennial buyers



These days, it's important to appeal to millennial buyers when putting your home up for sale. Born between the years 1980 and 2000, this generation is becoming the largest demographic in the country buying houses, accounting for 49 per cent of first-time homebuyers. Here's how to get the attention of this young but powerful segment of the housing market.

Make your home move-in-ready. Because of their busy lifestyles and limited financial resources, millennials want to buy turnkey properties they can move into right away rather than fixer-uppers they'll have to put time and money into restoring.

Create an enticing online listing. Since over 90 per cent of today's buyers find homes using the internet, it's important to perfect your property's online listing. Consider hiring a professional to help you stage and take photos of

your home.

Include eco-friendly features. Millennials tend to be more concerned about environmental issues than their parents; they're looking for "green" homes that are energy efficient, incorporate sustainable materials and include special features like solar panels.

Use the latest real estate technology. The first generation to grow up with the internet, millennials rely on technology to obtain information, communicate and make transactions. Make sure your agent uses the latest mobile apps, virtual tours and e-signature technologies, and has a strong social media presence.

Appealing to millennials may require extra effort, but it's worth ensuring that your home is catching the eye of all interested potential buyers.

OPEN HOUSE

CENTRAL ALBERTA'S OPEN HOUSE LISTINGS

SATURDAY, FEBRUARY 23

RED DEER

215 60 Lawford.....**2:00 - 4:00 pm**.....Janice Mercer.....ROYAL LEPAGE NETWORK REALTY...**598-3338**.....\$176,500.....Lonsdale
 198 Lalor Drive.....**2:00 - 4:00 pm**.....Nadine Marchand.....ROYAL CARPET REALTY.....**342-7770**.....\$524,900.....Laredo
 4 Mackenzie Crescent....**1:00 - 3:00 pm**.....Norm Jensen.....ROYAL LEPAGE NETWORK REALTY...**346-8900**.....Morrisroe
 60 Lawford Unit 407.....**2:00 - 4:00 pm**.....Bob Gummow.....ROYAL LEPAGE NETWORK REALTY...**598-7913**.....\$208,900.....Lonsdale

SATURDAY, FEBRUARY 23

OUT OF TOWN

21 Churchill Close.....**2:00 - 4:00 pm**.....Alex Wilkinson.....ROYAL LEPAGE NETWORK REALTY...**318-3627**.....\$375,000.....Blackfalds

SUNDAY, FEBRUARY 24

RED DEER

19 Densmore Crescent..**2:00 - 4:00 pm**.....Hilary Rosebrugh.....CENTURY 21 ADVANTAGE.....**358-2691**.....\$319,900.....Deer Park Estates
 112 Daniel Crescent.....**1:00 - 3:00 pm**.....Bett Portelance.....ROYAL LEPAGE NETWORK REALTY...**307-5581**.....Deer Park
 2017 Danielle Drive.....**1:00 - 4:00 pm**.....Aaron Thulien.....CENTURY 21 ADVANTAGE.....**352-4026**.....\$189,900.....Davenport Place
 130 Longmire Close.....**1:00 - 3:00 pm**.....Danielle Perr.....CENTURY 21 ADVANTAGE.....**505-9596**.....Lancaster

SUNDAY, FEBRUARY 24

OUT OF TOWN

97 Vintage Close.....**2:00 - 4:00 pm**.....Janice Mercer.....ROYAL LEPAGE NETWORK REALTY...**598-3338**.....\$399,800.....Blackfalds
 39235 C&E Trail #104.....**1:00 - 3:00 pm**.....Debra Kerr.....REMAX REAL ESTATE CENTRAL ALBERTA...**597-9134**.....\$624,900.....Valley Ridge Estates
 26540 Hwy 11 #72.....**2:00 - 4:00 pm**.....Kim Lindstrand.....MAXWELL REALTY SOLUTIONS..**318-7178**.....\$599,900.....Red Deer County
 4103 45 Ave.....**1:00 - 3:00 pm**.....Tim Maley.....REMAX REAL ESTATE CENTRAL ALBERTA...**550-3533**.....\$378,500.....Sylvan Lake

Find your **dream house**
this weekend!

View our complete publication ONLINE at www.yourhouseyourhome.ca

YOUR HOUSE YOUR HOME



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Excellent, 1500 sq. ft. bungalow on a large pie lot, in a quiet close! Open design, vaulted ceilings, renovated kitchen with soft close cabs, granite counter tops, multi RV parking, AC, gas FP, 4 bed/3 bath and near QE II.



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Raised bungalow with a large legal suite, 3 + 1 bdrms, 24x30 garage, fenced yard and close to the Dawe Centre. Upgrades include windows, shingles, both kitchens and bathrooms, furnace, water tank & separate power meters.

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Why overpricing your home could be a **costly mistake**

Listing your house for a price that's above its market value is rarely a good idea. Here are three ways overpricing your home can backfire.

1. It scares off potential buyers.

Many buyers will never see your home if your price is too high. Real estate agents won't bother bringing clients to see your house if they think they have no chance of selling it, and your property won't show up in online searches if the price is outside the desired range of most buyers.

2. The listing stays up for too long.

The longer a house stays on the market, the less likely it is to sell for the original price. Once a listing has been up for a couple months, buyers start to suspect something is wrong



with the property. Even if you lower the price, it may be too late to attract interest, and you could end up getting less than the home's market value.

3. Buyers may have trouble financing the purchase.

Even if you do find interested buyers, they may not get the loan they need for the mortgage if the appraisal shows your home is worth less than the selling price. Under these circumstances, the buyers may not be

able to go through with the sale.

Before putting your house on the market, have your agent do a comparative market analysis of your property and use the results as a basis for your asking price.

7 steps to become a homeowner



Ready to take the plunge and finally purchase your dream house? Here are seven key steps to become a homeowner.

1. Set a budget

Start by figuring out how much you can realistically afford to pay for a new home. Remember that mortgage payments aren't the only expenses you'll have to consider; you'll also need to pay for utilities, property taxes, home insurance and repairs.

2. Save for the down payment

When you buy a house, you have to put down a large amount of money to secure your purchase. The larger the down payment, the smaller your mortgage loan will be. Keep in mind that if your

down payment is less than 20 per cent of the total purchase cost, you'll also have to pay for mortgage default insurance each month. As you're saving, pay attention to your credit score, which is a determining factor in how good of a mortgage you'll get.

3. Find the mortgage that's right for you

Mortgages depend on the amount you're able to pay upfront (the down payment) and the length of time you'll have to pay the loan back. Before you start house hunting, you should get pre-approved for a mortgage by your bank or mortgage broker. During the pre-approval process, the lender determines the amount you qualify for. Sellers will be more receptive to your offer if you're pre-approved.

4. Choose a real estate agent

Your real estate agent is your guide through the home buying process. Take the time to interview at least three different agents who have a thorough knowledge of the housing market in your area before choosing one who's a good fit in terms of your needs and personality.

5. Start house hunting

As you tour different homes, make sure to keep a list of all the features you're looking for during the visits and take notes so you can keep track of your impressions. You should also make a list of questions to ask your agent about each property.

6. Make an offer

When you find the home of your dreams, you'll need to prepare a written offer in consultation with your agent specifying how much you're willing to pay. It's recommended that your offer include certain contingencies like the right to have the home appraised and inspected before completing the transaction.

7. Finalize the deal

Once you've settled on a price, you'll be able to start making closing arrangements, such as finalizing the payment and mortgage terms. On closing day, the final documents will be signed and you'll receive the deed and the keys to your new home.

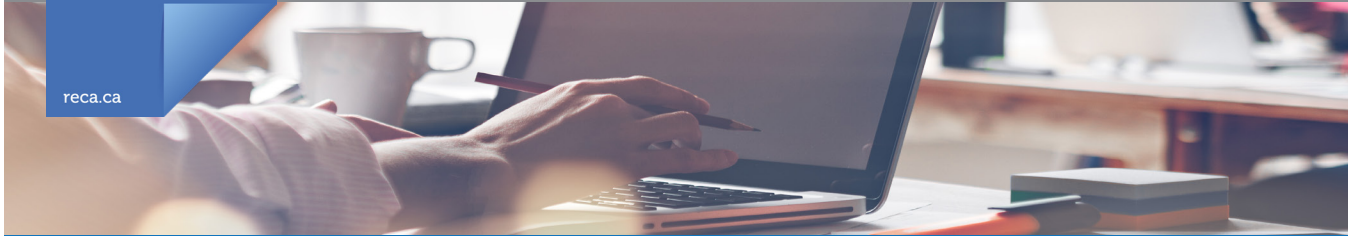


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ASK CHARLES

The authority for a positive real estate experience.



My real estate professional told me there is a standard rate of commission in Alberta, is that true?

It depends what they mean by "standard." There is no legislative requirement or governing body that specifies the commission rate an authorized industry professional can or will charge.

The fact is, commission is something you can negotiate with your real estate professional. Some real estate professionals aren't willing to negotiate their commission while others are. That's their right. As a buyer or seller, you have the right to work with someone who charges a commission that you're comfortable with.

Before choosing a real estate professional, you'll likely want to compare the services and fees of a few real estate professionals. These interviews can help you understand the range of commission rates available, and the services provided at the various rates.

Typically, professionals calculate commissions by:

- a percentage of the sale price
- a flat fee or schedule of flat fees
- a fee for service
- a combination including any of these

Goods and Services Tax (GST) applies to real estate fees, as they are a "service."

When you're signing an agreement to work with a real estate professional, make sure you understand the commission arrangements. The service agreement you sign is a legal document and it's binding. If you don't understand something in it or you don't agree with something, don't sign it. Seek legal advice or find a different real estate professional to work with.

While some businesses or companies may have specific commission structures, extensive changes within the Canadian real estate industry in recent years means there isn't a standard commission rate.

"Ask Charles" is a monthly question and answer column by Charles Stevenson, Director of Professional Standards with the Real Estate Council of Alberta (RECA), www.reca.ca. RECA is the independent, non-government agency responsible for the regulation of Alberta's real estate industry. We license, govern, and set the standards of practice for all real estate, mortgage brokerage, and real estate appraisal professionals in Alberta. To submit a question, email askcharles@reca.ca.

Should you invest in senior housing?



Senior citizens are the fastest growing segment of our society. Close to 13 per cent of Canadians are 65 years and older, and in the next 20 years, that percentage is expected to rise to 25 per cent of the population. As a result of these demographics, many investors are cashing in on the rapidly growing elderly population by investing in senior housing.

Senior housing is a hot commodity on the commercial real estate market. With more and more baby boomers retiring every day, there's a growing demand for housing options to meet their needs as they age. In addition to nursing homes and assisted living facilities, developers are increasingly building independent senior living communities and memory care centres for

people living with dementia.

There are different ways to invest in the senior housing sector. You can purchase a unit in a senior living facility and rent it out until you're ready to live in it yourself. Or, there are Real Estate Investment Trusts (REITs) that focus on the senior housing market. When choosing an REIT, make sure to select one with a diverse portfolio that includes many types of senior housing developments (independent living, assisted living, memory care, skilled nursing, etc.).

If you're looking for real estate investment options, senior housing is a good way to take advantage of demographic trends while investing in infrastructure you'll need when you reach your golden years.

We're Growing!



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**Nicole
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CALL BRAD 342-7700



RED DEER

\$298,500

Reduced!

Fantastic price! Get a cute 2 bdrm home in Vanier Woods, with fenced yard & DOUBLE DET. GARAGE + 6 appliances! Quick possession!

CALL NICOLE 342-7700



RED DEER

\$319,900

Brand New Duplex in Eastview!

Buy 1 side or both! Built by Asset Builders, this 1490 sqft, 3 bdrm, 3 bath ½ duplexes come with 6 appliances, fenced yard, & south facing deck! Immediate possession!

CALL NICOLE 342-7700



RED DEER

\$449,900

Fully Finished

4 bdrm, 3 bath 1560 sq. ft. modified blevel with a 23x25 garage backing onto green and blocks from all amenities in Clearview Market. Immediate possession available.

CALL BRAD 342-7700



RED DEER

\$474,900

**DEVELOPER PROMO! \$15,000 REBATE
- LIMITED TIME. CALL FOR DETAILS**

Brand New 3 bed, 3 bath 2 Storey with vinyl plank flooring, quartz counters in kitchen, fireplace, stainless appliances.

CALL BRAD 342-7700



RED DEER

\$524,900

**DEVELOPER PROMO! \$15,000 REBATE
- LIMITED TIME. CALL FOR DETAILS**

Brand New Edge Home

2 storey, 3 bdrms/3baths with lots of windows, a gorgeous kitchen, bonus room, micro office, mudroom, tons of upgrades, RV parking & across the street from a playground.

CALL NADINE 342-7700



RED DEER

\$559,900

**DEVELOPER PROMO! \$15,000 REBATE
- LIMITED TIME. CALL FOR DETAILS**

EDGEhomes Showhome

Stunning 1545 sq. ft. modified blevel, open floor plan with 3 bdrms, 2 baths, micro office, gorgeous kitchen, custom shower, covered deck, heated garage & more!

CALL NADINE 342-7700



RED DEER

\$584,900

**DEVELOPER PROMO! \$15,000 REBATE
- LIMITED TIME. CALL FOR DETAILS**

Showhome!

3bdrm/3 bath + bonus room. Quartz countertops, amazing kitchen w/butlers pantry, mudroom, 5pce ensuite, 24x24 garage, so many extras!!! Laredo.

CALL BRAD 342-7700



RED DEER

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**DEVELOPER PROMO! \$15,000 REBATE
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Best Lot in Laredo!

Stunning new beauty, 3 bdrm, 3 bath family home with so many extras, windows & a view you will love!

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RED DEER

\$634,900

**DEVELOPER PROMO! \$15,000 REBATE
- LIMITED TIME. CALL FOR DETAILS**

Family 1st Showhome!

Perfect space for the whole family, 2199 sq. ft., 2 storey with 4 bdrms, 3 full baths, micro office, walk-thru pantry, fireplace, bonus room, spacious garage, extras galore, all backing onto walking trail & pond in Laredo!

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RED DEER

\$729,900

Carriage House

with this beautiful 3bdrm/3 bath 2 storey. Flexible living arrangements or income generating with 1 bdrm legal suite.

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RED DEER COUNTY

\$1,350,000

Trades Considered

80 Acres

5 mins South of Red Deer. Beautiful bungalow w/loft Att'd 26x26 garage & a 30x36 shop. Lease income yearly, 63 acres cultivated, 10 acres pasture. Easy Hwy access.

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