

Real Estate Matters – June, 2009.

First time buyers want 'turnkey' ready homes, not 'fixer uppers'

As a home seller, you may be thinking that a 'fixer-upper' property would appeal to most first time buyers trying to put their first step on the property ladder. However, according to the results of a recent **Coldwell Banker®** survey on the preferences of first-time buyers, you'd better think again!

Coldwell Banker recently conducted a survey of real estate brokers and sales professionals across Canada and the U.S. to determine the preferences of first time buyers. The survey findings clearly show that First Time Buyers want a 'turn key' property where they can simply move in and start to enjoy living in their new home. These individuals have typically put the majority of their financial power into the down payment. They don't have large reserves of cash available to start putting more money back into the property on major upgrades and renovations.

In addition, first time buyers are typically just starting out in their career and -- especially in the case of single buyers -- have little free time available for house repairs. Bottom line? The less there is to do on your property in the way of repairs or updates, the more appealing it's going to be to those buyers. In most cases, it's well worth the investment to do the necessary repairs and finishing before putting your home on the market.

Of course, if you'd like to discuss how any planned repair, upgrade or renovation may affect the potential resale value of your home, your first step should be contacting your local **Coldwell Banker®** sales representative.

They're just a phone call away and always ready to talk real estate!

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Coldwell Banker real estate agents offering exceptional results with first time home buyers; realtor services, corporate relocation, mortgage services, home buyer information, home seller information, comparative market analysis (CMA), real estate resale homes, listings for sale, MLS listings for sale, free download reports section, on-line real estate search forms, home evaluation forms, mortgage calculators, government programs and local community information. Gary Reed, top sales representative, proudly serving the Southern Ontario Canada regions of the *Oakville Real Estate Online.com* , *Joshua Creek, West Oak Trails, Westmount, Glen Abbey, Bronte, South Oakville, South East*

Oakville, Central Oakville, Lakeshorewoods, Bronte Woods, Coronation Park, South West Oakville.

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