



DAVIS REALTY NEWS

JANUARY 2004

**The Market
Is Still
Strong**

**Call Today
to Get the
Best
Advice!**

598-6200

Right Price + Presentation = Top Dollar

Our *secret* formula for success!

Presenting our sellers with multiple offers is one of the events that frequently occur when we have the right marketing price and your home has been professionally "staged" for viewing.

The right marketing price is always important, especially in the Sellers Market that has been prevalent through 2003 and shows all signs of continuing in 2004. Setting the asking price is not an exact science and it requires thorough research on what has happened in recent months and up to date information on what is happening right now. We do this when we complete a "Market Evaluation" for you and a marketing price range is established based on facts.

Studies have shown that a property that is over priced by as little as 10% above fair market value has a significantly reduced chance of selling. This failure rate can be as high as 90%.

If a home is offered at fair market value, the odds increase to 95% success!

Staging is the other side of the equation and we offer a complete service to have your property show as *the best* in its price range. We will go through your home, room by room to make it as "showable" as possible. The changes are generally small things that do not cost money and are more in the way of changing the appearance of your rooms. If it is determined that a more costly change is needed you will be advised and the decision will be yours.

Focusing on the real possibility of attracting competing offers, our price recommendations are always based on your property showing it's best.

We are here to help you achieve that!

From Carolyn's Kitchen

Fruit Cup Desert

19-ounce can of Pineapple (tidbits or chunks) – reserve juice
2 sliced Bananas
2 cups of Seedless Red Grapes (halved)

Reserved pineapple juice
3 Tbsp. Lemon Juice
4 Tbsp. Flour
2 Eggs
2/3 cup Sugar

Drain pineapple and place reserved juice into saucepan and combine with beaten eggs, lemon juice, sugar and flour. Cook over medium heat until thick. Combine all fruit in serving bowl and stir in cooled sauce and serve.

Did you know.....

On January 1, 2004 the provincial Personal Information Protection Act (PIPA) comes into force. The Act is intended to protect personal and employee information within BC's private sector. This new legislation will affect what personal information is gathered and how it is used by the private sector province-wide.

As a consumer your information may not be collected and/or retained without your consent. We welcome this legislation as a way to ensure everyone's right to maintain his or her personal privacy. For more information about *PIPA*, please visit www.gov.bc.ca

And.....

If you do not wish to be on our newsletter mailing list, please contact me in writing and your personal information will be removed from my newsletter database. We *do not* at anytime share *any* information in our files with any other persons or business.

“Jack's Famous Night Out”

This month's winner is **Janet Geddes**. She has won a great night out for two at the movies. It's easy to enter... just give Jack a call at 598-6200 or Toll Free 1-866-598-3571 to say hello and your name will be entered into the next draw!

Give me a call anytime.... I love talking to my clients!