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## 7 Best Things About Buying a House in the Fall

**In Summertime Real Estate Season is as Hot as the Weather, but you might want to postpone your purchase until fall.**

For the first time in recent history, October surpassed June as the most popular month to get married. And these autumn-loving brides may be on to something. Although the spring months are notoriously the best time to buy real estate (as well as have a wedding), fall may be the new ideal season to buy a home.

Hear us out: One obvious reason is that it's easier to get from open house to open house without questioning if you'll need an AC repair ASAP upon moving into that home for sale. Also, families on a mission to move into a new home before school starts are out of the picture. Besides these two are more obvious reasons, here are seven expert insights on why you should consider a fall real estate purchase.

### 1. There's Less Competition

Competition for houses drops off in the fall, a time many people consider to be off-season in real estate. But there are still homes for sale - and in some cases, there's just as much inventory as there was during the spring and summer. Fall means new inventory and repositioned old inventory that did not sell in the prime season.

This puts you in a great position to negotiate. Fall homebuyers should consider making lowball offers, followed by more aggressive negotiation. Many sellers are very motivated to sell before the holidays. If possible, buyers should let these sellers know that they can close before Thanksgiving or before the school winter break.

### 2. Sellers are worn-out

Some sellers who put their homes on the market during the prime selling times of spring and summer might have been a tad overconfident by listing their homes for more than buyers were willing to spend. After months of no action, these sellers are often ready to make a deal. Sellers who were unrealistic earlier in the year about price will now be more willing to reduce the price come fall. Because there are fewer buyers and because the sellers are now eager to sell, they are more inclined to take the low offer than wait another six months for spring to come around.

### 3. Sellers are Serious

Not all homes on the market in fall are summer leftovers. Some people need to sell in the fall because the timing is right. Maybe they were having a home built, and it's now ready. Maybe they need to move because of a job. The sellers with houses on the market in the fall tend to be serious. That means sellers could be more open to negotiating and accepting a lower offer.

### 4. You can take advantage of tax breaks

First-time home buyers, take note: Although you can't escape paying income tax, you can make a dent in what you owe when you become a homeowner. Property tax and mortgage interest are both deductions you can take for your whole year's worth of income, even if you closed on your home in December. Any payments that are made prior to the closing of the loan are



tax-deductible. This can make a serious difference in the amount you owe the government at the end of the year.

### 5. Fall is a safer time of year

Did you know that burglars have peak seasons? They do. July and August are prime months for burglaries to take place. Waiting until fall to buy gives you an advantage when learning about a home and the neighbourhood. You'll be settled in your home and can take precautions - like setting up that new alarm system - before the next burglary season rolls around.

### 6. You're the centre of attention

Because spring and summer are ideal times to buy a home, real estate agents are usually busier then. And that could mean you might not always get the attention you want. This is also true for other professionals you're working with to buy a house. Service providers, such as mortgage lenders and tile companies, are moving out of the summertime sales swamp and can often respond more quickly.

The same goes for movers. Because summer is peak moving season, people often experience more delays and service issues, such as moving companies reaching capacity and running out of trucks to pick up shipments. The probability of experiencing a delay goes way down in the fall season.

### 7. You can take advantage of end-of-year sales to outfit your home

There are bound to be improvements you'll want to make after buying a house. You'll also probably need to buy items to maintain your home, and if appliances weren't part of the deal, you'll need those too. Wouldn't it be great to coordinate your home purchase with sales on items you'll need? According to Consumer Reports, the calendar determines when it's a good time to buy all sorts of consumer goods. In particular, September is a great time for buying carpet and paint. October means lawn mowers go on sale, and appliances and cookware are cheaper in November.

For full article go to:  
<https://www.trulia.com/blog/best-things-about-fall-real-estate/>

# Solid Home Sales in August Cap a Strong Summer Season

The London and St. Thomas Association of REALTORS® (LSTAR) announced 923 homes\* were sold in August, up 2.2% over the same time last year. August 2018 marked the second best August for home resales since the Association began tracking sales data in 1978. August 2016 holds the record, with 999 home resales. "It was a very strong summer for home resales, with August achieving very solid numbers," said 2018 LSTAR President. "Resale activity has performed high above the 10-year average, despite low inventory, which the marketplace has experienced all year. The average sales price continues to rise: it was \$378,511, up 18.0% from August 2017. When you go back five years, that's up 54.2% compared to August 2013.

September 6, 2018 - London and St. Thomas Association of REALTORS®.



Year-to-date	August 2018	August 2017
Sales Activity	6,946	-18.6
Dollar Volume	\$2,531,241,573	-10.4
New Listings	9,331	-16.0
Active Listings	1,444	-15.1
Sales to New Listings Ratio	74.4	76.8
Months of Inventory	1.7	1.6
Average Price	\$364,417	10.1

*Economic Impacts of MLS® System Home Sales and Purchases in Canada and the Provinces, Altus Group Consulting, 2013.*

Breakdown of August Residential Sales		
Type	August 2018	August 2017
London CMA (includes St. Thomas & Surrounding Area)	923	2.2
City of London	626	1.6
London North	199	2.1
London East	189	5.6
London South	238	-1.7
St. Thomas	66	11.9
Strathroy	16	-23.8
Middlesex County	68	0.0
Elgin County	61	1.7

## London & St. Thomas Area Events

### Western Fair

September 7-16th  
The Western Fair District  
<https://www.londontourism.ca/Events/Western-Fair>



### BlockParty London

September 14-15th  
Harris Park  
<https://www.londontourism.ca/Events/BlockParty-London>

### Outdoor Movies

September 15th & 22nd  
Plane Tree Park & Ed Blake Park  
<https://www.londontourism.ca/Events/Outdoor-Movie-Nights-The-Sandlot>



### Keith Urban with Special Guest Lindsay Ell

September 15th  
Budweiser Gardens  
<https://www.londontourism.ca/Events/Keith-Urban-with-Special-Guest-Lindsay-Ell>

### Pumpkin Festival

Clovermead Adventure Farm  
September 15th to October 27th  
<https://www.londontourism.ca/Events/Pumpkin-Festival>



### Forest City Comicon

September 22nd  
London Convention Centre  
<https://www.londontourism.ca/Events/Forest-City-Comicon>

### Kustermans - After Dark

September 28th to October 29th  
Kustermans Berry Farm  
<https://www.londontourism.ca/Events/Kustermans-After-Dark>

### Simple Minds

Budweiser Gardens  
September 29th  
<https://www.londontourism.ca/Events/Simple-Minds>



## Baked Apple Fritters Gluten Free

### Ingredients:

- 1+1/2 c Rice Flour
- 1/2 c Corn Starch (or potato or Tapioca)
- 2 Tbsp White Sugar
- 2 tsp Cinnamon
- 3 tsp Baking Powder
- 6 Tbsp Butter
- 3/4 c Buttermilk or (3/4 c Milk + 1 Tbsp Lemon Juice)
- 1 c Apple Pie Filling

### For the Glaze:

- 1 c Powdered Sugar
- 1/2 tsp Vanilla
- 2 Tbsp Milk



This recipe makes 8 Baked Apple Fritters Gluten Free

## Directions:

- Preheat oven to 450 F
- In a large bowl, cut butter into the flour, starch, sugar, baking powder and cinnamon. Mix until well combined.
- Add the buttermilk and mix only until a dough forms.
- Using a rolling pin, roll out dough into a rectangle, on a lightly floured surface.
- Cover with the apple pie filling. Then fold in half. Use a knife and cut through the dough several times.
- Divide the dough into 8, then shape into balls and place onto a parchment paper lined baking sheet. Bake for 15-20 minutes.
- Mix the icing sugar, vanilla and milk until smooth. Spoon over the apple fritters once they have slightly cooled.

For recipe go to :  
<http://www.officiallyglutenfree.com/2014/05/baked-apple-fritters-gluten-free/>