



# Jane Graydon

Sales Representative

 /SOLDbyJaneRLP  
 /JANEGraydon - Professional Real Estate Services

## 519-872-9096



[soldbyjane@royallepage.ca](mailto:soldbyjane@royallepage.ca)

[www.soldbyjane.ca](http://www.soldbyjane.ca)

## Common “Tricks” Will NOT Help You Sell Your Home Fast

### Should You Sell Your Home in the Summer?

#### The Myth:

With longer light hours people will be out more often with kids out of school, parents will be more likely to move. Therefore, selling in summer is your best shot at a competitive market with qualified buyers.

#### The Truth:

Summer is tough. Lawns can die and the rest of the yard can quickly fall into despair - especially if you're trying to sell a home and move at the same time. What's more, the market typically dips as temperatures spike.

Summer brings in a lot of unqualified buyers and window shoppers. In the summer, a lot more unqualified buyers (perhaps out on a lazy Sunday drive) are in the market. In winter if someone's out looking at properties in cold weather with snow and ice in the dark, they're usually a more serious buyer.

In reality, you should sell when you're ready to sell, regardless of season. Properties priced properly will sell any time of the year.

For full article go to:  
<https://www.homelight.com/blog/sell-your-house-fast-myths/>

### Is it Okay to Use Your Smartphone's HD Camera for Staging Pictures?

#### The Myth:

A number of apps can help your smartphone take great listing photos. There's no need to hire a professional photographer when you can get high quality images using just your smartphone.

#### The Truth:

While smartphone cameras have evolved to take great pictures, there's still no substitute for a professional photographer. Lighting, angles and flow are all important elements of real estate photography and not easy to master with a smartphone.

Hiring a professional photographer is worth it.

Gone are the days of home photos printed on flyers and people viewing listings on the internet greatly appreciate high quality images. Your first showing is online now days. Drone photography can also be used in all of your listings and 3D photos for bigger homes.

For full article go to:  
<https://www.homelight.com/blog/sell-your-house-fast-myths/>



# July Home Sales Reflect Robust Summer Season

The London and St. Thomas Association of REALTORS® (LSTAR) announced 1,000 homes\* were sold in July, down 1.8% over the same time last year. July 2018 marked the third best July for home resales since the Association began tracking sales data in 1978. "The numbers tell us we're experiencing a very healthy summer for home resales", said 2018 LSTAR President. "This is the third consecutive month of at least 1,000 homes being sold and the resale activity remains above the 10-year average. Inventory remains at a 10-year low, while we continue to see an increase in average sales price." St. Thomas saw a total of 79 homes sold in July, down 7.1% from the same period last year. The average home sales price in St. Thomas was \$303,988 up 15.9% from July 2017 and up 35.5% from July 2015.

August 2, 2018 - London and St. Thomas Association of REALTORS®.



## Breakdown of July Residential Sales

Year-to-date	July 2018	July 2017
Sales Activity	6,048	-20.8
Dollar Volume	\$2,190,621,503	-13.6
New Listings	8,294	-17.0
Active Listings	1,434	-15.3
Sales to New Listings Ratio	72.9	76.3
Months of Inventory	1.7	1.6
Average Price	\$362,206	9.0

Type	July 2018	July 2017
London CMA (includes St. Thomas & Surrounding Area)	1,000	-1.8
City of London	663	-2.8
London North	195	-5.3
London East	220	-1.8
London South	248	-1.6
St. Thomas	79	-7.1
Strathroy	38	26.7
Middlesex County	69	9.5
Elgin County	55	-26.7

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

## London & St. Thomas Area Events

**Movie Nights in the Park**  
August 10th to September 8th  
Victoria Park

<https://www.londontourism.ca/Events/Movie-Nights-in-the-Park-Coco>

**Aylmer Fair**  
August 10th to 12th

<http://www.relishelgin.ca/events.html>

**Port Stanley Harbourfest**  
August 10th to 12th  
Port Stanley

<http://www.relishelgin.ca/events.html>

**Springbank Gardens Concert Series**  
August 12th 2:00 p.m. to 4:00 p.m.  
Guy Lombardo Pavilion

<https://www.londontourism.ca/Events/Springbank-Gardens-Concert-Series-A-Salute-to-Burt-Bacharach>



**Music in Pinafore Park**  
August 12th

<http://www.relishelgin.ca/events.html>

**The 5K Foam Fest**  
August 18th

Boler Mountain  
<https://www.londontourism.ca/Events/The-5K-Foam-Fest>

**Pawlooza**  
August 18th  
The Plunkett Estate

<https://www.londontourism.ca/Events/Pawlooza>

**Sunshine Express**  
August 22nd to September 8th  
Port Stanley Festival Theatre

<https://www.londontourism.ca/Events/Sunshine-Express>



## Chipotle-Maple Chicken Thighs

### Ingredients:

- 1 Tablespoon smoked paprika
- 1 Tablespoon packed dark brown sugar
- 1-1/2 teaspoons kosher salt
- 2 teaspoons dry mustard, divided
- 1-1/2 teaspoons garlic powder, divided
- 1/2 teaspoon chili powder
- 1/4 teaspoon freshly ground black pepper
- 2-1/2 pounds skinless, boneless chicken thighs
- 1/2 cup ketchup
- 1/4 cup pure maple syrup
- 2 Tablespoons molasses
- 1 Tablespoon finely chopped chipotle chili peppers in adobo sauce
- 2 teaspoons Worcestershire sauce
- 1 teaspoon dry mustard
- 1/2 teaspoon garlic powder
- 3 Tablespoons freshly squeezed lime juice
- Lime wedges (optional)



### Directions:

1. In a small bowl, combine smoked paprika, brown sugar, salt, 1 teaspoon dry mustard, 1 teaspoon garlic powder, chili powder and black pepper. Sprinkle and pat mixture evenly on both sides of chicken thighs. Chill, covered, for 30 minutes.
2. Meanwhile, in a small saucepan, combine ketchup, maple syrup, molasses, chipotle peppers, Worcestershire sauce and the remaining 1 teaspoon dry mustard and 1/2 teaspoon garlic powder. Bring just to boiling; reduce heat to low and simmer uncovered for 15 minutes, stirring occasionally. Set aside.
3. Prepare a gas or charcoal grill for direct cooking over medium-high heat. Arrange chicken on a lightly oiled grill rack, cover grill and cook 4 minutes. Flip and cook 4 minutes more. Stir lime juice into sauce. Brush chicken with some of the sauce, flip and cook 1 minute. Brush sauce on the second side, flip and cook 1 minute more, or until done (170 degrees). Remove from grill; let rest 5 minutes. Serve with lime wedges for squeezing, if desired.

<http://www.midwestliving.com/recipe/chipotle-maple-chicken-thighs/>