



# PREFERRED CLIENT UPDATE

OCTOBER · 2020



Your Dedicated CIR REALTY Real Estate Representative

GLORIA SANTANA

cell 403-870-4436 business 403-271-0600  
gsantana@cirrealty.ca

## HOME OWNER TIPS OF THE MONTH



### Why It's a Great Time to Purchase an Investment Property

Owning a rental property can be one of the best ways to invest in your financial future. If you are looking to get into this market, the most common strategy in property investment is the buy and hold strategy. This strategy is best for people who wish to grow their investments in real estate by using the cashflow from one property to purchase others over long periods of time.

Many builders right now have great incentives for investors who are looking to purchase rental properties, and even offer legal suited homes for dual income. Some of these incentives can include cash back, rental guarantees and free property management services. In purchasing a new build, you are guaranteed that your investment is under warranty and is more likely to attract better tenants for longer time periods, which is ideal for the buy and hold strategy.

If you would like more information on purchasing an investment property and the property management process, please get in touch! ■

## SIX TIPS TO PREPARE YOUR LAWN FOR FALL

It's that time of the year again here in Alberta. The weather is cooling down, soon enough leaves will start turning red, and fall will be upon us. What should you do to ensure your yard and garden look their best next spring?

### 1. Don't Forget to Fertilize

Fall is the best time of the year to apply fertilizer to your lawn. Your grass will be starting to build up and store nutrients to help it survive the upcoming winter, you can do your best to help by applying winterizing fertilizers with moderate levels of nitrogen.

### 2. Keep Mowing Your Lawn

If you increased the height of your lawn mower in the summer time, then reduce it back to normal height. Though cutting grass slightly shorter can help it keep

from getting damaged under leaves and snow, but do not cut it too short.

### 3. Keep Watering Your Lawn

Don't stop watering your lawn just because it feels less hot out. Keep watering your lawn a couple of times a week and try doing so earlier in the mornings because there is less evaporation and therefore waste of water.

### 4. Aerate Your Lawn

Aerating your lawn can dramatically help to improve the appearance of it next year. By aerating, we mean creating air gaps in the soil of your lawn, this can be done through spike or core aerations. It improves drainage in your lawn and reduces the presence of puddles.

### 5. Over-Seed Your Lawn

Is your lawn patchy or uneven? Does it have lots of weeds? There is no better time to over-seed and fill in those bare patches than now. Fall is the best time for seed sowing and germination, due to more morning dew and lower day time temperatures.

### 6. Decorate

Just because a layer of snow will cover your lawn does not mean that your yard shouldn't feel festive and welcoming. With Halloween and Thanksgiving around the corner, the fall calls for a lot of foot traffic at your porch. ■

## METRO CALGARY MARKET STATS

Active LISTINGS as of Oct 1, 2020 // SALES last 30 days\*

	Count	Average Price	Average Days on Market
DETACHED	2919 // 1059	\$721,995 // \$547,178	50
ATTACHED	1502 // 431	\$457,838 // \$387,466	57
APARTMENT	1613 // 244	\$343,019 // \$258,144	67
TOTAL	6034 // 1734		

\* All numbers gathered for the Listings and Sales stats are compiled for metro Calgary; sales/close numbers for 30 days ending Oct 1, 2020



CALL NOW for A FREE MARKET EVALUATION