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Jasmeen Arora's
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Keeping You One Step Ahead

Call today for a complimentary, no-obligation Real Estate Checkup. Get valuable insights into current market trends in your neighbourhood, learn what your home could be worth in today's market, and receive expert recommendations on how to enhance your property's value.

Quote Fuel

"If you don't like the road you're walking, start paving another one."

Dolly Parton

"Go confidently in the direction of your dreams. Live the life you have imagined."

Henry David Thoreau

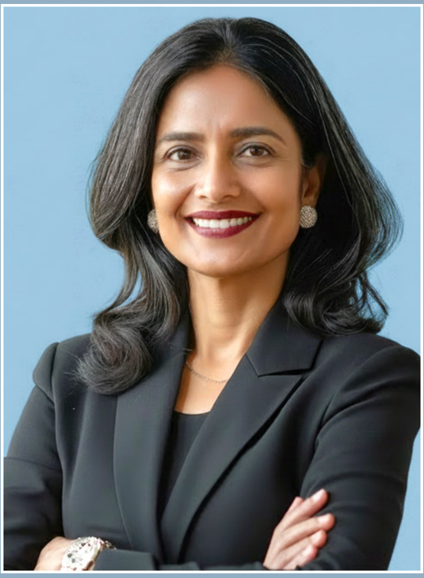
Your Next Move

Keeping You One Step Ahead

Issue 9, 2026

Featured Articles in this issue

- **What Buyers Notice** Within the First 30 Seconds
- Trending: **What Buyers Are Prioritizing Right Now**
- **Seller Concessions:** A Tool for Getting to Closing



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Dear Susan and Tom,

If we believe something to be true (or want it to be), we can usually find information online to support it. Applied to real estate, if you think the market is headed for a cooling period because of something you heard on the news, you will likely be able to find information online to back that up. However, that information may reflect national trends and not take your local market into consideration. What's happening in one neighbourhood can be very different from what's happening in another.

Looking for real estate information online is a natural starting point. However, by speaking with an expert REALTOR® who works in your neighbourhood, you can get information and advice tailored to your specific situation. With the fall real estate market picking up steam, whether you're thinking about buying and selling, or you're simply curious about your home's current value, please don't hesitate to reach out. I'd be happy to provide the latest personalized information so you can make informed real estate decisions with confidence.

Jasmeen

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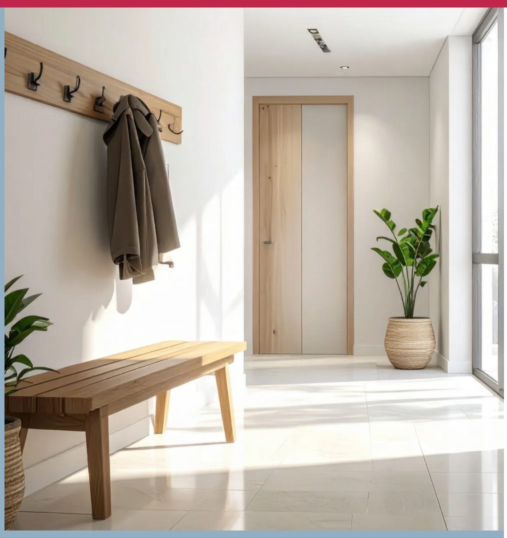


What Buyers Notice Within the First 30 Seconds

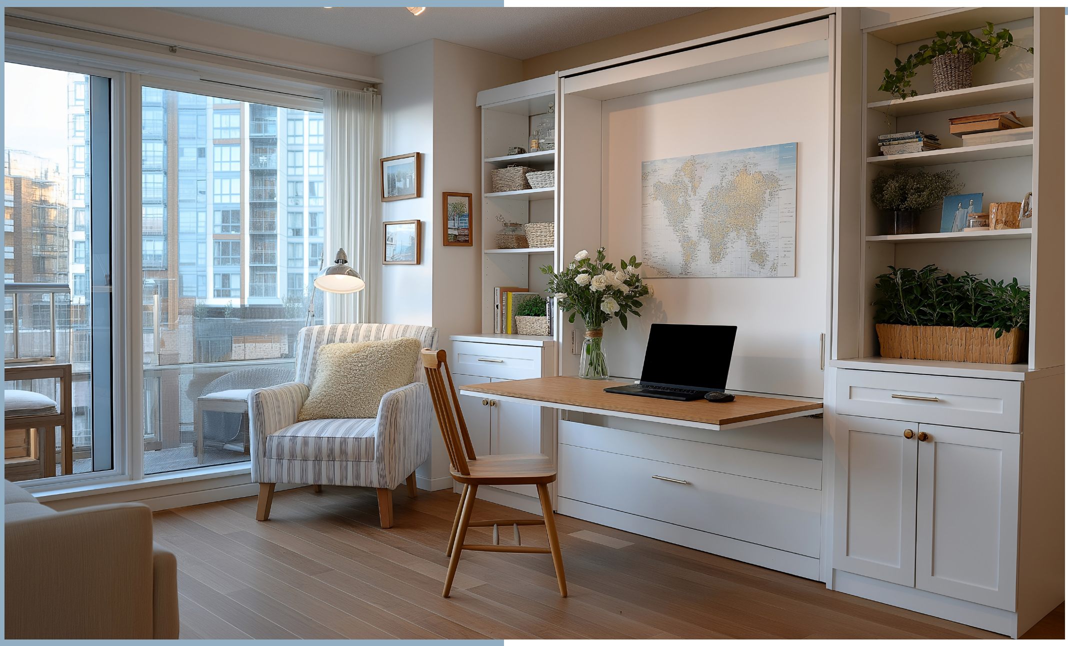
Before they have scrutinized your kitchen, potential buyers have already formed an opinion of your home within the first 30 seconds of viewing it, so how do you make those 30 seconds count?

Jeannie Norris, Chairwoman of the International Association of Home Staging Professionals, says, “In the first 30 seconds of entering a home, the buyer forms an overall impression based on all their senses … and this initial experience must grab them emotionally to forge a positive connection.”

With condos, buyers will definitely be looking at the condition of the building when forming their initial opinion, but to elicit an immediate positive emotional connection to your unit, key areas to hone in on include:

- **Entryway —** Make it as spacious as possible and have a place for everything
- **Quiet and comfortable —** Make sure you and your pets aren’t present for any showings, and the temperature is comfortable
- **Well-maintained look —** Deep clean, declutter, depersonalize, and fix obvious repairs so potential buyers can imagine living there
- **Fresh smell —** Stick with natural fragrances to avoid sensitivities, avoid cooking that involves strong odours, and open windows when possible
- **Lighting —** Open curtains and blinds to maximize natural light, layering with overhead and accent lighting to make your home feel bigger
- **Comfortable flow —** It should be easy to move around and visualize the function of each room

Home buying starts as an emotional experience. If you can create an immediate sense of comfort, confidence, and excitement, you’re well on your way to making a sale.

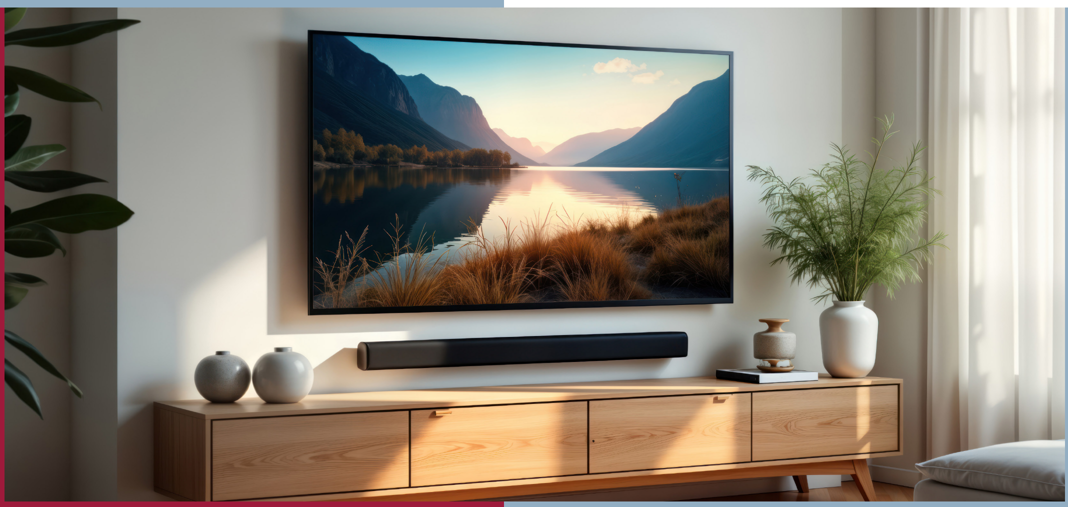


TRENDING: What Buyers Are Prioritizing Right Now

Besides the usual updated kitchen and bathroom that buyers have always desired, what do buyers these days want?

- Turnkey homes, where there are no major renovations or repairs needed, or surprises that await, saving them money, time, and inconvenience (check the status certificate for insight into this)
- A reasonable condo fee, which has increased at a fair rate on par with comparable units
- Energy-efficient units to save on month-to-month costs. Condos with improved insulation and energy-efficient smart technology have added appeal
- Multi-purpose space, be it for a home office, gym, children’s study area, or accommodation for an aging family member
- Sufficient storage
- Strong shared amenities such as community centres and parks. Connected communities also feel safer, which is another draw for buyers. Buyers are also drawn to communities on the verge of transformation with new schools, community centres, or transit projects planned
- Walkability to frequently visited places like schools, coffee shops, and grocery stores to improve daily quality of life
- Outdoor space, such as a balcony or rooftop terrace, along with nearby green space to support a wellness-oriented lifestyle

So, if your property is up for sale, or you’re thinking of listing it soon, make sure any of the above features you have are highlighted in your property’s marketing materials to attract as many potential buyers as possible.



Seller Concessions: Tools for Getting to Closing

When there is more supply than demand, concessions become more common as a way to sweeten the deal, differentiate your listing, and ultimately, to seal the deal. So, if you are listing your property, or thinking about it, here are some concessions you may want to consider if you need to:

- Price adjustment —For example, you have received an offer below your asking price because the buyer pointed out repairs needed after an inspection. You could do the repairs yourself, but if you want to keep things moving, you may choose to get repair estimates and work that cost into your revised offer
- Closing costs— Covering some of the costs, such as the property tax, or offering a credit towards future condo fees, which would come out of the sale proceeds at closing
- Flexible closing date — Working around the buyer’s preferred timeline
- Inclusion of extra chattels — Including non-traditional extras with your property, like balcony furniture, bar stools, a wall-mounted TV, or a wine fridge, are smaller sweeteners than a price adjustment, but sometimes just enough to get past the finish line

When considering concessions as a seller, it’s important to think about whether the concession is likely to make or break the deal, or if it simply smells of desperation.

As a buyer, it’s important to consider that the purchase price isn’t being inflated because of the “concessions.”

With an experienced and knowledgeable REALTOR® by your side, you can navigate concessions with strategy and confidence.