

Compliments of
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Chattels and Fixtures: What are They?

If you are thinking of selling your home, you may be wondering whether you should take the custom-made window coverings with you, or whether that entertainment unit you had specially made for your family room should be sold with the house.

Undoubtedly, these items may be hard to part with. On the other hand, they will probably make your home much more attractive to potential purchasers if you include them in the sale. In fact, it is quite common for vendors to include some items that would normally be considered as "chattels" - such as drapes and appliances - in the sale of their homes as an extra incentive to buyers.

Simply stated, **chattels** are things that can be removed from a property because they are not attached to the walls or to the property. **Fixtures**, on

the other hand, are things that are attached to the property - things like light sockets, a hot tub or electric wall heaters. The law is not always crystal clear about what is considered a fixture but your REALTOR® will help you decide and clarify what you want to include in the sale of your home.

Special Circumstances

There may be special circumstances where something that might ordinarily be considered as a fixture is not to be included in the sale, like the antique crystal chandelier you had imported from France.

Make sure this is clearly stated in the Listing Agreement and, more importantly, in the Offer to Purchase. If you are careful to note things you wish to exclude in the listing, other REALTORS® will be in a better position to point out the various items that are not included in the sale to their prospective purchas-

ers before they even make an offer.

Remove from Sight

If you are absolutely certain you want to keep certain items, you may even want to remove them from your home before you put it up for sale. That way, no potential purchasers will see them, fall in love with them and insist that they be included in the sale. Some items on the property such as water heaters or water softeners are sometimes provided on a rental basis. If this is the case, you should exclude the items from the purchase price or make sure mention is made of the outstanding contract in the Listing Agreement and Offer to Purchase.

Describe Items to be Included

Items that are to be included should be described along with their location in or on the property. Remember, if you have questions or concerns, don't hesitate to talk to your REALTOR®. He or she is a trained professional who will help guide you smoothly through the selling process.

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Residential Sales By Price Year To Date

PRICE RANGE	2011	2010
\$0 to \$200,000	18	11
\$200,001 to \$240,000	34	11
\$240,001 to \$280,000	45	46
\$280,001 to \$320,000	120	80
\$320,001 to \$360,000	196	188
\$360,001 to \$400,000	225	239
\$400,001 to \$440,000	259	248
\$440,001 to \$480,000	159	201
\$480,001 to \$520,000	156	162
\$520,001 to \$560,000	120	134
\$560,001 to \$600,000	76	89
\$600,001 to \$999,999	199	204
\$1 Million and over	43	44

A Few More Real Estate Stats

Average house price last month	\$456,910
Median house price last month	\$426,700
Number of houses listed last month:	225
Number of lakeshore homes sold last month:	1
Average mobile home price last month	\$87,208
\$ value of sales last month	\$98,089,781
\$ value of sales last month 2010	\$76,928,947

Summary of Residential Sales Year To Date

TYPE	2011	2010
Acreage	16	31
Acreage/House	92	86
Acreage (Waterfront)	2	4
Business	13	17
Townhouse	469	460
Condo	650	637
Duplex	52	78
Farms	8	11
IC & C	95	109
IC & Lands	3	5
Lots	140	143
Lots (Waterfront)	2	3
Multi-Family	3	2
Multi-Plex	4	3
Mobile Homes	190	183
Recreational	9	9
Residential	1650	1656
Residential (waterfront)	24	30
Timeshares	0	1
TOTAL	3422	3468

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ACTIVE LISTINGS

Res.	Mobiles	Strata	Lots
1359	181	1306	614

*If you are thinking of buying
or selling ...please give me a call.*