

John and Thelma Jarvis
Sales Representatives

MAKING THE JOURNEY AS REWARDING AS THE DESTINATION

Cottage Appraisal, Opinion of Value, and Market Value Assessment

Which one do you require?

The process of establishing the value of your property can be confusing, and it can be costly if you pay the wrong person to get the information you require, as some cottagers do. The following information may help you get the best results for the least expenditure.

A Realtor cannot do an appraisal, only a registered Appraiser (CRA or AACI) can do an appraisal.

1. What a Realtor can do for you

A Realtor can do a Market Value Assessment for you. This is sometimes called an Opinion of Value. Some Realtors may charge for this service and some do not charge. This is not an appraisal. Too frequently cottagers pay a Realtor for a Market Value Assessment, thinking it is an appraisal, and then find they cannot use it for their intended purposes. Money wasted!

To do a Market Value Assessment, the Realtor uses the professional MLS system to research sales of similar properties and uses that information, combined with local knowledge and his/her professional experience, to determine what the real estate market value of your property is, what it might sell for, and can advise you what price you might list your property for. This is not an appraisal and cannot be used for other legal purposes, such as a divorce, or other court or legal proceedings.

In a Market Value Assessment, you should get data in the form of at least three listings that are similar, and are in the same area, as your cottage. The the data could perhaps be organized on comparison charts, which helps you to easily see how it supports the price range that is being quoted as your market value. Value cannot be established by compari-



son with only one sale. One sale is absolutely not a valid demonstration of market value.

A Market Value Assessment or an Opinion of Value, done by a Realtor, can be used to establish a retrospective value for capital gains purposes.

We do not charge and are happy to provide a complimentary Market Value Assessment (Opinion of Value) to cottagers on the three big lakes. Contact us at Thelma@royalpage.ca or 705-645-2110

2. What an Appraiser can do for you

An Appraiser must be trained and licensed by the Appraisal Institute of Canada as a Canadian Residential Appraiser (CRA), or as the highest level of licensing, an Accredited Appraiser of Commercial and Industrial (AACI). An Appraiser will provide you with a detailed multipage report indicating your value and defending it with a variety of data.

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John and Thelma's Helpful Tips

New Research on Deer and Gardens

In Fine Gardening magazine there was an article by a chemist who noticed that her fertilized plants were the only ones eaten by deer. She then conducted an experiment with deer resistant plants, fertilizing one with nitrates (which taste like salt- which deer love) and not fertilizing the same type of plant, in a different section of the garden. She confirmed that it was only the fertilized plants that were eaten.



This may explain why we have so few deer in our own garden, as we stopped fertilizing when we moved to this cottage from the island. Plus, we spray with egg and water, which helps keep our garden off the path of the deer, since they do not like to smell of eggs.

The chemist suggested that if you fertilize with well -aged compost, rather than chemicals, you may find that you do not experience as much trouble from the deer, plus you are helping the lake. When planting stock from nurseries, protect them well from the deer for 4 - 5 weeks, until the fertilizer has had a chance to dissipate.



Frameless Glass Porches

Lumon (Lumon.ca) is a Finnish company that has been making beautiful retractable glass balconies and terraces for three decades and has just set up in Cookstown, so it is handy to pop in and visit on your way up the 400. They will custom make porches that work with sleek unobtrusive aluminum tracks and panels.

Look at Lumon.ca or go to Lumon North America Inc. Reive Blvd Cookstown, ON L0L 1L0 tel. +1 705 458 3020 fax +1 705 458 3022 toll free tel. 1 855 458 3020 info.northamerica@lumon.com

Boat Tops

G-Force Boat Tops on Highway 118 has closed, but is being operated by another company, **WD Boat Tops**, out of the same location. (705-427-6325)

Annette, from this company just replaced the back plastic zip-off window in the back of our Stanley boat, and did an excellent job for a reasonable cost.



Dry Clothes 25% Faster with Dryer Balls

Toss a pair of inexpensive, eco-friendly, hard plastic dryer balls into the dryer and cut drying time dramatically. Each ball has rubber spikes that help lift and separate fabric, allowing air to flow more efficiently. Bonus! The plumping action also makes towels, sheets and T-shirts come out fluffy without the need for fabric softener and dryer sheets. Save both money and the environment. I love mine!

Here is what our references say...

We can honestly say that we have been thrilled with Thelma as a professional who is very knowledgeable, helpful and has gone well beyond our expectations. We would highly recommend her to you

Sincerely, Ted and Lisa Gerstle

Thank you for all your hard work and professionalism, Brad also expressed to us that you were instrumental in bringing the deal to a close, He told us that without your skills and negotiation it would never have happened.

Regards, Sharon



Your Drive to Muskoka-Passing on What We Learned about Cars this Year

If your "Check Engine" light is on, and your engine won't start, your gas cap perhaps isn't on tightly enough. You read that right- it might be your gas cap, not your engine. Some cars measure how much pressure is building up inside your gas tank. It involves a series of mathematical algorithms that track your driving style and how much pressure is usually in the tank, and then it sets off an alarm if the numbers stray a certain percentage from the average. (Whatever all that means!) Anyway, if your gas cap isn't on tightly, your car thinks something is wrong, and lights the orange dashboard candle, the Check Engine light, and may refuse to start. Tighten the gas cap and see what happens. Your car might start but it may take a week or more before the Check Engine light goes out. This could save you money, not needing a mechanic.

We also learned that sometimes the hood of the car is not latched tightly, if the engine light comes on as you build up speed, and goes off as you slow down.



Port Carling Nursing Station

There are plans to establish a nursing station in Port Carling to provide the appropriate care, at the appropriate place, by the appropriate health care provider, and care close to your cottage.

In the summer, the Township of Muskoka Lakes' population goes from 6,500 to 35,000 putting a strain on the Health Care system. A Port Carling Nursing station would see every patient who comes through the door, without penalty to their family doctor (if they have one).? You will not be asked to 'sign up'. If a patient is from out of Province, they are asked to make a donation to the station (Rosseau Nursing station suggests a \$100.00; the Hospital Emergency Department bills \$500.00). Councillor Allen Edwards is appealing to the constituents of the Township of Muskoka Lakes for donations and/or pledges to be used to build a Nursing Station in Port Carling.? Any donations/pledges would be made payable to the Township of Muskoka Lakes with a memo for the Port Carling Nursing Station and tax receipts will be issued.

Address for mailing donations is:

Township of Muskoka Lakes

1 Bailey St., P.O. Box 129, Port Carling, ON P0B 1J0

Please direct all inquiries to Councillor Allen Edwards at:

allenedwardsmuskoka@vianet.ca

The Muskoka Lakes Association is working for you- Do you belong?



The Muskoka Lakes Association and Eleanor Lewis, director of the Water Quality Portfolio, were nominated for the prestigious Muskoka Awards conducted by Muskoka Magazine. It was the third year that the magazine has honoured "inspiring Muskokans" who volunteer their time and effort on behalf of Muskoka, and it was wonderful for the Association to be in the company of so many other amazing community-builders.

The strategic priorities of the Association have been fine-tuned. They are as follows:

- Promote water quality
- Advocate for responsible government spending and taxation
- Advocate for responsible land use planning and development
- Lead on important Muskoka issues

You can access their website at www.mla.on.ca, send an email, or stay in touch via Twitter and/or Facebook. They welcome your comments and any suggestions to improve their service to you and the Muskoka environment.

Do You Receive our Improved Monthly Muskoka Real Estate Market Reports?

Each month we hand collect and compile statistics from the professional MLS site in order to make sense of, and to track trends in, the Muskoka Real Estate Market. It is our job to be highly knowledgeable for the benefit of our clients, and the process of collecting and collating these figures keeps us on the top of our game. This year we are including monthly charts and figures regarding days on the market, price reduction percentages, inventory, price ranges of both sales and of current listings, as well as tracking cottage sales figures on mainland and on islands.

If you are not currently receiving these reports, email us at Thelma@royallepage.ca and we will see that they come to your email address at the beginning of each month, allowing you to have a comprehensive record of the Real Estate Market in Muskoka.

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Muskoka Real Estate Market Report for End of March 2012

We work diligently to stay on top of the Muskoka Real Estate Market and to provide useful information to our clients and newsletter subscribers. We would be very pleased to take good care of your family or friend's real estate needs. If you refer them to us, 705-745-6895 (Port Carling) 705-645-2122 (Home) or Thelma@royallepage.ca

As of the end of March 2012 we have had a reasonably strong year to date in listings and sales of Muskoka cottages. From January 1 to March 31, 2012, in Muskoka, there have been 12 sales across the three big lakes. Comparing this time period to previous years, there had been 12 sales across the 2010, and 11 sales in 2011.

The exceptionally good weather in March tended to give us a fast start, which has continued into April.

Price Spread of Cottage Sales to Date- End of March 2012	Lake Muskoka		Lake Rosseau		Lake Joseph	
	2011	2012	2011	2012	2011	2012
\$0 - Small	4	2	0	0	0	0
\$5 - 1.0mil	4	2	0	0	0	0
\$1.0 - 2.0mil	0	1	0	1	0	1
\$2.0 - 3.0mil	0	1	0	0	0	1
\$3.0 - 4.0mil	0	1	0	2	0	1
\$4.0 - 5.0mil	0	0	0	0	0	0
\$5.0 - 6.0mil	0	0	0	0	0	0
Total Cottages	8	7	0	2	0	2

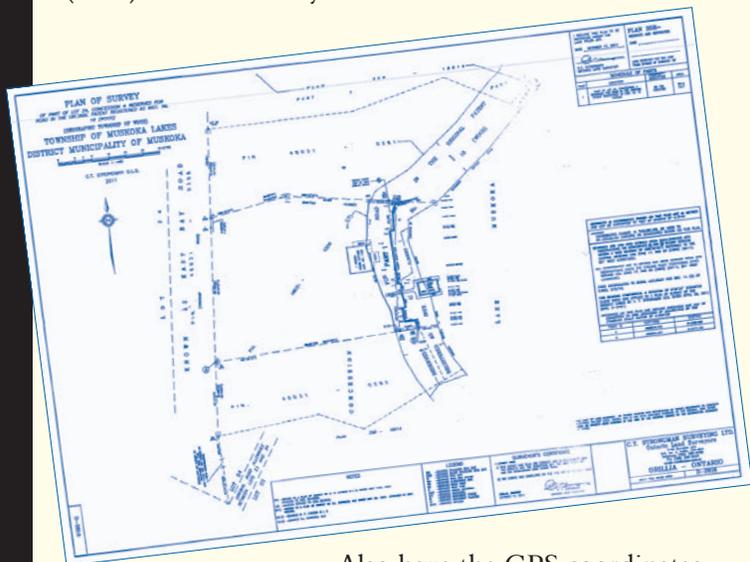
Establishing the value of your property can be confusing

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Appraisals completed by accredited Appraisers can be used for any legal and financial purposes, such as estate work, divorces, and other bank, court, or legal proceedings. Call us if you require an Appraiser, and we can provide names and telephone numbers for you.

When Getting a Survey Done, Make the Most of your Money

If you are planning to have a survey done, be sure to ask the Surveyor if you have an open Shore Road Allowance (SRA) and how many feet of that SRA are above water.



Also have the GPS coordinates done, so that the survey information can be used for all purposes with the Municipality. Also, have your SRA surveyed as a “part”, with extra monuments put in, so that it can be registered as a reference plan, as it is re-

quired to be, for Municipal purposes, and for your frontage to show correctly for assessment purposes.

Be sure to ask your Surveyor to describe all the uses you could require a survey for, and get the work done as thoroughly as possible the first time. It is very expensive to have to have additional survey information added afterwards, as the Surveyors have to make the trip back out to the site, and reset their equipment, which is costly to you.

Price it Right

In the city it is common to price a house low, to attract lots of potential Buyers, and let the competition bid the price up to, or higher than, a valid market price. This week a small house in Toronto sold for \$450,000 over asking, but that was because it was priced so much lower than its value. This strategy can work well in any area in which there is a hot market and where there are always multiple offers on a property, such as in Toronto.

This is not an effective strategy in Muskoka. In Muskoka, it is important to price your cottage to attract Buyers, but the list price must reflect its actual value, as there is not enough competition here to use the “price below value” strategy.

Pricing too high is by far the more common error in Muskoka. This year out of the 12 cottages that sold between January and March 2012, 58% of them required a price reduction to attract a Buyer and 25% required 3 or more price reductions to attract a Buyer. Getting the price right is important in Muskoka cottage sales.

We are ready to work for you. Call us for all your real estate needs.

Thelma and John Jarvis

Sales Representatives

Port Carling: 705-765-6855

Bracebridge: 705-645-5257

Home: 705-645-2110

Email: thelma@royallepage.ca

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Royal LePage, Lakes of Muskoka Brokerage
is Independently Owned & Operated.

We make it our business to know the Muskoka Real Estate market, thoroughly.

*We are never too busy to receive your referrals.
Count on us to work hard for your family & friends.*

