

Donna's Winning Edge Free Information Request Form

Please complete the box below and place check marks next to the free reports and information you'd like to receive.

Fax this form to 416-443-8619 or mail it to:

Donna Lam, 8 Sampson Mews, #201, Toronto, Ontario M3C 0H5 or just call me at 416-562-6062!
Royal LePage Signature **email: dolam@trebnet.com**

Name: _____ Phone: _____
Address: _____ Email: _____
City: _____ State/Province: _____ Zip/Postal: _____ Fax: _____
Please send me the requested free information selected below via Mail Fax Email.

Free Reports

- Protect Your Home From Burglars
 Five Deadly Mistakes Home Sellers Make
 Making the Move Easy On the Kids
 How Sellers Price Their Homes
 How to Stop Wasting Money on Rent
 How to Sell Your House For the Most Money In the Shortest Possible Time
 The 10 Dumbest Mistakes Smart People Make When Buying or Selling a Home

Free Information

- Send me information about your free, no-obligation HomeFinder service.
 Send me the special computer report showing the features and sale prices of up to 15 of the most recent home sales near the following address: _____, City: _____ or in the _____ area.
 Please let me know the listing price and features of the home at the following address: _____
 Please let me know the selling price of the home at the following address: _____
 Please call me to arrange a free, no-obligation market valuation on my house.

Do you have a family member or friend who would enjoy a free subscription to (Donna's Winning Edge)? Just provide me with their contact information, and I'll add them to my mailing list.

Name: _____
Address: _____
City: _____ State/Province: _____ Zip/Postal: _____

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Not intended to solicit buyers or sellers currently under contract with a brokerage.
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How Does the HST Affect Housing?

The provincial government has announced that it intends to combine the eight percent Provincial Sales Tax with the five percent federal Goods and Services Tax, creating a 13 percent Harmonized Sales Tax (HST).

The HST is NOT YET IN EFFECT. The provincial government has indicated that it intends to bring the HST into effect beginning on July 1, 2010; however, note transition rules below.

- HST will not apply on the purchase price of re-sale homes however,
- The 13% HST would apply to services such as moving cost, legal fees, home inspection fees, and REALTOR® commissions, after June 30, 2010
- HST will apply to the purchase price of newly constructed homes. However, the Province is proposing a rebate so that new homes across all price ranges would receive a 75 per cent rebate of the provincial portion (8%) of the single sales tax on the first \$400,000. For new homes under \$400,000, this would mean, on average, no additional tax amount compared to the current system.
- Generally, sales of new homes under written agreements entered into on or before June 18, 2009 would not be subject to the provincial portion of the single sales tax, even if both ownership and possession are transferred on or after July 1, 2010.

With regard to the sale of non-residential property, HST is due where both possession and ownership of non-residential property occurs on or after July 1, 2010.

THE MATCH GAME

Every month we like to play the match game, where we try to match a Buyer(s) with your home. Sometimes our clients may have a property which maybe appropriate for you and your family. We love matching people to the right home!

In today's tight market, this may just be the edge you have been looking for to help you get Moving... Often, these properties are not even listed on the market. We call this our **Silent Market**.

1 Rean Drive



2 level, 2 bedroom, condo townhome in fabulous Bayview Village. Access to subway. Not yet on MLS.

Call Donna for your private viewing at **416-562-6062**.

Three Skills for Better Negotiation

Negotiating is a make-or-break skill, whether you're a CEO in charge of a merger or a parent trying to sort out a sibling squabble. Follow these tips to negotiate agreements productively:

Keep an open mind. Brainstorm ideas. Listen to outlandish proposals. Entertain unusual possibilities. This will expand opportunities for agreement.

Treat people fairly. When people feel you're being fair with them, they're more likely to make real commitments. If they think you're trying to mislead them, they'll walk away in a huff. You won't get commitment unless the other party feels you're sincerely trying to do what's right.

Listen actively. Don't plan what you're going to say while the other side is talking. Pay attention to what they're saying so you know where they're coming from and what they really want. When your response makes it clear that you've really been listening, they'll be more willing to listen to your suggestions.



PEOPLE ON THE MOVE

Meet Josoda & Steve
(Steve not shown)



...who recently purchased their first home. Congratulations!

HOME FINDER

If you are starting to look for a new home and you want to find out about New Listings as soon as they come on the market, ask about our FREE Home Finder System.

Our computers will search and match your exact wants and needs with all of the new homes that come on the market each day.

For more information, just call me at 416-562-6062 or e-mail at dolam@trebnet.com

JUST LISTED!

10 Dumfrey Road
Affordable 3 bedroom, 2 level semi, finished basement, separate entrance. Conveniently located close to subway, shopping, mosque and all amenities.



For more information or to view this home, **give me a call at 416-562-6062.**

MARKET WATCH

See and interesting home?
No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily for any house, listed or sold, anywhere in town. Just ask me!

It's all part of my FREE, no-obligation Market Watch Service.

Leave the address on my voicemail **1-800-788-5982 205#**, anytime, 24 hours a day, and I'll fax, mail or email all the information on that listing within 24 hours.

Welcome New Clients!

Here are some of the new clients who became members of our "Real Estate Family" this past month. Welcome and best wishes!

Steve Matadin and Jasoda Matadin
(referred by Jameela Shazaban)

Ingrid Joaquin
(referred by Gloria Miller)

Randy Taylor and Leonidas Fernandez
(referred by Morris Oral)

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends, family and neighbors to us.

Find Us a Home

We have clients looking for the following:

- 4 bedroom, detached, \$315k-\$360k, in Pickering, Ajax, Whitby
- 1 bedroom condo, parking, Yonge/Finch or Bayview/Sheppard, hardwood or laminate flooring preferred
- 3 bedroom, detached, Port Credit or Lorne Park, \$380k-\$500k
- 1 bedroom condo, Mississauga or Oakville, \$229k-\$239k

If you have a property that may be suitable, **give me a call at 416-562-6062.**

cheering to your success

DO YOU WANT TO FIND A LOCAL BUSINESS THAT GIVES OUTSTANDING CUSTOMER SERVICE?

Each month we feature a small business that has a proven track record. Let us know if there is company you recommend. *This month it's:*



Japan Camera Don Mills

900 Don Mills Road
Toronto, ON, 3C 1V6
416-449-8500

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