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INSIDE THIS ISSUE

- 1 Upcoming London Events
- 1 Spring Coffee Table Essentials
- 1 Market Update
- 2 Featured Listing
- 2 Linen Spray
- 2 What's on the Blog
- 2 Easter Contest

MARKET UPDATE

* Statistics from London St. Thomas Real Estate Board

"Home sales remain steady, as inventory continues to fall"

"Inventory, or Active Listings, continues to experience a dramatic decrease compared to 2017, which is having a huge impact on sales, In February, there were 1,103 active listings, down 26.4% from the same time period last year. This is the lowest level of inventory we've had in the region over the last 10 years."

"According to the Canadian Real Estate Association (CREA), a ratio between 40% and 60% is generally consistent with a balanced housing market. In February, London and St. Thomas had a sales-to-new listings ratio of 69.5%, which CREA says represents conditions in the marketplace that favour sellers. It illustrates the high demand and low

We are Passionate about OUR community!

Upcoming London Events

April 8	Johnny Reid - Bud Garden
April 13-15	Home & Outdoor Show - Western Fair District
April 15	The Harlem Globetrotters - Bud Garden
April 19	Kevin Hart - Bud Garden
April 28	Peppa Pig Live - Bud Garden
May 6	Stars on Ice - Bud Garden
May 26	The Sound of Music - Bud Garden

Spring Coffee Table Essentials

By Sarah VanderVloet

For those of us who are over the season of snow, windchill and cold temperatures... - welcome SPRING! This winter, although not overly terrible seemed to be like an angry person who kept coming back into the room to have one last word!

This weekend I brought "new life" into our living room by changing the décor on the coffee table. It immediately lifted my spirits and felt more like spring is here! Recently, my stager friend Jillian said;

"if you don't know what the focal point in the room is,~ there isn't one!"



So keeping that in mind, I went to work to try and draw the eye to my tray filled with spring inspired items. I placed a bright coloured candle that smells amazing, my beautiful metal rabbit figurine a glass vase with some pink flowers and a lantern. All of these items worked together resulting in a nice spring inspired vignette.

*If you need some inspiration, visit pinterest or get out to HomeSense and pick up a few things to add a Spring vibe to your living room's coffee table. **Happy Spring!***

Essential Oil Linen Spray

If spring cleaning is on your list this week, make this linen spray and spray towels, bedding, pillows, drapery and even area rugs for a fresh clean and relaxing scent throughout your home.

*3 drops Eucalyptus
3 drops Lemon
3 drops Lavender
3 drops Melaleuca (tea tree)
3 drops Peppermint
1 oz water
1 oz witch hazel
2 oz glass bottle*

What's on the Blog

This year we started doing short video tours of various neighbourhoods, highlighting some features and giving a brief overview of what each area has to offer homeowners. We look forward to continuing this series and hope you take a minute to check out our posts so far on the blog.

www.leadinglondon.ca/blog

Coming Soon to the blog... we recently sold one of our own investment properties that was vacant. We took two sets of photos to show how important it is to stage a vacant home to create an emotional connection with buyers! The photos are awesome! We can't wait to show you!

Our Featured Listing {242 Hastings St., Parkhill Ontario} Asking Price \$99,900

Here's your opportunity to update this beautiful older home in the lovely community of Parkhill. This 4-bedroom home is located just steps away from all the amenities Parkhill has to offer. The main level offers a sitting room/den, living room, eat in kitchen, sunroom and 4pc washroom. Upstairs holds 4 bedrooms and a 3pc washroom. Charming old "barn" in the backyard is perfect for storage. Furnace is approx 2 years old. This is an estate sale therefore being sold "AS IS" with no



warranty or representation on the house or any appliances. This "fixer-upper" house requires updating and has a lot of potential. Parkhill is located 15 minutes from Grand Bend and 30 minutes from London.

Easter Contest

By Sarah Vander Vloet

Once again we are holding our annual Easter Contest, so if you have used us to buy, sell or referred us to someone you know and are on social media (facebook, twitter or instagram) make sure you submit your guess. You have until Wednesday March 28/18 at 1pm to submit your guess and the Easter Bunny AKA Mike Vander Vloet, will be delivering the candy jar to the person who has come closest to guessing the number of eggs.

If you aren't on social media, just email us your guess and you are in!



We hope you have a wonderful Easter weekend and a great Spring!