



Cherri Chalifour
Cell: 604.866.0303

Sandra Ennis
Cell: 604.785.9012

RE/MAX Treeland Realty
Each Office Is Independently Owned & Operated
101—6337 198 Street
Langley, BC V2Y 2E3

Find Out How Much Your Home Is Worth For FREE...

If you're going to sell your home in the next 6—12 months, what you do right now to prepare for the sale could make a difference in the price you get for your home.

Now you can get a FREE on-line evaluation of your home's value and tips on how to prepare your home for sale. Just go to the "Selling" tab at www.cherriandsandra.com for this FREE information. Simply submit your information through the Home Evaluation link.

On the Web This Month

Following is a useful link from the web that is sure to provide you with some interesting information:

Five Ways To Be a Force of Calm in a Time of Turmoil
by Scott Ginsberg in *Hello, My Name Is Blog ... The Brain of Scott Ginsberg*

"If you can keep your head when all about you are losing theirs and blaming it on you ... you'll be a man, my son," wrote British poet laureate Rudyard Kipling in 1895. Kipling and writer Scott Ginsberg are on the same wavelength. Here Ginsberg demonstrates how to turn yourself into a force of calm during a crisis.

More: <http://tinyurl.com/262tcw8>




For the latest statistics on the Fraser Valley real estate market, info on our new listings and open houses, and links to interesting articles, visit our Facebook page [Re/max Treeland Realty - Cherri Chalifour and Sandra Ennis](#)

and don't forget to "Like" it!

JUST LISTED

6962 196A Street



\$639,900

- Desirable Willoughby Heights!
- 6 bedrooms, 4 bathrooms
- Plenty of space for the whole family!
- Granite countertops, hardwood floors, s/s appliances and more!

**Your RE/MAX Treeland Realty residential specialists,
Cherri Chalifour and Sandra Ennis,
just listed this property in Langley.**

Ask the Agent: This Month's Question

Why do you need a real estate agent when you purchase a home?

If you are thinking about purchasing a home, it is wise to hire a real estate agent to help you. It is the seller in a real estate transaction who pays the commission to agents in the property deal, so there is no cost to the buyer.

By hiring an agent, you will also benefit from his or her expertise. The agent will be able to tell you if the property is reasonably priced. After all, unless you have insight into the market, you are taking the word of the listing agent.

A good buyer's agent will be able to tell you both what comparables have sold for recently, and what they expect the property to appraise for. If you are planning on financing the property, the lender will want an appraisal. If the appraisal, which you pay for, comes in significantly lower than the purchase price, and the listing agent is unwilling to move on the price, you get to start the process over on a different property.