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REAL ESTATE NEWS



from Gisele

This past year I decided to invest in my clients by becoming certified in courses that I think matter to you. I completed all the required courses to obtain my **Master Certified Negotiation Expert** designation and in the spring I went to Toronto to become certified as a **Senior Real Estate Specialist** for my 55+ clients.

As a **MCNE** I can help both my sellers and buyers in negotiating the sale or purchase of their home. This designation gives me a significant competitive advantage over other agents when negotiating deals.

As a **SRES** I understand the 55+ market. As baby-boomers outnumber other age groups understanding their needs is imperative.

If you know of anyone that could use my help please call or email me.



Cannabis Legalization and Renters

Cannabis, also known as marijuana, will be legalized in Canada on Oct. 17, 2018. This means that it's no longer a crime to possess small amounts of cannabis or to grow up to four plants. However, it doesn't mean you have the right to grow it wherever you wish.

Landlords will be advising tenants that they can't grow it anywhere in or on the property without their written permission because of the significant health risks from the potential growth of mould, risk of fire and the significant damage caused by the high humidity requirements for growing such plants, including hydroponics. If mould develops in the tenants' rental unit, the tenant will be required to pay for any such remediation. Also, cannabis smoke doesn't respect physical boundaries and it's much stronger smelling than cigarette smoke.

Ontario's new Standard Lease Agreement (SLA) includes a section about smoking. This section empowers a landlord to use a breach of a no-smoking clause in the rental agreement as grounds for eviction.

It remains for the courts to determine if a tenant's right to smoke marijuana for medicinal purposes is greater than a neighbour's right to not smell it, especially since there are alternative forms of medicinal marijuana including pills, capsules and oil.

It's estimated that growing four plants a year will consume an average \$600-\$800 a year in electricity, and electrical circuits in older buildings (87 per cent of Ontario purpose-built rental buildings were constructed before 1979) that are already

"Your referrals are important to me. I value your support and trust."

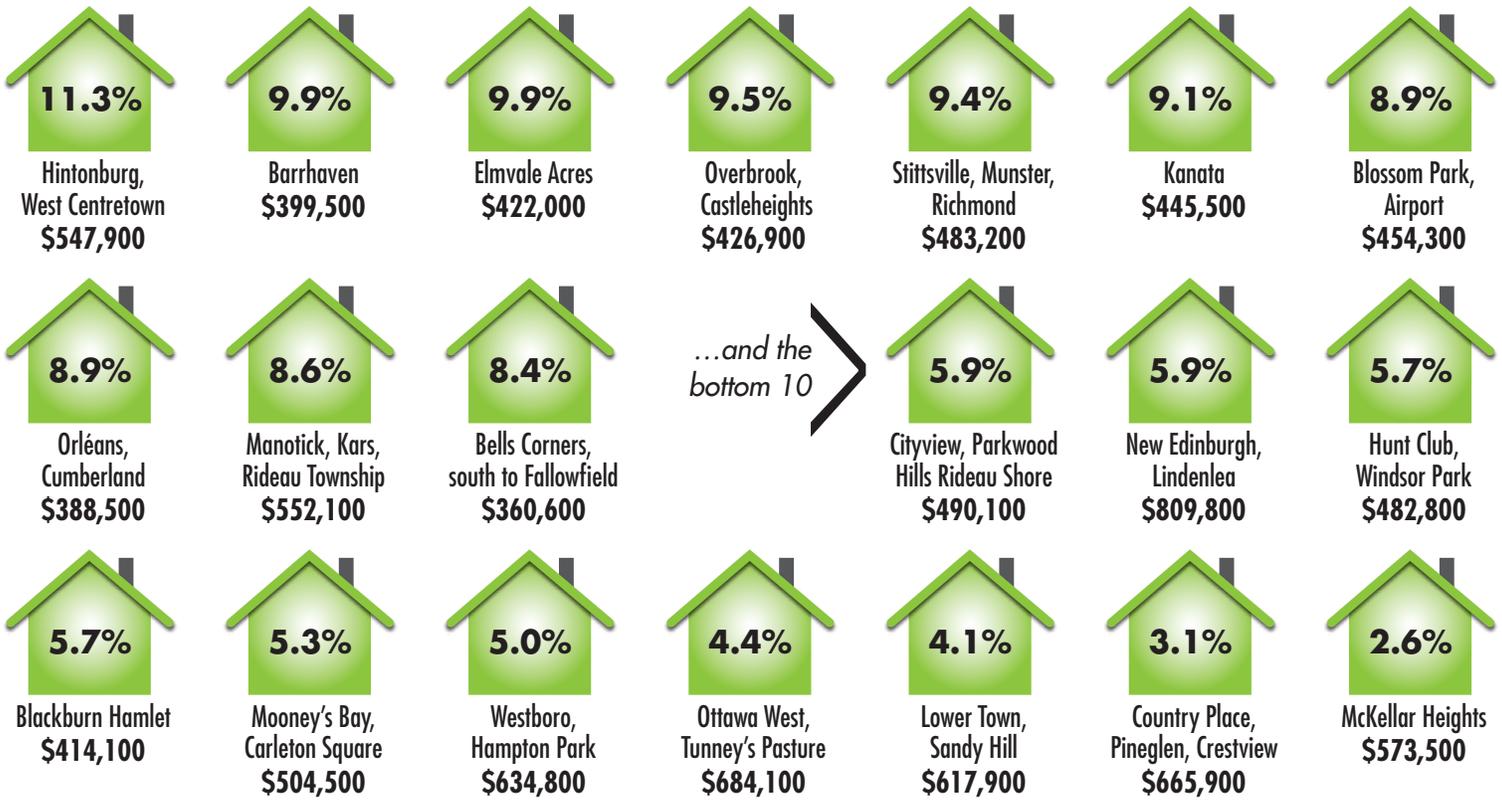
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Ottawa Housing Market – August 2017 vs August 2018

Top 10 Ottawa Districts...



...and the bottom 10

Source: Ottawa Real Estate Board, MLS Benchmark Home Price Index, Single Family Homes
Please contact me if you would like the full list of Ottawa Districts.

under heavy loads may increase the risk of fire. Landlords may also regularly record all electricity meter readings on all units. If a landlord includes electricity in the rent, then this could become a major financial issue and a landlord may add to the SLA that he

will not be responsible for any increase in electricity costs, although this will be hard to defend in court for existing tenants that have leases signed prior to the new Standard Lease Agreement. A tenant may be held accountable for any fire started due to an overloaded circuit.

An N8 notice for eviction could be issued for damage to property caused by an act or inaction by a tenant that is not completely and properly repaired by that tenant.

Excerpt from Chris Seepe, president of the Landlords Association of Durham



Silence squeaky floors. Scrape the joints between your floorboards to remove dirt, and then sprinkle a little baby powder between the squeaky ones. Bounce up and down on the area to work the powder into the joint.

5 Tips for Buying in a Tight Market

- 1** Determine and stick to a budget
- 2** Identify desired neighbourhoods and home wants vs. needs
- 3** Be ready to make a decision quickly on a home
- 4** Make your offer competitive
- 5** Work with a Realtor®

SELLER TO DO LIST:

- EXTERIOR:** Clean, sweep & paint!
- BEDROOM:** Make the beds and tidy up!
- BATH:** Clean and bright!
- DINING:** Minimize furniture!
- YARD:** Trim & nurture!
- KITCHEN:** Clean & clear surfaces!
- LAUNDRY:** Put it all away!
- LIVING:** Maximize visual floor & wall space!

WHOLE HOUSE: Objectively Evaluate Every Room!