

# PREFERRED CLIENT UPDATE

Working Hard to Keep You Informed

No. 8 2017



**Michael Mealia**

Broker

*"Call Your Top Dollar Sales Team Today"*

Direct: 416.617.7998

Office: 905.883.4922

mike.mealia@gmail.com

www.mealia.com



## Looking for a Referral?

Has this ever happened to you? You're looking for a contractor or other professional for a home project or repair. You search on Google and find hundreds of names. You spend hours considering them. Yet, you can't be sure the person you have found will be qualified, experienced and reputable.

That's not an unusual scenario. In the end, most people email a friend or neighbour, and ask, "Do you know a good contractor?"

Often that approach works best!

In fact, a growing number of my clients come my way by referral too. I deeply appreciate all those people who recommend me to their friends and neighbours.

So, I'd like to return the favour.

You see, I'm well-connected in the local "home industry". If you're looking for someone — a contractor, a repair person, a landscape company, etc. — please give me a call. I may be able to recommend someone to you.

All the best!

*Michael*



**Susanna Yu**

Customer Care Specialist

Phone: 905.883.4922

susanna.mealiaoffice@gmail.com

9555 Yonge St., Suite 201  
Richmond Hill, ON L4C 9M5



Michael Mealia's  
**UPDATE**

*My job as your REALTOR® is to help you with all your needs – before, during and after the sale.*

## Got a question?

*You may not be planning to move for a while, but may still be curious about what's happening in the local real estate market. So, any time you have questions, please give me a call!*

*If you want market statistics for your area, please call.*

## Review Your Digital Contracts and Cyber Security



After summer vacation, it's typical for families to consider new tech devices for back-to-school and back-to-work requirements. As a result, it is an opportune time to review all the subscriptions, apps and user terms you've agreed to during the past year. Consider whether they remain beneficial, and question whether they are truly necessary. Just as it's wise to review the status of any service fees and monthly debits once a year, it's also appropriate to review renewable download agreements. Also, if you have younger tech users, it's wise to remind them about employing antivirus programs and practising personal security habits to protect their privacy, especially when using social media.

## Be Mindful of Changes in Home Insurance

There's no doubt an overall increase in the number of extreme weather events has caused the insurance industry to undergo significant changes. While no one can predict the frequency or location of major storms, there is an industry consensus that the intensity of storms is becoming more severe and that insurance companies need to protect themselves against the associated risks. This new reality also presents increased risk to homeowners, in terms of both vulnerability to natural threats as well as potentially compromised coverage. Paying close attention to



your policy details is vital. You will likely discover changes to coverage conditions and rates over time. For this reason, homeowners need to be mindful of their policy terms, and also take whatever steps they can to avoid extensive damage from extreme weather.

## Would You Buy a Mattress Online?

One might think a mattress is the last thing you would consider buying online, but new materials and consumer insights have spawned the growth of a number of online companies in recent years. For example, newer, lighter and compactable memory-foam mattresses help reduce the cost of warehousing and shipping, making deliveries typically free. The same can be said for returns, which are often covered under a no-cost, no-hassle policy that gives consumers a generous at-home trial period. Such policies also help allay concerns about buying a mattress "sight unseen", and put these upstart companies on a competitive footing with old-style retailers. After all, these companies realize it makes more sense to test a mattress under normal, home conditions, than



to feel you need to make an on-the-spot decision by trying out a showroom mattress while dressed in street clothes.

## Joint Ownership is Trending

With the cost of living rising in many urban centres, there is growing frustration amongst an entire generation of potential buyers who can no longer afford to purchase their own homes. As a result, more and more are considering joint ownership between unattached singles, and even unrelated families. Before leveraging such an arrangement, buyers need to pay close attention to the ramifications of specific terminology in their purchase agreements. For example, "Joint Tenants" and "Tenants in Common" have distinctly different legal definitions which could impact the intended arrangement, including the percentages of ownership, the responsibility for mortgage payments, and the upkeep of maintenance. Furthermore, to avoid unnecessary conflict in the event of a dissolving partnership, the rights of individual participants must be clearly defined up front. What are the partners' rights in the event of a sale or buyout? What happens if a partner dies and bequeaths ownership to a third party – or a living partner decides to rent out part or all of the premises? Obviously, joint purchasers need legal



guidance. Still, the trend of such ownership is undeniable, as it makes homes affordable to more buyers. It could even affect how sellers market their properties, especially if a property has the potential for two separate and distinct living arrangements under one roof.