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		Listed	Sold	Listed	Sold
October	25	1	6	\$2,900,000	\$2,711,875
September	25	4	2	\$2,194,444	\$2,047,500
August	25	7	2	\$1,447,500	\$1,442,500
July	25	4	4	\$1,838,400	\$1,769,000
June	25	3	3	\$1,829,000	\$1,850,000
May	25	5	5	\$1,788,888	\$1,760,000
April	25	3	2	\$1,572,500	\$1,582,500
March	25	4	4	\$1,412,500	\$1,402,500
February	25	4	5	\$1,495,000	\$1,510,000
January	25	3	3	\$1,185,000	\$1,157,500
December	24	3	2	\$1,624,500	\$1,574,450
November	24	1	3	\$1,595,000	\$1,492,500

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## GAMES & PUZZLES

### Guess the Christmas Song!

- Brenda Lee was only 13 years old when she recorded this “new old-fashioned” Christmas favourite.
- In December of 1965, this was the first song played in space. Hint: It is a classic written by James Lord Pierpont.
- This song was originally called “Tinkle Bells”.
- Thurl Arthur Ravenscroft, the singer of this mean, green song, was also the voice of Tony the Tiger.
- Sammy Cahn and Jule Styne ironically wrote this romantic winter song during a heat wave.
- There are three official music videos for this modern Christmas song, as well as a celebrity lip-syncing montage video.



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### BRAIN GAMES

# SUDOKU

	3	2		7				
7						1	3	
	5			3				7
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		7						
				8		3	1	

SCAN THE QR CODE FOR THE SOLUTION



# CONTENTS

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**News, Events,  
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Statistics**



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# How to Highlight the Quality of a Newer Home to Attract Serious Buyers

by Virginia Cooper



Selling a newer home should, in theory, be easier—after all, the paint is fresh, the systems are modern, and everything feels move-in ready. But in practice, newer homes compete on perception, not just price. Buyers want proof of quality, and the sellers who demonstrate that proof most convincingly are the ones who convert “curious browsers” into buyers.

### TL;DR

- Buyers trust what they can see, verify, and document.
- Showcase builder upgrades (materials, finishes, warranties).
- Offer a pre-listing inspection to show transparency.
- Present an organized documentation packet that reinforces quality and condition.

These actions shift buyer perception from “Is this home worth it?” to “This home is a safe investment.”

### 1. Start with the Builder’s Story

Most buyers don’t just want to know who built the house — they want to know why it’s better than the average home next door. If your home includes premium materials, energy-efficient systems, or smart-home upgrades, make them visible:

- Feature builder highlights in your listing description.
- Include brand names (e.g., Andersen windows, Moen fixtures, Bosch appliances) for credibility.
- Showcase any transferable warranties or green certifications (like Energy Star or LEED ratings).

A clear, fact-based comparison to standard features can create trust quickly.

### 2. Create an Experience, Not Just a Showing

Newer homes can sometimes feel impersonal — so your job is to make quality tangible. During showings:

- Stage selectively. Highlight craftsmanship with minimalist décor that lets details shine.
- Use daylight to emphasize finishes like hardwood, tile, and cabinetry.
- Keep all mechanical and system panels (HVAC, electrical, etc.) spotless and clearly labeled.

Buyers notice cues of care. Even new homes lose appeal if they feel unmaintained.

### 3. Offer a Pre-Listing Inspection

Transparency is magnetic. A certified pre-listing inspection signals confidence in the home’s condition — and that you’re not hiding surprises.

An inspection can:

- Validate that systems are in peak shape.
- Identify minor fixes before they become buyer objections.
- Reduce negotiation friction and build immediate trust.

#### 4. Organize Proof of Quality (The Confidence Packet)

Buyers love documentation — especially those purchasing newer homes. Creating a downloadable, well-organized packet builds buyer confidence faster than any marketing phrase can.

Include in your packet:

- Builder plans and upgrade lists.
- Inspection reports and receipts for recent services.
- Appliance manuals and warranties.
- Maintenance records and HOA documentation.

Store the file digitally, label everything clearly, and save it as a PDF so it's universally accessible. A clear, structured packet demonstrates professionalism and reliability — two powerful emotional triggers for serious buyers.

If you're not sure how to compile or convert files, you can use a free online tool to combine or convert different file types into one polished PDF. Buyers and agents appreciate having an organized, shareable summary at their fingertips.

#### 5. Add a Human Touch: Testimonials and Builder Endorsements

Real people validate what glossy marketing can't. Include:

- A short testimonial from your builder or contractor about the materials and workmanship.
- Reviews from neighbours who bought similar models or upgrades.
- Quotes from local service pros who can vouch for system reliability.

These micro-endorsements transform a data-driven listing into a story that resonates emotionally. You can even use layout inspiration you find online.

#### 6. Checklist: Quality-Confidence Readiness

Use this quick self-audit before going live:

- Builder name, upgrades, and warranties clearly stated in the listing.

- Pre-listing inspection completed and summarized for buyers.
- All receipts, records, and floor plans consolidated into one PDF packet.
- Home is spotless, staged, and systems labeled.
- Testimonials and neighbourhood context included.
- Agent presentation materials emphasize transparency, not salesmanship.

This checklist ensures your home isn't just seen — it's trusted.

#### 7. Comparison Table: What Buyers Notice Most

Buyer Focus Area	Traditional Home	Newer Home Done Right
Maintenance Costs	Unpredictable	Documented, predictable
Efficiency	Varies by upgrade	Proven energy metrics
Transparency	Reactive inspection	Proactive pre-listing report
Documentation	Scattered or absent	Single organized packet
Emotional Pull	Nostalgia-driven	Confidence-driven

#### FAQ

##### Should I still stage a newer home?

Absolutely. Even pristine homes need warmth. A few well-placed furnishings guide buyers' imagination without masking details.

##### Is a pre-listing inspection worth it for a new house?

Yes. It confirms what buyers hope is true — that the home is sound — and it prevents surprise renegotiations later.

##### What if my builder is no longer in business?

Provide whatever documentation remains (permits, manuals, or product brand lists). The goal is to show the story of quality, not the brand name alone.

#### Conclusion

A newer home sells fastest when it tells a story of verified quality. Clear builder documentation, visible upkeep, and transparent proof transform your property from "another listing" into a verified investment. In today's data-driven market, credibility isn't just earned — it's engineered.



## Quick and Easy Bruschetta Appetizers

by Jennifer Puri



Affordable and versatile, bruschetta is a deliciously simple tomato and basil combo.

A classic Italian appetizer, bruschetta originated in 15<sup>th</sup> century Italy. Olive growers would grill bread over an open fire to taste their freshly pressed oil. The simple slice of toasted bread later evolved to include cheeses, meats, and olives.

Soft cheeses like goat cheese, ricotta, or brie can create a unique flavour. This recipe uses bleu cheese and slices of French bread, but you can also use ciabatta bread instead. Bruschetta can be served warm or cold as part of an appetizer platter.

Bruschetta pairs well with pastas and salads, grilled chicken, or fish. Leftovers can be refrigerated for two to three days in an airtight container.

**Prep Time:** 15 minutes

**Cook Time:** 10 minutes

**Servings:** 4 to 6

### Ingredients:

- 4 cups of chopped tomatoes
- 2 tbsps. chopped basil
- ¼ cup chopped red onion
- 6 tbsps. extra virgin olive oil
- 1 loaf of French bread

- ½ cup mayonnaise
- ½ cup crumbled bleu cheese
- ¾ tsp. dry mustard
- ½ tsp. salt
- ½ tsp. coarsely ground black pepper
- 1 tbsps. white wine vinegar

### Directions:

1. Preheat oven to 400 degrees Fahrenheit.
2. Slice French bread into ½-inch-thick slices and then cut into half. Lightly brush slices with olive oil on both sides, place on a baking sheet and bake in oven for 10 minutes or until lightly brown.
3. Prepare tomato mixture by mixing together tomatoes, red onion, basil, salt, pepper, 2 tbsps. of olive oil, and the white wine vinegar.
4. In a separate bowl gently mix together mayonnaise, mustard, and crumbled bleu cheese.
5. Spread the cheese mixture on the toasts then top with the tomato mixture. Garnish with fresh basil leaves and serve.

Bon Appétit!





### Adult ADHD

by Carley Hyder, Reg. Psychologist



The typical stereotype of Attention Deficit/Hyperactivity Disorder (ADHD) often centres on young boys who appears restless and unable to sit still. However, ADHD has vastly changed now that research in the past ten years has (finally) branched out to include girls and adults. Adult ADHD is one of the top diagnoses right now, next to adult autism because so many of us were missed or never diagnosed as children. What does adult ADHD look like? Adult ADHD can differ by person, but these common traits are associated with adult ADHD:

1. **Disorganization:** Documents being scattered, messy cabinets/closets, missing appointments. Some people are able to 'keep it together' at work, even when their home life feels chaotic. This is called masking, and can work for a while, but can also lead to burnout. Other people struggle to stay employed due to the severity of their disorganization.
2. **Impulsivity:** Some indicators include impulsive spending, impulsive decisions, and erratic changes in daily schedule. Some individuals may not be able to

plan for things in advanced. There also seems to be a preference for change their routine.

3. **Executive Function:** The ability to plan and execute, such as meal planning, prioritize tasks, and being able to stick with them might be challenging.
4. **Struggles To Get Simple Activities Completed:** Having a hard time doing chores or tasks that are not exciting or 'less dopamine rich' such as dishes, laundry, tidying up, and balancing a budget.

If this sounds like you, you could have some of the symptoms associated with ADHD. There are great tools to help you stay on task and organized. Use a calendar to keep track of deadlines, appointments, and events. Do the less favourable task first, followed by a 'reward' or favourable task. Try to schedule each day to get a balance of items completed. You are not in this alone, ask for help; professional organizers, financial planners, executive function support from a licenced psychologist and in some cases, talking to your family doctor can also be helpful.

# Self-Care Through the Holiday Season

by Nancy Bergeron, R.Psych | [info@nancybergeron.ca](mailto:info@nancybergeron.ca)

The holiday season often arrives with a mix of excitement and exhaustion. Between family gatherings, financial pressures, and the weight of expectations, it's easy to lose sight of your own well-being. Yet caring for yourself—body, mind, and spirit—is one of the most meaningful ways to experience the season with more peace and joy.

Here are some simple ways to stay grounded and well through the holidays.

### 1. Slow Down and Simplify

The holiday rush can make even meaningful traditions feel like chores. This year, consider doing less so you can enjoy more.

Ask yourself:

- What truly brings me joy or connection?
- What could I let go of this year?

Simplifying plans, menus, or gift lists can make space for rest, laughter, and moments of genuine presence.

### 2. Nourish Your Body with Care

Cold weather, busy schedules, and rich food can leave you feeling depleted. Instead of striving for perfection, focus on gentle balance.

Eat regularly, stay hydrated, and make time for movement—even a short walk outside helps reset your nervous system. Rest when you can. Your body is not a machine; it's your home.

### 3. Set Emotional Boundaries

The holidays often highlight complicated relationships. You have the right to protect your emotional energy.

It's okay to say "no", leave early, or change plans that don't feel right.

Boundaries aren't unkind—they're how we create safety and preserve the capacity to show up with love where it matters most.

### 4. Stay Connected to What Matters

Amid the noise and marketing, take moments to remember what feels meaningful to you.



That might be spiritual reflection, gratitude, giving, or time in nature. Meaning doesn't come from doing more—it comes from doing what aligns with your heart.

### 5. Mind Your Inner Dialogue

Many people carry silent stress about doing the holidays "right." Notice the voice of pressure or guilt and replace it with compassion.

Instead of, "I should be happier," try, "It's okay to feel however I feel today."

Self-kindness softens expectations and makes room for authentic joy.

### 6. Create Restorative Moments

Small, intentional pauses can have a big impact:

- Light a candle and breathe deeply for one minute.
- Step outside and notice the winter air.
- Write down one thing you're grateful for each day.
- These simple rituals help your mind and body reset amid the busyness.

### 7. Ask for Support When You Need It

If the holidays stir up grief, loneliness, or old wounds, you don't have to face it alone. Reach out to a trusted friend, support group, or therapist.

Sometimes the bravest thing you can do is acknowledge that you're struggling and allow others to meet you there.

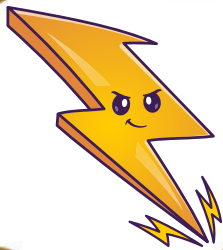
### 8. End the Year with Reflection, Not Resolution

Before jumping into goals for the new year, pause to reflect.

What did you learn? What moments mattered most? What are you ready to release?

Reflection honours your growth and sets the stage for gentle, sustainable change—no pressure required.

# ***LIGHTNING STRIKE!***



*You may associate getting struck by lightning with electricity. But you can't forget about the extreme heat! Lightning can heat the air it passes through to 50,000 degrees Fahrenheit (27,760 degrees Celsius), which is five times hotter than the surface of the sun!*

## **Fingerprints**



Though identical twins have the same DNA, they experience development differently. One interesting part of this, is that due to environmental factors in the womb they will not have the same fingerprints!



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# Pedestrian Safety in the Winter

by Courtney Harron, Red Cross First Aid Instructor

Winter is an exciting season full of snow, sledding, and fun! But with snow and ice also comes slippery sidewalks, darker days, and reduced driver and pedestrian visibility. That means we all need to be extra careful when we're walking or crossing the street. A few smart choices can help you stay safe all winter long!

### Take Your Time, Be Bright, and Be Seen!

**Take Your Time.** Everything moves a little slower in winter, walking, driving, even getting out the door! Ice and snow make slipping easier, so move slowly and carefully. Give yourself extra time when walking to school or playing outside and never run across the street. Slow and steady keeps you safe!

**Look, Listen, and Wait.** Crossing the street in winter can be tricky. Snowbanks might block a driver's view, and cars can take longer to stop when the roads are slippery.

Here's what to remember every time you cross:

- Stop and stay at the edge of the sidewalk. Look left, right, and left again, checking the side where cars will be closest to you last (left).
- Wait until every car comes to a complete stop before stepping onto the road.
- Make eye contact with the driver. If you can see them, they can see you.
- Even if the light says "walk," look left, right, and left once more before crossing.

**Be Bright and Be Seen.** Winter days are short, and it gets dark early. Sometimes it's hard for drivers to see people. Make it easy for them to spot you, the brighter you are, the safer you are!

Wear reflective clothing or add reflective stickers or patches to your jackets or backpacks.

Wear fluorescent or bright colours like red, yellow, or orange.

If it's really dark, carry a flashlight or wear a headlamp.

**Watch for Slippery Spots.** When it's icy, it's not just cars that can slide; people can too! Watch for shiny or wet-looking patches on the sidewalk and walk carefully. Keep your hands out of your pockets to help you balance and break your fall in case you slip. Try the "Penguin Walk":



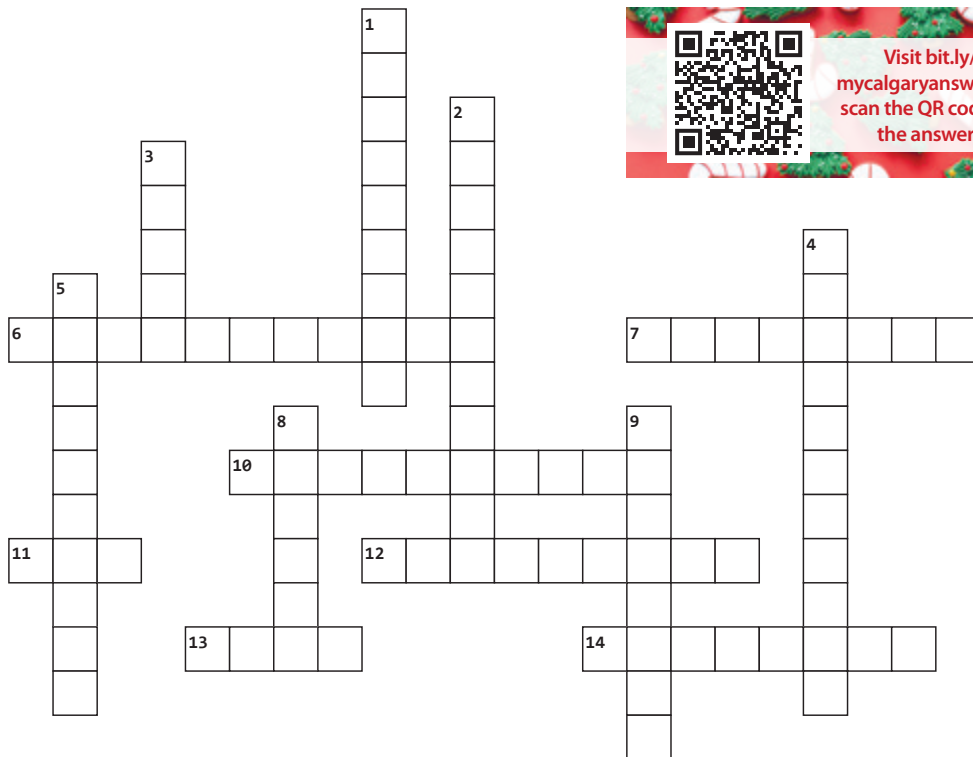
keep your feet slightly apart, toes pointing out, and take small, careful steps, just like a penguin waddling on ice.

### Safe Drivers and Smart Walkers Work Together.

Drivers try their best to go slowly in the winter, but they need your help too. When you follow safety rules, drivers can see you and stop in time. Working together keeps everyone safe!

Winter can be one of the best seasons of the year, so let's all stay safe. Take your time, be seen, and always wait for cars to stop before crossing. A few extra seconds can make a big difference. Bundle up, watch your step, and enjoy the snowy season safely!

# December Crossword



Visit [bit.ly/mycalgaryanswers](https://bit.ly/mycalgaryanswers) or scan the QR code for the answers

## Across

6. The Statute of \_\_\_\_\_ passed on December 11, 1931, granting Canada full legislative independence from the British Empire.
7. Known for his role in *Stranger Things*, Canadian actor Finn \_\_\_\_\_ celebrates his birthday on December 23.
10. The \_\_\_\_\_ is also known as the Christmas flower.
11. "Gangnam Style" by \_\_\_\_\_ became the first YouTube video to reach one billion views on December 21, 2012.
12. In December 1612, astronomer Simon Marius made the first known telescopic observation of this galaxy.
13. *Star \_\_\_\_\_: The Motion Picture* premiered on December 7, 1979.
14. December 14 marks the start of this Jewish holiday.

## Down

1. The bust of this Egyptian queen was found on December 6, 1912.
2. Annually on December 12, \_\_\_\_\_ House Day is celebrated.
3. The first human-to-human \_\_\_\_\_ transplant was performed on December 3, 1967, by Dr. Christiaan Barnard in Cape Town, South Africa.
4. \_\_\_\_\_'s ballet, *The Nutcracker*, premiered in Saint Petersburg on December 18, 1892.
5. Jane Austen's last novel, \_\_\_\_\_, was published on December 20, 1817.
8. Two years after being stolen, the "Mona Lisa" was returned to this museum on December 12, 1913.
9. Ferguson Jenkins born on December 13, 1942, in Chatham-Kent, was the first Canadian inducted into the \_\_\_\_\_ Hall of Fame.

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# Ancient Water

In December 2016, University of Toronto scientists presented findings of the world's oldest known water approximately 2 billion years old found at Kidd Mine near Timmins, Ontario. Talk about "ancient" water, older than humans even older than dinosaurs!

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## X Marks the Festive Spot



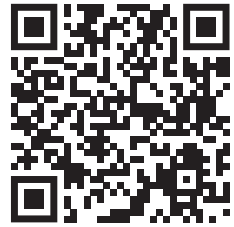
You might think “Xmas” is just a modern-day abbreviation for Christmas—but it actually dates back to the 16<sup>th</sup> century! The “X” comes from the Greek letter “Chi” which is the first letter of the word “Christos” meaning “Christ”.

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