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were Asking*



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Spring Market Round Up

This market rolled along like a steam train January, straight on through to the end of May. I thought we were seeing some easing the week of April 30th and then quickly realized the brief reprieve was simply people stopping to get the taxes in the mail and then it was full on the next week.

Back to the days of competitive offers, this Spring market was a frustrating one for buyers trying to get in and make a decision before they found themselves having to bid against one or more other buyers. The concern always in this type of market is to ensure your purchase price is going to withstand the eventual drop.

This was not a market to act solely with your heart. For Realtors, it was both rewarding and tense as you tried to guide people through some very tough decisions....both buyers and sellers. In December, I held training sessions for our sales reps to prepare them for what I knew would be a very fast paced market. It did not disappoint.

My last sale of 2009 wrapped up December 23rd and it was a quick Christmas, New Year's Celebration and then the flood gates opened. The average sale price rose sharply to \$384,067 from \$374,166 last June, with the days on the market dropping a full week.

We're now in a summer market, which typically sees things grind down, but, we are still seeing strength for any properly listed property. Pricing is starting to come down, but, I do find new listings are still entering the market with Spring price tags on them. Folks, the Spring market is over.

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