

Spring market starting off well

Interestingly enough, although we had our best December in more years than we can remember, the stats don't show the same for everyone. The number of listings in December was actually off from last year as were the sales figures. The average sale price across Burlington stayed stagnant at \$384k. The spring market though has started off quite well. Anything priced right and prepared right

is selling very quickly, which does bode well for the move up buyer poised to make the move they've been holding off due to the job security fears of the last two years.

Approaching the market cautiously is always smart, but, we are not seeing signs that this rebound, which started in the last quarter of 2009, is not carrying forth in 2011. Household debt has been rising dramatically in recent years

which is concerning if interest rates rise, even marginally. But, for those in good financial shape, buy, buy, buy!

Jamie M. Edwards, B.A., FRI, CRB, CRS is the Broker of Record for J.M. Edwards Associates Inc. and Past President of the Realtors Association of Hamilton-Burlington, Burlington Chamber of Commerce, and the Ontario Real Estate Association.

You
were Asking



E-mail your questions to
jamie@jmedwards.com
905-631-6363