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were Asking*



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

Market Conditions and Fall Forecast

This spring has seen a little of a roller coaster approach to the market. For a lot of sellers, the past month has been extremely healthy. Buyers are being put through the wringer in an attempt to get into homes quickly enough to make a hasty decision before the homes goes into a bidding war. It's high pressure and very difficult to make a solid decision when you are forced to act immediately. Quite frankly, it is much the same as last year; it just took some time to get here as last spring, saw this pent up demand at the tip of the market and it

ran right through to the end of May. I think the weather had a lot to do with the sluggish start. April and May saw a very quick turn over of just 34 and 30 days average time on the market, not as quick as last year (26 and 29 days respectively), but, nonetheless, we posted some solid numbers. A trend I've noticed is the movement across the bridge....yes, Stoney Creek has become an interesting spot to watch as frustrated Burlington buyers have approached that market as a very viable option. Will we start to see that pricing rise?

Yes, it already has. Average price in Burlington at the end of May was \$422,110 with an average of 30 days on the market at 98% of asking price. Have a safe and pleasant summer Burlington! I'm predicting a solid summer and fall market.

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.