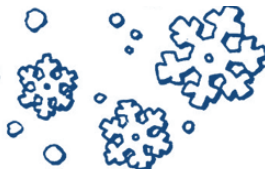


Burlington & Area REAL ESTATE NEWS & TREND FORECASTING

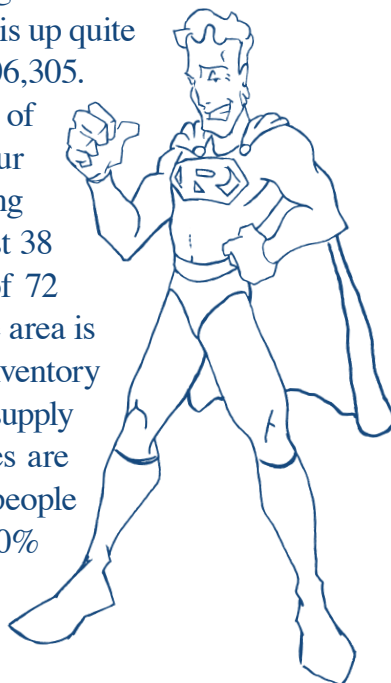
FALL 2007

MARKET CONDITIONS and WINTER FORECAST



As is typically the case around this time of year, the market starts to fall off toward the holiday season. It's getting a bit 'grindier' out there as I like to call it. The average sale price across the City is up quite a bit from last September... \$329,416 versus \$306,305.

But, having just three sales in the 38 district of an average of \$714,167, it's easy to see why our numbers overall are skewed. The core area is doing well, as guessed, with a turn around time of just 38 days. If you compare that to the 38 district of 72 days, you'll appreciate just how quickly the core area is moving! Again, this time of year, there is less inventory to choose from, with only just over a two month's supply of inventory now on the market. Mortgage rates are up from last year, which, always tends to keep people on the fence. Closed one year; 7.10% (versus 6.40% last year), 3 year, 7.30%, 5 year, 7.190% and 7 year 7.55%, open 6 mth 8.550%. The Spring market is around the corner, so, all you sellers should be readying your homes for the market over the next few months. People buy pretty homes, that is a fact, so decluttering your homes really puts you at a huge advantage!



WHAT REPEAT BUYERS WANT MOST FROM REAL ESTATE PROFESSIONALS

Our repeat business has grown dramatically over the past few years. Anyone in sales understands what it means to realize repeat business and referrals. It's the public's way of telling you that the job you did meant something. Here are some interesting statistics courtesy of the National Association of Realtors:

- ▶ Help you find the right house to purchase – 53%
- ▶ Help with price negotiations – 13%
- ▶ Help with paperwork – 8%
- ▶ Tell you what comparable homes are selling for – 11%
- ▶ Help determining how much buyer can afford – 11%
- ▶ Help find and arrange financing – 2%



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BURLINGTON & AREA

Calendar of Upcoming Events

Oct - Nov 04 Autumn Wonders Season at Mountsberg Weekends and Holidays
10am - 4pm. Find the hidden secrets in our corn maze and special children's maze, take a wagon ride (nominal charge applies) around the Wildlife Walkway, visit the farmyard animals, bird of prey demonstrations at 12pm and 2pm.
mtsberg@hrca.on.ca 905-854-2276

Oct 28 Annual Halloween Pumpkin Carving Contest 12pm - 2pm. Mountsberg Wildlife Centre. Get out your carving tools! Judging takes place at 2pm with prizes for the best pumpkins. Pumpkins available on site or bring your own. General admission rates apply.
mtsberg@hrca.on.ca 905-854-2276

Nov 05 Martini's on Monday The Landmark Steakhouse –
380 Brant Street 905-634-6275. An excellent feature selection highlighting the 'Art of the Martini' shaken not stirred.

Nov 23-25 Christmas Sale & Soup Bowl
Burlington Art Centre - 11am - 12pm. Soup, salad and bread, take the bowl home. Register at (905) 632-7796 info@burlingtonartcentre.on.ca

Dec 02 Christmas Parade - 2 - 4 pm. Over 65 entries including floats, antique vehicles, clowns and bands + Santa (905) 335-7704

Opens Dec 02 Lakeside Festival of Lights Spencer Smith Park - thousands of lights and holiday figures. 905-333-9868

Dec 09 The Jingle Bell 5k Run
Downtown Burlington - 9:30am
Kelly Arnott - 905-639-8053- www.vrpro.ca -
Gourmet breakfast after run.

Dec 31 New Year's Eve Family Skate
Bronte Creek Provincial Park. Enjoy skating to music under a starry sky. Coyote howl hike every 1/2 hour between 6:00pm and 7:30pm. Kids countdown to New Years at 8:15pm.

Jan 19 Moonlight Snowshoe Hike
Crawford Lake Conservation Area. Discover the magic of the night sky during a snowshoe adventure. Guided snowshoe hike, fireside storytelling and a steaming cup of hot chocolate.
crawlake@hrca.on.ca - 905-854-0234



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STATS

SEPTEMBER	# of homes listed during month	# of homes sold during month	Average Sales Price	Days on market	Sale to list ratio
1988	381	231	\$173,587	44	97%
1990	533	133	\$189,411	78	93%
1992	521	223	\$180,589	77	93%
1994	450	110	\$178,926	54	95%
1996	376	193	\$186,324	60	94%
1998	332	210	\$201,474	48	96%
2000	372	220	\$212,567	57	96%
2002	307	253	\$240,522	40	97%
2004	358	259	\$277,797	42	97%
2005	442	276	\$296,472	41	98%
2006	443	245	\$306,305	44	97%
2007	413	254	\$329,416	40	97%

REAL ESTATE FRAUD



Many home owners own their homes outright, making real estate fraud a very scary reality in these days of increased internet use. Let's face it, while the internet has made our

world so much more convenient, it doesn't come without some negatives which we must make ourselves completely aware. What is real estate fraud? Well, simplistically put, there are three types; Stealing Title, Obtaining an illegal mortgage and Value Fraud. How can you prevent it? **There are a myriad of ways:**

- ▶ Never sign documents you have not read through thoroughly
- ▶ Verify your credit reports on a fairly regular basis to ensure there is nothing on them you are not aware of
- ▶ Power of Attorney - ensure you trust this person implicitly
- ▶ Don't leave confidential documents out in the open in your home
- ▶ Choose to work with reputable, reliable consultants when buying/selling real estate
- ▶ Verify tenants' references

These days, we open our worlds to many people we really consider strangers. For those of you who know me, I have a saying, 'Good paperwork makes good friends.'

Home Buyer & Seller Statistics

Active home search (median):

- Number of Weeks Searched - 8
- Number of Homes seen - 9

Method of Home Purchase, By Use of Internet:

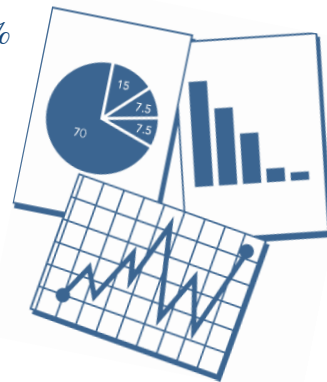
- Agent/Broker 81%
- Direct from Builder 10%
- Direct from previous owner whom buyer didn't know 5%
- Definitely would use same agent again 66%

Actions taken as result of using Internet site:

- Drove by/viewed a home 74%
- Walked through a home viewed online 61%
- Found agent used to search/buy home 23%

Prior Living Arrangement

- Owned previous residence 49%
- Rented an apartment or house 38%
- Lived with parents, relatives or friends 9%



Source: 2006 National Association of REALTORS® Profile of Home Buyers and Sellers

Stealing Title

Stealing Title means changing the ownership of a property from one person to another without the consent of the true owner. How is this done? Believe it or not, it can be done as easily as impersonating the true owner and forging a signature. Realize that as our towns have grown to cities, much more business is being transacted over the phone, through fax and over the Internet. While it is impersonal, it is convenient for all parties. The banking industry has adopted an increased volume of electronic transactions, so, much so that cheques clear without signatures. So, it is imperative, you as a home owner learn to protect the title to your home. One way is to have a Title Search performed several times a year. This will keep you informed on the activity surrounding the title of your home. These being; any liens or mortgages registered on the property, or any transfers or other transactions you may not be aware of. What do you need to have a search performed?

- ❶ Your personal information (name, address, municipality)
- ❷ The legal description to the property
- ❸ Property Identification Number (PIN Number)

This information is found on your Deed paperwork, which you received when you first purchased the property. You can obtain a search on-line (most inexpensive method) or by visiting your local Land Registry Office:

Halton Land Registry Office - REG, LT PPSR, AUTO, ER 491 Steeles Avenue East, Milton, ON L9T 1Y7
 Tel: (905) 878-7287 • Fax: (905) 876-8806

Quite the Quote

"If fear is cultivated it will become stronger,
 if faith is cultivated it will achieve mastery."

John Paul Jones