

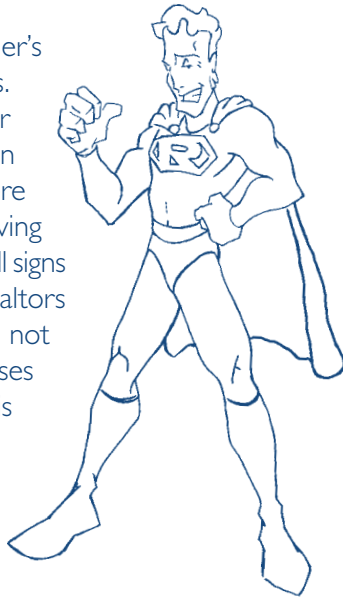
Burlington & Area REAL ESTATE NEWS

& TREND FORECASTING

FALL 2009

Market Conditions and Winter Forecast

The summer market was quite busy, turning into a seller's market with the lack of listing inventory on the shelves. More homes were sold between June and September than seen last summer. In all four months, North Burlington led the rebound in terms of sales. Move-up buyers were definitely in the market as is still being shown in this evolving Fall market. As we climb out of this recession, there are still signs of cautionary spending. Throughout this downturn, Realtors have seen the results of the years of overspending by not only sellers but, buyers. Keep in mind, household expenses should not exceed 30-32 per cent of gross income. This should be considered even in boom times as rainy days hit families without warning. Interest rates are still favourable. What will the Fall market end like? It is moving along very well right now, so, I believe we will roll into the Spring market on solid ground.



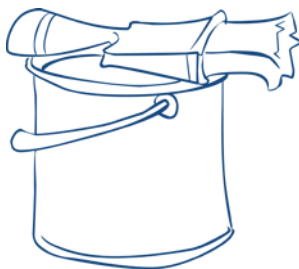
How to Win a Bidding War

In today's market where demand for homes in good condition exceeds the supply, many sellers find themselves lucky enough to be at the receiving end of multiple offers. For potential buyers, particularly first time ones, this presents a less than ideal situation as it drives the price of the house up and they run the risk of being outbid. There are a few tactics you can employ to help make your offer more attractive to the seller. First of all, get pre-approved before you even begin your home search. This will mean the seller can worry less about your financing falling through. Ask your Realtor what a reasonable offer is. If you are going into a bidding war, give it your best shot, and, that includes offering a substantial deposit. You don't have a second chance to go back to the seller with a higher bid because chances are, they will have already accepted your competitor's offer. If you can, be flexible about the possession date as it is often very important to the sellers. Avoid any unnecessary conditions, but be forewarned about waiving the inspection or financing clauses, unless you are confident all will be fine. It will certainly make your offer more attractive, but can backfire on you, especially if the house contains a serious defect or your bank refuses to finance.



Bathroom Basics

As you prepare to put your house on the market, how do you spruce up your bathroom to make sure it is in "show" condition without a major overhaul. Easy! A fresh coat of paint can do wonders for any room. In this case, warm neutrals are very much in vogue. Add colour and style without spending very much money by adding new bath accessories like a cup, soap dish and toothbrush holder. They come in all sorts of different designs and colours these days. Hang a new shower curtain, even in a funky design if you like, making sure it doesn't dominate the entire room, but simply adds a splash of colour. Stack colourful, fluffy towels, books or magazines (home decor magazines are especially good) a prominent place. Hang pictures, put out flowers and plants for a homey look.



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BURLINGTON & AREA

Calendar of Upcoming Events

Oct - Nov 04 - Autumn Wonders Season at Mountsberg

Weekends and Holidays 10 am - 4 pm. 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 24 - Haunted Halloween

Westfield Heritage Village - Bone up your history and folklore and discover the origins and traditions of Halloween's past in the flesh. Explore a variety of plays and presentations guaranteed to tantalize and enthrall the whole family. 6:30pm - 9:30pm Admission fees vary Adult to Children. 1-800-883-0104 www.westfieldheritage.ca.

Nov 07/08 - Art in Action Burlington Studio Tour

Local artists demonstrate their work and welcome the public into their studio spaces. This year's tour has 30 artists and 11 studios for the public to visit. 289-337-2621 www.artinaction.ca 10am - 5pm.

Nov 28 - Christmas Sale & Soup Bowl

Burlington Art Centre - 11am - 4pm - Choose a handcrafted bowl to bring home and fill it with a choice of gourmet soups made by local restaurants. Register (905) 632-7796 ext 307

Dec 6 - Christmas Parade

2 - 4pm - over 65 entries including floats, antique vehicles, clowns and bands + Santa (905) 335-7704

Opens Dec 6 - Lakeside Festival of Lights

Spencer Smith Park - thousands of lights and holiday figures (905) 333-9868

December 12 - The Jingle Bell 5K Run

Emma's Backporch - 9:30am - 1pm.
Kelly Arnott 905-639-8053 - www.vrpro.ca
\$30 Early Registration

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 09 - 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. 905-854-0234



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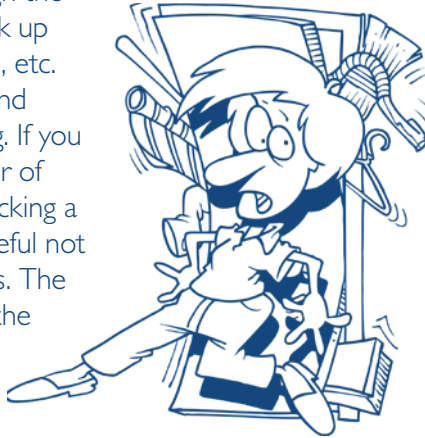


STATS

SEPT.	# of homes listed during month	# of homes sold during month	Average Sales Price	Days on market	Sale to list ratio
1988	318	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%
2008	474	248	\$370,479	48	96%
2009	355	298	\$390,380	38	98%

The Clutter Bug

There is a little bit of a pack rat in all of us and this isn't necessarily a bad thing. However, sometimes we can hang onto too much for too long and potential buyers just cannot see past the clutter and onto the attributes that make a house a special home. A good place to start clearing out is the kitchen. Put away any appliances you don't use on a daily basis. For example, the bread maker you got five Christmases ago that you haven't used in four years can go. Put away dishes and spices neatly. Get rid of the treadmill in the bedroom, as, quite likely, it has become just another place to hang towels and shirts. Go through your closets and give any clothes that haven't been worn for two years to charity. There are a number of charities that will pick up at your home. Go through the rest of the house and pick up old magazines, loose toys, etc. Baskets are fashionable and great for this sort of thing. If you have an excessive number of knick knacks, consider packing a few away early, being careful not to overload storage areas. The knick knacks won't have the same sentimental value to potential buyers as they do to you and can detract from the size of a room. Less is more!



House Hunting Tips

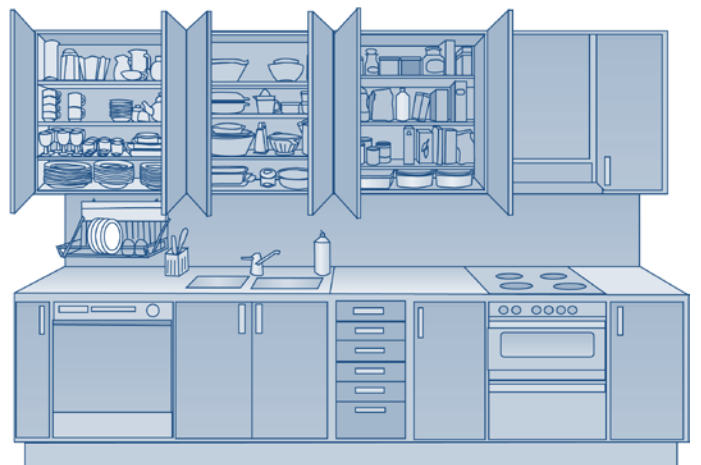


Many people find looking for a house to be an overwhelming experience, but it really shouldn't be. Just keep these few house hunting tips in mind. First of all, make lists. Think about things like how far you are willing to commute and what kinds of services you need to be near. Zero in on what you must have in a home, what you would like to have, what you definitely don't want

and what you would prefer not to have. If you are already a homeowner, start by compiling lists about what you like and dislike about your current home. Let your Realtor see these lists. It will save time by helping him/her narrow down the list of homes to show you based on your criteria. Lists will also help you find the right home without falling in love with the one that doesn't suit your needs. Make copies and take the lists with you. Your Realtor will no doubt show you multiple homes and using your checklists and making notes about each home will help you avoid becoming confused. On the days you go house hunting, wear comfy clothes and sturdy shoes, preferably slip-ons. You'll be taking your shoes off and on several times and slip-ons will make your life a lot easier. Be prepared to make an offer if you see a home that meets your criteria - but most of all relax and enjoy the journey!

The Heart of Every Home ...

... everybody knows is the kitchen. And an attractive kitchen can indeed make your home more appealing to potential buyers. That doesn't mean you need to spend a ton of time and money on a brand new kitchen before putting your house on the market. There are a few things you can do to spruce up a tired kitchen with a minimum of fuss and on a nominal budget. Start with the 'less is more' philosophy. Clear your counter tops. Store appliances inside cupboards. This will open the room, achieving a spacious, clean look and feel. Play with your cabinets a bit. If you have a small kitchen, create the illusion of space by removing some cabinet doors to expose shelving or replace the cupboard doors with glass fronts. A less radical approach is to simply paint cabinets a glossy white and walls a contrasting colour for a fresh, new look. Add some pizzazz with new pulls (vintage hardware is currently in, but you can find all sorts at your local hardware store). Install new faucets and sink. If the flooring needs help, consider investing in a change. Another popular idea is to replace the counter tops.



Quite
the
Quote

"Luck is what happens when preparation meets opportunity." Elmer Letterman