

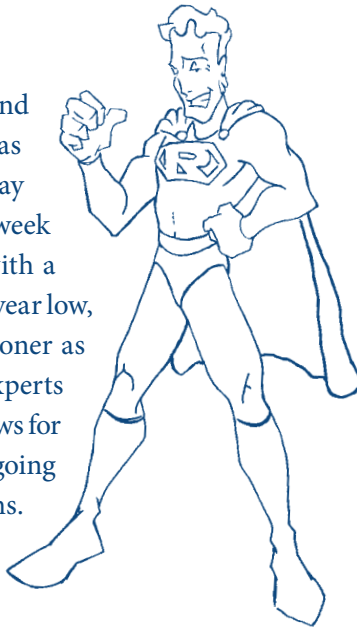
# Burlington & Area REAL ESTATE NEWS & TREND FORECASTING

WINTER 2007

## Market Conditions and Spring Forecast

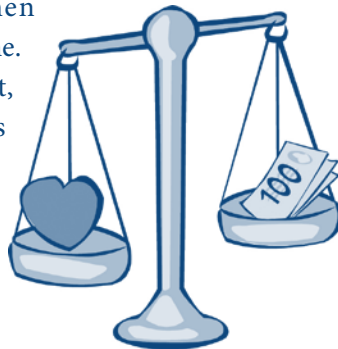
This approaching Spring market just has the sense and feel of a busy one...for us, anyhow. The lack of winter has produced a healthy market both going into the holiday season and coming out. As I write this it's just the first week of January and already our phones have started off with a flurry of activity! Mortgage rates have remained at a 15- year low, prompting the move-up buyer to make their move sooner as house price values have continued to appreciate 3-5%. Experts predict this trend to continue throughout 2007. Good news for all those sellers who are ready to list! The absorption rate going into the holidays was sitting at just under three months.

This means, in Burlington, there was just under a 3- month supply of inventory. Typically, in December, this rate starts to climb to 4 months as the market declines, which was true again this year. Expect lots of new listings through to the end of March as the spring market gets into full swing. The internet is a wonderful tool to commence your search. If you need help, please give us a call!



## SELL OR BUY FIRST?

The move-up purchase can be a challenge when determining the right time to list your existing home. Many people who purchased homes in the 2006 market, made the decision to hold off listing their current homes until the spring market commences. Well the spring market is here. What are the benefits of waiting? Well, buying in a downturn market and selling in an upturn market can work in your favour. It's risky to face the prospect of owning two homes, but, managing that risk can result in a profitable decision. Many times, the home you are leaving is quite saleable in any market. This would be the case for a first-time home buyer property. Affordability creates the demand. Plus, you likely will have considerable equity in the existing home, making it possible to buy firm and arranging bridge financing with your bank in the event the closing dates don't match up. When you first begin your search for your move-up home, your search criteria takes on a very different dimension than when you looked for your first home (based, in most part, on price). You may now have children to consider. And, with their host of amenity requirements, schooling, parkland, shopping and transit routes, all will factor in on your wish list. So, it can be somewhat difficult to find that 'perfect' move-up. Holding your current home off the market will ensure you still have a house to



live in until you find the move-up! In addition, there can also be high demand for the move-up home. If you can arrange for the sellers to accept a longer closing date to allow you time to sell your current home, you'll likely be able to co-ordinate both sale and purchase to your best advantage. Reaping the financial gain on the sale in the busiest market of the year and purchasing in the slowest market, can make for a smart financial decision...if you have the stomach for it!



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## BURLINGTON & AREA

### Calendar of Upcoming Events

#### February 3

##### Tales by a Winter Fire

Mountsberg 905-854-2276, 7-9pm

A family winter's tradition with stories around the campfire, horse-drawn sleigh rides, hot drinks and snacks and a star-lit walk through the woods. Pre-registration required. Adults \$12, children 14 & under \$8.

#### Runs until February 11

##### Season of the Snowsnakes

Crawford Lake Conservation Area

905-854-0234 • [crawlake@hrca.on.ca](mailto:crawlake@hrca.on.ca)

Discover native game Snowsnakes! Cherish the magic of winter as you hike, ski or snowshoe amidst beautiful trails! Snoeshoe rentals.

#### February 17

##### SAVIS Incredibowl! 2007

Burlington Bowl, 2-5pm 905-825-3622

[www.savisofhalton.org](http://www.savisofhalton.org) Presented by Exclusively

Women's Fitness Cosmic bowling with your

favourite 70's tunes. Teams of 4-6 bowlers.

\$100 min. pledge/bowler.

#### February 18 April 8

##### Maple Syrup Days - Mountsberg

Weekends and daily during March Break. A great Canadian tradition! Smell the steam of boiling maple sap in our wood-fired evaporator, make maple candy in the candy house, guided horse-drawn sleigh tour. Event fees - Adults \$5.50 - Children and Seniors \$3.75

#### March 21

##### Jump-Start your Marketing Plan

Central Library 905-639-3611 x133

[www.bpl.on.ca](http://www.bpl.on.ca) "Business Basics" Seminar Series

run by Halton Regional Business Development

Centre and Burlington Public Library.

Pre-registration required. \$20 per person.

#### April 7

##### Mountsberg Easter Egg Celebration

11am - 2pm Gigantic Easter Egg Hunt, outdoor cookout, visits with the rabbits and baby chicks, spring crafts, activities and much more! Event fee Adults \$5.50, Children \$3.75

#### April 12-15

##### Ontario Garden Show RBG

The region's premier outdoor gardening and design show, featuring everything from garden products, plants and seeds, to gazebos, furniture and books. Thursday & Friday 10am-7pm, Saturday 9am-7pm, Sunday 9am-6pm  
905-634-8003 x321 [www.rbg.ca](http://www.rbg.ca)



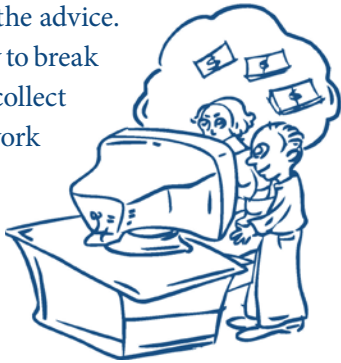
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### UNBUNDLING SERVICES

Commission debates have been a hot topic for years now. On both ends of the cheque, sellers and Realtors will argue the worth. And, for years now, every Realtor conference I attend brings forth much controversy. My colleagues in the States are great proponents of the ‘unbundling of services’ for their clientele. While I have tried this over the years, I have found that, as much as the public wants Realtors to substantiate their worth, when they see the actual costs for services unbundled, they opt for the traditional commission rates. Yes, there are those perfect saleable houses which, once introduced to the marketplace sell quickly with apparently little effort. But, I find the public does not appreciate the myriad of tasks involved in the selling of real estate. There’s a bit more to it than what is seen the night the offer is negotiated. Often, Realtors can knit back together a deal that is unravelling by discussing the specifics of an offer separately with the other Realtor involved. When you have emotional parties on both sides, it can make for a very trying negotiation. Proper preparation, planning and execution often will hasten any sale. If your Realtor recommends a bit of work to your home prior to listing, heed the advice.

Honestly, many times, we’re lucky to break even after the dust settles and we collect the commission. The hours of work that goes into a sale is worth measuring...on both sides!



### STATS

DEC.	# of homes listed during month	# of homes sold during month	Average Sales Price	Days on market	Sale to list ratio
1988	207	150	\$189,764	44	97%
1990	340	90	203,808	72	90%
1992	251	84	171,330	65	94%
1994	321	94	170,621	79	95%
1996	196	185	176,050	56	96%
1998	173	126	186,589	50	96%
2000	182	127	210,272	54	96%
2002	112	110	231,122	47	96%
2004	122	154	281,812	48	97%
2005	121	164	292,894	49	97%
<b>2006</b>	<b>103</b>	<b>152</b>	<b>314,797</b>	<b>54</b>	<b>96%</b>

### NOISE POLLUTION!

All too often, apartment living is filled with unwanted noise pollution. So, why would anyone currently residing in an apartment want to take the leap into condominium ownership? Believe it or not, you can live with peace and quiet if you take some assertive steps to choosing the right unit and then doing what you can to eliminate the noise. The misnomer in the condominium search is that you need to concentrate strictly on price, location and state of the condominium corporation’s reports. While these are critical factors to consider, there are others in choosing just the right unit to ensure peace and quiet are maximized. Try to stay away from mechanical equipment. That is; the garbage chute, elevators, and the chimney system. Since noise levels will increase with use and tenants, you’ll want to locate yourself as far away from the building’s mechanical equipment to ensure the sounds will be less intrusive. For shift workers, this is critical.



### CARBON MONOXIDE DETECTORS

Carbon Monoxide (CO) is a colourless, odorless gas. You cannot see it, taste it, or smell it and it can kill you. Exposure to low levels of CO over a period of time is also harmful and can cause serious health problems.

#### Features and guidelines to exercise when purchasing a detector for your home:

- Choose a detector with a memory so you can monitor long-term low level and short-term high level exposure by pressing a button.
- Plug in types may be best as it will ensure your detector is always operational.
- Don’t plug in to outlets which are controlled by a wall switch.
- Replace your detector every five years (or as recommended by the manufacturer)
- Don’t plug into an outlet in a high traffic area (where it can be knocked out of the outlet)

Courtesy of CMHC - you can download more information at [www.cmhc-schl.gc.ca](http://www.cmhc-schl.gc.ca)



### Quite the Quote

“The past, the present and the future are really one: they are today.” ~ Harriet Beacher Stowe