

Julie Mather Real Estate Market Watch



Compliments of

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October 2007 Edition

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FIRST 9 MONTHS OF 2007 MAKE A STRONG SHOW

September showed a strong month with 6,866 single family units changing hands through the Toronto Real Estate Board's MLS system (TREB). The activity is four per cent higher than 2006's 6,622 sales and off only six per cent from the record 7,326 sales during September, 2005. Year-to-date sales, at 73,827, were up 12 per cent over 2006 consistent with the Canadian Real Estate Association's predictions for 2007/08. The first nine months of 2007 are up 11% in sales activity compared to the same period in 2005, which is the best year in the history of TREB.

On a year-over-year basis prices were up 5%, to \$371,848 from the \$352,318 recorded during the first nine months of 2006. Breaking down the total, 2,613 sales were reported in

*Prices up 5%
year-over-year for
the first 9 months*

TREB's 28 West districts and averaged \$351,328; 1,298 sales were reported in the 14 Central districts and averaged \$501,419; 1,380 sales were reported in the

23 North districts and averaged \$404,663; and 1,575 sales were reported in TREB's 21 East districts and averaged \$306,467. ❖

Garden Level 4 - 40 OLD MILL ROAD



Open House
Saturday, October 27, 2007
2:00 PM to 4:00 PM

GL4 - 40 Old Mill Road, Oakville

West of Trafalgar & Cornwall

See map online at juliemather.com/40OldMill

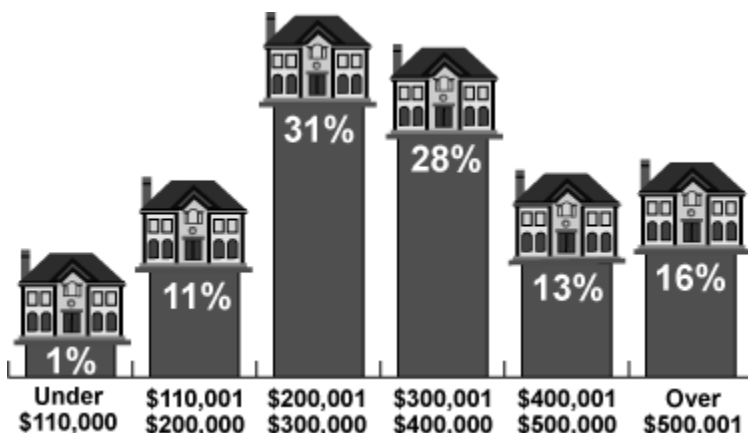
**1761 square feet of
luxury and convenience
at Oakridge Heights!**

This fabulous garden level 2 bedroom plus den condo offers many conveniences. Private garden views from most rooms. Large living/dining room combination with fireplace. Stunning kitchen with greenhouse eating area. 5 walk-outs, 2 full bathrooms, private terrace off master bedroom and huge wrap-around terrace with unspoiled garden views. 2 parking spots just seconds from the front door. The ultimate in care free living! Don't miss this gem! Offered at \$536,000.



Go online and view this breathtaking Oakville residence
www.juliemather.com/40OldMill

What They Sold For In September 2007



October Wellness Tip

"The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than facts. It is more important than the past, the education, the money, than circumstances, than failure, than successes, than what other people think or say or do. It is more important than appearance, giftedness or skill. It will make or break a company... a church... a home. The remarkable thing is we have a choice everyday regarding the attitude we will embrace for that day. We cannot change our past... we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude. I am convinced that life is 10% what happens to me and 90% of how I react to it. And so it is with you... we are in charge of our Attitudes."

~Charles R. Swindoll

American writer & clergyman, 1934 -

"Attitude is a little thing that makes a big difference."

~Winston Churchill

British statesman, orator & Prime Minister, 1874 - 1965

Find Out What Your Home Is Worth Online

You will receive information on what comparable homes have sold for in your neighbourhood and which homes are currently listed, how long they have been for sale, and their prices.

Based on this information, you will know what your home is worth. This complete confidential Market Evaluation is absolutely FREE!

For a FREE and quick online home evaluation visit:

www.OntarioHomeValues.com



Real Estate Opportunities For Canadians In The USA

The Canadian loonie has reached parity with the American greenback in the past some weeks and is expected to reach US \$1.05 by years end. While many manufacturers are not pleased, cross border shopping is once again a sport in vogue! But cross border shopping for what? With many parts of the US residential real estate market soft or tumbling, and the Canadian dollar performing so well against the US dollar, cross border shopping now includes real estate.

While this certainly will not last forever, the climate is currently favourable for Canadians to invest in United States real estate or move up plans to buy US real estate now. Whether you are an investor, a snowbird or looking for your next residence, there may not be a better time to seriously take a look across the border.

The Globe & Mail reports that new subdivisions across the Washington State - B.C. border are selling 85% of their 650 homes to Canadian, up from the orig-

inal 50% expectation.

Snowbirds are finding opportunities very favourable, whether it is Florida, California or Hawaii. This has caused some to move up their plans to buy retirement properties now rather than four or five years from now.

Canadians did not develop the lending practices to the extent they were evolved in the United States. Therefore Canadians are more likely to put a larger down payment making financial institutions look more favourably upon Canadians.

Canadians are not the only ones recognizing this opportunity. Some American hedge funds are focusing on this opportunity, as are various European investors from places such as Ireland, Britain, Spain, Italy. Others include Hong Kong and the Middle East. In the commercial arena, foreign investment in commercial real estate is US\$31 billion for the first 9 months of this year versus US\$23 billion for all of 2006. Traditionally the 4th quarter is the most active period of the year.

If you think now may be an opportune time to consider a real estate investment or a winter residence in the United States, Julie Mather can assist you or refer you to qualified Realtors in most American housing markets. ❖

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Single Family Residential Breakdown for August 2007	Greater Toronto Area Sales Sept '07	Sales as a % of Month Total	Sold Price as % of Asking	Median Price
Detached	3,299	48.0%	98	\$397,000
Semi-Detached	765	11.1%	100	\$325,000
Condo Townhouse	617	9.0%	98	\$245,000
Condo Apartment	1,582	23.0%	99	\$239,950
Link	144	2.1%	98	\$298,600
Attached /Row /Townhouse	439	6.4%	99	\$303,000
Co-op Apartment	16	0.2%	97	\$161,000
Detached Condo	4	0.1%	97	\$280,000