



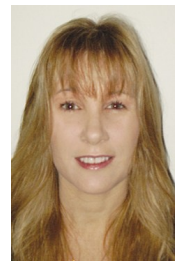
Bob Bader, Broker,  
Market Value Appraiser -Resid.

# Bob Bader's Real Estate News & Views

SUMMER, 2010

RE/MAX Realty Specialists Inc., Brokerage  
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[www.mississauga-real-estate-info.com](http://www.mississauga-real-estate-info.com)  
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Jane Gebhardt  
Sales Representative

## MARKET REPORT

The summer is hot, the market is not!! After almost 12 months of very strong sales and rising real estate prices in the GTA market we hit a wall in the month of May.

The pace of transactions finally slowed in May after record breaking sales from February through April. The pendulum has swung from "seller's market" to "buyer's market" very quickly since mid May with sales in June dipping 23 % from June, 2009 and to underscore the point sales thus far in July are running 37% below the first two weeks of July, 2009.

The number of active listings on the market at the end of June was 23,923 compared to 18,704 last year. Increased supply combined with diminished demand always puts pressure on prices. This week's announcement by the Bank of Canada that they are continuing the policy of increasing the prime rate will likely result in higher mortgage rates in the near future further eroding the market demand.

On the bright side the average price in June was \$435,034 up 8% from the \$403,972 recorded last June. And, there were 8,442 sales recorded in June, 2010 which is still a respectable number.

It is still a good market in which to sell a home provided one is willing to be realistic and not succumb to the 'greed' factor. Yes, your house is worth considerably more than a year ago, but it doesn't mean you will automatically get as much as the last sale on your street or in the immediate area. Well maintained attractive homes can and do still attract multiple offers if they are priced according to the market. Homes which require work even when priced below recent market sales are languishing on the market unable to attract offers.

With an ever increasing supply on the market and extremely low interest rates, it's a great time to be buying too! With variable rate money available as low as 2.1% and five year as low as 3.99 % the reduced cost of carrying a bigger home far outweigh the slump in equity in your present home. Particularly with the great selection of homes on the market. And, if you know anyone who is still renting, do them a favour and have them call me!!

## PERSONAL NOTES

Well, our new home in Niagara on the Lake is simply wonderful!! We moved in at the end of May and I can't say enough about the peace and serenity I feel driving home from the office. I was a lot busier with real estate business than expected when we first moved requiring trips back to the office 4-5 days a week, even with the majority of my work being on the computer. It is exactly a one hour commute to the office, so I'm spending less time commuting than my wife did for the last 15 years she was working at Yonge and St. Clair...and I have a much more pleasant trip. Best part is the relief and sense of calm as I drive from the QEW through the vineyards to Niagara on the Lake!

The last two months have been incredibly busy; personally and business wise. Settling in to the new home and finding stuff is a job unto itself. Found a great deal on storage racks for the garage at Cosco; \$22 gets one a 2 panel slotted rack with a range of hooks, basket & tool holders for your garage walls. Learning the lie of the land in a new town is another interesting job; particularly when north, south east and west don't seem to make any sense. Lake Ontario is north more or less, the QEW is south more or less and most of the side roads are lined up to the main roads like feathers on a quill on an angle! Slowly learning the short cuts and with all the fruit and vegetable stands, our wanderings are more than pleasant!

Our grandson Justin celebrates his 2nd birthday next Wednesday (28th) and my dad is celebrating his 90th birthday next weekend, which calls for a big Bader party in Michigan. We are hauling our trailer down to my sister's farm near Saginaw for a week's visit. Main party will be at Independence Village in Frankenmuth with pre and post get together at my sister's.

By the way, if you are ever looking for a nice weekend away, Frankenmuth is a great destination. Plug it into Google and search the town web site for activities, but for sure go to Zehnder's or the Bavarian Inn for their world famous family style chicken dinners. They've been around long enough that my mother waited tables there when my dad

was in the service during the second world war. Actually, I think they date back over 100 years and serve over a million chicken dinners a year. It is good! While we're at it let me also recommend the Henry Ford Museum and Greenfield Village in Dearborn as worthy of a weekend trip; unique place not unlike the Smithsonian.

Grandkids are a delight and their mom & dad are happy to be back in Erin Mills. Both daughters and my respective "sons-in-law in training" are also well.

## OPEN INVITE

Now that we're settled in at 9 Shaw's Lane in Niagara on the Lake, I would like to extend an open invitation to drop by for a glass of wine anytime you're in the area. Give us a call at home 289-868-8916 to make sure we're going to be around and I'll give you directions!!



## BOB'S CRYSTAL BALL

I guess I have to line up with all of the pundits calling for a slow market with softening prices through the end of 2010 and in to 2011. I expect the market will tilt more towards balance between buyers and sellers as we progress through year end. The impact of the HST and higher interest rates will be mitigated by a gradually improving economy and buyers and sellers simply getting used to the additional taxes, not unlike when we adjusted to the GST years ago.

Interest rates will continue to rise, but those of us who remember the days when eight percent was a tremendous rate, will grin at paying six or seven percent.

For more information on the new mortgage rules and the HST, give me a call or drop me a note to [rbader@trebnet.com](mailto:rbader@trebnet.com)

## RESOURCES

*I rely almost entirely on suggestions and feedback from you concerning who gets listed here and whether they stay listed. Please send me your comments!!*

### **Carpeting/Sheet Flooring**

*I'm open to suggestions from anyone who has had great service and price!!!*

### **Hardwood Flooring**

Distinctive Hardwood Floors  
Tony Aldeias 905-828-0393

### **Contractor/Home Renovation**

Paul Dunn 905-819-9030;  
Paul also has a "Corian"  
fabricating business

### **Used, New & Vintage Materials**

"ReStore" at 268 Rutherford Road S.  
Brampton 905-455-0883 -Bonus profits go  
to Toronto Habitat for Humanity.

### **Cleaner/Handyman**

John Marques 416-370-7613

### **Garage Door Opener/ Repairs**

Easy Up Gar. Dr 905-453-3161

### **Landscaping & Patios**

Dave Deflece 416-356-1433  
SPC Interlocking 416-702-2313/772-2266

### **Movers**

All-Rite Moving and Delivery  
905-847-1378

### **Pet Services**

Grooming & Food: Sam's Pet Food  
905-824-4232

### **Pool Maintenance**

Emmanuel 416-709-7946  
The Pool Man 905-279-9811

### **Painters**

Neil Keegan 416-712-7172  
Adam Deflece 416-731-7692

### **Appliance Repairs/Installation**

Alf Steffler Ltd. 905-822-4174

### **Plumber**

Crescent Plumbing 905-855-2992

### **Furniture Store**

Leclair's Family Furniture  
905-501-7200 150 Britannia Rd. E/ Hwy.10  
Great prices & a local independent

### **Basement Cracks**

Vladimir Vivic 416-410-0814

### **Roofer**

Kyle Sharp 905-844-9599

### **Home Staging**

Allison Roberts 905-681-4505  
[www.burloakhomestaging.ca](http://www.burloakhomestaging.ca)

### **Chimney Sweep & Repairs**

Mark 416-961-1958

### **Home Inspection**

Tom Wooley 905-916-6888  
[www.NewHomeCheck.ca](http://www.NewHomeCheck.ca)

### **Investors Group**

Gary Frauts, Consultant 905- 847-7776; 416-  
988-6472 [gary.frauts@investorsgroup.com](mailto:gary.frauts@investorsgroup.com)  
RRSP, RESP, Insurance & estate planning

### **Mortgage Brokers**

Tim Brierley 905-840-4440  
Steve Gilmour 416-587-6619

### **Lenders**

RBC - Stephanie Papadakos  
416-414-0280  
ScotiaBank - Marilyn Eidner  
647-271-7040  
TD-Canada Trust -Paul Chadwick  
905-334-4066

### **Wealth Management-Financial Planning**

Patrick Tenpenny is a past client who I  
found to be professional and trustworthy;  
necessities to successfully helping people  
with their finances. Patrick may be reached  
toll free at 866-317-9675 or by e-mail at  
ptenpenny@wellwest.ca or visit their web  
site [www.mcgrathtenpennygroup.com](http://www.mcgrathtenpennygroup.com)

### **Chartered Accountants**

Steve Allen of Loftus Allen & Co. has been  
my family accountant for years and anyone  
I have referred to him has thanked me, so  
Steve can be reached at 905-566-7333 or  
toll free 1-866-749-9228 or visit their web  
site [www.loftusallen.com](http://www.loftusallen.com)

### **Computer & IT Service**

Tom or John 905-693-6500  
[mytech@cogeco.net](mailto:mytech@cogeco.net)

### **Art Classes & Art Works**

William Band 905-877-7537  
Janice Read 905-840-1772  
Gift Baskets 905-840-1772

### **Voice Lessons**

Carolyn Lykkemark 905-821-0615

### **House Concerts**

From a dear old client a special idea.  
Would you like to host a live concert in  
your home?? Throw an unforgettable party,  
provide your family and friends with a won-  
derful evening of live entertainment while  
supporting Canadian singers, songwriters  
and musicians. Call Jim Darley  
905-821-0534 to find out how it works!

### **REAL ESTATE**

Robert (Bob) Bader, Broker  
Market Value Appraiser-Residential  
Re/Max Realty Specialists Inc.  
905-828-3434 cell:416-452-0509  
e-mail [rbader@trebnet.com](mailto:rbader@trebnet.com)

### **LAWYER**

My son, Nicholas C. Bader has  
become quite the accomplished  
young lawyer practicing here in  
Mississauga. He's now a partner in  
the firm and may be reached at:  
Campbell & Partners  
905-828-2247  
e-mail [ncb@campbelllawyers.net](mailto:ncb@campbelllawyers.net)  
Tell him Dad sent you!!

## HANDY WEB LINKS

[www.mississauga.ca](http://www.mississauga.ca)  
[www.mississauga.ca/portal/residents/  
citytaxes](http://www.mississauga.ca/portal/residents/citytaxes)  
<http://www.peelregion.ca/>  
<http://www.toronto.ca/>  
<http://www.oakville.ca/>  
<http://www.milton.ca/>  
<http://www.halton.ca/>  
<http://www.cmhc.ca/>  
[Real Estate Council of Ontario](http://www.realestatecouncilofontario.com)

These are loaded with links & info!!

## RESOURCE HIGHLIGHTS

Thought I would provide a little insight into  
a couple of different "Resources" each issue

### SWEET CORN

Twenty-five years ago, or, so there used  
to be a little patch of undeveloped land on  
the northwest corner of Winston Churchill  
and Eglinton (hard to believe, but true!)  
where every summer there was a makeshift  
roadside stand selling sweet corn.

Irene and I would make the trip down  
there at least weekly as soon as the sweet  
corn came in because it was really, really  
good corn. About 18 years ago, they didn't  
show up and we suffered through a summer  
or two without really good corn. Then we  
discovered the farm which used to set up the  
stand.

If you love sweet corn and haven't al-  
ready discovered it, there is a farm market  
called Alison's Farm Market on the 8th line  
north of the 10th sideroad in Georgetown  
which has simply the best sweet corn in  
Ontario, and maybe even North America!!  
Well worth the drive; I picked up some last  
week myself! It's a little bit pricey, but  
worth every cent.

### MOVING AND STORAGE

This is one of those dangerous areas to  
be recommending services. Several years  
ago I recommended a fellow that several  
colleagues in the office were using, who  
turned out to be a real dud and disappointed  
some very nice clients of mine. For quite a  
few years I refused to recommend anyone,  
But, then about 12 years ago I had the same  
company recommended to me by two differ-  
ent clients who had used them.

In the past twelve years I have not had one  
complaint on All-Rite Moving & Delivery  
located in Oakville 905-847-1378.

We used them for our temporary move to  
Milton last year and then again for our move  
to Niagara on the Lake in May. We found  
them to be courteous, reliable and relatively  
affordable. [allrightmovers.com](http://allrightmovers.com)