



Bob Bader, Broker,
Market Value Appraiser -Resid.

Bob Bader's Real Estate News & Views

WINTER, 2010-2011

RE/MAX Realty Specialists Inc., Brokerage

905-828-3434 cell 416-452-0509

www.mississauga-real-estate-info.com



Jane Gebhardt
Sales Representative

MARKET REPORT

The "soft landing" predicted by so many pundits over the past few years for the Canadian real estate market has arrived. After the wide pendulum swung from "seller's market" to "buyer's market" in 2008 and back to "seller's" in 2009 in late spring this year the market has swung back to pretty much a balanced market since late summer. Bidding wars have all but ceased to exist except perhaps in highly desirable Toronto neighbourhoods and the artificially underpriced listings designed to produce auction fever and even in those instances many times the auction is failing to materialize.

The number of active listings on the market at the end of November was 15,813 compared to 13,827 last year. The number of sales reported in the GTA in November was 6,510 compared to the 7,446 recorded last year. The average price in November was \$438,030 up 5% from the \$418,460 recorded last October which is still a healthy appreciation.

After what appeared to be a collapse at the end of the spring and through the summer, largely due to the hangover from the new HST and increasing interest rates, thankfully the Bank of Canada recognized the danger of a collapsing real estate market and announced a moratorium on further rate hikes in the near future which bolstered market demand.

All in all we are finally seeing the "balanced" marketplace most desirable for orderly real estate transactions where neither buyer nor seller have a huge advantage.

MARKET TIMING

I'm often asked "what is the best time to sell or buy a house?" The simple answer is whenever it suits your circumstances! However, there do tend to be months when it is better to be selling versus buying.

Buying is usually most advantageous when there tend to be less buyers looking and sellers may be under more pressure to sell which historically occurs from about mid November through the end of January and in summer from mid June through mid August. The down side is that these are also the times when there tends to be less active listings and thereby poorer selection of

homes to choose from. The good thing is that if sellers have their property on the market and are seeing relatively few buyers coming through, they may be much more amenable to negotiating on price and terms.

Selling tends to be better from mid March through mid June and again from late August through mid October. Many buyers tend to want to move in just after the school year ends or, if buying later in the year, they prefer to move in prior to the onset of winter weather. Given the usual date of completion being 45-90 days after the deal is struck shows you why these periods are most active. Of course, if you're selling your house in these months, you will likely be looking to buy in the same market!

Which of course brings us to the buy first/sell first dilemma. Do you sell your house first and risk not finding what you want, or buy what you want and risk having to sell your current house at a distress price to complete your purchase??? I usually recommend a preliminary look around to see that there are generally acceptable houses available in your price range and then selling your existing house with a long enough completion date to allow for finding another home to purchase. It is a lot less risky financially and you know precisely what dollars you have coming from the sale and what completion date is ideal for you.

In this balanced market I don't believe one has to worry too much either way; prices aren't rising so fast that one need worry about selling and then having to buy in a much higher market. And, prices aren't falling so that, if one does buy before selling, you needn't worry too much that when you sell it will be at a hugely depressed price.

Finally, a couple of other observations; if you have school age children, you might want to buck the trend and close either a month or two before the end of the school year or just before the start of school; kids make friends in school, and if you move them to a new area in July, you will be entertaining them all summer! January, June and October are pretty good months in which to sell and buy - not as busy as the spring or early fall, but reasonable on all counts. Whenever suits you - call us at Re/Max!!!

PERSONAL NOTES

Well then, one begins to feel closer to one's real age when their middle daughter, Jessica, turns thirty a week ago and then one's second grandson has his first birthday this past weekend...sigh!! Beyond that Irene and I will be celebrating our fortieth wedding anniversary in February which is a quite a few years!

Anyway, life is great! We had our big trip to Europe in September which was fabulous; particularly Sancerre in the Loire valley where we stayed in a chateau owned by the cousin of the friends with whom we were travelling. Lots of great food, sights and tours - I took just under 2,000 pictures; which I have narrowed down to 600 if you ever want to see a travelogue.

Niagara on the Lake is wonderful! Please drop in for a visit whenever you're in the area!! Call me at home 289-868-8916 or on my cell 416-452-0509 for directions. We would be happy to have you in for a visit!



BOB'S CRYSTAL BALL

Cautious optimism! Barring any unforeseen blowups in the economy, I expect the market will continue balanced between buyers and sellers for the next couple of years.

Most pundits are predicting a softening of prices in the next year with some of the more outlandish ones calling for a substantial drop. I disagree. I think we will see relative stability for the foreseeable future. Look for prices to basically track the rate of inflation through 2011 and if not that at least retain parity with today's averages.

Interest rates will rise at some point, but it looks like it will be well into 2011.

For current rates, advice or suggestions call or drop me a note to 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

Chimney Sweep & Repairs

Mark 416-961-1958

Home Inspection

Tom Wooley 905-916-6888
www.NewHomeCheck.ca

Investors Group

Gary Frauts, Consultant 905- 847-7776; 416-
988-6472 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

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

Computer & IT Service

Tom or John 905-693-6500
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

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
Tell him Dad sent you!!

HANDY WEB LINKS

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!!

TIPS & IDEAS

MOVING DAY MAYHEM

I had a buyer recently close a purchase of
a property which was left with damaged
walls by the seller; obviously not in the con-
dition it was bought. And, a while ago I had
a buyer accuse one of my seller's with dam-
aging a door when they moved out.

I know it takes a few minutes on a very
hectic day, but I would suggest to both buy-
ers and sellers to make use of a camera or
camcorder on closing day to record the con-
dition of the property; for sellers just before
you lock the door when everything is moved
out stroll through and record the condition
of the property when you left, and buyers
when you first enter the property stroll
through and record any significant damage
caused by the seller moving out.

Sometimes a mover may cause damage
that neither the seller nor buyer knows
which mover is liable. A quick video record
can quickly help to resolve the bad feelings
and provide evidence of liability.

407 ETR OVERCHARGING

I know it is hard to believe that our good
friends who operate what is likely the most
expensive toll road in North America would
ever stoop to double billing you, but if your
transponder malfunctions and doesn't record
your exit from the toll road, that is precisely
what will happen. In this circumstance you
will be charged a video toll charge for the
entire trip based on your license plate and a
transponder trip charge for a trip from
where you entered the highway to the next
exit.

If you have a transponder, make sure you
check your bill every month. If it shows any
video toll charges, you are likely being dou-
ble charged. They are good about crediting
your account for the video toll charge and
the extra one exit trip, but only if you call or
write to complain. Otherwise you get double
dipped!!

PLEASE SEND ME A NOTE

If you received this, plus back issues by
mail, please e-mail me rbader@trebnet.com
and save a tree!!