

Living & Working in South East Oakville!

Message from Joanne Hardy...

The "Client" vs "Customer" Distinction

Whenever you work with a REALTOR®, you have the opportunity to determine whether you want to be represented as a "Client" or as a "Customer". By opting for "Client" status, you are choosing to contract with a real estate professional and the brokerage they represent, so that they will act in your best interests throughout the duration of your transaction. By choosing "Customer" status, you have agreed that the real estate professional and their brokerage are not required to represent your interests and you are not obligated to work exclusively with them. This distinction has obvious important practical ramifications and is one of the reasons that when you are working with a REALTOR® on the buying side, you should always insist upon a Buyer Agency Agreement. To find out more about this important legal distinction, please feel free to give me a call at anytime.

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"Not Your Average Jo."

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Not intended to solicit buyers or sellers currently under contract with a brokerage. Statistics courtesy of the Toronto Real Estate Board. Property values depend on factors besides housing type and number of bedrooms. Square footage, overall condition, upgrades, lot size and specific location are some of the other key factors involved. Copyright © 2009 Mission Response Inc. www.missionresponse.com 416-236-0543 All Rights Reserved. T1175



Joanne Hardy's Real Estate Newsletter

South East Oakville Report

Volume soft, prices firm...

[see page 2 for details]

South East Oakville Market Watch

Latest 3 Month Recap of Solds - **May 1, 2010 - July 31, 2010**

	# sold	average price	low price	high price	days on market
1.5 - 2 storey					
1 bedroom	-	-	-	-	-
3 bedroom	1	580,000	580,000	580,000	26
4 bedroom	9	1,480,722	647,500	2,300,000	56
5+ bedroom	10	1,795,600	470,000	3,375,000	63
split					
3 bedroom	-	-	-	-	-
4 bedroom	1	819,900	819,900	819,900	7
5 bedroom	-	-	-	-	-
bungalow					
1 bedroom	1	2,720,000	2,720,000	2,720,000	134
2 bedroom	1	500,000	500,000	500,000	74
3 bedroom	8	835,000	498,000	1,465,000	62
4 bedroom	6	1,054,833	719,000	1,550,000	40
5+ bedroom	2	1,274,113	1,200,000	1,348,225	65
total	39				57



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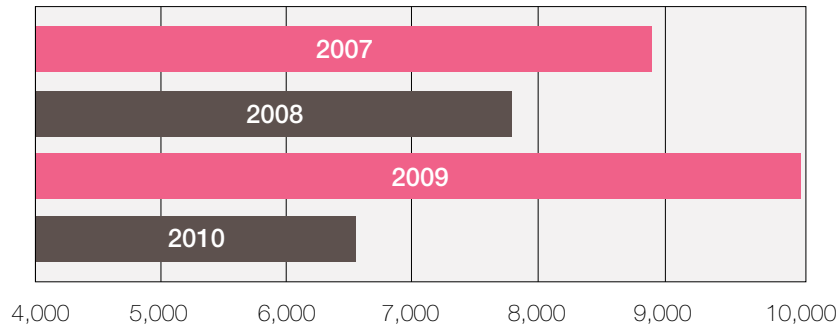


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Volume soft, prices firm

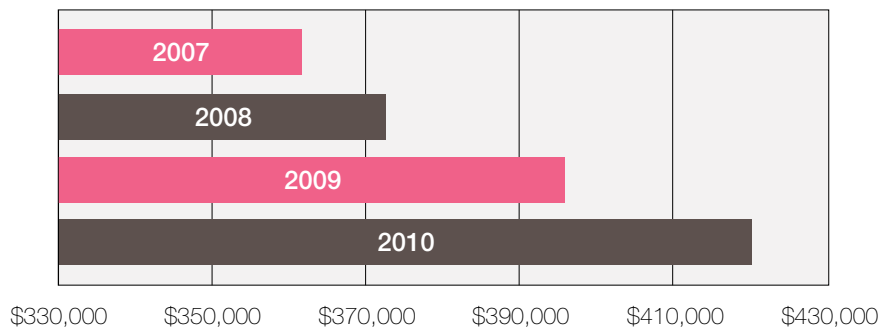
A total of 6,564 homes were sold in the month of July in the GTA, which represented a 34% decline versus July 2009. Volumes have moderated considerably over the past few months following the record-setting surge through most of the winter and early spring. Total sales through the first seven months of 2010 remain in double digit growth territory, at 12%, versus the comparable period in 2009. The recent decline in the pace of sales reflects the fact that many 2010 buyers decided to act earlier than the typical seasonal norm in order to get ahead of highly anticipated mortgage rate increases and to minimize the impact of the July 1st HST introduction (the HST does apply to many resale-related items although not on purchase price itself).

GTA Resale Home Sales (Units Sold) - July



The average price of a resale home was \$420,482 in July, which was up by a sound 6% versus the July 2009 average price of \$395,414. Over the first seven months of 2010, the average selling price is up by a very respectable 12% versus the comparable period in 2009. Of note, the number of new listings which came onto the market in July dropped to 10,825 which was the lowest level for the month of July since 2002. As a result, there was enough competition in the marketplace between buyers to exert upward pressure on prices. Days on market for the month of July were 33 days, up slightly from the July 2009 figure of 31 days and up more significantly from the June 2010 figure of 27 days. Finally, the price-to-list ratio for July came in at 97%.

GTA Resale Home Sales (Average Price) - July



Organizing your closets

Homeowners live busy lives. There is barely enough time in the day to take care of the immediate Is clutter controlling your life? Are you overwhelmed with bales of clothes in your closet? If you answered "yes" - you need to address these issues and reclaim your space.

Let's have a look at the typical closet:

- Most closets use about 40% of their potential space.
- Poorly organized closets cause people to wear clothes that can be reached easily.

Initially, you need to ask questions like "when was the last time you wore this item?" and "what if you got rid of it?"

One of the basic rules is you have to analyze the space and how you can maximize it. That means taking advantage of vertical space. If you have a 8-by-10 foot space for example, there are inherent limitations. You have to start thinking about capturing the space that goes from floor to ceiling.

Shelves are a way to use vertical space. Interior designers recommend against buying inexpensive closet organizers because most are plastic and have to be left open so clothes can breathe.

Once you've decided on the system of your choice (e.g. California-style organizers), then comes the tricky part - organizing your mess. A good idea is to use two-tier hanging, which means using two long bars across your closet at different heights. This will help you to maximize pant storage at one level, sweater and jacket storage at another.

You'll also have more space if you hang your pants over a hanger, as opposed to full-length. Use shelf dividers to keep sweaters neatly separated, a chest of drawers works well to hold and separate your intimates and socks.

If you hang your clothes on 2-tiers, you probably won't have room to park your shoes below. Best to opt for cubbyholes or shelves, and stack shoes above clothing in boxes for easier reach.

Belts can be clipped onto the shelf dividers that separate the sweaters. Invest in quality wooden hangers: plastic "cheapies" will crease your clothes, you'll need to iron often. For jackets and blazers, use molded hangers to fill out the shoulders of the garment to keep its shape. Organized closet systems make the 7 a.m. dress/rush-hour easier. What's more is that they add market value to your home.