

Around the Corner



Keller Williams Energy Real Estate Brokerage

April 2012

Volume 2, Issue 4



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Find Out What Your Home Is Worth

Please do not hesitate to call.

I will be happy to assess the Current Market Value of your home and talk about any Real Estate queries you may have.

It is always a pleasure!

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Not intended to solicit those already under contract

Market Statistics

Tight Market Drives Double-Digit Price Growth

April 4, 2012 -- Greater Toronto REALTORS® reported 9,690 sales through the TorontoMLS system in March 2012. This result was up by almost eight percent in comparison to the 8,986 deals reported during the same period in 2011.

“The GTA resale market has not suffered from a lack of willing buyers this year. Buyers have been spurred on by the positive affordability picture brought about by low mortgage rates,” said Toronto Real Estate Board President Richard Silver.

“The challenge has been a lack of inventory. Many listings have attracted multiple interested buyers. Strong competition has led to annual rates of price growth well above the long-term average.”

The average selling price in the GTA was \$504,117 in March – up by 10.5 per cent in comparison to March 2011. “The number of new listings was up last month in comparison to March 2011.

However, based on the historic relationship between price and listings, the GTA resale market should be better supplied. If competition between buyers remains as strong as it is right now, we will almost certainly see an average selling price above \$500,000 for 2012 as a whole,” said Jason Mercer, TREB’s Senior Manager of Market Analysis.

To view the full Market Watch Report visit www.CherylGordon.ca

Summary of Existing Home Transactions in Durham Region

	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	1,832	1,932	98%	26
Ajax	343	290	99%	21
Brock	50	135	96%	112
Clarington	315	336	98%	27
Oshawa	395	400	98%	28
Pickering	255	249	99%	23
Scugog	69	122	98%	38
Uxbridge	60	114	97%	54
Whitby	346	286	99%	19

RED DAY (Renew, Energize and Donate) May 10th

RED Day (Renew, Energize and Donate) is an initiative dedicated to celebrating Keller Williams Realty’s year-round commitment to improving our local communities. Each year, on the second Thursday in May, tens of thousands of associates from across Canada and the United States participate in a wide range of projects, devoting their time to renewing and energizing aspects of the neighborhoods in which they serve.

Last year over 125 Keller Williams Energy agents, staff, family and friends lent a hand in support of **Feed The Need in Durham**. They helped to spruce up the facility by painting, landscaping, and building a shed for their forklift.

This year Keller Williams Energy will be devoting red day to **Bethesda House**. A shelter for women and children in crisis **Building Hope and Changing Lives**. In partnership with the community, Bethesda House provides secure Shelter, woman-centered advocacy, Outreach and other services to women, youth and children supporting them to live free from domestic abuse.

Our agents and staff will be designing, painting, gardening, and cleaning to help make a difference for these woman and children. Learn more about Bethesda House at www.bethesdahouse.ca.



If you would like more information please contact Cheryl 905.430.2320 or visit www.CherylGordon.ca

Community Events

Harlem Globetrotters

Where: General Motors Centre
When: Apr 11 2012, 7-10pm

Riverdance

Where: General Motors Centre
When: Apr 23 2012, 7:30-10pm

Stars on Ice

Where: General Motors Centre
When: May 1 2012, 7-10pm



Oshawa-Whitby Kiwanis Music Festival

When: April 16-27 -2012
Where: Locations in Courtice, Oshawa & Whitby
905.430.1455 www.oshawawhitbykifest.ca

2012 Oshawa-Whitby MS Walk

When: Sunday Apr 22 2012, 8:30am-12:15pm
Where: Durham College, Simcoe Street N.
Website: mswalks.ca 1-800-268-7582 ext. 3123

Hearth Place Yard Sale

Where: Hearth Place Cancer Support Centre Parking Lot
When: May 12, 2012 8am-1pm

Common Mistakes Most 1st Time Homebuyers Make & How To Avoid Them

Applying for a mortgage and becoming a home buyer can seem overwhelming especially if it's your first time. With the help of one of our expert and dedicated Mortgage Specialists, it can be easy. They'll meet with you anytime to guide you through the process and help you find the best mortgage for your specific needs. We've put together a blueprint of the most common pitfalls and how to deal with them, so that you can feel confident and prepared to take the first steps towards homeownership!

Here is the seventh pitfall our mortgage specialists can help you avoid.

7. Not choosing your own mortgage payments schedule.

Customize your amortization period depending on how much you can afford. Paying off your mortgage faster saves on interest costs, while a longer amortization period (such as the RBC 35 year option) reduces your regular payment amount and gives you more room to manage your cash flow. Because extended amortization means increased interest costs and paying down a mortgage more slowly, this option isn't for everyone.

A 25 year amortization period should be the starting point as stretching the amortization to 35 years can increase your total interest costs by 50% over the life of the mortgage. If you decide a longer amortization is appropriate, consider a strategy to reduce amortization over the life of the mortgage. RBC's money-saving options, such as Double Up®, accelerated payment, 10% anniversary payment and annual 10% increase in payment amount, can get you back on track to a 25 year – or even shorter – amortization period.

Regardless of the mortgage option you choose, buying and owning a home is likely to be one of the biggest financial investments of your life. Creditor insurance can help protect that investment from life's uncertainties and help give you the confidence that comes with knowing your investment is well-protected.

HomeProtector® life and disability insurance can pay your outstanding mortgage balance up to \$500,000 in the event of your death, or can make your regular mortgage payment - up to \$3,000 per month for up to 24 months - if you become disabled.^{††}

See www.rbcroyalbank.com/products/mortgages/home_protector_insurance.html for details of coverage.

^{††} This group insurance program is underwritten by The Canada Life Assurance Company. The benefits are subject to certain terms and conditions and there are eligibility restrictions. Please see the HomeProtector Booklet for full details.

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Watch for more tips in our next issue!



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Terminology Tip

AGENT

A person or entity that is licensed under the applicable real estate board(s) to represent a party in a real estate transaction.

AGENCY

A relationship in which one party (agent) acts for or represents another (principal) under the authority of the latter. Agency involving commercial property should be in writing, such as listings, trusts, etc.

**If you're thinking about buying or selling,
and have any questions about the process,
call Cheryl 905-430-2320 or visit www.CherylGordon.ca**