



The chart above shows the average resale home prices in the GTA, month by month, for the last few years. It's interesting to note that 2011 prices are higher than ever. Also note that in most years, prices rise through the spring and drop-off in the summer. Past performance does not necessarily reflect the future, but it is an interesting statistic! For the latest market information, go to CallDerek.ca.



next edition spring 2011 >>>
Questions or Comments?
 The information in this newsletter was written, designed and created by Derek Dunphy, REALTOR® Sales Representative at Johnson Associates Real Estate Ltd., Brokerage.
 Comments and questions can be sent to: Derek@CallDerek.ca.

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Early Spring 2011

An Insight into the Georgetown Ontario Real Estate Market. Provided by Derek Dunphy, REALTOR®

CallDerek.ca
the newsletter

current topics >>>

Mortgage Rules Tighten Over Concerns of Mounting Debt

Near the end of January, federal finance minister Jim Flaherty announced further changes to the lending rules, further tightening the criteria required for mortgage approvals.

The new rules will reduce the time a buyer can stretch payments out on their mortgage (known as the amortization period), from 35 years to 30 years. Also, those looking to refinance their mortgage, cannot borrow more than 85% of the homes value (formerly 90%).

These changes reduce the risk of default to banks and mortgage insurers like CMHC, who were required to implement the changes by March 18th, 2011.

365 Things To Do in Georgetown New facebook Page is a Hit!

Georgetown Ontario is a great town, with lots of really fun stuff to do; this page will list a new place every day, and provide an outlet for local folks to post their events." Site organizer Derek Dunphy, a local REALTOR at Johnson Associates Real Estate Ltd., set-up the site as a non-commercial service to the community. "I'm not really looking for business owners to list their businesses, but if their patrons have had a good experience, and they want to tell others about it, than this is the place to do it".

The page started on February 1st, and the first places featured were a collection of outdoor skating rinks. The site has also featured local events at the library, legion, restaurants, museum, and more... Initial feedback has been outstanding, with over 100 people joining in the first month. To check out the page and get updates sent to your facebook "Wall", simply go to facebook.com and use the search term "365 Things to Do in Georgetown Ontario"; then click on the "Like" icon.

365 Things To Do in Georgetown Ontario provides local information to residents of Georgetown; feel free to post your garage sale, fundraiser, or local event... For FREE!



This certificate entitles the bearer to a confidential, no obligation, FREE Market Evaluation*

A home's value should be monitored regularly, just like your other investments!

A home evaluation will assess the value of your house in today's real estate market. It considers the size of your house and property, the upgrades that have been added both inside and outside, as well as comparable house sales in the neighbourhood; in conjunction with current price trends.

To redeem this certificate, call Derek Dunphy at Johnson Associates Real Estate Ltd., Brokerage

Office: (905)877-5165. Email: Derek@CallDerek.ca. Website: FreeMarketEvaluations.ca

*A home evaluation is an opinion of current market value; and should not be considered a formal appraisal. This offer is not meant to solicit any person that is currently under contract to sell their home with a real estate brokerage.

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Your Community Agent



Three New Arenas Coming to Town

After a spirited debate in recent Town of Halton Hills council meetings, several issues of *The Independent & Free Press Newspaper*, and in every coffee shop in town; it has finally been decided the Town of Halton Hills will indeed go ahead with a project to build three new ice surfaces.

There was an uproar of cheers and applause, when the Town of Halton Hills council decided on February 28th to go ahead with the funding strategy necessary to finance the addition of three new ice surfaces in the town. The final meeting of the council took over 4 and a half hours, as 16 delegations made their opinions heard before the last debate on the issue.

The final decision was to build and finance the \$18.9M twinning of the Mold-Masters Sportsplex by the fall of 2013 (increasing the current two ice surfaces to four), using a combination town debt, user fees that will be applied to the debt, and a three-year dedicated arena levy that will be levied on tax-payers bills. The decision also included a plan to construct a new ice surface in Acton by the fall of 2015 (twinning their current arena), at an estimated cost of \$10.9M. The average tax payer (with an assessed house value of \$350,000) will see a \$2.45, \$12.40, and \$12.40 addition to their tax bills in 2013, 2014, and 2015 respectively. In addition, the town expects to contribute \$2M through local fund-raising and donations.

The Georgetown and Acton Minor Hockey Associations, as well as Georgetown and Acton Skating Clubs, were very happy with the decision - as they currently do not have enough ice-time to fill their needs; and they projected the problem to become increasingly worse with new development coming to town.



family fun >>> Sudoku

The goal in Sudoku is to use all of the digits (1 through 9) only once, in each of the sections of nine spaces, as well as using all of the digits (1 through 9) only once, in each line and row of the entire puzzle...

Have fun!

6	8		1		7			
7			9		6		5	
	5					2		6
		3			1	7		8
2				3	9	1		
8		5					9	
	2			1		3		
	4	8	6					
			3	4			6	2

A New Shopping Experience!

Upscale Outlet Mall is Opening in Halton Hills

On March 15th the Halton Hills Economic Development Office sent out a press release with some exciting news: Calloway Real Estate Investment Trust (Calloway) is opening an "Upscale Outlet Mall" in Halton Hills. Calloway REIT, is best known for their "Smart! Centres", which feature tenants like retail Wal-Mart, Canadian Tire, Reitmans, and Old Navy; but this outlet mall will be different than all their others.



Calloway announced it will be developing its first upscale outlet mall in Canada, at the south-east corner of Trafalgar Rd. and Steeles Ave.. The Calloway press release further commented "Located at Highway 401 and Trafalgar road in the town of Halton Hills, just 40 minutes from downtown Toronto, this site is ideally situated to serve a population of over 6 million people within a one-hour drive".

Calloway will be working with a team of experts, including Adam & Associates Architecture, to develop a visually stimulating shopping experience, as they have done in 25+ malls across the US. Calloway's President and CEO was quoted as saying "we plan to develop a unique shopping experience that will attract Golden Horseshoe area customers looking for value priced high-end goods not currently available in Canada". Calloway is planning on opening similar centres in Canada but the Halton Hills project will be the first in the ground - in large part because of the work done by the Town of Halton Hills Council, and Economic Development Office.

Calloway does not need to proceed through the very costly and lengthy process of rezoning - The Town of Halton Hills has already approved the use of the land. Halton Hills' Mayor Rick Bonette said that he expected to see a site application in April. Construction is expected to commence in the spring of 2012, and the first phase is expected to open in 2013. Mayor Bonette also commented that "hundreds of construction jobs, and thousands of permanent retail jobs will be created".

ask the experts >>>

Q: Does "Power of Sale" mean I'll get a good deal?

A: Maybe, but not necessarily...

Often times people think that they can find a great deal by buying a foreclosed home, but most times that simply isn't the case - at least not here in Canada. The bank who foreclosed the home, and the REALTOR® that works for them, are under an obligation to try and get fair market value for the property (not just enough money to recoup their losses).



RIO CAN
REAL ESTATE INVESTMENT TRUST

More New Outlet Stores...

RioCan Real Estate Investment Trust also had news that pleased the Halton Hills Economic Development Office!

RioCan announced they will partner with Tanger Factory Outlet Centres to conditionally purchase a 35 acre site at the junction of James Snow Parkway and Steeles Ave.

The site is zoned to accommodate 188,000 sq.ft. of mixed retail uses, and a 150,000 sq.ft. home improvement store.

Listen to Halton Hills' ONLY Community Radio Station

A couple weeks ago, I had the great pleasure of meeting Russ Horton, D-Moos.com station owner, and Joanne Thompson station manager, and I was entirely blown-away by their commitment to the community, and the professionalism of their station.

D-Moos.com offers great LOCAL insight, weather and news, as well as great (and often very funny) commentary, and music. Russ Horton, who

is also one of the on-air personalities, has a lifetime of radio experience with some of the largest radio stations in the country, and you can tell when you listen to the production quality and programming of the station.

My suggestion: make D-Moos.com one of your home pages, and listen every day - you'll be glad you did!

