

# Oakville & Burlington Market Watch

## Oakville & Burlington Sale Stats

The home sale stats for August are strong. Low inventory has caused prices to continue to increase in Oakville & Burlington even though the national sales have been down during the 3<sup>rd</sup> quarter.

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## August ends with increase in average sale price in Oakville

According to figures released September 1 by The Oakville, Milton and District Real Estate Board (OMDREB), the number of all property sales decreased by 10.67 per cent in August compared to the same period in 2015. Monthly property sales totaled 703 compared to 787 in August 2015.

The number of new property listings saw a decrease of 11.19 per cent, from 1,077 in August 2015 to 879 in 2016.

“We’re continuing to see a trend of low supply, however, sale prices continue to climb,” said Charlotte Forget, President of OMDREB. The dollar volume of all property sales processed through the OMDREB MLS® system saw an increase of 4.49 per cent in August 2016 to \$467,182,319 from \$447,109,964 in August 2015.

Oakville’s median residential sale price for the month of August was \$920,000, an increase of 27.80 per cent from \$719,900 compared to August 2015. The median sale price in Milton was \$678,527, an increase of 27.36 per cent from \$532,767 compared to the same time last year.

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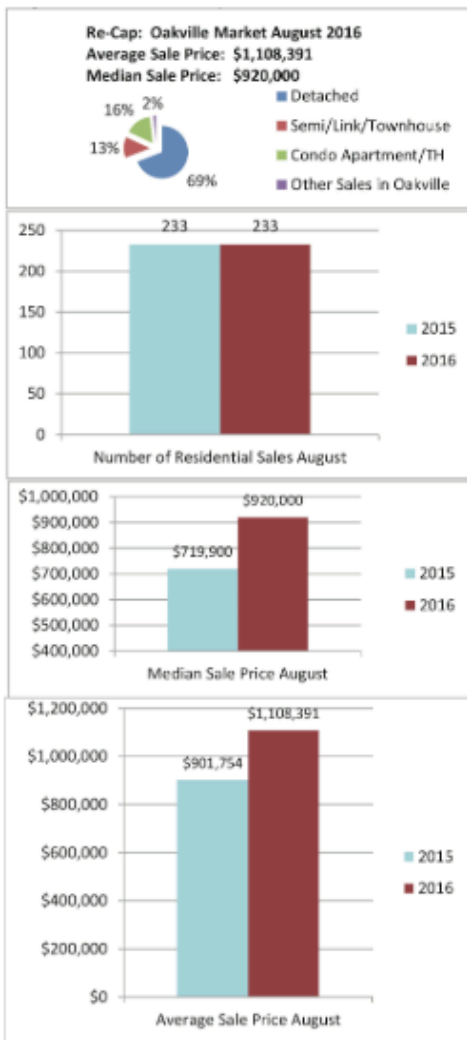
Darlene Darragh

Diamond Award Winning Real Estate Sales Representative

# August ends with increase in average sale price

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## Oakville MLS® stats for August\*\*



Re-Cap Oakville Market in August 2016	
Average Sale Price	Median Sale Price
\$1,108,391	\$920,000
Residential Type	Units Sold by Type
Detached	161
Semi/Link/Townhouse	30
Condo Apartment/TH	38
Other Sales in Oakville	4
Total	233
Detached Sales in Oakville	
Price Range	% of Sales by Price
\$600,001 - \$800,000	12.42%
\$800,001 - \$1,000,000	24.84%
\$1,000,001 +	62.74%
Semi/Link/Townhouse Sales in Oakville	
Price Range	% of Sales by Price
\$400,001 - \$600,000	23.33%
\$600,001 - \$800,000	46.67%
\$800,001 - \$1,000,000	20.00%
\$1,000,001 +	10.00%
Condo Apartment/TH Sales in Oakville	
Price Range	% of Sales by Price
\$200,001 - \$300,000	13.16%
\$300,001 - \$400,000	21.05%
\$400,001 - \$600,000	44.74%
\$600,001 - \$800,000	10.53%
\$800,001 - \$1,000,000	5.26%
\$1,000,001 +	5.26%
Other Sales in Oakville	
Price Range	% of Sales by Price
\$400,001 - \$600,000	25.00%
\$600,001 - \$800,000	25.00%
\$800,001 - \$1,000,000	50.00%

The median sale price is the midpoint of all sales.  
 Disclaimer: The information provided herein is deemed accurate but not guaranteed.  
 Source: The Oakville, Milton and District Real Estate Board



## Rebranding

In addition to having our best year EVER and expanding our marketing and social media, we rebranded all of our marketing material and For Sale signs.

Our new For Sale Signs, brochures, business cards, website designs and video platforms now have a completely new look.

Lets make 2016 the best year ever.

## Fall Market is in full swing.... Don't miss out!

This year has set records for both volume and sale prices. The fall is a very important time to consider buying or selling. We enter the fall market in full swing as the number of listings begins to increase but sale prices remaining high.

Being a member of several real estate boards, I am able to market your home to sell and look for a home you are buying. This is extremely important in today's competitive real estate market.

I understand the power of creative, well-organized and highly effective marketing and offer customized marketing plans that maximize property exposure to the most qualified buyers.



*"Now is the time to list your property with the inventory being so low".*

Enjoy a **one week vacation** stay at resorts worldwide from Endless Vacation Rentals®, when you work with me to buy or sell real estate!

Contact me at  
905-484-4653  
for details

## Your next vacation is paid on me!

I am pleased to be able to offer a 1 week resort vacation worldwide for any clients who buy or sell with me.

Many have enjoyed a relaxing week away after moving. What better way to unwind after all the activity associated with home buying/selling.

\*\*Information provided by OMDREB board.

## Canadian home sales post third consecutive decline in July

The number of homes trading hands via Canadian MLS® Systems fell by 1.3 percent month-over-month in July 2016. With similar monthly declines having been posted in May and June, national sales activity in July came in 3.9 percent below the record set in April 2016.

Sales activity was down from the previous month in slightly more than half of all markets in July, led by Greater Vancouver and the Fraser Valley. Transactions in these two markets peaked in February of this year, and have since then dropped by 21.5 and 28.8 percent respectively. Accordingly, much of the national sales decline in recent months reflects slowing activity in B.C.'s Lower Mainland.

“National sales and price trends continue to be heavily influenced by a handful of places in Ontario and British Columbia and mask significant variations in local housing market trends and conditions across Canada,” said CREA President Cliff Iverson. “All real estate is local, and REALTORS® remain your best source for information about sales, listing and price trends where you live or might like to in the future.”

\*Information provided by CREA



### “Lets Talk Real Estate” Podcasts

I am thrilled to expand my online marketing to now include podcasts in addition to video.

Starting in July we launched the “Let’s Talk Real Estate – Let’s Get Real Podcast series.

The response has been overwhelming. We are talking about topics submitted by the viewers and includes topics such as:

- Staging
- Selling your home on your own
- Discount brokerage pitfalls
- Renovating
- Buying a home for your children
- Buying investment properties

You can listen to these podcast by:

- Following my social media sites
- Accessing a direct link from the [www.OakvilleDailyHouses.com](http://www.OakvilleDailyHouses.com) or [www.BurlingtonDailyHouses.com](http://www.BurlingtonDailyHouses.com) website posts or emails if you are on my automatic daily listing emails
- Selecting Podcast on the [www.DarleneDarragh.com](http://www.DarleneDarragh.com) or [www.HomeSaleDivas.com](http://www.HomeSaleDivas.com)

## July ends with increase in average sale price in Burlington

The REALTORS® Association of Hamilton-Burlington (RAHB) reported 1,487 sales were processed through the RAHB Multiple Listing Service® (MLS®) System in July. Sales were 8.3 per cent lower than the same month last year. There were 1,703 properties listed in July, a decrease of 13.9 per cent compared to July of last year.

*"The numbers of sales are lower than last July's, but the hot real estate market in the Greater Hamilton-Burlington area continues," said RAHB CEO George O'Neill. "Sales are 13.2 per cent higher than the 10-year average, while listings are 7.5 per cent lower than the average, indicating a continued undersupply of available properties to meet demand."*

Seasonally adjusted\* sales of residential properties were 1.6 per cent lower than the same month last year, with the average sale price up 12.7 per cent for the month. Seasonally adjusted numbers of new listings were 9.2 per cent lower than July of 2015.

Actual overall residential sales of 1,438 units were 7.9 per cent lower than the same month last year. Residential freehold sales were 6.9 per cent lower than July of 2015 while sales in the condominium market decreased by 12.1 per cent.

The median price of freehold properties increased by 11.3 per cent over the same month last year while the median price for condominium properties increased by 10.2 per cent compared to the same period.

The average price of freehold properties showed an increase of 13.2 per cent compared to July of last year; the average sale price in the condominium market increased by 8.7 per cent when compared to the same period.

Average sale price is based on the total dollar volume of all properties sold through the RAHB MLS® System. Average sale price can be useful in establishing long term trends, but should not be used as an indicator that specific properties have increased or decreased in value. Contact a REALTOR® for information about your area or property.

The average days on market decreased from 33 to 24 days in the freehold market and from 30 to 27 days in the condominium market, compared to July of last year.

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*"It is a tight market right now," noted RAHB President Kim Alvarez. "With just a little over a month of residential listing inventory, it can be challenging for buyers to find the home that's right for them. Hiring a REALTOR® is always the best strategy when you are buying or selling, and is especially important in this type of market."*

**The numbers for the month of July, 2016 compared to July, 2015:**

<b>ALL RAHB Area, All Property</b>	<b>July 2015</b>	<b>July 2016</b>	<b>% Change</b>
New Listings	1977	1703	-13.9%
Sales	1621	1487	-8.3%
Average Sale Price	\$441,256	\$495,139	12.2%
End of Month Listing Inventory	3651	2381	-34.8%

<b>MARKET ACTIVITY in Selected RAHB Areas – July 2016</b>				
<b>Areas</b>	<b>Number of Sales</b>		<b>Average Sale Price</b>	
	<b>2015</b>	<b>2016</b>	<b>2015</b>	<b>2016</b>
Hamilton West	75	74	\$365,605	\$380,108
Hamilton East	94	94	\$243,971	316,650
Hamilton Centre	140	128	\$251,087	281,168
Hamilton Mountain	222	226	\$340,339	406,624
Burlington	516	269	\$519,222	678,402
Amesler	73	64	\$588,873	693,310
Dundas	32	37	\$456,016	536,363
Flamborough	27	55	\$623,880	612,221
Waterdown	47	30	\$518,164	611,522
Stoney Creek	102	83	\$387,130	453,318
Grimsby	37	37	\$378,438	483,243
Glanbrook	50	57	\$419,790	452,454
Dunnville	6	6	\$209,667	246,567
Caledonia	18	21	\$348,806	378,167

NOTE: Numbers of sales represents sales reported on properties listed on the Multiple Listing Service (MLS®) of the REALTORS® Association of Hamilton-Burlington. Average sale price is calculated by dividing the total dollar volume of sales (not shown) by the number of sales in that month.

Information for Burlington supplied by RAHB.  
 Note: July figures are the most current available at this time.

# Your trust means so much to me

Selling your home is a privilege.

Real estate is my passion because I truly believe that once my clients' home life is settled, everything else falls into place.

With a passion for homes and over 30+ combined years experience in real estate sales, communications, marketing, negotiations, website design, social media marketing, relocations, decorating and staging, I know your home and your needs are as unique as you are!



*My experience, dedication and attention to detail throughout the entire sale and /or buying process will provide you with the results you expect.*

FOR SALE



*Darlene Darragh*  
Sales Representative

905-338-1515

[www.HomeSaleDivas.com](http://www.HomeSaleDivas.com)



Century 21  
FINE HOMES  
& ESTATES  
DREAMS INC.  
Brokerage\*

\*Each office independently owned & operated

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\*Each office independently owned & operated