

The Galvin Report



Keeping you informed about Real Estate in Peterborough & the Kawartha's

The #1 Team at RE/MAX for 2008 | andrewgalvin@topproducer.com | www.thegalvinteam.com
Andrew Galvin / Glenda Lukinuk / Betty Crook / Calum Yule / Kathy (Kat) Romard

Pricing is Key Right Now

As the market tries to find its legs and buyers are trying to decide whether we are still in or coming out of the recession it is imperative to be right on with the price or adjust quickly to the market in order to sell. Luckily the listing inventory is still relatively low which is holding prices. However, if next spring a lot of properties come on the market there will be downward pressure on prices as occurred this past spring. In town the bottom end of the market below \$250,000 is still moving well. The top end over \$400,000 is slower with buyers taking their time to get the right property, at what they feel is the right price!

Listing and Sales	2009	2008	% Inc/Dec
July			
Total # of listings (month)	581	668	-13%
Total # of sales (month)	359	303	18%
Total # of expired (month)	202	227	-11%
August			
Total # of listings (month)	505	566	-11%
Total # of sales (month)	289	281	3%
Total # of expired (month)	213	275	-23%
September			
Total # of listings (month)	565	619	-9%
Total # of sales (month)	288	270	7%
Total # of expired (month)	255	280	-9%

Video Tours Getting Fantastic Response

Our narrated video tours of our properties are getting fantastic response in the market right now. I was at a technology seminar last week where it was pointed out that the latest polls found 87% of buyers and sellers go to the internet first to look for property. Our tours which are linked to MLS.ca, and our listings which are on YouTube, Craig's List, Kijiji and our RE/MAX sites, the most watched of any real estate company in the industry, are getting huge viewing numbers which helps our sellers attract more buyers. Look for our new blog coming soon to keep you informed as to the latest in real estate news around Peterborough and around the world.

We Did It!

Just a few days ago we reached our goal of giving \$5,000.00 to the Peterborough Regional Health Care foundation at the hospital, with still two and a half months to go in the year. I want to thank Calum, Betty, Kat and Glenda for their hard work and most of all our valued and loyal clients who made this possible. Since the last newsletter the PRHC Foundation asked me to become a board member which I gladly accepted. I had no idea that the province gives nothing to our hospitals in terms of money to replace aging equipment. Here, we have a fantastic new hospital which is attracting more great staff from around the globe and it is this community's sole responsibility to update all of the equipment inside this brand new facility.

Moving Boxes, Dinner Gift Certificates, Junk Removal

We've always tried to give gift certificates to local restaurants to our clients on moving day so that they don't have to think about cooking. Now we are providing moving boxes, tape and tape guns to help out our clients in the packing phase. One client recently took the boxes before we listed the house and packed up all the clutter which made the house look great for showings. Also, we have a local company called "½ ton plus" which will take away your excess stuff to the dump or local charity to help get the house ready for sale. At a buck a pound for moving its pays to get rid of the stuff rather than move it and throw it out later on! And, of course staging by Angie Chapman is always part of our service.

Most and the Least

The most expensive home to sell in the city in the third quarter of the year was a magnificent century home of about 3,000 sq. feet on 1.63 acres just off the Otonabee River in east city. It was almost 160 years old but exceptionally well maintained on a very private matured treed lot. It was listed for \$649,900. and sold for \$630,000. quite quickly. The least expensive house to sell was a 1.5 storey sided home near the C.G.E. on a 30 X 95 foot lot. It was listed for \$89,900 and sold for \$75,000. The most expensive house to sell on the lakes was an 8 year old 5,000 square foot Stoney Lake home with 5 acres and over 200 feet of water frontage. It was last listed for \$2,750,000 and sold for \$2,150,000. It originally started at \$3.5 million and took almost 600 days to sell.

Testimonials

Great overall experience. Would recommend to anyone looking for a highly professional team!
Margaret Wood *August 22, 2009*

Andrew gave splendid presentation at listing, giving us confidence that we would have a quick, successful sale. Betty Crook handled the sale and was very helpful. We were very satisfied with The Galvin Team. *Carol Waldron* *September 6, 2009*

We were impressed with the professionalism, thoroughness and consideration of you and your staff, Andrew, Betty and Calum, and the rest of the RE/MAX staff.
Wm.A. Nelson and Phyllis Nelson *September 8, 2009*

Appreciate the time Betty Crook spent with me and explanations.
Carol Janet Fell *September 11, 2009*

Very satisfied with everything and everyone!
Brian and Lori Forsyth *October 9, 2009*



If you received this newsletter by mail and have an email address, please drop us a note at: andrewgalvin@topproducer.com and we'll send you The Galvin Report via email. If you wish to have your name removed from our mailing list, just let us know.



*This newsletter is not intended to solicit buyers or sellers currently under contract with other Realtors. Each office is independently owned and operated