

Preferred Client Update

Working hard to keep you informed.

Spring 2014

The Market? Cooler...but no Crash Landing!

Welcome to our Spring 2014 newsletter! After a long cold winter, might we be finally starting to feel confident that it is safe to put away the boots and bulky coats! As we write this, the temperatures are close to the double digits, the snow has melted, the trees are starting to bud, all good signs that the seasons are indeed changing.

Along with the changing seasons, some of you will also be changing homes and even towns. Here we provide you with timely information that we think will be of interest whether or not a move is in the cards for you. Feel free to share it with your friends and associates and know that we now also post our newsletter on our website at www.rashotterrealtykingston.com

Would you prefer to receive this newsletter and our Market Memo via email? Please let us know and we will ensure that you no longer receive a paper copy. We will add you to our electronic mailing list.

So here is a summary of the sales activity for the Kingston and Area Real Estate Market:

Note: Excludes mobile homes, cottages, vacant land and commercial sales

| | 2013 | 2012 | % Change |
|------------------------|-----------|-----------|----------|
| Total # of Listings | 7231 | 6812 | 6.15% |
| Total # of Sales | 3148 | 3327 | -5.38% |
| Average Price | \$283,669 | \$276,235 | 2.69% |
| Sales to List Ratio | 43.54% | 48.84% | -5.30% |
| Average Days on Market | 53 | 50 | 6.00% |

Our last newsletter reported the results for the first 6 months of 2013. If you recall, sales were down 11.08% over the same time period in 2012, 1726 from 1941. As sales improved in the second half of 2013, the annual number of sales at year end closed that gap significantly, down 5.38% or 3148 from 3327. Listings were up 12.33% but this number also moderated significantly by year end to 6.15%.

Most of the sales activity in 2012 occurred in the first half of the year as we witnessed an incredibly mild winter and there were rumours that the government would once again tighten the lending rules on government insured mortgages. New rules did in fact come into effect in July 2012. By contrast, most of the sales activity for 2013 occurred in the second half.

It's interesting to note that sales results for January to June 2012 as well as for January to December 2012 were the highest since 2008. **The average number of sales for 2011, 2010 and 2009 is 3241. Our 3148 total sales for 2013 is only 2.87% below this average. Indeed, no crash landing.**



Charlene Rashotte

Sales Representative

Cell: 613-539-1851

charlenerashotte@gmail.com

www.rashotterrealtykingston.com



Steve Rashotte

Sales Representative*

Cell: 613-583-1336

*Licensed Sales Assistant to

Charlene Rashotte, Sales Representative

steverashotte@royallepage.ca

The sales to list ratio has been trending downward but still remains within a balanced market range. The increase in supply or the number of listings is the reason for this which allowed buyers both more to choose from and more time to make a decision as the average days on market saw an increase of 6%, 53 days vs 50.

Prices faced pressure from this increase in supply as the number of new listings and remaining inventory was high compared to previous years. We ended 2013 with a total of 7231 listings compared to 6812 in 2012 and the remaining inventory at the end of December '13 was 1255 active listings, up 17.95% from December '12.

The Outlook:

The housing activity for the first quarter of 2014 has started at lower levels, no surprise here considering our exceptionally tough winter and perhaps the possible distraction of the Olympics. Who wasn't glued to their TV?

Sales are expected to pick up as we advance into the spring market and the second half of the year. Kingston is poised for continued housing affordability. Mortgage rates have edged a bit lower, approximately 2000 jobs were created in Kingston in 2013* bringing our unemployment rate down to 6.2% from 6.7%, we have seen an increase in the weekly average earnings by 3.8% (higher than the general rate of inflation) and home price increases are hovering around the rate of inflation.

*It appears that the loss of the penitentiary jobs did not have a negative effect

So affordability in Kingston remains good, with only a slight decline since 2007! To compare, at the end of February 2014, the average house price for Canada was \$406,372 (up 10.1% over February '13), for Ontario \$423,691 (up 7.8%) and for Kingston \$280,776 (down 0.24% or virtually unchanged).

CMHC sums it up as follows: "Kingston's resale market indicates a healthy balance between supply and demand with modest price gains expected to continue.....Recent home price appreciations are trending below the last decade's average; however, it is more indicative of a well- functioning balanced market."

And now you are up-to-date!

Here are a couple of sites that might come in handy:

Mobilemania: Are you in the market for a new cell phone? And are you overwhelmed by the options? What company? What type of phone? What plan might work best for you or what features you need or want? Check out www.compare-cellphones.org It's a Canadian-based web site that compares phones, plans, etc.

Insurance Shopping? If you're soon going to be in the market for home or auto insurance, you might want to check out these sites. They allow you to compare different types of insurance with various companies based on your postal code. How convenient is that? No going through a long automated telephone procedure, no long conversations and all from the comfort of your own home. The two sites are www.kanetix.ca and www.insurancehotline.com

The Dangers of Carbon Monoxide: Did you know?

In November 2013, it became law for Ontario residents to install carbon monoxide detectors in their homes. Carbon monoxide is a poisonous gas that you can't see, smell or taste. It's produced by the incomplete burning of fuels like natural gas, propane, heating oil, kerosene, coal, charcoal or wood due to inadequate air.

Improperly installed or poorly maintained appliances that run on these fuels can create unsafe levels of the gas. In enclosed spaces like your home, cottage or vehicle, even a small amount of CO is dangerous.

Potential sources of carbon monoxide include:

- In addition to fuel burning appliances, venting systems and chimneys that haven't been serviced by a qualified heating contractor.
- A chimney blocked by a bird or squirrel nest, snow, ice or other debris.
- Improper venting of a furnace and cracked furnace heat exchangers.
- Exhaust fumes seeping into your home from a car running in an attached garage.
- Using fuel-burning appliances designed for the outdoors (like BBQ's, lanterns, chainsaws, lawnmowers, snowblowers) in a closed area like a tent, recreational vehicle, cottage, garage or workshop

Experts suggest that you should install a CSA-approved alarm on each floor of your home and they can be purchased for approximately \$50.00 each.

Hundreds of people in the past decade have died of accidental carbon monoxide poisoning and many others see their doctor with what they think are flu symptoms when in fact they are suffering from exposure. Stay safe! For more information, see the Technical Standards and Safety Authority website at www.safetyinfo.ca/co-safety

Living Big in a Small Space

Are you cramped for space? Maybe you've downsized, sold your home, moved to a condo apartment or just a smaller home. Getting used to less space requires organization and ingenuity. Similar to the way a large space can be arranged to seem more intimate, a small space can be arranged to appear more spacious.

Use lighter shades: Light and airy colours such as cream, white, icy blue, pale green and yellow can help make a small room appear larger. Another way to blend elements of a room together is through the use of monochromatic paint colours and fabrics.

Eliminate obstructions: The farther you can see through a space, the larger and more open it will seem. Eliminate clutter and avoid the temptation of over-decorating with too many trinkets and wall hangings. Arrange furnishings to open up floor space and avoid blocking views through windows and doors. When selecting furniture, you might consider shopping for condo-sized furnishings (there is such a thing). Choose benches, ottomans, armless chairs and sofas to keep space open. Add the illusion of space with the sparkle and reflection of mirrors. Think about buying a mirrored bureau or glass table top...it will practically disappear within the room.

Make it bright: Uncover windows and add additional and eye catching light fixtures/lamps and eliminate dark shadows. You can add modern track lighting to accentuate wall art or add lighting within a cabinet to showcase display pieces.

Optimize your space: Keep your small space in mind at all times. If an item can perform a dual function, all the better i.e. futons, storage trunks... Article courtesy of The Homeowner

When Insults had Class....

These glorious insults are from an era that valued cleverness with words, an era when leaders of society didn't need to use profanity (or the middle finger) to make their point. It seems Winston Churchill was a pro.

Sir Winston Churchill vs Lady Astor:

Lady Astor: "If you were my husband, I'd give you poison."

Sir Winston: "If you were my wife, I'd drink it."

George Bernard Shaw to Winston Churchill:

"I am enclosing two tickets to the first night of my new play; bring a friend....if you have one."

Winston Churchill in response:

"Cannot possibly attend first night, will attend second....if there is one."

A Member of Parliament to Disraeli:

Member: "Sir, you will either die on the gallows or, of some unspeakable disease."

Disraeli: "That depends, Sir, upon whether I embrace your policies or, your mistress."

"He has all the virtues I dislike and none of the vices I admire."

Winston Churchill

"He had delusions of adequacy."

Walter Kerr

"A modest little person, with much to be modest about."

Winston Churchill about Clement Atlee

"I have never killed a man, but I have read many obituaries with great pleasure."

Clarence Darrow

Compliments of our Associate Roger Beckley, Coldwell Banker, Ottawa

The Reason for our Success!

These newsletters give us a chance to extend our thanks to you, our clients and friends, for your continued support and for making our work so enjoyable. We really appreciate the opportunity to help you, your family, friends and business associates. Repeat business and referrals are the lifeblood of any sales career!

Enjoy your summer!

Charlene & Steve

For market updates and tidbits of relevant real estate information, like us on Facebook at www.facebook.com/RashotteRealtyKingston and follow us on Twitter at www.twitter.com/HomesInKtown With your "Like" and support, we will enter your name into a draw for a \$100 gas card to be drawn December 15, 2013. Good luck!