

Summer 2010

**COLDWELL  
BANKER**

**PETER BENNINGER  
REALTY, BROKERAGE**

Independently Owned & Operated

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## Home Sales in First Half of Year Break 1 Billion Dollar Mark

3,633 homes were sold through the Multiple Listing System (MLS®) of the Kitchener Waterloo Real Estate Board (KWREB) during the first six months of this year, just 96 units short of 2007's record breaking first half. The total value of those sales broke the one billion dollar mark for the first time to the end of June.

According to KWREB, consumers continue to have a strong sense of confidence in the value of home ownership in the region, and they expect the market will remain steady and healthy for the remainder of the year.

The increase in home sales occurred predominantly in the top half of the price range spectrum. There were 2,093 sales of residential properties for more than \$250,000 in the first half of the year, compared to 1,446 for the same period in 2009, an increase of almost 45 percent. This trend was even more prominent in homes selling for more than half a million dollars, with an 84% increase relative to one year ago for a total of 205 sales.

A new record was set in April for the sale of residential homes with 724 transactions, surpassing the previous level set in 2007 and representing an increase of 12.6 percent over April 2009. Following a record-breaking March; buyers and sellers had the added sense of urgency with the impending HST implementation and warning of rising interest rates.

May saw evidence of continued strength in the local Real Estate Market with KWREB reporting a total of 703 sales of all property types including 432 detached homes, 114 condominium units, 58 semis and 44 townhouses.

Recently, the Canadian Real Estate Association revised forecast for national activity announced that the average home price is expected to climb 1.6 percent for homes across Canada, reaching a record \$325,400. The average price of all homes sold in Kitchener Waterloo and area to date in 2010 has increased 10.3 percent to \$283,423.

Your REALTOR®

**Susan Hopkins**

The above information is based on MLS® data owned by the Kitchener-Waterloo Real Estate Board, Inc. April 1 10 to June 30 10.

### KW MLS® Home Sales Q2 Results 2010

<i>Number of homes sold</i>	<i>2nd Quarter 10</i>	<i>2nd Quarter 09</i>
Detached Homes	1340	1364
Total Residential	2009	2067
<b>Total number of homes sold by price category</b>		
Under \$50,000	31	28
\$50,000 - \$99,999	15	9
\$100,000 - \$124,999	30	47
\$125,000 - \$149,999	80	116
\$150,000 - \$174,999	98	107
\$175,000 - \$199,999	122	177
\$200,000 - \$224,999	175	265
\$225,000 - \$249,999	264	333
\$250,000 - \$274,999	273	259
\$275,000 - \$299,999	213	193
\$300,000 - \$349,999	272	213
\$350,000 - \$399,999	160	134
\$400,000 - \$499,999	160	107
\$500,000 - \$749,999	92	67
\$750,000 - \$999,999	18	9
Over 1 Million	6	3
<b>Average \$ Price</b>	<b>YTD 2010</b>	<b>YTD 2009</b>
Single Family Detached	\$331,359	\$296,638
Semi-Detached	\$227,976	\$211,290
Condominium unit	\$196,825	\$177,850
Freehold Townhouse	\$247,694	\$232,548
Total Residential	\$291,702	\$263,569

## Eco-Friendly Home Tips Make Going Green Easy

Incorporating eco-friendly measures in homes has moved beyond installing energy efficient appliances and swapping out incandescent light bulbs for compact fluorescents – going green is giving home sellers a competitive advantage. Small changes to a home can help the environment and help a property stand out among the competition.

The following tips outline how to make homes sustainable, energy- and cost-efficient now, and appealing to eco-conscious homebuyers:

**A Ray of Light:** Natural daylight can help keep the indoor climate comfortable during the winter months, allowing a homeowner to set the thermostat a bit lower. Alternatively, drawing shades during key daylight hours during the summer can help cut down on air conditioning needs.

**Green Gardening:** Sustainable landscaping is becoming all the rage to eco-conscious homeowners. Planting native plants, vegetation and shade trees strategically around a yard can keep a home cool during the summer and block cold winds during the winter.

And native vegetation will thrive in its preferred environment without requiring excess water.

**Less Lawn does More:** Eliminate as much of the lawn as possible and plant native bushes, flowers, etc. Depending upon a number of factors (including the climate of the region), homeowners can simply cut back on the amount of space that they have to mow to promote energy conservation in lawn care.

**Reuse Rain:** Recycling rain water for gardening is another great way to conserve. For example, a water collection system under drains can catch the water and then reuse it for watering landscapes.

**Dial it Back:** Lowering the settings on water heaters, refrigerators, dishwashers and laundry machines reduces the amount of energy required to maintain the temperature. Installing low-flow sink faucets and shower heads also lessens water consumption.

**Turn Old into New:** Refurbish the home's existing materials when remodeling instead

of buying new ones (cabinets, tiles, flooring). If brand new appliances are required, homeowners should make sure they are energy-efficient, and should consider donating their old appliances to be recycled or reused.

**Insulation is Key:** Insulating cold-water pipes will prevent them from dripping condensation, and insulating hot-water pipes will prevent costly heat loss and save on energy bill.



## Have you met the Coldwell Banker

Are you moving and searching for a home inspector, real estate lawyer or moving company? Maybe you are looking to improve your existing home with some upgrades; perhaps new flooring, fresh paint or even major renovations? Your challenge now is to find reputable, dependable and appropriately priced service providers. **One call can give you all the information you need to find a variety of quality pre-screened professionals!**

The Coldwell Banker Peter Benninger Realty Concierge, Margit Klein, dedicates her time to sourcing, researching and interviewing representatives from companies all over the Region. A formidable source of information, she can also offer vast insight on everything from the best fine dining establishments to a list of trail web sites for the outdoor enthusiast. Have an unusual or tricky request—Margit is up for the challenge!

Margit's office is located on the main floor of the Consumer Centre on Riverbend Drive. She can be reached Tues—Sat by phone at 519 742 5800 x 5030 or email [margit@coldwellbankerpbr.com](mailto:margit@coldwellbankerpbr.com).

*Concierge*<sup>SM</sup>

25<sup>th</sup> Anniversary  
COLDWELL BANKER  
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On August 16<sup>th</sup>, we will begin our third Habitat for Humanity home build, made possible by the proceeds raised from our Building Dreams Gala in February.

This Habitat home will be the first of 16 units in a townhouse condominium complex at 23 Howe Drive in Kitchener.

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Habitat for Humanity  
Waterloo Region

When you need  
an address,  
visit ours!

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