

MARKET WATCH



416-616-2484

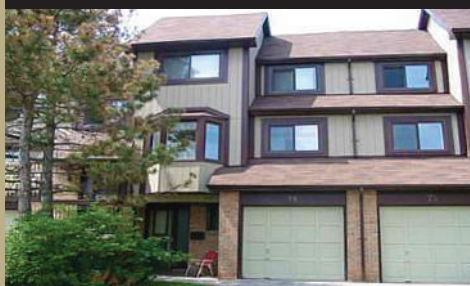
SOLD



**2189 Winding Way
Burlington, Ontario**

A rare opportunity to own a fabulous home on spectacular private lot in the highly sought after neighbourhood Headon Forest. This stunning 2 storey home is on a desirable tree lined street steps to Ireland Park. Contact us today so you don't miss your chance to call this spectacular house, "HOME!"

COMING SOON



**6780 Formentera Ave #75
Mississauga, Ontario**

Beautifully maintained condo townhouse close to schools, shopping mall, bus and go stops. This townhouse has a spacious living area with a cathedral ceiling and working fireplace. The bedrooms have laminate floors and large closets. Contact us today so you don't miss your chance to call this spectacular house, "HOME!"

FOR SALE



**712 Sauve St
Milton, Ontario**

Stunning 3 Br. home in quiet family friendly neighbourhood, backing onto scenic pond. Money saving energy efficient features, 9' ceiling, hardwood floors, stainless steel appliances & granite counter tops in kitchen. Great open concept living! Contact us today so you don't miss your chance to call this spectacular house, "HOME!"

Is A Final Walk-Through Necessary?

Is it always necessary to do a final walk-through if a home inspection has already taken place? No. Is it advisable? Absolutely.

Unless you intend on completely rebuilding and renovating the home you are purchasing, I highly recommend that you do a complete walk-through. This is because home purchase closings can typically be anywhere from a few weeks to several months long — and sometimes even longer in Ontario. So, chances are that some time has already passed since the inspection took place and you have firmed up the deal.

If the home has been vacant for a while, there could be potential for issues like leaks caused by disconnected refrigerators or old plumbing. As such, a final scan with your agent will give you an opportunity to confirm that everything is still in the same condition as was noted during the inspection. Your agent's knowledge and expertise can help inform what you should be paying special attention to.

Something worth noting is that clauses for final walk-throughs or pre-closing visits are often included in offers. So, check your Agreement of Purchase and Sale (APS) to confirm that it's there. If it is not included, speak with your agent to see if a visit can still be arranged. The best approach is co-operation but if the visit is being denied, you may want to consult a lawyer to help negotiate a solution. During your final visit, you will want to verify that all items included in your APS are present, and in the state agreed upon at the time of purchase. This may include checking items such as appliances, window coverings, electric light fixtures, electrical systems and mechanical systems to ensure they are fully functional.

As a buyer, you may also want to document this type of information. In fact, it may be a wise idea to write down anything that's important to you and share this with your agent.

Should you come across any unexpected issues, discuss it with your agent and real estate lawyer immediately. This is especially crucial if the seller's insurance coverage is needed for any repairs. In such cases, both you and the seller will need to come to a consensus on the next steps prior to closing and add those to the APS.

While certainly important, walk-throughs don't have to only be for the purposes of scanning for any potential problems. They can also serve as an exciting opportunity to take measurements for new window coverings, closet accessories and furnishing placement prior to your move date or even renovations you are contemplating.

Because buying a home for most people is the biggest purchase they will ever make, I believe a final visit is a worthwhile step in the process. Not only will it give you peace of mind that the transaction is proceeding as it should, but it will also eliminate the risk of any unpleasant surprises later.

Source: Ask Joe – Toronto Star



CENTURY 21
Miller Real Estate Ltd.
Brokerage
9-209 Speers Road,
Oakville, ON L6K 0H5
Tel: 416-616-2482
arcadianrealtyteam.ca

February 2022 MARKET STATS

Statistics provided by the Toronto Real Estate Board

CENTURY 21
Miller Real Estate Ltd.
Brokerage

MLS Sales Activity

**FEBRUARY
2022**

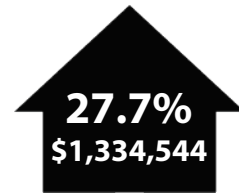
**Units
9,097**

**Average
Price
\$1,334,544**

**FEBRUARY
2021**

**Units
10,929**

**Average
Price
\$1,044,957**



YEAR-OVER-YEAR
**AVERAGE
SALE PRICE**



YEAR-OVER-YEAR
**NUMBER
OF SALES**



YEAR-OVER-YEAR
**AVERAGE
DAYS ON
MARKET**

DETACHED	SALES	AVG PRICE
416	786	\$2,073,989
905	3,142	\$1,727,963

TOWNS	SALES	AVG PRICE
416	322	\$1,131,809
905	1,252	\$1,119,026

SEMI	SALES	AVG PRICE
416	263	\$1,499,489
905	488	\$1,282,386

CONDO	SALES	AVG PRICE
416	1,842	\$822,090
905	930	\$756,146

Getting Divorced and Using Your Own Agent

Divorcing and wondering if you can each use different real estate agents? The short answer is yes. Selling a home because of a divorce is bound to be an uncertain and stressful experience. Ideally, it's simpler if you can both agree on one real estate agent. However, if that is not possible, then you have two options.

The first choice is working with two brokerages to list your home. This approach can be very effective in helping both individuals navigate the sale of their property while protecting their respective interests. Each party has their own designated real estate agent, backed by a different brokerage. In addition to facilitating the sale of the home, co-listing agents can support other related matters, like ensuring that legal requirements, such as holding proceeds from the sale in trust, are met, and certain financial aspects, including tax issues, are sorted out. It is important to note, however, that when entering a co-listing agreement, the two brokerages will provide their services separately. When selecting agents, I strongly suggest that you ask questions about how the brokerages will handle the co-listing. Ask how they will list, market, and show the property, review the offers, and negotiate the closing date of a sale. Look for an agent who is experienced with co-listings that involve the disposition of a matrimonial home. Remember that agents are required to put all the details about the sale or purchase of any property in writing. So, reflect on how you would like the brokerages to share services necessary for the sale, and have it documented so that everyone is on the same page. Perhaps one brokerage will arrange the showings while the other will manage advertisements, for example. They both will review offers with your interest in mind. The agreement should spell out the services to be included and the total commission you have agreed to pay, and how that will be divided between the two brokerages.

The other alternative you may wish to consider is having two separate agents who work for the same brokerage. From an optics standpoint, this will look like a standard sale to potential buyers. It will also be easier for the agents to speak with each other, making it a more seamless process for you. However, each agent should communicate exclusively and directly with the spouse they are representing and include that spouse's lawyer in the process. If the divorce is contentious, the brokerage may not be able to represent both spouses due to conflict of interest.

With either of the options, remember that the basic steps to selling a home don't change, regardless of your circumstances. Be transparent about how you would like the sale to be handled, and determine which services will be provided and by whom. Be sure that your matrimonial lawyer is kept in the loop.

As with any other contract, it is of course important to read and understand all the fine print before you sign. It is a wise idea to consult a lawyer who is insured to practice real estate law before making any final decisions.



Deborah Bennet, Team Leader & Sales Representative
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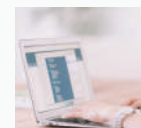
**Julie,
Homestager**



**Vern,
Handyman**



**Joanna,
Home Cleaning
Services**



**Lily,
Client Care
Services**



**Irving,
Social Media
Expert**

Have questions about your neighbourhood market? We are here to help!

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