

The Real News

In this edition!

Call to Action
March Market Report
Membership Corner
Book the Date!
Continuing Education Courses
...and more



The Oakville, Milton
and District Real Estate Board



As Co-Chairs of the Government Relations Committee, we are asking for your support and help in launching a call for action with respect to the issue of sales tax harmonization.

McGuinty governments plan to harmonize the GST and PST will add over \$2,000 to the cost of an average real estate transaction, hurting the resale home market and prolonging the housing industry's recovery from the current economic downturn.

Under a harmonized sales tax (HST), home buyers and sellers will have to pay 13 per cent tax on a range of services associated with real estate transactions such as legal fees, moving costs, title insurance, real estate commissions and home inspection fees. Currently, consumers only pay the 5% Goods and Services Tax (GST) on these services.

For a resale house priced at \$360,000, the Harmonized Sales Tax (HST) could add over two thousand dollars in new taxes to closing costs.

Let the Premier know that OMDREB REALTORS® do not support this action. Please take the time to visit the OREA web site and send a letter to your MPP or have your say on Facebook or Twitter.

OREA Website: www.orea.com/realtorcfa

OREA Facebook: <http://www.facebook.com/group.php?gid=140800095293>

OREA Twitter: <http://twitter.com/oreagr>

Regards,

Rick Kedzior
Dianna Morrison
Co-Chairs, Government Relations Committee

[OREA Website](#)

[OREA Twitter Group](#)

[OREA Facebook Group](#)



President's Message



HELLO! Someone forgot to tell Milton about the Recession.

Spring is here,

Activity in the Milton resale housing market soared in March. Residential resales in Milton increased by **42%** in March 2009 compared to March 2008. Driving this phenomenon is a multitude of factors.

Milton is a community where affordable home ownership is still possible, as well, a town that has the charm of a small rural community, yet close to all the big city amenities.

"Milton is one of the most unique communities in Ontario - if not Canada. Milton's rapid growth and distinction as "Canada's Fastest Growing Community" is well known," states Dianna Morrison, President, The Oakville, Milton and District Real Estate Board. "The population is younger, educated and diverse and they are the key drivers behind a lot of the real estate activity in Milton."

Low mortgage rates, affordable home prices and location measure favourably with those moving to the Milton community.

The Oakville residential resale market also demonstrated healthy activity in March with a 34% increase in resales from February 2009, but still down 25% from March 2008.

Typically, the spring real estate market tends to experience more activity. With the Bank of Canada dropping its prime lending rate this month, those in the market for a home will see mortgage rates at near record lows. This combined with the federal government's decision to increase the withdrawal amount in the Home Buyers Plan from \$20,000 to \$25,000 will make buying a home a little easier.

Regards,

Dianna Morrison
President, OMDREB

Re-Cap: Milton Market in March 2009

Average Price	Median Price
\$316,576	\$302,500
Residential Type	% of Units Sold by Type
Detached	71
Semi/Townhouse	84
Apartment/Condo	7

Detached Sales in Milton

Price Range	% of Sales by Price
\$200,000 - \$300,000	1%
\$300,000 - \$400,000	65%
\$400,000 - \$600,000	34%

Semi/Townhouse Sales in Milton

Price Range	% of Sales by Price
\$200,000 - \$300,000	87%
\$300,000 - \$400,000	13%

Apartment/Condo Sales in Milton

Price Range	% of Sales by Price
\$150,000 - \$200,000	86%
\$200,000 - \$300,000	14%

Re-Cap: Oakville Market in March 2009

Average Price	Median Price
\$459,033	\$395,000
Residential Type	% of Units Sold by Type
Detached	134
Semi/Townhouse	41
Apartment/Condo	36

Detached Sales in Oakville

Price Range	% of Sales by Price
\$200,000 - \$300,000	3%
\$300,000 - \$400,000	28%
\$400,000 - \$600,000	48%
\$600,000 - \$800,000	11%
\$800,000 - \$1,000,000	6%
\$1,000,000 +	4%

Semi/Townhouse Sales in Oakville

Price Range	% of Sales by Price
\$200,000 - \$300,000	34%
\$300,000 - \$400,000	59%
\$400,000 - \$600,000	7%

Apartment/Condo Sales in Oakville

Price Range	% of Sales by Price
\$150,000 - \$200,000	14%
\$200,000 - \$300,000	56%
\$300,000 - \$400,000	22%
\$400,000 - \$600,000	5%
\$600,000 - \$800,000	3%

MEMBERSHIP INFORMATION

Cancellations of Listings

Effective immediately: Brokers of Record and Broker Managers have the ability to process Cancellations of Listings for Members of their Brokerage. Beginning in April the Board will charge \$10 for each Cancellation sent to the Board for processing.

If you have any questions please call the MLS® Department at the Board office at 905-844-6491, ext. 108.



Sale Date for Reporting

At the recent March Board of Directors meeting, there was discussion and a resolution of the ambiguity surrounding the definition of Sale Date for reporting purposes. This clarification was necessary as this uncertainty was having an impact on our monthly statistical reports.

It was determined that the Sale Date should be the date that a sales or rental transaction is firm.

The sale date input into Matrix shall be:

1. The date a firm offer is accepted or;
2. The date all conditions are removed

Please use the foregoing business rule when reporting sales on OMDREB.

[The sale is to be reported within 48 hours of firming up.](#)



NOTICE TO NEW MEMBERS

Please be advised that it is **mandatory** for all new Members to take the Matrix Introductory Course within four months of joining the Board. The advanced courses are not mandatory and may be taken at the discretion of the Member.



HAVE YOU PROVIDED THE BOARD WITH YOUR UP-TO-DATE EMAIL?

To ensure that you always have access to MATRIX, please make sure that you have provided OMDREB with an up-to-date email address. In the case that your authenticator breaks or is lost while the Board Office is closed, you will have **NO way to receive your temporary access code** if your email address is not up-to-date.



Please call Membership at 905.844.6491 ext. 110 or send an email to: membership@omdreb.on.ca



OMDREB is hosting the OREA Leadership 200 & 300 Workshops on Friday, April 24th at the Board Office.

FREE

TO ALL CURRENT OMDREB COMMITTEE MEMBERS
Take one or both workshops - sign up today!
**limited spaces available*

Leadership 200 Becoming a Leader

An intermediate course for committee members and new directors on a real estate board. Through interactive study, the workshop examines volunteer/staff relationships and how to effectively chair and manage meetings. *Prerequisite: Leadership 100.*

April 24th, 10:00 a.m. to 1:00 p.m. Cost: \$100 OMDREB Committee Member Cost: **No Charge**

Leadership 300 Leadership Enhancing Skills

An advanced course for experienced directors looking to advance to a board's executive. Through group activities and case study analysis the workshop develops decision making and conflict resolution skills. *Prerequisite: Leadership 200.*

April 24th, 1:30 p.m. to 4:30 p.m. Cost: \$100 OMDREB Committee Member Cost: **No Charge**

Brought to you courtesy of the Leadership Development Committee at OMDREB.

Please contact the Communications Department to **reserve your spot. 905.844.6491 ext. 113**

THE OAKVILLE, MILTON AND DISTRICT REAL ESTATE BOARD *presents*

***FREE**

THE TAXATION OF RESIDENTIAL REAL ESTATE SEMINAR

with Maureen Tabuchi

WEDNESDAY, JUNE 24, 2009 at SILVERCITY THEATRE IN OAKVILLE
9:00 a.m. to 9:30 a.m. – Registration and Coffee
9:30 a.m. to 12:30 p.m. – The Taxation of Residential Real Estate Seminar



SEATING IS LIMITED SO RESERVE EARLY!

Registration forms will be available next month. **Free for ALL (full) OMDREB Members.*

Topics Will Include Information on:

- Moving Expense Deduction
- Property Taxes: MCAP and "Reconsideration"
- Principal Residence Exemption
- Using RRSPs
- Tax "Shelters" and Home Based Businesses

- Land Transfer Tax
- Capital Gains on Real Estate
- Planning for Transfers of Recreational Properties
- Rental Properties

MEMBERSHIP CORNER



HOLD THE DATE!

The Oakville, Milton and District Real Estate Board will be holding its Annual Golf Tournament and BBQ on Tuesday, June 16th at Crosswinds Golf & Country Club. [More details to follow.](#)

Do you know what a UDSA is?

This is a Universal Data Sharing Agreement that is a province wide agreement between boards to share MLS® information.

OMDREB is a participant.

Thanks for your Support!

The Title Insurance Seminar on April 2nd, 2009 was a **“sell out”!** 100 Members attended this complimentary session. Worth 3 CEU's, and also included lunch, this seminar was a bit hit with everyone who attended.

We would like to thank the following:

Jennifer LeBlanc from First Canadian Title who delivered an informative and educational 3 hour course.

Gryphon Law Chambers

O'Connor MacLeod Hanna LLP

BMO – Bank of Montreal

Insuranceland

Colour Tech Marketing Inc.

A.C.I.S.S. Home and Commercial Inspection Consultants

[Don't forget... to hold the June 24th date.](#)

The Board will be holding another “complimentary” seminar for its full Members: a 3 CEU seminar on Taxation of Residential Real Estate with lawyer Maureen Tabuchi. The registration forms for this seminar will be released in May.



Baby is here!!!

A beautiful baby girl - **Lexie Brooklyn Evans** was born on March 24th at 6:27 p.m. weighing 6lbs 1oz. to Alun and Lyndsey Evans.

Everyone is happy and healthy. Congratulations Alun and Lyndsey.



The Lighthouse Sanctuary Garden

The Halton Lighthouse Shelter in Oakville is **the only emergency Homeless Shelter for all of the Halton Region**, encompassing Burlington, Milton and Oakville. The Shelter is committed to providing safe, secure, short-term accommodations to individuals who are experiencing some type of housing crisis. On any given day, people seeking shelter at The Lighthouse can range from the age of 16 to 73. The Halton Lighthouse is a partnership of The Salvation Army and the Region of Halton.

They currently reside in an industrial area of Oakville. The large outdoor area for the Shelter is sparse, unwelcoming and overlooks the Hydro properties surrounding it.

The Public Relations and Leadership Development Committees at The Oakville, Milton and District Real Estate Board (OMDREB) are supporting this shelter-based organization; and at the Shelter's request have taken on the task of creating a garden area at the Shelter. This spring REALTORS® in Oakville and Milton will transform a barren plot of land at the Shelter into a garden retreat by creating a garden walkway, planting the area, providing outdoor seating area and reseeding grassless areas.

The idea is to create a garden that is a safe and beautiful place where the community's growing homeless population can spend some of their time. A green space to retreat to; a safe place to sit where they can enjoy the quiet loveliness of a garden; a refuge where they can spend time to heal mentally, emotionally and even physically.

As a group or an individual you can help...



Landscaping Sponsor - David Gaze Landscaping Inc. is developing a landscaping and irrigation plan for the garden .

- Donate a Tree \$1,000
- Donate a Bench \$ 500 *Limited Sponsorship Available
- Donate a Plant \$ 20

Volunteer *Help us create a garden. Be there on the day of... when the creation and excitement happen.*

Or... I want to give a donation of _____ to support The Lighthouse Sanctuary Garden

All donations/donors will be acknowledged on the OMDREB website and newsletter, larger donations will be acknowledged on a plaque in the garden. For a complete a sponsorship package and benefits please contact: pr@omdreb.on.ca

Please contact me – I would like more information on sponsorship or...

Yes! I want to _____ Amount: \$ _____

I am an Individual: _____ Brokerage: _____

Contact Number: _____ Email: _____

Payment: Bill Me! Board ID #: _____ Cheque VISA MasterCard

Credit Card #: _____ Expiry Date: _____

Name on Card: _____

Send back to: OMDREB – Garden Project, 125 Navy Street, Oakville, ON L6J 2Z5 Tel: 905.844.6491 www.omdreb.on.ca



2009 OMDREB CONTINUING EDUCATION

Course	Dates	Location/Time	Registration	Additional Information
RECO Real Estate Update Residential	April 6 May 20 *Milton May 25 July 7 August 17 September 21 November 9	Contact OREA for location 9:30 a.m. - 4:30 p.m.	OREA 1.866.411.6732	6 CEU's MANDATORY
Marketing Survival Guide: Making the Most of Tough Economic Times	April 7	OMDREB Classroom 1:00 p.m. - 4:00 p.m.	OMDREB 905.844.6491	3 CEU
MATRIX *Basic* Hands-on-Training	April 9 - Sold Out April 28	OMDREB Classroom 9:30 a.m. - 12:30 a.m.	OMDREB 905.844.6491	3 CEU
Matrix Advanced 1 Hands-on-Training	April 9 April 28	OMDREB Classroom 1:30 p.m. - 3:30 p.m.	OMDREB 905.844.6491	3 CEU
Vital Issues for REALTORS® Regarding Residential Tenancy Law	April 14	OMDREB Classroom 9:30 a.m. - 12:30 p.m.	OMDREB 905.844.6491	3 CEU
Opportunities for REALTORS® in Green Real Estate	April 16	OMDREB Classroom 9:30 a.m. - 12:30 p.m.	OMDREB 905.844.6491	3 CEU <i>Sponsored by A.C.I.S.S.</i>
Opportunities & Advantages of Home Warranty Disclosure	April 20	OMDREB Classroom 1:00 p.m. - 4:00 p.m.	OMDREB 905.844.6491	3 CEU
GEOwarehouse/MPAC	April 29	OMDREB Classroom 9:30 a.m. - 11:30 a.m. 1:00 p.m. - 3:00 p.m.	OMDREB 905.844.6491	2 CEU

Information and registration forms can be obtained online at www.ombreb.on.ca under menu item: education or through your office administrator.

For more information contact Samantha at the Board Office at: admin@ombreb.on.ca