

# The Real News

## *In this edition!*

President's Report  
Energy Audit Up-date  
Golf Tournament  
Continuing Education Courses  
...and our project with  
The Salvation Army



*Please support*

**THE LIGHTHOUSE  
SHELTER PROJECT!**



The Oakville, Milton  
and District Real Estate Board

# Our Wonderful Lighthouse Donors to-date!

A very special thank you to the following...

## David Gaze Landscaping Inc.

Denise & David Gaze  
David Adkins

## Mansewood Irrigation & Lighting

Seamus Doyle  
**Vanden Bussche Irrigation**

## Benches \*quota reached

Bruce's Bench  
Oakville Shrine Club Bench  
Amelia Persaud Bench  
Royal LePage R.E. Services Bench  
The Invidiata Team Bench  
RE/MAX ABOUTOWNE Realty Corp.

Briarwood Office

## Friends of the Lighthouse

Maryann Schiralli  
Anne Nedd Home Connections Team  
Gary Leiskau  
Janet Yu

## Individual Donors

Anonymous	Kim Morris	Rita MacKinnon
Daniella Aitken	Sheila Barry	Michele Brown
Gail Moreau	Natalie Bullard	Penny Cates
Gael Cockerill	Paddy Cooper	Sally O'Shea
Grace Dann	Jamie Edwards	Debbie Pearce
Pam F.	Riffat Hussain	Michele Gaboury
Donna Gallow	Fran Garrett	Liliana Gonin
Nancy Gossling	Ambrose Grieco	Carol Perey
Pam Gottschalk	Karen Henderson	Angie Schiavone
Bernetta Hotrum	Millie M. Keohan	Tara Seeber
Lori Kotulak	Harbans Lama	Wendy Simpson
Yvonne Little	Vanessa Lennea	Jackie Peifer Team
Marta Sponder	Dianna Morrison	Hans Taal
Nina Tanskovic	Marian Tiqui	Sheena Smith
Heather Tilley	Linda Waller	Jack Wong
Ruth Anne Winter	Barrie & Angela Watts	Frances & Ken Wedlake

**GOAL**  
**\$25,000**

Funds raised to-date

**\$6,735**

## Our goal

To announce proudly to the community that we achieved

**100%**  
support and participation from our Membership.

Please give generously today.

## YES! I support the Garden Project

Fountain Sponsor **\*exclusive** \$5,000  
Donate for a full-grown Tree \$1,000  
Friend of the Lighthouse \$ 250  
Donate for a Plant \$20

or...

I want to give a donation of \_\_\_\_\_ to support The Lighthouse Sanctuary Garden



With a population of 440,000, there's **one emergency shelter** in Halton (serving Burlington, Milton & Oakville).

An increasing number of homeless in Halton are low-income families.

I am an Individual: \_\_\_\_\_ Brokerage: \_\_\_\_\_

Contact Number: \_\_\_\_\_ Email: \_\_\_\_\_

Payment: Bill Me! Board ID #: \_\_\_\_\_ Cheque VISA MasterCard

Credit Card #: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

# President's Message



## The Lighthouse Shelter Project

Hello OMDREB Members,

I would like to encourage all my fellow Members to support The Lighthouse Shelter Project. This is an initiative that we should all be proud to tell our family, friends and clients that we wholeheartedly support as a united group.

For most of us, a safe and secure home environment is something we take for granted. Those who depend on shelters don't have this same security. At the request of the Shelter's Director, our goal is to create a garden space at the Shelter where current residents can go to find solace, peace and hope. The simple act of planting a garden is one of the most beneficial things that can be done for the environment in a shelter. And because ... *everyone deserves a place to shelter and heal.*

Last week the OMDREB PR and Leadership committees met with David and Denise Gaze of David Gaze Landscaping to review the plans for the garden. The reaction of Rachel Sawatzky, Director of The Salvation Army Halton Lighthouse was touching and reinforces the importance of this project.

*"I just wanted to send my sincere thanks again for all the work you have put into designing the garden for the Lighthouse. I am completely overwhelmed with your vision and generosity. I have shared your plans with our Corps Officer, Major Dan Broome, and a few of my staff team - and they are overjoyed that our dream is coming to life. You have touched our hearts deeply." - Rachel Sawatzky*

We can make a real difference in the community and the lives of many who rely on shelters for warmth, comfort and safety. I cannot encourage you enough to make your donation to this worthwhile project today!

Although we recognize that many REALTORS® already contribute significantly to the community and their charities of choice, we are relying on your support in coming together as a united force to demonstrate to the communities we serve, that we are committed as a whole to supporting shelter-based cause.

Regards,

*Dianna Morrison*

Dianna Morrison  
President, OMDREB



### Re-Cap: Milton Market in May 2009

Average Price	Median Price
\$357,407	\$344,700
Residential Type	Units Sold by Type
Detached	115
Semi/Townhouse	74
Apartment/Condo	10
Detached Sales in Milton	
Price Range	% of Sales by Price
\$200,000 - \$300,000	3%
\$300,000 - \$400,000	56%
\$400,000 - \$600,000	38%
\$600,000 - \$800,000	3%
Semi/Townhouse Sales in Milton	
Price Range	% of Sales by Price
\$200,000 - \$300,000	49%
\$300,000 - \$400,000	51%
Apartment/Condo Sales in Milton	
Price Range	% of Sales by Price
\$150,000 - \$200,000	30%
\$200,000 - \$300,000	60%
\$300,000 - \$400,000	10%

### Re-Cap: Oakville Market in May 2009

Average Price	Median Price
\$547,844	\$430,000
Residential Type	Units Sold by Type
Detached	255
Semi/Townhouse	73
Apartment/Condo	54
Detached Sales in Oakville	
Price Range	% of Sales by Price
\$150,000 - \$200,000	.4%
\$200,000 - \$300,000	1%
\$300,000 - \$400,000	19%
\$400,000 - \$600,000	44%
\$600,000 - \$800,000	15.6%
\$800,000 - \$1,000,000	8%
\$1,000,000 +	12%
Semi/Townhouse Sales in Oakville	
Price Range	% of Sales by Price
\$200,000 - \$300,000	20%
\$300,000 - \$400,000	70%
\$400,000 - \$600,000	6%
\$600,000 - \$800,000	4%
Apartment/Condo Sales in Oakville	
Price Range	% of Sales by Price
\$20,000 - \$150,000	2%
\$150,000 - \$200,000	27%
\$200,000 - \$300,000	30%
\$300,000 - \$400,000	22%
\$400,000 - \$600,000	11%
\$600,000 - \$800,000	6%
\$800,000 - \$1,000,000	2%

# MLS® RULES AND REGULATIONS

The following recommendations put forward by the MLS® Committee at the May 27th Board of Directors Meeting were approved.



## MLS® RULES & REGULATIONS

### Contact Information/Advertising

**Effective immediately:** No contact information or personal promotion of any sort shall be included in the internet ad copy section of a listing.

We ask our Members during the next 2-3 weeks to review their listings to ensure that all contact information and/or personal promotion have been removed from their listings. If the Board is notified about any remaining prohibited information, staff will remove this data from the listing.

*Call Paul!*

I can sell your  
home in 30 days.  
905.555.1212

### Brochure Link

**Effective immediately:** Any Brochure link attached to a listing **must only relate specifically to the listed property**. Any Brochure link found to be not adhering to this rule will be removed from the listing and will not be uploaded to Realtor.ca.



### Using Another Member's Photos ...

**Effective immediately:** Any Member who uses another Member's photos, attachments or any other marketing materials without first obtaining the written approval of the other Member will be subject to a \$150.00 fine levied by the Board.



### Outside RAHB's jurisdictional area

**Effective July 1, 2009:** In addition to any fees charged by RAHB, there will be a \$25.00 charge for Board staff to load a listing onto RAHB's MLS system for any listing that is outside of RAHB's jurisdictional area. Listings that are within RAHB's jurisdictional area will continue to be loaded by Board staff into the RAHB MLS® system at no charge to the Member.



**NOTE:** Currently our MLS® Rules and Regulations are being reviewed, revised and renumbered. They will be distributed within the next four to six weeks and the proceeding changes will have been incorporated with the appropriate numbering.

# MEMBERSHIP INFORMATION

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

## “THE TAXATION OF RESIDENTIAL REAL ESTATE” SEMINAR **Free** for full OMDREB Members!

Wednesday, June 24th at SILVERCITY OAKVILLE  
3531 Wyecroft Road in Oakville

9:00 a.m. to 9:30 a.m. Registration (Coffee, Muffins and Cookies will be available)

9:30 a.m. to 12:30 p.m. The Taxation of Residential Real Estate Seminar

SEATING IS LIMITED! FIRST COME - FIRST SERVED!



### Topics Will Include Information on:

- Moving Expense Deduction
- Land Transfer Tax
- Property Taxes: MCAP and “Reconsideration”
- Capital Gains on Real Estate
- Principal Residence Exemption
- Planning for Transfers of Recreational Properties
- Using RSPs
- Rental Properties
- Tax “Shelters” and Home Based Businesses



## OMDREB Annual Golf Tournament and Dinner

*Get your  
golf on!*



Signature Hole #5

Join us at Crosswinds Golf and Country Club on Tuesday, June 16th for the OMDREB Annual Golf Tournament and Dinner. Shot Gun Start: 1:00 p.m.

Only \$125 (plus GST) Green Fees, Power Cart, Lunch, Dinner & PRIZES!

For more information, please contact:

Tom Au-Yeung: 905.338.9000 or Heather Tilley: 905.845.4267





## CREA PAC Days

Representatives with the Prime Minister Stephen Harper.

OMDREB Board President Dianna Morrison pictured third from right.

## ANNUAL Administrator's Luncheon

How could we forget...

Thank you also to Tom Au-Yeung for all his efforts on the Programme Committee and his skills as an *ace* photographer at the event.



Again...a very special thank you to the Programme Committee Members for a great event.

Alun Evans (Co-Chair)	Heather Tilley (Co-Chair)
Tom Au-Yeung	Guy McMurray
Marina Maundrell	Natalie Bullard
Tara Seeber	Amanda Ross
Hans Taal	Susan Danio
Brenda Dinelle	

## BAND MEMBERS WANTED

**Terry Blott and Mary Valde of Royal LePage are putting together a band!!!**

Terry will be playing lead guitar while Mary will be providing female vocals. We have a keyboard player but require a drummer and a base player.

The object is to jam once a week at a rehearsal studio. Most of the equipment is provided, drummer to provide their own sticks and base player needs to bring the guitar, the amps are provided. We hope to target once a week practice from approx. 7-11.

Please notify Terry or Mary if you have experience in these areas and want to have one night a week of fun. We are not giving up our day jobs, just a release one night a week!!!! If you have talent in other areas, don't be shy to contact us.

terranceblott@royallepage.ca or mary.valde@sympatico.ca



## Congratulations to all our Members celebrating their 25th Anniversary.

*Working in Real Estate for 25 years, and more, is a milestone. Spending a quarter of a century loving the work you do is something to be celebrated.*

Sharon Burton  
Adam Campbell  
Nancy Gossling  
Sheryl Gray  
Christopher Invidiata  
Jim Lachapelle  
Carolyn Lofquist

Rita MacKinnon  
Phyllis Nicholson  
Amelia Persaud  
Shireen Preksta  
Phillip Prestidge  
Catherine Simmons  
Marilyn Wykes

25   
Years

This year the Membership Committee at The Oakville, Milton and District Real Estate Board are acknowledging this year's recipients with a donation to the Lighthouse Sanctuary Garden Project. A plaque with the names of the 25 Anniversary celebrants will be established in the garden.

We sincerely hope that they will be honoured by this recognition and commemoration in their name.

Alun Evans, Membership Chair

Committee Members: Chris Abbott, Anne Marie Carr, Angie Schivone, Michael Stothers & Olga Zoque.

## Congratulations to our Members celebrating significant milestones beyond 25 years in 2009.

### 30 Years



Paddy Cooper  
Suzanne Farkas  
Wendy Fradette-Williamson  
Liz Harley  
Karen Holmes  
Michael Hutchison  
Veronica Koehler  
Bill McCrudden  
Lloyd Moore  
Barbara Murphy  
Aly Noel  
Lorraine Randall  
Joop Ten Thye

### 35 Years



Monika Blewett  
Bill Currie  
Anell Francis  
Fran Garrett  
Liliana Gonin  
Bernetta Hotrum  
Magda Ladanyi  
Audrey Newell  
Anne Taylor

### 40 Years +



Bruce Borgstrom  
Frank Collins  
Nancy Festarini  
Ernest Nock  
Dorothy Thomson  
Inge Winther

Many things have changed over the years in Real Estate, but the one thing that has not changed in this business is the need for honour, integrity, and trust. These qualities are just important today as they were 25, 35 or 50 years ago. Each and everyone here today who has achieved 25 years or more exemplify these traits.

*Once again, congratulations to all.*

# Mandatory Home Energy Audits **Update!**

## Energy Audit Fee

The Ontario Real Estate Association (OREA) supports the government's Home Energy Audit Rebate Program that encourages homeowners to **voluntarily** assess the energy efficiency of their home.

Unfortunately, a mandatory system of energy audits, as envisioned under Bill 150, The Green Energy Act, 2009 has a number of serious implications and could cost home sellers additional thousands in lost equity.

## OREA's POSITION

*"This mandatory government regulation will impose a significant cost on home sellers."* OREA President Gerry Weir, February 2009

OREA's concerns with respect to mandatory energy audits are based on, but not necessarily limited to, the following:

**Sellers:** Will face pressure from buyers to spend thousands to improve energy ratings.

**Seniors:** Will lose thousands in home equity, used for retirement.

**Majority of Ontario Homeowners:** 61% or 2,785,425 Ontarians live in homes that were built before 1980, with 15% overall built before 1945.

## CURRENT STATUS

On April 22, 2009, an OREA delegation appeared before the Standing Committee on General Government to discuss REALTOR® concerns related to the Green Energy Act, and more specifically, mandatory home energy audits. Following their appearance, the Standing Committee on General Government conducted a clause by clause review of the bill. During that process the government moved to amend Part 1, Section 2 in a number of areas. For example, the mandatory home energy audits will no longer apply to leases or commercial properties and, in fact, will only apply to single family residences. The government has also indicated that home energy audit reports will be transferable from the seller to the purchaser.

Most importantly for REALTORS®, the government added a provision that allows a purchaser to waive their right to receive an energy audit report provided they do so in writing.

OREA will continue to work to ensure that real estate transactions are not compromised by this new legislation.

For more information on Bill 150, the Green Energy Act and the issues, please visit the OREA website.



## Mandatory Home Energy Audits Are:

- 1. Inconsistent:** A significant portion of a home energy audit is based on a "visual inspection," causing the results of an audit to vary depending on the auditor.
- 2. Expensive:** Energy audits, followed by recommended retrofits can cost homeowners thousands.
- 3. Inaccessible:** According to Natural Resources Canada there are only 453 licensed energy auditors in the province of Ontario. In 2007, over 213,000 residential properties were sold in our province.

# ReStore

## “We love the house! We hate the kitchen!”

When you hear comments like this from your clients please remind them that Habitat for Humanity Halton operates a salvage program. When the homeowners are preparing for a renovation Habitat will do an evaluation of the items available for salvage. If deemed suitable, the reusable items will be removed at no charge and the work area will be left spotless.

The homeowner will benefit by:

- Reducing the cost of the renovation
- Helping to protect the environment by saving products from the landfill
- Receiving a CRA recognized tax receipt for the donation.

For further information please:

- Go to the Habitat for Humanity Halton website ([www.habitathalton.ca](http://www.habitathalton.ca)) and click on 'ReStore'
- Contact the ReStore at 905-637-4446 Ext. 227 or 229.

# RFP

Request for Proposal from the Mississauga Halton Local Health Integrated Network (MH LHIN),

### **Commercial Real Estate Advisor to Support the Development of a Multi-Services Centre.**

The Co-location Task Team is seeking a commercial real estate advisor to work with clients to support us in the next phase towards the development of a Multi-Services Centre in the Mississauga-Halton Region, specifically Oakville and Milton. The role of the real estate advisor will be to acquire the engagement of the tenants for the Multi-Services Centre and secure an organization which will develop the facility.

**Submission Date: 4:30 pm on Friday, June 19, 2009**

**The complete RFP is available online at:  
[www.onmatrix.ca](http://www.onmatrix.ca)**



## Member Benefits

The Ontario Real Estate Association represents over 40,000 brokers and salespeople and 43 real estate boards throughout the province.

OREA serves its members through a wide variety of publications, educational programs and special services. Membership at the Ontario Real Estate Association costs only \$110 a year and provides you with lots of marketing tools and benefits, such as:

- Free standard forms and clauses
- The latest news and industry updates in the monthly EDGE and e-EDGE newsletters
- Free legal information through Legal Forum
- A strong lobbying voice at Queen's Park
- Savings on things like cell phones, computers, home and auto insurance
- Access to Ontario's largest Commercial Property Database
- Mandatory Continuing Education credits in convenient and cost-effective ways, including e-learning courses.
- Free downloadable Consumer Brochures that you can e-mail to clients

**Where else can you get this value for \$110? OREA - Your Partner in Success.**

## OREA MEMBERS TICKET OFFER

### Special Pricing Now Available for OREA Members

Canada's only PGA TOUR stop, the RBC Canadian Open, makes its return to Oakville, Ont. This July 20-26th time. **Watch Canada's own Mike Weir and Stephan Ames, along with PGA TOUR stars Anthony Kim, Fred Couples, Camillo Villegas and defending champion Chez Reavie** as they compete during the 100th playing of Canada's National Open Championship.

Through this special offer,

**OREA Members receive 25% off** the following ticket options:

### EXECUTIVE ROOFTOP PATIO PACKAGES

In addition to a week of grounds admission, Executive Rooftop Patio passes offer you access to the exclusive patio atop the ClubLink Academy building as well as the adjacent lounge tent. This venue is ideal for entertaining clients or treating yourself to a premier fan experience. Executive Rooftop Patio packages consist of individual daily passes for all seven (7) days, allowing for easy distribution of tickets to your clients and guests.

Ticket Options	Regular Price	OREA Members
Executive Rooftop Patio Single	\$250.00	\$187.50
Executive Rooftop Patio 2-Some	\$500.00	\$375.00
Executive Rooftop Patio 4-Some	\$900.00	\$675.00
Executive Rooftop Patio 8-Some	\$1600.00	\$1200.00

Prices subject to taxes and service charge

Purchase your tickets at [rbccanadianopen.com](http://rbccanadianopen.com) using the promotion

code: **OREA01-09** or download the order form [www.onmatrix.ca](http://www.onmatrix.ca)



## In the News!



### Going Green!

OMDREB Member Pat Cooper has gone green with her purchase of a alternative energy electric Daymak Scooter.

*"It's fun, economical and environmentally friendly, states Pat. And even better, parking is rarely an issue."*

## CALLING ALL GREEN REALTORS®

We are looking for Members who have a Smart Car, Vespa or Electric Scooter to participate in a photo op for an ad campaign.

Please contact Valerie at the Board office for more information: 905.844.6491 ext. 113

## Bouquets

*Has a fellow member done something nice for you lately? Are you involved in a community initiative or association. Are you celebrating a birth of a new child or graduation.*

Let us know we'll publish your story and pictures.

Send submissions to: [pr@omdreb.on.ca](mailto:pr@omdreb.on.ca)

## 2009 OMDREB CONTINUING EDUCATION

Course	Dates	Location/Time	Registration	Additional Information
RECO Real Estate Update Residential	July 7	Contact OREA for location 9:30 a.m. - 4:30 p.m.	OREA 1.866.411.6732	6 CEU's <b>MANDATORY</b>
MATRIX *Basic* Hands-on-Training	June 18 June 25	OMDREB Classroom 9:30 a.m. - 12:30 a.m.	OMDREB 905.844.6491	3 CEU
Matrix Advanced 1 Hands-on-Training	June 18 June 25	OMDREB Classroom 1:30 p.m. - 3:30 p.m.	OMDREB 905.844.6491	3 CEU
Real Estate Sales and the Residential Tenancies Act	June 2 June 3 *Milton	OMDREB Classroom 1:00 p.m. - 4:00 p.m.  MILTON Royal LePage 9:30 a.m. - 12:30 p.m.	OMDREB 905.844.6491	3 CEU
The Taxation of Residential Real Estate  <i>Sponsored by M. Tabuchi, Insurance-land &amp; Colour Tech.</i>	June 24	Silvercity, Oakville 9:30 a.m. - 12:30 a.m.  FREE! for OMDREB Members	OMDREB 905.844.6491	3 CEU
Home Insurability  <i>Sponsored by Market Connections</i>	June 29	OMDREB Classroom 1:00 p.m. - 4:00 p.m.	OMDREB 905.844.6491	3 CEU
Demystifying the Mortgage Process  <i>Sponsored by Genworth</i>	July 15	OMDREB Classroom 9:30 a.m. - 12:30 p.m.	OMDREB 905.844.6491	3 CEU
Power of Sale and Other Mortgage Remedies	July 22	OMDREB Classroom 1:00 p.m. - 4:00 p.m.	OMDREB 905.844.6491	3 CEU
Residential Investment Properties	August 5	OMDREB Classroom 9:30 a.m. - 12:30 a.m.	OMDREB 905.844.6491	3 CEU
Subdividing Land	August 13	MILTON Royal LePage 1:00 p.m. - 4:00 p.m.	OMDREB 905.844.6491	3 CEU
Blackberry 101	August 18	OMDREB Classroom 1:00 p.m. - 4:00 p.m.	OMDREB 905.844.6491	3 CEU

Information and registration forms can be obtained online at [www.ombreb.on.ca](http://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](mailto:admin@ombreb.on.ca)