

Andrew Galvin / Glenda Lukinuk / Calum Yule / Betty Crook / Sharon Ford / Jody Collins / Kathy (Kat) Romard
 Broker/ Broker /Sales Representative/Sales Representative /Sales Representative/Sales Representative/Admin/Marketing Assistant

The Galvin Report

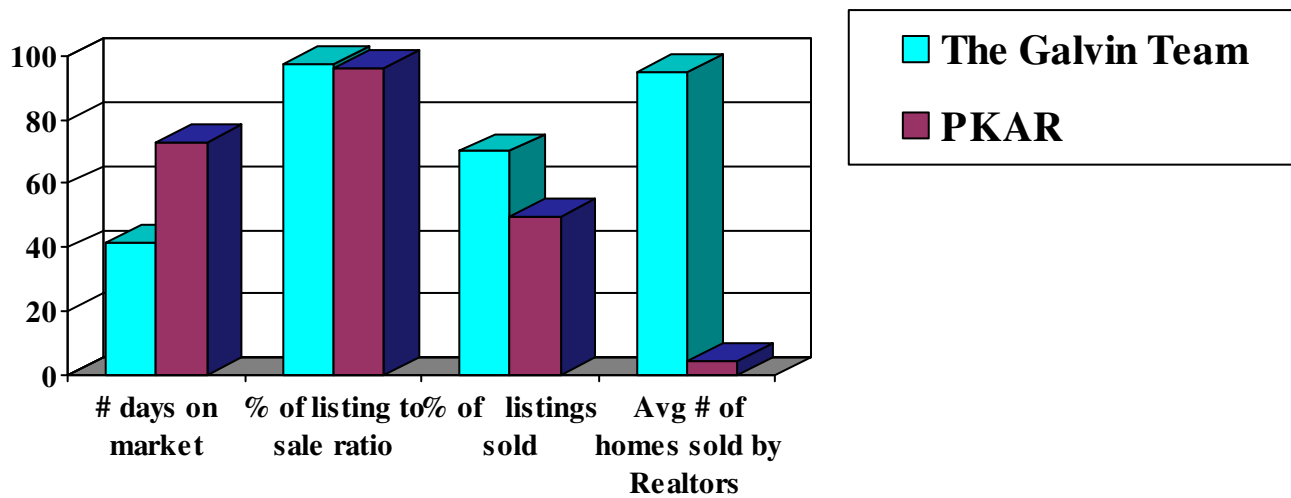
Keeping you informed about Real Estate in Peterborough & the Kawartha's

Working Together to Serve You Better | andrewgalvin@topproducer.com | www.thegalvinteam.com

Year In Review | 2010

Last year was an interesting year with a wildly busy spring fueled by the specter of higher interest rates, the looming HST and the fact that there was a great deal of pent up demand from the recession filled 2009. The first 8 months of the year saw huge sales increases while the last 4 months saw a fast cooling off. In the top end in town, that's to say over \$450,000, there were 16 sales in 2009 with an average price of \$517,718. In 2010 there was a drop to 11 sales with an average price down 5.8% to \$487,736. In Peterborough, there were 3 sales in 2009 over \$600,000 and none in 2010. In terms of condos there was a 16% increase in sales in 2010 to 124 sales with an average price of \$234,437 up 8.5% over 2009. Waterfront sales in 2010 increased 7% to 442 in total with an increase in the average price of 5.6% to \$354,280.

Here's How We Measured Up Against The Competition



1. Last year the average market time to sell a residential property on the Peterborough and Kawartha's Association of Realtors Board (PKAR) was 73 days. The average time for The Galvin Team's listings to sell was only 41 days.
2. Last year the average residential list price to sale price ratio across the PKAR real estate board was 96%. The Galvin Team negotiated an average of 97.5 % for their sellers. **On a \$300,000 home that is 1.5% or about \$4500.00 more for their sellers to keep.**
3. Last year there were 4406 listings and 2184 sales across the PKAR real estate board. That meant that 49.5% of the listings actually sold. **The Galvin Team sold 70% of all the properties they had for sale last year.** Last year there were 2184 sales across the PKAR real estate board for 464 Realtors. That's 4.71 sales per Realtor. The Galvin Team helped 95 families sell or buy. **That is more than 20 times the average.** Data based on Jan.1st through Dec. 31st, 2010

What's Ahead | 2011

People always ask us at the beginning of a new year if we think it's going to be a good year in real estate. Having a crystal ball would make our jobs so much easier. Realistically, we must rely on past experience and trends as well as information and opinions from newsmakers, banks and the Canadian Real Estate Association (CREA). A couple of headlines that recently caught our attention included "*Canadian Housing Prices Set to Rise in 2011*" where the Toronto Star cites a survey that predicts Canada's real estate market is heading into a "stronger-than-expected year." Closer to home, the Peterborough Examiner recently reported; "Buying Frenzy on Horizon." The article quotes a recent study which states "house prices are on the way up to record highs across much of the country, with buyers expected to flood the market early on in the year before mortgage rates start to climb back to historical norms, which will put upward pressure on prices.

"CLOSER"

This past year our clients helped us raise \$10,000 for the Peterborough Regional Health Centre Foundation. For every client who bought or sold through us we made a donation to the Foundation. The PRHC Foundation is a registered charity whose mandate is to raise money to replace aging equipment and buy better technology to help the medical professionals at PRHC ease pain, restore health and save lives. We feel very passionately about giving to our hospital, "If you don't have your health, you don't have anything"! With that in mind, this year we are continuing our efforts with a goal to raise \$15,000 for the "Closer" campaign. The vision of the "Closer" campaign is of a comprehensive cancer care centre right here at PRHC. The PRHC Foundation is seeking community support for the "Closer" campaign to raise \$2.5 million: \$400,000 for lab equipment and \$600,000 for surgical equipment to accommodate increasing volumes of cancer patients – and \$1.5 million to install the radiation treatment facility. The facility will treat many patients who currently must travel to Oshawa, Toronto or Kingston for their radiation therapy and others who are not able make the trip at all. For more information about the "Closer" Campaign visit: www.prhcfoundation.ca.

What We've Been Up To!!

December 2010 was wrapped up nicely when Andrew treated The Galvin Team members and their families to a night out at the Memorial Centre to watch the Pete's play Ottawa. We all enjoyed watching the game from our very own sky view box! Pictured here is Jordynne Romard, Kat's granddaughter, Molly Galvin and Darcy Jones, who gave a definite thumbs up to the evening.



The Galvin Team Welcomes Jody Collins!!



We are pleased to announce the addition of Jody Collins to The Galvin Team. Jody has worked for RE/MAX Eastern Realty Inc., Brokerage for the past 4 years. Jody combines her Honours Business Degree from Trent University with her previous customer service experience to provide clients with exceptional service. Jody is married to Fraser and they have one child and currently live in the City of Peterborough.



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