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PARADE OF HOMES

By Mack Parliament
Director of Publications
Canadian Real Estate Association

Although some observers claim the women's rights movement is not maintaining its former momentum, this is not so in the home buying field. Women, particularly single women, are not only making their presence felt, but form a substantial portion of the market.

Better educated than most of their mothers, many young women are earning high salaries and have financial independence. For instance, women now buy 13 per cent of all new cars sold in Canada, which has a big impact on that market. Most of the cars are not cash sales, but credit is extended to women equally as readily as to men.

Youths and young men have always been car buffs and it was accepted that their first major purchase after leaving school would be a car. Young women, however, were more content to let someone else provide the transportation until they began to assert their independence coincidental with their rising affluence. Now many of them are experts on investments, retirement savings plans and a host of other financial matters, which used to be the exclusive purview of the male.

It was only natural, therefore, that from an investment standpoint many single women would see the advantages of the ownership of a home which, unlike a car with its phenomenally fast depreciation, has traditionally increased in value with the passage of time.

The changing role of women in today's society has made many decide their lives for an indefinite time into the future will be lived as a single person. But this is no reason to deny themselves some of the trappings and advantages enjoyed by married couples, such as a home of their own. The cigar and pipe smoke may be missing; or the crumpled newspaper on the living room floor; or the slippers, tools, golf clubs or other male paraphernalia left lying carelessly around the home. But who needs them?

The operative factors are that with one income, down payments as low as 5 per cent, government programs an abundance of mortgage money, lenders' recognition of the credit-worthiness of the single woman and the new awareness of the single woman's stature in the community, home ownership is not an isolated inclination, but a widely accepted fact.

Compared to their mothers' day when there were no government programs, when one salary supported mother, father and children and down payments were much higher as a percentage of the purchase price, acquisition of a home today by a single woman is a snap.

Of course single men are active in the home buying field too. Although there is no comparable statistic available for Canadians, the singles market in the United States accounts for 13 percent of all homes purchases. Another 4 percent are single couples. The Canadian pattern in all likelihood roughly mirrors the U.S. experience.

Equally enlightening is the fact 36 per cent of all house buyers last year were younger than 30 years of age and 12 per cent had not reached their 24th birthday.

Not every single person is in a financial position to buy a home of his or her own, but this is not necessarily a stumbling block to home ownership. Accepting the philosophy that half a loaf is better than none, two singles often pool their savings for a down payment and portions of their incomes for monthly mortgage commitments and presto! they become instant home owners.

When their equity builds to the point the proceeds of the sale of the home would finance the acquisition of two homes, the partnership can be dissolved. The two purchases may never have been possible without such co-operation.

Some singles buy both units of a semi-detached combination, live in one unit and rent the other as an investment. The rent from the second unit is expected to meet the financial obligations on that unit. But over time the purchaser acquires two units instead of one and in the meantime is able to pick and choose his neighbours.

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