

Brampton board reports sales up 60% in Oct. in real estate

Buyers and sellers in the area serviced by the members of the Brampton Real Estate Board are experiencing the benefits of a healthier market than what is evident in some other areas of the country.

The ratio of reported sales to new listings received by the MLS system of the Board has risen significantly over the last three months from 29 per cent in August to 53 per cent in September and a very strong 60 per cent in October. This trend has resulted in a decline in the number of properties currently on the market. The total number of properties available at the beginning of August was 2,851 but had fallen to less than 2,200 by the start of November. This number reflects a more typical count usually seen in a more normal market in this area.

Much of the reduction in the total number of properties available can be attributed to the fact that many sellers reduced their price realizing

that the high prices in early spring became unrealistic when so many other properties became available.

Now we see that buyers, who may have been more cautious about entering the market in late spring, are demonstrating more confidence. The number of sales reported to the MLS system in May was 271 and this figure has increased to over 550 sales for the month of October.

Interest rates continue to be low and have declined by over 1 per cent just in the last few weeks. Buyers are now and we expect will continue to take advantage of the current low rates in the months to come.

Buyers realize that the cost of housing is likely to be more expensive down the road and are making their purchases now when prices and interest rates are affordable.

Compared with certain other investment strategies, real estate holdings continue to be a consistent hedge against inflation.

TIME:TIPS

Work from a clean desk. It's a simple enough idea to save time and improve concentration, but many executives ignore this time-saver. Recent studies tell us that the average

person has 36 hours of work on his or her desk. That doesn't include time for meetings, appointments, interruptions, and unplanned telephone calls. That stack of files and unfinished work is a constant reminder of what you cannot accomplish. It creates undue stress and pres-

ures and prompts you to tackle projects randomly rather than in order of priority. It makes you feel the job is never done. So start your day from a clear desk. You'll accomplish more with greater satisfaction.

TIME:TIPS: a series on improving your productivity by Daniel Sampa, Priority Management Systems, Inc.



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OPEN HOUSE
SUNDAY, 2-4 p.m., 36 Main St. Acton
Well kept older 4 bedroom home with beautiful lot - stream running through back of property. Lots of room for family and business. 7265



BRAND NEW HOMES - \$165,900



SECLUDED WOODED SPLENDOR
2400 sq. ft. home with a blend of old log and modern all in one. Features stone fireplace in livingroom, new kitchen. This is nestled on 9 acres with stream, pond and Bruce Trail. Asking \$325,000. 7307



***114,900**
Picturesque Board & Batten Pine wainscoting in large living room, new windows, family sized kitchen with w/o to beautiful 66 x 165 lot. Also 3 bedrooms, main floor laundry, garage. Assume mortgage. January 15, 1988 possession. 7211



LOOKING BUNGALOW IN DORSET PARK? - \$159,900
Here is a nice one with 3 bedrooms, separate dining room, new European kitchen, new bathroom, large rec room with stone fireplace and insert; also central air.



LOOKING FOR 2 HOUSES ON 1 PROPERTY?
This is a beauty with 60 acres of land and 30 x 140 barn. Main home is 8 yrs. old with approximately 3000 sq. ft. and bungalow approximately 900 sq. ft. Asking \$365,000. 7211

HORSE FARM - \$249,900
35 acres, 11 paddocks, 22 stall barn. Imitation brick, 1 1/2 storey, 3 bedrooms, large country kitchen, double garage. 7201

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