

REAL ESTATE AND YOU
Jamie Johnston

Forecasting '88

(NC) — So what does 1988 hold? Supply, in terms of housing, is always available at the right price. It is the demand side, the abundance or lack of buyers, that really determines the market.

I have always maintained that there are two factors at play: affordability and buyer confidence. Buyer demand and subsequent rising real estate prices in '87 were fuelled by lower mortgage rates. Rates, are still affordable today, but with increased prices, there seems little room for much further increases in prices in '88.

As well, recent volatility in stock markets has impacted consumer confidence. These people will be more cautious.

Therefore I see flat sales for the first six months of '88, and an increase for the next six months producing an increase of 5%. That's not bad when you consider that 1987 was a recordbreaking year.

My feelings for another strong year are based on two facts. First, interest rates are nowhere near the levels of '81 and '82 when real estate went into a tailspin. Secondly, the underlying economy is still strong and that is what drives demand for basic housing.

But what about regional differences? For the past few years, Central Canada enjoyed record sales while the West was flat. But, late in '87, the West started to produce better results. I see this trend continuing in '88. Look for selective price increases in the West with stronger sales. For Atlantic Canada, I see the same year as '87, a flat year with expensive homes being hardest to sell.

Packing for a successful move

— The proper preparation of your possessions before they are transported is essential to the success of your move.

Firstly, gather good packing material. This should include: rigid, heavy-duty cartons of different sizes, newspapers for cushioning, white paper or newsprint (unprinted newspaper) for wrapping and cushioning, tape to seal cartons, felt markers, notepad and pen. Note that supermarkets, appliance stores and warehouses of department stores have heavy-duty boxes that are free for the asking. Cartons of a particular size or shape such as wardrobe or telescopic mirror cartons, may generally be purchased from your local mover.

Several weeks before moving, take a realistic look at your household belongings. Consider holding a garage sale to get rid of unwanted or obsolete belongings. Discard or give away anything that could cause damage, such as

aerosol cans, cleaning fluids, matches, paints, starter fuel and tanks of compressed gas such as barbecue tanks. Sort and set aside for prepacking the items you are unlikely to be using before moving day. As well, start using up your canned and frozen foods to lessen the weight of your shipment.


Once you have sorted through your belongings and gathered enough material, set up your packing headquarters. Choose a large table and cover it with a blanket for a good firm work surface. Gather your packing material nearby and start packing. Remember that professional packers can pack the contents of an entire household in one day. If you have decided to pack yourself, allow several weeks to complete the packing by incorporating each phase into your daily routine.

Remember that no carton should be so large that it will obstruct the view when carried or weigh more than 50 pounds when packed. Roll

and tie together electric cords with ties or tape so they will not tangle. With masking tape, tape pieces and screws to where they belong. Wrap all items separately making sure that the fine surfaces are protected. Use coloured wrapping paper for very small articles that might get thrown away with the packing material, such as sugar bowl lids.


Always pack the heavier and sturdier articles on the bottom of the carton and the more fragile items on the top. Do not overfill the cartons. In every case the tops must close flat. Label each carton with a name, room location and special directions. Mark in red, "Fragile", "This Side Up" on the cartons containing breakables.

In every case, cushion the carton with crushed newspaper on the bottom, between layers and in empty spaces. Pack firmly so the articles will not shift and do not hesitate to use a lot of cushioning paper. Prepare a "Load Last/Unload First" carton and fill it with anything you may need as soon as you arrive at destination.



RE/MAX
Above the Crowd!

This certificate entitles you to a professionally accurate estimate of the market value of your home by Jim Akers.



RE/MAX SUBURBAN REALTY INC., REALTOR

CONTACT JIM AKERS TO ARRANGE AN APPOINTMENT

It is not our intention to solicit listings from other real estate brokers. Please disregard this offer if your home is currently listed

380 Guelph Street
Georgetown, Ontario L7G 4B5
Bus: (416) 877-5211
Toronto Line: 457-1752

RES: 877-7551
Page 1-552-7298

NRS NATIONAL REAL ESTATE SERVICE

NORTH AMERICA'S *Finest* REAL ESTATE MARKETING SYSTEM

FRED HARRISON — Sales Representative MILLIE ADAMS — Sales Representative

NRS BRAND REALTY INC., REALTOR
AN INDEPENDENT MEMBER BROKER


873-0300

45 Mountainview Rd. N., Georgetown

SINCLAIR PLACE INDUSTRIAL PLAZA

The first industrial condominium in Georgetown. Located at Sinclair & Hwy. 7. Completion in late Spring 1988.

- From 2000 sq. ft.
- Sprinklered
- 18' clear height
- 12' overhead doors



THE BENNETT

2262 SQ. FT. Deluxe features in a striking four bedroom design. Take exceptional pleasure in receiving guests into a foyer that is grand and elegant. The combined living/dining room offers great entertainment space. And everyone can relax in the dramatic family room and relax around a cozy log fire. The family room also offers a wide open view of the breakfast area which has a bright solarium style bay window... The kitchen has an unusual angled work/serving counter and is a gourmet's delight. Upstairs, the vast master is nearly 300 sq. ft. and includes a parent's retreat with a cozy sitting area. The master also includes a walk-in closet and full ensuite bath. Add an extra touch of luxury with an optional luxury ensuite.

\$279,900⁰⁰

BUILDER'S OWN HOME

Spring possession for these 2 storey, four-bedroom homes. Ground level family room and laundry room. 1/2 acre lots in village location. Choose your colours, cupboards, etc. Asking \$229,900. Ask for Fred or Millie.

THE BENNETT

45 MOUNTAINVIEW RD. N. GEORGETOWN

BUS. **873-0300**

HOME **877-1283**

BRAND NEW

- 3,000 sq. ft. plus
- Large in-town lot
- 4 bedrooms
- Library
- 2 pc., 4 pc. & 5 pc. baths
- Den
- Floor-ceiling fireplace
- Oak floors & oak trim
- 6 skylights
- Concrete drive
- 3 years new
- Cathedral ceilings