



Photo by JOHN WARREN

### Bengal express

Candy canes were delivered to classrooms at Brookville School by Bengal express last week. The school mascot (Kerri Borkwood) was helped by students, from left, Joel Reynolds, Ruth Tabata, Eric Sloan, James Alexander, Jennifer Landsborough and Cait Hurst. Proceeds from candy cane sales bought gifts for needy children.

## Home buyers scarce in November

The dollar volume of real estate sales fell sharply last month with figures from the Oakville, Milton and District Real Estate Board showing a 50 per cent drop over last November's total.

A total of 129 properties changed hands in November for a volume of sales of \$31.7 million. That translates into 109 sales fewer than a year ago and a sales volume \$32 million less than in November 1989.

"Activity has certainly slowed," notes real estate board (REB) president Anell Francis. "Our October figures showed signs the market might be improving, but that turned out to be a false hope. Our November, 1990 sales figures are down about 25 per cent since October. If you want to sell in today's market, you have to price your property very realistically."

In Milton last month, there were 19 sales for a volume of \$3.2 million, almost exactly half of last November's totals.

"The market is obviously under different stresses this year than last," notes Milton broker and REB president-elect Mark Mallalieu.

"Economic conditions are much more uncertain and I

think that translates into greater consumer caution when it comes to real estate decisions," he says.

"It's not helped by the fact we traditionally face a market slowdown in the late fall. I suspect it may be a while before we see any improvement."

Mrs. Francis says buyers are being much more cautious today than a year ago and many are researching their purchases very carefully.

"They've become much more aggressive with their offers," she says.

The board's monthly statistics show properties in the lower price ranges are most popular right now, with 82 per cent of all properties sold last month fetching less than \$300,000.

In addition, the Board's Multiple Listing Services book (a computerized registry of all properties for sale by board members) shows the ratio of listings to sales in Oakville decreases dramatically in the higher price ranges.

One in 17 properties priced at more than \$300,000 sold last month compared to one in five priced between \$150,000 and \$200,000.

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**Schwarzenegger**  
*is*  
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 As an undercover cop... he's in a class by himself.  
 Daily 7:00 & 9:00 p.m. Violence

**2 HELD OVER 3rd WEEK**  
 FILM JOURNAL: "THE BEST MOVIE OF THE YEAR"  
**edward**  
**SCISSORHANDS**  
 Daily 7:00 & 9:00 p.m.

**3 STARTS FRIDAY**  
 JOHN TRAVOLTA KIRSTIE ALLEY  
**LOOK WHO'S TALKING TOO**  
 Daily 7:00 & 9:00 p.m. Mature Theme Language may offend.

LAST 2 DAYS - WED. & THURS. - MISERY 7 & 9 P.M.  
 THEATRE CLOSED CHRISTMAS EVE & CHRISTMAS DAY

ADMISSION PRICES  
 Adults & Youths Fri. to Sun. \$6.50 Mon. to Thurs. \$5.00  
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