

Town realtors are optimistic

STOUFFVILLE—If negative reports concerning Whitchurch-Stouffville water were influencing real estate sales here, that's all in the past. Outside inquiries as to housing possibilities, are many, and all signs at present, point to even more, according to local realtors.

In fact, says Adrian Steenkamer of Family Trust, Stouffville prices "have kept up longer and higher than some surrounding areas," adhering to the old business axiom of supply and demand.

The maxim may not apply much longer, however, as the realtors find bankers scrambling a bit more for business; mortgage rates being cut almost in half; and, in Stouffville, the prospects of model homes from the long-awaited Dulverton project on the horizon.

"We definitely need that shot in the arm," Steenkamer said of Dulverton.

"The young want new homes, but there's nothing to offer."

He admitted, however, he's "very pleased" with the present market. Spring has been "fairly busy" and he's "very optimistic" about the future.

He said the 10 per cent interest spread "has to make a difference." A year ago, people were buying through necessity; now they're buying for investment.

Mr Steenkamer says his company is about 30 per cent ahead of last year's selling rate.

Ken May of May Real Estate, also sees good days ahead, but claims buyers are still guarded in their purchases. They're wondering about the proposed Dulverton Development and whether interest rates will drop further.

"They have money," he said, "but they're looking for the best deal, or wait-

ing for prices to go down."

As to inventory, Ken May says he had 24 houses listed Feb. 1 and 43 as of May 1.

His company reported 10 sales in both March and April of this year; the highest price, \$115,000; lowest, \$73,000; average, \$92,000.

Fran Sainsbury of Gerry Meharg Ltd., described 1982 as a "super year" for one member; a "pretty good" year for some others; and an "average year" for everyone over-all.

"I'm looking forward to a busy season," Mrs. Sainsbury went on. "There are lots of listings pouring in at all price ranges; there are vacant lots too."

She said high interest rates, not the town's supposedly polluted water, had kept sales down. "We've had people moving in all along," she said. "They're

not afraid if they have the facts." She said that prospective buyers have been reassured concerning the town water by showing them results of chemical tests.

As for this season? "It looks good," she said.

At Farquharson Realty Ltd., Tom Stevenson said that at present, they are "doing well." We have hot and cold weeks. The momentum builds up and then dies when it's supposed to fly."

However, "the end picture of the last three months is excellent," he said.

Stevenson claims very little negative response concerning the water issue, and when the question arises, he refers all inquiries to the Environment Ministry.

At Stouffville Real Estate, a spokesman would only comment that "things are on the upswing."

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