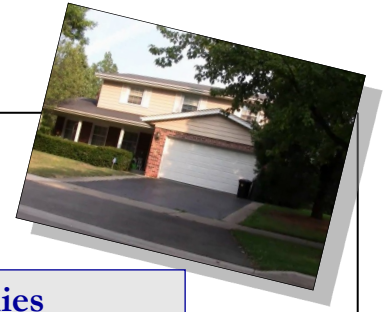




JIM BROADLEY'S

Real Estate Newsletter #50 - Sept, 2017



High Tech and Real Estate

The real estate industry has adopted high tech in many ways that we now take for granted. Here are some examples;

- You can list your property and negotiate an offer without signing sheets of paper. You could be on holiday in the south of France and your agent emails an offer to you which you can sign and initial electronically on your cell phone.
- You can expect your agent to promote your property on their web site, Facebook page, Twitter and more. Also there are many independent web sites on which it can be posted.
- Once your agent lists your property with the local real estate board, it will be added to the board's internet data base which has extensive search features for both realtors and the public.
- Then there are virtual tours where a series of still photographs are strung together to give a 3D impression of the inside and outside of a home. The latest generation of tours provides viewers with a seamless video-like home walk through.
- When you arrange for a home inspection to be carried out on a property you are considering buying, your Inspector might use a drone to examine and photograph the shingles and chimney. The Inspector might also use an infra-red camera to look for cold spots in the walls or ceiling indicating possible insulation problems or dampness behind the drywall.
- If you use the services of an independent Mortgage Broker, your requirements may be posted on internet so that financial institutions can bid for your business.
- Agents wishing to show your listed property can arrange their appointment and receive confirmation entirely on-line.

Using these very convenient and time saving high tech features and facilities it would be very easy to forget that real estate is a people business. There is no substitute for sitting down with clients (in the same room) and discussing their plans, their property, the pros and cons of an offer or the content of a counteroffer that they want to make. Facial expressions, gestures and body language all come into play here.

Funnies

- Doctor doctor when I touch my forehead, shoulder, leg and foot it really hurts! Doctor says no wonder, you have a broken finger!!
- I never make mistakes...I thought I did once; but I was wrong.
- The past, present and future walk into a bar. It was tense.
- What goes "ha ha thump"? A man laughing his head off.
- Bacon and eggs walk into a bar and order a beer, the bartender says sorry, we don't serve breakfast.
- Two cows are sitting in a field, and one says to the other, "so, how about that mad cow disease? Scary stuff, right?" To which to other replies, "terrifying. But what do I care? I'm a helicopter."
- What did the grape say when he was pinched? Nothing, he gave a little wine.
- A guy walks into a bar with a set of jumper cables...the bartender says, buddy, I'll serve you as long as you don't start anything.

Snippets

Stress Test - The federal government is proposing to introduce a stress test for all uninsured mortgages meaning that lower-risk borrowers would have to be approved at 2% above the rate offered to them by their lender. If implemented this plan could significantly reduce the home buying power of consumers.

Land Transfer Tax - When you buy a property in Ontario you pay a provincial Land Transfer Tax (LTT). If that property is in Toronto, you will **ALSO** pay a Toronto LTT. For example, the Provincial LTT due when the purchase price is say \$600,000 is \$8,475 and if the property is in Toronto the total LTT is \$16,950. Once in a while other municipalities in Ontario get tempted to copy Toronto and add their local LTT. This tax is just a cash grab, as no additional services would be provided. If you hear that politicians are considering implementing this, say **NO** loud and clear.

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SCCO AnswerForCancer Hockey Pool

Here is a worthy cause that really matters. I have no problem asking for help for others. See what you can do.



The Sarah Curia Community Organization's NHL 2017/18 Regular Season Hockey Pool to support the Princess Margaret Cancer Foundation (PMCF). Check out <https://www.picatic.com/SCCO> for details and to sign up.

The Real Estate Market

Last month in the GTA, the number of new listings and the number of sales fell compared to August 2016, however, the average selling price for all home types increased August to August. This growth was driven by the semi-detached, townhouse and condominium apartment market segments that continued to experience high single-digit or double digit year-over-year average price increases.

Recently it has been suggested that economic conditions remain strong in the GTA. Positive economic news coupled with the slower pace of price growth we are now experiencing could prompt an improvement in the demand for ownership housing, over and above the regular seasonal bump, as we move through the fall.

Thinking about a move?

Give me a call

Real Estate Quotes

None of these people are Realtors.
Yes, some of these quotes are a bit dated.

- Buy land, they're not making it any more.
Mark Twain
- Landlords grow rich in their sleep without working, risking or economising. John Mill
- 90% of all millionaires become so through owning real estate. Andrew Carnegie
- Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full and managed with reasonable care, it is about the safest investment in the world.
Franklin D. Roosevelt
- Don't wait to buy real estate, buy real estate and wait.
Will Rogers
- As long as you have more cash flowing in than flowing out, your investment is a good investment.
Robert Kiyosaki



Nothing to do with real estate.

How did the horse get stuck in the gate and that looks like a photo bomb by a laughing cow.

I'm just saying!!!!!!

Check out my web site at;

www.jimbroadley.com