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RINA REAL ESTATE NEWS

SELLERS SEEING SUCCESS - HOW ABOUT BUYERS?

Last month, average prices were up 23% over October 2020 which is excellent news for Oakville sellers but what about those looking to buy these days? If you've been in the market for a new home for a while, and still haven't found "the one," you might need to try a different strategy in your house hunt. With listings down 60% in October compared to this time last year, it's not unusual to see properties receive multiple offers - within hours - instead of days. Here's a few ways buyers can get a much-needed advantage.

As of October, the average number of days a property lasts on the market was just 17! If you're looking to buy in a highly sought-after neighborhood, get started on your search as soon as possible. Contact a real estate expert and be prepared to make both the purchase and an actual move to your new place from your current one.

Get Preapproved. In any market, it's beneficial to always assume that there is going to be a multiple offer situation. After viewing a home, speed is often the best strategy that can lead to having the winning bid and you may only have a day or two before an offer is accepted. When shopping for your home, you'll want to be "offer ready" to submit any required paperwork and deposit because if you aren't, someone else will be.

Try and keep your offer simple. When faced with multiple offers, sellers have the privilege of choosing the easiest for them which means that buyers should avoid including contingencies, like completing inspections, that need to be fulfilled before moving forward with the transaction. Product knowledge and neighbourhood knowledge is key to understanding the future value of your investment. A seasoned agent can guide you in the right direction.

MARKET UPDATE

OCTOBER 2021

Number of Sales: 207
Median Sale Price: \$1,445,000
Median Days on Market: 8

OCTOBER 2020

Number of Sales: 284
Median Sale Price: \$1,202,000
Median Days on Market: 17

OAKVILLE'S OCTOBER YEAR-OVER-YEAR SALES STATS AS REPORTED ON THE OAKVILLE, MILTON & DISTRICT REAL ESTATE BOARD (OMDREB).



RINA DIRISIO - SALES REPRESENTATIVE
**TOP 1% FOR ROYAL
LEPAGE ACROSS CANADA
FOR 20 YEARS RUNNING**

For over three decades, our team has done all we can to help our clients reach their goals. Whether it's finding a new place to call home, selling properties at their maximum value, or helping with any step in between, we are 100% committed to their best interests.

The last year and a half provided its fair share of challenges but it has only made us more committed, more focused and more excited to do even better. As a result of the pandemic, real estate trends have been unpredictable but with a great agent on a fantastic team, your dreams are in good hands. Whether it's your first home purchase, your fifth house being sold on the market or an investment property you're interested in getting more information on, we can help.

Together, we have made it through this tough time and we're grateful for the opportunity to use our knowledge and expertise to make this summer a big success for Oakville buyers and sellers! When you're ready to make your dreams a reality, call me on my cell: **416-804-4347** or send me an email: **rina@rina.ca**.

SOUTHEAST OAKVILLE

OLD OAKVILLE, MORRISON & FORD REAL ESTATE MARKET UPDATE

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MARKET UPDATE

SALES IN THE LAST 60 DAYS IN SOUTHEAST OAKVILLE
AS OF NOVEMBER 1, 2021 (AS PER OMDREB*)

DETACHED HOMES

Price Range	No. of Sales	% of Total
Under \$1,500,000	1	2.9%
\$1,500,000 - \$2,499,999	18	52.91%
\$2,500,000 - \$3,499,999	6	17.6%
\$3,500,000 - \$4,499,999	5	14.7%
\$4,500,000 - \$5,499,999	2	5.9%
\$5,500,000 & Up	2	5.9%

TOWNHOMES, SEMI-DETACHED & LINKS

Price Range	No. of Sales	% of Total
Under \$1,000,000	11	55.0%
\$1,000,000 - \$1,499,999	2	10.0%
\$1,500,000 - \$1,999,999	3	15.0%
\$2,000,000 - \$2,499,999	2	10.0%
\$2,500,000 - \$2,999,999	0	0.0%
\$3,000,000 & Up	2	10.0%

CONDOMINIUM APARTMENTS

Price Range	No. of Sales	% of Total
Under \$750,000	9	56.3%
\$750,000 - \$999,999	2	12.5%
\$1,000,000 - \$1,249,999	1	6.3%
\$1,250,000 - \$1,499,999	1	6.3%
\$1,500,000 - \$1,749,999	0	0.0%
\$1,750,000 & Up	3	18.8%

*OMDREB: Oakville, Milton & District Real Estate Board



THINKING ABOUT SELLING?

Rina DiRisio has been helping families buy and sell homes for more than three decades. Her transactions total over \$30 Billion and she has ranked as one of Canada's top realtors throughout her illustrious career.

Team Rina's approach to real estate involves innovation, integrity, and extraordinary service – a trifecta that makes them a stand-out in the industry. From the pricing strategy and getting market-ready, to marketing initiatives and negotiating the best deal, Rina and team always focus on getting top dollar for their clients.

RINA.CA

WE SELL REAL ESTATE
BUT BETTER.



416.804.4347 RINA@RINA.CA

RINA DIRISIO, Sales Representative

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