



March 2010
KW REAL ESTATE
Update

SALES REPRESENTATIVE
PAUL
ALLAN
"going the distance for You"

K-W Named one of Top Five Places to Invest Today

The February issue of Canadian Real Estate Magazine named Kitchener-Waterloo one of the five top places to invest in real estate in Canada. The Real Estate Investment Network (REIN) has also named the Technology Triangle (K-W and Cambridge), once again, as the top place in Ontario to invest.

Sighted as one reason for K-W's value for investors is our dynamic economy - being home to top employers like RIM, Manulife, Sunlife, and Toyota, and having 2 universities and a community college. This has had a positive impact on migration to the area, causing prices to rise and vacancy to hold steady.

According to the article, Kitchener-Waterloo is also in the Hot Zone (25-39%) of RBC's Affordability Index, which measures the % of household income that is taken up by home ownership costs, and demand for rental units is strong.

Mentioned by REIN was our location, our investment in the IT sector, and our commitment to infrastructure improvements. Our location - within a 24 hours drive - gives us access to more than 60% of the country's population, and 40% of the U.S. population. The IT sector has protected us from steep increases in job losses, and our commitment to infrastructure improvements and transportation projects will also help drive the area's economy and real estate market.

KIDS!

Thanks for coming to watch "The Toothfairy" with us!

Keep watching for our next *movie morning* coming in the summer.

And don't forget to sign up for our *birthday club!* at www.PaulsHomes.ca

What is your home worth in today's market?
find out.

CALL PAUL TODAY for an honest no-obligation market evaluation of your home.

519 885-PAUL (7285)
Paul@PaulsHomes.ca

FREE Real Estate Investment Seminar

April 20th, 2010
7:00p.m. - 8:30p.m.

To register:
 call: *519 885-PAUL (7285)*
 email: *Deb@PaulsHomes.ca*

Learn How to Secure Your Family's Financial Future Today

Highest February Sales in over Two Decades!

According to K-W Real Estate Board statistics, sales in February were up 31.7% over January, and 49.9% over February '09.

The biggest jump was seen in semi-detached homes - up 85.7% over January, and 73.3% over February '09. Sales of single family detached homes was up 22.4% over January, and 43.4% over February '09.

The greatest number of sales came from the \$225-\$249,999 price range in February, with 93 homes sold. But the greatest increase was in the \$300-\$349,999 price range, with sales increasing 150% over February '09. The average sale price for all residential property on the MLS is also up 12.2% over February of '09.

This jump in activity in a traditionally slower time for real estate is being encouraged by two factors - historically low interest rates which are projected to rise this summer, and the arrival of the Harmonized Sales Tax (HST) on July 1st. Buyers are rushing in before these two factors take effect. Although the HST will not apply to the price of a resale property, only expenses associated with the sale - like lawyer's fees and real estate commissions - it makes some sense to move now if you are thinking of doing something in the near future.

Give us a call today!

For statistics on your neighbourhood, plus advice to sell your home more quickly and for more money, go to

www.PaulsHomes.ca

Looking for your dream home? check out some of our most recent listings

Eastbridge



Your First Home Ready and Waiting!

Walk right into your first home - spotless, neutral, very clean - ready and waiting for you. This 3 bdrm, 2 bath starter in located in popular Eastbridge. Enjoy the extra space in the recently finished (1 yr old) bsmt with recrm, office and storage. Open concept kitchen overlooks dining area and great room with walkout to deck and fenced yard. Huge master bedroom with walk-in closet. MLS.

\$265,000

Wilfrid Laurier University



Calling All Parents and Investors!

Take advantage of current interest rates, a location within steps of the university, and a license for 5 students, to make this either your first investment property or a terrific addition to your real estate portfolio! At the very least, own it, live in it for 4 years, and pay for your university education! 3 bedrooms up and two down with separate basement entrance. Situated on a premium 52 x 160 mature lot. MLS

\$330,000

Laurelwood



Luxury by the Forest!

Have a refreshing dip in your lap pool or a soothing soak in your hot tub before making a gourmet dinner in your spectacular antique white island kitchen. Your guests will be impressed as they drive up to this 3600 sq ft 4 bdrm, 4 bath custom home at the end of a quiet cul de sac. When they leave retreat to your enormous master suite with fireplace, his and hers walk-in closets, and large 6 pc ensuite. MLS

NEW PRICE \$775,000

Highland West



Better than New!

What you look for in a new home and more! Quiet crescent location for bringing up a young family, and absolutely spotless. Open-concept design, oversized master with vaulted ceiling and ensuite, 1.5 car garage, and close to schools and expressway. But add to that custom ceramic tile flooring and custom ceramic backsplash, central air, and fenced yard with mature trees. All this under \$300,000! MLS

\$275,000

Heidelberg



Pamper Yourself!

10 minutes from your hectic city job to an oasis of calm and luxury. Relax in your 3 season sun room before slipping into your indoor hot tub in the spa room looking up at the stars through the skylights. Perfect for anyone looking for luxury with a cozy feel - hardwood flooring, heated travertine floors and granite counters with pine cupboards, wood trim, french doors, and a country setting on nearly 1/3 of an acre. MLS

NEW PRICE \$460,000

Lackner Woods



Entertainment Plus!

Entertain and impress your friends in your walk-out lot to a fully fenced yard with extensive decking, and oh, did I mention?... in-ground pool! But that's not all - invite them with gleaming hardwood floors in the foyer and great room, congregate in the open concept island kitchen with ceramic tile, and retire the kids to the finished rec room with a second walk-out to the patio. Exclusive.

\$300,000

The Paul Allan Team ... "going the distance for You"



Paul Allan
Sales Representative
Team Leader



Debbie Budd
Licensed Assistant,
Office Manager



Melanie Vanderzand
Sales Representative
for Paul Allan



Laura Allan
Marketing & Special
Projects Coordinator



Charlie Allan
"Director of
First Impressions"



Vic Zamin
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For many more listings and free daily updates on homes for sale that meet your specific criteria, go to

www.PaulsHomes.ca

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Definitely intended to solicit homes, but not those currently listed for sale!

KELLER WILLIAMS
GOLDEN TRIANGLE REALTY INC. - BROKERAGE