



Photo by: Brian Crangle

The Galvin Report

The Holiday
Edition 2016



THE GALVIN TEAM, RE/MAX EASTERN REALTY INC. BROKERAGE. PETERBOROUGH



How Long Can this Market Last?

By: Andrew Galvin, Broker

I have been asked that question about the hot real estate market at least a dozen times in the last month. At the time of the last Galvin Report in the fall, prices were up 8% in the city this year. As of this report, residential prices are up 9% in the city. Waterfront prices are up 3% this year across all the Kawartha Lakes, multi-family residential prices up anywhere between 3 and 7% this year and our local market that has not seen a price drop in more than 18 years. The real estate market here has defied all odds. I have

said for a few years now that I thought we were in for a correction but with our average price being around \$300,000 and the Durham average price being in the \$550,000 range, the \$250,000 price difference makes the commute more than tolerable. As far as I can see the only thing that will slow the market will be a sharp increase in interest rates which will probably not happen anytime soon.



Galvin Team Fundraising Goals for 2017



Help keep breast cancer screening state-of-the-art in our region

Next year we have decided as a team to raise money once again for the PRHC foundation to buy new and state of the art equipment for our health care professionals at PRHC to help our entire community. A portion of all sales will be donated to PRHC to improve health care in our community. We are focusing on new Mammography equipment which will replace out-of-date technology and out-of-service machinery so that women (and men) can be diagnosed sooner. One in nine Canadian women will be diagnosed with breast cancer in her lifetime. Early detection is critical. The PRHC Foundation is working with the community to fund three new full-field digital mammography machines for Peterborough Regional Health Centre's Breast Assessment Centre – a total investment of \$1.9 million that will keep the Centre state-of-the-art. If you want to help this holiday season, you can give online at prhcfoundation.ca or call 705-876-5000.

Going Paperless!

As a sign of the times, we are moving forward and have all trained recently on *DocuSign*, new software that allows for electronic signature of documents. *DocuSign* was recently approved by the government for use in real estate transactions. Not only does this save us as well as our client's time, it greatly reduce the number of trees we chop down. Client's will be able to sign or initial on their computers, tablets and smart phones and then email documents back to us. *DocuSign* is especially advantageous for our out of town clients.

Top of the Class!

Eric, Lorrie and myself recently attended a two-day seminar in Toronto on team building in the real estate industry and how we can work better together in serving our clients. Some of the top real estate team's in Canada were there. We are putting better systems in place to help us help our client's and make sure we always meet and exceed our client's expectations.

"Thank you for all your help and patients in the sale of our farm."
Agnes & David Stewart

"Appreciate the extras you did for us!" Eleanor Iussa

"Very professional team! Thank you all. Marketing was excellent."

Bob & Carol Humphrey.



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We would like to take this opportunity to thank you for your continued trust in us. We wish you and your family a happy and healthy holiday season.

