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UNPRECEDENTED YEAR FOR HOME SALES IN WATERLOO REGION

In 2016, there were a thousand more units sold through the Multiple Listing System (MLS®) than 2015, totaling 6,655 residential sales for the year—a new record for total annual sales and an increase of over 18 per cent.

“2016 was marked by unrelenting demand for homes, in the face of fewer homes being put on the market,” said James Craig, president of KWAR. There were 8,003 residential listings processed through MLS® for the year, a decrease of 9.7 per cent compared to 2015.

The average sale price of a residential property in 2016 also increased, by 10.8 per cent, to \$387,404 from the previous year. Craig expects the demand for purchasing residential homes in 2017 will not cease.

“There is no smoking gun to explain the current market,” he said. “We have an extremely attractive community... I sure don’t see the appetite for home ownership in Waterloo region letting up anytime soon.”

Your REALTOR®

Denis Pellerin



Residential Sale Price & Total Units Sold in Dec. Over 5 Years

Year	All Area Sales	Average Price
2012	231	\$310,244
2013	250	\$324,415
2014	258	\$329,569
2015	292	\$358,914
2016	300	\$422,793

10 YEAR COMPARISON



K-W & Area MLS® YTD Total Units Sold 3 Year Comparison

Year	K-W Units Sold	All Area Units Sold	K-W Average Sale Price	All Areas Average Sale Price
2016	5,977	6,655	\$378,628	\$387,404
2015	5,018	5,633	\$340,614	\$349,528
2014	4,729	5,324	\$327,984	\$335,522

The above information is based on MLS® data owned by the Kitchener-Waterloo Association of REALTORS®.



New Year, New Home?

If buying a house is on your list of things to do for the New Year, now is the best time to begin preparing.

Many of us are making plans, setting goals and thinking about what we want to achieve in the year to come. Spring is said to be the primetime to buy a home, but what you may not know is that the winter months can offer an even greater selection, and the opportunity to settle into a new home before the warmer months arrive.

There are many things to do and organize when you first purchase a new home, so even for those who plan on buying later on in the year, now is a good time to get ready.

Here's where you can begin to help you reach your home-buying resolution for 2017.

Choose a trusted and qualified Realtor®.

I understand the local market and can help you find all of the information and resources you may need. Researching on your own is important, and using free online tools is a great way to start, but meeting with me will ensure you don't miss a single detail.

Create your "must-haves" and "nice-to-haves" lists.

Easier said than done, but it's nearly impossible to find a first home with everything you ever dreamed of. You'll need to think about your family and personal needs, prioritize them, and separate them from items you want. For example, a bedroom for each family member may be a "need," whereas a large master suite categorizes as a "want." Everyone's lists will be different, but knowing the difference and separating them will help you focus.

Determine your budget.

Be realistic with what you can afford. I can help you find comparable home prices and calculate how much the payments will be for you (approximately). You should also plan to get a pre-approved mortgage prior to house-hunting so you know how much money you qualify for. This way, you'll be able to figure out with mortgage type is best for you.

Identify the perfect "location, location, location."

This famous phrase comes into play when thinking about the future. Though the neighbourhood and the home itself may improve over time, the physical location will remain the same. You need to figure out how close you would like to live to your workplace, children's schools or your extended family. Having easy access to the highway or a short commute to work are high on most people's "must-have" lists.

Contact your myConcierge rep to help connect you to quality, local service providers: concierge@coldwellbankerpbr.com

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