



SPRING AWAKENINGS!

The signs of spring are beginning to show but, with spring, we also get showers. Do you know why **“April showers bring May flowers?”** The following story tells how Mother Nature wakes up the flowers, trees, bushes and lawns.

In the winter, trees, shrubs, grass and flowers hibernate; they're dormant. When spring arrives, the ground thaws, and the rain falls. Sometimes spring showers can be troublesome – like when they cause a baseball game to be called off or your clothes get soaked as you run in and out of houses – but spring showers are a wonderful thing because they help plants grow!

The mighty winds in the spring are Mother Nature's way of waking the plants up. The winds shake them, and the water soaks the ground, loosening soil and making it easier for roots and seeds to grow. Think of thunder as the fist of nature pounding the ground and saying, **“Wake up!”** to the buds.

Did you know that even lightning helps plants grow? A flash of lightning gives off enough electric energy and heat to make oxygen and nitrogen combine into nitrates that help plants grow. The nitrogen mixes with the rain to fertilize the plants. That's why gardens seem so refreshed and green right after thunderstorms.

So this year, embrace spring as a symbol of new beginnings and fresh starts. Cheer on the thunder, and pound your fist along with it as you shout, **“Wake up!”**

Something to Think About

The four seasons are sometimes compared to the seasons of life. Spring is the beginning of new and wonderful things – a new baby, a wedding, a new job, etc. Think of the thunder as that **“lightning bolt”** that strikes when it's time to **“come out of hibernation”** and blossom!

Words of Wisdom

“Earth teach me to forget myself—as melted snow forgets its life.”

“Earth teach me resignation—as the leaves which die in the fall.”

“Earth teach me courage—as the tree which stands all alone.”

“Earth teach me regeneration—as the seed which rises in the spring.”

– William Alexander



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Headwaters Real Estate Recap: MARCH 2018



Even though the weather hasn't felt warmer this April, the real estate market in the **Headwaters** area of **Dufferin, Orangeville, Erin and Caledon** is starting to heat up. **Sales in Orangeville** were up **46%** in March over the month of February, with **54 sales** occurring in March. Sales in the entire **Headwaters** region were also up substantially in March over February by **34%**. However, as we've recently heard about the Toronto market being down in **March of 2018 vs March of 2017**, the same can be said for our area. Sales are down in **Orangeville** by **29%** compared to last March, and in the **Headwaters** region, sales are down **40%**. Average sale prices to-date compared to last year are down in all **Headwaters** regions, namely the rural markets. Sale prices in **Orangeville** are down a mere **3%** which is the lowest in the **Headwaters** region. **Erin** sale prices are down the most by **10%**. Once the warmer weather finally comes, the market may also heat up but thus far, we're not going to see the insanity we saw in the spring of **2017!**

~ Dave

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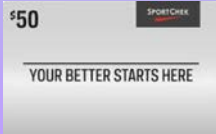


INSTAGRAM



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and you could **WIN** a **\$50.00 "Sport Chek" Gift Card**
Contest closes April 20th—



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HEADWATERS MARKET STATS

	# OF SALES	CHANGE YR/YR
MAR 2018	173	↓ 40%
MAR 2017	291	↑ 29%
MAR 2016	226	↑ 21%

The number of homes sold in March 2018 in Headwaters Region (Orangeville/Dufferin/Erin/Caledon) decreased by 118 sales compared to March 2017. Average sales prices were down by 6%.

INTERESTING WEBSITES

RATESPY.COM

RateSpy.com is a Canadian mortgage comparison site and publisher of mortgage rate news. Its mission: To uncover Canada's best mortgage rates by comparing virtually every lender and top mortgage broker.

CMHC - SCHL.GC.CA/NEWCOMERS

CMHC is the Government of Canada's national housing agency and the go-to resource to better help you settle in Canada. They can provide you with housing information to help you make decisions and find a safe, affordable home for your family.

"What is A Customer ?"

Mahatma Gandhi

"A customer is the most important visitor on our premises...

*He is not dependent on us.
We are dependent on him.*

*He is not an interruption of our work.
He is the purpose of it.*

*He is not an outsider of our business.
He is part of it.*

*We are not doing him a favour by serving him.
He is doing us a favour by giving us the opportunity to do so."*



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