

MARCH 2021

THE HOME FRONT

A Real Estate Newsletter



OVERCOME TOUGH SITUATIONS WITH OUT-OF-THE-BOX THINKING

In a small Italian town, hundreds of years ago, a small business owner owed a large sum of money to a loan-shark. The loan-shark was an incredibly old, unattractive looking guy that just so happened to fancy the business owner's daughter.

He decided to offer the businessman a deal that would completely wipe out the debt he owed him. However, the catch was that we would only wipe out the debt if he could marry the businessman's daughter.

Needless to say, this proposal was met with a look of disgust.

The loan-shark said that he would place **two pebbles** into a bag, one white and one black.

The daughter would then have to reach into the bag and pick out a pebble. If it was **black, the debt** would be wiped, but the loan-shark would then marry her.

If it was white, the debt would also be wiped, but the daughter wouldn't have to marry the loan-shark.

Standing on a pebble-strewn path in the businessman's garden, the loan-shark bent over and picked up two pebbles.

Whilst he was picking them up, the daughter noticed that he had picked up two black pebbles and placed them both into the bag. **He then asked the daughter to reach into the bag and pick one.**

The daughter naturally had three choices as to what she could have done:

- 1. Refuse to pick a pebble from the bag.**
- 2. Take both pebbles out of the bag and expose the loan-shark for cheating.**
- 3. Pick a pebble from the bag fully well knowing it was black and sacrifice herself for her father's freedom.**

She drew out a pebble from the bag, and before looking at it 'accidentally' dropped it into the midst of the other pebbles. She said to the loan-shark;

"Oh, how clumsy of me. Never mind, if you look into the bag for the one that is left, you will be able to tell which pebble I picked."

The pebble left in the bag is obviously black and seeing as the loan-shark didn't want to be exposed, he had to play along as if the pebble the daughter dropped was white and clear her father's debt.

Moral of the story:

It is always possible to overcome a tough situation through out of the box thinking, and not give in to the only options you think you have to pick from.

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from Toronto Real Estate Board and
TREB Market Watch

*Not intended to solicit properties currently listed for sale or buyers under contract. *Licensed Assistant *2020 based on commission earned.*

What a **CRAZY** start to 2021 for Real Estate!

Another record month is in the books for Orangeville and the Headwaters area.

The supply of available homes just cannot keep up with the demand in our great area. In February we saw 65 sales occur in Orangeville up from 54 pre-pandemic sales in February of 2020.



Average Sale Price \$764,659	List to Sale Price 109%	Number of New Listings 77
Number of Sales 65	Average Days on Market % Change 2020 to 2021 -50%	Average days on Market 7

We have seen **108 sales in the first two months of 2021** compared to **77 in 2020**.

Average sale price is now above the mid 700's in town, and average list to sale price ratio is 109%.

Again, multiple offers are occurring with most listings.

Tough market for Buyers, and Sellers are completely in the driver's seat currently. This hot market is not just localized to our area. We are seeing this Canada wide.

This pandemic has actually done the opposite of what I would have predicted!

I hope the supply of homes increases for buyers, which will ease the sense of urgency when looking for a home, and bring us back to a more stable real estate market.

With the springtime coming, we'll see what happens with the better weather!"

IT'S TIME TO SPRING FORWARD

Daylight Savings Time officially arrives on Sunday March 14th at 2am. Daylight Saving Time (DST) is the practice of moving the clocks forward one hour from Standard Time during the summer months, and changing them back again in the fall. The general idea is that this allows us all to make better use of natural daylight. It's also a good time to change the batteries in your smoke alarms and CO detectors.



March Birthdays:

March 13 - RaDeana Montgomery

(Videographer)

March 14-Shannon Quinton (Stager)



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