

REAL ESTATE NEWS

October 2008



Ewa Borys
Mary-Ann Hauseux
Michel Lorion
1-866-376-2843
www.lorion.ca

New Telephone Solicitation Regulations

From "Communiqué October 17, 2008"

By Greater Montreal Real Estate Board

On September 30, the Canadian Radio-television and Telecommunications Commission (CRTC) launched the National Do-Not-Call List (DNCL). Thus, telemarketers can no longer make unsolicited phone calls to consumers who have registered their numbers on this national registry.

On October 2 – only two days after the list was activated – approximately 2 million numbers were already registered.

Created in the framework of a federal act, the DNCL contains the telephone numbers of consumers who do not want to receive unsolicited calls from telemarketers.

Are there exceptions to the DNCL?

Yes. There are four important exceptions that apply to the real estate industry. Agents are allowed to contact consumers who have given their consent to being called, consumers with whom they have done business in the past 18 months, and consumers who have requested information from them (in person, by telephone, by email, etc.) within the past six months. ■

INSIDE THIS ISSUE

- p.1 News on Phone Solicitation
- p.1 How high is your heating bill?
- p.2 Real Estate Statistics
- p.2 Buy Me !!!
- p.2 Update: mortgage rates

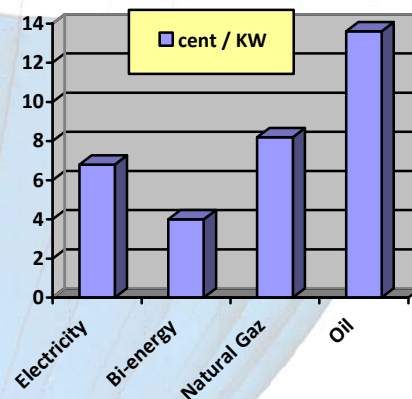
How much do you pay for HEATING?

From "KLIMFAX" and "Mose Report"

(Calculations based on prices from August 2008)

Are you worried about soaring energy costs? If you heat your home with oil, your burning question is probably "Should we get rid of our oil furnace?"

The answer is yes, and no. Upgrading your system may be the answer. It will increase your comfort, and save you a lot of hard earned cash.



You can reduce your heating bill by making some of these changes right now. To recover your conversion costs quickly, consider:

Programmable thermostat. This is the cheapest measure available, and you will save its cost many times over. Unit cost is \$30 to \$300.

Flame retention burner. Change from your old burner to the new flame retention type. This can provide significant savings. Unit cost is \$400 to \$600.

New high efficiency units. Upgrading your old gas or oil furnace can save you 15% to 25%. The payback is 2 to 6 years.

Convert to electric. This is a very good option if you have a hot water radiator or forced air system. The payback is 2 to 4 years. Your heating bill will be cut about 45% - a substantial saving.

continued on page 2

REAL ESTATE STATISTICS

MLS® Statistics for the month of

SEPTEMBER '08 / SEPTEMBER '07

Great Montreal:

	New listings	Sales	New listings	Sales
Total	2952	1192	2718	1045
House	833	336	747	349
Condo	1162	549	1122	444

Dollard-Des Ormeaux:

	New listings	Sales	New listings	Sales
Total	83	33	67	40
House	59	20	49	24
Condo	22	13	16	14

Convert to gas. Gas is clean, convenient, reliable and safe, but the conversion is expensive. Also, it may also not be available in your area and savings may not be significant.

Bi energy. Some areas have subsidies to help owners convert. An example is Hydro Quebec. Heat pump additions may also qualify, which is more good news.

Heat pump addition. If you have recently invested in upgrading your forced air heating oil or gas furnaces and want to save even more, this is a great option. The payback can be 4 to 6 years, but your heating bill will be cut by approximately 60%. You can make a big difference in your savings by choosing the right heat pump. Some pumps work to -17C while others only work to -12C. Since an average pump is about \$6000, it's important to do your research.

Geothermal. This may be the best "green" energy option available today. It's very expensive initially, costing about \$15,000 to \$25,000. However, savings can be 80% and payback time as little as 5 years. It also works best if you have a forced air or an under-the-floor hot water radiant system. There are some generous federal subsidies ranging from \$200 to \$5,000, and provincial subsidies such as Hydro Quebec's \$2000 to \$6,800. ■

Why invest in renovations which will lose value over time while you can invest in energy that saves you money and appreciates the value of your home.



BUY ME !!!

MLS # 1427745

Price: \$190-216,000 (tax incl.)

17775 Pierrefonds blvd., Pierrefonds West

NEW CONSTRUCTION. 10 condo units available for May 2009.

Spacious (1,200 ft²) 2 bedroom condos with extra sound insulation, h/wood floors, 2 balconies, garage, bathroom w/roman tub and separate shower. Choice of finishing materials.

Laurentian Bank -----
mortgage update

3 YEARS CLOSED FIXED/VARIABLE MORTGAGE: 5.09%

Scotia Bank -----

1 YEAR CLOSED FIXED MORTGAGE: 4.35%

