

## Things Have Certainly Changed in Real Estate

Back in the day...

When I first got my real estate license back in January 1983, things certainly were different in my industry. Here's a sampling of some of the changes that have taken place from when I was (gulp) 19!

Real estate offices weren't staffed on Sundays and we could NOT have our clients accept an offer on Sundays or statutory holidays as we would in fact be breaking the law. If the buyers and sellers wanted to make the transaction legally binding, we would all have to wait with our respective clients until after midnight to make sure it was a legal transaction.

Photocopiers were so expensive, that very few offices had one. Therefore, the IBM "Selectric II" typewriter was how we prepared offers. We used five pieces of legal sized paper

and 5 pieces of legal sized carbon paper (and lots of "whiteout") so we would have enough copies for everyone involved in the transaction.

We sometimes even did offers by long hand. Yes, we actually wrote out every single word of every single clause. Having a great memory was essential.

Facsimile machines had just been introduced, but weren't very common as they were so expensive and initially, could only do one page at a time. Because of this, frequently just about everything had to be hand delivered to our real estate board or to a co-operating brokerage who didn't own one. If a client was out of town and wanted to

agree to an offer, we could have it accepted by "Telex". Later, original signatures would be obtained. Telex charges were billed by the word.

Lock boxes were not common until the 90's, so we'd have to drive around (often to as

many as five different offices) to pick up the keys for homes we wanted to show. As soon as we were finished with our showings, we would then have to return them promptly to the correct five offices. That way, someone else could show the property if the

owners weren't home to let you in.



you in. There were no pagers or cell phones (until the late 80's),

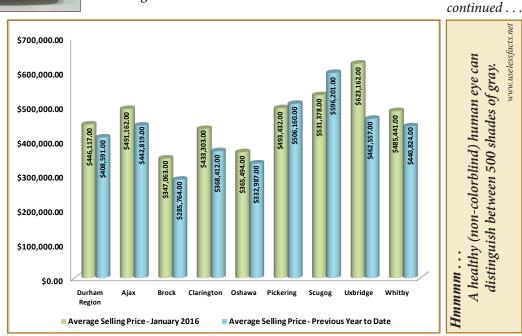
so messages had to be taken

*by the secretarial staff and picked up by us if staff were too busy to try to track us down somehow.* 

> There was no such thing as a digital camera, so offices typically had a Polaroid Instant camera that you could sign out. You were allowed to take five photos of the outside of the house and the best one would be put in the front window of your office.

The real estate boards had their own full time photographers that would, for a price, provide you with extra prints.

There was no such thing as personal computers, so every feature sheet had to be typed up and then colour photographs glued to them. You could go to a copy place and have them printed up – but that was considered very expensive at the time.



## Things Have Certainly Changed in Real Estate (continued)

The first computer I owned had 10 MB of total memory. (That's megabytes not gigabytes or terabytes.) Dot matrix printers were the king at the time. OMG they were awful!

There was no such thing as the internet, so we had bi-weekly MLS Books which contained all MLS listings which were outdated by the time we got delivery of them. The books were in black and white and featured only one exterior photo. We had weekly MLS meetings to enable us to tour each other's listings in order to become familiar with what



was for sale.

*There were no Home Stagers or television shows about homes staging,* so we had to break the bad news about how our client's homes would be perceived by the public if they did nothing before putting the home on the market.

The concept of Home Inspections hadn't been adopted and we had to do our best to recognize possible problems.

Portable storage units being delivered to your client's driveway to remove excess belongings wasn't even a concept yet.

*There was no e-mail, no texting, just lots of phone calls, envelopes* and stamps.

There were no virtual tours of homes just real life tours.

I'm grateful that technology has improved my life tremendously over the past 33 years and look forward to new technological improvements in the future. As was the case when *I* first started, my goal remains to make sure my clients get the absolute best in service from me.

Warmest Regards, David Roney

## Strong Start to 2016

Durham Region Association of REALTORS® (DRAR) President Sandra O'Donohue reported 508 residential transactions in January 2016. "We are right on par withe the number of sales in January 2015, however, the number of listings has decreased substantially", reported O'Donohue. There were 788 new listings that entered the market in January 2016 compared to 884 in January 2015.

The average selling price in January 2016 was \$446,117, a 9.2 percent increase from January 2015. "The decrease in the number of listings entering the market has created upwards pressure on sale prices across the Region", explained O'Donohue.

"There is strong demand for home ownership in the Durham Region, which is demonstrated by the higher number of sales and the climbing sale prices", explained O'Donohue. "Even with the robust price growth, we can see that buyers continue to view home ownership within the Durham Region as a great long-term investment".

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