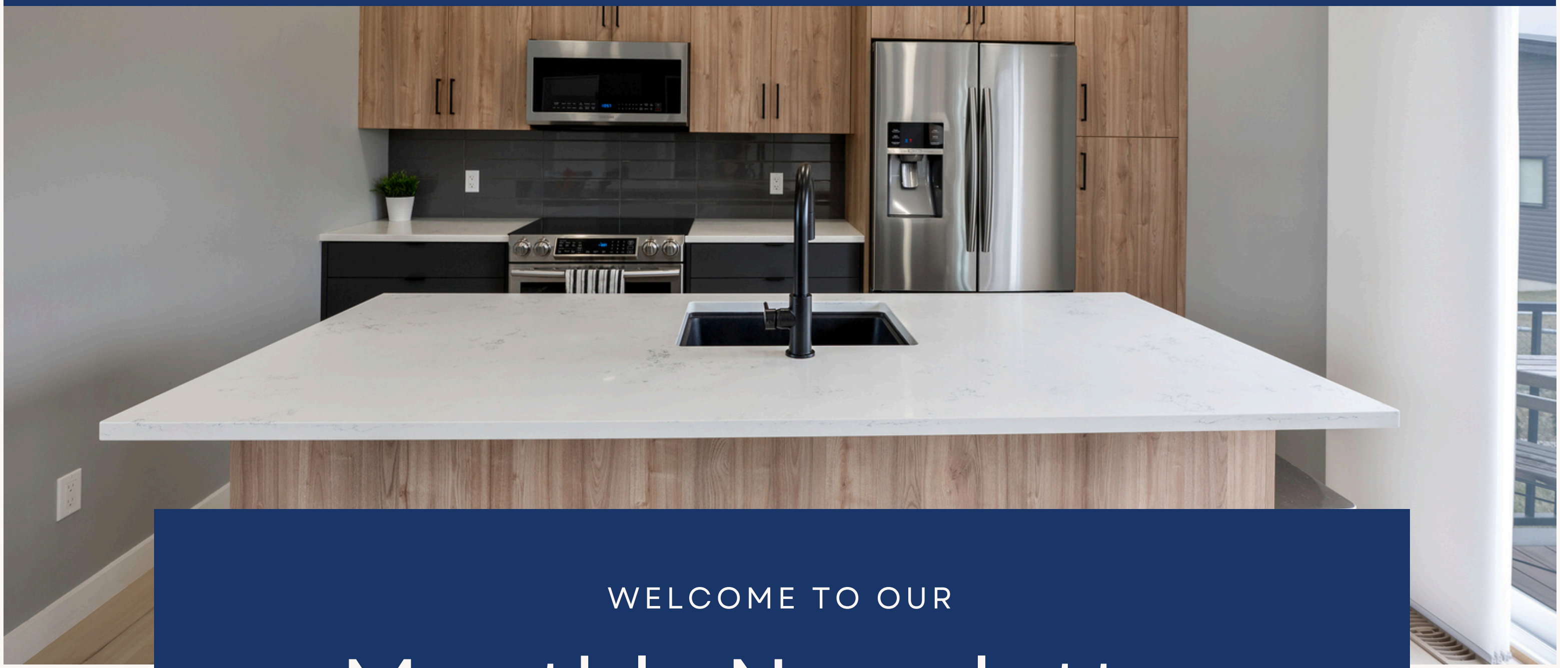

WELCOME TO OUR

Monthly Newsletter

A Market Update

The CK housing market stayed active in July, with home sales coming in 11.8% above the five-year average. Buyers also had plenty of options, with new listings sitting 3.5% above the five-year average and 20.9% above the 10-year average.

The average sale price in July was $439,878, representing a modest 1% increase compared with the first seven months of 2025. Overall, it's a fairly balanced market: buyers have options, while well-priced homes are still selling.

In this newsletter you will find:

Just Listed, Community Events, Tips & Tricks, Notes from Jackie

Just Listed

29712 Esterville Rd, Dresden | $1,225,000 – 54+ acre farm with 3 beds, 2 baths, 33 workable acres, 20+ acres of bush & a 46'×50' shop.

8 Cameo Dr, Leamington | $479,900 – 3 bed, 2 bath raised ranch with garage, sunroom & fenced yard.

34 Campbell St, Chatham | $309,000 – 3 bed, 1 bath investment property.

249 Victoria St, Highgate | $375,000 – 4 bed home on a double lot with garage & workshop.

944 McNaughton Ave E, Chatham | $579,900 – 5 beds, 2 baths, triple garage & large lot.

36 Henry O'Way, Chatham | $619,900 – Full-brick ranch with 2 beds, 2.5 baths & double garage.

29338 Jane Rd #72, Thamesville | $246,113 – 3 beds, 2 baths on a double lot.

202 Campus Pkwy #306, Chatham | $228,000 – 2 bed condo with balcony & parking.

SEE FULL LISTNG DATA

Tips & Tricks

Give Your Home a Quick Summer Check-Up! Take 10 minutes to walk around your property and check that gutters are clear, downspouts are directing water away from the foundation, and exterior caulking around windows and doors is intact.

Community Events

🐎 Mustang & Mustang | August 15
A must-see for car and aviation enthusiasts, celebrating two iconic Mustangs!

❄️ Frozen Fest | August 22 – Ridgetown
Head to Ridge House Museum from 1–4 PM for FREE family fun, frosty crafts, Ice Age creatures and activities for all ages.

SEE EVENT DETAILS IN FULL

Notes from Jackie

Well… summer is flying by, the kids are heading back to school before we know it, and the real estate market continues to keep us on our toes. Right now, buyers have more choice, which means they can afford to be a little pickier. If I were buying, I'd be watching the homes that have been sitting for a few weeks, keeping an eye on price reductions, and negotiating confidently when the opportunity makes sense. Not every seller is desperate, but sometimes a little patience can create a very good opportunity.

If I were selling right now, my focus would be price, presentation, and patience. Buyers are comparing everything, so coming to market too high with the plan to "just see what happens" can backfire. I'd rather price strategically from Day 1, make the home look its absolute best, market the heck out of it, and give buyers a reason to choose mine over the others.

And expectations? This isn't necessarily the market where every home sells overnight with twelve offers before breakfast, and that's okay. A successful sale isn't measured by how quickly the SOLD sign goes up; it's about getting the best possible result for your particular property and situation.

Good strategy matters more than ever, and sometimes the smartest move is knowing when to negotiate, when to adjust… and when to sit tight and let the marketing do its job.

Thinking about buying or selling?

LET'S CHAT ABOUT WHAT THESE NUMBERS ACTUALLY MEAN FOR YOU.

@jackiepattersonrealtor | jackie@goldenacresrealestate.ca

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