

Oakville & Burlington Market Watch

Halton December Sales

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Record Sales in 2016

Toronto Real Estate Board President Larry Cerqua announced that 2016 was a second consecutive record year for home sales. Greater Toronto Area REALTORS® reported 113,133 home sales through TREB’s MLS® System – up by 11.8 per cent compared to 2015. The calendar year 2016 result included 5,338 sales in December – an annual increase of 8.6 per cent.

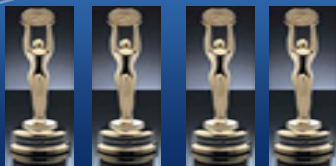
The strongest annual rate of sales growth in 2016 was experienced for condominium apartments followed by detached homes.

“A relatively strong regional economy, low unemployment and very low borrowing costs kept the demand for ownership housing strong in the GTA, as the region’s population continued to grow in 2016,” said Mr. Cerqua.

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Darlene Darragh

Award Winning Sales Representative 2013 - 2016

CENTURION® Producer*



Record Sales in 2016

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The annual rate of growth for the MLS® Home Price Index (HPI) in the TREB market area accelerated throughout 2016 – from 10.7 per cent in January 2016 to 21 per cent in December 2016. The overall average selling price for calendar year 2016 was \$729,922 – up 17.3 per cent compared to 2015. The pace of the annual rate of growth for the average selling price also picked up throughout the year, including a climb of 20 per cent in December.

“Price growth accelerated throughout 2016 as the supply of listings remained very constrained. Active listings at the end of December were at their lowest point in a decade-and-a-half. Total new listings for 2016 were down by almost four per cent. In 2016, we saw policy changes and policy debates pointed at the demand side of the market. If we want to see a sustained moderation in the pace of price growth, what we really need is more policy focus on issues impacting the lack of homes available for sale,” said Jason Mercer, TREB’s Director of Market Analysis.

Source: TREB

Sales & Average Price by Major Home Type in Dec. 2016

	Sales			Average Price		
	416	905	Total	416	905	Total
2016						
Detached	526	1,733	2,259	\$1,286,605	\$934,055	\$1,016,145
Semi - Detached	138	319	457	\$808,920	\$630,053	\$684,065
Townhouse	172	610	782	\$662,959	\$566,395	\$587,634
Condo Apartment	1,238	493	1,731	\$466,592	\$375,572	\$440,669

Year-Over-Year Per Cent Change

Detached	-7.6%	12.0%	6.8%	23.7%	25.1%	23.1%
Semi - Detached	-11.5%	0.6%	-3.4%	8.4%	27.1%	18.3%
Townhouse	-19.6%	6.1%	-0.9%	23.5%	25.3%	23.7%
Condo Apartment	19.5%	16.0%	18.5%	16.6%	15.5%	16.5%

Source: TREB

2016 Year over Year Sales

	2016	2015	% Chg.
Sales	5,338	4,917	8.6%
New Listings	4,188	4,745	-11.7%
Active Listings	4,746	9,137	-48.1%
Average Price	\$730,472	\$608,714	20.0%
Average DOM	20	29	-31.0%

December 2016 Halton Statistics

Detached December 2016 home sales on the TREB board for Halton:

	Number of Sales	Dollar Volume ¹	Average Price ¹	Median Price ¹	New Listings ²	Avg. SP / LP ⁴	Avg. DOM ⁵
TREB Total	113,133	\$82,578,210,100	\$729,922	\$602,000	154,266	103%	17
Halton Region	9,863	\$7,962,817,620	\$807,342	\$690,000	12,528	101%	17
Burlington	2,327	\$1,610,967,527	\$692,294	\$629,900	2,924	100%	19
Halton Hills	1,007	\$638,450,601	\$634,013	\$585,000	1,247	100%	18
Milton	2,486	\$1,597,013,453	\$642,403	\$612,000	3,007	102%	14
Oakville	4,043	\$4,116,386,039	\$1,018,151	\$890,000	5,350	101%	18

Semi- Detached December 2016 home sales on the TREB board for Halton:

	Sales ¹	Dollar Volume ¹	Average Price ¹	Median Price ¹	New Listings ²	Active Listings ³	Avg. SP / LP ⁴	Avg. DOM ⁵
TREB Total	2,259	\$2,295,471,655	\$1,016,145	\$843,600	1,736	2,224	101%	20
Halton Region	228	\$232,697,011	\$1,020,601	\$899,450	163	281	99%	27
Burlington	56	\$50,319,150	\$898,556	\$815,000	43	74	97%	27
Halton Hills	29	\$20,831,290	\$718,320	\$680,000	20	56	98%	35
Milton	45	\$38,977,495	\$866,167	\$778,000	34	47	101%	40
Oakville	98	\$122,569,076	\$1,250,705	\$1,155,500	66	104	100%	19

Condo Townhomes December 2016 home sales on the TREB board for Halton:

	Sales ¹	Dollar Volume ¹	Average Price ¹	Median Price ¹	New Listings ²	Active Listings ³	Avg. SP / LP ⁴	Avg. DOM ⁵
TREB Total	370	\$189,368,906	\$511,808	\$491,250	335	269	102%	17
Halton Region	38	\$18,730,000	\$492,895	\$475,750	34	31	101%	17
Burlington	16	\$8,353,500	\$522,094	\$495,000	9	6	100%	23
Halton Hills	3	\$980,000	\$326,667	\$310,000	1	0	95%	15
Milton	1	\$365,000	\$365,000	\$365,000	2	2	106%	9
Oakville	18	\$9,031,500	\$501,750	\$469,000	22	23	102%	13

SOURCE: TREB

2016 Monthly Stats

January	4,640	\$630,193
February	7,583	\$685,738
March	10,260	\$688,011
April	12,017	\$739,767
May	12,793	\$752,324
June	12,730	\$746,961
July	9,934	\$710,538
August	9,751	\$710,975
September	9,836	\$756,168
October	9,723	\$762,747
November	8,528	\$777,181
December	5,338	\$730,472
Year to Date	113,133	\$729,922



"Now is the time to list your property with the inventory being so low".

**PROMISES KEPT,
RESULTS
DELIVERED**

SOURCE: TREB

**YOU
ONLY
LIST
ONCE**

WHEN YOU LIST WITH ME

Darlene Darragh

Award Winning Sales Representative 2013 - 2016

CENTURION® Producer 2016

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Contact me at
905-484-4653
for details



Historical Annual Stats

Year	Sales	Average Price
2004	83,501	\$315,231
2005	84,145	\$335,907
2006	83,084	\$351,941
2007	93,193	\$376,236
2008	74,552	\$379,347
2009	87,308	\$395,460
2010	85,545	\$431,276
2011	89,096	\$465,014
2012	85,496	\$497,130
2013	87,040	\$522,958
2014	92,782	\$586,624

*For historic annual sales and average price data over a longer time frame go to: <http://www.darlenedarragh.com/real-estate-statistics>

2015 MONTHLY STATISTICS^{1,7}

January	4,318	\$552,925
February	6,294	\$596,320
March	8,886	\$613,818
April	11,254	\$636,094
May	11,640	\$649,648
June	11,905	\$639,309
July	9,813	\$608,875
August	7,943	\$603,534
September	8,147	\$627,867
October	8,759	\$630,254
November	7,337	\$632,774
December	4,917	\$608,714
Annual	101,213	\$622,121

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“Lets Talk Real Estate” Podcasts

I am thrilled to expand my online marketing to now include podcasts in addition to video.

Starting in July we launched the “Let’s Talk Real Estate – Let’s Get Real Podcast series.

The response has been overwhelming. We are talking about topics submitted by the viewers and includes topics such as:

- Staging
- Selling your home on your own
- Discount brokerage pitfalls
- Renovating
- Buying a home for your children
- Buying investment properties

You can listen to these podcast by:

- Following my social media sites
- Accessing a direct link from the www.OakvilleDailyHouses.com or www.BurlingtonDailyHouses.com website posts or emails if you are on my automatic daily listing emails
- Selecting Podcast on the www.DarleneDarragh.com or www.HomeSaleDivas.com

SOURCE: TREB

Index & Benchmark Pricing

	Composite			Single-Family Detached			Single-Family Attached			Townhouse			Apartment		
	Index	Benchmark	Yr./Yr. % Chg.	Index	Benchmark	Yr./Yr. % Chg.	Index	Benchmark	Yr./Yr. % Chg.	Index	Benchmark	Yr./Yr. % Chg.	Index	Benchmark	Yr./Yr. % Chg.
TREB Total	227.7	\$694,900	21.05%	238.0	\$885,600	23.25%	241.2	\$681,900	22.13%	220.3	\$481,600	20.38%	189.8	\$381,500	15.24%
Halton Region	239.0	\$781,800	20.95%	236.1	\$876,000	21.14%	243.1	\$630,700	21.98%	220.5	\$435,200	19.19%	-	-	-
Burlington	239.1	\$708,200	18.72%	235.5	\$829,000	17.11%	235.3	\$561,200	15.91%	222.0	\$443,300	18.65%	-	-	-
Halton Hills	213.2	\$620,800	20.18%	216.2	\$691,700	22.63%	236.6	\$582,700	23.81%	206.2	\$371,700	20.37%	-	-	-
Milton	229.2	\$632,900	22.04%	216.5	\$750,700	23.84%	239.2	\$597,100	24.26%	208.1	\$381,500	19.87%	-	-	-
Oakville	250.8	\$924,800	20.87%	249.4	\$1,033,600	20.77%	253.3	\$685,500	20.73%	225.7	\$498,400	18.85%	-	-	-

SOURCE: TREB

Coming Soon



Coming Soon – Builder’s Lot (Bronte)

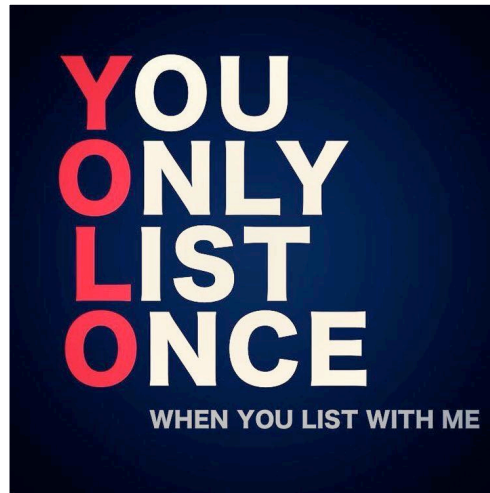
Large lot to build in Bronte. Details to follow.

Wanted.....

I have buyers looking in all areas in Oakville & Burlington to buy and rent but some areas that my immediate buyers are looking are (but not limited to the following areas):

- Bronte (building lots, renovated and non-renovated homes)
- South West & East (building lots, renovated and non-renovated homes)
- Glen Abbey
- Burlington (Elizabeth Garden, Roseland & Shoreacres)

I HAVE BUYERS WITH TOP OFFERS!



175 Hedgestone Crescent	310 Beaver Street	4 Edgewater Drive	1272 Mapleridge Drive
2302 Mowat Avenue	3301 Liptay Avenue	2323 Confederation Pkwy	1374 Heritage Way
100 Burloak Drive #1216	3246 Liptay Avenue	360 Square One #907	190 Woodhaven Park
100 Burloak Drive #2316	5151 Wood Crescent	5151 Wood Crescent	2096 Thornlea Drive
100 Burloak Drive #1410	53 Chatfield Drive	530 Falgarwood Drive #13	2240 Dewsbury Drive
115 Antibes Drive	736 Milfield Drive	1291 Hilton Lane	3033 Silverthorne Drive
1280 Ellenton Drive	113 Rainsford Road	1440 Bishops Gate	3064 Eberly Way
2007 Quinte Street	2170 Marine Drive #806	173 Milkweed Avenue	169 Squire Crescent
2016 Parklane Crescent	261 Margaret Avenue	1270 Monks Passage	3404 Kinglet Court
2365 First Street	322 Ridge Road	2323 Millward Avenue	

New Listings



2315 Millward Avenue (Bronte, Oakville)

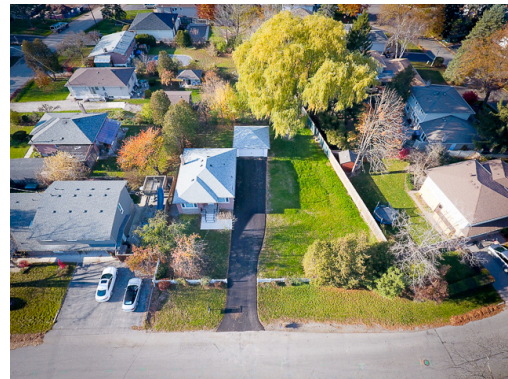
\$1,400,000

LOCATION, LOCATION, LOCATION....HUGE LOT, RARELY OFFERED. With 115' frontage (115' x 120' x 83' x 124 feet approx.) a lot this size rarely becomes available. Attention Builders & Investors.

Excellent Opportunity To Build Your Dream Home In Sought After Bronte Oakville. Located In An Area Of Tremendous Growth. Surrounded By Million Dollar Homes. Close To Top Rated Schools. Family Oriented Neighbourhood. Walk To Bronte Village, Oakville Harbour, Parks & Trails, Shops, Restaurants, Hwy & Public Transit. Situated on quiet and private street with trees, few homes and sidewalk free. With few lights, lush trees and walking distance to the village, you feel like you are in the country.

Town recently approved a build for approx. 4,100 sq. foot new home, it is rare to purchase a lot that is big enough for such a large new home. Chose to live or rent the existing 3+1 bungalow recently renovated and includes hardwood floors, updated kitchen, new appliances, lighting, freshly painted and more.

Don't miss out on this fantastic opportunity.



Your trust means so much to me

Selling your home is a privilege.

Real estate is my passion because I truly believe that once my clients' home life is settled, everything else falls into place.

With a passion for homes and over 30+ combined years experience in real estate sales, communications, marketing, negotiations, website design, social media marketing, relocations, decorating and staging, I know your home and your needs are as unique as you are!



My experience, dedication and attention to detail throughout the entire sale and/or buying process will provide you with the results you expect.

What kind of Realtor am I?

When most people think of the word "REALTOR®", the image of a professional helping someone buy or sell a home comes to mind. Of course, that's a big part of the job! But as your REALTOR®, I also consider it my job to help you enjoy your home between transactions.

How do I do that?

This informative newsletter is one way. Another is to invite you to give me a call when you have questions about the real estate market or want to know the current market value of your home.

If you need some work done around the property, I may also be able to recommend a good contractor from amongst the reputable home professionals I know.

Is there any other way I can be of service? Please let me know!

Darlene Darragh

Sales Representative

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