

Oakville & Burlington Market Watch

Looking for International Properties – Mexico has Gems

Page 1



Looking for a Winter Escape – Consider Real Estate in Mexico

I am so pleased to announce our team is working with a Mexican Real Estate Developer to include in our international portfolio of properties you may want to consider purchasing.

Whether you are looking to relocate, spend the winter in a warm climate, looking at an investment property for income or want to buy and rent now intending to enjoy the property later, this is an opportunity you don't want to miss.

We travel several times a year in order to expand our international real estate opportunities. Mexico is one of our favourite spots. We love the climate, culture and ease at getting there from Ontario. We have just returned and are thrilled to be working with TAO Mexico, a Mexican Real Estate Company.

Continued on page 2

What's Inside

- Page 1 Wonderful new Mexican real estate
- Page 3 Condo Sales Down Despite Tight New Market
- Page 5 Most Buyers Won't Delay Purchasing
- Page 6 Fitch: Canadian Market will Slow but Remain Strong
- Page 7 Oakville Sales Stats
- Page 8 Women are biggest Drivers for Real Estate
- Page 10 2017 Second Strongest Year for Transactions
- Page 13 New Listings
- Page 15 Just Sold



Darlene Darragh

Award Winning Sales Representative 2013 - 2017



Looking for a Winter Escape – Consider Real Estate in Mexico

Continued from page 1

After touring several developments and working with their staff, we were so impressed with the design, amenities, tranquility, locations and service TAO Mexico has to offer.

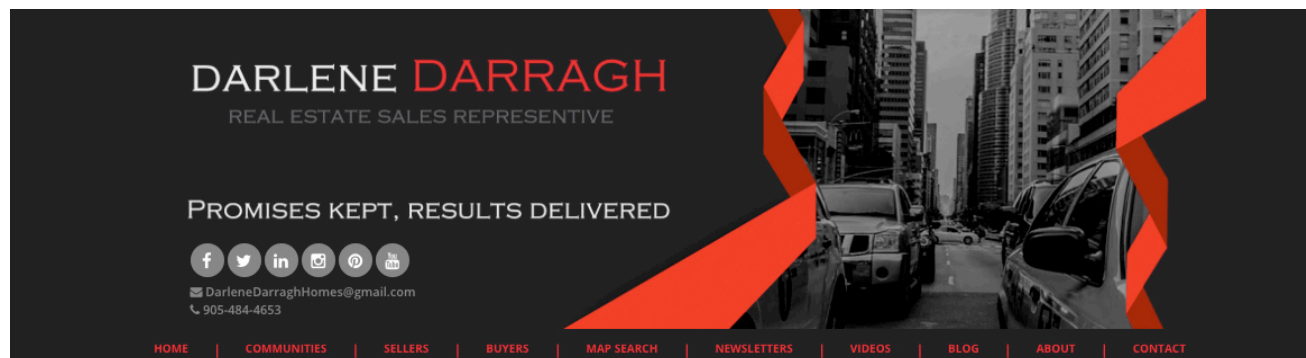
This exclusive arrangement allows you to be able to get involved in these vibrant communities. So you may be asking why did the Darlene Darragh Team decide to work with this Mexican company? Well we have so many clients wanting to internationally purchase a resident, investment property or second home.

In 2006 after traveling for many years to more than 100 countries around the world, Benjamin Beja, the CEO of TAO Mexico, saw a great need for people to feel a part of something.

It started as an idea to develop a residential community that connected people with nature and creates a **sense of belonging among like-minded individuals**; people that share the desired to live a refined balanced life in **communion with nature**. **TAO** is a word of Chinese origin whose meaning can be translated as “**The way**”. The roads unite two points, therefore creating a connection.

Their developments are situated in privileged zones within the state of Quintana Roo, totally exclusive and incredibly private. A 10minute ride from Akumal, 20 minutes away from Tulum and 25 from Playa del Carmen, one of the most beautiful cities of the Mexican Caribbean.

Continued on page 11



DARLENE DARRAGH
REAL ESTATE SALES REPRESENTATIVE

PROMISES KEPT, RESULTS DELIVERED

f t in i p y

DarleneDarraghHomes@gmail.com
905-484-4653

HOME | COMMUNITIES | SELLERS | BUYERS | MAP SEARCH | NEWSLETTERS | VIDEOS | BLOG | ABOUT | CONTACT

Condo Corner

GTA Condo Sales Down in Tight Market Despite New Supply

There was a 9.8% year-over-year rise in new condo listings in the Greater Toronto Area in the fourth quarter of 2017 but the market remained relatively tight.

Condo sales were down 15.4% compared to Q4, 2016 with 5,773 units sold through the Toronto Real Estate Board's MLS system. But with inventory of 8,186 the sales to new listings ratio was 70%.

“Demand for condominium apartments remained strong relative to listings in the fourth quarter. Even with the uptick in listings, which was certainly welcome, there was enough competition between buyers to prompt double-digit annual rates of price growth. This points to the fact that we still do have a supply problem in the GTA that needs to be addressed to ensure the long term sustainability of the marketplace,” said TREB president Tim Syrianos.

The tight supply added upward pressure to prices with condos selling for an average \$515,816, up 17.9% from a year earlier.

“Seller's market conditions remained in place for the condominium apartment market segment in the fourth quarter. Based on price point, this housing type remains top of mind for many first-time buyers. In addition, as home prices have grown year-over-year some buyers who initially may have considered the purchase of a low-rise home have chosen to purchase a condo apartment as well,” said Jason Mercer, TREB's Director of Market Analysis.

Source: Steve Randall (Real Estate Professional Mag)

Award Ceremonies



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

Centurion Award Recipient of a 2016 Centurion® Award

"To achieve Centurion status is to earn one of the most prestigious awards presented to a producer, individual, or team. Only a small number of sales professionals in the system ever reach this elevated status."

PROMISES KEPT, RESULTS DELIVERED



Darlene Darragh

Award Winning Sales Representative 2013 - 2016

CENTURION® Producer 2016

Contact me at
905-484-4653
for details



Most buyers won't delay despite rate rises

The recent increases in interest rates appear not to have dampened the intentions of most Canadian home buyers.

Just 1 in 4 surveyed for CMHC's 2018 Prospective Home Buyer Survey said that an interest rate would make them very likely to delay purchasing a new home.

However, the tight inventory in some markets is likely to delay home purchase with more than 40% saying they would wait to find the ideal home and a similar share willing to compromise on the size and location.

All groups of prospective buyers would prefer a move-in-ready home or a newly built one.

While many are not put off, the tighter mortgage regulations and interest rate rises were not a top motivator for their purchase; most respondents cited better accessibility and investment as their top motivators.

"The Survey findings provide insights and valuable information for mortgage professionals about their future clients and their needs," said Nathalie Fredette, Vice-President, Client Relationship Management. "It brings awareness amongst the industry and contributes to financial literacy by helping Canadians make informed and responsible home buying decisions."

Most respondents will finance their home purchase with a mortgage – especially first-time buyers – with a down payment saved 1 to 2 years before purchase.

Source: Steve Randall (REP Mag)



“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 websites

Investors Corner

Fitch: Canadian market will slow but remain strong

Canada remains one of the bright stars in the global real estate market despite a slowdown in 2018.

A new report from Fitch gives Canada a stable/negative rating as low arrears clash with rising house prices which are at risk of declining. It's forecast for 2018 is for prices to rise 5% (around half of 2017's increase) and for mortgage arrears to remain at the 0.3% level of 2017.

However, it warns that Vancouver and Toronto's price rises make them increasingly vulnerable to a correction.

The report highlights the relative affordability of household debt in recent years due to low interest rates, but notes that this led to tighter mortgage lending rules from OSFI and CMHC.

Fitch is calling for a rise in interest rates of 50 basis points for each of 2018 and 2019 and for mortgage credit growth to be 3% per year.

Despite the rising home prices and highly-leveraged households, Fitch says that the financial infrastructure in Canada is well protected due to mortgage insurance from CMHC.

It sees further lending restrictions to cool demand in overheating markets and also expects foreign ownership rules to have an impact in 2018.

DARLENE DARRAGH
REAL ESTATE SALES REPRESENTATIVE

PROMISES KEPT, RESULTS DELIVERED

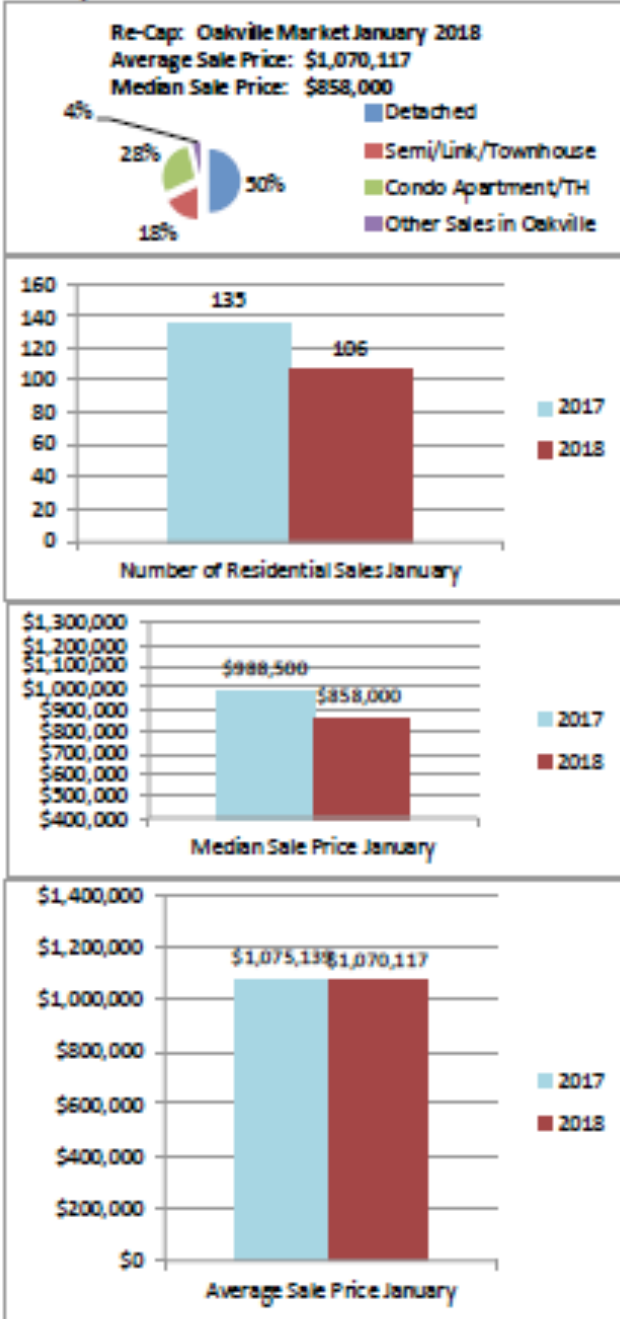
[f](#) [t](#) [in](#) [ig](#) [p](#) [yt](#)

DarleneDarraghHomes@gmail.com
905-484-4653

HOME | COMMUNITIES | SELLERS | BUYERS | MAP SEARCH | NEWSLETTERS | VIDEOS | BLOG | ABOUT | CONTACT

Oakville Real Estate Statistics January 2018

January 2018 Real Estate Market



Re-Cap Oakville Market in January 2018	
Average Sale Price	Median Sale Price
\$1,070,117	\$858,000
Residential Type	Units Sold by Type
Detached	53
Semi/Link/Townhouse	19
Condo Apartment/TH	30
Other Sales in Oakville	4
Total	106
Detached Sales in Oakville	
Price Range	% of Sales by Price
\$600,001 - \$800,000	9.09%
\$800,001 - \$1,000,000	20.00%
\$1,000,001 +	69.09%
Semi/Link/Townhouse Sales in Oakville	
Price Range	% of Sales by Price
\$400,001 - \$600,000	3.56%
\$600,001 - \$800,000	72.22%
\$800,001 - \$1,000,000	11.00%
\$1,000,001 +	11.00%
Condo Apartment/TH Sales in Oakville	
Price Range	% of Sales by Price
\$200,001 - \$300,000	10.00%
\$300,001 - \$400,000	20.00%
\$400,001 - \$600,000	30.00%
\$600,001 - \$800,000	23.33%
\$800,001 - \$1,000,000	6.67%
\$1,000,001 +	10.00%
Other Sales in Oakville	
Price Range	% of Sales by Price
\$600,001 - \$800,000	75.00%
\$1,000,001 +	25.00%

The median sale price is the midpoint of all sales.

Disclaimer: The information provided herein is deemed accurate but not guaranteed.

Source: The Oakville, Milton and District Real Estate Board

Women have become real estate industry's biggest drivers

While some industries are slow to change and reflect predominant social mores, the real estate industry is not one of them.

On the consumer side, there are more single women buying homes than ever before, but the shift is also apparent among the ranks of real estate professionals.

According to Liza Rogers, founder of the Women's Real Estate Network (WREN), women are having an obvious influence on the design and production of homes.

"I can go into a new home and I can tell you right away if a woman has been part of the design team," she said. "The countertops are the first indication; if they're too high, they did not consult a woman."

Rogers started WREN about two years ago because she noticed women were unmistakably changing the real estate industry but had few resources and networks at their disposal. WREN's objectives are to empower women to both invest in real estate and manage their holdings.

Another one of the organization's purposes is to instill the virtues of building responsibly, and WREN will be discussing all of those things and more at the Victoria Real Estate Investment Expo on March 3.

"It's a big one for me and it's the whole reason I started the women's network," said Rogers, who's also one of the Expo's producers. "For women in the marketplace, this is another one of those areas where women are starting to enter the field and we're changing the arena. You can't have a discussion about real estate and investment in a region without talking about sustainability, transportation, affordability, building community, and helping people who are marginalized."

As society becomes more egalitarian and women are no longer deprived of options, but rather encouraged to exercise self-determination, real estate has become one of their most preferred industries. One reason, believes Crause, is women are more visual, and like Rogers, she sees it in the ways homes are designed.

Continue on page 9

Women have become real estate industry's biggest drivers

Continue from page 8

Cheri Crause, a sales agent with Royal LePage Coast Capital Realty in Victoria, can attest to the transformative impact women are having on the real estate industry. An agent for 11 years, Crause has been a real estate investor since 1997 and says the evolution she's witnessed is unambiguous.

"Over the past few years, I would say that, yes, definitely, women are taking on larger roles in the investment realm," she said. "As realtors want to be investors and also take on larger roles, like becoming builders, one thing I've noticed is if you have an investment group, the majority are women."

"It's the height of the cabinets, the height of the counters, the practical layout," she said.

Crause is also a builder—a natural step for a person who has been living and breathing real estate for more than two decades—and she expects more women in real estate to follow a similar path.

"I certainly see it's still evolving and changing, but I don't know how fast it will go," she said." Part of that is when women see other women doing things, it inspires them. The inspiration is there and when women think 'I can do this too'—when they see that women can be successful in certain fields, it will naturally evolve that way."

Source: Neil Sharma (Real Estate Professional Mag)

2017 the second strongest year for housing transactions

Canadian home sales rose to a record in December just before tougher mortgage rules took effect, helping make 2017 the second strongest market ever.

Transactions climbed 4.5% from November to 45,976, the Canadian Real Estate Association reported from Ottawa last week, and are up 9% over the past two months. This represented the biggest two-month gain since 2009.

Meanwhile, the national benchmark price index was little changed on the month and was up 9.1% from 12 months earlier.

Homebuyers were racing to get ahead of more stringent mortgage eligibility rules that took effect on January 1, potentially distorting year-end sales figures. Still, 2017 was the second strongest year for sales on record, and included strong gains in prices, even with the efforts to slow down the market.

“National home sales in December were likely boosted by seasonal adjustment factors and a potential pull-forward of demand before new mortgage regulations came into effect this year,” CREA chief economist Gregory Klump said, as quoted by Bloomberg. “It will be interesting to see if monthly sales activity continues to rise despite tighter mortgage regulations that took effect on January 1st.”

It was a tumultuous year for realtors, starting with sharp price gains in the Toronto market that prompted regulators to impose new measures, including taxes on foreign buyers, in order to rein it in. The measures helped to cool Toronto prices, but nationally the market remains robust. Sales in December rose in about 60% of markets led by Toronto, Calgary, and the Vancouver area.

The December surge brought the streak of gains to 5 months. Sales for all of 2017 fell by 4% from 2016's record. The Canadian Real Estate Association projected that sales will have another down year in 2018 as demand gets weighed down by rising mortgage rates and a new federal rule requiring borrowers show they can afford payments that are much higher than current market rates.

While national home prices have come down since peaking in May, 2017 was still a strong year. The 9.1% year-over-year price gain in December is the second largest appreciation for that month in the past decade.

Source: Ephraim Vacina (REP Mag)

Looking for a Winter Escape – Consider Real Estate in Mexico

Continued from page 2

The following are some of the communities to consider:

TAO Community

An unparalleled residential community tucked among the magnificent natural splendour of the Riviera Maya. This one of a kind Real Estate complex was created to enhance and inspire holistic wellness. Offering carefully designed exquisite living spaces, are not only visually appealing, but also foster health, happiness and a sense of belonging to a community of fascinating and life-affirming people. TAO Community offers its residents and guests an amazing designed residential area, completed with an onsite Wellness Center, surrounded by the lush tropical jungle of the Caribbean and the amazing view of Bahía Principe's Golf course. In addition, property managements and rental programs can be recommended.

TAO Ocean Residences

Your dream house! The elegance and symmetrical aesthetics of this residential, makes every unit a piece of luxury. The breath-taking design, perfectly complements the natural environment that surrounds it, creating a magnificent peaceful atmosphere. TAO Ocean Residences offer a unique Real Estate opportunity in the Riviera Maya. If you are looking for a good location and high standard living at the best price, it doesn't get any better than this. These residences offer excellent living space layouts that come fully equipped with everything you thought your dream house could have. Just steps away from the Caribbean Sea, with a beautiful Beach Club right in front of the development, this is a residential gem you will love to call home.

TAO Tulum

This is a community with a simple philosophy, where patience and compassion **create a lifestyle of peace and tranquility**. We seamlessly blend the desire for refined, modern architecture and inspirational living spaces into the rich natural tapestry of this precious Caribbean paradise. A generously spaced community hosting just 90 condos, ensuring nature has plenty of space to stretch and breathe. Communal amenities include the central, **open-air Melipona lounge, abundant botanical gardens, a peaceful yoga deck and reading areas, a state-of-the-art gym, an excellent restaurant, and two refreshing swimming pools with poolside patios**. TAO Tulum's boutique, three-story buildings are gently interwoven into the beauty of the natural habitat. Exclusively offering two-bedroom floor plans, TAO Tulum's configurations include ground-floor homes which feature secluded private gardens, second-floor units with deep balconies, and penthouses that have their own private rooftop terraces.

Continued on page 12

Consider Real Estate in Mexico

Continued from page 11

La Selva

Located just a few meters away from the pristine white sand beaches and the crystalline waters of the Mexican Caribbean, inside the Grand Sirenis Riviera Maya complex, is definitely a great opportunity to invest in the Riviera Maya. This new boutique building will be having 12 condos; each condo will have two bedrooms, 2 bathrooms, and a very nice kitchen & living room space. This exquisite project will have a spectacular rooftop pool area with views across the jungle to the azure Caribbean Sea.

El Bosque

Located just a few meters away from the pristine white sand beaches and the crystalline waters of the Mexican Caribbean, inside the Grand Sirenis Riviera Maya complex, is definitely a great opportunity to invest in the Riviera Maya. This new boutique building will be having 12 condos; each condo will have two bedrooms, 2 bathrooms, and a very nice kitchen & living room space. This exquisite project will have a spectacular rooftop pool area with views across the jungle to the azure Caribbean Sea.

La Luna

A residential paradise situated at the Grand Sirenis Complex. The innovative design and extraordinary taste that La Luna architecture has, will definitely take your breath away. It's two buildings, nested in one of the most beautiful natural areas in the Riviera Maya, feature 12 condos each, resulting in a perfect blend of comfort and nature. Most of the condos have a lock-off unit, which is a wonderful feature when it comes to renting out your property. All of these fantastic and spacious condos include a pleasant balcony/terrace, some of them have a Jacuzzi and a beautiful private deck.

Studio Playa

This 16 unit residential boutique paradise with a commercial space, situated in the heart of Playa del Carmen, one of the most cosmopolitan cities in Latin America and definitely the trendiest place in Riviera Maya. With its minimalist architecture, the clean lines of Studio Playa draw nothing but perfection and beauty. Offered at a truly affordable price, this building features ocean, jungle or city views, one bedroom, one bathroom studios / apartments, with first quality materials and excellent finishes. There are three different model units, four per floor, all of them equipped with a beautiful kitchenette, air conditioner and some of them include a private wooden deck terrace. Studio Playa also has a common sky lounge pool area and terrace that will be perfect to enjoy the sun and breeze of the magical Caribbean Sea any time of the day.

For more information, contact Darlene Darragh at 905-484-4653 or visit www.DarleneDarraghHomes@gmail.com.

New Listing



243 Vilma Drive, Oakville (Bronte) \$1,270,000

Go to <http://www.darlenedarraghomes.com/b/buyers/featured-listings/new-listing---243-vilma-drive-oakville.html> for more details.

LOCATION, LOCATION, LOCATION...HUGE LOT, RARELY OFFERED. With 70' x 149' deep and private lot rarely becomes available in the much sought after area of Bronte. Such a deep lot in this area rarely is available. Excellent Opportunity To Build Your Dream Home In Sought After Bronte Oakville or renovate this home. 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. Chose to renovate the 3+1 bungalow, add on to the existing home or rebuild. Don't miss out on this fantastic opportunity.

Contact me at DarleneDarraghHomes@gmail.com for a private viewing.

Just Sold



Real Estate Sales Representative

Darlene Darragh

www.DarleneDarragh.com

548 Fifty Road-
Stoney Creek
Listed at
\$849,900

Congrats to my wonderful clients who purchased this home in Stoney Creek.

SOLD

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

Right At Home Realty, Brokerage

Office: 905-637-1700

Direct: 905-484-4653

DarleneDarraghHomes@gmail.com

www.HomeSaleDivas.com

www.DarleneDarraghHomes.com

www.OakvilleDailyHouses.com

www.BurlingtonDailyHouses.com

www.OakvilleMarketWatch.com

