

Oakville & Burlington Market Watch

Our Best ‘Thank You’ Gift EVER

Page 1



Certified Resale Home Program – Coming Soon

We are so excited to offer our clients our best ‘thank you’ gift EVER.

As a thank you for buying/selling your home with us, the Darlene Darragh Team is finalizing the details on an offer to reimburse our selling clients the costs of the Certified Resale Home Program costs once their home sale closes. This offer includes paying for:

A Comprehensive Pre-Listing Home Inspection

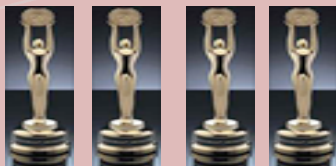
+

\$20,000 coverage (18 Month) Transferrable Warranty towards repairs or replacement of major home components

Continued on page 2

What’s Inside

- Page 1 Certified Resale Home Program – Coming Soon
- Page 3 Small Living Increasing Popular
- Page 5 Toronto Remains a Strong Real Estate Investment
- Page 7 Canadians Borrowing at Record Rate
- Page 8 BC Takes Aim at Foreign Investors Again
- Page 11 International Real Estate- Mexico
- Page 13 International Real Estate- US
- Page 14 Featured Listing
- Page 15 New Listing



Darlene Darragh

Award Winning Sales Representative 2013 - 2017



Certified Resale Home Program – Coming Soon

Continued from page 1

With the market changing, buyers are demanding more and homes for sale need to stand out from the rest, we are finalizing the last details to be able to offer our clients a 100% reimbursement of costs when they register their home in the Certified Resale Home program upon the completion of their sale. Contact us at DarleneDarraghHomes@gmail.com for details on how not to miss out on this fantastic offer.



Don't sell a home without it!

CERTIFIED RESALE HOME
AMERISPEC

What is Certified Resale Home?

A comprehensive pre-listing home inspection + **An 18-month, transferable warranty** = **CERTIFIED RESALE HOME**

A home inspection from Canada's leading home inspection company — AmeriSpec. AmeriSpec offers over 25 years of experience and provides an impartial, honest and expert assessment that both the seller and buyer can trust.

Your detailed AmeriSpec Report™ will:

- ✓ review over 400 items in the home
- ✓ provide detailed information about the home to enhance buyer comfort and optimize purchase offers

The Certified Resale Home warranty provides both the seller and buyer with up to a maximum of \$20,000 coverage towards the repair or replacement of the following:

- ✓ Foundation
- ✓ Heating
- ✓ Cooling
- ✓ Roof
- ✓ Swimming pool equipment (optional)
- ✓ Septic tank system (optional)

For a low, one-time fee you get a complete pre-listing home inspection from a name you can trust, PLUS an 18-month warranty that is fully transferable from seller to buyer upon closing.

* Assumes standard inspection and warranty coverage. Optional swimming pool equipment coverage is an additional \$30; optional septic tank system coverage is an additional \$20.

\$20,000 coverage for:

- ROOF
- FOUNDATION
- HEATING
- COOLING
- SEPTIC
- POOL

Condo Corner

Small Living Increasing Popular

Latest data from Statistics Canada revealed that the number of people living in apartments taller than 5 storeys went up more than 12% between the 2011 and 2016 census.

The change was particularly noticeable in B.C. where the number of people living in single-detached homes dropped by 1.4%, while the number of people living in apartments taller than 5 storeys went up by more than 23%.

Among the Canadians choosing to live small include artist Shelley Vanderbyl, who lives with her husband and their three kids in a 950-square-foot home in Winnipeg.



GET COZY
I'LL HANDLE SELLING YOUR HOME!

Living small was never the plan, Vanderbyl said, but it's worked for the family, which includes a 15-month-old, a 3-year-old, and a 6-year-old.

"My kids have always grown up in this space. It doesn't feel small to them. You sort of just get used to it," she told The Canadian Press, adding that the limited area teaches children problem solving, creativity, and conflict resolution. "If you're angry at someone, you can't go somewhere and be away from them. You've got to sort it out. You just decide that you're going to get along."

A small floor plan does require flexibility, Vanderbyl noted. Her family has learned to use every room for a variety of purposes and to move people and objects around as needed.

Sometimes the results are non-traditional, but she stated that the expectation for families to have large, spacious homes is relatively new and doesn't exist in many places outside of North America.

"I think you have to let go of expectations and not feel guilty if your baby sleeps in a play pen because it's smaller than the square footage of a crib or it's on wheels and rolls better," Vanderbyl explained. "You just do what your family needs to do and what feels right for you."

Minimalism is also key to small living, according to freelance writer Emily Morrice, whose family of five lives in a 1,000-square-foot, two-bedroom condo in downtown Montreal.

Constant decluttering is necessary, as is saying "no" to people who want to buy the kids presents. "You have to be careful about that," Morrice said. "Or once you let new stuff in, you have to be willing to send things out."

Source: REP Mag (Ephraim Vecina)

Award Ceremonies



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."



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

Promises Kept, Results Delivered



Contact us at
905-484-4653
for details

Darlene Darragh

Award Winning Sales Representative 2013 - 2017

CENTURION® Producer 2016



Investors Corner - Toronto Remains a Strong Real Estate Investment Magnet

The Toronto region posted its seventh year of record commercial-property sales and there's still room to rally as a buoyant economy leads to surging demand for everything from hotels to offices, according to Altus Group Ltd.

"You're going to see large global companies wanting to position themselves in Toronto," with its proximity to the U.S., Altus CEO Robert Courteau told Bloomberg. "All the demographics say with immigration and available rental, that we have a hot economy here for the next several years."

Sales of investment properties in Canada's biggest city surged 38% to \$23.5 billion in 2017, according to a report from Altus. A booming tech and financial sector helped send unemployment in the city to 4.3% in December from 5.5% a year ago even as it remained a magnet for immigrants. Meanwhile, companies such as LaSalle Investment Management Inc. have launched funds focusing on Canadian commercial property as foreign investors seek a haven with open borders and stable finances.

Among high-profile transactions was Alberta Investment Management Corp.'s purchase along with KingSett Capital Inc. of the remaining 50% stake in Scotia Plaza for \$682 million. Also, Leadon Investment Inc. bought the 567-room Delta Hotels by Marriott Toronto for \$216 million as part of their larger \$1.1 billion portfolio acquisition of properties across Canada from British Columbia Investment Management Corp.

Continue on page 6

REAL
ESTATE



UPDATE
PODCAST

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Right At Home Realty Inc.



"Let's Talk Real Estate" Podcasts

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

The response to our "Let's Talk Real Estate – Let's Get Real Podcast series has been overwhelming. We are talking about topics submitted by the viewers and includes:

- Condo Corner
- Investors Corner
- Senior Corner
- Real Estate Updates

You can listen to these podcast at
[http://www.darlenedarraghhomes.com/
videos/podcasts/](http://www.darlenedarraghhomes.com/videos/podcasts/)

Investors Corner

Toronto Remains a Strong Real Estate Investment Magnet

Continue from page 5

Land sales took up the bulk of the annual increase in investment volumes rising 49% to \$8.5 billion, Altus said. Residential-land sales should remain strong this year, although high prices and policy changes have introduced more uncertainty to the market. Vacancy rates in office and industrial markets should remain low due to tight supply, Altus added.

Organizations like WeWork Cos., the co-working giant which opened a 35,000-square-foot office with 700 members in Toronto last week, have completely changed the way that space gets contracted, Courteau said. Companies that may have specialized in shopping-mall development are now considering multi-use space that includes apartments, offices, and rentals, he said.

“The real estate landscape has changed to one where inventory management, understanding demographics, thinking about the use of property and about different rental scenarios is now a much more sophisticated game,” he said.

Source: REP Magazine (Ephraim Vecina)



“
*Fall in love with
where you live, home
should be a dream
come true.*”

Canadians Borrowing at Record Pace

Home equity lines of credit, known as HELOCs, are emerging as a preferred means of accessing funds.

Balances of nonmortgage loans to individuals for nonbusiness purposes, secured by residential properties, a category that includes HELOCs, jumped 7.2 per cent in December from a year earlier, the fastest annual growth since 2012, reaching a record \$230 billion, according to data published Thursday on the website of the Office of the Superintendent of Financial Institutions.

Borrowers can tap HELOCs for up to 65 per cent of the value of their homes, and the funds are most commonly used for making renovations, investing and consolidating debt, according to a June 2017 report by the Financial Consumer Agency of Canada.

“Houses are becoming piggy banks,” said Paul Gulberg, a Bloomberg Intelligence analyst. It’s “either greed-based or need-based.”

HELOCs can also be a red flag for policy-makers.

It’s a type of borrowing that may contribute to increased household vulnerabilities because it typically doesn’t require the principal to be repaid on a fixed schedule, the Bank of Canada said in its most recent financial system review. About 40 per cent of HELOC borrowers don’t regularly pay down the principal.

Of total nonmortgage loans secured to individuals for nonbusiness purposes, those secured by residential property represent about 46 per cent, the data show.

Compared to other loan types, such as auto loans and credit cards, rates on HELOCs are typically cheaper, making them more attractive to consumers. They also tend to be more sensitive to fluctuations in borrowing costs, because they’re usually tied to prime rates.

“It’s a rising risk factor because it’s something that reprices more rapidly than a typical mortgage pool,” said Gulberg, adding the risk is rising “in conjunction with the fact that it’s fuelling overall consumer credit, which is considered to be an issue.”

Canadians have about 3 million HELOC accounts and the average outstanding balance is \$70,000, the FCAC said, which also warned HELOC borrowers are increasingly vulnerable to rising interest rates and a housing market correction.

Source: Bloomberg (Erik Hertzberg)



BC Takes Aim at Foreign Investors Again

British Columbia is raising its foreign buyers tax and expanding it to areas outside of Vancouver, while bringing in a new levy on speculators, as part of a sweeping plan to improve affordability in the province's overheated housing market.

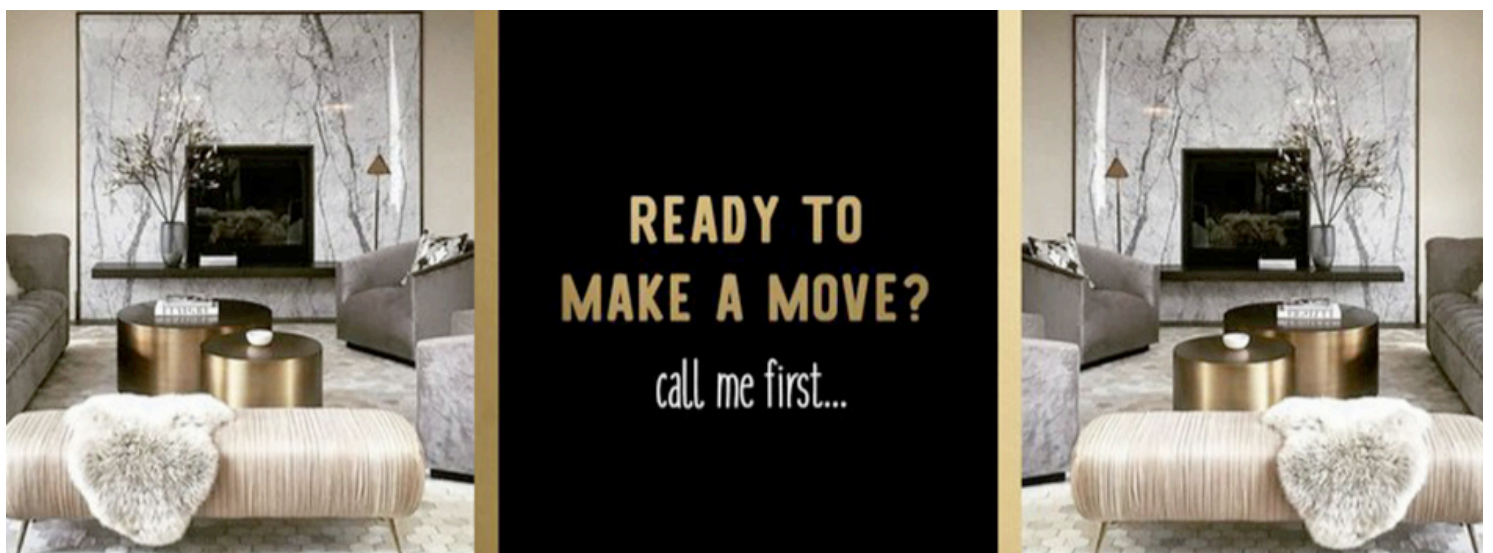
The New Democrat government unveiled a 30-point housing plan in its first full budget on Tuesday that also increases the property transfer tax and school tax on homes over \$3 million, and invests \$6 billion in building 114,000 affordable homes over the next decade.

"Our intent is to bring stability to housing prices with these changes and have revenues to invest in building affordable housing," said Finance Minister Carole James in a speech to the legislature. We recognize these are bold actions. But that's what B.C.'s housing crisis demands."

The previous Liberal government introduced a 15 per cent tax on homes purchased by foreigners in Metro Vancouver in 2016. Sales slowed for several months before rebounding and prices have continued to rise.

The minority NDP government will increase the tax to 20 per cent and will also apply it to homes in the Fraser Valley, central Okanagan, the Nanaimo Regional District and the Victoria area. The changes take effect Wednesday.

Continue on page 9



BC Takes Aim at Foreign Investors Again

Continue from page 8

The speculation tax will be introduced this fall. The annual property tax will target foreign and domestic homeowners who do not pay income tax in B.C., including those who leave homes vacant. Satellite families, or households with high foreign incomes that pay little local income tax, will also face the levy.

Exemptions will be available for most principal residences, long-term rental properties and certain special cases, so most homeowners in B.C. won't be affected, James said.

"This tax will penalize people who have been parking their capital in our housing market simply to speculate, driving up prices and removing rental stock," she said.

In the 2018 tax year, the rate will be \$5 per \$1,000 of assessed value. Next year, the rate will rise to \$20 per \$1,000 of assessed value. It will initially apply to Metro Vancouver, the Fraser Valley, the Victoria area, the Nanaimo Regional District, Kelowna and West Kelowna.

A non-refundable income tax credit will also be introduced to offset the new levy, providing relief for people who do not qualify for an exemption but who pay income taxes in B.C.

Cameron Muir, chief economist at the B.C. Real Estate Association, said the tax could hit B.C. residents who have vacation properties or second homes, as the credit may not be enough to offset it.

It's also unfair to penalize people from other provinces who own vacation homes in B.C., Muir added.

"That's a really big tax increase for Canadians who have done nothing wrong but own recreation property in one of Canada's most amenable climates," he said.

Asked whether out-of-province owners of recreation properties in B.C. would be subject to the levy, James said the government was still considering possible exemptions.

The government also moved to close loopholes that allow people to skirt tax laws. It's building a database on pre-sale condo assignments and a beneficial ownership registry that it will share with tax authorities.

Continue on page 10



BC Takes Aim at Foreign Investors Again

Continue from page 9

The plan also addresses supply through what the government says is the largest investment in housing affordability in B.C. history _ more than \$6 billion over 10 years to deliver 114,000 homes. That includes more than 14,000 rental units, 1,750 units for Indigenous people and 2,500 homes for the homeless.

It will increase a grant for elderly renters and expand a program that helps low-income families.

The government said it's working with municipalities to develop new tools, such as rental zoning, and creating a new office to partner with non-profits and developers to build affordable homes.

Green Leader Andrew Weaver, whose three-member caucus struck a deal to support the minority NDP government, said the speculation tax and foreign buyers' tax should be applied province-wide.

"We support these first steps, however, our view is that they're not really as bold as we need to actually deal with the crisis before us," he said.

The Opposition Liberals said the New Democrats have forgotten about creating revenue and tabled a budget that relies on taxes to pay for its promises.

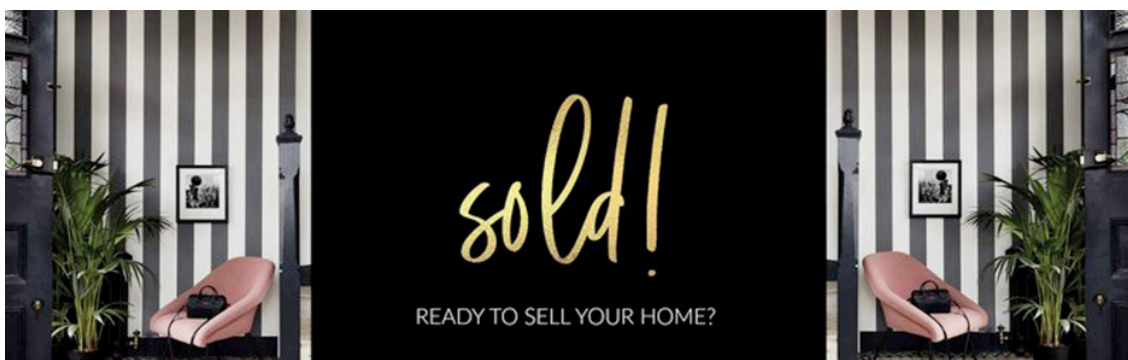
Finance critic Tracy Redies doubted the government would be able to reach its affordable-housing goals.

"They said 114,000 housing units. They are coming up woefully short on that," she said.

Thom Armstrong, executive director of the Co-op Housing Federation of B.C., applauded the government's plan. Taxes on speculators and foreign buyers will help cool the market, he said.

"Anything that moderates demand in the market and has a dampening influence on prices will help the overall situation that our members and clients face," he said.

Source: Canadian Press (Laura Kane)



International Real Estate - Mexico

We are so thrilled to be able to offer you real estate opportunities around the world. These purchases could be to use all year/part of the year, rent for investment income, or rent now and use or sell later. We introduced our partnership in Mexico with TAO Mexico. Full details can be found at <http://www.darlenedarraghomes.com/international-network/tao-mexico/>.

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

International Real Estate - 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 <http://www.darlenedarraghomes.com/international-network/tao-mexico/>.

International Real Estate - US

Thousands of Canadians are snapping up properties in the United States each year. One of the preferred destination spots is Florida.

In fact the data shows Canadians:

- Own over 500,000 homes in Florida – that’s approximately 1 in every 72 people
- Bought 37.0% of all foreign purchased real estate in Florida
- Purchased \$7.03BN of real estate in Florida between April 2016 and March 2017, which represents an increase of 227% against \$3.09BN invested in 2015-2016”

Canadians prefer Orlando because they are familiar with its amenities, shopping, attractions and more. In addition, they understand the demand for rental properties on a long term basis or for vacationing guests. For this reason, the Darlene Darragh Team is thrilled to be able to announce a partnership with an American firm specializing in Canadian real estate purchases in Orlando.

Canadians do a lot of research and are not people that like to be forced into anything. We want our clients to be fully educated, informed and know they are making the right move before they make their final decision. For that reason, we partnered with a company familiar with Canadian purchasers.

To assist with a purchase, our clients will have access to financing through RBC Bank U.S., offering a seamless and full service for our Canadian clients. As the only U.S. financial institution dedicated to serving Canadians in the U.S., their cross-border banking and financing solutions are second-to-none in the banking world.

I and my team members travel to Orlando regularly and it has been a preferred location not only for my children when they were younger because they enjoyed the theme parks (ok I admit they still like to go) but I look forward to showing my grandson the fun we can have for years to come. With his anticipated birth in May, I look forward to the continued Orlando trips showing him the sights and sounds of ‘magic’.

As a mother of a teenager, I understand the shopping attraction for those wanting the wide range of choice and lower prices Orlando shopping and countless outlet malls provides.

As a preferred destination for conferences and attending many ourselves in the area, we know the opportunities for renting.

Look forward to the details shortly on some of the wonderful properties available to you to expand your real estate holdings and increase your rental (passive) income stream.

Featured Listing



243 Vilma Drive, Oakville

Go to <http://www.darlenedarraghhomes.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.

New Listing



5151 Wood Crescent, Burlington (Orchard area)

Welcome to this sun-drenched 3 bedroom, 4 bath home in the much sought after family-friendly area of the Orchard. With approx. 2,789 sq. feet of living space, this "Royale" model is a highly sought after model. Being a corner lot, the sun-drenched windows and professionally landscaped front/side and backyard offers a more spacious feeling than many other homes in the area. The home boasts light hardwood floors, completely updated eat-in kitchen with granite counters, open concept to the family room with gas fireplace and media niche, and 2 piece powder room. Upper level includes a spacious master suite, separate ensuite and walk-in closet for ample storage, 2 additional bedrooms and an additional bathroom. Easy entertaining in the fully finished basement with a separate recreation room, computer niche, laundry room, bathroom and extra storage. Newer roof, aggregate front porch, backyard deck, fully fenced backyard and lush gardens make this home idea for entertaining. Close proximity to many parks, walking trails, schools, shops and professional buildings, this is Orchard living at its finest. Truly a must see, this home won't last. Call or email Darlene at Darlene@homesaledivas.com or call/text 905-484-4653

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.

Darlene Darragh

Sales Representative

Right At Home Realty, Brokerage

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