

Oakville & Burlington Market Watch

Certified Resale Home Program Offer

Page 1



**We are now offering to cover the
Certified Resale Home Program Costs
When You Sell With Us**

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

As a thank you for selling your home with us, the Darlene Darragh Team is now offering 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

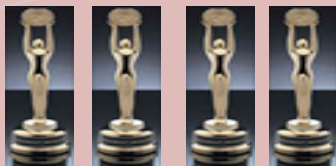
+

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

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Darlene Darragh

Award Winning Sales Representative 2013 - 2017



Certified Resale Home Program – Coming Soon

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With the market changing, buyers are demanding more and homes for sale need to stand out from the rest. To ensure your home stands out from the rest, we are offering our selling 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

Real Estate Board Warns of Wider Impact of Housing Policies

For many of you who follow our podcasts, webinars, newsletters and blogs, you will remember I have been saying for over 6 months that the housing policies introduced were too harsh, the market was correcting itself and that much of the issues were based on supply not just demand. Well now North America's largest board (Toronto Real Estate Board) is now saying that housing policies don't just have an impact on the housing market, they also affect the wider economy.

During a key message this week during the first of two Regional Economic Summits, in Durham and the second is in York next month, TREB provided data from the Altus Group showing that every real estate transaction adds \$68,275 in spin-off expenditure. TREB said that any measure that slows activity in the housing market means less economic activity.

"The importance of the housing sector to the regional economies of the GTA is clear. All levels of government must be mindful of the potential impact of housing policies on the market, from the perspective of economic growth, jobs and government revenues," said TREB President Tim Syrianos.

With a provincial election ahead, TREB is encouraging all candidates to make their housing policy direction clear so that it may be debated.

"It will be especially important to hear policy directions related to the supply of housing in the GTA – an issue which has yet to be addressed with any concrete policy moves from any level of government," added Syrianos.

TREB's updated outlook reveals that the psychological impact of the Ontario Fair Housing Plan and the OSFI mortgage stress tests have made a dent in demand for homes in the GTA.

"The fundamentals underlying the demand for ownership housing will remain sound in 2018. Population growth will continue to be driven by immigration and job growth and will be sustained across a diversity of economic sectors. However, we must be cognizant of the fact that, in the short term, higher borrowing costs and the effects of federal and provincial policy decisions will act as a drag on demand for ownership housing, particularly in the first half of 2018," said Jason Mercer, TREB's Director of Market Analysis and Service Channels.



GET COZY

I'LL HANDLE SELLING YOUR HOME!

Upcoming & Past Award



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

Upcoming Awards Coming

We are so excited to be attending the upcoming award ceremony in March for our 2017 awards. For us, 2017 was our best year ever.

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

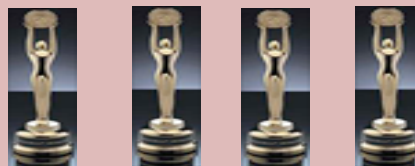


Contact us at
905-484-4653
for details

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CENTURION® Producer 2016



Investors Corner – BC Speculation Tax Potential Financial Crisis

The proposed tax on speculative home buyers in British Columbia is facing growing opposition.

Elected officials in the province have been hit with a flood of calls from angry residents, construction firms and developers, the Vancouver Sun reports.

Several areas are intending to put pressure on provincial officials to exclude them from the new tax; these include Nanaimo, Kelowna, and West Kelowna.

“We’re very concerned about the overall economic impact,” said Mayor Doug Findlater. “We are fundamentally concerned this would push property values below the amount of equity people have in their homes. It’s a potential financial crisis,” West Kelowna Mayor Doug Findlater told the Vancouver Sun.

Although the proposal includes a tax credit to offset the tax for local residents, it’s feared it won’t necessarily cover the whole cost.

Former Conservative senator Pat Carney also opposes the tax and has written to BC premier John Horgan. She says it will hit local residents, especially those in rural communities.

So you may be asking why does that matter to us in Ontario. Well it matters because our elected officials seem to use the policies in BC while making decisions about our housing. BC has sounded the alarm regarding some of their most recent housing policies as backlash and the effects hit residents.



REAL ESTATE UPDATE PODCAST

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Right At Home Realty Inc. 

“Lets 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.darlenedarraghomes.com/videos/podcasts/>



Uninsured Mortgages Buck Housing Trends Across Country

Canada's uninsured mortgage market reached an eight-year high in January as government steps to reduce taxpayer exposure to the housing market gain traction, according to data from the country's banking regulator.

Mortgages that don't require homeowner insurance surged 19 percent from a year ago, accounting for about 53 percent of the C\$1.13 trillion (\$864 billion) of home loans at Canada's federally regulated banks, data from the Office of the Superintendent of Financial Institutions show. Insured home loans fell 6.5 percent from a year ago.

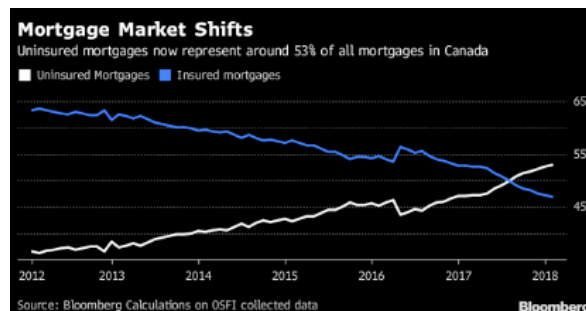
Uninsured mortgages have taken an increasing share of the nation's housing loans since 2012 as the government moved to reduce the chances of the kind of taxpayer-funded bank bailouts that happened after the U.S. housing crash a decade ago.

Still, the slowdown of residential mortgage volumes continues, with banks posting a 5.3 percent increase from January 2017, down from a recent high of 6.6 percent in May, the data show. The trend reflects the sentiments of executives of Canada's Big Six banks, who commented on a cooling mortgage market in recent weeks after reporting earnings results for the first quarter.

"The slowdown in mortgage growth has been evident since the middle of last year, reflecting the impact of prior policy measures, as well as three interest rate hikes by the Bank of Canada," DBRS Ltd. said in a March 19 note.

In January, OSFI made it more difficult for those with more than a 20 percent down payment to qualify for loans. The measures, known as B-20 guidelines, requires borrowers to qualify at the greater of the Bank of Canada's five-year benchmark rate or 2 percentage points higher than the offered mortgage rate. Prospective borrowers have increasingly been turning to alternative lenders to qualify.

"With new mortgage rules taking effect on January 1, home sales have showcased two straight months of declines," Barclays Plc analyst John Aiken said in a March 16 note to clients. "While stronger home sales at the end of 2017 could still buoy mortgage growth in the second quarter, we anticipate new mortgage origination volume could be tested in the back half of the year."



Source: Bloomberg by Doug Alexander and Erik Hertzberg

Political Parties Need to Outline Housing Plans

With Ontario moving towards its 42nd general election on June 7, the Toronto Real Estate Board (TREB) hopes that a vigorous and constructive housing policy debate will take place among all three major provincial parties.

“Greater Toronto Area realtors have been involved in recent discussions on provincial housing policy which impact the [Greater Golden Horseshoe], including the tax on foreign buyers, rent control and increases to the provincial and municipal land transfer taxes, among others,” said Tim Syrianos, president of TREB.

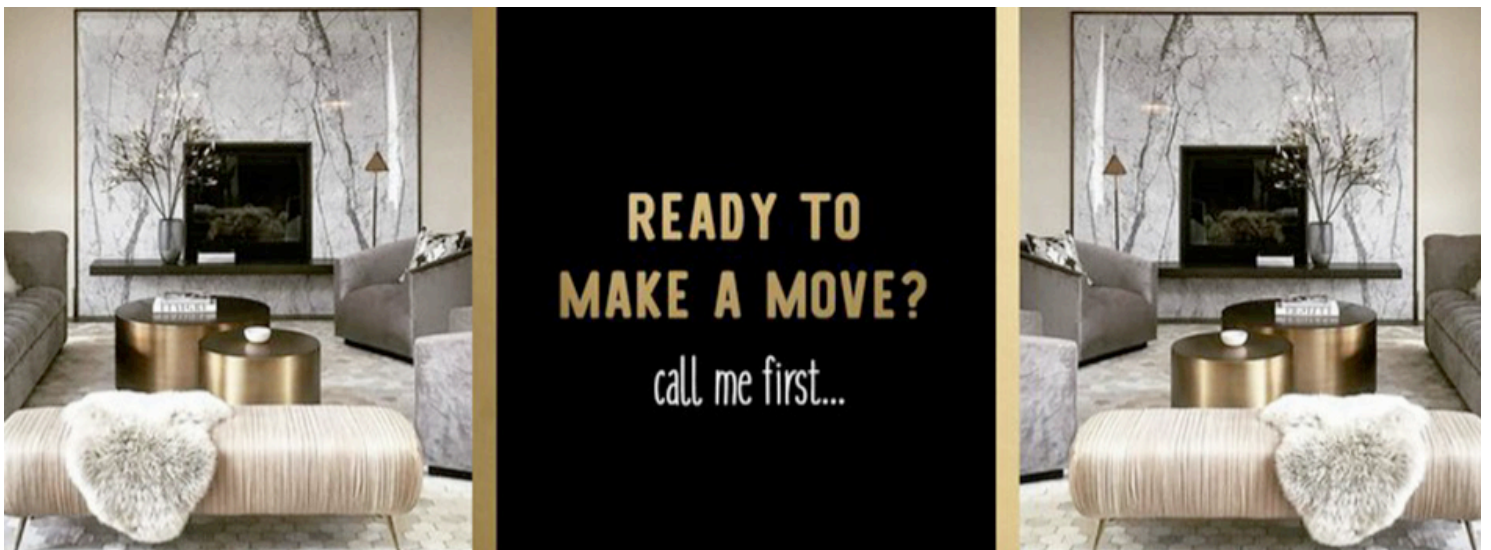
“Recent issues in the housing policy debate should come to the fore as we move toward the June election. Recent research and past experiences have shown that demand-focused measures do not lead to long term affordability in the housing market.”

John DiMichele, CEO of TREB, said policies that encouraged a diversity of ownership and rental supply in the marketplace would go a long way in achieving sustained market balance.

“This could include re-examining current policies constraining supply and additional policies that could help bridge the gap between traditional low-rise types and high-rise condo apartments, often referred to as the missing middle,” DiMichele said. “Consumers also need relief from high taxation such as provincial and municipal land transfer taxes which is affecting affordability and discouraging mobility.”

As access to affordable and safe housing is top-of-mind for the majority of Ontario’s residents, each party should make it clear exactly what they will do to ensure sustained affordability in all segments of the housing market over the long-term, TREB said.

Source: Which Mortgage (Michael Mata)



National Home Price Index Posts First February Decline For 5 Years

The two-month break in the downward trend for a national home price index has ended with the largest decline for February since 2013.

The Teranet-National Bank HPI was down 0.13% in February compared to the previous month, after rising in January and December. The index tracks home prices relative to a base value of 100 in June 2005 and in February reached 218.90.

Only Vancouver (+0.4%), Hamilton (+0.2%) and Halifax (+0.8%) recorded gains among the 11 metros surveyed, the lowest number to rise since October 2014.

For Vancouver, it was a 12th rise in 14 months and a record high for its index (285.83) topping off a 5.79% year-over-year rise. Toronto by comparison was up 6.19% year-over-year to 236.22.

The index for Victoria was flat on the month and the other seven component indexes were down: Toronto -0.1%, Montreal -0.3%, Ottawa-Gatineau -0.7%, Edmonton -0.8%, Calgary -0.8%, Winnipeg -1.0%, Quebec City -1.5%.

Year-over-year the Composite 11 index was up 7.54%.

Source: REP Mag (Steve Randall)



Why List With Anyone Else - We Have You Covered

Condo Corner – Condo and Rental Apartments Lead Home Construction

The multi-family sector was the driver of increased permits issued by Canadian municipalities in January.

Statistics Canada says that permits issued for multi-family in Ontario totalled \$974 million, a 71% surge following a near-40% drop in December.

Nationally, apartments accounted for around three quarters of the value of permits issued for multi-family homes. Multi-family permits were up 14.2% from December while single-family permits dropped 1.3% by value.

The total value of residential permits issued was \$5.32 billion, up 5.9% from \$5.03 billion in December.

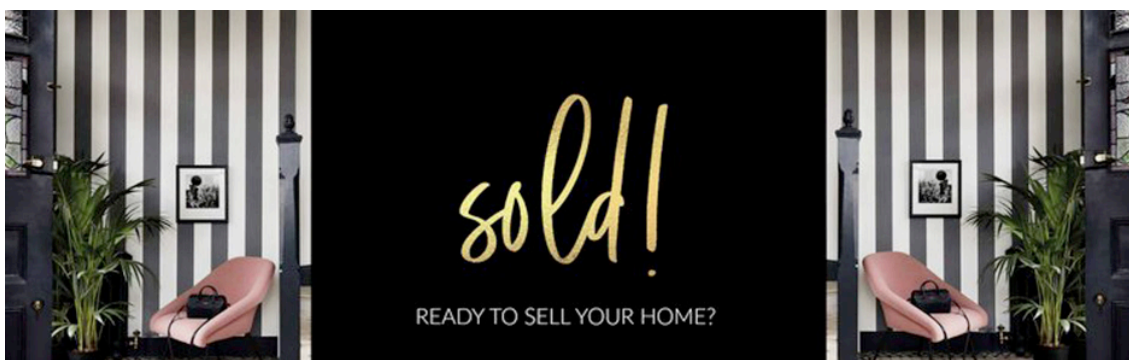
Meanwhile, there was a slight rise in the 6-month trend measure of housing starts in February with CMHC reporting a trend of 225,276 units compared to 224,572 in January.

“The national trend in housing starts has been very stable since November 2017, masking offsetting trends for multi-unit and single-detached dwellings,” said Bob Dugan, CMHC’s chief economist. “Multi-unit starts have trended higher in recent months in most major urban centres while single-detached starts have trended lower.”

Highlights include a significant rise in starts in Victoria, dominated by new apartment rentals and condos. Rental apartments were also the big driver of starts in Montreal.

Toronto and Vancouver saw increases in overall starts with condos and rental units again leading the rise.

Source: REP Mag (Steve Randall)



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.

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International Real Estate - Mexico

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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

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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

We are so excited to once again be expanding our International Real Estate to our clients. Starting later this month we will be introducing communities across the United States that you can purchase. These communities include areas in Florida as outlined in our last newsletter but also other communities. We will highlight them in upcoming issues with direct links for you to use to review homes, condos, floor plans, amenities and more. Details should be included on our website shortly but below is some of the Florida general information we included in case you missed in our last issue.

Florida

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.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.

SOLD



5151 Wood Crescent, Burlington

Listed at \$815,000, this home sold in just over a week. We are thrilled for our seller and thank all the buyers who came to the open houses and showings.

If you are interested in selling your home, contact us at DarleneDarraghHomes@gmail.com or call us at 905-484-4653 to discuss your specific needs and a customized marketing plan to sell your home quickly and for the highest price.

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

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www.OakvilleMarketWatch.com

