

Oakville & Burlington Market Watch

Millennials Drive Real Estate Boom

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Millennials Drive Housing Boom

A recent poll conducted by RBC showed what we have known for awhile, that is millennials want to buy homes and their parents are extremely concerned and involved in helping make their children' have the chance to make home ownership a reality.

We work with many families who are helping children get into the market. This can be after parents downsize to free up capital, loan or give money to their children to help with the down payment, or buy a property for their children to live in. Circumstances vary with some even buying and renting out until their children are old enough to use the property. Regardless of how parents help their offspring, they are concerned home ownership will become only a dream if they don't assist in some way to ensure the next generation also has a shot at home ownership.

Home buying intention is at its highest in eight years as the growth in the Canadian economy fuels consumers' confidence.

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President Club Award Winner 2017

Award Winning Sales Representative 2013 - 2016

Millennials Drive Housing Boom

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Home buying intention is at its highest in eight years as the growth in the Canadian economy fuels consumers' confidence.

Despite the mortgage stress tests introduced at the start of 2018, a third of Canadians polled by RBC say they are very or somewhat likely to buy a home in the next two years.

Among millennials, the home buying intention is even higher with 50% likely to buy.

Although more than half of potential buyers say that the OSFI mortgage regulations are affecting their buying decision, it does not mean they won't buy at all.

A quarter of respondents said they will buy with a larger down payment and 18% will seek a smaller home or one in a less expensive area. Just 19% said the mortgage rules will delay their purchase and 39% were not aware of the stress tests.

Getting financial assistance from family is the plan of 36% with the same share having a dedicated savings account of their own which will fund the down payment.

Finding the right home is the top challenge cited by the RBC Home Ownership Poll, followed by deciding how much they can afford.

Interest rates are an important factor in the home buying decision with 61% of respondents saying they are concerned about rates and combined two thirds citing current low rates, or the potential of rate rises, for wanting to buy a home sooner.

We have been working with families to purchase homes that include condos, town homes and detached properties. Often the decision is made with the interests of all taken into account. Ensuring we understand the needs, timelines and criteria of all the family, we also can assist in renting the property if immediate occupancy is not possible.

Contact us at DarleneDarraghHomes@gmail.com or call/text us at 905-484-4653 so we can help you find the perfect home.

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

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!

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

2017 President Club Award



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

For us awards are recognition of the hard work and dedication we show towards our clients. We are thrilled to be once again honored with such a prestigious award. Listed below are the most current awards (we don't want to bore you with years beyond the last 2 years). We truly owe this award to all of you who have chosen to work with us.

President's Club Award (2017) – Right At Home Realty

We are so excited to join Right At Home's President Club in 2017. For us, 2017 was our best year ever.

Centurion® Award (2016) - Century 21

"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."

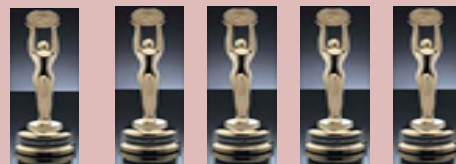
Promises
Kept, Results
Delivered

Darlene Darragh

President Club Award Winner 2017

Award Winning Sales Representative 2013 - 2016

Contact us at
905-484-4653
for details



Award Celebrations & Habitat for Humanity



REAL
ESTATE



UPDATE
PODCAST

Darlene Darragh

(M) 905-484-4653 | (O) 905-637-1700
DarleneDarraghHomes@gmail.com
www.DarleneDarraghHomes.com

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/>



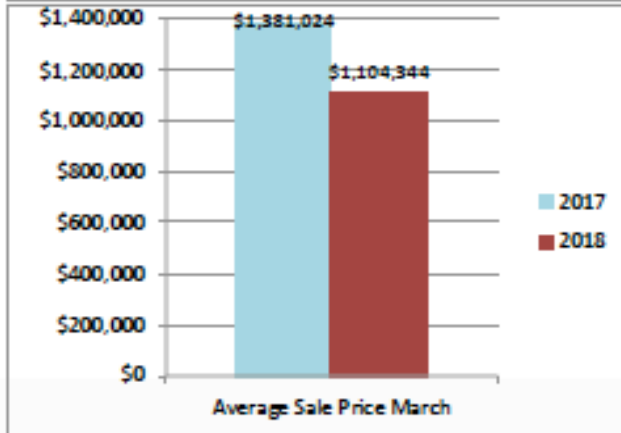
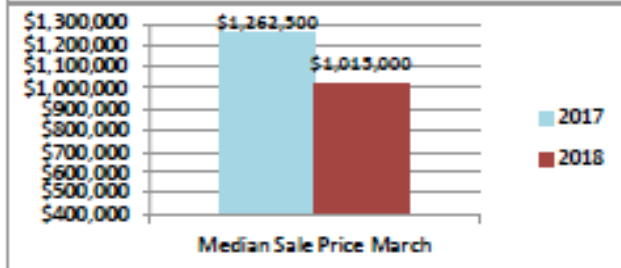
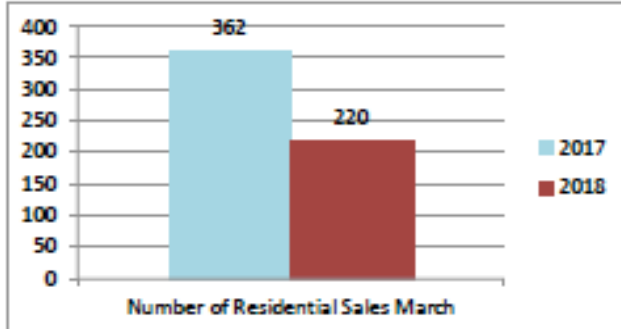
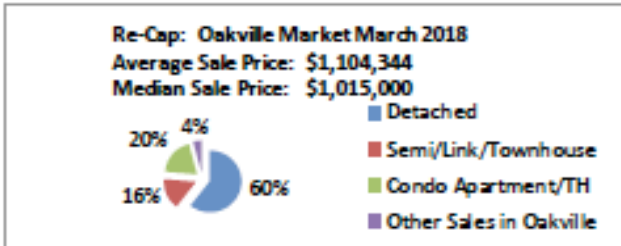
Oakville March 2018 Real Estate Statistics

For Immediate Release
 The Oakville, Milton and District
 Real Estate Board (OMDREB)



The Oakville, Milton
 and District Real Estate Board

March 2018 Real Estate Market



Re-Cap Oakville Market in March 2018	
Average Sale Price	Median Sale Price
\$1,104,344	\$1,015,000
Residential Type	Units Sold by Type
Detached	133
Semi/Link/Townhouse	35
Condo Apartment/TH	43
Other Sales in Oakville	9
Total	220
Detached Sales in Oakville	
Price Range	% of Sales by Price
\$600,001 - \$800,000	3.79%
\$800,001 - \$1,000,000	20.45%
\$1,000,001 +	75.76%
Semi/Link/Townhouse Sales in Oakville	
Price Range	% of Sales by Price
\$400,001 - \$600,000	5.71%
\$600,001 - \$800,000	42.86%
\$800,001 - \$1,000,000	34.29%
\$1,000,001 +	17.14%
Condo Apartment/TH Sales in Oakville	
Price Range	% of Sales by Price
\$300,001 - \$400,000	30.23%
\$400,001 - \$600,000	48.84%
\$600,001 - \$800,000	11.63%
\$800,001 - \$1,000,000	4.65%
\$1,000,001 +	4.65%
Other Sales in Oakville	
Price Range	% of Sales by Price
\$600,001 - \$800,000	44.44%
\$800,001 - \$1,000,000	22.22%
\$1,000,001 +	33.33%

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

Housing Affordability Improves First Time in 2 Years

There was an improvement in Canada's housing affordability measure at the end of 2017.

It was the first time in two years that RBC Economics Research's Housing Trends and Affordability Report has shown a decrease in its aggregate measure, albeit just 0.2 percentage points nationally to 48.3%.

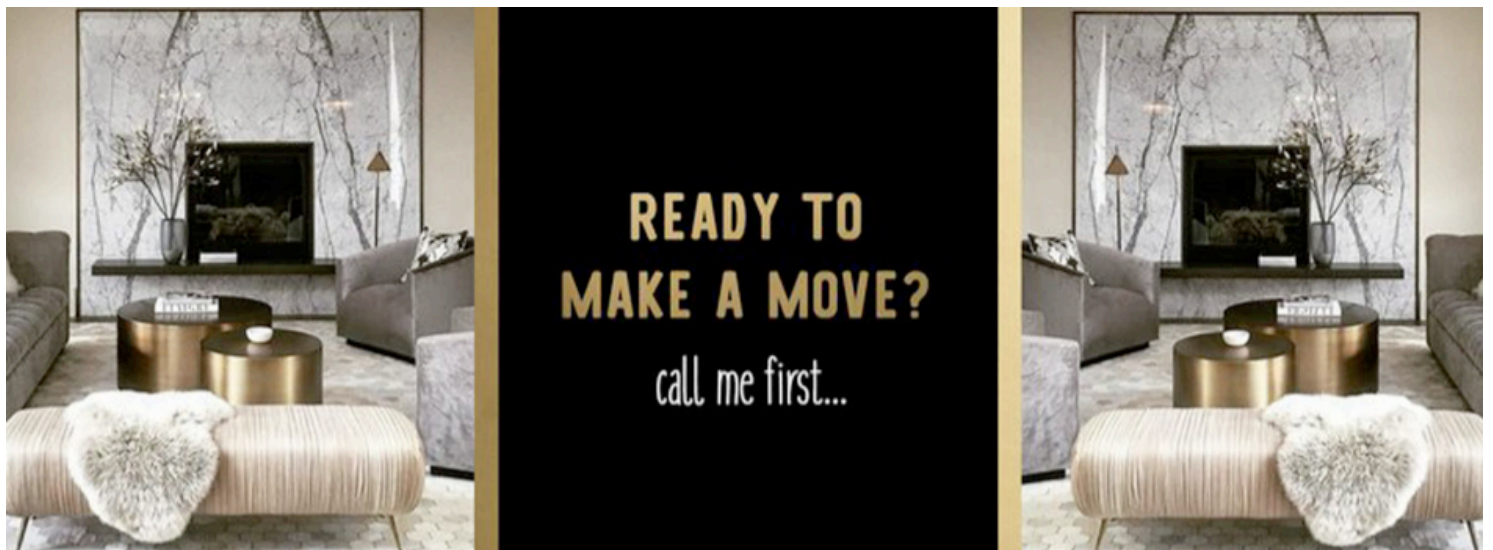
As the measure is shown as the share of household income that would be required to carry the costs of owning a home at market price, a decrease indicates improving affordability.

Toronto saw a larger decrease in the measure, down 2.3 percentage points to 75.1%, but it is unlikely to have a meaningful effect.

"We expect the relief to Toronto ownership costs that ensued from the introduction of Ontario's Fair Housing Plan to be short-lived," said Craig Wright, Senior Vice-President and Chief Economist at RBC. "Our view is that Toronto prices will bottom out sometime this spring. Then we expect further interest rate hikes through the remainder of this year, which has the potential to stress housing affordability markedly in Canada."

The report shows that affordability worsened in BC with Vancouver and Victoria both seeing higher prices in the last quarter of 2017, with the aggregate affordability measure rising 1.8 and 0.5 percentage points respectively.

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Housing Affordability Improves First Time in 2 Years

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"Unfortunately, Vancouver homebuyers are being challenged by the worst affordability levels ever recorded in Canada," said Wright. "The costs of owning a home at today's prices would have represented an astounding 85.2% of a typical household's income in the fourth quarter. In this context, it wasn't a surprise to see the BC government announced further housing policy initiatives to cool the market in its 2018 budget."

Affordability also weakened in Montreal for the ninth time in the past ten quarters, denting its reputation as an affordable market.

The picture has changed little for housing markets in the Prairies and Atlantic Canada. Home ownership costs have remained largely stable though, a small increase in mortgage rates contributed to a slight deterioration in affordability within these regions in the fourth quarter.

Source: REP Magazine (Steve Randall)



Why List With Anyone Else – We Have You Covered

Burlington March 2018 Real Estate Statistics

The REALTORS® Association of Hamilton-Burlington (RAHB) reported 1,099 sales were processed through the RAHB Multiple Listing Service® (MLS®) System in March, 38.6 per cent fewer than the same month last year and 18 per cent fewer than the 10-year average for the month.

All property listings were 13.5 per cent lower than the same month last year and 8.1 per cent lower than the 10-year average.

“Our area experienced similar cooling off as is being reported by other real estate markets in the Golden Horseshoe area,” said RAHB CEO George O’Neill. “Local sales were lower not only compared to March of last year, but also compared to the 10-year average for March.”

Seasonally adjusted* sales of residential properties were 34 per cent lower than the same month last year, with the average sale price down 8.6 per cent for the month. Seasonally adjusted numbers of new listings were 3.2 per cent lower than March of 2017.

Seasonally adjusted data for residential properties for the month of March, 2018:

Seasonally Adjusted	Percentage Change Compared To					
	MAR/18	FEB/18	JAN/18	DEC/17	NOV/17	MAR/17
RESIDENTIAL ONLY						
<i>New Listings</i>	1,614	8.5%	5.2%	-7.3%	-11.7%	-3.2%
<i>Sales</i>	926	2.2%	-5.4%	-29.5%	-13.9%	-34.0%
<i>Average Sale Price</i>	\$539,033	-2.3%	-0.7%	-5.3%	-2.8%	-8.6%

Overall residential sales of 1,050 units were 37.8 per cent lower than March last year. Residential freehold sales were 38.4 per cent lower than the same month last year while sales in the condominium market were 35.5 per cent lower. The median price of freehold properties decreased by 8.2 per cent over the same month of the previous year while the median price for condominium properties increased by almost one per cent compared to the same period.

The average price of freehold properties declined by 15.5 per cent from March 2017; the average sale price in the condominium market decreased by 1.6 per cent compared to the same period.

Average sale price is based on the total dollar volume of all properties sold through the RAHB MLS® System. Average sale price can be useful in establishing long-term trends, but should not be used as an indicator that specific properties have increased or decreased in value. Contact a local REALTOR® for information about your specific neighbourhood or property.

“This is the first time in awhile that we’ve seen the average sale price lower than the same month the previous year for both freehold and condominium properties,” added O’Neill. “The condominium market is experiencing less of a drop – not even two per cent – and in fact, the median sale price is still almost one per cent above where it was last year.”

The average number of days on market rose to 26 days from 17 days in the freehold market and increased to 29 days from 19 days in the condominium market, compared to the same month last year.

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Burlington March 2018 Real Estate Statistics

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“For the general downward trend in the numbers comparing March 2018 to March of 2017, we have to keep sight of the bigger picture,” noted O’Neill. “The sales-to-new-listings ratio is still at 60 per cent for the residential market, which is generally considered the line between a balanced market and a seller’s market. In addition, the average days on market are at a comfortable level, providing buyers and sellers time to make informed decisions.”

The numbers for the month of March 2018 compared to March 2017:

ALL PROPERTY TYPES	March 2018	March 2017	% Change
Listings	1,909	2,208	-13.5%
Sales	1,099	1,790	-38.6%
Average Sale Price	\$529,337	\$621,240	-14.8%
End of Month Listing Inventory	2,582	1,837	40.6%

RESIDENTIAL ONLY	March 2018	March 2017	% Change
Listings	1,747	2,012	-13.2%
Sales	1,050	1,689	-37.8%
Average Sale Price	\$530,842	\$615,776	-13.8%
Median Sale Price	\$480,000	\$518,000	-7.3%
Average Days on Market	27	18	50.0%
Median Days on Market	16	8	100.0%
End of Month Listing Inventory	2,051	1,262	62.5%

FREEHOLD ONLY	March 2018	March 2017	% Change
Listings	1,401	1,662	-15.7%
Sales	828	1,345	-38.4%
Average Sale Price	\$565,500	\$668,888	-15.5%
Median Sale Price	\$515,000	\$561,000	-8.2%
Average Days on Market	26	17	52.9%
Median Days on Market	15	8	87.5%
End of Month Listing Inventory	1,666	1,046	59.3%

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Burlington March 2018 Real Estate Statistics

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CONDOMINIUM ONLY	March 2018	March 2017	% Change
Listings	346	350	-1.2%
Sales	222	344	-35.5%
Average Sale Price	\$401,578	\$408,117	-1.6%
Median Sale Price	\$383,500	\$380,000	0.9%
Average Days on Market	29	19	52.6%
Median Days on Market	19	12	58.3%
End of Month Listing Inventory	385	216	78.2%

MARKET ACTIVITY in Selected RAHB Area March 2018				
Areas	Number of Sales		Average Sale Price	
	2018	2017	2018	2017
Hamilton West	51	87	\$426,527	\$465,745
Hamilton East	63	108	\$352,840	\$365,887
Hamilton Centre	91	157	\$319,844	\$364,527
Hamilton Mountain	151	205	\$466,820	\$487,443
Burlington	181	349	\$743,212	\$815,230
Ancaster	51	74	\$713,977	\$782,060
Dundas	12	40	\$617,233	\$590,914
Flamborough	10	33	\$758,290	\$875,930
Waterdown	34	48	\$654,347	\$687,650
Stoney Creek	83	147	\$491,739	\$560,561
Grimsby	46	43	\$582,101	\$697,782
Glanbrook	46	43	\$530,839	\$535,381
Dunnville	19	30	\$456,415	\$308,282
Caledonia	12	14	\$448,185	\$431,342

NOTE: Numbers of sales represents sales reported on properties listed on the Multiple Listing Service (MLS®) of the REALTORS® Association of Hamilton-Burlington. Average sale price is calculated by dividing the total dollar volume of sales (not shown) by the number of sales in that month.

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Burlington March 2018 Real Estate Statistics

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Residential Real Estate Market – Burlington March 2018



	2018	2017	% Change
Residential Only			
Listings	340	430	-20.9%
Sales	181	349	-48.1%
Average Sale Price	\$743,212	\$815,231	-8.8%
Median Sale Price	\$719,000	\$755,000	-4.8%
Average Days on Market	22	13	69.2%
Median Days on Market	15	8	87.5%
End of Month Listing Inventory	364	238	52.9%
Residential Freehold			
Listings	226	303	-25.4%
Sales	117	231	-49.4%
Average Sale Price	\$888,779	\$987,691	-10.0%
Median Sale Price	\$826,000	\$862,600	-4.2%
Average Days on Market	22	12	83.3%
Median Days on Market	15	7	114.3%
End of Month Listing Inventory	241	167	44.3%
Condominium			
Listings	114	127	-10.2%
Sales	64	118	-45.8%
Average Sale Price	\$477,098	\$477,619	-0.1%
Median Sale Price	\$456,950	\$435,000	5.1%
Average Days on Market	23	16	43.8%
Median Days on Market	18	9	105.9%
End of Month Listing Inventory	123	71	73.2%

Source: REALTORS® Association of Hamilton-Burlington

International Real Estate - US

Featured Listing

Wyndale Meadows (Texas) - starting at \$374,990 USD

Only a few homes left

Ideally located near major thoroughfares, Wyndale Meadows is a quaint development that emphasizes convenience. The development is a short drive from picturesque Lake Lewisville and three regional shopping centers. In addition, an amenity center and pool are within easy distance from the spacious homes, and walking trails are located throughout the development so residents can enjoy nature from their own backyards. The one- and two-story, single-family homes are extraordinarily appointed with designer items.

Go to <https://www.ushomeshowcase.com/subscriptions/569643> for more details.

Email me at DarleneDarraghHomes@gmail.com for more information.



International Real Estate - US

Featured Listing

**MiraLago At Parkland Executive Collection
Waterfront Properties - United States - Florida
Starting at \$538,990 USD**

Situated on Parkland's largest lake near Fort Lauderdale, Florida, The Executive Collection at MiraLago is the essence of grandeur, comfort and convenience. Each home is water-wrapped on a peninsula, and almost every home has a panoramic lake view. The homes are located within MiraLago, an elegant master-planned, gated community of luxury single-family and estate homes in a South Florida setting.

Go to

https://www.ushomeshowcase.com/subscriptions/569647?tid=1522337128&locale=en&share_link=true&px_agent_id=600615&px_group_name=lennar+private&px_property_id=342 for further detail.

Email me at DarleneDarraghHomes@gmail.com for more information.



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.

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

Office: 905-637-1700

Direct: 905-484-4653

DarleneDarraghHomes@gmail.com

www.HomeSaleDivas.com

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