

Oakville & Burlington Market Watch

Bringing More Videos to You

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What's Inside

Canada Top 5 Countries to Invest in Real Estate

A survey of international real estate markets has put Canada in the top 5 for investors.

Analysts at WIRE Consulting determined that Mexico is the best place to invest in property due to its geographical proximity, lower taxes and familiar environment.

Second is Costa Rica while Canada takes third spot, with both sharing similar attributes to Mexico. The complete ranking of the 2018 survey is:

- 1 Mexico
- 2 Costa Rica
- 3 Canada
- 4 Philippines
- 5 United Kingdom
- 6 Spain
- 7 France
- 8 Italy
- 9 Panama
- 10 Bahamas

Source: REP Magazine (Steve Randall)

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President Club Award Winner 2017

Award Winning Sales Representative 2013 - 2016

Home Energy Rating & Disclosure Program Cancelled

I get asked how REALTORS® and their respective associations advocate for homeowners in Ontario especially in the current Ontario political climate of far reaching government interference. We do have provincial elections shortly but some of the legislation is at the provincial and federal levels affecting real estate regulations. Sometimes we are vocal about protecting homeowner rights individually but we also lend our voice and support to overall issues we see impacting the market through the collective power of our realtor associations.

The government has been implementing many policies and regulations quite often in my opinion without consultation, evaluation or backup processes to support their mandate. We have seen the effect with these federal and provincial initiatives. Many of these regulations and interferences sound great in a headline but not great in practice and often with severe affects. One of those ill fought out proposals was the Home Energy Rating and Disclosure (HER&D) program.

Since 2016, OREA and its members have been fighting to stop this program (also referred to as HER&D).

If implemented, HER&D would require a home seller to conduct an energy audit **before** listing their home. The program put homeowners of older homes, like seniors, at a huge disadvantage. Receiving a low energy score on an older home could cost an owner thousands of dollars in hard-earned equity.

The program also unfairly forced REALTORS® to post the energy score on the MLS® listing. There are other methods for selling a home, and yet only the MLS® was targeted.

After a lot of hard work, OREA announced the government decided not to proceed with this program.

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."

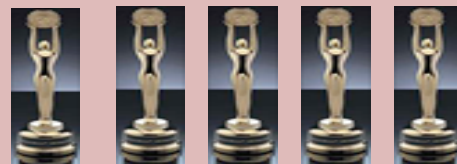
Promises
Kept, Results
Delivered

Darlene Darragh

President Club Award Winner 2017

Award Winning Sales Representative 2013 - 2016

Contact us at
905-484-4653
for details



New Video Software

We are so excited to announce our latest technology upgrade we are using to better serve our clients.

Video is the way of the future and having videos come right to you (including in your emails) can be a challenge.

We use a number of backend systems to help deliver information, updates, paperwork and listing exposure to our clients. We often have other realtors tell us they do not understand why we add the expense and definitely the effort to service our clients.

With an IT background and having run a communication firm for over 30 years, I believe communications and ease of use is imperative. I admit sometimes the learning curve and tech issues sometimes drive even me a bit 'crazy' but it will worth it.

Over the last 2 days clients receiving the Oakville Daily Houses and Burlington Daily Houses videos are getting to see the new software in action. The subscribers will get emails with an overview video and then additional videos once they sign into the above sites to see the listings launched that day.

For all other client on our distribution lists you can look forward to videos as well right in your 'inbox'.

Our objective in 2018 is to make communicating you even easier and definitely more interactive.



Go to:

<http://vid.us/5ciu17>

A graphic for a real estate update podcast. It features a circular portrait of Darlene Darragh in the center. To the left of the portrait is the text 'REAL ESTATE' and to the right is 'UPDATE PODCAST'. Below the portrait, the name 'Darlene Darragh' is written in a cursive font. Underneath her name are her contact details: '(M) 905-484-4653 | (O) 905-637-1700', 'DarleneDarraghHomes@gmail.com', and 'www.DarleneDarraghHomes.com'. At the bottom left, it says 'Right At Home Realty Inc.' and at the bottom right is the 'RIGHT AT HOME REALTY' logo.

“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/>



Walk To Scores Matter to Buyers

As cities adhere to the mantra of intensification, a property's walkability is becoming increasingly important, and it's reflected in its value.

Clients especially those looking at city living such as urban professionals living in downtown Toronto, walk scores have become paramount. Fewer urbanites own cars than years past, and that's made walkable amenities incredibly valuable.

The King St. streetcar pilot shutting down everything made it clear that people wanting to drive became in less in the heart of the city. Buyers are more reliant on walkability and transit options.

Transit scores and bike scores are also important to homebuyers. This new trend is affecting the values of many homes and especially condo unit values when walking and biking scores are taken into account.

Units smaller than a 'two-plus-two' size in downtown and higher density areas, see their values more impacted by the walk score. Units with larger square footage are usually for families with babies who will use cars. Smaller units are more dependent on walking.

Vancouver-based REMAX sales agent Ron Antalek says walk scores in Vancouver have become important in the last few years, just as they have in Toronto. He says it's partly a reflection of millennial-aged buyers and their preferences.

In many areas buyers are asking. Three years ago only about 5% asked whereas 80% ask about the distance and this impacts value.

Young families, however, also prize high walk scores as much as young, single urbanites. For them, a high walk score is important for families who want proximity to transit and school for their kids.

Condo Corner

Despite Weaker Sales, GTA Condo Prices Gain 9%

Sales were down almost 30%, new listings were down 11%, but the measure of GTA condos that was higher in the first quarter of 2018 was the selling price.

Buyers of condos in the Greater Toronto Area paid an average \$533,447 in the first three months of the year, a 9% rise year-over-year according to new data from the Toronto Real Estate Board.

With new mortgage rules adding to the market's supply issues, sales were down 29.7% to 5,084 while new listings were down 11.1% to 8,030.

"Seller's market conditions for condominium apartments remained firmly in place in the first quarter of 2018. Strong competition between buyers underpinned price growth well above the rate of inflation. We expect the condo market segment to remain strong through the remainder of 2018 and over the longer term, as buyers continue to see ownership housing as a quality long-term investment," said TREB president Tim Syrianos.

Total inventory was above the historic lows of a year earlier but at just 1.5-2 months of supply, it remained low by historic standards.

The condo sector in the GTA is forecast to see continued demand due to the relative affordability of the property type, especially for first-time buyers.

"Strong demand relative to supply will see this segment perform well from a pricing standpoint for the remainder of 2018 and beyond," said Jason Mercer, TREB's Director of Market Analysis.

Source: REP Magazine (Steve Randall)



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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www.BurlingtonDailyHouses.com

www.OakvilleMarketWatch.com

