

Oakville & Burlington Market Watch

Showcase Your Home to More Buyers and Realtors

Page 9



Long Hot Summer

Well it has been awhile since our team last produced a newsletter. We are just getting ready to say goodbye to the summer and hopefully the slower market as we head into a new school year, a fall home selling/buying season, and a fresh perspective.

There has been a lot of talk over the last many months that the market would crash or at least continue to correct downward. These predictions have not turned out to be correct.

We are now seeing prices recovering and in some instances going up.

Our team has been busy working and taking much needed short vacation. In addition, I spent the summer obtaining my broker's licensing. It was such a pleasure to not only learn how to run a brokerage and the added responsibilities of being a broker but also networking with some fine realtors in my community.

As we enjoy the last few weeks of August many of you are preparing your children to go back to school. For families with younger children it means purchasing clothes and supplies for the new school year. For some who have children heading off to university or college, it means a much bigger undertaking as you set them up in dorms or off-campus housing, register them in school, organize meal plans and more.

As a parent of a university student, I now really appreciate the extra workload during this time of year. We can see the last week starting to slow down as parents focus on the needs of their children.

We are here to help you now or in September when you are ready to discuss your housing needs.

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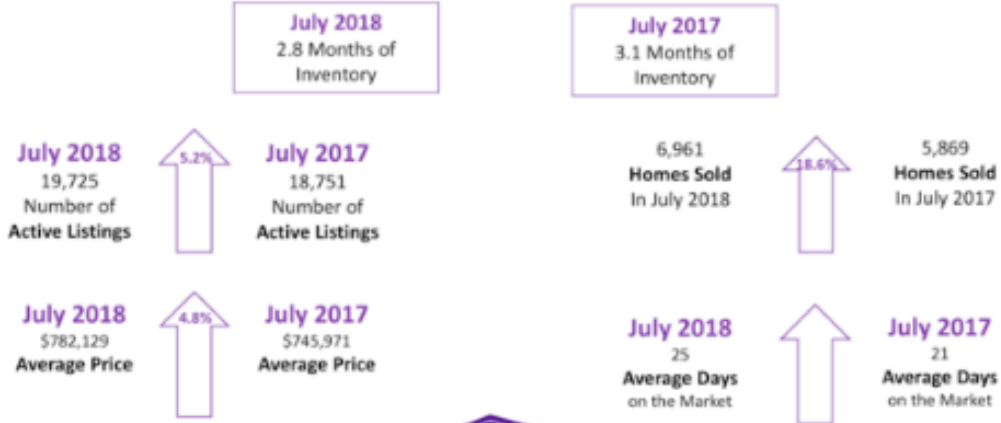
President Club Award Winner 2017

Award Winning Sales Representative 2013 - 2016

Real Estate Update

Right at Home Realty Market Watch – July 2018

MARKET ACTIVITY SUMMARY



#1 Brokerage in the GTA 5 Years in a Row*
4,000 Agents and counting!

**TREB Data Jan 1, 2013 to Dec 31, 2017. Combined Units Sold

Source: TREB Market Watch – July 2018

Right at Home Realty

Market Watch – Monthly Sales Data

	JUL 2017	AUG 2017	SEP 2017	OCT 2017	NOV 2017	DEC 2017	JAN 2018	FEB 2018	MAR 2018	APR 2018	MAY 2018	JUN 2018	JUL 2018
Number of Sales	5,869	6,357	6,379	7,118	7,374	4,930	4,019	5,175	7,228	7,792	7,834	8,082	6,961
Annual % Change													18.6%
Active Listings	18,751	16,419	19,021	18,859	18,197	12,926	11,894	13,362	15,971	18,206	20,919	20,844	19,725
Annual % Change													5.2%
Months of Inventory	3.2	2.6	2.9	2.7	2.5	2.6	2.9	2.6	2.2	2.3	2.7	2.5	2.8
Annual Change													0.00
Average Price	\$745,971	\$732,292	\$775,546	\$780,104	\$761,757	\$735,021	\$736,783	\$767,818	\$784,558	\$804,584	\$805,320	\$807,871	\$782,129
Annual % Change													4.8%
Average Days on the Market	21	25	24	23	24	27	32	25	20	20	20	21	25
Annual Change													+4 days



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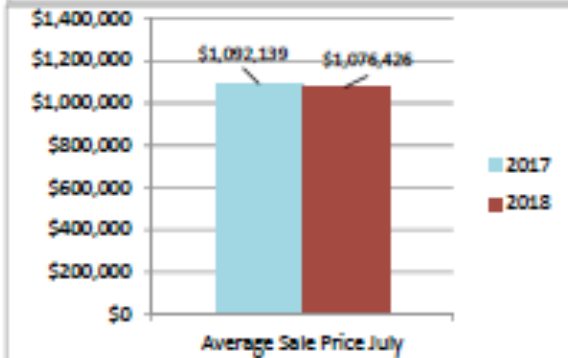
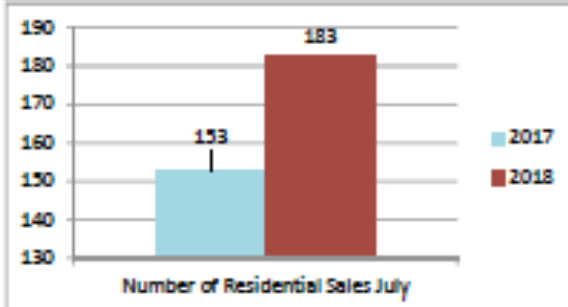
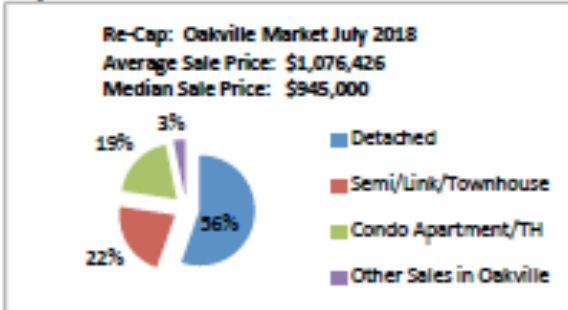
Source: TREB Market Watch July 2018

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



The Oakville, Milton
 and District Real Estate Board

July 2018 Real Estate Market



Re-Cap Oakville Market in July 2018	
Average Sale Price	Median Sale Price
\$1,076,426	\$945,000
Residential Type	Units Sold by Type
Detached	103
Semi/Link/Townhouse	41
Condo Apartment/TH	36
Other Sales in Oakville	6
Total	186
Detached Sales in Oakville	
Price Range	% of Sales by Price
\$600,001 - \$800,000	5.83%
\$800,001 - \$1,000,000	22.33%
\$1,000,001 +	71.84%
Semi/Link/Townhouse Sales in Oakville	
Price Range	% of Sales by Price
\$400,001 - \$600,000	2.44%
\$600,001 - \$800,000	63.85%
\$800,001 - \$1,000,000	24.39%
\$1,000,001 +	7.32%
Condo Apartment/TH Sales in Oakville	
Price Range	% of Sales by Price
\$300,001 - \$400,000	16.68%
\$400,001 - \$600,000	44.44%
\$600,001 - \$800,000	22.22%
\$800,001 - \$1,000,000	8.33%
\$1,000,001 +	8.33%
Other Sales in Oakville	
Price Range	% of Sales by Price
\$400,000 - \$600,000	33.33%
\$600,001 - \$800,000	16.67%
\$800,001 - \$1,000,000	33.33%
\$1,000,001 +	16.67%

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

Oakville Real Estate Update

According to figures released August 1st by The Oakville, Milton and District Real Estate Board (OMDREB), the number of all property sales rose in July compared to the same period in 2017. Monthly property sales totaled 668 compared to 593 in July 2017.

The number of new property listings is also higher than it was in July 2017, 1,048 new listings in July 2017 compared to 1,109 in 2018.

"The latest stats look very encouraging across all categories," comments OMDREB Board President Rick Kedzior. "As we start to see 2017 in our rear view mirror the stats are setting up for a robust Fall market. With inventories on the low side, potential Seller's should be giving September serious consideration as the month to list their home," adds Kedzior.

Congratulations go out to Mayor Rob Burton, council and staff of the Town of Oakville after being named the number one place to live in Canada, 2018 by Money Sense. Milton ranked number 6 and Halton Hills number 10. All three towns are a safe place to raise a family, states Kedzior.

The dollar volume of all property sales processed through the OMDREB MLS® system saw an increase of 15.95 percent in July 2018 to \$416,876,549 from \$359,546,312 in July 2017.

Oakville's median residential sale price for the month of July was \$945,000, an increase of 5.29 percent

Condo Corner

Toronto Real Estate Board President Garry Bhaura announced that the average selling price for condominium apartments sold through TREB's MLS® System in the second quarter of 2018 was up by 5.4 per cent year-over-year to \$561,338.

The highest average selling price was in the City of Toronto, at \$603,480 – up 6.5 per cent compared to Q2 2017.

"Condominium apartments have outperformed other housing types over the past year, in terms of price growth. It has been a seller's market in many neighbourhoods for this home type, which is why we have continued to report average price growth more than twice the rate of inflation," said Mr. Bhaura.

Condominium apartment sales through TREB's MLS® System amounted to 6,837 in Q2 2018 – down 16.5 per cent from 8,188 sales reported in Q2 2017. However, the number of new condominium apartment listings was down by 15.9 per cent on a year-over-year basis. The fact that sales and new listings were down by similar annual rates suggests that market conditions have remained similar over the past year, which has supported continued price growth.

(Continued on page 6)

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."

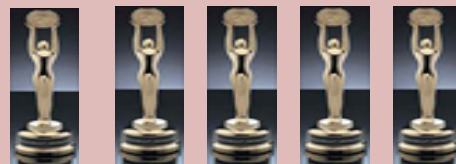
Promises
Kept, Results
Delivered

Darlene Darragh

President Club Award Winner 2017

Award Winning Sales Representative 2013 - 2016

Contact us at
905-484-4653
for details



Condo Corner

(Continued from Page 4)

“First time buyers continue to be a key driver of condominium apartment demand. The relative affordability of condos versus low-rise home types, especially with the onset of stricter mortgage qualification guidelines and generally higher borrowing costs, has also been a key factor underpinning tight condo market conditions and continued average price growth,” said Jason Mercer, TREB’s Director of Market Analysis.

Condominium Apartment Market Summary^{1,6} Second Quarter 2018

	2018		2017	
	Sales	Average Price	Sales	Average Price
Total TREB	6,837	\$561,338	8,188	\$532,403
Halton Region	311	\$513,275	277	\$510,785
Peel Region	894	\$419,790	1,145	\$404,471
City of Toronto	4,906	\$603,480	5,856	\$566,873
York Region	571	\$492,517	738	\$502,578
Durham Region	137	\$400,182	151	\$389,235
Other Areas	18	\$345,828	21	\$258,410

SUMMARY OF CONDOMINIUM APARTMENT TRANSACTIONS

ALL TREB AREAS SECOND QUARTER 2018

	Sales ¹	Dollar Volume ¹	Average Price ¹	Median Price ¹	New Listings ²	Active Listings ³	Avg. SP / LP ⁴	Avg. DOM ⁵
TREB Total	6,837	\$3,837,870,476	\$561,338	\$492,000	11,508	4,005	100%	19
Halton Region	311	\$159,628,400	\$513,275	\$425,000	523	227	98%	30
Burlington	117	\$53,648,670	\$458,536	\$400,000	190	82	98%	30
Halton Hills	5	\$2,249,000	\$449,800	\$425,000	5	1	99%	21
Milton	52	\$22,777,050	\$438,020	\$424,625	75	22	99%	22
Oakville	137	\$80,953,680	\$590,903	\$445,000	253	122	97%	33

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/>

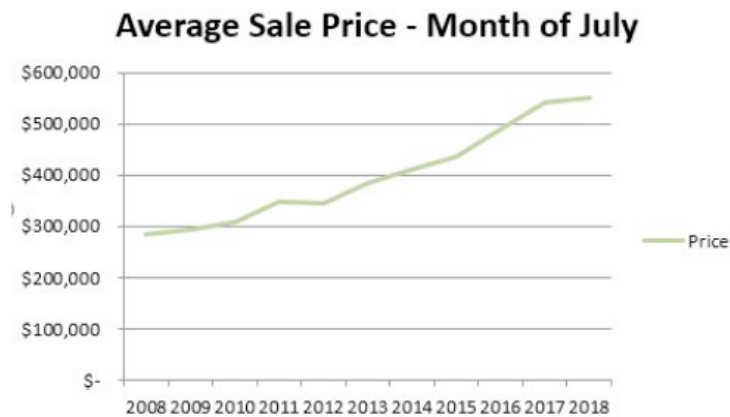
Burlington Real Estate Update

The REALTORS® Association of Hamilton-Burlington (RAHB) reported 1,072 residential sales were processed through the RAHB Multiple Listing Service® (MLS®) System in July 2018, 4.7 per cent fewer than the same month last year and 16.3 per cent fewer than the 10-year average for the month. Residential freehold sales were 3.2 per cent lower, and condominium sales were 11.5 per cent lower, than July last year.

New residential listings were 8.4 per cent lower than the same month last year, but 1.5 per cent higher than the 10-year average.

“Comparing this July to last does not necessarily provide an accurate picture of the market, as last year’s increase in listings and prices were influenced by government regulations,” says RAHB President and local REALTOR® Jack Loft. “Right now, we are sitting on the border between a balanced market and a seller’s market.”

The average residential sale price for July 2018 was up 1.3 per cent, continuing the upwards trend for the month of July over the past 10 years.



Neighbourhoods throughout the RAHB area experience results that differ from the average of the entire RAHB market area. In July, while Hamilton Centre, Hamilton Mountain and Burlington followed the trend of significantly fewer sales compared to last year but had higher increases in average sale price, Ancaster saw an increase in sales but a dip in the average sale price compared to last year. “Even within neighbourhoods, the real estate market differs from one street to another, from one property to another,” adds Loft. “REALTORS® know the local markets and can help buyers and sellers navigate their way to a successful home buying or home selling experience.”

Burlington Real Estate Update

The numbers for July, 2018 compared to July, 2017:

All RAHB Area, All Property	2018	2017	% Change
New Listings	1,882	2,039	-7.7%
Sales	1,118	1,176	-4.9%
Average Sale Price	\$558,295	\$557,798	0.1%
End of Month Listing Inventory	3,742	3,624	3.3%

Residential Only

Listings	1,736	1,895	-8.4%
Sales	1,072	1,125	-4.7%
Average Sale Price	\$550,090	\$543,032	1.3%
Median Sale Price	\$490,000	\$474,500	3.3%
Average Days on Market	31	25	24.0%
Median Days on Market	23	20	15.0%
End of Month Listing Inventory	3,116	2,994	4.1%

Residential Freehold Only

Listings	1,458	1,589	-8.2%
Sales	895	925	-3.2%
Average Sale Price	\$571,718	\$571,025	0.1%
Median Sale Price	\$510,000	\$496,000	2.8%
Average Days on Market	31	25	24.0%
Median Days on Market	22	20	10.0%
End of Month Listing Inventory	2,636	2,564	2.8%

Condominium Only

Listings	278	306	-9.2%
Sales	177	200	-11.5%
Average Sale Price	\$440,728	\$413,565	6.6%
Median Sale Price	\$409,900	\$397,000	3.3%
Average Days on Market	33	25	32.0%
Median Days on Market	27	20	35.0%
End of Month Listing Inventory	480	430	11.6%

Reach More Buyers, Realtors and Boards When You List With Us

When you list your home with our team you get the advantage of reaching more buyers, their agents and boards across the province. This is no small statement...it really matters especially for buyers who are looking for their next home in a new community.

As a Relocation Specialist, I work with families coming into Oakville, Burlington, Hamilton, Stoney Creek, Mississauga, Toronto, Halton and beyond.

When we list your property, your listing is seen by realtors, their clients and on their boards. Some of the other areas that will see your home are realtors and buyers from the following:

- REALTORS® Association of Hamilton Burlington
- Bancroft and Area Association of REALTORS®
- Kawartha Lakes Real Estate Association Inc.
- London and St. Thomas Association of REALTORS®
- North Bay Real Estate Board
- Northumberland Hills Association of REALTORS®
- Peterborough and The Kawarthas Association of REALTORS®
- Quinte & District Association of REALTORS® Inc.
- REALTORS® Association of Grey Bruce Owen Sound
- Southern Georgian Bay Association of REALTORS®
- The Lakelands Association of REALTORS®
- Tillsonburg District Real Estate Board
- Woodstock-Ingersoll and District Real Estate Board

So if you are ready to list your home, email me at DarleneDarraghHomes@gmail.com or call at 905-484-4653 (direct line) or the office at 905-637-1700 (office) to discuss your needs, timing so that a customized plan can be developed.

Investors Corner

In this edition of Investors Corner we are going to cover some of the stats for the Toronto Condo market. Now you may be asking why we care what happens in Toronto in relation to Oakville or Burlington.

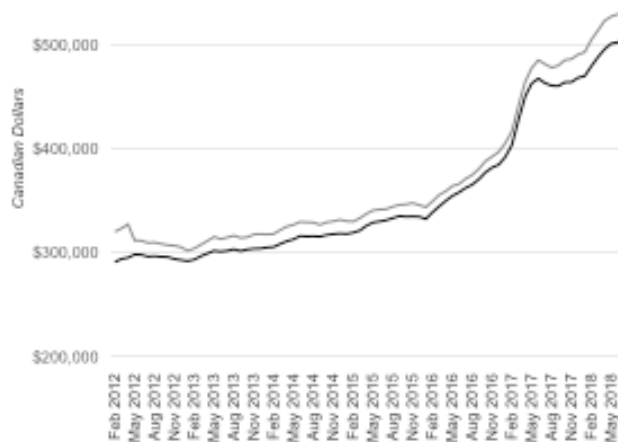
Typically Toronto leads the way for condo developments, investors buying condos to rent or flip and it sets the pace for the rest of the surrounding areas. As 2018 has been a challenging market for many home owners, condos have been the one shining example of staying power. Lets take a look at how the city market performed over the summer months as indication of our own market going forward. In addition, many of you who live in this community invest in Toronto condos as investment properties that is why we have included this information in the Investors Corner section.

Toronto Condos Squeeze Out The Smallest Price Change Since August To Print New High

Toronto real estate saw a minor price acceleration last month, and condos were no exception. Toronto Real Estate Board (TREB) numbers show the price of a typical condo is just below the all-time high. For the first time since December, annual price gains stopped decelerating. This could be a sign of the market getting ready to make another boom... or it more likely has to do with comparing it to the wonky July we had last year. Yes, wonky is a technical term.

Toronto Condo Prices Are Just Under All-Time High

Toronto condo prices had mixed movements, moving lower across TREB, but higher in the city. TREB reported the typical condo price hit \$501,400 in July, \$1,000 below the all-time high the month before. The City of Toronto's condo benchmark reached \$530,200, up \$900 from the month before. The divergence of the suburbs and the city continues through most indicators.



Source: CREA, Better Dwelling.

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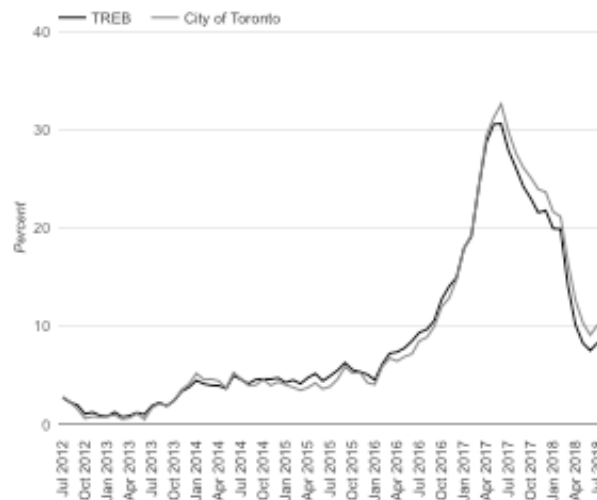
Investors Corner

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The monthly and annual increase was mixed as well. The monthly price change in both the city and the burbs was the worst lowest movement since August 2017. As for the annual change of 8.33% in TREB and 10.15% in the City, those are actually higher than last month. The annual price gain has reversed deceleration for the first time since December. We've only seen a single month change direction so far, so it could be a blip that gets smoothed out over the longer run. One month is far from a trend, but there is a chance prices could accelerate further. Anyone who says there's a clear up or downtrend for the market is full of s**t.

Toronto Benchmark Condo Price Change

The annual percent change of price, for a "typical" condo apartment in Toronto.



Source: CREA, Better Dwelling.

The median sale price of a condo increased across the board. TREB's median sale price hit \$485,000 in July, up 10.79% from last year. The City of Toronto's median sale price reached \$524,500 in July, up a massive 12.79% from last year. Remember, the median sale price isn't adjusted for size or quality like the benchmark. Consequently, they have limited use in figuring out you would pay for a condo. They are a popular indicator for international buyers and figuring out dollar flow.

(Continued on page 12)

Investors Corner

(Continued from page 11)

Toronto Median Condo Sale Price

The median sale price of a condo apartment in Toronto.



Source: CREA, Better Dwelling.

Toronto Condos See Average Sale Price Rise Over 8%

The average sale price of a condo increased across Greater Toronto. TREB saw an average sale price of \$546,984 in July, up 8.9% from last year. The City of Toronto reached an average sale price of \$582,547, up 9.2% from last year. Much like the median, an average sale price isn't useful for pricing a unit. It is helpful for gauging upgrade flow.

International Listings



Country Club II At Champions Gate - Florida

Prices starting from: USD 299,990

Great family fun and resort-style amenities await residents of Country Club II at ChampionsGate, located on the doorstep of Orlando, the U.S.A.'s most popular vacation destination. The Country Club II is situated within the flourishing community of ChampionsGate, which is an attraction in itself — the perfect oasis for your family and just like being on vacation in own your spacious, well-appointed single-family home.

Amenities

- Homeowner's association
- Splash park
- Swimming pool
- Playground
- Golf course
- Clubhouse
- Volleyball court
- Fully maintained lawns
- Sport court
- Aerobic studio
- Fitness center
- Tennis court
- Common areas
- Gym

Go to <https://www.ushomeshowcase.com/subscriptions/569637> for more details.

Coming Soon – Student Housing Investments

The Darlene Darragh Team is always trying to improve your experience, exposure and opportunities when you work with us.

As we get ready for the fall market some great new opportunities are coming available. Many of our clients are looking for rental investments without the hassle of managing the properties. For some, the Oakville, Burlington and Toronto area has become too expensive to obtain the desired rate of return on the investment. Consequently, many are now looking at outlying areas where they expand their real estate portfolio but obtain a cash positive rate of return. Managing such properties, however, is the challenge.

We are pleased to be working with a company that specializes in student housing projects and we will be announcing some of these investment opportunities in the coming months. We want to be clear, however, these developments are not your typical student housing. They have luxury features to command top rents, steady tenants and maintenance free management for you.

Look for our first announcements in early September.



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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