



January 2018

NEWSLETTER

Premium Real Estate Services



Signature Realty
IND. OWNED & OPERATED BROKERAGE



ESPINOSA & ASSOCIATES
Real Estate Team

CONTENTS

This newsletter is a regularly monthly distributed publication that is generally about local and national real estate statistics, topics of interest to home ownership or leasing for its subscribers.

01

January 2018 TREB MARKET WATCH

02

Home Improvements:
January Weekend Projects

04 -

Things to do around the
GTA In January 2018

05

06

Happy New Year!

OUR MESSAGE by Espinosa & Associates

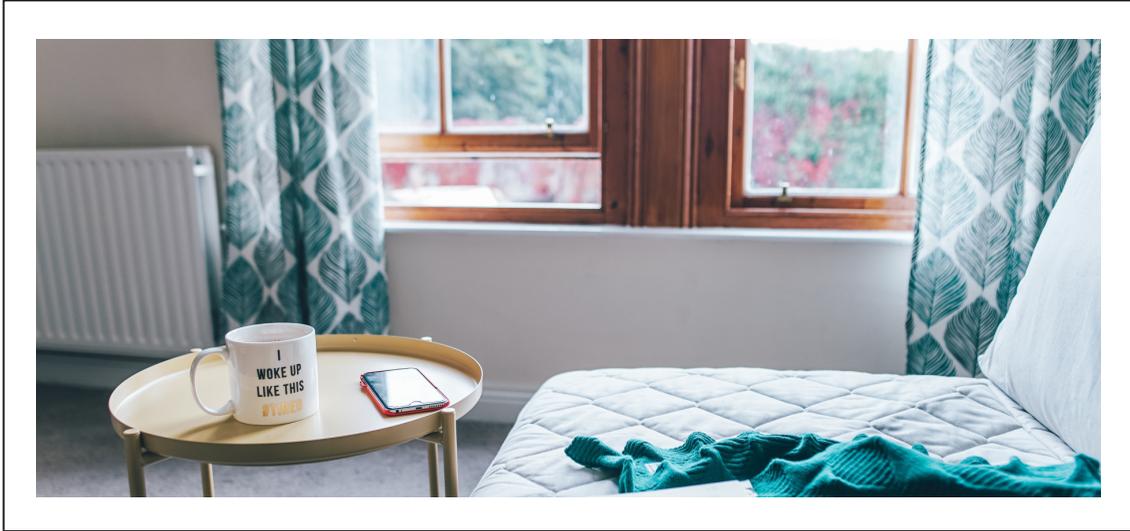
Driven by a passion for helping people, with their real estate needs, Espinosa & Associates is comprised of experienced and enthusiastic representatives committed to superior customer service. We are confident that we will be able to effectively DO MORE NOT LESS to assist you with every stage of the real estate process.

If you would like to join our mailing list to receive our newsletters and upcoming events, please send email to melissa@espinosateam.com, with "Join Mailing List" in the subject line!



GTA REALTORS® RELEASE

DECEMBER/ANNUAL STATS



January 4, 2018 -- Toronto Real Estate Board President Tim Syrianos announced that Greater Toronto Area REALTORS® reported 92,394 sales through TREB's MLS® System in 2017. This total was down 18.3 per cent compared to the record set in 2016.

Record sales in Q1 were followed by a decline in Q2 and Q3 after the Ontario Fair Housing Plan (FHP) was announced. The pace of sales picked up in Q4, as the impact of the FHP started to wane, and some buyers arguably brought forward their home purchase in response to the new OSFI stress test guidelines effective January 1, 2018.

"Much of the sales volatility in 2017 was brought about by government policy decisions. Research from TREB, the provincial government and Statistics Canada showed that foreign home buying was not a major driver of sales in the GTA. However, the Ontario Fair Housing Plan, which included a foreign buyer tax, had a marked psychological impact on the marketplace. Looking forward, government policy could continue to influence consumer behavior in 2018, as changes to federal mortgage lending guidelines come into effect," said Mr. Syrianos.

The average selling price for 2017 as a whole was \$822,681 – up 12.7 per cent compared to 2016. This annual growth was driven more so by extremely tight market conditions during the first four months of the year. In the latter two-thirds of 2017, fewer sales combined with increased listings resulted in slower price growth. In December, the MLS® Home Price Index (HPI) Composite Benchmark was up by 7.2 per cent year over year, and the overall average selling price was up by 0.7 per cent year over year.

"It is interesting to note that home price growth in the second half of 2017 differed substantially depending on market segment. The detached market segment – the most expensive on average – experienced the slowest pace of growth as many buyers looked to less expensive options. Conversely, the condominium apartment segment experienced double-digit growth, as condos accounted for a growing share of transactions," said Jason Mercer, TREB's Director of Market Analysis.

FOR FULL REPORT: http://www.trebhome.com/market_news/market_watch/2017/mw1712.pdf

HOME IMPROVEMENTS: JANUARY WEEKEND PROJECTS



WEEKEND #1: Put Away Holiday Decorations

January's first weekend is the perfect time for a home improvement project: putting away those sparkly decorations. After all the holidays are officially over! Remove all of your holiday decorations. Examine them for any damages, while you are taking them down. Check that all the lights are working, and it's a great time to replace any burned out bulbs and make certain the holiday season has not caused wires to fray. Make sure this weekend that lights are in good working order for next season. Plus if any damage is found, you can replace them while they are still 50% off!

WEEKEND #2: Fix Unsightly Wall or Ceiling Cracks

With the January weather kicking in, and you have no doubt noticed a few cracks around the home, the next January weekend is a good time to repair them. A couple of tips: If you see cracks where your walls meet the ceiling, don't worry, they pose no structural risk. These cracks are more than likely just from the normal expansion and contraction of your house where two pieces of drywall meet.

WEEKEND #3: Clean Tile And Grout

Whether it is for floors, backsplashes or walls, grout is possibly everywhere in your home. Grout does not have to be darker than it was when first applied. Here are some home improvement tips to get dirty grout clean and bright once more and do a little something to help it stay that way. You can use a homemade solution of baking soda and a bit of water. Make a paste of the baking soda and water and apply with a toothbrush, working in small areas so the baking soda doesn't dissolve and lose its abrasiveness. Rinse the area with water once you are done cleaning the grout. Once the grout is clean and thoroughly dried, apply a grout sealer, epoxy or acrylic, which is going to help the grout to not absorb any dirt and stains.

HOME IMPROVEMENTS: JANUARY WEEKEND PROJECTS

WEEKEND #4: Lubricate and Eliminate Squeaks and Creaks

If you notice any doors that are not opening as smoothly or sliding the way they used to, that is an easy fix. Grab some WD-40 and attack the working parts of those creaky doors. Lubricate the hinges and the sliding tracks to help smooth out the sticky situation.

You can also lubricate the hinges on medicine cabinets and kitchen cabinets with WD-40. Also, every so often, place WD-40 on your key and slide it into the lock to keep those parts working.



THINGS TO DO IN THE GTA



The Bentway Skate Trail Opening | Toronto

January 6, 2018 | 11:00 AM

Mayor's Skate Party: Sunday January 7, 2018 | 1-4pm

Fort York Hours: Saturday, January 6 | 10:00 AM - 11 PM

Sunday, January 7, 2018 | 10:00 AM - 6 PM

The Bentway is a unique innovative public space that transforms 1.75km underneath Toronto's Gardner Expressway, from Strachan Avenue to Bathurst Street. Hybrid of break dancing and freestyle ice skating performances, food and drink, with music throughout the day from the best of Toronto's DJ scene, FREE admission to Fort York National Historic Site.

Welcome Weekend Aga Khan Museum | Toronto

January 20-21, 2018 | 10:00 AM - 6:00 PM

77 Wynford Drive, Toronto, ON

Welcome weekend presented by RBC offers free admission to the Aga Khan Museum. Be the first to enjoy Listening to Art, Seeing Music, which features 10 interactive and immersive Museum-wide soundscapes and audio-visual installations

SKY ZONE TRAMPOLINE PARK - PAINT & JUMP NIGHT! "FLAMINGO WINE GLASSES" | Mississauga

January 24, 2018 | 7:00 PM - 9:00 PM

3636 Hawkestone Rd, Mississauga ON, L5C 2V2

Join Paint & Cocktails at Sky Zone Trampoline Park, Mississauga for a Paint & Jump Night! Makes a great date night idea for parents! The kids are looked after and kept active in the jump zone while you get to sit in a separate room for your painting class.



MISSISSAUGA STEELHEADS GAME | Mississauga

January 28, 2018 | 2:00 PM - 4:30 PM | Starting at \$19
Hershey Centre | 5500 Rose Cherry Place, Mississauga, ON L4Z4B6

The Mississauga Steelheads will host the Sudbury Wolves in their annual Pink at the Rink game.

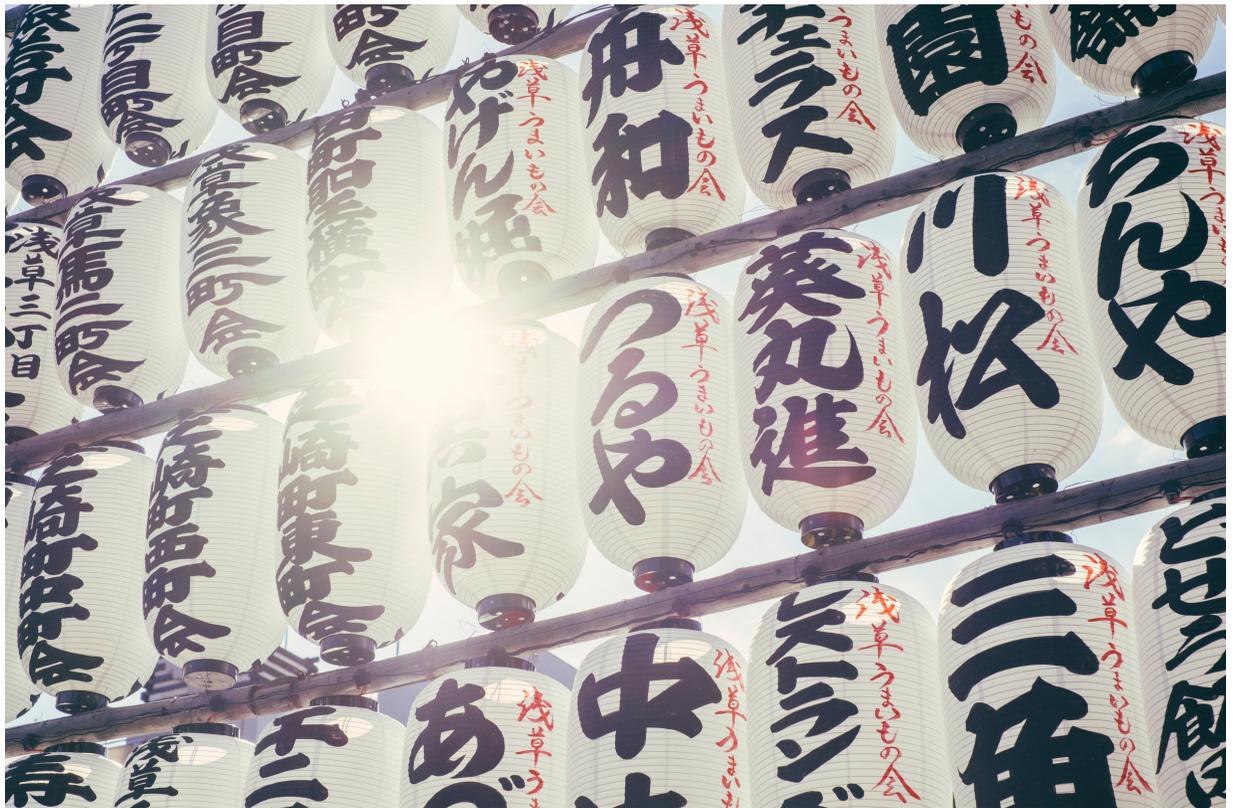
2018 Oakville Chinese New Year Gala | Oakville

Doors open at 6:15 p.m.

January 20, 2018 | 7:00 PM - 10:00 PM | Reg. \$25; VIP \$50

The Oakville Centre for the Performing Arts | 130 Navy St, Oakville, ON L6J 2Z4

Celebrate the Chinese New Year at the 2018 Oakville Chinese New Year Gala, presented by the Sixteen Mile Creek Theatre Troupe of the Oakville Chinese Network.





HAPPY NEW
YEAR

Emilio's Address for the Year:

2017 was a year of highs and lows in the real estate market. To date, one of the most roller coaster real estate years we have ever experienced. Sellers saw prices increase rapidly and then adjust as the year went on. Buyers felt like they were probably pushed out of the market but quickly saw, after May 2017, that values adjusted and home ownership was once again within reach. What will 2018 bring us? I personally think that as much as the media tries and will attempt to portray that a Real Estate Armageddon is imminent, prices and activity will be a bit sluggish in the first couple of months but will quickly turn around as the public becomes adjusted to the newly implement mortgage stress test. I'm certain that the media's focus on the year-to-year data will result in a lot of people feeling like they should be waiting to make a move. As always, opportunities will present themselves for both buyers and sellers. Getting the right advice and working with a knowledgeable real estate professional is more important today that it ever has. You need a professional to interpret the market numbers, data, concerns and trends. In fact, contact us today so that we can assign you your very own dedicated and highly qualified Real Estate professional to help you. We look forward to being of service and helping you with your home investment portfolio. Cheers to a magnificent and memorable 2018

Be a seeker of success, not an avoider of failure. ~Emilio Espinosa

CONTACT

Emilio Espinosa

Sales Representative

MANAGING DIRECTOR

905.568.2121

emilio@espinosateam.com

www.espinosateam.com

Follow us:    



ESPINOSA & ASSOCIATES

30 Eglinton Ave W #201 Mississauga, ON L5R 3E7



All offices are independently owned and operated, except those marked as indicated at royallepage.ca/disclaimer. Not intended to solicit currently listed properties or buyers under contract. The above information is from sources believed reliable, however, no responsibility is assumed for the accuracy of this information. © 2017 Emilio Espinosa Real Estate Services Limited. All rights reserved.

ESPINOSA & ASSOCIATES NEWSLETTER