



NEWSLETTER



Signature Realty
IND. OWNED & OPERATED BROKERAGE



ESPINOSA & ASSOCIATES
Real Estate Team

OUR NEWSLETTER

January 2019 E-NEWSLETTER

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 2019 TREB Market Watch

02

3 Things that won't increase your home value

03-

Things to do this January in the GTA

05

06

How to pay off after holiday debt

OUR MESSAGE by Espinosa & Associates

Driven by a passion for helping people, with their real estate needs, the Espinosa & Associates are 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!





DECEMBER AND 2018 ANNUAL STATISTICS RELEASED

January 4, 2019 -- Toronto Real Estate Board President Garry Bhaura announced that Greater Toronto Area REALTORS® reported a total of 77,426 residential transactions through TREB's MLS® System in 2018. This result represented a 16.1 per cent decline compared to 92,263 sales reported in 2017. Total new listings entered into TREB's MLS® System were down by 12.7 per cent over the same period to 155,823.

The overall average selling price for 2018 transactions, at \$787,300, was down by 4.3 per cent year-over-year for all home types combined across the TREB market area.

Home prices were up very slightly in the City of Toronto and down in the surrounding GTA regions. This dichotomy reflects the fact that the condominium apartment segment, which accounted for a large proportion of sales in the City of Toronto, performed better from a pricing perspective than the detached market segment. The average price for condominium apartment sales across the TREB market area was up by 7.8 per cent year-over-year.

"Higher borrowing costs coupled with the new mortgage stress test certainly prompted some households to temporarily move to the sidelines to reassess their housing options. With this said, it is important to note that market conditions were improved in the second

half of the year, both from a sales and pricing standpoint," said Garry Bhaura.

"After spiking in 2017, new listings receded markedly in 2018. In many neighbourhoods, despite fewer sales from a historic perspective, some buyers still struggled to find a home meeting their needs. The result was a resumption of a moderate year-over-year pace of home price growth in the second half of the year. Price growth was strongest for less expensive home types, as many home buyers sought more affordable home ownership options," said Jason Mercer, TREB's Director of Market Analysis and Service Channels.

FOR FULL REPORT: http://www.trebhome.com/market_news/market_watch/2018/mw1812.pdf

01 - JAN 2019 TREB ANNUAL STATS RELEASED

3 THINGS THAT WON'T INCREASE YOUR HOME VALUE



▶ SWIMMING POOL OR SPA.

Many people won't buy a home with a swimming pool because they don't want to deal with the upkeep or safety precautions needed. The cost and expense for maintenance never find their way back into your pocket. If you want to install a pool or spa, do it because you will enjoy it, but not because you think you will get a return on your "investment".

▶ SOLAR PANELS.

Although, it may be an admirable thing for the environment, solar panels do nothing for the residence's selling price. Plus, if you have financed your solar panels, you probably can't sell your home without paying off the balance at closing. This is something that may not be disclosed, so be sure to ask for all the facts.

▶ ELABORATE PROFESSIONAL LANDSCAPING.

If you want to put in an extravagant waterfall that flows into a pool, or plant that \$4000 tree, do it because you enjoy the water feature, or the beauty of the tree, not because you're hoping to recoup the investment. Landscaping choices are a personal preference, so any changes made to the yard, will not bring back to your bottom line.

THINGS TO DO THIS JANUARY IN THE GTA



Winter Light Exhibition Ontario Place | Toronto

Nov 23 - March 17, 2019 | 4pm - 12 am

Free | All Ages - family

Ontario Place | 955 Lake Shore Blvd. West, Toronto

For More Information: <http://ontarioplace.com/en/winterlightexhibition/>

Throughout the winter season, Ontario Place is a landscape of brisk wind, extreme temperature and intricate ice sculptures crafted by Mother Nature herself. Utilizing creativity, innovation, light and discovery, creators from all artistic streams will showcase their exhibits following the curatorial theme of “Disruptive Engagement”.

Go Tubing | Brampton

Jan 10 - March 10, 2019 | Weather permitting

Free | All Ages - family

Mount Chinguacousy | 9050 Bramalea Rd, Brampton, ON L6S 6G7

For More Info: <http://www.brampton.ca/EN/residents/Recreation/Chinguacousy-Park/Pages/Ching-MtChing.aspx>

Mount Chinguacousy is your destination for Skiing, Snowboarding and Tubing located in the Donald M. Gordon Chinguacousy Park. Entrance to the Ski Chalet is at the corner of Central Park Drive and Bramalea Road.



Toronto Light Fest | Toronto

Jan 18 - Mar 3, 2019 | All Ages - family

The Distillery Historic District | 55 Mill St., Toronto, ON

For More Info: <https://www.torontolightfest.com/>

The Toronto Light Festival is a new visual journey and an imaginative cerebral adventure. During the cold, dark days of winter, City residents will be drawn out of their traditional indoor habitats to experience Toronto in a way they never have before. The Festival exhibits the creativity of local and international artists and is a winter experience designed to entertain & inspire.

Winter Beer Festival 2018 | Burlington

January 25 & 26, 2019 | Friday 4pm - 11pm | Saturday 3pm - 10pm
\$25 General Admission | \$30 At the Door | \$250 Table of 10
Holiday Inn Burlington & Conference Centre | 3063 South Service Rd.
Burlington, Ontario, L7N 3E9
For More Info: <https://www.burlingtonbeerfest.com/>

The 5th Annual Burlington Winter Beer Festival is the culmination of the Festival of Beer, an exciting celebration of beer and food pairing in partnership with local restaurants, community based organizations and progressive craft brewers from across the Province. This celebration will once again be hosted by our friends at Holiday Inn Burlington.



Winterlicious | Toronto

January 25 - February 7, 2019
Lunch \$23, \$28, \$33 | Dinner \$33, \$43, \$53
Various Locations
For More Information: <https://www.toronto.ca/explore-enjoy/festivals-events/winterlicious/restaurants-menus/?view=tabList>

Explore Toronto's Food Culture at this Year's Winterlicious. Step up to the plate and taste what Toronto has to offer. With delicious three-course prix fixe lunch and dinner menus at nearly 200 top restaurants and 13 culinary events, there's so much for your taste buds to explore. Are you ready to try something new? Reservations will be accepted beginning January 10, 2019.

Toronto Tea Festival | Toronto

February 1 - 3, 2019 | Friday 12pm - 7:00pm | Saturday & Sunday 10:00am - 5:00pm
\$16 Single Day Pass | \$40 3-Day Pass
Toronto Reference Library, Appel Salon 2nd fl | 789 Yonge Street, Toronto, ON
For More Info: <http://teafestivaltoronto.com/>



Whether you are a newbie or an aficionado of tea culture, the Toronto Tea Festival will enable you to discover the world of tea from the traditional to the trendy. You will be able to sample hundreds of teas and learn from experts in the industry at one of the complimentary presentations. Taste a variety of teas uniquely and exquisitely prepared by exhibitors; noting how the flavours may differ depending upon place of origin, processing techniques, and preparation styles. Shop for all your favourite teawares, teas, and related products - this is the perfect opportunity to shop for your Valentine. Participate in the silent auction and enter the raffle. Experience the event to the fullest by engaging with the exhibitors and learning about all things tea.

Toronto Tea Festival



Kid Fest Canada | Toronto

February 2, 2019 | 4pm - 12 am |

Kids \$10 | Adults \$12 | Family of 4 pass \$40 | Saturday 10am - 4pm

Royal Botanical Gardens | 680 Plains Rd W, Burlington, ON

For More Information: <https://www.wned.org/community/screenings-and-events/kid-fest-2019/kid-fest-canada/>

WNED-TV is excited to announce our first-ever Kid Fest in Canada! Children and parents can enjoy a fun-filled family day filled with meet-and-greets with beloved PBS KIDS characters, as well as an assortment of activities, prizes, and more. Various organizations from around the community participate -- presenting live performances, crafts, and giveaways for those who attend. Afterwards, families can visit the Royal Botanical Gardens, a living, interactive museum, filled with natural wonders.





HOW TO PAY OFF AFTER HOLIDAY DEBT

Get the balances and interest rates from all of your latest credit card and loan statements. It's important to figure out what you owe.

If you have several different credit cards, there are a couple methods that will be beneficial to effectively help you pay them off sooner or at the very least save you money on interest.

The Avalanche Method lists your debts from highest to lowest by interest rate. That way you pay off the debts that rack up the most in interest first.

The Snowball Method however, prioritizes your smallest debts first, regardless of interest rates. The method works by gaining momentum as the debts are paid off. By removing the forms of debt, this should motivate you to keep going.

If you are unsure or need to go another step in tackling debt, maybe consolidation your option. The best option is to visit your financial advisor for guidance on your personal finances.

“Every new beginning comes from some
other beginnings end”
~ Seneca

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