

NEWSLETTER

Premium Real Estate Services



January

2020



Signature Realty
IND. OWNED & OPERATED BROKERAGE



Our Newsletter / January E-Newsletter

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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.

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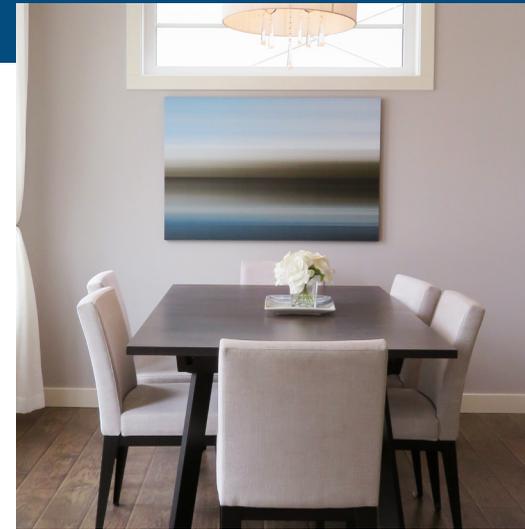
NEW YEAR! NEW RESOLUTIONS!

OUR MESSAGE by Espinosa & Associates

Driven by a passion for helping people with their real estate needs, 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 to assist you with every stage of the real estate process. ***The ultimate experience begins with you!!***

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 and Annual 2019 Stats



Toronto Real Estate Board President Michael Collins reported that December 2019 residential sales reported through TREB's MLS® System by Greater Toronto Area REALTORS® were up by 17.4 per cent year-over-year to 4,399. Total sales for calendar year 2019 amounted to 87,825 – up by 12.6 per cent compared to the decade low 78,015 sales reported in 2018. On an annual basis, 2019 sales were in line with the median annual sales result for the past decade.

"We certainly saw a recovery in sales activity in 2019, particularly in the second half of the year. As anticipated, many home buyers who were initially on the sidelines moved back into the market place starting in the spring. Buyer confidence was buoyed by a strong regional economy and declining contract mortgage rates over the course of the year," said Mr. Collins.

While sales were up in 2019, the number of new listings entered into TREB's MLS® System was down by 2.4 per cent year-over-year. For the past decade, annual new listings have been largely in a holding pattern between 150,000 and 160,000, despite the upward trend in home prices over the same period.

"Over the last ten years, TREB has been drawing attention to the housing supply issue in the GTA. Increasingly, policy makers, research groups of varying scope and other interested parties have acknowledged that the lack of a diverse supply of ownership and rental housing continues to hamper housing affordability in the GTA. Taking 2019 as an example, we experienced a strong sales increase up against a decline in supply. Tighter market conditions translated into accelerating price growth. Expect further acceleration in 2020 if there is no relief on the supply front," said Jason Mercer, TREB's Chief Market Analyst.

The MLS® Home Price Index Composite Benchmark was up by 7.3 per cent on a year-over-year basis in December 2019. From June 2019 onward, the annual growth rate in the MLS® HPI Composite Benchmark accelerated. The average selling price in December 2019 was \$837,788 – up almost 12 per cent year-over-year. For calendar year 2019, the average selling price was \$819,319 – up by four per cent compared to \$787,856 in 2018.

FOR FULL REPORT: <http://www.trebhome.com/files/market-stats/market-watch/mw1912.pdf>

SMART HOME TECH FOR 2020



10 years ago, who would have thought that you would be able to turn on your lights, and security at home, while you are at work from the palm of your hand. The advancements in technology and artificial intelligence in products like voice activated speakers are a good example, of home tech becoming affordable and moving into the next level. This technology isn't all left to your exterior video surveillance...

LIVING ROOM—Talking to yourself? Nope! You can now talk to your remote to change the channel, or search for that movie you can't quite remember the name of! The living room and kitchen are typically the hub of the house, and many homes now have voice technology to start up some music for guests, turn lights on or even set the temperature!

BEDROOM—There is more and more research coming out about the importance of sleep. Improving your focus, mental acuity and health through different technologies in the bedroom, sleep apps, and mattress technology is emerging! Monitoring sleep through smartphones, watches and now mattress' can monitor sleep and movement patterns based on the depth of your sleep, adjusting not only the firm or softness of your sleep experience but the temperature!! Smart alarm clocks are also available to gently wake you up as your approach your lightest sleep, emitting a specific scent to start your day off right.

KITCHEN—Smart refrigerators are loaded with tech to make your life easier, allowing you to have your fridge read recipes to you while you cook, avoiding having messy hands touching things around the room. Recent features that have transparent panels to look into the fridge without opening the door, alert for filter update, and also let you know when you've run out of an item. Easily one of the greatest features is create grocery lists and sync to your phone, no more paper lists!!

BATHROOM—This is a whole other price point and a bit away from being in everyhome, as bathroom tech will be harder to come by. Aromatherapy designed specific to the user in the room, gives a spa-like retreat to a home. Also music and even turning on the water and controlling temperature by voice control will be things of the future...and the near future!

DESIGN TRENDS:

PANTONE COLOUR OF THE YEAR 2020

A white square with a thin border containing the text 'Color of the Year 2020' and the Pantone logo. The background of the entire page is a dark blue gradient with a silhouette of two people walking at the bottom.

Color of
the Year
2020

PANTONE®

Classic Blue

19-4052

A calming shade of azure, to ring in the New Year (and Decade), the company announced the Pantone Color of the Year 2020 is Classic Blue. Pantone Color Institute's Executive Director Leatrice Eiseman says, "Blue, from an emotional, psychological standpoint, has always represented a certain amount of calm and dependability. It's a color that you can rely on." Partnering with brands to develop a smell, sound, taste and texture of Classic Blue hoping to inspire designers and consumers to innovate and rethink colour and its application. Here are some inspirational interior design pieces you can incorporate into your own space!

FURNITURE—This colour has been recommended to be used in the home as a large piece of furniture making a statement like a couch. You can then build on that large scale pop of color putting other accent pieces in the room either the same or complementary to the Classic Blue shade. The color or even the texture of this piece whether leather, or plush velvet.

ACCENT WALL—Depending on the size of the room and the statement you are trying to make, a small wall or the span of a large wall in a room, this darker colour will give the room a classic rich look.

CABINETRY—A painted vanity can add some interest to a typically neutral room. Kitchen cabinetry or bathroom vanity will take on a different personality.

ACCESSORIZE—Classic Blue in throw pillows, area rug, vase or lamp, even utensils or kitchen wear if you don't want to make a big commitment!

PAIR IT! Copper, brushed metals, wood, textures and patterns, will make this colour fun! Use your imagination in bringing this colour to life in your home!

THINGS TO DO AROUND THE GTA IN JANUARY 2020



Canada's Bridal Show Winter 2020 Toronto

Jan 10-12, 2020 | Times Vary
Price: Online & At the door \$20 per person/day | Children 12 Under are free
Metro Toronto Convention Centre | 255 Front St W., North Building Hall A
For more info: <https://canadasbridalshow.com/the-show/show-info/>

Come see the largest wedding show in Canada!! Canada's Bridal Show is the largest and most prestigious Bridal Show in Canada with over 33 years of making Brides' dreams come true. It is the favourite resource for thousands of Canadian Bridal Couples from all over Ontario and the GTA. This is where you get to experience the latest wedding products and services. Enjoy a bridal fashion show with all the latest gowns, suits, outfits and future trends. See the new designs, try the jewellery, choose the accessories, feel the latest fabrics and taste the different dishes. Discover all the options you never knew you had. All in one place and in your own time.



DJ Skate Nights Friday Nights Toronto

Jan 10 - Mar 22, 2020 | 7:00 - 10:00pm
Price: All Ages & Free | Skate Rentals available \$5 Children under 12 | \$10 Adults
Nathan Phillips Square | 100 Queen St. W
For more info: <https://www.toronto.com/events/9785285-935401-dj-skate-nights-friday-nights-at-nathan-phillips-square/>

Sharpen your skates, beat the winter blues and join Toronto's No. 1 outdoor winter party with another great lineup of DJs every Friday night at Nathan Phillips Square through March 22.



Winterlicious Toronto

Jan 31 - Feb 13, 2020 | Restaurants and Times Vary
Price: Prix Fixe - Lunch \$23/\$28/\$33 | Dinner \$33/\$43/\$53
For more info: <https://www.toronto.ca/explore-enjoy/festivals-events/winterlicious/>

This winter, step up to the plate and taste what Toronto has to offer. With delicious three-course prix fixe lunch and dinner menus at more than 200 restaurants and 14 culinary events, there's so much for your taste buds to explore. Are you ready to try something new?



Interior Design Show 2020 Toronto

Jan 16-19, 2020 | Times Vary
Price: Day Admission \$22| Kids Free 12 and under
Metro Toronto Convention Centre | 222
Bremner Blvd, South Building
For more info: <https://toronto.interiordesign-show.com/en/home.html>

Held every January for 4 days, Interior Design Show (IDS) celebrates and promotes design in Canada and across the world through a compelling showcase of new products, features, installations, prototypes and big ideas. From emerging local designers to international legacy brands, we bring together the best in design and the thought leaders of both today and tomorrow. Over the last two decades, design has shifted from the aesthetics of style to a powerful tool for change. This year, IDS looks back at its history and ahead to its future. Hindsight may be 20/20, but at IDS, foresight is our focus.



Afternoon Tea at the Castle Toronto

Feb 1, 2, 8 & 9, 2020 | 11-5pm
Price: \$40+tax included admission to Casa Loma
Casa Loma | 1 Austin Terrace
For more info: <https://casaloma.ca/project/afternoon-tea/>

Back by popular demand, experience the elegance of the Edwardian era with a traditional afternoon tea at Toronto's iconic castle, Casa Loma. Sample a selection of teas, scones, mini croissants, pastries, strawberries and cream, crumpets with flavoured butters and tea sandwiches. Live music and a 20 ft (6.1m) cake tower will add to the majestic ambiance. Multiple seating times and reservations are required in advance!



NEW YEAR! NEW RESOLUTIONS!

So everyone talks about resolutions this time of year... and so are we, but it's not what you think. Let's talk about getting yourself financially ready for your next real estate venture, whether owning your first home, upsizing or looking for an investment.

First Home Buyers. This will be the year to focus on paying off all your debts, also take it a step further...build an emergency fund and get pre-approved. This being your first venture into real estate, you should make sure you set yourself up for financial success, so there are no surprises as you work through the process. Find a Realtor and a Financial Professional to set up a plan that you can work with leading up to your first purchase!!

Upsizing. This isn't your first rodeo, you're already in a place, but maybe the family is expanding and you are bursting at the seams! Look at wants but mostly what you need. You don't want to overstretch your finances for spaces that you won't even use! When you upsize it's not just the price of the purchase, but property tax increases with square footage, higher utilities and more maintenance. Really crunch your numbers to get the big picture.

Investment Property. Do your research! Look at the type of clients you want to attract, and location will have a factor in this! Keep in mind renovation costs (if any), downpayment, and calculate your potential expenses and profits beforehand. Nothing wrong with being an overachiever at this point. Keep in mind operation costs, any maintenance or unexpected repairs, and possibly an emergency fund in case your renters don't pay (keep in mind you are still responsible for the mortgage).

In all of these scenarios it just comes down to prepare in advance. If you have a plan, at least you can work with that and as things happen, you will have solutions for any problems that arise! New Year, New Decade...Talk to your REALTOR® to get you started.



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“Stay committed to your decisions, but stay flexible in your approach.”

—BERTRAND RUSSELL



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