

The Art of Selling Square One Condos

By Your Trusted Square One Realtor Team!
January 2018 Edition

AMIT KALIA

Real Estate Broker

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RE/MAX REAL ESTATE **CENTRE**
INC. BROKERAGE
INDEPENDENTLY OWNED AND OPERATED

Latest On The Square One Condo Market

Our report clearly signals that Downtown Mississauga also known as Mississauga City Centre or Square One could be Mississauga's most active real estate market in 2018.

Why is Mississauga Condos market poised for growth?

In mid-2017, when the Government saw a huge surge in GTA home prices, high consumer debt levels & homes becoming too expensive to afford, they started tightening the housing market by putting different rules. It is increasingly becoming harder for people to qualify for higher mortgages. This is like a double beating to the housing market.

What can all of this mean for 2018 Square One condo market?

Condo apartment market falls into the lowest price segment of the market. With tight lending conditions, most buyers will get qualified for less than what they would have in the past & Square One condo market will cater to the needs of this segment.

Analyzing Square One Condo Prices

As per TREB reports, average & median prices for Mississauga Condo Apartment prices increased by 15% in 2017.

Square One Condo Prices in 2018

By the year end, it will not be surprising to see double digit growth for Square One condos, which are currently lower than \$450,000. Many first time buyers,

investors & families have been priced out & are not qualifying for freehold properties. They do qualify for affordable condos & townhouses that cost less than \$650,000.

2018 Square One Rental Market

There is a big shortage of supply of condo apartments for rent. This is a good time to buy for investors who are looking to buy a condo & rent it out. We are swamped by rental leads. Rents have gone up by almost 8-9% in one year (market rent is applicable only when a new tenant is moving in).

Condo Investors Dream of Acquiring Top Tenants

In our experience, Square One condo market is one of the best

rental markets in all of GTA. An investment property is very easy to manage when one lives close by & Square One is ideal for investors who live in Mississauga, Brampton & nearby areas.

Square One Builder New Condos Market 2018

After successful registration of Amacon's PSV condos, buyers can look forward to their AVIA, Perla 2 & other towers from Edge condos. Our team is a Platinum broker at these & many other Mississauga builder projects, so if you are interested in builder new condos project in Mississauga, give us a call.

You can follow latest Square One condo news, stats & other useful information on our popular blog: condopundit.com/blog



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Mississauga Condo Apartments & Square One Condo Prices went up by 15% in 2017

"I won't be surprised to see double digit growth for Square One condos, which are currently lower than \$450,000 price range, by the end of this year." Amit Kalia

How To Get A Quick Sale & A Higher Sold Price For Your Condo?

It All Starts with A Good Plan

We Build A Customized Plan, Tailor-made To Match Your Needs

When you are ready to sell your condo; the first and foremost step is planning your next move. You need to figure out answers to so many questions:

What will I buy after I sell my condo? What things I can do to my condo to get more money when selling? Should I list first or buy first? Can I move my mortgage to a new home or should I pay it off and get a new mortgage? How should I sell my property?

You can be selling because of many reasons like: relocation, moving up, moving down etc. You don't want to end up buying something without first getting an idea of your net equity (cash in hand after all your expenses). Also you don't want to get stuck with two properties, or try selling your condo without preparing it.

How much will it cost me to sell? How much time it can take to sell?

Commission varies anywhere from 2.5% to 5% plus HST of the selling price, depending on the method you choose to sell your condo. Closing and moving costs can add around 1% of the selling price. A well-priced condo which shows well and is marketed well can confidently get sold within 30 days.

Preparing Your Condo

We Help You Put Your Best Foot Forward. Here Are Some Tips.

1. De-clutter and de-personalize. Make sure all the counters and corners are clutter free. Remove excess furniture or displays. Buyers need to see how functional and spacious the living area is.
2. Entire condo, balcony and windows need to be clean, blinds and curtains open, and lights kept on when needed. A well-lit condo is always preferred by buyers.
3. Add some indoor plants or flowers in vases, as they add a warm feeling to any home.
4. Ensure all doors and windows open easily.
5. Based on the condition of the condo, we might recommend some updates like: a fresh coat of paint, carpet or flooring change and other minor repairs, as necessary.
6. Once this is done, our team with the home staging professionals will advise on home staging, if required.
7. If certain repairs fall under your condo maintenance, put in a request at the earliest for items to be fixed.
8. Order a status certificate from the condo management as this has to be provided to the buyers at the time of closing.

Some Square One Condo Stats at a Glance

Condo Building	Condo Type	Avg. Sold Price July 2017	Avg. Sold Price Dec 2017	Price %
1 & 33 Elm Dr	2 BR, 2 WR	\$439,963	\$407,750	-7%
220 Burnhamthorpe Rd	2 BR+1, 2 WR	\$480,000	\$451,500	-6%
223 Webb Dr	1 BR+1, 1 WR	\$359,900	\$358,400	0%
225 Webb Dr	2 BR+1, 2 WR	\$486,000	\$450,000	-7%
250 Webb Dr	2 BR+1, 2 WR	\$445,000	\$397,000	-11%
310 Burnhamthorpe Rd	2 BR+1, 2WR	\$472,500	\$497,500	5%
325, 335 Webb Dr	2 BR+1, 2 WR	\$418,500	\$418,500	0%
330 Burnhamthorpe Rd	2 BR, 2WR	\$410,000	\$435,667	6%
339 Rathburn Road W	2 BR, 2 WR	\$440,900	\$465,000	5%
350 Webb Dr	2 BR+1, 2 WR	\$445,000	\$404,143	-9%
3515 Kariya Dr	1 BR, 1 WR	\$330,000	\$340,000	3%
3515 Kariya Dr	2 BR+1, 2 WR	\$464,000	\$443,114	-5%
360 Square One Dr	1 BR+1, 1 WR	\$370,000	\$370,625	0%
365 Prince of Wales	1 BR, 1 WR	\$369,960	\$357,000	-4%
385 Prince of Wales	1 BR, 1 WR	\$375,000	\$345,487	-8%
388 Prince of Wales	1 BR, 1 WR	\$375,000	\$349,000	-7%
388 Prince of Wales	2 BR+1, 2 WR	\$494,550	\$474,500	-4%
3880, 3888 Duke York	1 BR+1, 1 WR	\$360,000	\$353,250	-2%
3880, 3888 Duke York	2 BR, 2 WR	\$471,714	\$434,250	-8%
3880, 3888 Duke York	2 BR+1, 2 WR	\$583,000	\$534,000	-8%
3880, 3888 Duke York	3 BR+1, 2 WR	\$583,000	\$545,000	-7%
3939 Duke of York	1 BR+1, 2 WR	\$383,475	\$363,333	-5%
3985 Grand Park Dr	1 BR + 1WR	\$361,000	\$346,429	-4%
3985 Grand Park Dr	2 BR, 2 WR	\$466,200	\$445,333	-4%
400 Webb Dr	2 BR+1, 2 WR	\$503,667	\$437,875	-13%
4065, 4099 Brickstone Mews	1 BR, 1 WR	\$349,700	\$352,421	1%
4065, 4099 Brickstone Mews	1 BR+1, 1 WR	\$375,191	\$369,527	-2%
4065, 4099 Brickstone Mews	2 BR, 2 WR	\$465,833	\$479,231	3%
4070 Confederation Pkwy	2 BR, 2 WR	\$454,750	\$443,998	-2%
4080 & 4090 Living Arts Dr	1 BR+1, 1 WR	\$361,000	\$356,967	-1%
4080 & 4090 Living Arts Dr	2 BR, 2 WR	\$443,143	\$439,099	-1%
550 Webb Drive	2 BR, 2 WR	\$465,125	\$434,629	-7%
50 Absolute Ave	1 BR, 1 WR	\$312,333	\$318,860	2%
60 Absolute Ave	2 BR, 2 WR	\$432,148	\$427,778	-1%
70, 80, 90 Absolute Ave	2 BR, 2 WR	\$412,422	\$392,239	-5%
Avg Price Change				-3%

These prices are for reference only and should not be taken as suggested sales price for your condo. Pricing depends on various factors you will read in this report.

Jul Prices = Apr 1, 2017 to Jun 30, 2017
Dec Prices = Jul 1, 2017 to Dec 31, 2017

Pricing Your Condo

Correct Pricing is key to a quick sale of your Square One condo!

Pricing a condo depends on many factors:

Suite features: size, floor level, number of bedrooms, washrooms, ceiling height, flooring, upgrades to the kitchen and washrooms, number of parking spots, lockers, balcony and view.

Building features: age, reputation, condo fee and amenities.

Market condition: available inventory of similar condos, recent sold prices.

As a seasoned Square One Condo Realtor team, it is our job to recommend the right pricing strategy for selling your condo at the highest value. We provide a Free Home Evaluation and a Comparable Market Analysis to help you make an informed decision.

We Offer a 30 Days Sold Guarantee!

A well-priced condo backed by top marketing should sell within 30 days.

This is Team Amit Kalia's guarantee when listing condos in the Square One market!



Marketing Your Condo

This Is Our #1 Strength

All of the above can be a waste if we don't get you the traffic. That is, many qualified buyers for your condo.

We are so confident about our proven selling approach that we offer you a 30 days Sold Guarantee or \$1000 cash.

How do we do this?

More than 80% of the consumers start their home or condo search online. This is followed by field activity where consumers visit Square One area, meet friends and family members at Downtown Mississauga, and get a feel of the place by attending events at Celebration Square and dining or shopping at the Square One mall. Our marketing targets these potential buyers in the online world and also on the ground.



Generic Online Ad

More than 80% of buyers find properties online.

Your listing gets an unmatched advantage when it comes to Internet exposure as well as on the ground presence when you list your condo with RE/MAX and choose a Team Amit Kalia member as your REALTOR®



Your Listing Receives Top Online Marketing that is 2nd to None

We all know that Google is # 1 online search engine. Google's latest technology serves more local results than ever. With heavy online presence we showcase your listing everywhere on the Internet. Be it Google Paid Search Ads, Mobile ads, Kijiji Ads, Display Ads, YouTube Ads, Facebook, Yahoo, Bing... the list is endless.

When potential buyers view our ads online, they contact us. Our team members are experts in the Square One market and know the ins and outs of the buildings.

We work with many seasoned mortgage professionals.

This helps us match buyers with the right property and bring only a qualified buyer to your door step.

Closing Your Condo Sale

Each and every showing your condo receives is monitored closely, and we follow up directly with the showing agent to pursue an offer. With a long presence in the local market, Team Amit Kalia gives you an added advantage that also includes a very strong local Realtor network to secure a buyer with the best offer for you.

Our local presence makes it convenient to serve clients and properties at Square One quickly and efficiently.



Added Advantage for Sellers as We Serve 100s of Investors

We work with a lot of investors and help them to accumulate wealth by investing in multiple Square One condos. We provide a turnkey service to our investor clients. We provide quality service which includes not just buying good condos, but also providing rental service and a La Carte Property Management service. For Square One condo sellers, working with us gives you an added advantage as we have a large database of investors looking to buy Square One condos.

MEET THE TEAM



Amit Kalia, Broker

Amit has been serving as a full time REALTOR® in Mississauga since 2003. Amit has a diverse list of clients from all over the world. Amit offers the best terms and highest level of professional service and is backed by a solid sales and marketing team to ensure that all your real estate transactions receive top priority.



Bridgette Chung, Sales Rep

Bridgette is a seasoned licensed Sales Representative with RE/MAX. Her intuition & calm demeanour coupled with years of experience make Bridgette an asset to the team. She has helped many families buy their first & second homes. She is a long-time resident of Caledon.



Pratham Kalia, Sales Rep

As a Gen Y professional, Pratham joined RE/MAX in 2016. He works to secure the best deals for his clients in a customer-centric and friendly manner. While millennials make up for half of his clients, he has extensive experience working with first-time buyers & even seasoned buyers & investors.



DID YOU KNOW?

Amit is Top 1% Broker in Square One area by number of transactions in 2016 and 2017, as per the realestate stats based on TREB. Last year, more than 50% of our Team’s transactions came from people living in Square One condo buildings who refer their friends and family to us.

Testimonials:

Amit is an awarded REALTOR® trusted by his Square One clients.

Amit is a member of the RE/MAX Platinum Club Award for 2017, 2016 and 2015. He has been awarded with the 100% Club Award for 2014, 2013 & 2012.

Here’s what our Square One clients have to say! You can also browse through reviews on Google+ & Facebook.

I saw one of Amit Kalia’s billboards in the Square One area and decided to call him. He promptly offered to come and meet with me and discuss possible options. I was so impressed with his knowledge and honesty, I decided have him represent me. If you are looking for a thorough, knowledgeable, and honest real estate agent to represent you I would highly recommend Amit Kalia. - D. Jervis

We recently listed and sold our Square One condo with Amit Kalia and he was a thorough professional throughout. I especially appreciated his tact and patience in dealing with senior citizens. I will definitely recommend Amit to others and will use his services again in the future. - R. Hossain

Our experience with Amit and Pratham was exemplary from start to finish. This being our first foray into real-estate investment, we were understandably anxious. Amit found us the perfect property for our needs. Once the property was ready, Pratham set us up with an A+ tenant in a few days. This is our real estate team for any future needs. - R. Das

It was a pleasure in having Amit Kalia’s team members of Pratham Kalia and Bridgette Chung sell my home. From the initial interview with them in deciding on a listing realtor, I was impressed with both of them. They were knowledgeable about the current local real estate market and they came to the interview prepared with information to help me in making my decision. They were very professional, personable and thorough in their approach, with excellent communication skills. And they were successful in attracting good offers and ultimately a sale in very good time. - T. Taraso



FAQ

How does your 30-day Sold Guarantee work?

Our promise is based on confidence, backed by our track record, client testimonials and comes with a written guarantee. If your home is not sold within the first 30 days of listing, at the minimum agreed asking price, Team Amit Kalia will pay you \$1,000 cash (or deduct \$1,000 off the commission) upon successful sale of your property. The listed price is set at a mutually agreed market value determined on the basis of market conditions and comparable homes. For the purpose of this agreement, the seller agrees to permit sales representatives reasonable access to the property on a daily basis in order to show the property to prospective purchasers. If the Seller receives an offer at or above the guaranteed sale price within the first 30 day period, and the Seller rejects said offer, then this agreement is null and void.

How does RE/MAX brand help in selling my condo in Square One?

RE/MAX gets you top exposure when it comes to showcasing your listings in Mississauga or in any Canadian city or town. It is a well-known fact that more than 80% of buyers find properties online. Try searching some keywords that buyers type to find homes for sale online: "real estate", "Mississauga real estate", "homes for sale", "condominiums for sale", "townhouses for sale" and you will find RE/MAX website in the top results, always. We not only showcase RE/MAX listings but other brokerage listings also.

RE/MAX has so many agents, why should we hire you for selling our condo?

2016 and 2017 TREB statistics put Amit amongst top 1% Realtors in Mississauga and also in postal code L5B, based on number of transactions. Take advantage of his superior selling to asking price ratio and fewer number of days on market to net more dollars in your pocket and to sell your condo faster. Amit's own popular Mississauga real estate website and condopundit.com blog, his strong online exposure and a powerful social media presence helps in finding many local and international buyers for your property. What does this mean for you? Team Amit Kalia advertises your home aggressively on the Internet and also in your neighborhood using some of the popular traditional marketing tools. Your listing gets an unmatched advantage when it comes to Internet exposure when you list your property with RE/MAX and choose a Team Amit Kalia member as your Realtor.

Can you help us Sell our current property as well as Buy us a property elsewhere?

Absolutely! If you are planning to sell your Square One condo to buy a condo or a home elsewhere, you should discuss this during the initial seller consultation with Team Amit Kalia, as it becomes part of the overall selling and buying strategy. To buy or sell first is a tricky question and matching the two dates (closing date of the current condo and moving date of the new property) is a process in itself which needs to be handled diligently.

During the consultation, Amit's team will discuss key considerations such as: what are you planning to do with the equity, are you investing

in another property, do you plan to rent instead, are you downsizing to a smaller condo, are you upsizing to a home or a larger condo, or are you moving out of the city, or even country? There are so many variables that need to be considered to help you make an informed decision when selling and buying a property at the same time. We take the pain out of the process for you. We have helped many clients sell their Mississauga property and buy in Milton, Brampton, Caledon, Burlington, Oakville, Hamilton and elsewhere in the GTA.

Do you maintain a database of buyers and investors?

We maintain a database of buyers and local plus overseas investors looking for Mississauga homes and condos. Your listing will be showcased to these buyers before they look at other listings with Amit's team.

What are the common closing expenses for condo sellers?

Typical closing expenses for home sellers include real estate commission and lawyer fee. Of course, any upgrades or updates necessary to sell the condo will be an additional cost.

Why is Mississauga Condos market poised for growth?

There are many factors that are shaping the future of condos in Mississauga and the rest of the GTA. Government intervention in the housing sector has a lot to do with real estate prices. Apart from the overall economy, there are other external factors that affect real estate markets in general. It can be said that real estate in Canada is not being run on a free market basis. If it was, then the housing prices in GTA would have surpassed by double digits in 2017 too. In mid-2017, when the Government saw this huge surge in GTA home prices, high consumer debt levels and homes becoming too expensive to afford, they started tightening the housing market by putting different rules. Condo apartment market falls into the lowest price segment of the market. So with so much tight lending conditions, most buyers will get qualified for much less than what they used to in the past. And the Square One condo market will fill in this gap.

Should I be present during showings or open houses?

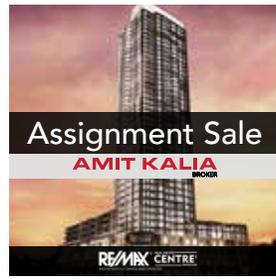
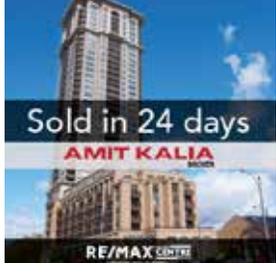
There are many reasons why sellers are not encouraged to stay at home during showings. The main reason is to allow potential buyers to freely view the property and discuss with their own agent. Sometimes the buyers may directly ask you questions, and it is recommended that you not get into any discussion about the condo with the buyer directly. Leave it to your listing agent! It is best to leave shortly before showings or open house and to come back once they have left your home.

How much is my condo worth?

Everyone is curious to know what their home is worth in the current market, or how much their neighbours sold for. You can simply pick up the phone to book a no obligation free home evaluation with Team Amit Kalia. It is always better to have an experienced local Realtor discuss this very important aspect with you personally.

For more FAQs visit: www.realestate-ontario.com/home-seller-faq/

Some of Our Top Sold & Rented Listings in 2017

 <p>Assignment Sale AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Assignment Sale AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 0 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 4 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Rented in 9 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>
 <p>Sold in 7 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 14 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 5 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 9 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Rented in 3 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>
 <p>Sold in 5 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 1 day AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 1 day AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 4 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Rented in 10 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>
 <p>Sold in 24 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 7 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 7 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 16 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Rented in 3 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>
 <p>Rented in 13 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Rented in 3 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 5 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 6 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>	 <p>Sold in 7 days AMIT KALIA BROKER</p> <p>RE/MAX CENTRE</p>

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