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**Find Out What
Your Home Is
Worth**



Please do not hesitate
to call.

I will be happy to assess
the Current Market Value
of your home and talk
about any Real Estate
queries you may have.

It is always a pleasure!

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Not intended to solicit those already under contract

Around the Corner

With Natasha



February 2020

Market Statistics

January 2020 Stats: TREB President Michael Collins announced that Greater Toronto Area REALTORS® reported 4,581 home sales through TRREB's MLS® System in January 2020 – up by 15.4% compared to January 2019. On a preliminary seasonally adjusted basis, sales were up by 4.8% compared to December 2019.

Summary of Home Transactions in Durham Region				
	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	944	905	99%	31
Ajax	117	77	99%	24
Brock	17	39	97%	57
Clarington	180	198	99%	35
Oshawa	269	216	100%	26
Pickering	110	111	100%	27
Scugog	38	58	96%	57
Uxbridge	46	67	96%	69
Whitby	167	139	99%	27

“We started 2020 where 2019 left off, with very strong growth in the number of sales up against a continued dip in the number of new and available listings. Tighter market conditions compared to a year ago resulted in much stronger growth in average selling prices. Steady population growth, low unemployment and low borrowing costs continued to underpin substantial competition between buyers in all major market segments,” said Mr. Collins.

Summary of Existing Home Transactions Toronto				
	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Toronto West	648	585	101%	23
Toronto Central	1465	1530	100%	25
Toronto East	520	349	103%	20

The MLS® HPI Composite Benchmark price was up by 8.7% compared to January 2019 – the highest annual rate of growth for the Benchmark since October 2017. The condominium apartment market segment continued to lead the way in terms of MLS HPI® price growth, but all home types experienced price growth above 7% when considering the TRREB market area as a whole. The average selling price in January was up by 12.3%, driven by the detached and condominium apartment segments in the City of Toronto.

“A key difference in the price growth story in January 2020 compared to January 2019 was in the low-rise market segments, particularly with regard to detached houses. A year seems to have made a big difference. It is clear that many buyers who were on the sidelines due to the OSFI stress test are moving back into the market, driving very strong year-over-year sales growth in the detached segment. Strong sales up against a constrained supply continues to result in an accelerating rate of price growth,” said Jason Mercer, TRREB's Director of Market Analysis and Service Channels.

For Full Market Watch Report, visit www.ResultsRightForYou.com

Community Events

Family Day Event

When: Feb. 17, 2020 10:00am to 4:00pm
Where: Rouge Valley Conservation Centre
1749 Meadowvale Rd., Scarborough

WinterRouge

When: Feb. 17, 2020 11:00am to 3:00pm
Where: Rouge National Urban Park,
1749 Meadowvale Ave, Scarborough



Town of Ajax—Winterfest,

When: Feb. 19, from 11 a.m. to 4 p.m.
Where: McLean Community Centre
95 Magill Dr., Ajax

The 2020 Toronto Spring Camping and RV Show

When: February 27-29, 2020 10:00am to 7:00pm
March 1, 2020 from 10:00am to 5:00pm
Where: The International Centre
6900 Airport Road, Mississauga

How can I make my home more energy-efficient?

Whether you're planning small fixes or major renovations, consider making energy efficiency upgrades. It will help lower your consumption and energy bills, and add value to your home.

Think of your home as a system: All the elements of your house – the building envelope, mechanical systems, indoor and outdoor environment and even the occupants – interact. A change in one area can affect the others. For example, in sealing up air leaks you may need to make changes to your ventilation.

Let the label be your EnerGuide: When you shop for major appliances and heating and cooling equipment, consult the EnerGuide labels. They show a product's energy performance rating based on minimum standards set by Canada's Energy Efficiency Regulations. EnerGuide ratings help consumers comparison-shop with confidence.

Follow the ENERGY STAR®: Look for products with the blue-and-white ENERGY STAR® logo. It's a symbol reserved for only the most energy-efficient models in each product class.

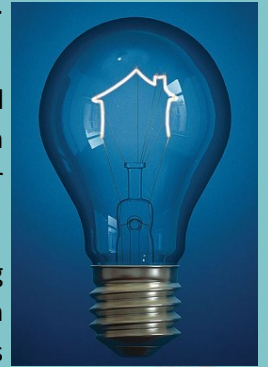
Reduce standby power consumption: Even in "standby" or "sleep" mode, many electronic devices draw power 24 hours a day to access networks and run clocks, timers and remotes. This low-level use can account for five to 10 percent of your electricity bill. Cut down on this passive power drain with the following tips.

Look for the ENERGY STAR® : Devices that have this logo use no more than one watt in standby mode. Ask your cable, satellite or internet provider about ENERGY STAR® certified set-top boxes that can lower your energy consumption without affecting your service.

Use smarter power bars: Choose a model with a timer that can cut power to devices overnight. Or choose a power bar with a master socket for your TV and sub-sockets for DVD players, game consoles, etc. When you turn off the TV, the other devices power down as well.

Give your devices a holiday: Before you leave on vacation, unplug as many appliances and devices as you can. You'll save energy – and money – for your next getaway.

Unplug rarely-used devices: Pull the plug on the toaster oven, the printer, the guest-room TV and older devices that use AC adapters.



Full article: www.nrcan.gc.ca



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The Words

PRE-APPROVAL LETTER: Before buying a home, a Buyer can obtain a pre-approval letter from a bank, which provides an estimate on how much the bank will lend that person.

AMENITIES: Traditional amenities include fitness centres, swimming pools, party rooms, recreational areas, concierge security, guest suites, and visitor parking.

WALK THROUGH (FINAL VISIT): A showing before closing that permits the Buyers one final tour of the property they are purchasing.

**If you're thinking about Buying, Selling or
Investing in Real Estate, and have any questions about the process,
call Natasha 647.829.8805**

