

Winter 2020

# Opening The Door To Your Next Home



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Broker

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Not intended to solicit those currently under contract with a brokerage.

## 5 Reasons Winter is a Chill Time to Buy a House

Seasons come and go, as do houses on the market! Curb appeal, less competition and serious buyers are just some of the many benefits to listing your home in the winter. Surprisingly enough, the winter months may also be the most wonderful time of the year...to buy a home. In fact, there are many benefits to buying a home in the off-season. Now that we have entered sub-zero temperatures, here are five reasons why you should brave the cold this season and join the hunt for your dream home!



**1. Motivated seller:** What type of seller lists their home in the winter? A motivated one! Sellers who list in the winter either likely didn't have much luck in the peak real estate season or are eager to sell. This means the seller might be more willing to negotiate on selling price, closing costs, closing date or even terms of the sale in the slow winter months. Work with a REALTOR® to determine a negotiation strategy to ensure you aren't making unreasonable demands and are coming in with a fair offer.

**2. Less competition:** In the same way there are fewer sellers in the winter, there are also generally fewer buyers. Worried about a crowd full of competition at your dream home's open house? Lower market activity means you are less likely to fall into a bidding war with other buyers. Between holiday planning, vacationing and a natural urge to hibernate, fewer people are inclined to look for a house in the winter season.

**3. Reality check:** In the winter months, chances are impeccable landscaping and well-manicured shrubs are replaced with blankets of snow and icicles hanging from the gutters. Without obvious elements of curb appeal, the buyer will get to see the house for what it truly is and will be less likely to overlook key functional elements.

**4. Winter durability:** Buying a home in the winter lets you see first-hand how the home functions in the colder months. Are the windows and doors draft-proof? Is heating evenly distributed throughout the house? These are important factors that are more difficult to evaluate in the spring and summer. All major systems including plumbing, heating, roof and gutters are put to the test.

**5. Hiring movers is easier:** While it may not be easier to move all of your possessions in inclement weather, hiring movers is. Moving in the winter months when there are less people buying means there are fewer moving households that you need to compete with, simplifying the logistics of your moving day.



The weather outside might be frightful, but searching for a home in winter can be delightful! While it is true the market slows down in the winter, there are still many benefits to buying a home in the off-season.

Full article: [www.realtor.ca](http://www.realtor.ca)

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## Market Statistics

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% year-over-year to 4,399. Total sales for calendar year 2019 amounted to 87,825 – up by 12.6% 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.

Summary of Home Transactions in Durham Region				
	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	428	879	99%	28
Ajax	51	73	99%	25
Brock	13	49	95%	63
Clarington	71	166	98%	32
Oshawa	117	225	99%	25
Pickering	60	107	99%	21
Scugog	14	67	96%	48
Uxbridge	18	68	98%	52
Whitby	84	124	99%	26

"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% 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.

Read the full market report visit [www.JackieNixon.com](http://www.JackieNixon.com)

## Recipe of the Month — Easy 3-Ingredient Coconut Macaroons

These coconut macaroons are super-easy to fix, and you only need three ingredients! The macaroons are a super-simple combination of flaked sweetened coconut, sweetened condensed milk, and flavoring. They're also gluten-free!

### Ingredients

- 5 1/2 cups sweetened flaked coconut (gently packed)
- 1 (14-ounce) can sweetened condensed milk
- 2 to 3 teaspoons vanilla extract

### Steps to Make It

- Heat the oven to 325 F/165 C
- Line the baking sheets with parchment paper
- In a bowl, combine the coconut, sweetened condensed milk, and vanilla extract; blend well.
- Grease a teaspoon or cookie scoop
- Drop mounds of the coconut mixture onto the prepared baking sheets, leaving about 1 1/2 inches between the cookies.
- Bake for 10 to 12 minutes, or until lightly browned around the edges.
- Immediately remove the cookies to a rack to cool.



Enjoy!

Source: [TheSpruce.com](http://TheSpruce.com)

**Compliments of Jackie Nixon RE/MAX Rouge 905-623-6000**

RE/MAX Rouge River Realty Ltd, Brokerage, with offices in Toronto, Ajax, Whitby, Oshawa, Bowmanville, Newcastle, Colborne