

AUGUST 2023

AT HOME

COLDWELL BANKER 2M REALTY



A NEW ERA IN REAL ESTATE

An amalgamation of local real estate boards brings great benefits to Buyers and Sellers

The Central Lakes Association of REALTORS®

In a transformative move that will reshape the real estate landscape, the Durham Region Association of REALTORS® recently amalgamated with Northumberland, Quinte, Peterborough and Kawartha Lakes to form The Central Lakes Association of REALTORS®.

Access Beyond Boundaries

My membership with Central Lakes and the Toronto Real Estate Board also provides a partnership with ITSO.

What does that mean? I can provide my clients with reach across Ontario and 24 boards. This interconnectedness translates to an unprecedented advantage for both buyers and sellers.

Benefits for Buyers: Informed Decision-Making

I offer my clients informed guidance by drawing from an enriched pool of trends and insights from multiple regions. This empowers buyers with a comprehensive understanding of market trends, property values, and investment opportunities.

Benefits for Sellers: Increased Exposure and Expertise

My Sellers benefit from expanded reach to a larger audience of potential buyers. This provides a competitive edge resulting in faster sales and higher prices.

As Buyers relocate into the Durham Region and surrounding areas, listing exposure to buyers and agents in other regions is pivotal.



Enhanced Investment Strategies

With insights from multiple markets, I help investors develop diverse strategies. I offer guidance on which markets are experiencing growth, where rental demand is strong, and which areas have untapped potential, ensuring that your investment portfolio is carefully matched to your goals and risk tolerance.

Hunting For A Cottage Retreat?

I can help! My expertise extends to finding the perfect recreational property in multiple areas.



CANADA'S MORTGAGE RATE HISTORY

The Bank of Canada has increased mortgage rates through 2023 with the intention of cooling the market and easing inflation. Lets take a look at historical **Rates** and the **Average Sale Price** for all home types in the Durham Region.

	5 Year Fixed Rate	Average Sale Price
2023	6.49%	\$953,113
2022	6.04%	\$1,024,570
2021	4.79%	\$1,033,032
2020	4.94%	\$706,913
2019	5.34%	\$611,342
2018	5.34%	\$593,902
2017	4.64%	\$628,005
2010	5.42%	\$337,268
2009	5.79%	\$311,572
2008	7.15%	\$303,023
2007	7.19%	\$298,315

Rates Affect Pricing

As seen above, past interest rate increases have resulted in a decrease in the average sale price of property.

As rates decrease, buyer confidence increases demand and in turn, home prices climb.



END OF SUMMER MAINTENANCE

Before the coolness of fall sets in, tackle these 4 important home maintenance tasks.

Check That AC

Now is the time to clean or replace air filters. Clean your exterior unit to remove dirt and debris that could impact it's efficiency.



Roof and Gutters

Clean out eavestroughs and downspouts to remove leaves, debris, and any blockages. Inspect your roof for missing shingles, damaged flashing, or other potential vulnerabilities. A well-maintained roof and gutters ensure proper drainage and prevent water related problems.

Window and Door Inspection

Check windows and doors for gaps, cracks, or damaged weather stripping to keep your home warm and reduce energy bills.



Deck and Patio Care

Give your outdoor living spaces some TLC. Clean and pressure wash your deck or patio to remove dirt and grime. Reseal wood to protect it from moisture and prevent deterioration.

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