



REMOTE WORK FUELS SUBURBAN BOOM IN CANADA

As the pandemic reshapes work habits, Canadians are increasingly trading city life for suburban tranquility. October 2021 marks a pivotal moment in this trend, with more professionals opting for remote work, driving a significant shift in the real estate market dynamics. The surge in demand for suburban homes has been notable since early 2020, but recent data suggests that this is not a temporary shift but a long-term trend. With many companies making remote work a permanent option, employees are no longer tethered to city centers. This flexibility has allowed many to seek out larger properties away from urban congestion, leading to a boom in suburban real estate sales.

Properties in suburban areas are selling at unprecedented rates. Homes that offer extra space for home offices and outdoor amenities are particularly in demand. This shift is also affecting property prices in these areas, with some suburbs seeing price increases of up to 20% compared to the previous year. The impact extends beyond just residential markets. It is also influencing local economies, with increases in local spending and changes in community infrastructure demands, such as enhanced internet connectivity and more community services. However, this trend poses challenges, including the risk of 'suburban sprawl,' where rapid expansion could lead to environmental and infrastructure strains. Local governments are thus urged to plan strategically, considering sustainable development practices to accommodate this new wave of residents without compromising community integrity.

As we move towards the end of 2021, the connection between remote work and real estate preferences continues to evolve, reshaping where Canadians live & how they live. Real estate professionals & urban planners watch closely, anticipating further shifts that will define the post-pandemic landscape of Canadian communities.

Welcome to the latest Rundown on the GTAs Real estate Market, your go-to source for the latest updates, trends, and insights shaping the dynamic housing market in The GTA. Stay informed, make savvy decisions, and unlock the keys to your dream home journey with Me.



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Title

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BROKERAGE LOGO





MAJOR CITIES		Toronto East	Toronto Central	Toronto West	Mississauga	Richmond Hill	Vaughan	Markham	Oakville	Oshjawa
Feb 2024	LISTINGS	4,500	3,500	3,000	4,000	6,000	2,000	5,000	3,000	4,000
Mar 2024		6,200	2,500	2,500	5,000	4,500	3,000	6,000	4,200	4,850
	% CHANGE	37.8%	-29%	-17%	25%	-25%	50%	20%	40%	21%
Feb 2024	SALES	\$ 1,250,333	\$ 950,000	\$ 1,000,655	\$ 1,350,000	\$ 1,258,963	\$ 950,365	\$ 1,235,568	\$ 1,258,963	\$ 950,365
Mar 2024		\$ 1,523,000	\$ 980,563	\$ 1,250,333	\$ 1,020,333	\$ 980,666	\$ 998,663	\$ 564,225	\$ 980,666	\$ 998,663
	% CHANGE	22%	3%	25%	-24%	-22%	5%	-54%	-22%	5%
Feb 2024	INVENTORY MONTHS	3	3	5	2	3	6	3	3	5
Mar 2024		2.5	3	3	2	5	6	2	2	4
	% CHANGE	-17%	0%	-40%	0%	67%	0%	-33%	-33%	-20%
Feb 2024	MEDIAN PRICE	\$ 1,250,333	\$ 950,000	\$ 1,000,655	\$ 1,350,000	\$ 1,258,963	\$ 950,365	\$ 1,235,568	\$ 1,258,963	\$ 950,365
Mar 2024		\$ 1,523,000	\$ 980,563	\$ 1,250,333	\$ 1,020,333	\$ 980,666	\$ 998,663	\$ 564,225	\$ 980,666	\$ 998,663
	% CHANGE	22%	3%	25%	-24%	-22%	5%	-54%	-22%	5%
Feb 2024	DOM	30	22	60	55	50	63	55	30	26
Mar 2024		10	35	55	25	40	66	22	45	40
	% CHANGE	-67%	59%	-8%	-55%	-20%	5%	-60%	50%	54%

CITY STATS

AVG PRICE	\$555666	AVG PRICE	\$555666
LISTINGS	2100	LISTINGS	2100
HOMES SOLD	750	HOMES SOLD	750
INVENTORY	3 MON	INVENTORY	3 MON
DOM	21	DOM	21
SP/LP	105%	SP/LP	105%
			
DETACHED		SEMI-DET	
YORK			
CONDO		TOWNHOUSE	
			
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DETACHED		SEMI-DET	
DURHAM			
CONDO		TOWNHOUSE	
			
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THE PSYCHOLOGY OF CLUTTER

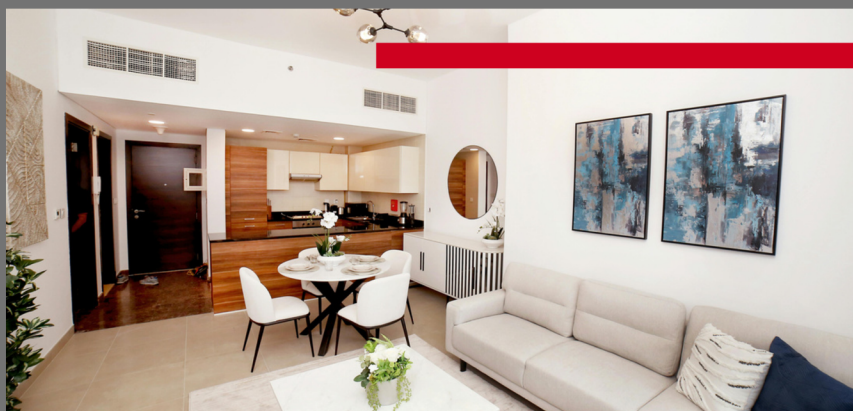
Clutter isn't just a physical accumulation of items; it also has psychological implications that can affect our well-being. Psychologically, clutter can evoke feelings of stress, anxiety, and overwhelm. Studies have shown that living in a cluttered environment can lead to decreased focus, increased cortisol levels (a stress hormone), and even feelings of embarrassment or shame.

One reason clutter affects us psychologically is that it creates visual noise, making it difficult for our brains to concentrate and process information efficiently. This constant sensory overload can drain our mental energy and leave us feeling exhausted.

Additionally, clutter can represent unfinished tasks or unresolved emotions, creating a constant reminder of our perceived failures or shortcomings. This can contribute to feelings of guilt or inadequacy.

On the flip side, decluttering has been shown to have numerous psychological benefits. Clearing physical clutter can lead to a sense of accomplishment, improved mood, and increased productivity. It can also help us feel more in control of our environment and our lives.

In essence, the psychology of clutter highlights the interconnectedness between our physical surroundings and our mental well-being. By decluttering our spaces, we can create a more peaceful and harmonious environment that supports our overall health and happiness.



WILL A HOME INSPECTION HELP SELL YOUR HOME FASTER?

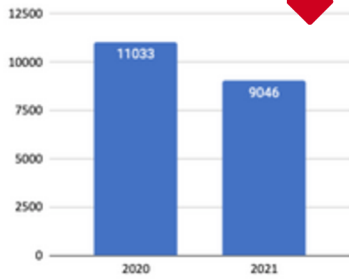
Usually, a home inspection is done after an offer is made to buy a home. The offer will typically include a condition that the property must pass such an inspection. The buyer then hires the inspector, who goes through the home, top to bottom, inside and out, looking for issues.

However, you can also get an inspection done as the seller. In this case, you are paying for an inspector to produce a report on your home — before you sell. In fact, this is often called a pre-sale home inspection.

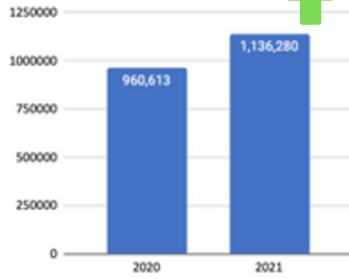
A pre-sale home inspection can make your property more attractive to buyers. This is especially helpful if you're selling in a buyer's market, where there are more homes like yours for sale than there are buyers. The report serves as an enticing feature of your listing because it reassures buyers that there are no unknown issues. So, getting a pre-home inspection is something worth considering. For a buyer deciding between your listing and another home for sale, it can be a determining factor.

GTA MARKET TRENDS OCT 2021

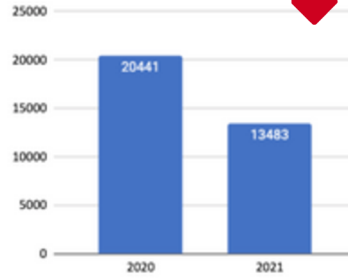
HOMES SOLD YR - YR



AVG. PRICE YR - YR

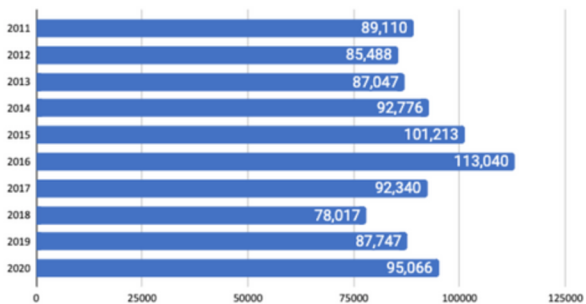


LISTINGS YR - YR

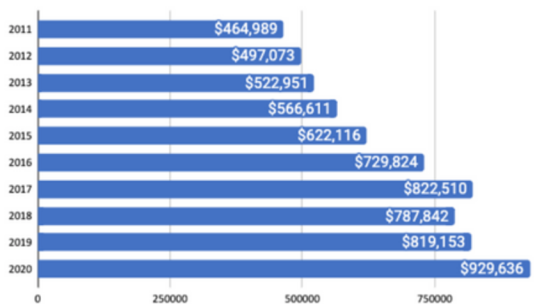


- **Record-Breaking Prices:** Home prices in the GTA hit new highs, with the average selling price across all property types surpassing \$1.15 million—a significant 19% increase compared to the previous year.
- **Detached Homes in Demand:** Detached properties led the market surge, with Toronto's average price for detached homes reaching close to \$1.78 million, reflecting strong buyer interest in spacious living.
- **Growth in Semi-Detached and Townhomes:** Semi-detached homes and townhouses experienced notable price growth, with semi-detached homes averaging over \$1.3 million and townhouses breaking the \$1 million mark in many areas.
- **Condominiums Maintain Affordability:** Condo prices showed steady growth but remained the most affordable option, with an average price of approximately \$740,000. This segment continued to attract first-time buyers and investors.
- **Faster Sales Cycles:** Homes spent considerably less time on the market, with many properties selling within days of being listed. Buyers were acting quickly to secure deals.
- **Prevalence of Bidding Wars:** Low inventory and high demand created a heated market where bidding wars were the norm, frequently driving final sale prices above the asking price.
- **Low Interest Rates Drive Demand:** Historically low mortgage rates continued to be a key driver for buyers, encouraging both new entrants and investors to take advantage of favorable borrowing conditions.
- **Focus on Housing Policy:** Concerns over affordability and supply constraints led to ongoing discussions about government measures to stabilize the market and increase housing options.

HISTORICAL # OF HOUSES SOLD



HISTORICAL AVG. PRICE



TRENDING PRE-CON



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TOPICS

- General Economic signals
- Mortgage rates
- Famous quotes
- Interesting websites
- Did You Know?
- Etc...

AT A GLANCE

This section may change with every issue

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