

January 2019



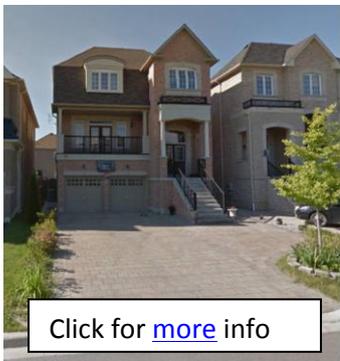
Your Home **SOLD**

**GUARANTEED**

Or I'll Buy It Myself!\*

\*Agent and Seller must agree on price and possession date.

**EXCLUSIVE**



Click for [more](#) info

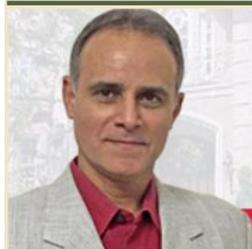
Bright & Spacious Home with Amazing 2 Family Layout!  
5+1 Bedrooms, 5 [Bathrooms](#), 3 kitchens, Finish Basement and more ,,,,,  
IN A GREAT LOCATION

Helpful Links



- [Financial Information](#)
- [Real Estate Boards & Associations](#)
- [School Information](#)
- [Services](#)
- [Utilities](#)
- [Credit History](#)

For More



With Compliments From

**Moti Arusi**  
Sales Representative

**RE/MAX**  
West Realty Inc., Brokerage  
INDEPENDENTLY OWNED AND OPERATED

1118 Centre Street, #10,  
Thornhill, Ontario L4J 7R1

Real Estate Newsletter

Keeping you Informed

647-621-7344

#### MORTGAGE RATES

##### Current Mortgage Rates\* for A+ clients:

5 Years	
Fixed	3.49% for insured deals
Fixed	4.39 for conventional deals
Variable	2.95% for insured deals
Variable	3.45% for uninsured deals

Benchmark Rate is 5.34%

Cost per \$100,000 at insured fixed rate is \$499

##### Solution for Non-Qualified Clients:

"B" Lending - rate starts from 4.34%

##### Private Lending

Self-Employed - 6-12month bank statements with invoices  
2nd or 3rd Mortgage  
Rental Properties  
Student Housing  
Existing or Previous Consumer Proposal  
Loan Amount >1M  
No Minimum Beacon Score  
SIN starting with 9

##### Commercial/Business Loans:

Private Funds  
Small Business Loans  
Commercial Property  
Raw Land  
Construction Loan

\*Rates are subject to change. For references propose only.  
Please call if you have any questions or you are looking for Mortgage specialist.



### 2018 ANNUAL STATISTICS RELEASED

The markets across the country have stabilized in 2018, after the unprecedented increases in average sale prices that many markets experienced in 2017. It is predictable that the market will continue to stabilize, as Canadians will start to feel the pinch of higher interest rates as they move forward with their home-buying plans in 2019.

A recent survey revealed almost 30% of Canadians said higher interest rates have not affected their ability to get an affordable mortgage thus far. However, this is expected to change in 2019. A separate survey of RE/MAX brokers and agents found 83% predict rising interest rates will make it more difficult for Canadians to purchase a home next year. The survey also showed that 35% of Canadians are considering a home purchase in the next five years, down from 48% at the same time last year. In Toronto, the Lack of affordability in the single-detached segment will make it difficult for buyers wanting to enter the freehold market.

The resale condo market, on the other hand, now represents almost 37% of total residential sales, with its relative affordability fueling the rise of vertical growth. Average residential sale price is expected to increase by 2% in 2019.

In 2019, rising interest rates and the stress test, will continues to make it difficult for prospective buyers in other Ontario. TREB MARKET WATCH *January 4, 2019* -- Toronto Real Estate Board President Garry Bhaura announced that Greater Toronto Area REALTORS® reported a total of 77,426 residential transactions through TREB's MLS® System in 2018. This result represented a 16.1 per cent decline compared to 92,263 sales reported in 2017. Total new listings entered into TREB's MLS® System were down by 12.7 per cent over the same period to 155,823.

The overall average selling price for 2018 transactions, at \$787,300, was down by 4.3 per cent year-over-year for all home types combined across

the TREB market area.

Home prices were up very slightly in the City of Toronto and down in the surrounding GTA regions. This dichotomy reflects the fact that the condominium apartment segment, which accounted for a large proportion of sales in the City of Toronto, performed better from a pricing perspective than the detached market segment. The average price for condominium apartment sales across the TREB market area was up by 7.8 per cent year-over-year.

"Higher borrowing costs coupled with the new mortgage stress test certainly prompted some households to temporarily move to the sidelines to reassess their housing options. With this said, it is important to note that market

conditions were improved in the second half of the year, both from a sales and pricing standpoint," said Garry Bhaura.

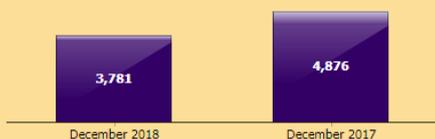
"After spiking in 2017, new listings receded markedly in 2018. In many neighbourhoods, despite fewer sales from a historic perspective, some buyers still struggled to find a home meeting their needs. The result was a resumption of a moderate year-over-year pace of home price growth in the second half of the year. Price growth was strongest for less expensive home types, as many home buyers sought more affordable home ownership options," said Jason Mercer, TREB's Director of Market Analysis and Service Channels.

## Market Watch - December 2018

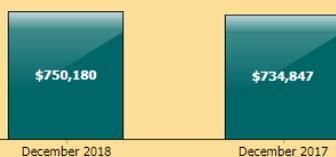


### Market Watch Tables

TREB MLS® Sales Activity

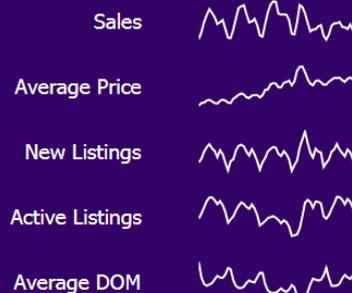


TREB MLS® Average Selling Price



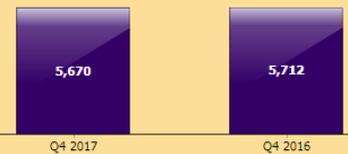
### Historic Housing Stats

TREB MLS® Statistic Last 60 Months

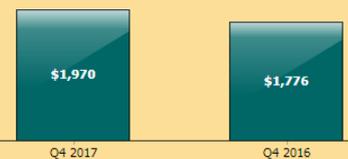


### Rental Market Stats

Number of Condo Apartments Rented



Average One-Bedroom Rent



## HOW TO QUALIFY FOR A MORTGAGE?

Many people wonder if buying a home is really within their reach. It often seems like a daunting purchase for the first time buyer. The good news is that with the large variety of options available today, it has never been easier to secure a mortgage.

Mortgage lenders assess a variety of criteria when considering mortgage applications. Most lenders look at the following factors when determining whether you qualify for a mortgage loan.

One of the first questions a lender will consider is how much of your total income you'll be spending on housing. This helps the lender decide whether you can comfortably afford a house. Mortgage payments for principal, interest and taxes generally should not exceed 30% of your gross monthly income.

A lender will then look at your debts, which generally include house payments as well as payments on all loans, charge cards, child support, etc., that you make each month.

A history of steady employment, usually within the same job for several years, helps you to qualify. However, a short history in your current job shouldn't prevent you from getting a loan, as long as there have been no gaps in income over the last two years.

Good credit is also very important in qualifying for a loan, and the lender will want to know that the house is worth the price you plan to pay.

Down payments are not always required as there are mortgage programs that provide 100% financing for qualified purchasers. If you have a down payment of 20% or more of the purchase price, this is known as a "conventional" mortgage, and the mortgage lender will not require default insurance. However, with mortgage loan insurance to cover potential default of payment, you may be able to qualify for a mortgage with a down payment of as little as 5%.

When budgeting, also consider other monthly-related expenses such as condominium fees, heat, hydro, water, property tax, insurance and household maintenance.

Even if you can't buy a home right now, home ownership is possible. If you make it a serious goal and plan for it, within two years you can probably overcome most or all of obstacles that usually face first time buyers.

To Read more about Mortgage

[READ MORE](#) 

## HOW TO FIND A GREAT DEALS

If you are thinking of buying a property / investing in real estate, having the money or qualifying for a loan, You are only at a start point to do it right.

You keep looking...and looking... and you never seem to find great properties to buy.

**I guess if it was easy, everyone would do it.**

The fact is, it is amazingly **hard to find great real estate deals.**

First... allow me to explain to you why you haven't found any good investment properties as of yet.

You are Looking for Investment Deals All Wrong

You don't even realize it, but the things you do that you think will make you successful are actually the things holding you back.

You're Reading To Much. You've been studying and learning for 3 months, 6 months, or even a year or longer.

You look online/go look at some places. Unfortunately, everyone can look online to see what's listed on MLS.

**A house for sale is not the same as finding a great real estate investment.**

So really, you've found houses for sale; you haven't found great real estate.

...and unfortunately, most houses in most markets are simply not great investments.

You can find great real estate deals online but it's hard and you need to know how to look and what to look for.

The two method that exists to find deals are: finding deals online, or finding deals in person. Well, searching the internet is easy, fast, and pretty much free but, it's a waste of your time and you can't put a price on that..

**Knowledge, Experience, Networking, Statistics tools, and more,,,** are like a compass for us as realtors, to find good deals in the market place FOR YOU.

Our service is free (for the buyer). We Know the Law and you are protected!

So why not use our services for FREE, save time and buy a property for less.

**every Big Step Starts with a Small Steps! So make the right move.**

**CALL now, to get your FREE consultation with no further obligations.**

(647) 621 7344



## Land Transfer Tax Details

Purchasers in most large Canadian cities can add Land Transfer Taxes to their list of closing costs. Unless you live in Alberta, Saskatchewan, or rural Nova Scotia, land transfer taxes (or property purchase tax) are part of the deal. These taxes, levied on properties that are changing hands, are the responsibility of the purchaser. Depending on where you live, taxes can range from half of a percent to two percent of the total purchase price.

Many provinces have,,,

[READ MORE](#)

\*\*If you do not wish to receive this Newsletter [click here to unsubscribe.](#) or send email to: [arusim@yahoo.com](mailto:arusim@yahoo.com)\*\*

Any references in regarding to my newsletter will be considered seriously. I hope that you will find it helpful.

Don't hesitate to contact me with any questions or comments you may have. I am here to help!

The Information in the Newsletter, is for reference only!

Best Regards

Moti Arusi

Sale Representative

REMAX WEST REALTY INC.

[arusim@yahoo.com](mailto:arusim@yahoo.com)

(647) 621-7344

