



John Burdi
BROKER

YOUR TRUSTED, LOCAL EXPERT

25 YEARS OF EXCEPTIONAL SERVICE & VALUE

3582 Major Mackenzie Dr W
Suite 204, Vaughan

📞 416.918.1611

✉ john.burdi@outlook.com

🌐 burdirealestate.com



Your Greater Toronto Real Estate Newsletter

Home sales soar

All eyes on 2025 spring market

GTA BY THE NUMBERS

DETACHED

↑ **3.9%**
Avg. Price Yr/Yr

SEMIS

↑ **1.7%**
Avg. Price Yr/Yr

CONDO APTS

↓ **2.5%**
Avg. Price Yr/Yr

The GTA real estate market in November gained even more steam on the heels of a rally in October, home sales were up by a whopping 40.1 per cent compared to sales in November 2023. Transactions were up significantly for all housing types with detached, semi-detached, townhouses and condos seeing increases of 44 per cent, 25 per cent, 46 per cent and 36 per cent, respectively.

New listings were also up compared to November 2023, but by a much smaller annual rate, which points to receding inventory levels and the market gradually heating up. As market conditions tightened, the overall average price saw year-over-year growth of 2.6 per cent at \$1,106,050 in November.

The overall price appreciation is largely due to single-family homes. Detached homes saw an average annual price growth above the rate of inflation, particularly in Toronto, says Jason Mercer, Chief Market Analyst at the Toronto Regional Real Estate Board (TRREB).

The average price for a detached home in the City of Toronto, in November was \$1,695,939, up by 5.9 per cent versus the same month last year and up by 2.8 per cent in the rest of the GTA to \$1,369,132. The semi-detached home drew \$1,248,930 on average, up by 2.8 per cent from last year, while the same category in the 905 areas notched up 0.8 per cent to \$956,789.

The townhouse and the condo apartment segment in the City saw slight year-over-year declines in average price. At \$904,335, the townhouse slipped 6.1 per cent and the condo apartment dipped 0.3 per cent to \$713,364.

In the 905 areas, the townhouse price was up by 2.7 per cent to \$889,199 and condo prices dropped 7.6 per cent to \$637,390.

While lower rates are a factor in improved market activity, some experts believe the bigger factor is today's buyers anticipating a busy spring 2025 market as interest rates fall lower and the federal government's changes to insured mortgages, which favour buyers, take effect. Anxious buyers feel that the market has bottomed out and are jumping in before the rush starts. "Many homebuyers patiently waited on the sidelines for reduced inflation and lower borrowing costs. With selling prices remaining well off their historic peak and monthly mortgage payments trending lower, the stage is set for an accelerating market recovery in 2025," says TRREB President Jennifer Pearce. *REU*

Average Home Prices - November

in the Greater Toronto Area



Monthly stats

November average price by area

416

DETACHED

↑ **5.9%**

YEAR
YEAR

\$1,695,939
Average Price

CONDO APT

↓ **0.3%**

YEAR
YEAR

\$713,364
Average Price

905

DETACHED

↑ **2.8%**

YEAR
YEAR

\$1,369,132
Average Price

CONDO APT

↓ **7.6%**

YEAR
YEAR

\$637,390
Average Price

source: TRREB



Financial matters

Pay down your mortgage Or invest

Conventional wisdom generally favours homeowners paying off their mortgage as early as possible since it's a guaranteed return on your money. Every dollar you pay toward your mortgage principal saves money on interest payments. But alternately if you decide to prioritize paying off your mortgage faster you could lose out on investment opportunities. There are pros and cons to each scenario.



Putting extra cash toward your mortgage lowers your principal and saves money on interest, allows you to be mortgage-free faster and builds up your home equity. You can eventually use the money for other things, including investments. On the other hand, your house is not a liquid asset and is not easily converted to cash in a financial emergency.

Putting your extra cash in investments has a potential for higher returns. Historically, average stock market returns have been higher than mortgage rates, which means you may earn more on your investments over the long term. Money you invest tends to be more liquid and some investments offer tax advantages (i.e., RRSP, TFSA). However, there is no reduction in your debt load if you opt to prioritize investment, and although historically stock markets have performed better than mortgage rates, past performance is no guarantee of future performance.

The bottom line? If you have decades until retirement, investing could offer opportunities. But, if your mortgage rate is high - higher than you would expect to earn on investments - and you are risk averse, it makes more sense to prioritize paying off your mortgage. **REU**

Mortgages

Open banking Gets you better mortgage deals

There is something brewing below the surface that will have a big impact on your future mortgage competition landscape: open banking, says Robert McLister, a respected mortgage strategist. It's the consumer-driven banking framework expected to come to Canada in the next few years. It offers consumers more power and flexibility in obtaining mortgage and other financial services.

How does it work? Open banking lets online financial lending companies access your financial data in just a few easy, highly secure steps. With a few clicks, you'll find the best interest rates and can move your banking business to those institutions instantly.

How would open banking benefit you? Mainly, it empowers you to securely access and share your financial data with financial service providers that offer quicker and less expensive

banking services and highly competitive mortgage terms. Open banking does present a competitive threat to traditional banking and, perhaps, that's why it has been slow to come to Canada. If consumers allow online financial providers to find them better offers and then can instantly move their business to those institutions, they're less likely to stay with their traditional banks. Deposits account for about two out of three dollars used to fund mortgages in this country, with the Big Five Banks controlling 90 per cent of bank deposits. With open banking on the horizon, the Big Five Banks will have to do more to attract and retain their customers.

"Open banking could also lead to quicker mortgage pre-qualification, applications and approvals since your data can be shared more easily between financial institutions," says McLister. **REU**



Condo update

Condo sales pick up Will prices follow?

Condo sales in the City of Toronto in November jumped by 37.9 per cent year-over-year. In the 905 areas they increased by 32.9 per cent. The average condo price in the City held steady at \$713,364 (a year-over-year dip of 0.3 per cent), but dropped 7.6 per cent in the 905 areas to \$637,390.

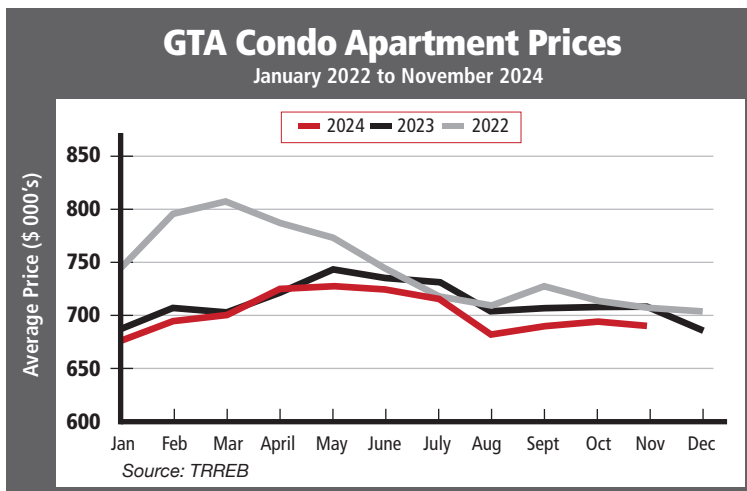
According to Jason Mercer, Chief Market Analyst at TRREB, while market conditions overall have tightened, particularly for single-family homes, "...the condominium apartment segment continued to experience lower average selling prices compared to a year ago. Condo buyers are benefitting from a lot of choice and therefore negotiating power. This will attract renter households into homeownership as borrowing costs trend lower in the months ahead," he says.

Mercer attributes the sluggish condo price growth to a build-up in inventory, driven by high cost of borrowing keeping first-time buyers on the sidelines. However, the inventory levels have started to recede as new listings of condos in the GTA rose by a much smaller annual rate of 6.8 per cent than the sales in the region which jumped by a whopping 36.3 per cent. As sales outpace new listings this suggests that the condo market is improving albeit very slowly.

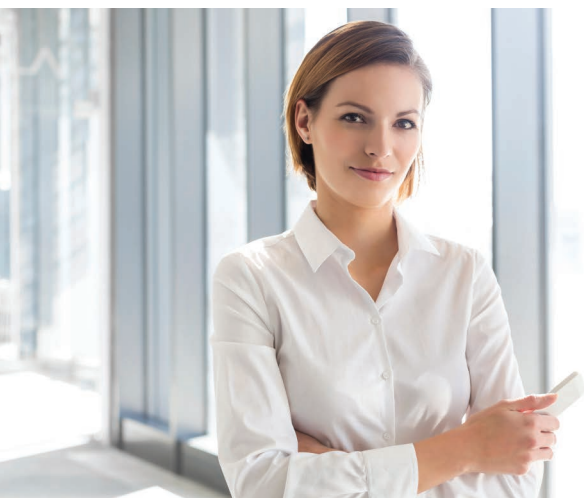
What's behind this market turnaround? While lower rates

are a factor, the bigger factor is that today's buyers anticipate that the housing market will be busy in the spring due to even lower rates and the federal government's changes to insured mortgages. They're jumping in today to take advantage of what is still a relatively sluggish market. Buyers are anxious that if they don't buy a home now, they're not going to be able to afford one in the spring market when they believe prices are going up.

There is much expectation focused on the spring 2025



market. Canadians have about seven per cent in household savings right now, and usually that's closer to two per cent, so there is cash out there. Going forward, the trends expected to boost the freehold market are also predicted for the condo market. **REU**



On the internet

Interesting sites/apps

interiorDESIGNshow.com

IDS showcases the newest trends, products and ideas driving design today.

Promises to delight with world-renowned designers and architects as keynote speakers.

Jan 23 - 26

Splitwise.com

Splitwise app is the easiest way to share expenses with friends and family and stop stressing about "who owes who".

intelligence.ca

Researches Canadian charities for donors to be informed and give intelligently.

betterHELP.com

Professional private online counselling that is accessible, affordable and convenient, so anyone who struggles with life's challenges can get help.

These sites are believed to be reliable but their accuracy cannot be guaranteed.

Mortgages

December 15, 2024

Mortgage rates are negotiable with individual lenders. Rates are subject to change without notice. OAC E&OE

Prime	5.45%
Variable	4.90%
1-year	6.54%
2-year	5.64%
3-year	4.69%
4-year	4.74%
5-year	4.79%



Embracing Efficiency Advantages of Smart Thermostats

Smart thermostats offer a plethora of advantages that extend well beyond just comfort, features like energy efficiency, enhanced convenience, environmental sustainability and more. These are some of the benefits of integrating smart thermostats into your homes:

1. Energy Efficiency: One of the primary advantages of smart thermostats is their ability to optimize energy usage. Traditional thermostats often operate on a fixed schedule, leading to energy wastage when heating or cooling unoccupied spaces. Smart thermostats, on the other hand, utilize advanced algorithms and sensors to learn your preferences and adjust heating and cooling accordingly. They can detect when you're away from home and automatically adjust the temperature to conserve energy.

2. Remote Accessibility: Another standout feature of smart thermostats is their remote accessibility. Through smart phone apps or web interfaces, users can control their home's temperature settings from anywhere with an internet connection. Whether you're at work, traveling, or simply lounging on the couch, the ability to adjust your thermostat remotely offers unparalleled convenience. Forgot to turn down the heat before leaving for vacation? No problem. With a few taps on your smart phone, you can ensure your home remains at an optimal temperature, saving energy and money in the process.

3. Learning Capabilities: Smart thermostats are equipped with learning capabilities that allow them to adapt to your lifestyle and preferences over time. By analyzing your usage patterns, occupancy times, and temperature adjustments, these devices can intelligently optimize your home's climate control settings without the need for manual input.

4. Integration with Smart Home Ecosystems: Smart thermostats seamlessly integrate with other smart home devices and ecosystems, creating a cohesive and interconnected home environment. Whether it's syncing with smart lighting systems, voice-controlled assistants like Amazon, Alexa or Google Assistant, or home security systems, smart thermostats can communicate with other devices to enhance automation and efficiency. For example, they can adjust the temperature based on occupancy sensors or weather forecasts, further optimizing energy usage and comfort levels.

5. Environmental Sustainability: By reducing energy consumption and promoting more efficient heating and cooling practices, smart thermostats contribute to environmental sustainability. With climate change becoming an increasingly pressing issue, every effort to reduce greenhouse gas emissions and minimize energy wastage is crucial. Smart thermostats empower homeowners to make environmentally conscious choices without sacrificing comfort or convenience, thereby playing a part in mitigating climate change and preserving natural resources for future generations.

The above article is reprinted with the permission of Carson, Dunlop & Associates Ltd., Consulting Engineers – Expert Home Inspections.



John Burdi
BROKER

📞 416.918.1611

✉ john.burdi@outlook.com

🌐 burdirealestate.com



BURDI
REAL ESTATE



ALL LISTINGS INCLUDE VIP SERVICES*

- Home Evaluation
- Detailed Marketing Plan
- Digital & Print Advertising
- Premium Home Staging (if applicable)
- Home Improvement Recommendations
- **\$10,000 In Home Renovation (if applicable)**
- Premium HDR photography
- Cinematic Videos (if applicable)
- Virtual 3D Tour & Floorplans
- Drone Footage (if applicable)
- Social Media Campaigns
- Professional Home Cleaning
- **Flexible Commission Packages**

The intent of this newsletter is to inform you regarding real estate. Your personal details such as name and address are never shared without your consent. In accordance with the new Privacy Act, your consent must be given (either explicitly or implicitly) to receive the newsletter. If you do not wish to receive this newsletter, please notify me. This publication is not intended to solicit buyers or sellers currently under contract with a brokerage. The information and opinions contained in this newsletter are obtained from various sources believed to be reliable, but their accuracy cannot be guaranteed. The publishers assume no responsibility for errors or omissions or for damages resulting from using the published information and opinions. This newsletter is provided with the understanding that it does not render legal, accounting or other professional advice. Whole or partial reproduction is forbidden without written permission from the publisher.