

REAL ESTATE MARKET STATISTICS

Toronto Regional Real Estate Board President Lisa Patel announced that sales reported through TRREB's MLS® System by Greater Toronto Area REALTORS® amounted to 11,083 – a new record for the month of September. This result was up by 42.3% compared to September 2019. Following a record third quarter, sales through the first nine months of 2020 were up by approximately one per cent compared to the same period in 2019.

“Improving economic conditions and extremely low borrowing costs sustained record-level sales in September, as we continued to account for the substantial amount of pent-up demand that resulted from the spring downturn. Further improvements in the economy would support strong home sales moving forward. However, it will be important to monitor the trajectory of COVID-19 cases, the related government policy response, and the impact on jobs and consumer confidence,” said Ms. Patel.

Year-over-year sales growth in September continued to be driven by ground-oriented market segments, including detached and semi-detached houses and townhouses. Annual growth rates were also higher for sales reported in the GTA regions surrounding the City of Toronto.

The September 2020 MLS® Home Price Index Composite Benchmark was up by 11.6% year-over-year. The average selling price for all home types combined in September was \$960,772 – up by 14% year-over-year. Price growth was driven by the low-rise market segments. The relatively better supplied condominium apartment segment experienced a comparatively slower pace of price growth.

“On a GTA-wide basis, market conditions tightened in September relative to last year, with sales increasing at a faster pace than new listings. With competition between buyers increasing noticeably, double-digit year-over-year price growth was commonplace throughout the region in September, resulting in the overall average selling price reaching a new record,” said Jason Mercer, TRREB's Chief Market Analyst.

Sales & Average Price By Major Home Type September 2020

	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	1,161	4,398	5,559	1,487,122	1,104,866	1,184,700
Semi-Detached	421	719	1,140	1,145,559	791,526	922,269
Townhouse	402	1,495	1,897	868,005	716,286	748,437
Condo Apt	1,549	818	2,367	686,191	537,354	634,756

Year-Over-Year Per Cent Change

Detached	28.1%	63.6%	54.7%	9.4%	16.9%	12.9%
Semi-Detached	48.8%	55.6%	53.0%	7.2%	14.7%	10.6%
Townhouse	21.5%	55.7%	46.9%	10.3%	12.0%	10.5%
Condo Apt	7.0%	32.1%	14.6%	7.7%	8.0%	6.6%

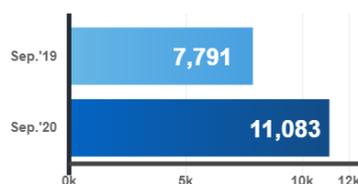
AVERAGE SELLING PRICE

Year-Over-Year



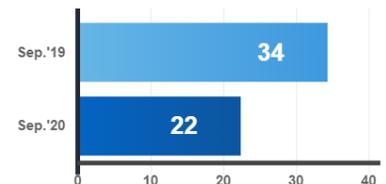
TOTAL RESIDENTIAL TRANSACTIONS

Year-Over-Year



PROPERTY DAYS ON MARKET

Year-Over-Year



14%
compared to last year



42.3%
compared to last year



-35.3%
compared to last year

HOMeward Bound

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER | NOVEMBER 2020



Maria Ho

416-858-9006

maria@mariahomes.ca

MariaHomes.ca

Your Home Sold
GUARANTEED
Or I'll Buy It!™

**Some Conditions Apply*

How Coronavirus Pandemic Has Changed Our Lives

There's no doubt this year has been the most difficult time for all of us with no exception. In just over 7 months since the pandemic has hit us in Canada, it has changed our lives completely in **how we work, study, exercise and interact** with one another in profound ways. It has permanently changed the way we take care of **our health and hygiene, our children and our elderly parents, and our homes.**

In my work, I have the opportunity to speak to and interact with many people and families. As much as it was the most challenging period of my life at the start of the pandemic as a solo parent and business owner, what I've adapted and adjusted personally and spiritually has helped me focus on becoming more patient, compassionate and appreciative.

I hear about and feel the anxiety and stress that many people are going through. There's a real emotional impact on our mental health. For me I focus on feeling **thankful** and **appreciative** for every person in my life. Building on my real estate business has impacted much more than only my life with my son. I feel responsible to elevate the lives of our clients, team members and partners. I am extremely grateful and proud of everyone on our **Team's commitment and dedication** to work hard to serve our clients and families while navigating through the pandemic! I am grateful for the **trust and relationship** that we are building with our clients and their families. Contributing **positive energy and care** to everyone we meet is truly what makes our work so rewarding. If you ever feel down or challenged, know that I am here for you to listen and lend a hand and help in any way that I can.

**When You Put Others First,
You Will Never Be Second**



"Maria and Rachael and their team are absolutely amazing at what they are doing. I needed to sell my home during these uncertain times (COVID19) and let me tell you, the two of them and their professional as well as their remarkable team effort has made it possible that my home was sold within 4 days, above asking... have I mentioned this was during the pandemic. Maria and Rachael have kept me in the loop throughout the process. They made sure that I was in agreement with their planning and strategic approach before executing. This has put my mind at ease and to my great surprise saw excellent results transpire in no time. I would recommend Maria and Rachael to anyone who is trying to sell their home at any time. If I was staying in Canada, I would not want to do business with anyone else than Maria and Rachael and their team, in the field of real estate. Thank you both for the great experience and personal engagement. Much appreciated and I can only hope that many of uncertain sellers like me will read this and contact you for your professional advice and guidance during the selling process of one's home. All the best to you. - Henry Solinger



Go Serve Big!!! Investing in the People of Our Great Community.

AND Remember... YOUR Referrals Help the Kids.

As you know, difficult times fall on many families and communities. Tragedies like health crisis and emergencies. We aim to do what we can to help the kids and families who are unable to stay healthy or safe in their community, so our Big mission to raise \$10,000 for Plan International Canada is on! As you probably know Plan International Canada does great work in helping kids improve their education & health and survive crisis in their countries. And since Plan International is a nonprofit, they depend on sponsorships and donations to continue their leading-edge care and keep costs down for the families of these young kids. We remain committed to donating a portion of our income from selling homes to the great work that they do.

So, **YOUR REFERRALS HELP THE KIDS!**

It's this compassion for giving back and helping others that inspired me to sponsor my 2 siblings in Vietnam more than 5 years ago. Thank you for supporting our Go Serve Big mission!

If anyone of your family or friends is considering buying or selling a home please refer them on over to my real estate sales team. We will take great care of them for you. Not only will they benefit from our world-class service, but a very worthy cause will benefit as well. You can always call me at 416-858-9006 or forward my number on.

Thank you for your continuous support and your relationship means so much to me and our team and families! I hope you and your family stay well and take good care.

With all my appreciation,

Maria Ho

Maria Homes Team
iPro Realty Ltd., Brokerage

MH
MARIAHOMES

Creating Brighter Future For Sponsored Children with Plan Canada

Plan International is currently working to improve the lives of children and families. We're doing this through increased access to essential rights like education, clean water, health and livelihood. 8-year-old Edgar is one of these sponsored children.

Just a year ago Edgar was diagnosed with leukemia – a reality that kept him from attending school and enjoying the things he likes the most, like playing soccer with his cousins.

"I couldn't run or play because I could break my bones," says Edgar. "A normal day included going a lot of times to the hospital and I don't like it when they put injections in me."

Edgar's mother, Dora, is a farmer and single parent who worried about her son's future and her ability to provide the essential medicines and treatments he needed to feel less pain.

"He felt weak and worried because there were moments when they thought he couldn't survive," says Dora, adding that even though Edgar was afraid of the doctors and the injections, he continued to stay brave and resilient. Edgar has been a sponsored child for the past 5 years, and with Plan International help he's been able to access his rights to health and receive the treatments, medicines and supplements he needs to stay healthy, active and enjoy a brighter future.

"Plan International has given him all the milk and medicine and without their support I wouldn't have been able to afford it." Dora explains.

This support for children like Edgar is part of Plan programming to ensure that all children, regardless of ability, can exercise their rights to stay in school and have happy, healthy childhood. "Now I can play. I can run. Now I can see better. And now my legs don't hurt," says Edgar, with a smile. "Now I can go to school," he says.

With a future filled with increased hope and opportunity, Edgar has big dreams and says he wants to become a policeman when he grows up.



A real estate team with experience, proven results and a give-back philosophy!

Over the years of helping families sell their home and/or buy another, we have met some wonderful, loving, caring people.

People like you! So your referrals can rest assured that not only will they get the award-winning service we are known for and the guarantee to back it up, but that a solid portion of the income we receive will go toward a very worthy cause.

Refer your friends, neighbours, associates or family members considering making a move:

- 1** You can pass along my contact information to them
- 2** You can email me at maria@mariahomes.ca
- 3** Of course you can always call me direct as well at 416-858-9006.

Your Home Sold
GUARANTEED
Or I'll Buy It!™

**Some Conditions Apply*

Contact Us

Maria Ho

Maria Homes Team
30 Eglinton Ave W. Unit C12
Mississauga, ON L5R 3E7
(416) 858-9006
maria@mariahomes.ca
MariaHomes.ca
iPro Realty Ltd., Brokerage



Why I Support Plan International Canada!

While I grew up right here in Brampton/Mississauga, I was born in Vietnam. I remember when I first decided to sponsor a child with Plan Canada in the mall with my son Justin at the time he was only 5 years old. To my surprise, my sponsor child is a little girl born the same year as Justin only a few months apart, and from Vietnam, the country where I was born and forced to flee after the war. When I received the pictures and family profile of Le, I saw that she has a brother and I requested to sponsor both Le and her brother, Luc. It really touched my heart and changed the way I see my life with my son; supporting in a way that can impact the lives of a family living in my home country halfway around the world. It has become my heart's desire to go and visit Le and Luc in North Vietnam, with my son Justin. My life is no longer just about myself and my son, it's much bigger and so much more, to be able to contribute even in small ways to the world that we live in. I'm proud to support Plan Canada with the goal of raising money and donating portion of our income to help their quest to promote child rights and lift millions of children out of poverty. My team and I are committed to providing outstanding results for buyers and sellers referred to us by our clients. There's an incredible and amazing outcome of our hard work, and we're happy to contribute and proud to support them.

Go Serve Big!!! Investing in the People of Our Great Community.