

HOMeward Bound

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



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Your Home Sold
GUARANTEED
Or I'll Buy It!™
*Some Conditions Apply

Selling Your Home and Getting Top Dollar!
Call me TODAY for a free consultation.
416-858-9006

HAPPY HOLIDAYS & THANK YOU...

The month of December brings about an extra opportunity to say Thank You for being a valuable part of our business. Wishing you a beautiful holiday and new year filled with peace, health, happiness and love. As most begin to prepare for the Holiday season, plan get-togethers and meals, it's easy to become wrapped up in all that we have to do to ensure a safe and joyful time for all we are responsible for and overlook all that we have to be thankful for. Gratitude though is an attitude that is contagious!

Unfortunately, many homeowners are needing to move out of their current home at this time. This may add to the frustration of not being settled for the Holiday season. You may know someone or a family that fits this description and situation.

**Your Referrals Help
The Community!**



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



If you or a friend are thinking about selling, make sure to choose a real estate team you can trust!

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

MH
MARIAHOMES



Here is where you and I can HELP!

As a result of working with hundreds of families over many years we have developed a special program to help the homeowners wanting to make a move and Sell Fast, For Top Dollar and with the Least Hassle!

For the month of December, we will guarantee, in writing, the sale of an area home for 100% of Market Value or I will Pay the Difference.

I know there is some risk on my part to make such an incredible guarantee like that, but we are selling just about every home we list for the market value price, sometimes even more, so there is no reason for area homeowners, your friends and family, to fret about selling right now.

This is where you can help!

If you or anyone you know is considering making a move, we would like to offer them a **FREE No Obligation to Move Consultation** to discuss just how they can make their move, get what they want and do it with the least hassle.

Just like we are thankful for you and your business, I am confident your referrals will be thanking you for steering them in the right direction on getting their home sold!!!

AND remember... YOUR referrals help the Community.

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.

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



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REAL ESTATE MARKET STATISTICS

Home sales in the Greater Toronto Area were up again year-over-year for the fourth month in a row. Our Members made 10,563 sales as reported through the TRREB's MLS® System in October 2020. This was up by 25.1% compared to 8,445 transactions in October 2019.

Sales and new listings reached record levels for the month of October. However, year-over-year growth rates for sales and new listings diverged in some market segments. In the detached market segment, the pace of annual sales growth far outstripped growth in new listings. Conversely, the condominium apartment market segment experienced more than double the new listings compared to October 2019, whereas sales were only up by 2.2% over the same period.

“Competition between buyers of single-family homes, and particularly detached houses, remained strong last month and continued to support double-digit annual rates of price growth in many GTA neighborhoods. In contrast, condo buyers have benefitted from much more choice compared to last year. Pre-COVID polling had already pointed to an increase in investor selling in 2020. The pandemic only added to this trend with a stall in economic growth and a halt to tourism impacting cashflows for many investors,” said Lisa Patel, TRREB's President.

The MLS® HPI Composite Benchmark was up by 10.8 per cent on a year-over-year basis in October 2020. The average selling price for all home types combined was \$968,318 – up by 13.7% compared to \$851,877 in October 2019.

Sales & Average Price By Major Home Type October 2020

	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	1,228	4,035	5,263	1,470,857	1,123,886	1,204,844
Semi-Detached	416	655	1,071	1,154,087	796,557	935,429
Townhouse	409	1,433	1,842	828,090	725,079	747,951
Condo Apt	1,438	822	2,260	668,161	541,582	622,122

Year-Over-Year Per Cent Change

Detached	19.6%	39.0%	33.9%	11.2%	18.0%	14.8%
Semi-Detached	29.6%	33.7%	32.1%	4.8%	15.4%	9.7%
Townhouse	20.3%	36.6%	32.6%	4.1%	13.5%	10.5%
Condo Apt	-8.5%	28.4%	2.2%	0.8%	6.8%	0.7%

AVERAGE SELLING PRICE

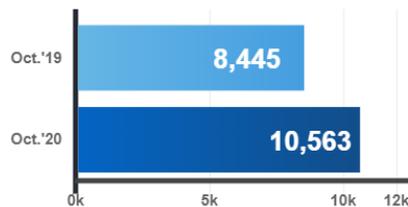
Year-Over-Year



13.7%
compared to last year

TOTAL RESIDENTIAL TRANSACTIONS

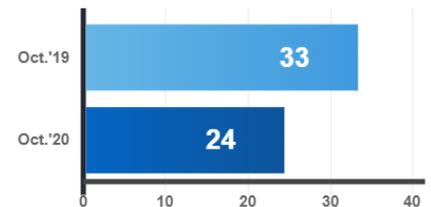
Year-Over-Year



25.1%
compared to last year

PROPERTY DAYS ON MARKET

Year-Over-Year



-27.3%
compared to last year

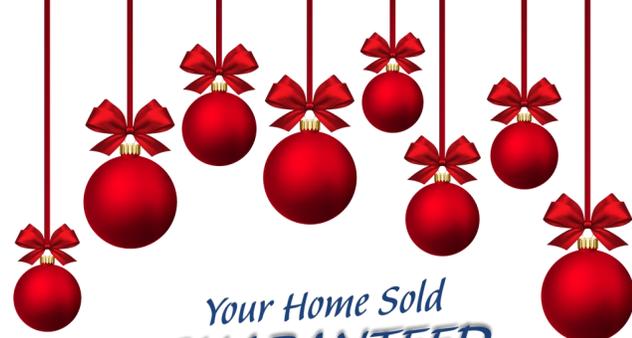
A real estate team with experience, proven results and a give-back philosophy!

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** Please give me a call anytime at 416-858-9006.



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Contact Us

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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.