

Iroquois Ridge North

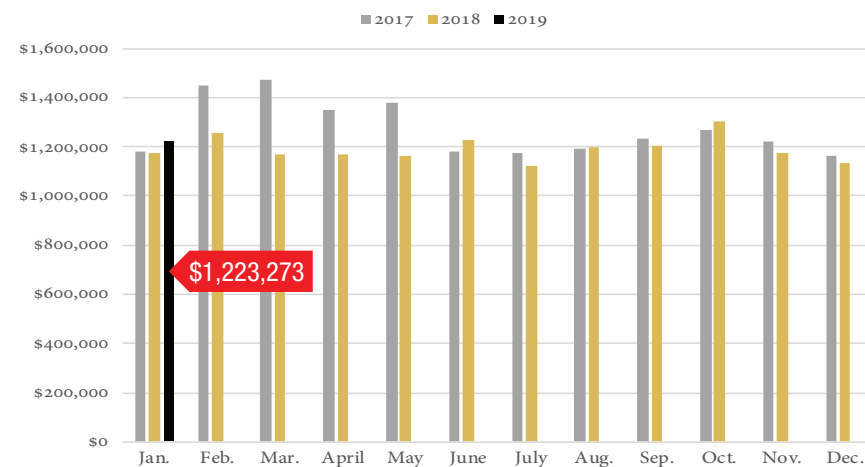
Joshua Creek | Wedgewood Creek



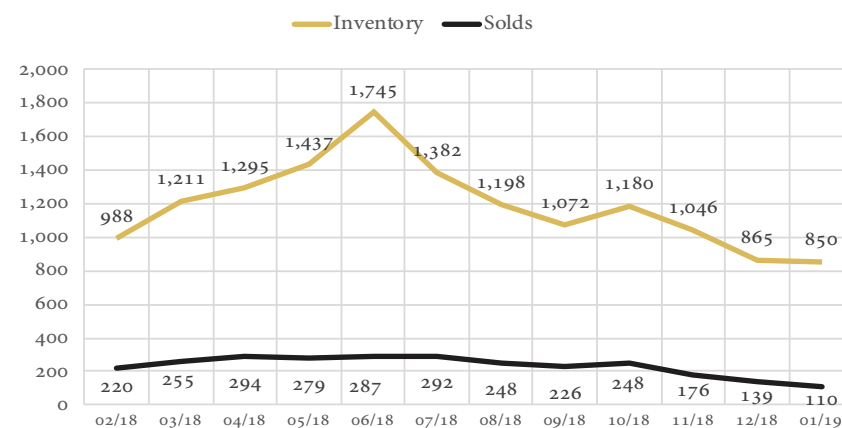
February 2019

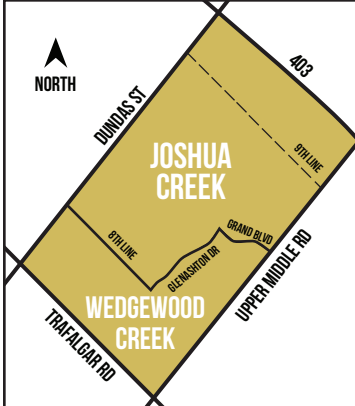
Report

Oakville Freehold Average Resale Price



Oakville Housing Inventory and Sales





Market Insights

(Oakville Freehold)

- The volume of resales from Sep. 1st, 2018 to Feb. 19th, 2019 was 762, versus 935 in the period of Sep. 1st, 2017 to Feb. 19th, 2018; down 18.5%.
- The days on market before sold from Sep. 1st, 2018 to Feb. 19th, 2019 was 26 days, versus 27 days in the period of Sep. 1st, 2017 to Feb. 19th, 2018; down 3.7%.
- The avg. sold price was \$1,223,478 from Sep. 1st, 2018 to Feb. 19th, 2019, versus \$1,216,900 in the period of Sep. 1st, 2017 to Feb. 19th, 2018; up 0.54%.

Joshua Creek

Freehold Market Watch for last 6 Months Recap of Solds (Sep.1, 2018 - Feb. 19, 2019)

- The volume of resales was 29 from Sep. 1st, 2018 to Feb. 19th, 2019, versus 26 Sep. 1st, 2017 to Feb. 19th, 2018; up 11.54%.

	#SOLD	AVG. PRICE	HIGH. PRICE	DAYS ON MARKET
2 STOREY DETACHED				
3 bedroom	0	\$0	\$0	0
4 bedroom	14	\$1,541,278	\$2,000,000	32
5 bedroom	2	\$2,025,000	\$2,150,000	36
BUNGALOW DETACHED				
2 bedroom	1	\$927,000	\$927,000	21
3 bedroom	3	\$1,218,333	\$1,375,000	26
4 bedroom	0	\$0	\$0	0
SEMI-DETACHED				
3 bedroom	0	\$0	\$0	0
4 bedroom	2	\$955,900	\$956,800	65
TOWNHOUSES				
3 bedroom	6	\$960,250	\$1,113,000	14
4 bedroom	1	\$760,000	\$760,000	125
TOTAL	29			

Wedgewood Creek

Freehold Market Watch for last 6 Months Recap of Solds (Sep.1, 2018 - Feb. 19, 2019)

- The volume of resales was 24 from Sep. 1st, 2018 to Feb. 19th, 2019, versus 34 Sep. 1st, 2017 to Feb. 19th, 2018; down 29.41%.

	#SOLD	AVG. PRICE	HIGH. PRICE	DAYS ON MARKET
2 STOREY DETACHED				
3 bedroom	3	\$1,015,000	\$1,055,000	11
4 bedroom	13	\$1,143,385	\$1,318,000	30
5 bedroom	1	\$1,300,000	\$1,300,000	32
SEMI-DETACHED				
3 bedroom	0	\$0	\$0	0
BUNGALOW DETACHED				
3 bedroom	1	\$984,000	\$984,000	70
LINK				
3 bedroom	1	\$751,000	\$751,000	11
TOWNHOUSES				
2 bedroom	2	\$306,075	\$610,000	16
3 bedroom	3	\$791,600	\$835,000	47
4 bedroom	0	\$0	\$0	0
TOTAL	24			

The GTA Real Estate Market Moves West and Attracts Younger Buyers

According to a recent report by RE/MAX of Ontario-Atlantic Canada, home-buying patterns in the Greater Toronto Area (GTA) have changed in the last five years. Specifically, market shares have risen substantially in Halton Region and West Toronto, while shares have decreased in eastern regions, such as York, Peel, and Durham. This is great news for homeowners in western GTA who are looking to sell.

Breakdown of GTA sales by percentage of market*

2018 versus 2013

Market	2018 Sales	% of Market	2013 Sales	% of market
Halton Region	7,809	10.1	6,797	7.8
Peel Region	15,996	20.7	18,489	21.2
Toronto West	8,150	10.5	8,358	9.6
Toronto Central	14,489	18.7	14,673	16.8
Toronto East	7,224	9.3	9,561	11
York Region	11,858	15.3	16,118	18.5
Durham Region	8,941	11.5	10,312	11.8
Dufferin Country	545	0.7	630	0.7
Simcoe County	2,414	3.1	2,173	2.5
Total sales	77,426		87,111	

Source: RE/MAX of Ontario-Atlantic Canada, Toronto Real Estate Board Market Watch
*Percentages may not equal 100 per cent due to rounding

RE/MAX

One major contributing factor of this western shift is the demand for affordable housing. The detached homes in the suburban towns surrounding Toronto, particularly in Oakville, Burlington, and Milton, provide an affordable option to GTA home-buyers. This new demand is well supported by the increase in construction and development in these suburban towns.

Not all homebuyers looking for affordable options are leaving Toronto. In recent years, old neighbourhoods such as the Junction and Dovercourt Park have been gentrified and developed and are now hot communities attracting young millennials. The millennial generation is also responsible for the increased demand for affordable condos and apartments within the core of the city.

Millennials are slowly displacing the baby boomer population, as the latter are more intent on downsizing for their retirement years. As millennials gain the majority in the GTA's real estate market, the area will likely have to adapt, particularly with regards to improved transit, roadways, local economies, and development.

As the GTA changes in response to the recent western shift in home-buying and the approaching millennial majority, the real estate market will change as well. The market is a fluid phenomenon, sometimes unpredictable and never permanent.

Source: <https://www.newswire.ca/news-releases/consumer-homebuying-patterns-move-west-as-halton-region-and-west-toronto-capture-increased-share-of-overall-gta-market-says-re-max-890664925.html>



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Properties we sold in 2018

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Just Listed

 \$1,890,000 2180 Dunvegan Ave, Oakville	 \$1,829,000 2128 Bingley Crescent, Oakville	 \$1,739,000 1274 Kings College Dr, Oakville	 \$2,398,000 2353 Delnice Dr Oakville
 \$1,299,000 2110 Duncan Rd, Oakville	 \$2,380,000 45 Kingsford Place, Oakville	 \$749,000 1441 Eddie Shain Dr, Oakville	 \$1,830,000 1031 Masters Green, Oakville
 \$1,816,000 2345 Hall Manor Dr, Oakville	 Coming Soon 541 Gardenbrook Ave, Oakville	 Coming Soon 21 Stewart St, Oakville	 Want to sell your house now? Call Us Today! 905-270-3333 Elite3 & Team



Just Sold

 SOLD Prince Michale Dr, Oakville	 SOLD Hertfordshire Way, Oakville	 SOLD Highbourne Cres, Oakville	 SOLD Stefi Trail, Oakville	 SOLD Summit Crt, Mississauga
 SOLD Boulder Creek, Mississauga	 SOLD Absolute Ave, Mississauga	 SOLD Glen Erin Dr, Mississauga	 SOLD Eglinton Ave W, Mississauga	 SOLD Randall St, Oakville

Complimentary Market Evaluation

Is your home losing value or gaining equity? Find out the value of your biggest investment today through our complimentary home evaluation. No obligations!

We are in the market day in and day out; each of us views one thousand homes each year. We work with hundreds of home sellers and buyers each year! We are your local real estate experts!

Elite3 & Team reserves all rights for final explanation of the event.



HAPPY CLIENTS



There are three groups in the Real Estate business. The few that make things happen, the many who watch things happen and the overwhelming majority who have no idea what happened". This is the story of one of the gifted few -Elite 3 & Team.

Having failed to accomplish our mission of selling our property last year, Elite3 & Team being actively involved in the neighborhood, approached us with a rather unique value-proposition unlike anything else we've heard before at least from 6 other relators: " your house was over priced and if we are to serve you, you need to drop the price by a hefty margin". Less than a month later we managed to accomplish the mission with a slightly below asking price.

Over time, we found the team to possess the following qualities: Authenticity – they practiced what they preached and nothing less Attention to detail – small details before bigger ones have been taken care of, including personalized staging, every showing and open house visit Perseverance

& tactfulness – when exclusive listing didn't yield results, an overnight strategy change achieved favorable closure in less than 2 weeks Cultural awareness – it was both refreshing and impressive to see how Elite3 & Team managed to accommodate cultural indifference to assure us of their respect and understanding of our ethos whilst not being intimidated by the selling process.

Not with standing the above, what stood a part from anything else was the Team's feedback savvy and calmness during difficult times. We received almost 99% feedback following each showing being private and/or open house. The follow up tenacity coupled with calm and resolve, it certainly helped us to manage our expectations through to fulfilment.

Whether you are selling or buying property, make sure you choose one of the gifted few. If Elite3 & Team is your choice, congratulations your mission is accomplished.

H. M.

For more testimonials, please visit www.theelite3team.com.