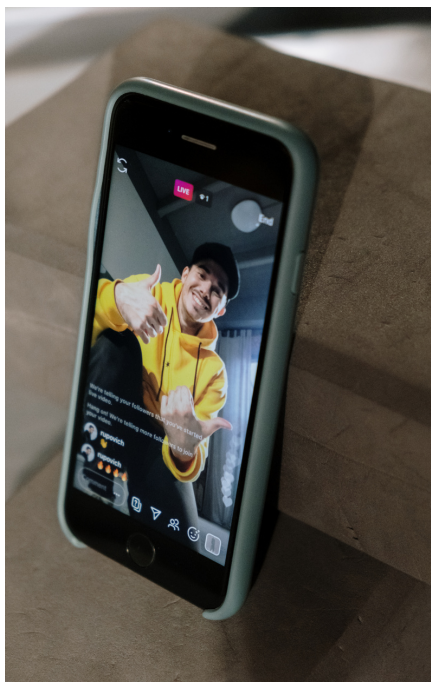
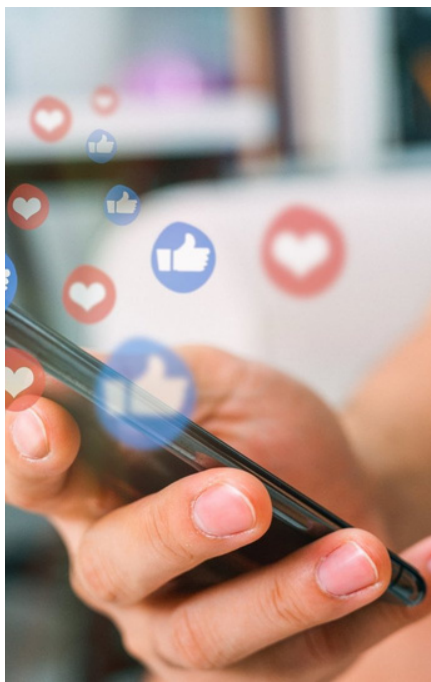


URBAN

LIVING

DARLENE
DARRAGH
REAL ESTATE

MAY 2022
ISSUE 4



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EDITOR'S NOTE

Who is ready for nice weather? I am sure most of you are after such a cold and wet winter.

A lot has changed since our last issue of Urban Living. We have seen the real estate market go to new heights, inventory hit record lows, COVID come back with a vengeance and now finally what appears to be a market slowdown.

Buyers are happy to see the change, sellers are adjusting and many are wondering what is coming with interest rate hikes, wars and record inflation.

I have spent a lot of time working with both buyers and sellers but also looking at the next wonderful opportunity for my clients.

With housing out of reach for many, some wanting to retire/relocate or simply work remotely, I believe international real estate is a way to fund your lifestyle/retirement or expand your portfolio.

Over the last year I have been visiting other countries, partnering with builders and brokers and scouring for fantastic opportunities worldwide.

I am pleased to announce that all the hard work touring properties as well as developing international real estate partnerships will now be included in our latest project - [Cheap International Homes.](#)

Many people have started to look at investment properties as a means to expand their passive income portfolio. With Canadian real estate being at an all time high, many have looked at other countries to purchase, rent or eventually retire in.

With the affordability abroad and the rental opportunities expanding with property management companies and online rental services easily accessible, international home ownership looks very appealing.

Remote working conditions (although changing in some cases to a hybrid model) are here to stay for many. This allows home ownership to be anywhere again increasing those looking abroad for affordable housing and investments.

Whether you are looking for local housing, investment properties, international properties, assignments, or helping your children get into the market, we are here to help.

We look forward to helping you with all of your housing needs during 2022.



Darlene Darragh
Editor in Chief

Real Estate Broker/Relocations
Right At Home Realty Inc., Brokerage

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905-637-1700 (office)
905-484-4653 (cell)

KEEPING YOU SAFE

1

Virtual & In Person Open Houses



2

Safe Contact Free Showings



3

Electronic Signatures



4

Virtual & In Person Inspections



5

Virtual & In Person Meetings & Interviews



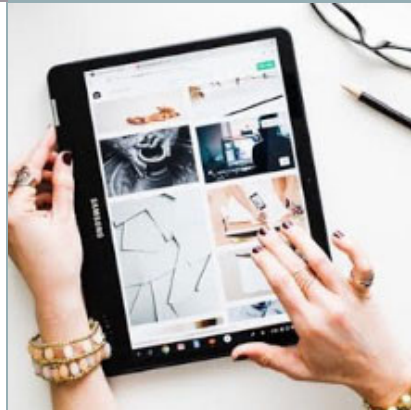
6

Virtual & In Person Property Evaluations



7

Virtual Listing Marketing



Condos & New Construction

VIP ACCESS to pre-construction condos, townhomes & detached homes

We are pleased to continue to offer you information on new homes and condos.

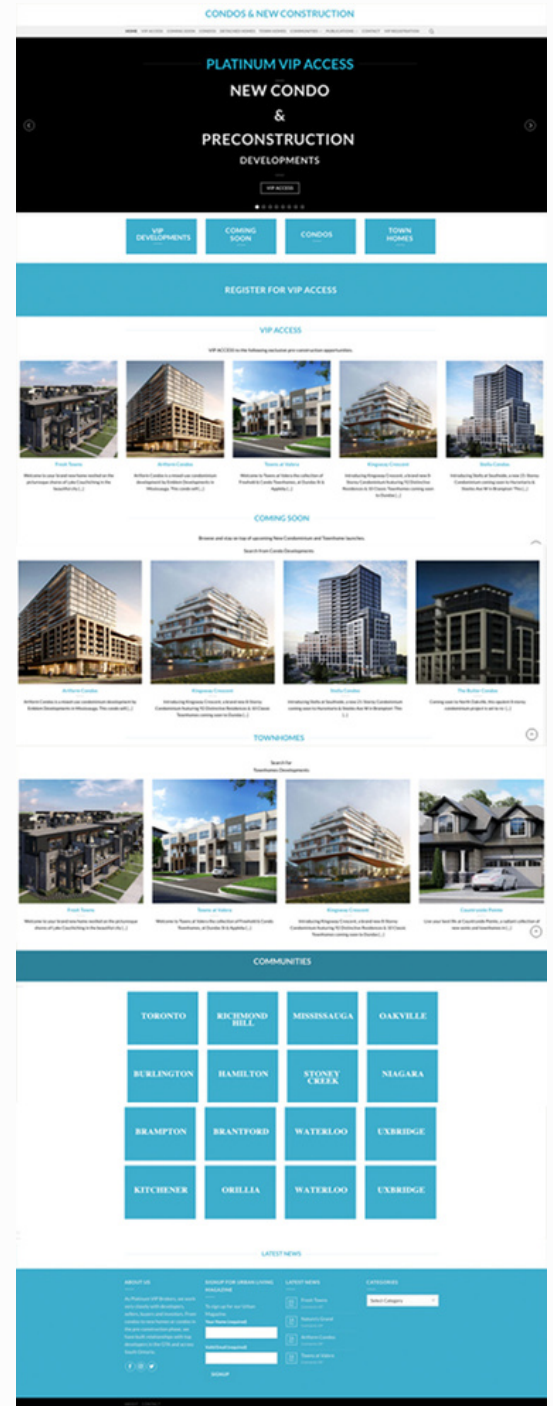
The Condos and New Construction website provide you access to the latest developments including VIP incentives. As Platinum VIP Brokers, we work very closely with developers, sellers, buyers and investors. From condos to new homes or condos in the pre-construction phase, we have built relationships with top developers in the GTA and across South Ontario.

Buying, selling or investing in a home is one of the biggest and important decisions you will make in life. Your success depends on the representation you choose. As highly trained real estate professionals, we bring seasoned guidance to even the most complicated transactions.

Whether your plans include the sale of one condo in order to purchase another in pre-construction, or buying a pre-construction condo or home, we will be at your side. We are sales representatives who are dedicated to providing you the ultimate service. Our comprehensive knowledge of the current housing market produces top results when it matters the most. We uphold a standard of excellence and service in today's ever-changing real estate industry.

Our priority is to provide you with true Platinum Access and a VIP experience.

Go to <http://condosandnewconstruction.com/> and shop for your new home or condo.



What Does the Budget Mean for Home Buyers?

Canadians are now trying to interrupt the new budget as well as the recommendations moving forward over the next year. They want to understand the changes, how it will impact them and how it will rein in the frenzy of the housing market. Here are some of the changes and details:

Tax-Free First Home Savings Account (FHSA)

- Savings account to help individuals save for their first home
- Contributions would be deductible for taxes (just like an RRSP)
- Any earnings and withdrawals are NOT subject to taxes (just like a TFSA)
- Capped at \$8,000/year to a max of \$40,000, any unused contribution room will NOT be carried forward (ie, if you contribute \$6,000 in 2023, you do not get \$10,000 in 2024, but you can contribute \$5,000/year for the next 8 years), starts in 2023
- Eligibility - at least 18, never lived in a home they owned anytime the account is opened or during the preceding four calendar years (but their wording makes it seem like you can still qualify for this account if you owned a property that you never lived in)
- Only 1 FHSA for your lifetime
- Can transfer funds from the FHSA into your RRSP at any time before age 71, and it does NOT affect your RRSP contribution room (tax planning advantage here to contribute \$8k more per year into your RRSP)
- Can also transfer funds from your RRSP to FHSA, good for when no extra cash flow and can waive the repayment under the Home Buyer's Plan, but does not restore any RRSP contribution room

Home Buyer's Plan (no change)

- Can withdraw up to \$35,000 tax free from RRSP to purchase a home but needs to be repaid over 15 years starting in year 2, which equals to \$2,083.33 per year. If it is not paid back, it gets added to income and taxed accordingly.

(continued on page 7)

What Does the Budget Mean for Home Buyers?

(Continued from page 6)

Home Buyer's Tax Credit

- Current first time homebuyers qualify for a \$5,000 tax credit, which equals to \$750 in real dollars. This is only applicable to reduce your tax liability (ie, if you have no income and don't owe taxes, this does not get refunded back to you)
- Budget proposes to double the tax credit to \$10,000, which equals to \$1,500 in real dollars
- Retroactive to properties purchased on or after January 1, 2022

Residential Property Flipping Rule

- Flipping properties is considered business income and government is concerned that certain individuals are reporting it incorrectly as capital gains or using their principal residence exemption
- Budget proposes the 12 month rule, if you owned for less than 12 months, then this will be deemed to be business income
- However, there are exceptions; death, household addition, separation, personal safety, disability or illness, employment change, insolvency, involuntary disposition
- Applies for residential properties sold on or after January 1, 2023

GST/HST on Assignment Sales by Individuals

- Currently GST/HST on assignment is based on INTENTION. If you purchased a pre-construction with the intention to flip it on assignment, you must charge GST/HST. If you purchased a pre-construction with the intention to occupy as a place of residence, GST/HST is generally exempt
- Budget proposes to make ALL assignment sales taxable for GST/HST.
- Since the deposit paid to the builder is already subject to GST/HST, there will NOT be additional GST/HST calculated on the deposit
- AssignOR is responsible for collecting the GST/HST and remitting to the government. If the assignOR is a non-resident, the assignEE will self-assess and pay the GST/HST directly to CRA. (I still need more information to determine HOW this is done)
- The new housing rebate will be based on the total amount paid to the builder PLUS assignor.
- This begins 1 month after the budget date (April 7, 2022)

(continued on page 8)

What Does the Budget Mean for Home Buyers?

(Continued from page 7)

Multigenerational Home Renovation Tax Credit

- **Refundable tax credit for eligible expenses for a qualifying renovation, refundable means that even if you do NOT have any tax liabilities, you can still get a refund from the government**
- **Amount is equal to the lesser of 15% of eligible expenses and \$50,000**
- **This will apply for 2023 and subsequent years**

Home Accessibility Tax Credit

- **Non-refundable tax credit for eligible home renovations or alteration expenses for qualifying individuals**
- **Currently the credit is lesser of 15% of eligible expenses and \$10,000**
- **New proposal credit is lesser 15% of eligible expenses and \$20,000**



NEW LISTING

FOR SALE BY DARLENE DARRAGH

1236 HEDGESTONE CRESCENT

OAKVILLE, ONTARIO

3 BEDS | 1.5 BATHS
1400 SQFT.



CONTACT ME FOR MORE INFO:



(M) 905-484-4653

(O) 905-637-1700

www.DarleneDarragh.com

DarleneDarraghHomes@Gmail.com



FIRST HOME, DOWNSIZING, TRAVELLING,
INVESTMENT



HOME OWNERSHIP DREAMS

Working with first time buyers, parents helping their kids, families, investors, or those wanting to downsize, your desires are as different as you are.

Whether you are beginning your home ownership journey, just wanting a change, helping your children with their purchase, downsizing to fulfill other dreams or assisting families helping seniors transition into the next phase of their life, we are here to help.



**123 Homes
& Condos for Sale**

UNDER
\$600,000

LET'S MAKE SURE YOU DON'T MISS OUT.
GET LISTINGS AS SOON AS THEY HIT THE MARKET.

CONTACT ME



905-484-4653



LETS TALK

ABOUT YOUR HOUSING NEEDS



WE CAN MEET VIRTUALLY

THE NEW NORMAL-

THE HOME OFFICE



Our homes now need to service a variety of activities and roles like never before.

Working from home continues to be the new norm and this trend is not going away any time soon.

Home offices are now a reality. Even as some companies ask employees to return to the office or offer a hybrid model, workers overwhelmingly state they will change jobs or companies if forced back.

Do you need a new space to call your own in order to conduct your business? We are here to help.

I have been working remotely for many decades so lets talk about your new needs.

New Locations

During the COVID-19 pandemic, people have re-evaluated their home to ensure it served their needs. They also relocated, retired and changed professions. I don't think I know a single family who did not have some kind of change.

For some, an urban environment is absolutely essential. It offers amenities both inside buildings and within the community.

For others, a different country with an urban feel may be the answer.



For some, these new changes or interests will make them re-evaluate their home decisions.

CHEAP INTERNATIONAL HOMES WEBSITE

We are pleased to announce an exciting offering we have been working on for over a year. After touring several countries and partnering with developers and brokers across the globe, Cheap International Homes has been launched.

The Cheap International Homes website will provide you access to the latest developments and resale homes across the world.

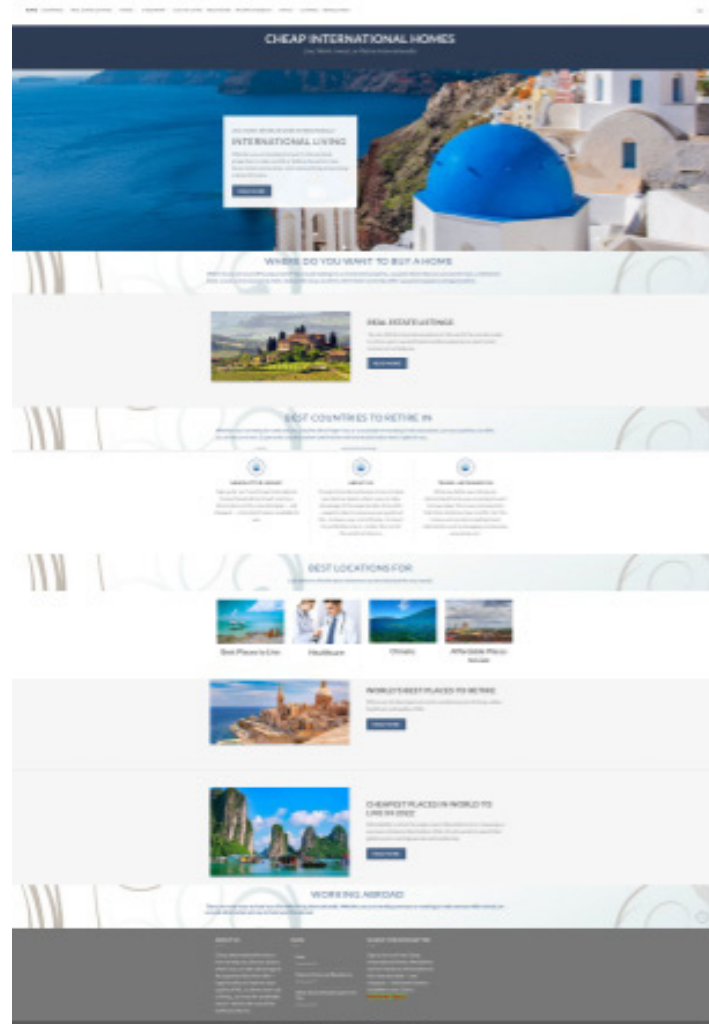
Why Buy a Property Abroad

You may be buying a property abroad in order to:

- Escape North American winters and instead spending those months in your own overseas “dream” home—in an affordable, tropical paradise.
- Curious about living full-time in your favourite part of the world—and staying in a great-value property you own.
- Intrigued by all the different ways you could profit from the world’s hottest international real estate opportunities.
- Produce passive income from a rental property.

Discover the latest developments and listing, most promising up-and-coming expat hotspots all over the world – places that **STILL** boast super-affordable prices...and you’ll find first-class properties that would be all but unattainable back home

Go to <http://cheapinternationalhomes.com/> and shop for your new home or condo.



CHEAP INTERNATIONAL HOMES WEBSITE

(CONTINUED FROM PAGE 9)

In addition to showcasing fantastic international real estate opportunities, we cover the information to live, work, invest, travel and retire in many countries.

We include information on:

- Countries (features, way of life, areas, etc.)
- Travel
- Citizenship
- Cost of Living
- Healthcare
- Income Overseas
- Climate
- Investment Opportunities
- Retirement Considerations
- World's Best or Cheapest Locations
- Real Estate Listings and Developments
- Banking
- Moving, and more

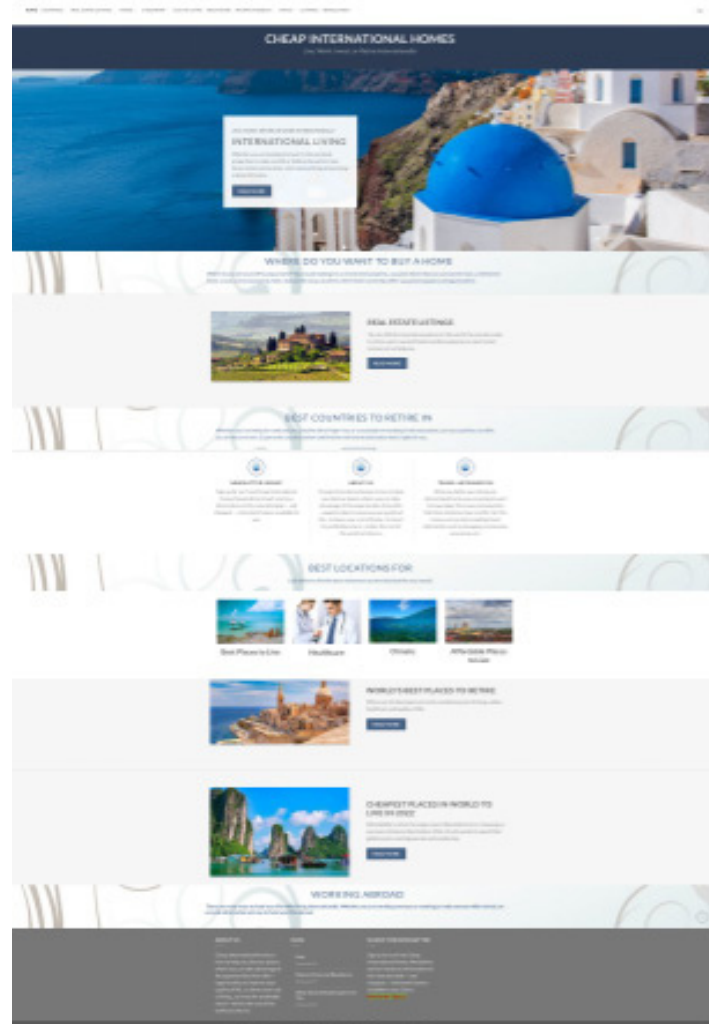
Whether you are looking at working remotely and renting, travelling, relocating, or investing in real estate for passive income, we have you covered.

Many first time buyers, retirees or investors are looking at international locations to plan for the future and change the way they live right now.

Take a look and let us know what you think. We work with specialists within each country to get you started.

During 2021 and now in 2022, we have worked extremely hard and travelled the globe to bring you these exciting opportunities. We are now launching with the initial offerings but will be expanding the real estate listings frequently.

Go to <http://cheapinternationalhomes.com/> and



READY TO BUY A HOME?



Darlene Darragh

LET'S FIND YOU THE RIGHT ONE

905-484-4653

Right at Home Realty Inc.

LUXURY CONDO SALES SOARED IN MAJOR MARKETS DURING Q1-2022

Canada's luxury real estate market reported a robust Q1-2022 thanks to rising consumer optimism and economic revitalization, trends that have supported soaring sales for high-end condos.

In markets such as Toronto and Vancouver, where single-family and attached home supply is dwindling, luxury condos are increasingly becoming the best or only options for buyers.

Consumer demand in the luxury condominium market this year has been strong, leaving no doubt that consumer and investor confidence in the downtown and urban market has been fully restored.

Lifestyle, family stage, financial planning and generational drivers are behind some of the super-charged luxury condominium market, its strength also reflects the stark imbalance between strong demand and inventory challenges we are seeing across the real estate market overall.

Luxury Toronto condo sales over \$1 million surge by triple digits

The demand for high-end condos in Canada's two largest cities helped to drive a significant portion of sales during the previous business quarter.

Overall, Toronto homes worth \$1 million and up reported a 11 per cent year-over-year jump in sales in Q1-2022. Sales for luxury condos, attached and single-family homes worth over \$4 million increased 30 per cent yearly in Toronto between January 1st and March 31st. Seven sales over \$10 million were made over the same time period, down slightly from nine properties in the same price range during Q1-2021.

Luxury condo sales priced \$1 million or more surged 120 per cent annually, significantly higher compared to attached homes — up 79 per cent — and single-family properties over \$1 million, which are down 10 per cent year-over-year.

For luxury condos priced at \$4 million and up, sales lead the market with a 160 per cent annual gain. By comparison, single-family home sales in this price range increased 24 per cent yearly. Four attached homes sold over \$4 million during Q1-2022, a notable increase from the same time last year when no properties in this price segment were bought.

Sales for all Vancouver condo, attached and single-family properties priced over \$4 million dropped 14 per cent annually to 99 homes sold in Q1-2022. Three properties priced over \$10 million sold during the same period, half as many that traded hands in Q1-2021. For all property types worth over \$1 million, sales were down 10 per cent annually from 2021's first quarter with 1,470 homes.

(Continued on page 16)

LUXURY CONDO SALES SOARED IN MAJOR MARKETS DURING Q1-2022

(CONTINUED FROM PAGE 15)

The number of \$1 million-plus condos sold was nearly equal to single-family homes in Q1-2022, as sales rose 29 per cent yearly to 559 condo transactions. This accounted for 38 per cent of all real estate sales in that price bracket last quarter. By comparison, 599 single-family \$1 million-plus homes were sold during the same period, as were 315 attached properties, down 28 per cent and 16 per cent year-over-year.

Sales for luxury Vancouver condos worth over \$4 million increased eight per cent yearly in Q1-2022 as 14 units traded hands.

Demand for high-end condos rises in Montréal and Calgary

Compared to 2021's record-breaking levels, Montréal's luxury market started to normalize during the first months of 2022, but condo units still accounted for a significant portion of sales.

Sales for \$4 million-plus properties were up 140 per cent in Q1-2022 compared to the same period last year, while transactions priced over \$1 million reported more moderate annual growth of six per cent compared to Q1-2021. One in three \$1 million-plus home sales were in the luxury condo segment. Transactions for Montréal condos worth \$1 million and up increased 73 per cent yearly as single-family and attached home transactions fell 11 per cent and eight per cent year-over-year.

As consumer optimism and economic recovery improved in Calgary during Q1-2022, luxury home sales grew. Home transactions over \$1 million rose 82 per cent year-over-year between Q1-2021 and Q1-2022. Calgary's \$1 million-plus single-family and attached home sales increased 71 per cent and 258 per cent annually, while condo transactions over \$1 million jumped from two to seven properties year-to-year. Two homes worth over \$4 million were sold last quarter, up from zero sales in this price segment last year.



DARLENE DARRAGH.COM

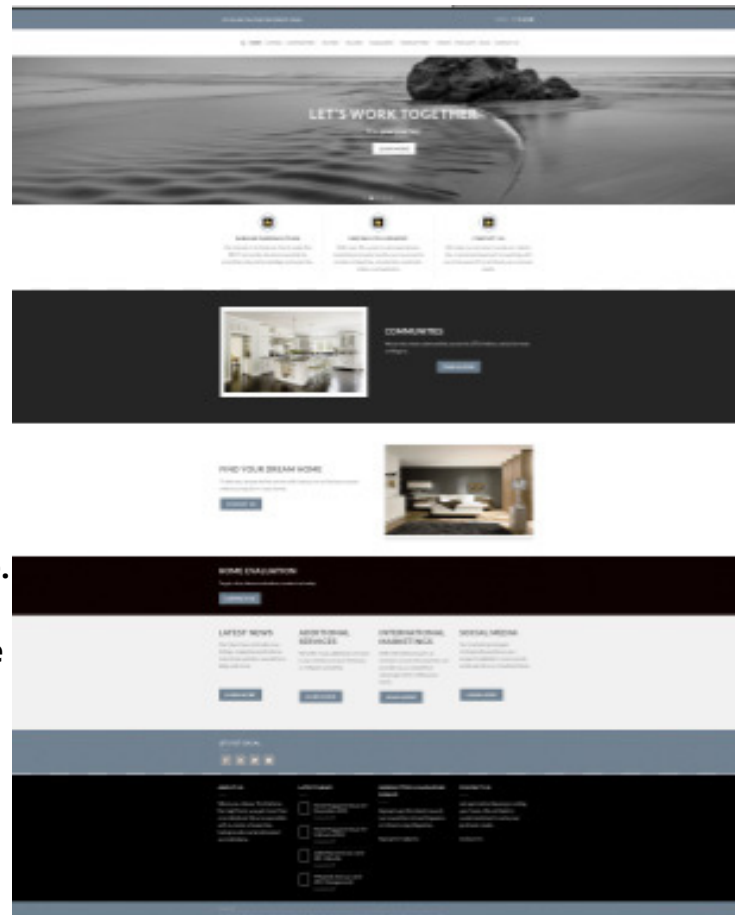
In addition to our team announcing the launch of our international real estate website, you can also find Canadian properties on our real estate site at www.DarleneDarragh.com.

This year has been busy scouting international opportunities. We look forward to helping you with both your domestic and international housing needs. We are focused as we move forward on providing you with the best customer service while keeping you updated on the latest information.

In the coming year we plan to offer more podcast and videos as well increase the frequency of our popular magazines Home Magazine and Urban Living Magazine. Due to some of our international activities we temporarily had halted issues during the past year. We hope to continue providing these issues with more frequency.

In addition, our team is focusing on new construction (condos, townhomes and detaches homes) as well as servicing clients with assignment purchases/sales.

Take a look and let us know what you think.





SELLING OR BUYING A HOME HAS IMPROVED

**We have many recent changes
that makes buying or selling a
home so much better.**

BOARD & REALTOR EXPOSURE

NEW Combined MLS® System exposes your home to 21 Board Associations with a combined membership of more than 14,000 REALTORS®.

APPOINTMENT SHOWINGS

Our booking system now allows for realtor online and front desk bookings. It controls every aspect of booking and confirming showings.

MARKET STATS

In-depth local market statistics and analysis now available and visually appealing.

OFFER REGISTRATION

Offers can now be registered online streamlining the process during the critical sale process.

As Canadians return to the office, homebuyers are showing more interest in major cities

As more Canadians head back to their office cubicles, the rush of homebuyers retreating from major cities appears to be slowing down.

Interest in purchasing a home within a major city centre has jumped five per cent since last year despite concerns surrounding high real estate prices and record-level inflation. With more workers returning to offices, the preference for moving farther away from urban areas has declined over the past year while major cities continue to be the most popular location to buy a home.

Buyers expect to pay \$100k more than they did in 2021

Buyers expect to pay for a house has surged \$100,000 over the past year, a 26 per cent increase. On average, homebuyers across Canada are anticipating to pay \$588,000 for a home.

- Ontario buyers are expecting to pay the most this year, upping their budgets from \$582,000 in 2021 to \$790,000 in 2022, a \$208,000 increase.
- Vancouver purchasers had slightly lower price expectations, having heightened their budget from \$645,000 last year to \$768,000 now, a \$123,000 difference.
- Homebuyers in Atlantic Canada will likely pay the least for their home compared to the other major markets in the survey at an average of \$355,000, but the amount buyers expect to pay for a home has jumped \$132,000 from \$223,000 in 2021.

Savings and housing costs have altered buying decisions

Savings activity during the pandemic and rising housing costs across the country have prompted a change in many buyer's purchase plans.

- 68% said that they are willing to change how much they spend on the purchase of their home
- 73 %stated that they are willing to spend more on their purchase
- 55% per cent said it was because prices have gone up
- 28% said they would spend more on a purchase because their income has increased
- 27% said it's because they have more savings as a result of the pandemic

When it comes to down payments

55% stated that they will use most or all of their increased savings towards their downpayment.

1/3 stated they'll have a down payment of 10 per cent or less

2/5 were dependent on support from family to reach this amount

52% said they are using their increased down payment to spend more on their house and get a larger mortgage, a significant increase from last year when 20% shared this sentiment

Reaching More Buyers with Combined MLS® System & Toronto Real Estate Board

COMBINING THE COLLECTIVE POWER OF BOARD ASSOCIATIONS

We are so pleased at some of the recent technological developments we are able to offer our clients. When you work with us to sell your home, your home is available on the new ORTIS combined MLS system as well as the Toronto Real Estate Board (TREB). The Ortis system is a regional group made up of 21 Board Associations with a combined membership of more than 14,000 REALTORS®. The TREB board is the largest North American board. With both, your home is exposed to more buyers and sellers.

YOUR HOME WILL BE EXPOSED TO MORE BOARDS, MORE AGENTS AND MORE CLIENTS REACHING ALL THOSE WANTING TO MOVE INTO YOUR NEIGHBOURHOOD



Ortis System

This new system allows your home to be seen by realtors and their buyers on the following boards:

Barrie and District Association of REALTORS®, Brantford Regional Real Estate Association, Cambridge Association of REALTORS®, Guelph and District Association of REALTORS®, Huron Perth Association of REALTORS®, Kawartha Lakes Real Estate Association Inc., Kitchener-Waterloo Association of REALTORS®, The Lakelands Association of REALTORS®, London and St. Thomas Association of REALTORS®, Mississauga Real Estate Board, Niagara Association of REALTORS®, North Bay Real Estate Board, The Oakville, Milton and District Real Estate Board, Northumberland Hills Association of REALTORS®, Peterborough and The Kawarthas Association of REALTORS®, Quinte & District Association of REALTORS®, REALTORS® Association of Grey Bruce Owen Sound, Simcoe and District Real Estate Board, Southern Georgian Bay Association of REALTORS®, Tillsonburg District Real Estate Board, and the Woodstock-Ingersoll and District Real Estate Board.

Toronto Real Estate Board (TREB)

In addition to all of the boards covered in the ORTIS system, your listing is also included on the Toronto Real Estate Board (TREB). With TREB being the largest board in North America, many buyers and sellers also rely on it. This is especially important for urban residents.



IMPROVED SYSTEMS TO BOOK APPOINTMENTS

A successful buy and sell depends on the ability to book appointments, provide access details and receive feedback.



EASY BOOKING PROCESS

Our new booking software simplifies the booking process for our booking centre and buying realtors. It allows buying agents to be able to securely book a viewing on your property in a timely manner and allows our booking centre to be able to control the booking timing and frequency.

VIEWING INSTRUCTIONS

Our team is not only able to record important information about your home's showings but is also able to record any restrictions you may have on the showings. This information can be changed and is visible to the booking agents when a showing is confirmed.

IMPROVED COMMUNICATIONS

Communications is now centralized using online systems allowing for notifications to be sent in variety of ways to agents, sellers, and our team. These methods include phone, email, text or any combination. Confirming appoints can now be done by the press of a button. This secure and streamlined approach can occur no matter where you are.

MARKET WIDE OR COMMUNITY SPECIFIC STATS

You may be asking why market stats are so important to our clients and our team.

When we work with any client (buyer or seller) it is important for us to understand what is happening to ensure our sellers are able to sell for top dollar and quickly. For our buyers, we want to make sure they do not overpay, understand the area they are looking at to purchase their home in and to understand financing.

When you work with us, you are making one of your biggest life decisions. We need to have information at our fingertips that we can understand and present in a visual format that is easy to read.

Sellers - Pricing your home properly and marketing it is extremely important. Our online tools help to make informed decisions.

Buyers - You need to know the proper pricing and activity in the areas where you are looking. This will be important to set expectations, ensure financing and secure a well priced offer so you can move into your new home.

The tools our team use allow us to generate reports, understand the market and present this information to you during listing presentations, throughout your listing period, working with buyers and during offer negotiations.

Our powerful tools allow us to produce information both broad and very specific such as provinces, regions, communities, neighbourhoods, housing types and varying time periods.

Local Market Update – May 2020



Toronto Region

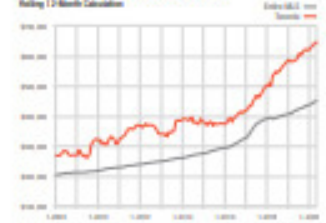
Key Metrics	May			Year to Date		
	2019	2020	% Change	This 5-2019	This 5-2020	% Change
New Listings	28	7	-75.0%	87	44	-49.4%
Sales	15	6	-60.0%	28	28	-0.0%
Days on Market (List Date)	21	20	-4.8%	28	28	-0.0%
Median Sales Price*	\$416,000	\$479,000	+15.2%	\$417,000	\$469,000	+12.5%
Average Sales Price*	\$1,023,087	\$802,430	-21.6%	\$917,847	\$829,180	-9.8%
Percent of List Price Received*	100.6%	106.9%	+6.3%	99.2%	102.9%	+3.7%
Inventory of Homes for Sale	21	13	-38.1%	---	---	---
Months Supply of Inventory	2.8	1.8	-35.7%	---	---	---

Key Metrics	May			Year to Date		
	2019	2020	% Change	This 5-2019	This 5-2020	% Change
New Listings	55	26	-52.7%	210	173	-17.6%
Sales	29	16	-44.8%	128	106	-17.2%
Days on Market (List Date)	26	20	-23.1%	26	19	-26.9%
Median Sales Price*	\$120,000	\$174,990	+45.8%	\$120,000	\$179,990	+50.0%
Average Sales Price*	\$143,029	\$460,896	+223.6%	\$157,219	\$143,890	-9.1%
Percent of List Price Received*	100.6%	104.1%	+3.5%	100.2%	102.9%	+2.7%
Inventory of Homes for Sale	47	28	-40.6%	---	---	---
Months Supply of Inventory	2.0	1.7	-15.0%	---	---	---

Median Sales Price - Single-Family



Median Sales Price - Townhouse/Condo



ONLINE OFFER REGISTRATION

OUR CLIENTS NO LONGER HAVE TO WAIT AROUND TO ENSURE THEIR HOME IS SOLD OR OFFER IS ACCEPTED

We know how important online offer registration is and we are thrilled it is the latest improvement we have made to help our clients.

This feature fully integrates with our showing management platform, enabling us to view necessary paperwork, update offer counts and offer presentation information. This is especially important during multiple offer situations.

With this information available at our fingertips we and our administrative staff are able to communicate with our listing clients and buying agents before offer presentation begins.

This is so important now as we begin to open up but also going forward as the expectation for online solutions grows.





SELLING YOUR HOME WITH THE MOST ONLINE EXPOSURE

In addition to the new Combined MLS system & TREB, our team knows the importance of showcasing our listings on many platforms. This increased online exposure is extremely important in today's competitive environment.

Our marketing programs are some of the best online marketing programs in the industry.

When you list your home with us, your home will be marketed to many other real estate websites, networks, publications and advertising methods.



450 MILLION INTERNATIONAL BUYERS

When you list your property with the Darlene Darragh Real Estate Team your home is exposed to potentially over:

450 million buyers and investors in over 60 countries.

This opportunity is available through partnerships with our brokerage Right At Home Realty Inc.,. These international listing distribution programs provide you a competitive advantage when selling your home. In addition, we have partnered with Zillow to provide US coverage.

International Program

Our international program ensures your home listing will be sent to 120 of the top real estate search portals around the world and translated into 16+ languages.

The international leads are viewed by our team to determine not only how often your home has been viewed but also from what country and portal. The reports we are able to generate provide us valuable information we can share with our clients.

Zillow Program

Our Zillow partnership exposes your home monthly to approximately 188 million buyers.

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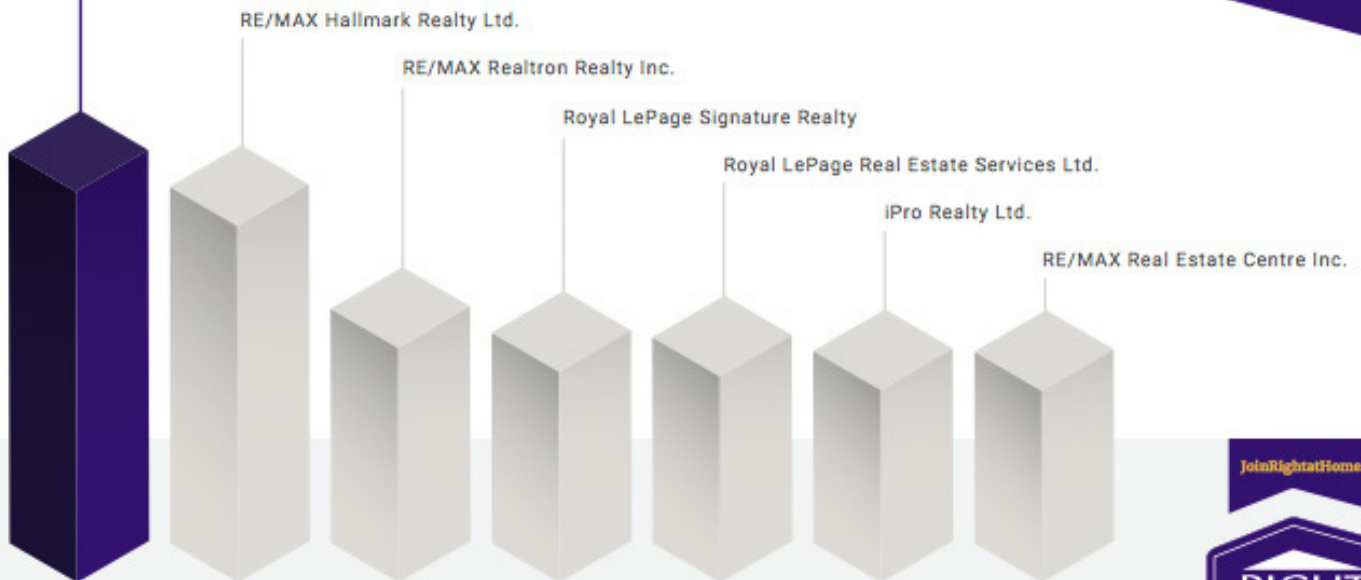
OUR TEAM IS PROUD TO BE PART OF THE RIGHT AT HOME REALTY BROKERAGE. RIGHT AT HOME REALTY INC. HAS GROWN TO 12 OFFICES AND OVER 5000 MEMBERS SERVING ONTARIO WITH RECENT ACQUISITIONS IN BARRIE AND OTTAWA FURTHER EXTENDING OUR REACH.

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Toronto Regional Real Estate Board Data (January 1st 2013 to December 31st 2019). Combined Units Sold. Data gathered by independent research for residential properties on the Toronto Real Estate Board. Transactions do not include non-MLS sales such as exclusive listings or new builder development sales. Information is deemed but not guaranteed accurate; data may vary by 2.5%

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OUR BROKERAGE IS INVOLVED IN MANY CHARITIES AND IT IS PART OF ITS CORE BELIEF TO GIVE BACK TO THE COMMUNITY. HABITAT FOR HUMANITY IS JUST AN EXAMPLE OF THE LATEST GIVING BACK PARTNERSHIPS.



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Right at Home Realty processed over 17,500 deals in 2019.



In 2019 we celebrated 15 years of successfully serving Ontario Realtors®



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NINE TRANSIT-ORIENTED COMMUNITIES PLANNED ALONG UPCOMING ONTARIO LINE



The future of housing development in Toronto comes in the form of transit-oriented communities.

Today, the Ontario government announced a partnership with the private sector and the City of Toronto to create nine transit-oriented communities along the upcoming Ontario Line, including one at East Harbour.

Ground was recently broken on the Ontario Line, which will have 15 stops running from Exhibition Place up to the Ontario Science Centre. Most recently, it was estimated to open in 2030, but — not surprisingly — that is subject to change, according to the Province.

Transit-oriented communities are being planned for the future East Harbour, Corktown, Queen-Spadina, King-Bathurst, and Exhibition stations.

These transit-oriented communities integrate housing, commercial space, park land, and other amenities near transit lines. In addition to the creation of much-needed housing supply — including affordable housing — the idea is to reduce gridlock, create more economic opportunities, and support the creation of thousands of new jobs.

“The Ontario government is seizing a once-in-a-generation opportunity to build complete communities around transit,” said Kinga Surma, Minister of Infrastructure in a Province-issued press release. “We have worked tirelessly with the City of Toronto and our private sector partner to reach this exciting milestone, and we look forward to transforming these communities to include transit facilities, while also ensuring compatibility with surrounding neighbourhoods and creating benefits for families and businesses for generations to come.”

(Continued on page 26)

NINE TRANSIT-ORIENTED COMMUNITIES PLANNED ALONG UPCOMING ONTARIO LINE (CONTINUED FROM PAGE 25)

Chart 1.8
THE NEW "ONTARIO LINE"



Source: Ontario Ministry of Transportation.

According to the Province, the creation of these new communities will generate an estimated 375,000 construction jobs.

"I am excited by the prospect of these nine transit-oriented communities adjacent to future transit stations. The City is working in close partnership with the Province to bring about good development and I am confident that together we will be able to increase transit ridership, and provide affordable housing and community services, providing places for people to live, work and play," said Toronto Mayor John Tory in a statement.

Perhaps most notably, Ontario has signed an agreement with Cadillac Fairview for the creation of a transit-oriented community at the future East Harbour station. The 38-acre site will include the creation of a major employment centre expected to bring more than 50,000 jobs, as well as new residential and commercial space, community amenities, and park land.

According to the terms of agreement between the City of Toronto, the Province, and Cadillac Fairview, the development will include a requirement for 215 affordable rental housing units for a 99-year period, the provision of two child care facilities, and a community recreation centre, along with other investments in community services and infrastructure in the area to support the East Harbour development. When fully developed, East Harbour will be a major mixed-use community, with up to 50,000 jobs and 7,000 residents.

The East Harbour development includes the extension of Broadview Avenue from Eastern Avenue to Lake Shore Boulevard. The City and Province also agreed to cost sharing terms for the Broadview Eastern Flood Protection project, which will address flood vulnerability for a broad area around East Harbour, according to the City of Toronto.

"Our government is addressing the housing supply crisis head-on," said Steve Clark, Minister of Municipal Affairs and Housing. "This announcement is a testament to the strong partnership between our government and the City of Toronto. Today's Minister's Zoning Orders will help support transit-oriented communities while building approximately 7,000 much-needed new homes for Ontarians and their families."

The transit-oriented communities model has been implemented successfully in many other jurisdictions around the world, including Vancouver, London, UK, Sydney, Australia, Bay Area, California, Washington, DC and Tokyo, Japan.

Credit: Storeys (Erin Nicole Davis)

ONTARIO TO CHANGE BIDDING PROCESS BY LETTING HOME SELLERS DISCLOSE COMPETING OFFER DETAILS



The Ontario government has announced changes that will allow home sellers to choose if they want to “opt for an open offer process,” and share bids on their property. For home buyers, this would allow them to see information about other offers if the seller and other parties consent to it.

Traditionally, Canadian homes have been bought through a blind bidding process, where fellow buyers are not aware of the specific details of competing purchase offers on the same property.

“Sellers will no longer be limited to selling their property through a closed or traditional offer system,” said Ontario’s Minister of Government and Consumer Affairs, Ross Romano, in a statement. Tim Hudak, CEO of the Ontario Real Estate Association (OREA), stated in a press release that he was pleased about the latest reforms.

“These changes were part of a package of reforms the Ontario Real Estate Association (OREA) worked closely with the Province to bring forward, which strike the right balance between adding more transparency to the offer process and protecting a homeowner’s right to sell their home how they want, instead of blanket bans on the traditional offer process,” said Hudak.

The offer changes are one part of an overhaul to the Trust in Real Estate Services Act, which includes a new code of ethics for real estate agents and enhanced powers for the Real Estate Council of Ontario (RECO) to go after bad actors. The new regulations are set to take effect on April 1st, 2023.

During the 2021 federal election, Prime Minister Justin Trudeau’s Liberal party campaigned on the creation of a Home Buyers’ Bill of Rights that would ban blind bidding and introduce other consumer protections. In the recent 2022 budget, it was confirmed that the Minister of Housing and Diversity and Inclusion would engage with provinces and territories over the next year to create the bill.

In a paper published in November 2021, the Smart Prosperity Institute explored whether an end to blind bidding on homes would slow the growth of prices. The think tank concluded in its findings that closed bidding “does not ultimately drive up home prices, and requiring open bidding in a hot real-estate may lead to higher, rather than lower, home prices.”

Now it is to be determined whether sellers will opt into allowing offer details to be disclosed to buyers.



DARLENE DARRAGH

YOUR TRUST MEANS A LOT

Selling your home is a privilege. Real estate is my passion because I truly believe that once my clients' home life is settled, everything else falls into place. As we live through very uncertain times, having the proper information and comfort to move forward is extremely important.

With a passion for homes and over 30+ combined years experience in real estate sales, communications, marketing, negotiations, website design, social media marketing, relocations, decorating and staging, I know your home and your needs are as unique as you are!

What kind of Broker am I?

When most people think of the word "BROKER®", the image of a professional helping someone buy or sell a home comes to mind. Of course, that's a big part of the job! But as your BROKER®, I also consider it my job to help you enjoy your home between transactions.

How do I do that?

This magazine is one way along with our various other methods of communicating with you. Another is to invite you to give me a call when you have questions about the real estate market or want to know the current market value of your home.

If you need some work done around the property, I may also be able to recommend a good contractor from amongst the reputable home professionals I know.

Again as we all live through very uncertain times, it is not business as usual. We move forward with not only health and government recommendations but also in a way that makes our clients comfortable.

Is there any other way I can be of service? Please let me know!

OUR TEAM

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