

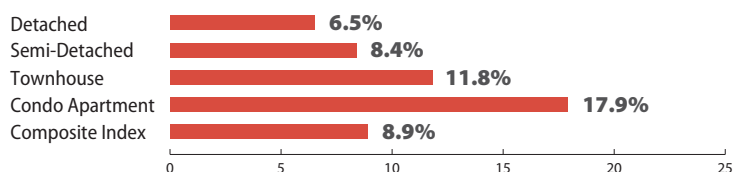
KATERYNA BORYSENKO'S MARKET NEWS

GTA MARKET SHOWS SIGNS OF INCREASING PRICE SUPPORT

Market Highlights

- August sales dip of 34.2% versus last year was a lesser annual rate of decline compared to the previous four months - also represented a month-over-month increase compared to July
- Sales represented a higher share of new listings compared to the previous three months - if this trend continues, it could indicate some support for selling prices in the months ahead
- On a year-over-year basis, the MLS® Home Price Index (HPI) was up by 8.9% for all property types while the average selling price was up by 0.9% to \$1,079,500 (also up slightly from July)
- Once again less expensive home types, including condo apartments and townhouses, experienced stronger rates of price growth

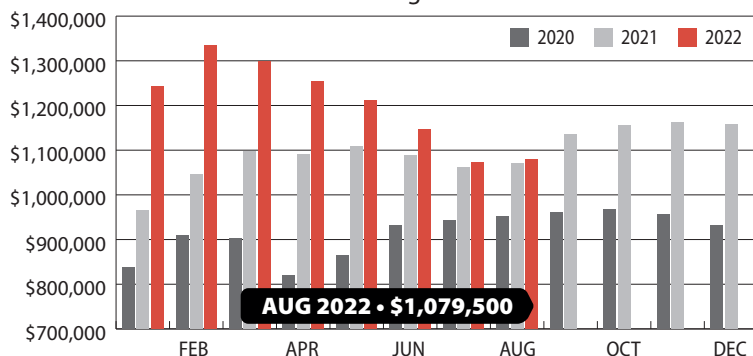
MLS® Home Price Index by Segment (versus Aug 2021)



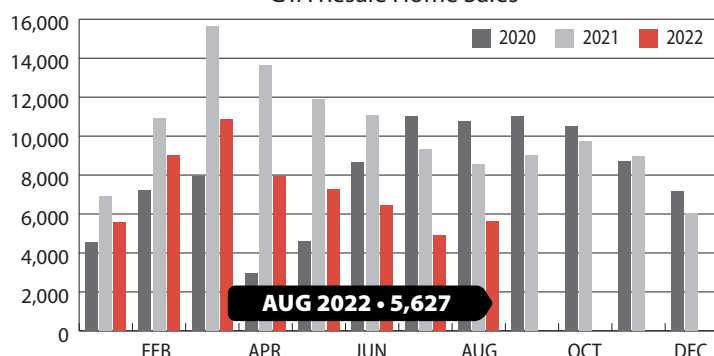
Resale Home Sales

	Aug 2022	Aug 2021
-34.2%	5,627	8,549

GTA Average Resale Price



GTA Resale Home Sales



for more detailed GTA statistics: **KATERYNABORYSENKO.INFO**



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*Your Comfort is
our Reward*

How to make your home more *eco-friendly*

Sustainability is not just a trendy term or fad. By now, it's clear that we've got our work cut out if we want to be greener — and it all starts at home. There are plenty of ways to make your property more eco-friendly and it doesn't have to cost you a fortune. In fact, with a few efficient tweaks, you could save yourself money. Before you start installing costly solar panels, here are some cheaper ways to switch to an eco-friendly home and save some dollars down the line.

Upgrade to an energy-efficient air conditioner

Air conditioning certainly isn't the most eco-friendly appliance for the planet, but if you can't live without a/c, there is a way to improve its efficiency. Split systems are the best option economically, because they compress and condense the air, releasing hot air outside. An even cheaper option is to turn off the a/c occasionally and open the windows, —but explore energy-efficient systems if you need to keep your cool.

Buy Energy Star appliances

It's a bit more of an investment but when you purchase any appliances that carry the Energy Star logo, you know it's going to use up to 10% less energy than its counterparts. The next time you need to replace a dishwasher, washer/dryer, or microwave, choose wisely and you could be reducing greenhouse emissions.

Improve your insulation

One of the more expensive options on the list is to spend some time and money adding insulation to your home. However, doing so will improve how much it costs to heat and cool your home. Seal those leaks now and see a much healthier bill.

Use energy-saving light bulbs

Buying a cheap lightbulb is the perfect example of a false economy. You might save money in the moment, but you'll end up replacing it sooner, which means more coins leaving your wallet and yet another trip up the step ladder to switch it over. LED light bulbs provide tens of thousands of hours of light — two to four times more than standard light bulbs. The environment and your bank balance will thank you.

Install a low-flow toilet

Your toilet doesn't need to use the same amount of water for every flush. So, if you're looking to redo your bathroom, think about installing a low-flow or low-flush toilet. It reduces the amount of water consumption per flush — using 1.6 gallons per flush versus the 3.5 to 7 gallons used by older toilets. This will help to save water and money.

Switch to a smart thermostat

Unlike an ordinary thermostat, a smart thermostat learns about your family's patterns — like when your home is occupied — and cleverly adjusts the heating and cooling accordingly. This avoids unnecessarily wasting the systems when nobody is home for a long period of time. No wonder it got its name. Not only will it save on heating bills, you may even be eligible for a rebate and other rewards when you purchase a smart thermostat.

Turn your water heater down

You don't have to keep your water heater at the level it's been set. Water heaters are usually set between 130 and 140 F. However, if you turn it down to 120 degrees, you could be looking at saving up to 10 per cent on your hot water heating costs.



Condo moving



CHECKLIST



When you're moving in or out of a condo apartment, things are a little more complicated than a simple relocation to a house. With concierges and lobbies to navigate, plus elevators to move furniture in and out of, and parking and loading bays to contend with, the process becomes a whole lot more involved. As a result, it's worthwhile to do a little extra planning before the big move — we promise it'll save you time and grey hairs in the long run.

Take measurements

You might think that a floor plan will provide enough details on the dimensions of your new condo. However, it's extremely important that you take a tape measure to at least one of your viewings. Some condos can have awkward layouts and difficult spaces. Having precise measurements, not just for the size of the rooms but also for the distance between alcoves and cabinet edges will help to gauge what you can fit — and what you needn't bother transferring.

Start a budget for moving

Between the packing supplies and expenses offered by moving companies, things can start to add up quickly. Start by doing a good inventory

of what you already have then do your research and estimate how much it'll be to move once you factor in any hidden fees or expenses. If you have the flexibility to move at any time, consider the time of year. Since Canada's undesirable winters are not a great time to move, booking a moving company may be more difficult during peak seasons.

Start early and buy more boxes than you think you'll need

Packing takes way more time than you think it will so start the process as early as you can. Try to get a mix of large and small stackable containers so you don't end up filling them up too fast and wasting time and space. If you have a lot of delicate or fragile items, buy bubble wrap to keep things safe.

Book a truck or get a quote for movers

You don't book the first flights you see when you're taking a vacation, so why would you take the first quote you get for a moving truck or a moving company? Shop around a little and let other companies know that you've been quoted. Figure out if you want packers or just movers. Do your research and don't forget to factor in potential hidden costs — base costs may not include

specialty items like a piano and truck rentals may not include gas prices which may add up during a long distance move.

Book your elevator now

Whether you're moving in or out of a condo, you'll need to find out how to book a service elevator for the big day. Some condos require you to fill out paperwork while others allow you to do it simply and easily online. It may require a cheque or a temporary bank deposit that will later be refunded. Consider booking two time slots back-to-back for an extra buffer.

Allow more time than you need

Even with the ultimate organization and the best will in the world, moving your worldly possessions is bound to take more time than you think it will. Plus, you can't control every step of the process. Maybe getting the keys to your moving truck is delayed or perhaps you hit traffic on the day of the move. Giving yourself an extra window of time for each leg of the journey will lower your stress levels immeasurably.



"Packing takes way more time than you think it will so start the process as early as you can."



TO MY VALUED CLIENTS

Conference Board forecasting a soft landing for Canada's economy

While conceding that Canada's recession odds boil down to a coin flip (50/50 probability), the Conference Board of Canada is still forecasting a soft landing for our economy. According to the Board, there is much to be optimistic about. For one thing, it's betting that strong consumer spending will help carry the economy through. The Board says Canadians' flush savings accounts, amassed during the pandemic thanks to government supports, are likely to keep getting spent on travel and services in the coming months. Adding to that is a tight labour market that's sent wages higher, helping to keep consumers buying even as inflation rises. Furthermore, high commodity prices will light a fire under Canadian exports. Commodities such as oil, gas, wheat, and fertilizer are all seeing price gains, good for exporters' bottom lines. Higher profits are filtering down to governments as companies pay higher taxes and royalty fees.

But, the Board also says that there is still a lot that could go wrong. Inflation remains a major issue. Although Canadian inflation slowed to 7.6 per cent in July on a year-over-year basis, the rate is still well outside the Bank of Canada's comfort zone. That means the central bank will keep raising interest rates for as long as it deems necessary to get inflation back to its two-per-cent target. But rate hikes take time to work their way across the economy, which raises the possibility the Bank of Canada could go overboard on increases, sending the economy into a recession.

As usual, your client referrals are both highly valued and greatly appreciated. Until next time, take care!



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PEARLS OF WISDOM



"The best way to remember your wife's birthday is to forget it once." – **E. Joseph Cossman**

"Know yourself. Don't accept your dog's admiration as conclusive evidence that you are wonderful."
– **Ann Landers**

"To stop smoking is the easiest thing. I ought to know. I've done it a thousand times." – **Mark Twain**

"If I had to live my life again, I'd make the same mistakes, only sooner." – **Tallulah Bankhead**