

**Subject:** Fwd: MCR E-newsletter - Sept/Oct 2020 : Calling Raptors Fans, Susan's Hot Picks, Christmas gifts & more

**From:** Susan Wong <susan.markhamcentre@gmail.com>

**To:** newsletter.markhamcentre@gmail.com

**Date Sent:** Tue, 17 Nov 2020 14:19:39 -0500

**Date Received:** Tue, 17 Nov 2020 11:20:08 -0800 (PST)

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Dear Valued Clients and Friends,

Hope you and your family are doing well !

As some areas in Ontario (Toronto and York Region) are in a modified Stage 2, "as a result of their trends in public health indicators, including higher than average rates of COVID-19 transmission", please continue to follow public health directives and practice social and physical distancing to ensure the health and well being of yourself, your family and friends.

September 2020 defied gravity and continued the momentum of strong sales activities since July (please see statistics from Market Watch below).

On the **business** front, MCR also had a busy and productive September/October buying and selling real estate, both residential (low rise and high rise) and ICI properties (commercial and office), resale and pre-construction.

On the **personal development** side, to better serve our "mature" clientele, I enrolled into a 4-topic diploma course by STEP Canada covering the major areas of estate planning expertise. I just finished the on-line exam on "**Law of Trusts**" this morning. The other 3 courses to follow are : Taxation of Trusts & Estates, Will, Trust & Estate Administration, and Trust & Estate Planning.

In this issue, I have added a new column "**Susan's Hot Picks**" to recommend to users or investors selected pre-construction projects which offer exceptional value based on : location advantage, unique designs, market demand, excellent return on investment or a combination thereof. Featured in this issue are :

\* **Angus Glen South Village**, a wellness-inspired master planned community with townhouses and singles, near Angus

Glen golf course in Markham.

\* **The Hart Haus Condominiums**, a 4-storey boutique-inspired residence with state-of-the-art energy efficient systems, e.g. geothermal heating/cooling systems, conveniently located off Main Street, Unionville, Markham within walking distance to Toogood Pond.

\* **Commercial / Office units at Vida** - brand new units for sale/lease, within an urban sophisticated vibrant condominium residence in prime Bayview/Sheppard area.

For an early kickstart of Christmas, MCR already ordered and Fedexed the **2021 Chinese "Blessing" calendars from China and custom face mask envelopes from Hong Kong** and are ready for pick up at our office.



Let's hope the pandemic curve is flattened soon and we can return to previous routines when we can meet and greet our clients, friends and families and enjoy the holiday season ahead together !!

Keep safe and healthy,

Susan

## MARKET WATCH

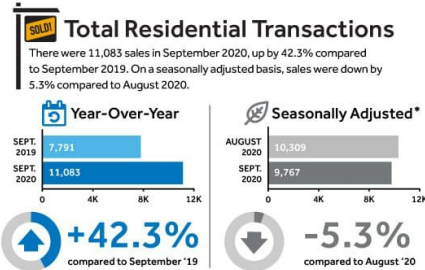
### SEPTEMBER 2020

TRREB 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 1% compared to the same period in 2019.

[Full News Release - September >>](#)

# Market Watch by the Numbers

September 2020



“ Home sales reported through TRREB’s MLS® System result in billions of dollars in spin-off expenditures, support for tens of thousands of jobs, and billions of dollars in taxes paid to all levels of government. ”  
 – John DiMichele, Chief Executive Officer, Toronto Regional Real Estate Board

“ 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. ”  
 – Lisa Patel, 2020/2021 TRREB President



\*Preliminary seasonal adjustment undertaken by CREA. Removing normal seasonal variations allows for more meaningful analysis of monthly changes and underlying trends.

## OCTOBER 2020

TRREB reported that "home sales in the GTA were up again year-over-year for the 4th month in a row". **10,583 sales** were reported, **up 25.1%** compared to 8,445 transactions in October 2019. The average selling price for all home types combined was **\$968,318 - up by 13.7%** compared to \$851,877 in October 2019.

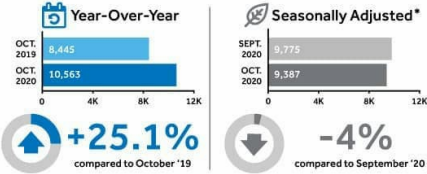
[Full News Release - October >>](#)

# Market Watch by the Numbers

October 2020



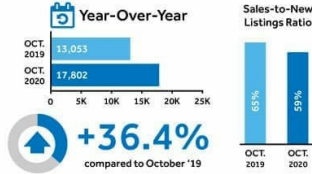
**SOLD** **Total Residential Transactions**  
 There were 10,563 sales in October 2020, up by 25.1% compared to October 2019. On a seasonally adjusted basis, sales were down by 4% compared to September 2020.



“ Looking beyond COVID-19, it is clear that the high demand for housing will continue. The federal government has set immigration targets above 400,000 people for each of the next three years. ”

— John DiMichele, TRREB CEO

**FOR SALE** **Total New Listings**  
 There were 17,802 homes listed in October 2020, up by 36.4% year-over-year.



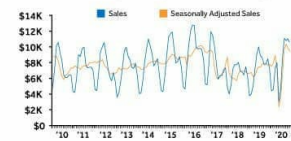
“ Competition between buyers of single-family homes, and particularly detached houses, remained strong last month and continued to support double-digit annual rates of price growth in many GTA neighbourhoods. ”

— Lisa Patel, TRREB President

**Average Selling Price**  
 The average selling price in October 2020 was \$968,318 up by 13.7% year-over-year. On a seasonally adjusted basis, the average selling price was up by 0.3% over September 2020.



## Seasonally Adjusted Figures



### What is Seasonal Adjustment?

Seasonality refers to a monthly (or quarterly) pattern that occurs in roughly the same manner from one year to the next, e.g., sales are highest in the spring and lowest in the winter each year.

\*Preliminary seasonal adjustment undertaken by CREA. Removing normal seasonal variations allows for more meaningful analysis of monthly changes and underlying trends.

Brought to you by GTA REALTORS® and TRREB's MLS® System

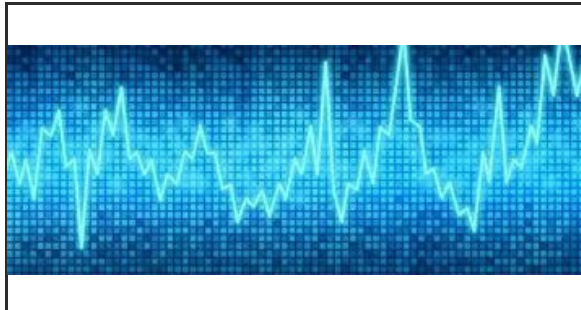


Other headlines : (Note : newspaper articles quoted are from Globe and Mail except otherwise noted)

- \* [Toronto market adjusts to post-Labor Day shake-up](#) (Sept 18, 2020)
- \* [Federal housing agency maintains prediction of weak real estate market as covid-19 cases rise](#) (Sept 22, 2020)
- \* [Toronto-area market remains competitive](#) (Sept 25, 2020)
- \* [Toronto house prices at risk of being in bubble](#) (Oct 1, 2020)
- \* [Sales, prices set new records in a high-flying month for Toronto real estate](#) (Oct 6, 2020)
- \* [A dip, and a rebound](#) (Oct 9, 2020)
- \* [Canada's home sales set another record in September](#) (Oct. 11, 2020)

## MARKET PULSE

We would like to share with you our real experience from day-to-day activities in the market :



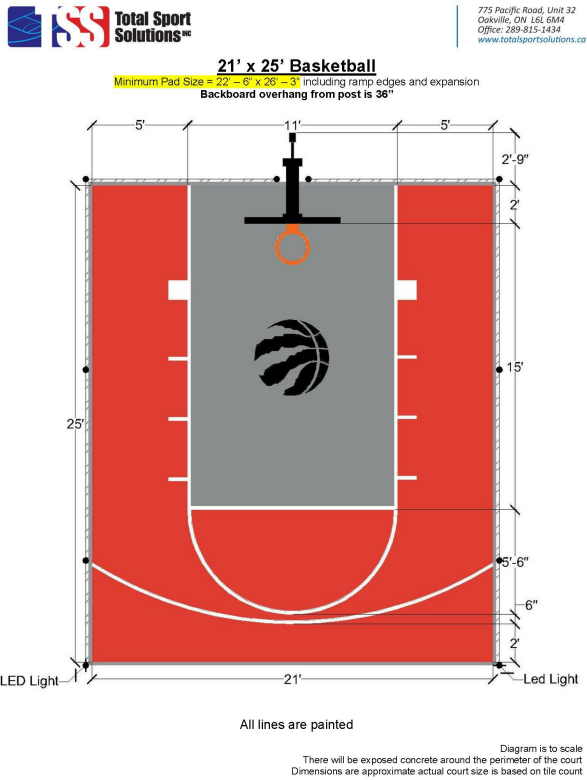
### Landlord / Tenant Beware :

Check property manager before you accept a lease less than one year from your tenant.  
 It came as a surprise to both Landlord and Tenant that the Declaration of one condo building at Yonge/Bloor does not allow a 8-month lease. Even if special permission can be considered by the Board of Directors, since the Declaration specified the minimum lease period to be one year, the BOD cannot override it.  
 The lease was later extended to one year to satisfy the Condo Corp's requirements.

## SHOWCASE OF THE MONTH



**Raptors fans, guess who from NBA signed the basketball court at this "Jurassic Park North"?**



**Raptors jersey for the lucky Buyer of .....**

**3 Vanvalley Drive,  
Woodbine/Bloomington  
Gormley (Stouffville), near Preston  
Lake  
List price : \$3,888,000**

[3D/Virtual/360 tours and photos >>](#)  
[Live show with Seller and Feng Shui  
interview with Master Paul Ng >>](#)  
[Feng Shui Certificate >>](#)  
[Website >>](#)  
[Feature Sheet >>](#)  
[Slide show >>](#)  
[Wechat \(微信\) >>](#)  
[Renderings >>](#)  
[MLS listing >>](#)

<https://ecrmarkhamcentre.wixsite.com/3vanvalley>

*Eye popping, jaw dropping, breath taking, heart beating .....*

Custom builder's own home \* ~10,000 sf of living space (3 levels), 11' ceiling (main & 2/F), 10' ceiling (basement),

5 bedrooms (3 ensuites, 2 with Jack 'n Jill bath), 3-car garage (with car lift for the 4th), porte cochere, glass wine display, H-U-G-E Entertainer's Kitchen, professionally finished basement with heated floors, VIP theatre, in-home spa (sauna & steam room) & more ... must see to appreciate!!

Luxury is an understatement for this 1-Of-A-Kind Smart Home \* Will cost \$6M+ to replicate today \* Culmination of:

**Luxury/Entertainment \* Smart Home \* COVID-Precautioned**

**Ready to be pampered?** High gloss acrylic glass wine display \* State-of-the-art Entertainer's Kitchen with "Fashion Grey" color scheme \* Sports bar \* Private VIP theatre w/136" screen, surround sound system, Bentley electric recliner chairs & \$15K projector \* In-home spa with 8-person sauna, LED light-changing steam room \* Custom gym/dance studio \* Outdoor pool (just finished construction) \* Outdoor basket ball court with custom decal (just finished construction) \* Heated floor in professionally finished basement ... and if that's not enough to WOW you ... how about kicking-it-up-a-notch with a multi-functional, self-opening Toto toilet that cost \$7K !!

**Smart Home :** *RTI Smart Home System* compatible with smart phone and tablets (control media for TV's, surround sound system, automated blinds, lights/outlets), keyless door entry, 3 wi-fi boosters

**COVID-Precautioned :** HRV (Heat Recovery Ventilator) \* Air Purifier system \* Ultra violet germicidal air treatment system \* Air filter system \* spray foam insulation for basement for energy efficiency \* Water softener system \* Water filter system \* 2 furnaces \* 2 air conditioning systems, 2 steam humidifiers\* 2 200-amp panels + Back-up generator

**Be there !!**

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**A ~2,650sf Detached House at Townhouse price ?**

**~\$500,000 lower than new home of similar size in area ?**

**... Here, What are you waiting for ??**

**387 William Berczy Blvd.**  
**Kennedy/16th**  
**Avenue, Markham**  
**List price : \$1,499,000**

**Attention :**

**Parents:** School zone for 2 famous schools: Pierre Trudeau SS with French Immersion & Unionville HS for Arts Program

**Seniors:**~20 steps to park  
**Environmentalist:** Walk to bus stop

**Entertainer:** Huge combined Living/Family Room

**Gardener:**~151' lot, huge backyard to grow vegetables

\*Upscale area near Angus Glen golf course \*Not the usual house--Bigger with extension (with building permit) \*East-West exposure, sunny from morning to afternoon \*\$\$\$ upgrades \*9' ceiling \*Engineered hardwood floor \*Master Bedroom with 4-piece ensuite, walk-in closet, overlooks garden \*Professionally

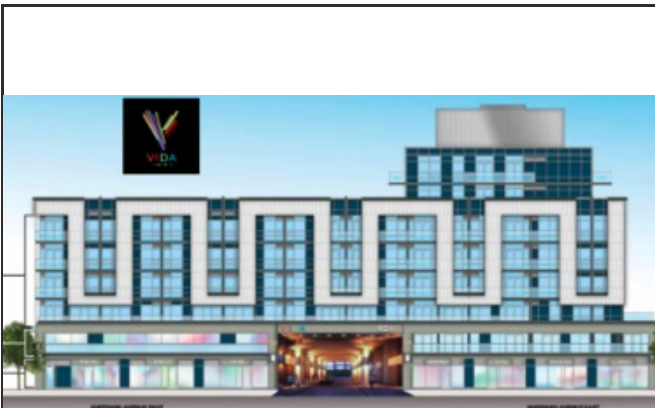


finished basement with recreation room+5Br+4Pc bath

[Virtual tour/Photos/Slide show >>](#)  
[MLS Listing >>](#)



**Susan's HOT PICKS of the Month**



Featured in this issue are :

**Low rise (right) :**  
 \* **Angus Glen South Village**

**High rise (lower left) :**  
 \* **The Hart Haus Condominiums**

**ICI : (top left)**  
 \* **Commercial/Office units at Vida**

These pre-construction projects are selected for their exceptional values in :

- \* location advantage
- \* unique designs
- \* market demand
- \* excellent return on investment

or a combination thereof



Hot Pick #1 : *Low rise*

## Angus Glen South Village by Kylemore

Kennedy/16th Ave, Markham, near Angus Glen golf course

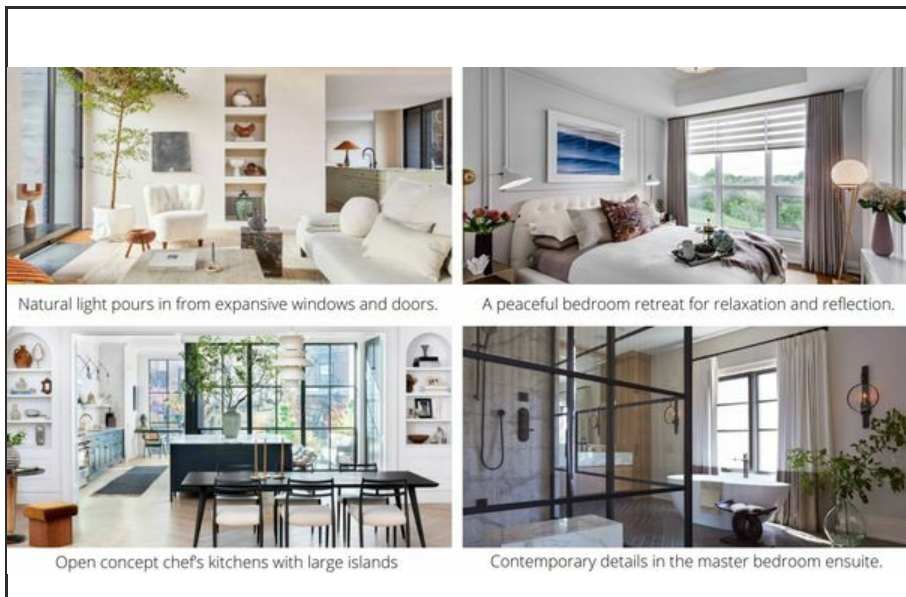
	<p><b>A Tradition Of Excellence!</b> A <b>WELLNESS INSPIRED</b> NEW MASTER-PLANNED COMMUNITY OF SINGLES AND TOWNS IN MARKHAM.</p> <p><b>Angus Glen South Village, Kylemore's newest community in Markham, incorporates home designs that best meet the wellness needs of you and your family.</b> The company was established to offer homeowners the highest standards in architectural design, craftsmanship and community amenities.</p> <p>Nestled into a thriving area of Markham, Angus Glen South Village is surrounded by premium amenities supporting a convenient, healthy, and fulfilling lifestyle.</p> <p>This is your opportunity to experience a luxurious community built for a vibrant life of wellness. At this new community, Kylemore is committed to ensuring residents will feel comfortable.</p>
	<p><b>COMMUNITY PLAN</b></p> <p>Connected to vast ribbons of</p>





natural ravines and parkland that lead into the Rouge River Valley, Angus Glen South Village immerses you in a wellness lifestyle.

At nearby Milne Dam Conservation park, you'll discover a vast 305 acres of picnic areas, bird watching opportunities, trails, and fishing in the Rouge River. Markham's Civic Centre offers outdoor ice skating in winter.



Natural light pours in from expansive windows and doors.

A peaceful bedroom retreat for relaxation and reflection.

Open concept chef's kitchens with large islands

Contemporary details in the master bedroom ensuite.

**BUILDING FEATURES THAT SUPPORTS A WELLNESS HOME.**

Homes offer a harmonious blend of open and connected spaces to gather, as well as private rooms for meditation, spaces for fitness, work, from-home or study. Large windows bring in abundant natural light, and state-of-the-art ventilation systems improve indoor air quality, while open-concept layouts provide vistas from one end of the home to the other

**WELLNESS COLLECTION**

- Townhomes**
- 2000** : 2,050 - 2,780 sf
- Detached House**
- 3100** : 2,530 - 3,100 sf
- 4000** : 3,385 - 4,450 sf



***This project was just recently released to Platinum brokers and MCR is privileged to be among them.***

***Please call for pricing and floor plans.***

Hot Pick #2 : ***High rise (Condo)***

**The Hart Haus Condominiums**

Main Street Unionville, Markham, within walking distance to Toogood Pond

	<p>Luxury boutique-style living in a heritage locale : Century old streets and architecture guide you to shopping, boutiques, cafes, restaurants and more in this quaint and historic village. These same streets lead you home to Hart Haus' classic and elegantly designed condominium residences. Experience modern amenities with state of the art sustainable building technologies set amidst one of the area's most sought after storied locations.</p> <p><a href="#">Website &gt;&gt;</a></p> <p><a href="#">Wechat (微信) &gt;&gt;</a></p>
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## Highlights of some special Building/Suite Features & Finishes :

- \* 4-storey boutique-inspired residence
- \* 10' coffered ceilings
- \* Large terrace (~200 sf) off Living Room with gas hook up for BBQ
- \* SMART Home automated control system, integrated with alarm, climate and lighting
- \* Self-contained geothermal heating and air conditioning system with smart phone enabled thermostat
- \* Sound insulation in walls separating living areas from bedrooms/bathrooms
- \* Luxury vinyl plank flooring as per plan
- \* Electric fireplace and mantle
- \* Smooth ceilings through-out
- \* Chef's Kitchen with : exquisitely designed custom kitchen cabinets with soft close, quartz countertops, upgraded stainless steel appliances, kitchen island with stainless steel undermount sink
- \* Electric car charging rough in to all underground designated parking spaces
- \* Exclusive storage locker per unit located in parking garage
- \* Recreation facilities include : amenity room with catering kitchen, yoga studio, exercise room  
..... and more, must see to appreciate

[State of the Art energy efficient features \(read more\)](#)

Choice of floor plans : 2 bedroom + home office Size : 1,530 sf & up + 200 sf large terrace

Price: Starting at \$1,595,000 (includes 1 underground parking/storage combo)

Occupancy : 2020

Please call us for a private appointment or visit

: <https://ecrmarkhamcentre.wixsite.com/harthauscondos>

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Hot Pick #3 : **Commercial/Office unit at Vida (For sale/lease)**

### VIDA at Bayview Village

Bayview/Sheppard, North York, walking distance to Bayview Village and subway

	<ul style="list-style-type: none"><li>* Within an urban sophisticated vibrant condominium residence in prime Bayview/Sheppard area</li><li>* Rare find commercial condo with wide store front with Sheppard exposure (for sale/lease)</li><li>* Professional/personal service office condos (for lease)</li><li>* Steps to Sheppard TTC / Subway</li><li>* A <b>high growth</b> market - within the next 2 years, 3,785 new households and over 6,000 new neighbors will be added to the immediate trade</li></ul>
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area

\* Upscale area : Average area household income \$126,338

\* **Most suited for : pharmacy, medical office, dental office, banking/financial services, coffee shop, hair salon, spa, health store, learning centre, pet grooming, and other professional services**

**DON'T MISS THIS EXCLUSIVE OPPORTUNITY OF SECURING A PRIME ADDRESS FOR YOUR BUSINESS IN THIS PRIME LOCATION !**

(Note : Ground level **commercial condominium units** are rare to come by, because projects will have to be site specific &/or meet many development criteria before a mixed use application (residential + commercial) will be approved by cities. Hence, most developers will keep these units in their investment portfolio and will just lease them instead of selling them. Count how many mixed use condo buildings you see and you will appreciate the scarce supply.

Once these units at Vida hit the market, they will be snapped up very quickly by buyers/investors/renters and the late comers will have to wait for years before the next development with similar opportunities in the immediate area, if any, becomes available.

***End Users / Investors / Renters - Opportunity knocks !***

**JUST SOLD**

**29 Blencathra Hill**  
**Warden/Major MacKenzie,**  
**Markham**  
**List price : \$3,288,000**  
**(Bungalow)**

[MLS Listing >>](#)



List price : \$7,388,000  
 (custom home to be built :  
 9,500 sf + 5-car garage +  
 finished basement)

[Renderings >>](#)

[MLS listing >>](#)

[Website >>](#)

**Offer received on the 5th day of listing and sold soon after for 97% of list price amongst other competition in area !!**

3601 Highway 7 E.,  
 #604, Markham  
 (HSBC Building  
 inside Liberty  
 Square)  
 Office For Sale  
 COVID price :  
 \$1,199,000

[MSL Listing >>](#)

[3D link >>](#)

[Youtube Link >>](#)

[Wechat \(微信\) >>](#)

**MCR has flexed our muscle not just for our residential listings, but for ICI listings as well. Conditionally sold.**

Commercial Units For Sale/Lease

398 Ferrier St., #9 & 10,  
 Markham (Indoor Mall)

For sale :  
 COVID price : \$199,000  
 Can be sold together or  
 separately @\$99,988

[MSL Listing](#)

**Again, selling commercial units amidst the COVID-19 pandemic when many small businesses are affected is obviously a big challenge, but MCR did it !!**



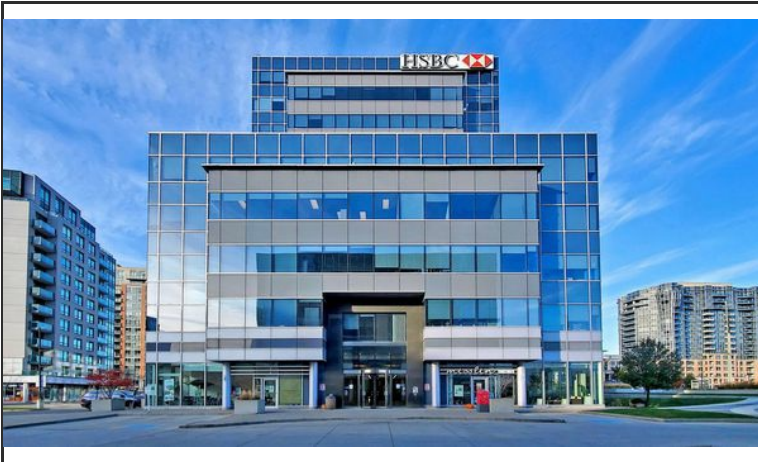
## JUST LISTED



### **165 Flagstone Way, Newmarket** **Asking price \$938,000**

- \* Suburban alternative to downtown living
- \* Live & Rent
- \* Sun-filled, over 2,000 sf detached house with double garage
- \* Separate entrance to professionally finished basement with In-Law potential
- \* Close to schools, parks, Upper Canada mall & Go station
- \* Investor delight - presently tenant very responsible and co-operative, willing to stay
- \* Positive cash flow
- \* End user - vacant possession

[MLS Listing >>](#)



### **3601 Highway 7 E. Markham** (HSBC Building inside Liberty Square) Office condo For Sale

- \* User/Investor Delight !
- \* Popular Liberty Square \* HSBC building
- \* Corner Office Unit with open South-West views
- \* ~2,173 sf, functional layout
- \* Professionally designed/furnished with Reception Area, Boardroom, 5 Private Offices, Kitchenette
- \* Original owner
- \* Locker negotiable
- \* FREE parking

[3D tour/photos >>](#)  
[Wechat \(微信\) >>](#)

While "Work from home" is becoming an alternative business model due to COVID-19, not every business is suited to this model.

"Work from **office**" still provides invaluable business environment for office workers and clients for many people-oriented businesses.

With proper physical distancing protocols in place and following directives from Public Health, office environment is still a sustained business model for many businesses, fostering synergy for co-workers and customer/sales support for clients.

## OTHER ICI LISTING

**3621 Highway 7 E., #116, Markham**  
(inside Liberty Square)





Commercial / Retail Unit + Business (Convenience Store) For Sale

List price : \$588,000

- \* User/Investor Delight !
- \* Ground floor commercial/retail condo unit near building main entrance \*~600 Sf \*South Facing
- \*Excellent Exposure Facing Parking Lot \*2 Entrances (Street & Hallway).
- \* Possible to add pharmacy products
- \* Includes turnkey profitable convenience store business: Lottery, Smoke, Refreshments, Etc
- \* FREE parking

[MLS Listing >>](#)

## CONDO MARKET



TRREB announced that third quarter 2020 condominium apartment sales reported by Greater Toronto Area REALTORS® totaled 7,072 –**up 10.5%** from Q3 2019. The number of new listings in Q3 2020 amounted to 17,613 –an **84.6% increase** over Q3 2019. Active listings at the end of Q3 were more than double that reported the same time last year.

[Full press release >>](#)

## CONDO RENTAL MARKET

TRREB announced that Greater Toronto Area REALTORS® reported 14,036




condominium apartment rentals through TRREB's MLS® System during the third quarter 2020. This was an **increase of 30.2%** over Q3 2019. The number of condominium apartments listed for rent at some point during Q3 2020 was up by 113.9% compared to Q3 2019.

[Full press release >>](#)

**DEL-MANAGED CONDO RENTAL LISTINGS**

<p>20 Blue Jays Way 515, Toronto List price: \$2,470 <a href="#">MLS listing &gt;&gt;</a></p>	<p>20 Blue Jays Way 1916, Toronto List price: \$2,450 <a href="#">MLS listing &gt;&gt;</a></p>	<p>20 Blue Jays Way 2016, Toronto List price: \$2,475 <a href="#">MLS listing &gt;&gt;</a></p>

<p>89 McGill St 1107, Toronto List price: \$1,575 <a href="#">MLS listing &gt;&gt;</a></p>	<p>8 Eglinton Ave E 1103, Toronto List price: \$1,650 <a href="#">MLS listing &gt;&gt;</a></p>	<p>621 Sheppard Ave E 718, Toronto List price: \$1,625</p>

	<p>Benefits to tenants of rental units managed by Del Condominium Rentals Inc. :</p> <ul style="list-style-type: none"><li>* <b>24/7 Support</b> - offers round-the-clock support for questions, crisis, or repair for landlords/tenants</li><li>* <b>Home Services</b> - Home Services Representatives arrange all the repairs and maintenance within your condo. When something needs to be fixed, just give them a call</li></ul> <p>Tenants can have the peace of mind knowing that their property manager can be relied upon, unlike situations with absentee landlords where tenants' requests for service are either not given attention or ignored.</p>
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**Other headlines :**

[Landlords compete for renters as pandemic upends market](#)

(Sept 25, 2020)

[Rental shortage set to skyrocket, studies say](#)

(Sept 25, 2020)

**NEW HOME**



[Housing starts hit 13-year high in August, CMHC data show](#)  
(Sept 10, 2020)

[Cities need to find the missing middle - and more](#) (Sept 12, 2020)

**MORTGAGE SCENE**

[Private lenders say borrowers are looking to lock in for as long as possible](#)  
August 22, 2020)

[Regulator rolls back initiatives that eased mortgage payments](#)





Sept 1, 2020)

[Fixed or variable? Revisiting the debate amid low rates](#)  
(Sept 14, 2020)

[Good news, mortgage shoppers: Rates are plumbing new lows. But will they stay there?](#)  
(Sept 23, 2020)

**Other headlines :**

[Strong sales activity in Ontario boosted by smaller markets](#) (October 23, 2020)

[Fleeing the city? Keep property taxes in mind](#) (Oct 15, 2020)

**IN THE NEWS**



[York University starts construction of Markham Centre Campus](#)  
(Markham Review September 2020)



**OTHER UPDATES**

[Weather Network predicts lengthy, pleasant fall ahead for most of Canada](#) (Sept 15, 2020)



## IMMIGRATION

[Immigration shortfall from pandemic a threat to Canada's economy](#): report  
(August 23, 2020)

## COVID - 19 UPDATE

- \* [Ottawa unveils \\$37-billion CERB transition plan](#) (Globe & Mail August 21, 2020)
- \* [New benefit addresses CERB's biggest issues](#) (August 22, 2020)
- \* [Canada Recovery Benefit vs. EI. Which program will get people working again?](#) (Globe & Mail Oct 5, 2020)
- \* [Ontario expands partial lockdown to York Region](#) (Oct 17, 2020)
- \* [多市渥京皮爾區疫情大反彈](#) (Sing Tao Oct 10, 2020)
- \* [渥京改革租金減免計劃 租戶可直接申請](#) (Sing Tao Oct 10, 2020)

Thanks for your patience in reading this newsletter. See you next month!