

TO MY VALUED CLIENTS

According to a recent study by the TransUnion credit bureau, up to a million Canadians would struggle to cope with a 1 percent rise in interest rates, with 700,000 at risk from even a 0.25 percent rise.

While the study showed that most Canadians are well-placed to deal with interest rate increases, existing high levels of debt mean that for some even a \$50 increase in monthly expenses could be a tipping point.

"Despite rising debt loads for Canadians, our study found that the far majority of consumers will be able to manage an interest rate hike of up to one percent," said Jason Wang, TransUnion's director of research and industry analysis in Canada. "Our assessment, though, identified a subset of the population of nearly one million borrowers who may face financial challenges when rates rise."

The study found that there are 26 million Canadians with credit, averaging 3.7 products each and the study focused on products which are most affected by interest rate changes.

Those who may struggle with a 0.25 percent rise in rates represents 15 percent of the population with a mortgage, line of credit, or both. A 0.5 percent rise could see 30 percent begin to struggle while a 1 percent rise could be a problem for 40 percent.

Of course, when it comes to the prospect of losing one's home, "struggling" does not necessarily mean default. Still it does bode for some level of concern, and is a factor that the Bank of Canada is surely taking into account regarding the pace and magnitude of future rate increases.

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



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FEATURED PROPERTY



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57 Lorrel East - Bright and spacious 2 bedroom, 2 bathroom 2,350 sq. ft. home in the middle of illustrious Haroldsberg. Includes hardwood flooring and has an expansive recreation room in the basement. Includes 2 car garage. **\$930,000**

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SEPTEMBER/OCTOBER 2018

JOHN SAMPLE'S Market Watch

GTA MARKET RECOVERY CONTINUES TO TAKE HOLD IN SEPTEMBER

MARKET HIGHLIGHTS

- September sales volume was up by 1.9% versus last year, representing the fourth consecutive month of annual growth
- Average GTA home price increased by 2.9% in September, also representing the fourth consecutive month of annual growth
- In addition, the MLS Home Price Index was up by 2% year-over-year (this index factors out price changes due to sales mix changes)
- New listings declined on a year-over-year basis even as volume increased, pointing to continued market tightness

Resale Transactions

+1.9% year/year

Sep 2018

6,455

Sep 2017

6,334

New Listings

-3.1% year/year

Sep 2018

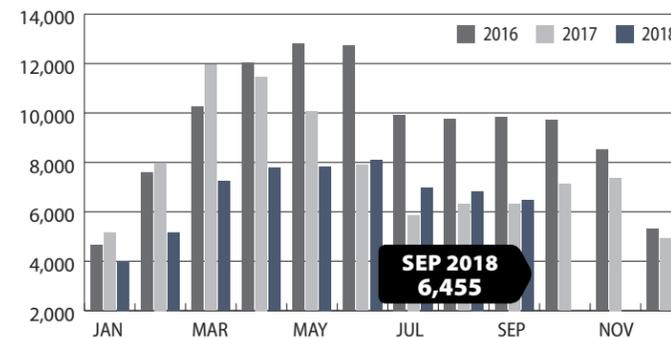
15,920

Sep 2017

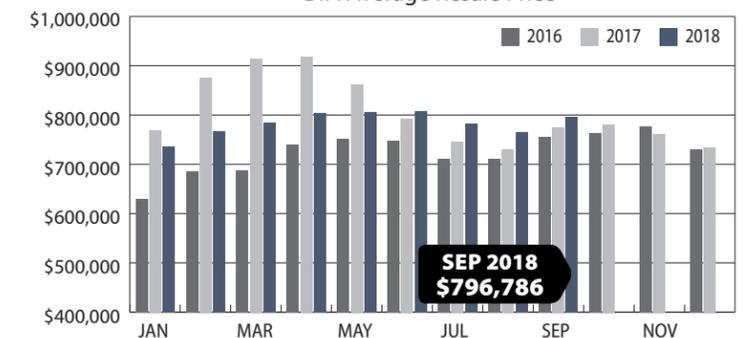
16,433



GTA Resale Home Sales



GTA Average Resale Price



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



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CONDO CORNER

THE MOST EXCITING FEATURES INSIDE CANADA'S FIRST SMART CONDO

We have smartphones, smartwatches, and smart light bulbs. Is it possible to have a smart building too?

Yes, it is. Canada has unveiled its first smart condo, a 69-storey tower located in downtown Toronto called Ten York. Developed by Tridel in partnership with SmartONE Solutions, a company with expertise in building digital communities, the tower incorporates advanced technology into its every nook and cranny.

The building is located near the Toronto waterfront and boasts a total of 725 units. Construction is expected to be finished in 2019, but it has already generated lots of buzz for being called the most advanced condo community in North America. Here are some of the coolest high-tech features that can be found inside.

Every Unit Has A Digital Wall Pad

At a regular condo, tenants typically have to pick up the phone and press a button to let visitors into the building. At Ten York, they can actually see and speak to whoever is coming to visit them using the in-suite wall pad before allowing them entry.

The wall pad can also be used to adjust the temperature in the unit, set the security alarm, and receive notifications about events happening in the neighbourhood or building. Tenants can even view cameras placed in select common areas of the building, as well as have direct video communication with the concierge.

Every Suite Is Key-Free

Each unit is equipped with a digital door lock and personalized access code for entry. Tenants no longer have to carry around heavy keys. They simply program a code and use it to unlock their door. The best part is they can create multiple codes, allowing access to other people when they're not home, including friends, family, cleaners, and dog walkers. Tenants can even assign

names to each code and keep track of who has entered their unit.

Common Area Doors Open Automatically

Thanks to a personalized Bluetooth smartphone app, tenants can approach a common area door, such as the fitness centre or the media room, and the door will automatically unlock for them. No need to dig through their pockets for a fob.

Licence Plates Are Recognized

Drivers no longer have to wait for the parking garage door to open or roll down a window to tap a fob in order to gain entry. Sensors have the ability to read and identify licence plates and provide automated entry into the parking garage, whether the driver is a resident or a registered guest.

Deliveries Are Held In A Smart Locker

As more and more people order goods online, it can become a nightmare for the front desk staff to keep track of it all and ensure everyone gets notified of their shipment arrivals. At Ten York, the headache is gone thanks to a smart locker system that instantly notifies residents via a digital message when their package has been dropped off and held in the locker.

A State-Of-The-Art Network System

Tall condos tend to suffer from poor Wi-Fi connectivity, so the team at Ten York has created a sophisticated network infrastructure that ensures every tenant's connection is running quickly and smoothly no matter if they're lounging by the pool or cooking dinner in the penthouse suite.

To make it even better, the building is giving every tenant unlimited, ultra high-speed 500 mbps internet in their units, as well as high-speed internet in the common areas. It's not entirely free though; these perks are included in their maintenance fees.

HOUSE
SMART



WHAT BATHROOMS OF THE FUTURE WILL LOOK LIKE



Technology has proven it can infiltrate nearly every corner of our homes and the bathroom is no exception. Here are some of the most innovative, out-of-this-world concepts that promise to make our bathroom experience a whole lot easier.

SMART MIRRORS

Morning and night routines will be completely transformed thanks to smart mirrors. Next-generation touchscreen mirrors such as the Embrace Smart Mirror not only help you look prim and proper, they can also play videos, show you the weather report, tell you the time, display your calendar, and more. They even have Bluetooth stereo speakers built in so you can control the music while you're taking a bath or brushing your teeth. In case your hands are too wet to be recognized by the smart mirror, you can still carry out commands using your voice or body gestures. With so many capabilities, you might be thinking these mirrors come with a lot of bulk, but in the case of the Embrace Smart Mirror, it's only 27mm thick and looks just like a regular mirror when it's not in use.

ARCH SHOWERS

Forget rainfall showers. The next coolest innovation to hit the bathroom is the arch shower. Developed by QS Supplies, one of the UK's leading bathroom retailers, this eye-catching shower system is unlike anything you've ever seen. Picture yourself standing underneath a semi-circle where pressure jets are strategically placed along the arch, spraying hot and cold streams from all different angles. Talk about a novel approach to freshening up.

COLOUR-CHANGING TILES

You'll feel like you stepped into another universe with tiles that change colour as you take a shower. This innovative technology was created by Moving Color, a California-based innovator of heat-sensitive building materials. The tiles are

initially black at room temperature, but once hot water comes into contact with the tiles, they begin to change through the colour spectrum, mimicking the stunning Northern Lights. As the temperatures begin to rise, the tiles will turn red, then greenish-yellow, then blue when it's extra hot.

WATER USAGE TRACKERS

Ever wonder how much water you're using in the shower? Knowing your water consumption levels might encourage you to use less of it. That's why there are several smart water trackers on the market that tell you how much water you've just put down the drain. Fluid is the name of a water tracker that clamps on to your water main and sends real-time information to your phone or tablet about the water usage levels in your home. It'll tell you what days of the week and times of the day that water is most used, so you can conserve accordingly.

If you're strictly concerned with how much water you're using in the shower, you can purchase a smart showerhead such as the WaterHawk, which tracks cumulative water usage as you shower. It'll also alert you when the water has reached the right temperature, so you're not wasting any more water than you need to.

HIGH-TECH TOILETS

Toilets haven't seen much innovation over the past few years, but it's about time they did. There are new models on the market that take our toilet time to the next level. Common in Japan, innovative toilets come equipped with temperature-controlled water sprays, heated seats and automatic dryers, which means there's no need to get your hands dirty or even reach for the toilet paper. Other cool features that are being integrated into toilets include anti-odor filters, illuminated side panels, music that can be streamed from built-in speakers, automatic opening and closing of the lid, and hands-free flushing.