

TO MY VALUED CLIENTS

In late June, TD and CIBC became the first of the Big 6 banks to advertise 5-year fixed rates below 3% since 2017.

TD and CIBC slashed their advertised 5-year fixed specials by 32 basis points (to 2.97%) and 30 basis points (to 2.99%), respectively. Banks don't often cut that much in one fell swoop. That said, it has been widely rumoured that both banks have been selling 5-year mortgages below 3% on a discretionary basis for some time.

Indeed, most 5-year rates are already sub-3%. But it's the fact that banks are now openly displaying Canada's most popular term (5 years) with the very attractive "two-handle" that is psychologically meaningful. It puts all competitors on notice that 2.99% is the absolute most you can price at if you want to win business from well-qualified borrowers.

It's notable that just six short months ago, advertised 5-year fixed rates at the Big 6 banks were in the 3.89% region. The market thought they were on their way to 4%-plus based on economist expectations. How fast the market can turn!

Of course, these lower rates don't change the fact that borrowers still have to qualify at the higher of 200 basis points above their contracted rate or the qualifying (or benchmark) rate which is still stubbornly at 5.34%.



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



Jane Sample
Sales Representative

D: 905.236.0543
O: 1.888.673.4752

Jane@JaneSampleRealty.com
www.JaneSampleRealty.com



Company Brokerage Inc.
642A The Queensway, Toronto, ON
M8Y 1K5

FEATURED PROPERTIES



SOLD
Sold For 117% Of List Price!
This property was just sold for 117% of the list price! Bright and sunny 4 bedroom, 3 bathroom home. Features a beautiful foyer with hardwood furnishings. Short walk to transit and amenities!



FOR SALE
Exclusive
Fabulous 3 bedroom, 4 bathroom townhouse. Master bedroom features walk-in closet and 4-piece ensuite. Newly renovated kitchen means the kids won't go hungry! **Call me today for details!**



FOR SALE
Newly Renovated!
Newly renovated from the ground up. 3 bedroom, 3 bathroom + den home in a quiet hamlet. Features updated kitchen with stainless-steel appliances, and guest bedroom. **Asking \$789,000.**

JANE SAMPLE'S REALTY NEWS

STRONG BURLINGTON MARKET CONTINUES IN JUNE

MARKET HIGHLIGHTS

- June sales volume was up by a healthy 8.7%, bringing year-to-date growth to 11.3%
- June average selling price was up by 5.9% versus last year; bringing year-to-date price growth to 0.3%
- Active listings continue to be very weak (-31.8% versus last year); this will likely spur more near-term price growth
- Days on market fell to just 27 days (as compared to 32 days last year); this also shows a strengthening market

Resale Home Sales

+8.7% year/year

Jun 2019
199

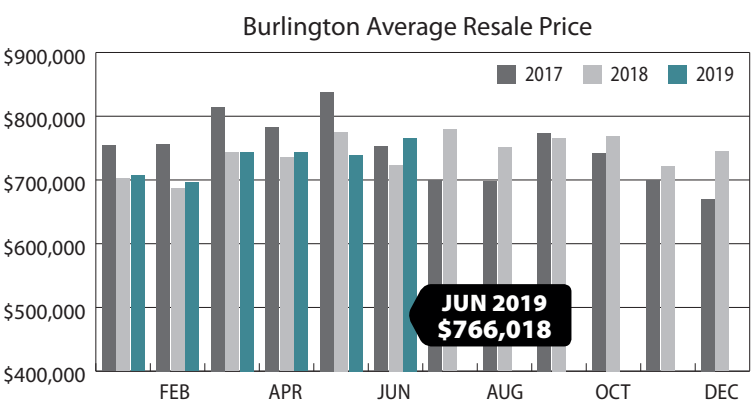
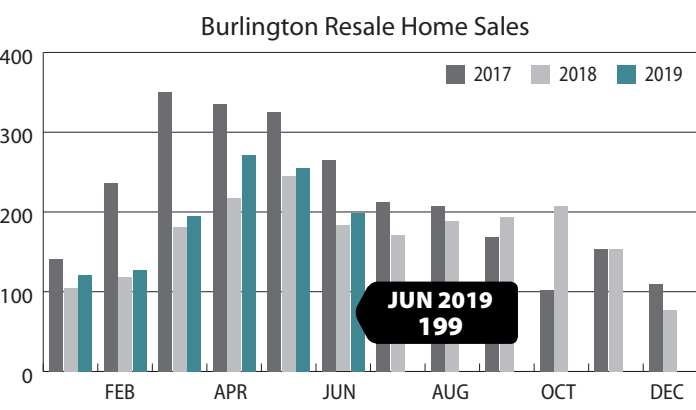
Jun 2018
183

Average Resale Price

+5.9% year/year

Jun 2019
\$766,018

Jun 2018
\$723,192



for more detailed Burlington statistics: **JANESAMPLE.INFO**



Jane Sample
Sales Representative

D: 905.236.0543
O: 1.888.673.4752

Jane@JaneSampleRealty.com
www.JaneSampleRealty.com



Company Brokerage Inc.
642A The Queensway, Toronto, ON
M8Y 1K5



We all want to have Mr. Rogers as our neighbour, but not all of us are lucky enough to have a picture-perfect neighbour who brings over homemade pies and mows their lawn without being asked. If you unfortunately find yourself living beside a neighbour from hell, then we’ve got some solutions on how you can peacefully co-exist.

The course of action you take all depends on what the situation is between you and your neighbour. Are they having loud parties well into the night? Are they not cleaning up after their pets? Are they being a buzzkill? We’ve rounded up some of the most common neighbour disputes and how to resolve them.

The Loud Neighbours

One of the most common problems between neighbours is noise. Everyone is entitled to their birthday bashes and Saturday night soirées, but it starts to become an issue if the noise is excruciatingly loud or goes well into the night and keeps you up. If your neighbour’s loud activity is a very rare occurrence, then the easiest thing to do is to suck it up. But if this becomes a regular thing, then you’ve got good reason to take action.

First, check your local quiet hours to see if the noise is taking place outside of reasonable hours. If it is, then you need to ask yourself whether this noise is excessive and if it’s affecting the quality of your life. If it ticks off all the boxes, you have every right to ask your neighbour to keep it down. If they don’t listen, keep a log of all their offending noise activity and file a noise complaint with your city.

The Lazy Neighbour

These neighbours are probably very friendly, but for whatever reason they never mow their lawn, they leave their garbage bins out on the curb for days, or they never pick up after their pets. Not only is it unsightly, it could be bringing down the curb appeal of your property.

The good news is you’re most likely not the only one who has noticed these messy habits. Your other neighbours may all feel the same way, which means you can band together to figure out what to do next. You can have someone talk to the neighbour in person and explain the situation. Who knows? You might find out that there was a perfectly legitimate reason for their lack of upkeep: a death in the family, a physical disability, a recent divorce, etc. If that’s the case, your neighbours should come together to help take care of the lot until your neighbour can get back up on their feet.

“If you’ve got one of these neighbours in your area, the best thing to do is to avoid retaliation and emotionally charged confrontation.”

The Tattletale Neighbour

“No one likes a tattletale,” as the saying goes. These are the people who, instead of speaking to you directly, immediately tell the authorities when you’ve broken a minor rule, whether it’s letting your pet off leash on your property or having a party that got a little too rowdy. These people are entitled to call the police if your actions have actually caused a serious disturbance, but sometimes they may just want to stir up drama for its own sake.

If you’ve got one of these neighbours in your area, the best thing to do is to avoid retaliation and emotionally charged confrontation. Instead, have a conversation with them to understand what their issue is. Maybe they really are annoyed by your activities, or maybe they just didn’t know you well enough. Having a face-to-face interaction could prevent them from snitching on you in the future.

This information should not be relied on as legal advice, financial advice or a definitive statement of the law in any jurisdiction. For such advice, please consult your own legal counsel or financial representative.



Every resident has a right to accessible housing, which is why it’s the responsibility of condo corporations to ensure their building is accessible for all residents, including seniors, people who use wheelchairs, and those with mobility, visual, and dexterity/strength impairments. Accessibility requirements for buildings are set by provincial building codes—which are based on the National Building Code—and are aimed at preventing barriers for people with disabilities. Buildings that are required to meet these standards must be designed in such a way that allows people with disabilities to reasonably access the building, move around inside, and use the building facilities.

What are some of the accessibility requirements?

There are a number of ways to achieve better accessibility within a condo. For example, Ontario requires all new condos or buildings undergoing extensive renovations to have barrier-free paths of travel, access to all storeys within the building, visual fire alarms, power door operators, and barrier-free washrooms in common areas. However, existing buildings do not have to be updated with these accessibility features.

Depending upon the province, some other design requirements might include having parking spots close to an accessible entrance, and signage that helps direct people with disabilities to the entrance. Intercom systems might also need to be set lower for easier access.

Are there any other ways condos can be more accessible?

For people who are able to move freely without restriction, it’s difficult to fathom how even the smallest things can quickly become a barrier. For instance, round doorknobs can be difficult for people who are not able to grasp and twist with their hands due to dexterity limitations. That’s why the National Building Code requires all hardware on doors to be more usable, like lever-type door handles.

Ramps allow people to gain access to a building or a floor. However, they need to have edge protection and should not have thick carpeting, as it will be more difficult for wheelchair users to navigate.

Controls like light switches, thermostats, and outlets need to be placed in areas where everyone can reach them. They also need to be designed so that anyone can operate it with just a closed fist and very little force.

“Any person who needs assistance has the right to demand that their condo corporation make an accommodation”

When it comes to bathrooms that have a wheel-in shower, multiple grab bars are needed, no curtains or shower doors should obstruct the controls, and a longer hose is required for hand-held shower heads.

What can you do if you spot an accessibility issue in your building?

Any person who needs assistance has the right to demand that their condo corporation make an accommodation, whether it’s installing an automatic door or moving their parking space closer to the entrance. The corporation may not always be able to meet every request, particularly if it’s a change that will cause risk to the safety of other residents or will cost an exorbitant amount of money. However, corporations do have a legal requirement to make accommodations to the best of their abilities. If you’re a condo owner who believes that your accommodation request is being ignored or turned down for insufficient reasons, then you could file a complaint to a human rights tribunal.

This information should not be relied on as legal advice, financial advice or a definitive statement of the law in any jurisdiction. For such advice, please consult your own legal counsel or financial representative.