

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!



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JULY 2019

REAL ESTATE NEWSLETTER

JOHN SAMPLE'S

MARKET VIEWS

OAKVILLE JUNE RESALE VOLUME, PRICES SLIGHTLY BEHIND LAST YEAR'S PACE

MARKET HIGHLIGHTS

- June sales volume was down by 0.5% versus last year, leaving year-to-date volume down by 5.8% versus last year
- June average selling price was also slightly behind last year (0.4%), leaving year-to-date prices down by 4.1% versus last year
- Low mortgage rates and gradually improving inventory should spur sales in the back half of 2019
- Mortgage qualification criteria (stress test) will, however, also remain as a negative factor for the market

Average Resale Price

Jun 2019

\$1,152,367

Jun 2018

\$1,157,371

-0.4% year
year

Detached Homes
Sold Over **\$1,000,000**

76.09%

Resale Home Sales

Jun 2019

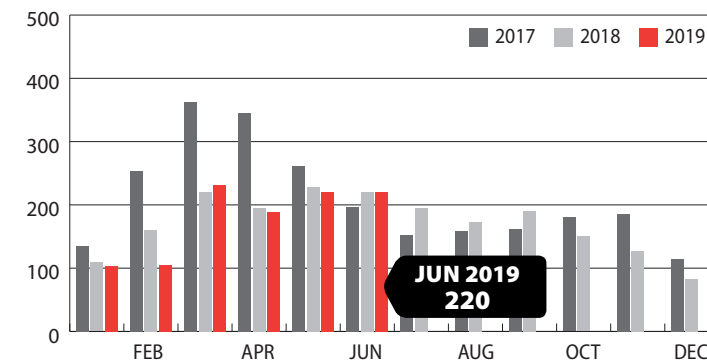
220

Jun 2018

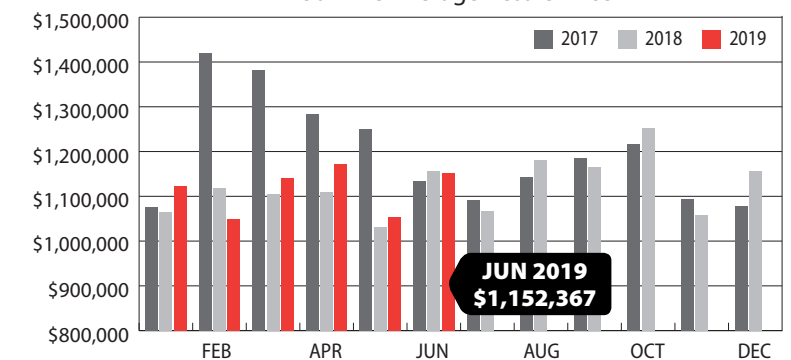
221

-0.5% year
year

Oakville Resale Home Sales



Oakville Average Resale Price



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



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TEN BRILLIANT WAYS TO MAKE YOUR BASEMENT LESS DREARY

Basements have a reputation for being dark and undesirable. There's not that much lighting, it's colder than the rest of the house, and it can feel a bit claustrophobic. Luckily, there's still hope for this space. Whether you're using your basement as an entertainment room, home gym, or prepping it to be a rental unit, these small changes will make your basement look and feel a lot more liveable.

1. INSTALL REFLECTIVE HARDWOOD FLOORS

You want to reflect as much light as you possibly can. One way to do this is to make your floors shiny. This will allow every single light source you have to bounce off the floors, creating the feeling of a much brighter room. Materials like wood, tile and even concrete all come in high-gloss finishes.

2. HANG UP LONG DRAPES

You can create the illusion of large windows simply by hanging up large drapes on the wall. You can cover up a small window from floor to ceiling, or you can even cover up a section of the wall where there's no window at all. Even if you know there's nothing behind there, it will feel as if you're not in a basement.

3. MIX UP YOUR LIGHTING

When it comes to brightening up a basement, the more light, the better. Try using a variety of lighting options - table lamps, track lighting, wall sconces, decorative fixtures, floor lamps, uplighting - and place them strategically so that you create highlights and lowlights throughout the entire basement.

4. ADD A KIDS' PLAYROOM

One way to liven up a basement is to inject some playfulness. A kids' playroom is a good excuse to paint the walls a bright colour, throw in some colourful rugs, and fill it with cute furniture.

5. SET UP A BAR

If your basement is going to look dark, you might as well take advantage of the situation and transform it into a space that bodes well in dark, cozy

environments. In other words, turn it into a bar where your friends can hang out when they come over. You'll need a bar counter, some bar stools, and a nice selection of the most essential liquors. You could even turn a part of your basement into a wine cellar.

6. GET RID OF CLUTTER

Even if you use your basement as a storage area, it doesn't have to look messy. Clutter automatically makes a space feel small and cramped, so incorporate some built-in closets and storage spaces that you can close for a sleeker look.

7. ADD A FIREPLACE

There's nothing like looking at a fireplace to make you feel warm and fuzzy on the inside. Luckily, you don't have to have a crackling, wood-burning fireplace to get that feeling. An electric or gas fireplace will do the job just as well.

8. HANG UP PHOTOS OF NATURE

Basements feel dingy because they remove us from the outdoors, so remind yourself of how beautiful nature can be with large framed images of mountains, oceans, rainforests, waterfalls, and anything that inspires wanderlust.

9. USE A BACKLIT SCREEN

Fake natural sunlight by installing lights behind a multi-panel room divider. It will make you feel as if there's a window behind the screen while providing an additional source of light to the basement. You can also pull off the same effect with a translucent curtain that has a light source placed behind it.

10. ADD MIRRORS

This is the oldest trick in the book. Mirrors reflect light and instantly make a space look bigger and brighter. The key is to use mirrors with simple frames. You can also incorporate reflective surfaces in your furniture, such as a coffee table or console.

THE BACKYARD TRENDS THAT WILL BE EVERYWHERE THIS SUMMER

According to the National Association of Landscape Professionals (NALP), the summer of 2019 will be the season of pergolas, two-in-one designs, unpolished metals, automated lawn care, and pink. The national trade association surveyed one million landscaping professionals, including lawn care, irrigation, and tree care professionals, to predict the most popular trends in backyards this year.

"This year's trends reflect current lifestyle preferences as well as innovations happening in the industry that are transforming landscapes across the country," says Missy Henriksen, vice president of public affairs for NALP. Read on for a breakdown of the five hottest landscape trends to look out for.

PERGOLAS

Not to be confused with gazebos, pergolas consist of vertical posts that support a roof of crossbeams and are usually made of wood or composite materials. The roof can sometimes be covered with fabric or vines growing over the top to offer some nice shade while the sides remain completely open. Pergolas are different from gazebos in that there is no solid floor attached to the structure. They can be used to hover over a seating area, a hot tub, an outdoor fireplace, or be used to section off a parking space. Pergolas have been around for centuries, and you can upgrade them with roll-down windows, space heaters, and lighting and sound systems.

TWO-IN-ONE LANDSCAPE DESIGN

Homeowners like efficient and functional elements both indoors and outdoors. Think lattice trellises that help vines grow while acting as a privacy screen, raised planter boxes that can also be used as a bench or storage, retaining walls that have built-in seats for entertaining guests, storage trunks with waterproof fabric for sitting, a fire pit that also acts as a barbecue grill and ice bucket, or garden beds that act as property line dividers.

METALS

Metals aren't the first thing homeowners think to add when designing their landscape vision. After all, our mind goes automatically to natural elements like greenery, fountains or ponds. However, the National Association of Landscape Professionals believe that metals can add contrast, texture, warmth, and sophistication. For example, aluminum can be used as edging for walkways or fences. Stainless steel can be featured in outdoor lamps and decorative sculptures. Cable railings can be used to section off a seating area in the backyard. There are tons of ways to incorporate metals among all that greenery.

AUTOMATED LAWN AND LANDSCAPE MAINTENANCE

New technology has made it possible for backyard chores to be done much more quickly and effectively. This includes robotic lawn mowers, programmable irrigation systems, advanced lighting systems, automated sprinkler systems, and soil quality monitoring systems. As this kind of equipment becomes more well-known and affordable, more homeowners will begin to utilize them in their day-to-day maintenance duties, which will ultimately allow them to spend more quality time in their backyard.

PINK

Various shades of pink will make an appearance in people's backyards this summer. The National Association of Landscape Professionals points out that since Living Coral was named the 2019 Color of the Year by Pantone, it's going to be highly likely that we'll be seeing this bright colour pop up in the form of fresh blooms and plants such as petunias, roses, and hibiscus. Shades of light pink could also be seen in stones and other hardscape features.

