

# VaughanMarketReport.ca

## Vaughan Home Prices & Insights for March 2019

(as of March 31, 2019)

VaughanMarketReport.ca

Accurate VAUGHAN Real Estate information  
LIKE YOU'VE NEVER SEEN BEFORE!



WE SUPPORT  
Mackenzie  
Vaughan  
Hospital



Santo & Sonia Sessa\*

Helping busy  
professionals!

(647) 298-5491  
info@TeamSESSA.ca



♥ YourListing.ca  
LoveYourListing.ca  
Yes, it's possible!

Definitely intended to solicit business but not properties or people currently under contract.  
\*Sales Representative

# Market Watch

March 2019

This is page 1 of a 27 page report produced monthly by the Toronto Real Estate Board (TREB).

It is this report that many of the media and news outlets base their reporting on.



## Economic Indicators

Real GDP Growth <sup>i</sup>		
Q4	2018	▼ 0.4%
Toronto Employment Growth <sup>ii</sup>		
February	2019	▲ 1.8%
Toronto Unemployment Rate		
February	2019	▲ 6.3%
Inflation Rate (Yr./Yr. CPI Growth) <sup>ii</sup>		
February	2019	▲ 1.5%
Bank of Canada Overnight Rate <sup>iii</sup>		
March	2019	-- 1.75%
Prime Rate <sup>iv</sup>		
March	2019	-- 3.95%
Mortgage Rates March 2019		
1 Year	--	3.64%
3 Year	--	4.29%
5 Year	--	5.34%

Sources and Notes:

## GTA REALTORS® Release March 2019 Stats

TORONTO, ONTARIO, April 3, 2019 – Toronto Real Estate Board President Garry Bhaura announced that Greater Toronto Area REALTORS® reported 7,187 residential sales through TREB's MLS® System in March 2019. This result was inline with 7,188 sales reported in March 2018. For the first quarter of 2019, sales were down by one per cent compared to Q1 2018.

While March and Q1 sales remained relatively flat compared to last year, new listings have declined more so than sales. March new listings were down by 5.1 per cent year-over-year and Q1 new listings were down by 1.5 per cent.

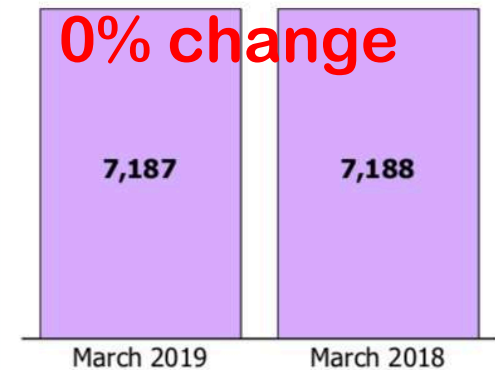
"The OSFI stress test continues to impact home buyers' ability to qualify for a mortgage. TREB is still arguing that the stress test provisions and mortgage lending guidelines generally, including allowable amortization periods for insured mortgages, should be reviewed. The supply of listings in the GTA also remains a problem. Bringing a greater diversity of ownership and rental housing online, including 'missing middle' home types, should be a priority of all levels of government. TREB is happy to be taking part in the City of Toronto's consultations for the Housing TO – 2020-2030 Action Plan, and will certainly be raising the supply issue during these discussions," said Mr. Bhaura.

"While the City of Toronto's recently announced Housing TO – 2020-2030 Action Plan is exciting and commendable and TREB looks forward to contributing solutions as a Member of the External Advisory Committee, the recently proposed increase to the Municipal Land Transfer Tax on higher priced properties is problematic. As the recent City budget process showed, the MLTT is not a sustainable revenue source from which to fund municipal programs. On top of this, additional MLTT on higher priced homes could have a trickle-down effect on the supply of homes throughout the housing price continuum," said TREB CEO John Di Michele.

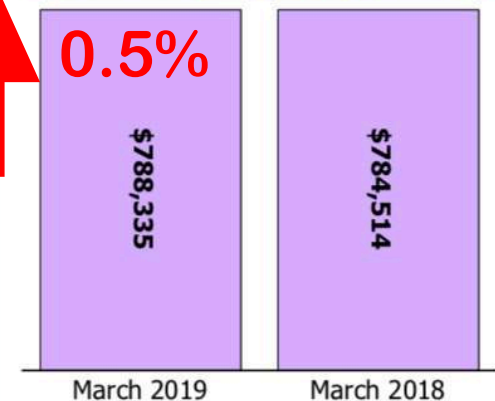
The MLS® Home Price Index Composite Benchmark was up by 2.6 per cent year-over-year in March, while the average price for March sales was up by a lesser annual rate of 0.5 per cent to \$788,335. The average selling price for Q1 2019 was up by 1.1 per cent year-over-year.

"Market conditions have remained tight enough to support a moderate pace of price growth. Despite sales being markedly lower than the record levels of 2016 and early 2017, the supply of listings has also receded. This means that in many neighbourhoods throughout the GTA, we continue to see competition between buyers for available listings, which provides a level of support for home prices," said Jason Mercer, TREB's Chief Market Analyst.

## TREB MLS® Sales Activity<sup>1,7</sup>



## TREB MLS® Average Price<sup>1,7</sup>



## Sales & Average Price By Major Home Type<sup>1,7</sup>

2019	Sales			Average Price		
	416	905	Total	416	905	Total
Detached	671	2,559	3,230	\$1,267,598	\$910,624	\$984,782
Semi - Detached	215	456	671	\$1,020,561	\$680,501	\$789,462
Townhouse	296	957	1,253	\$741,881	\$617,226	\$646,674
Condo Apartment	1,349	616	1,965	\$603,969	\$463,774	\$560,020

### Year-Over-Year Per Cent Change

Detached	-4.0%	6.8%	4.3%	-2.1%	-1.2%	-2.1%
Semi - Detached	-8.5%	1.6%	-1.9%	-1.3%	4.5%	0.8%
Townhouse	15.2%	11.1%	12.1%	0.4%	1.2%	1.2%
Condo Apartment	-14.1%	1.7%	-9.7%	2.3%	3.3%	1.6%

## Year-Over-Year Summary<sup>1,7</sup>

	2019	2018	% Chg.
Sales	7,187	7,188	-0.0%
New Listings	13,996	14,753	-5.1%
Active Listings	15,576	15,971	-2.5%
Average Price	\$788,335	\$784,514	0.5%
Average DOM*	21	20	5.0%

\*For listings associated with firm sales

What does all this data mean for YOUR personal Real Estate situation?

Call or text me and let's have a chat...

Santo (647) 298-5491.

It will be time well spent!

From the desk of Santo Sessa\* (647) 298-5491

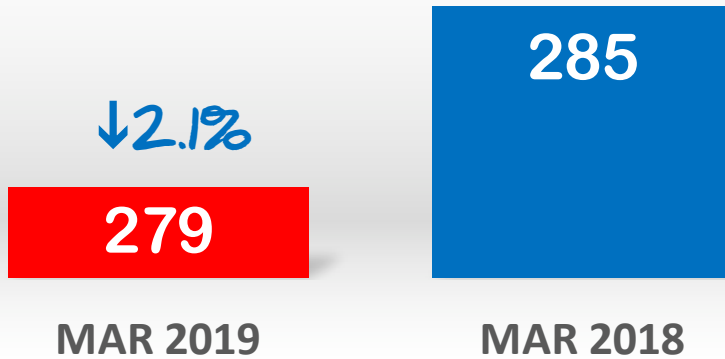
\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



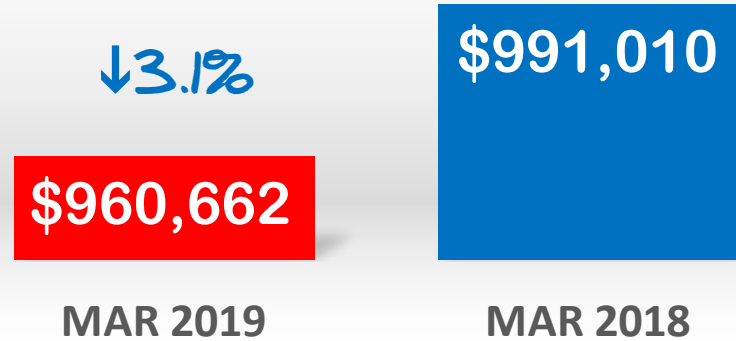
# VAUGHAN: All Home Types

## March 2019 vs March 2018

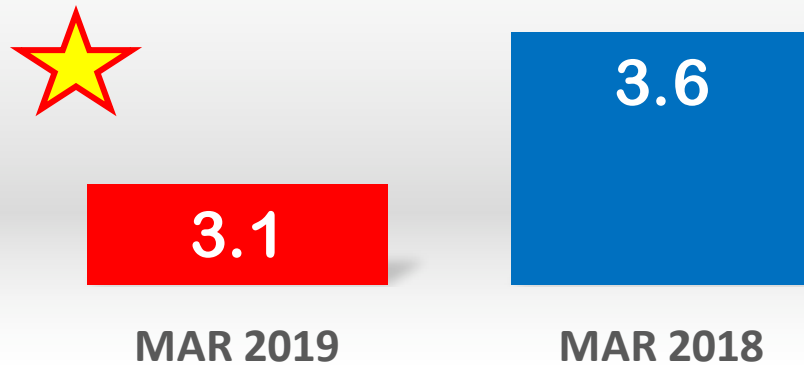
### Sales



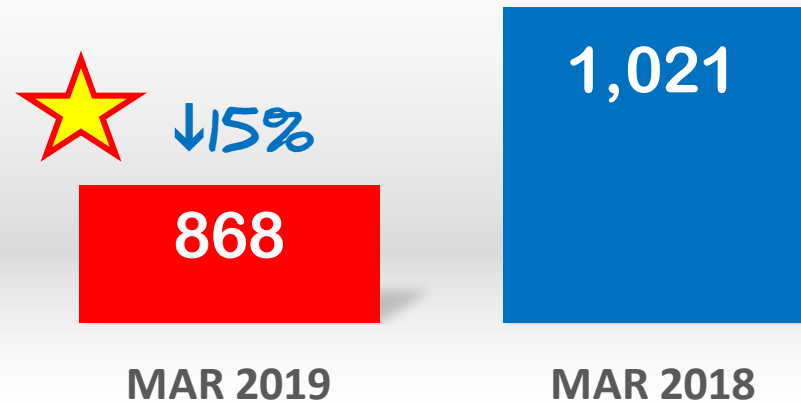
### Average Price



### Absorbtion Rate or Months of Inventory (M.O.I.)



### Active Listings



Many homes are coming Off the market Not Sold! Call/text Santo at (647) 298-5491 to to find out why your home did not sell.

Visit [WhyDidMyHomeNotSell.ca](http://WhyDidMyHomeNotSell.ca) to learn Top 10 reasons homes don't sell and what you can do to get your home sold.

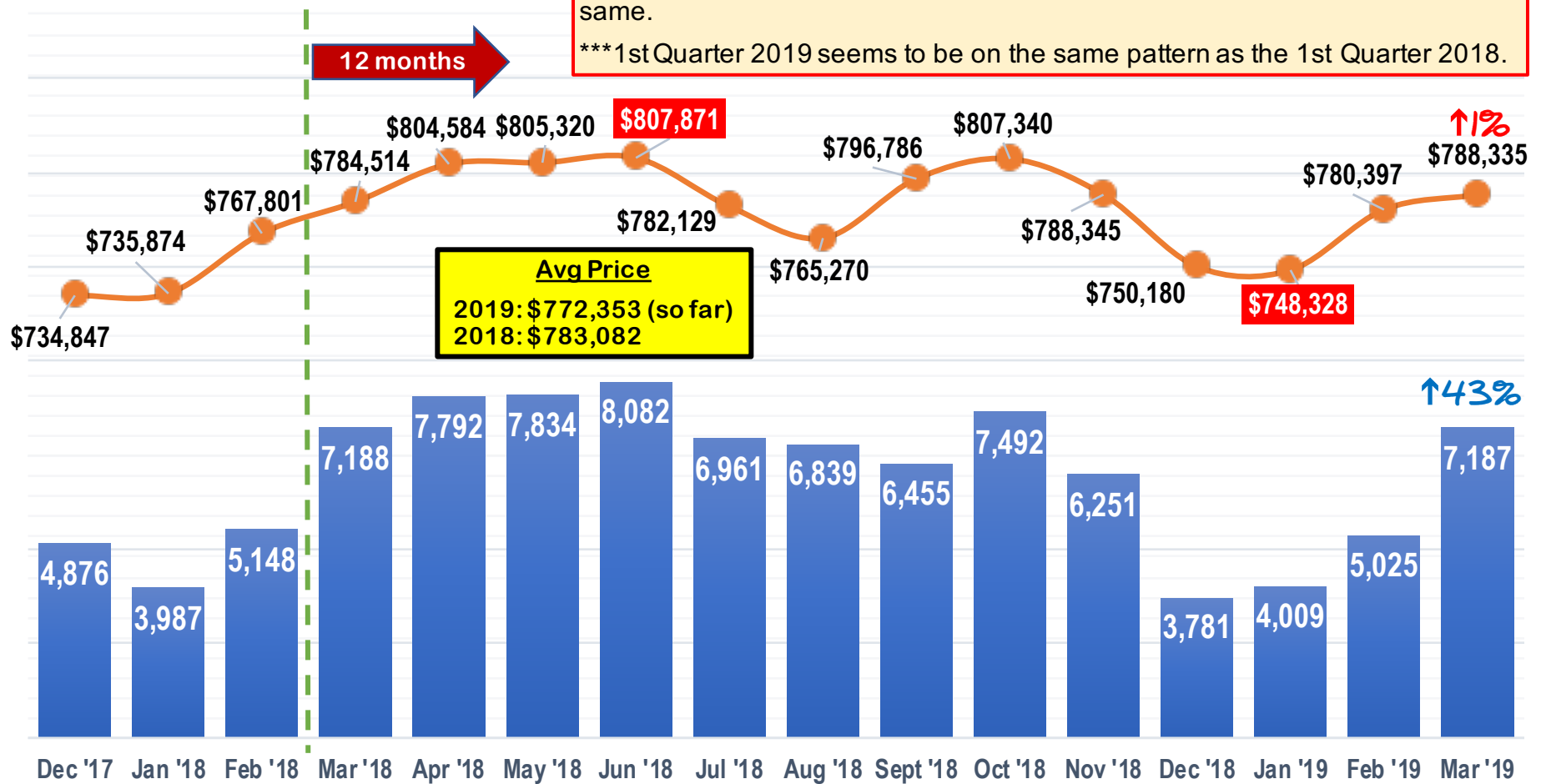
From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solid business but not property or people currently under contract.



# All TREB Areas, All Home Types

vs Last Month: March Sales are WAY up & Avg Price is up slightly.  
 vs Last Year: Avg Sold price is up slightly, ↑0.5%, and sales are basically the same.  
 \*\*\*1st Quarter 2019 seems to be on the same pattern as the 1st Quarter 2018.



■ Sales —●— TREB Avg Price

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



**GET YOUR HOME'S VALUE**

Custom report includes accurate and up to date information

Enter your address to begin

CONTINUE

What's your home worth now? Get a detailed report of your home's New Value by visiting → [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

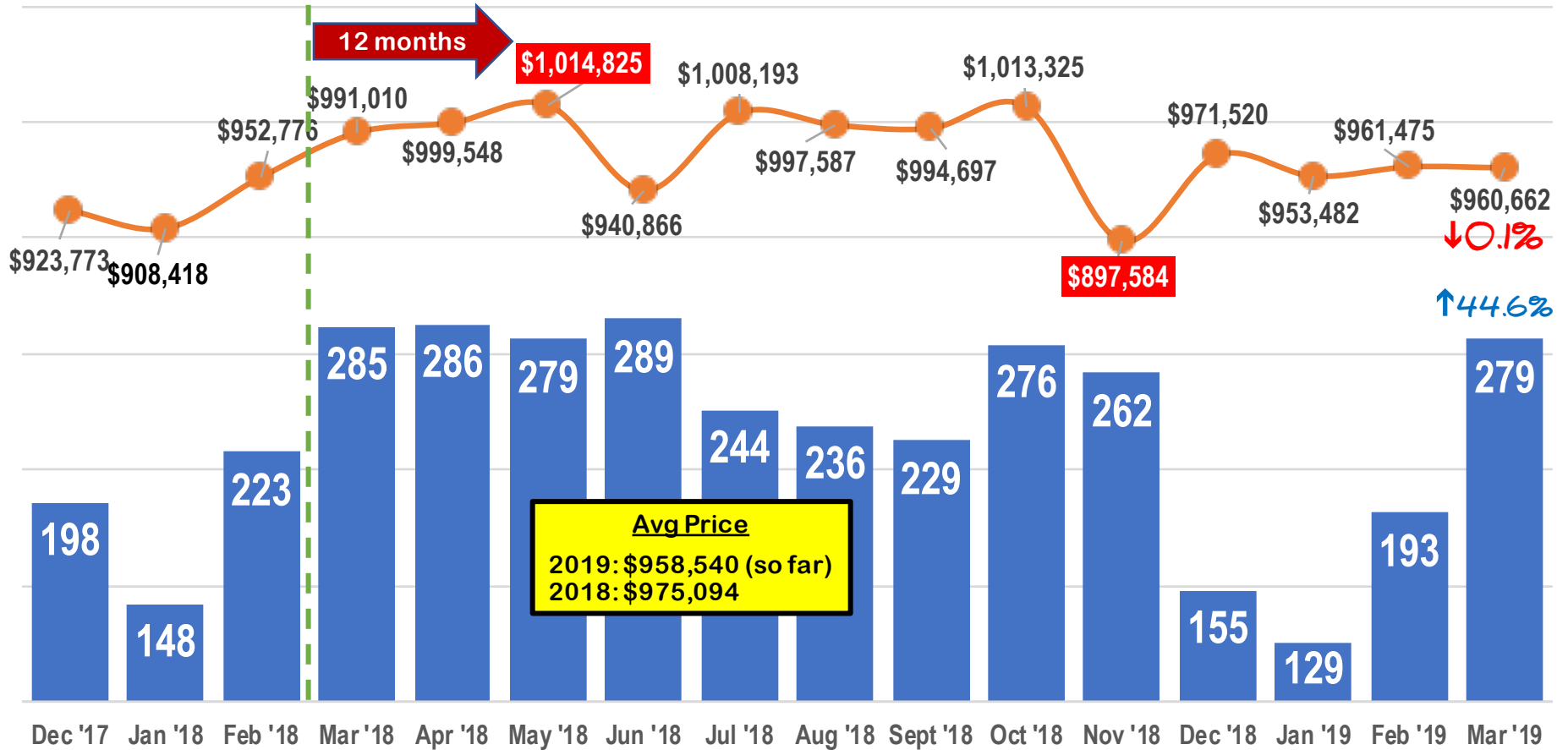


# All Vaughan Areas, All Home Types

vs Last Month: Sales are way up, by **↑44.6%**, and Avg Sold Price is slightly down, by **↓0.1%**.

vs Last Year: Sales are down, by **↓2.1%**, and Avg Price is down by **↓3.1%**.

\*\*\*Prices have been relatively flat the 1st Quarter of 2019; in contrast to the 1st Quarter of 2018



■ Sales ● Vaughan Avg Price

From the desk of Santo Sessa\* (647) 298-5491

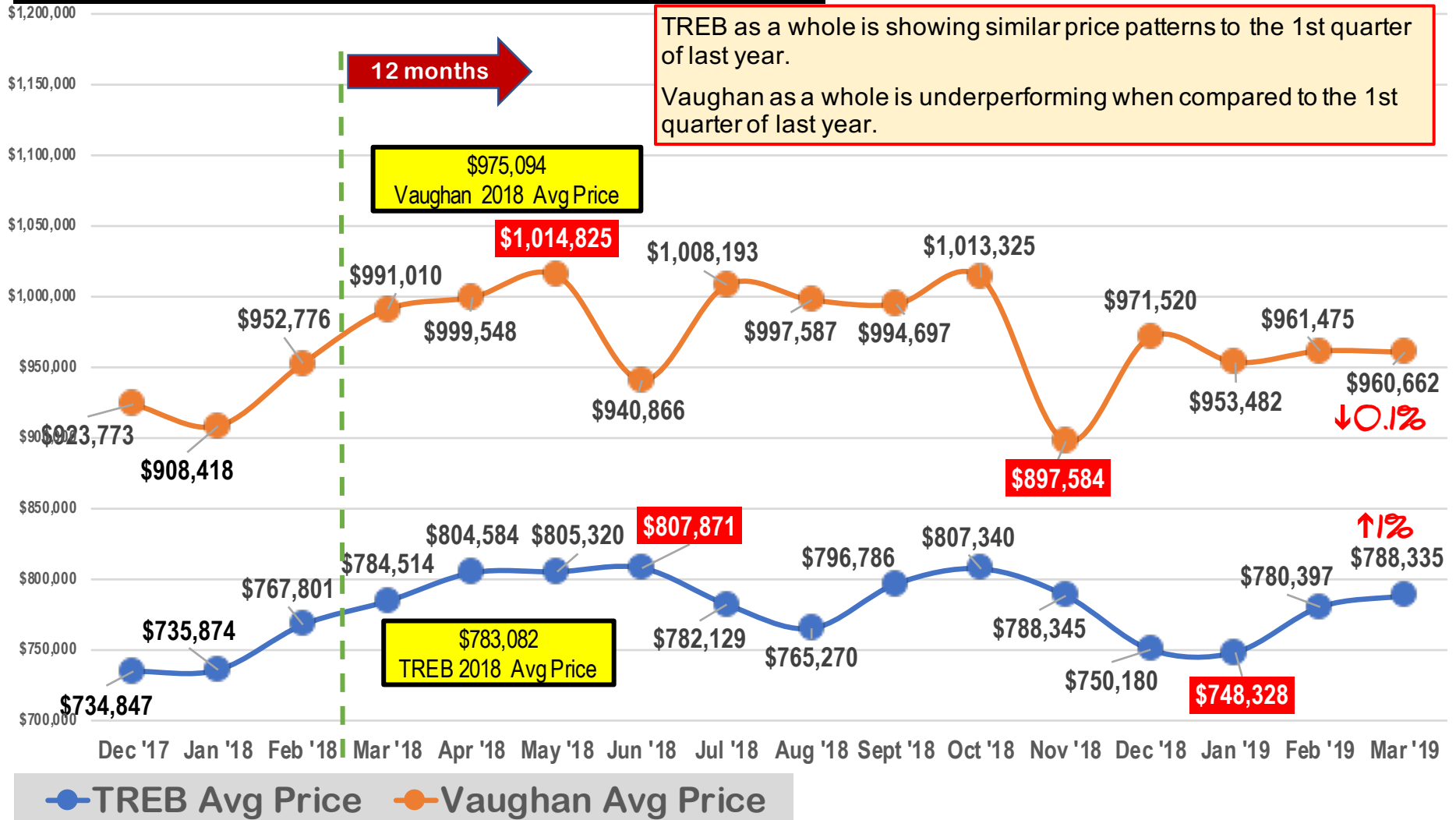
\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



Many homes are coming Off the market Not Sold! Call/text Santo at (647) 298-5491 to to find out why your home did not sell.

Visit [WhyDidMyHomeNotSell.ca](http://WhyDidMyHomeNotSell.ca) to learn Top 10 reasons homes don't sell and what you can do to get your home sold.

# Vaughan & TREB, Avg Sold Prices, All home types



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



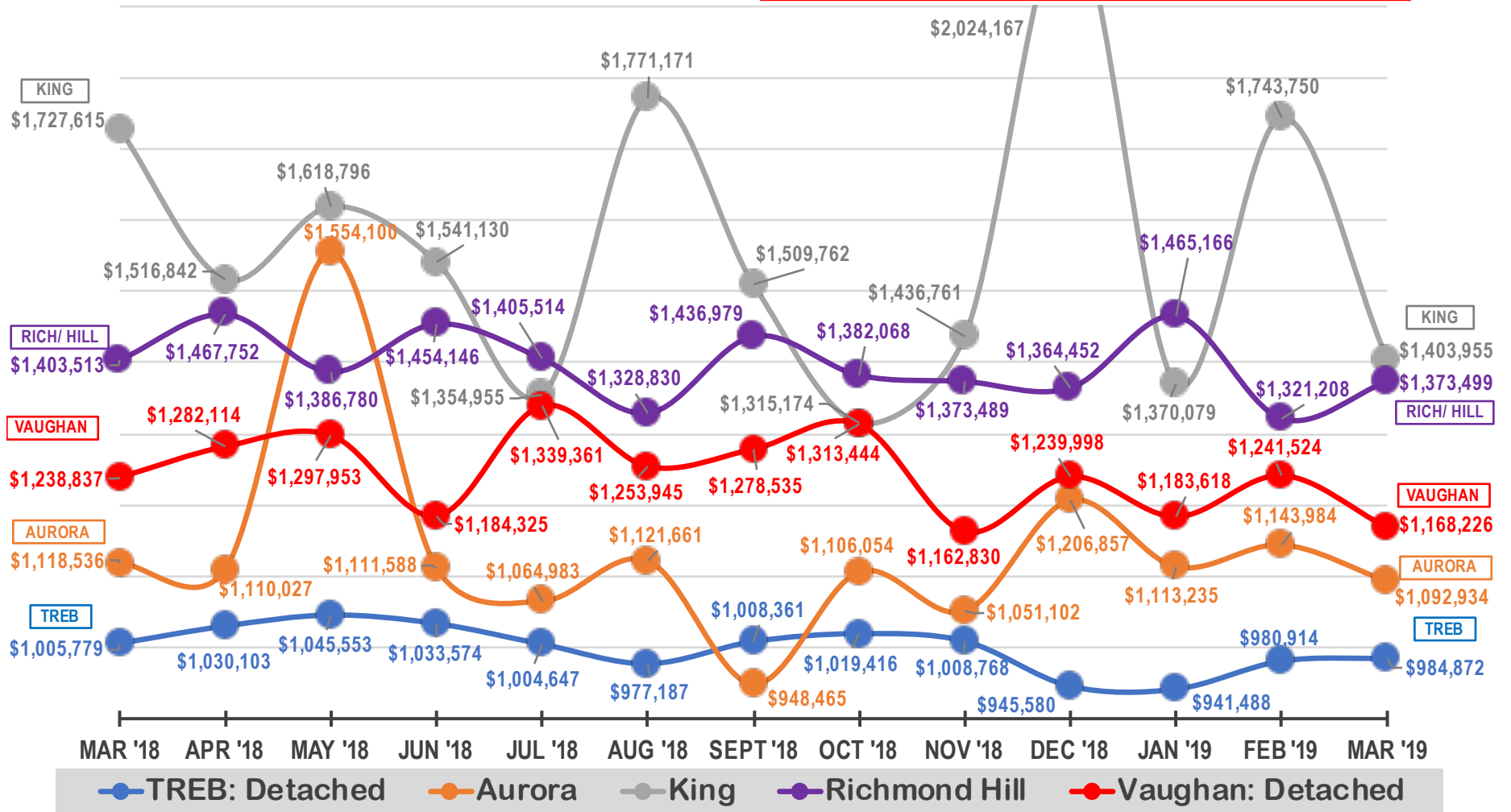
[LoveYourListing.ca](http://LoveYourListing.ca)

Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.

# Average Detached Sold Price by City

Richmond Hill is the only city up from March 2019.  
(Based on the cities below)



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



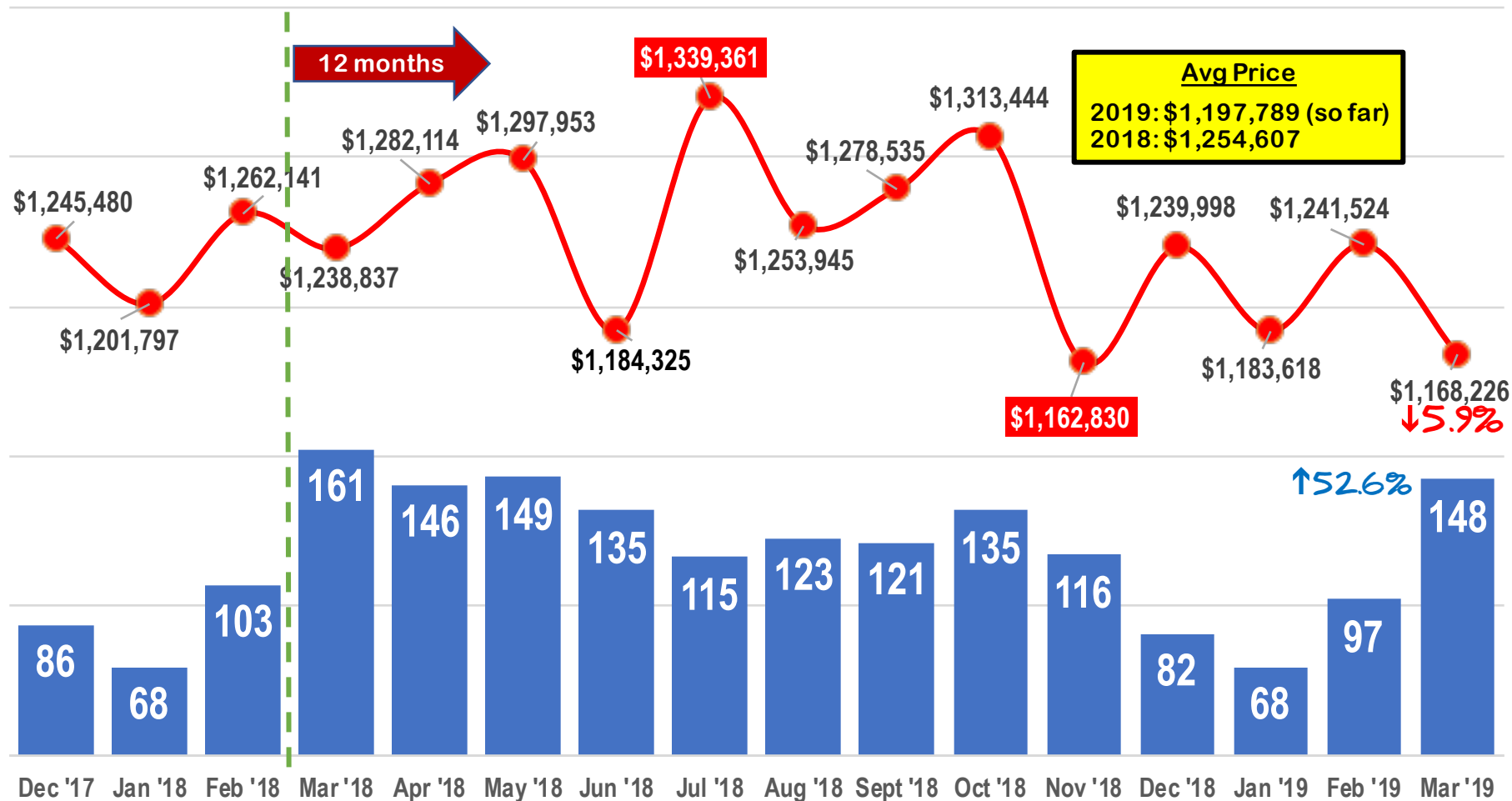
Many homes are coming Off the market Not Sold! Call/text Santo at (647) 298-5491 to find out why your home did not sell.

Visit [WhyDidMyHomeNotSell.ca](http://WhyDidMyHomeNotSell.ca) to learn Top 10 reasons homes don't sell and what you can do to get your home sold.

# VAUGHAN: Detached Avg Sold Price & Sales

vs Last Month: Sales are way up, by **↑52.6%** and Avg Sold price is down, by **↓5.9%**.

vs Last Year: Sales are down by **↓8.1%** and Avg Price is down by **↓5.7%**.



■ Sales ●-Vaughan: Detached

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



If your plan is to **BUY** then the Hidden Market will give you the ultimate advantage over other buyers.

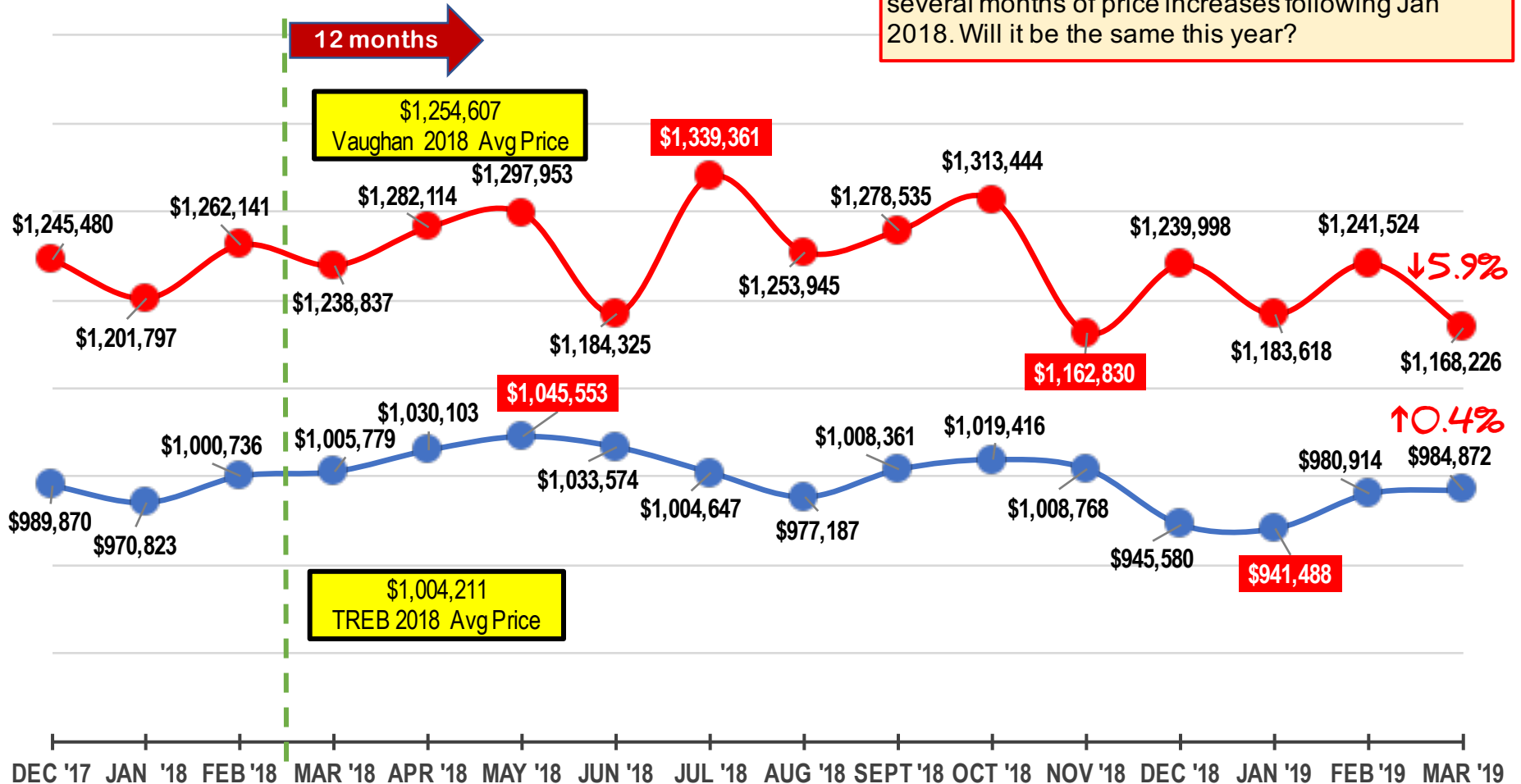
Check out our buying strategies at [HiddenMarket.ca](http://HiddenMarket.ca).

Call/text Santo at (647) 298-5491 for a **FREE** Buyer Strategy Session.



# Average Sold Price, TREB & VAUGHAN (Detached)

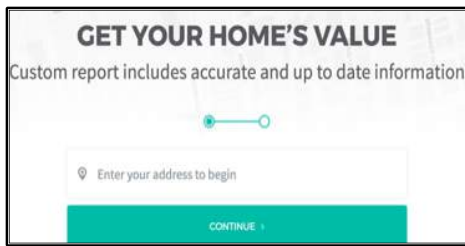
Looking back, Vaughan and TREB both show several months of price increases following Jan 2018. Will it be the same this year?



● TREB: Detached ● Vaughan: Detached

From the desk of Santo Sessa\* (647) 298-5491

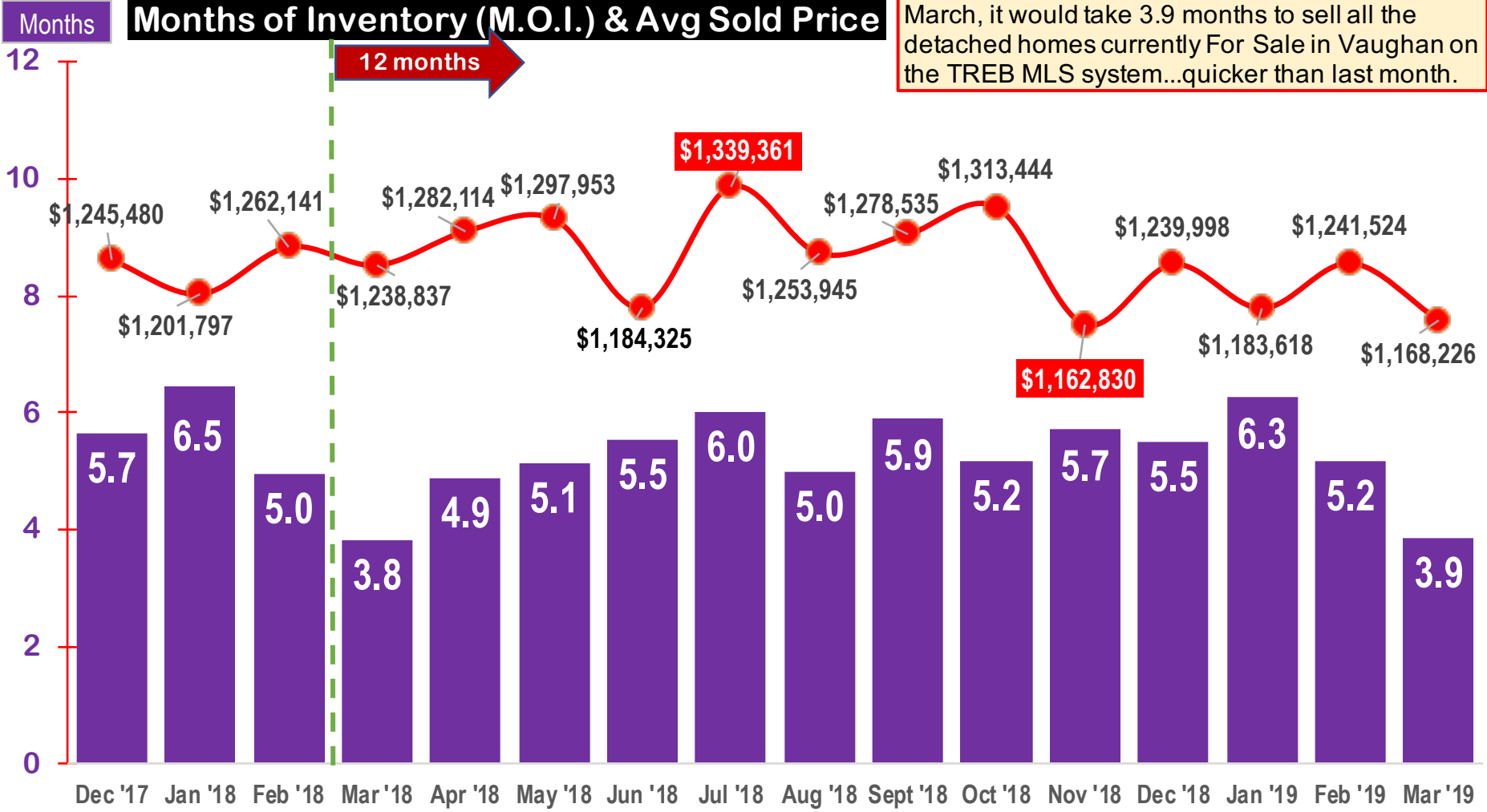
\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



What's your home worth now? Get a detailed report of your home's New Value by visiting → [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

# VAUGHAN: Detached Months of Inventory (M.O.I.) & Avg Sold Price

Based on the buying activity for the month of March, it would take 3.9 months to sell all the detached homes currently For Sale in Vaughan on the TREB MLS system...quicker than last month.



M.O.I.

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.

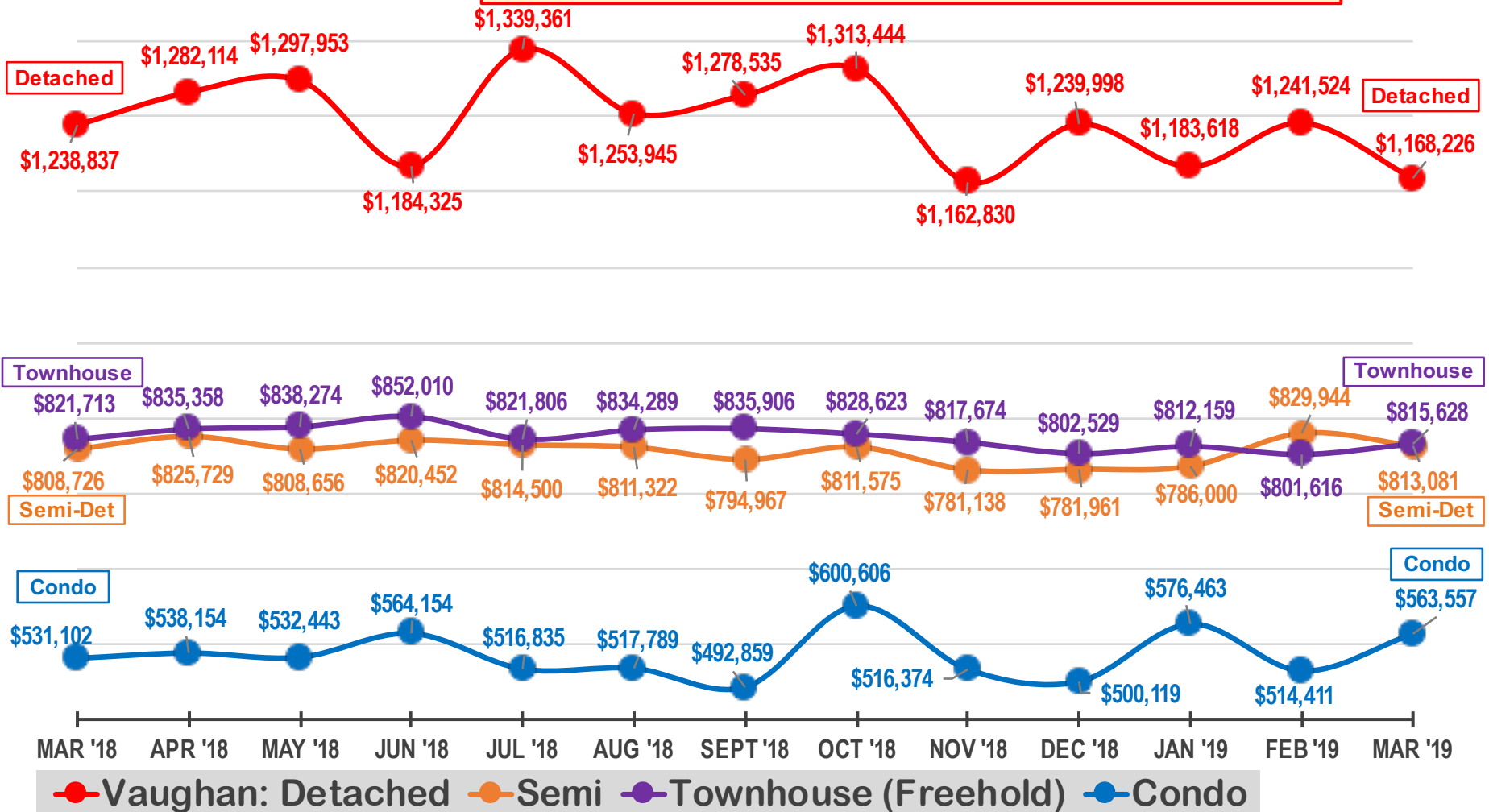


Many homes are coming Off the market Not Sold! Call/text Santo at (647) 298-5491 to to find out why your home did not sell.

Visit [WhyDidMyHomeNotSell.ca](http://WhyDidMyHomeNotSell.ca) to learn Top 10 reasons homes don't sell and what you can do to get your home sold.

# VAUGHAN: By Home Types

Of the 4 home types, Condos had the largest increase in prices month to month.



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



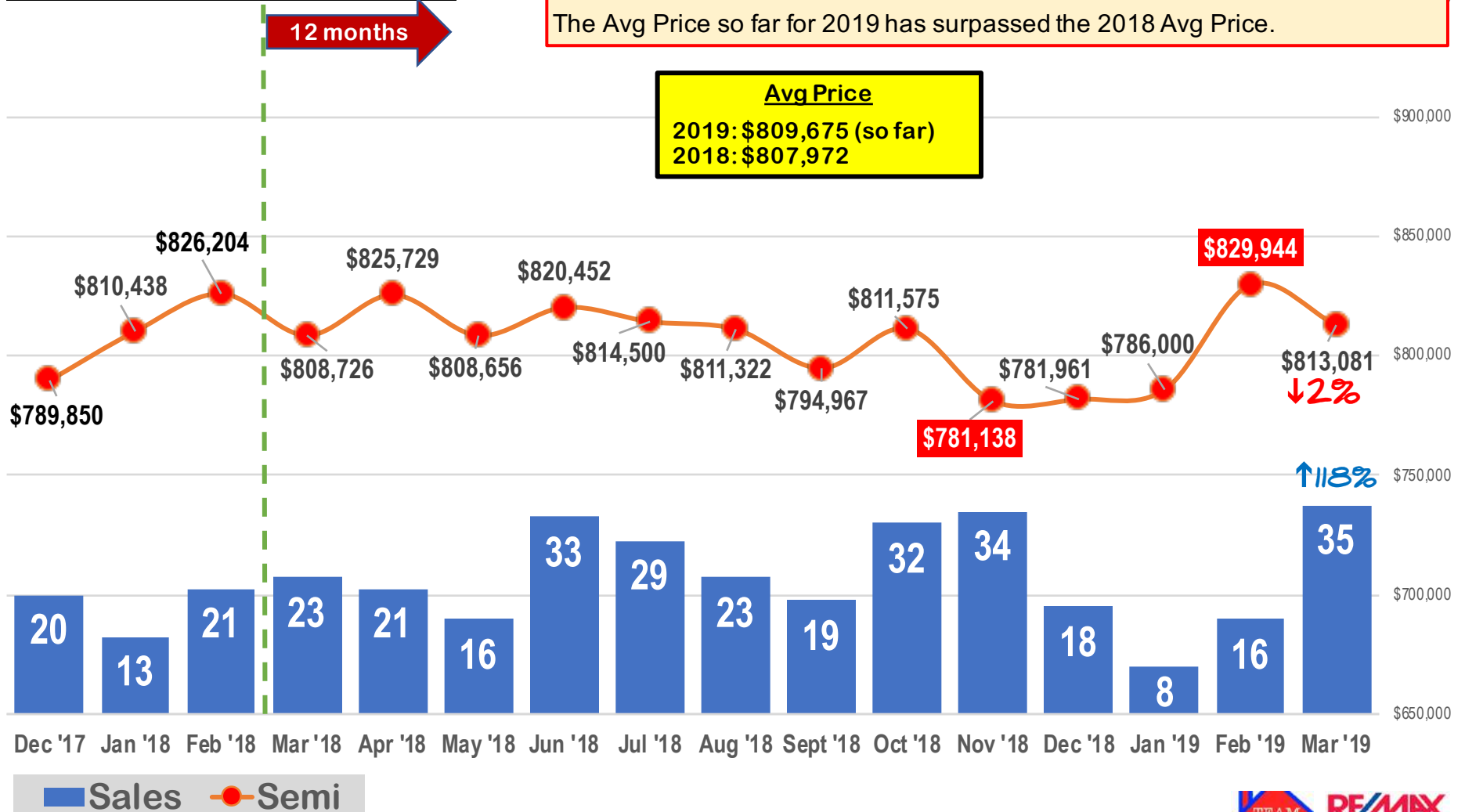
[LoveYourListing.ca](http://LoveYourListing.ca)

Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.

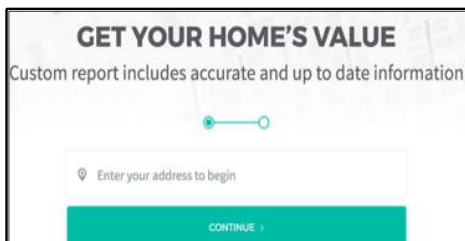
# VAUGHAN: Semi-Detached Avg Sold Price & Sales

The March Avg Price dropped slightly from February's 16 month high Avg Price. 35 Semi's were sold in March...a 22 month high.  
The Avg Price so far for 2019 has surpassed the 2018 Avg Price.



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.

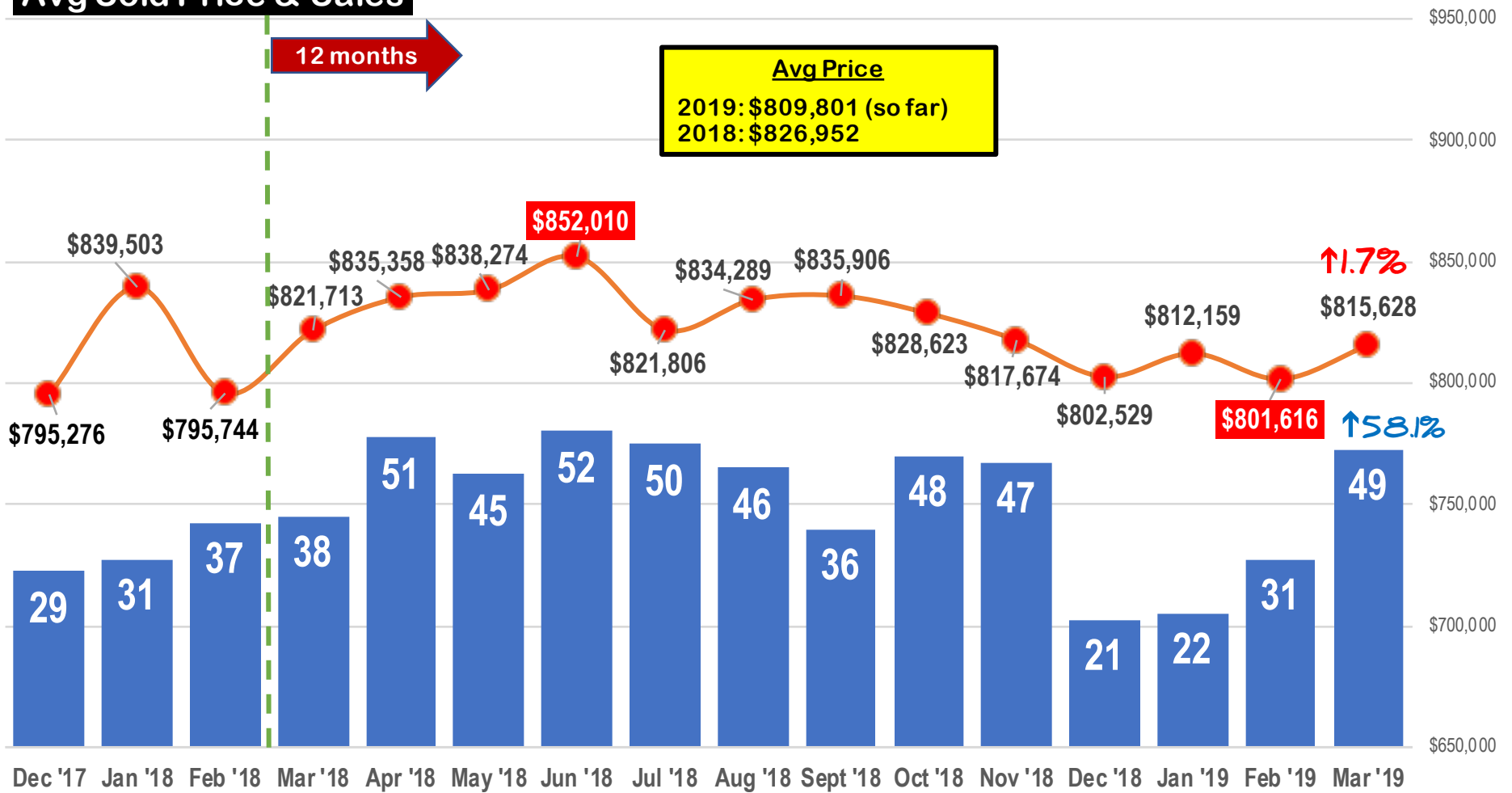


What's your Semi worth now? Get a detailed report of your Semi's New Value by visiting [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)



# VAUGHAN: Townhouse Avg Sold Price & Sales

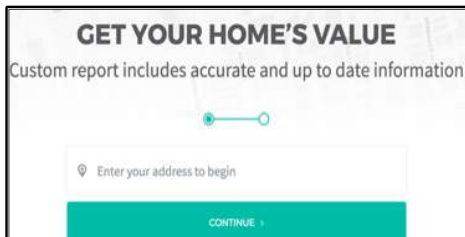
Prices are up from last month by  $\uparrow 1.7\%$  but down by slightly,  $\downarrow 0.7\%$ , vs last year.



■ Sales ● Townhouse (Freehold)

From the desk of Santo Sessa\* (647) 298-5491

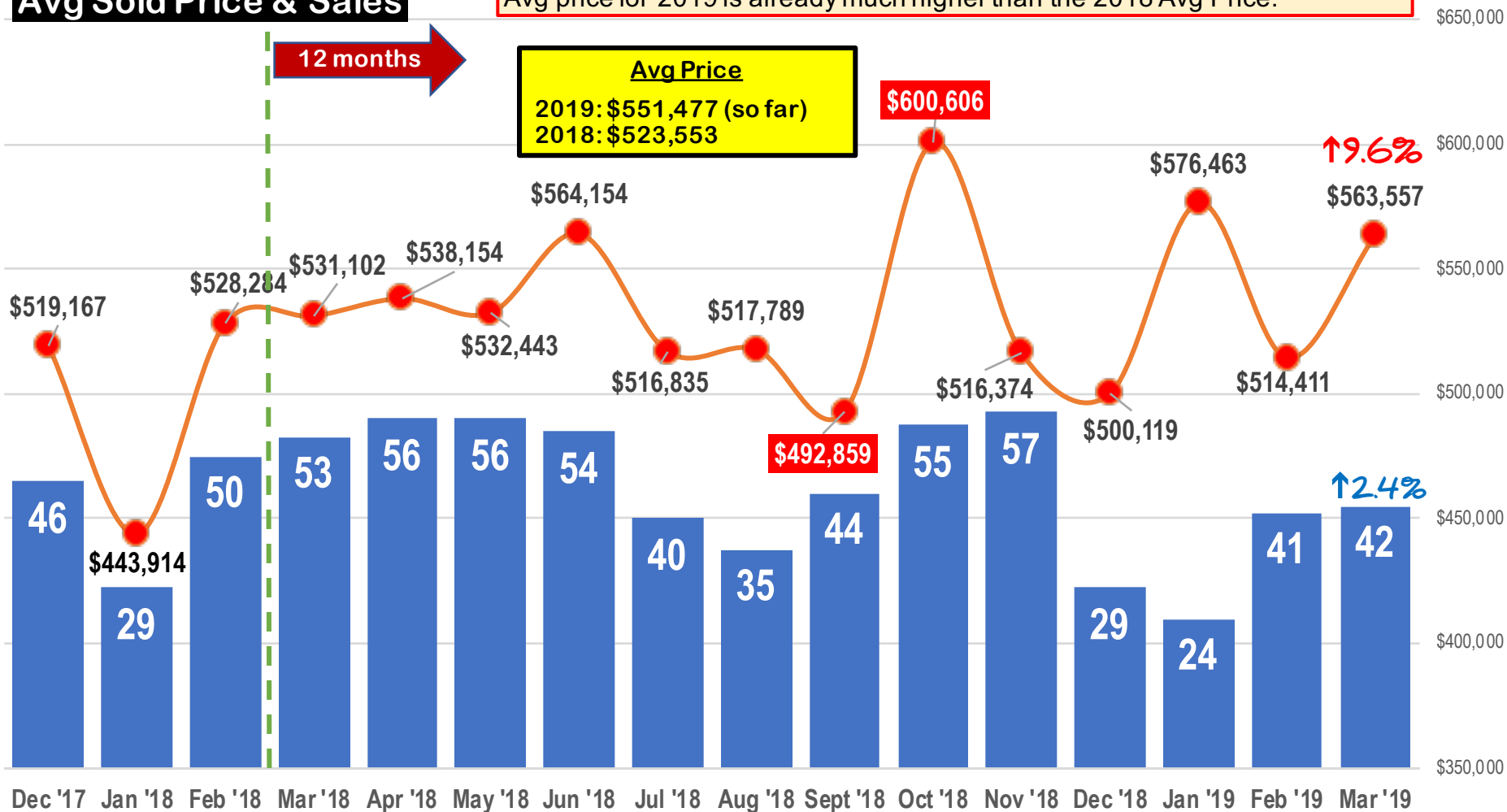
\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



What's your Townhouse worth now? Get a detailed report of your Town's New Value by visiting [→ NewValueOfMyHome.ca](https://NewValueOfMyHome.ca)

# VAUGHAN: Condo Avg Sold Price & Sales

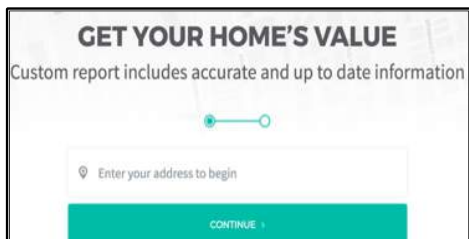
Avg Price is up from Feb, by  $\uparrow 9.6\%$  and also up from March 2018, by  $\uparrow 6.1\%$ .  
Avg price for 2019 is already much higher than the 2018 Avg Price.



■ Sales ● Condo

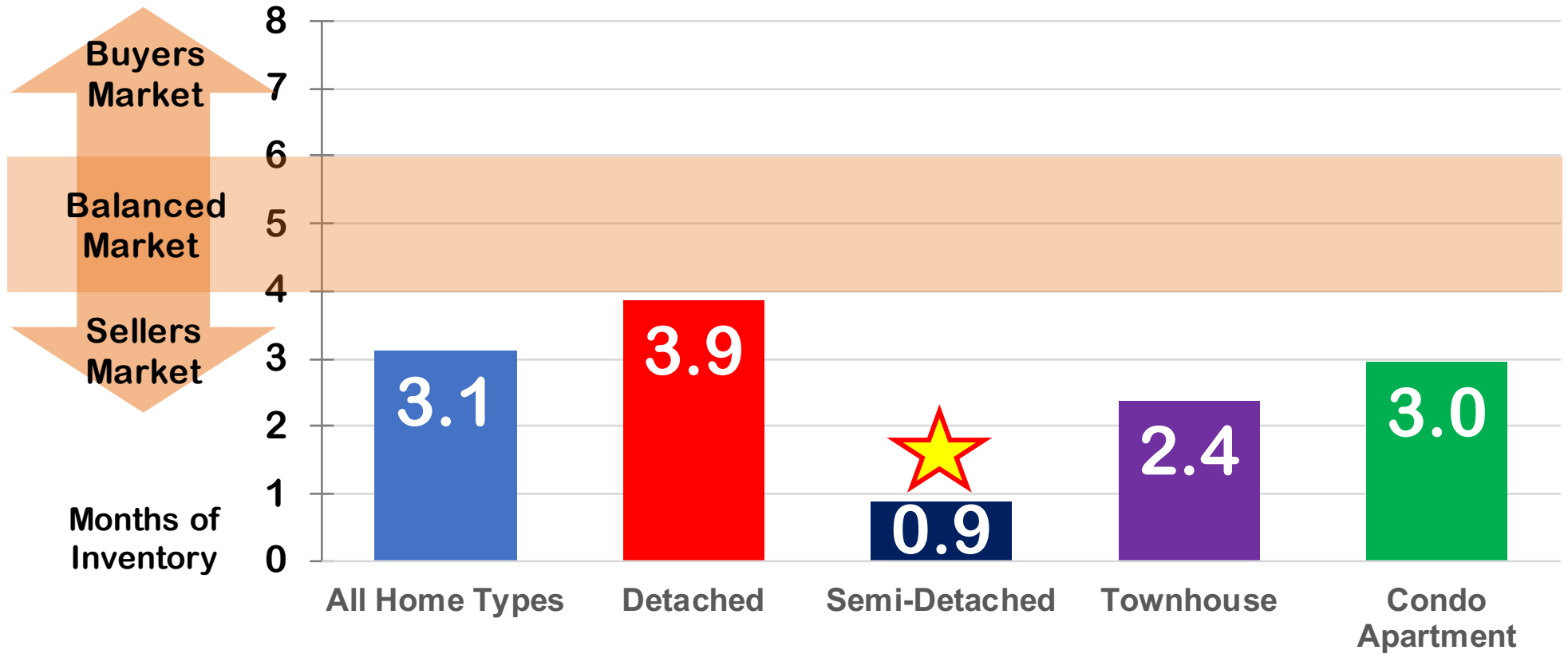
From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



What's your Condo worth now? Get a detailed report of your Condo's New Value by visiting [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

# Months Vaughan, March 2019 Months of Inventory (M.O.I.) by Home Types



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



[LoveYourListing.ca](http://LoveYourListing.ca)

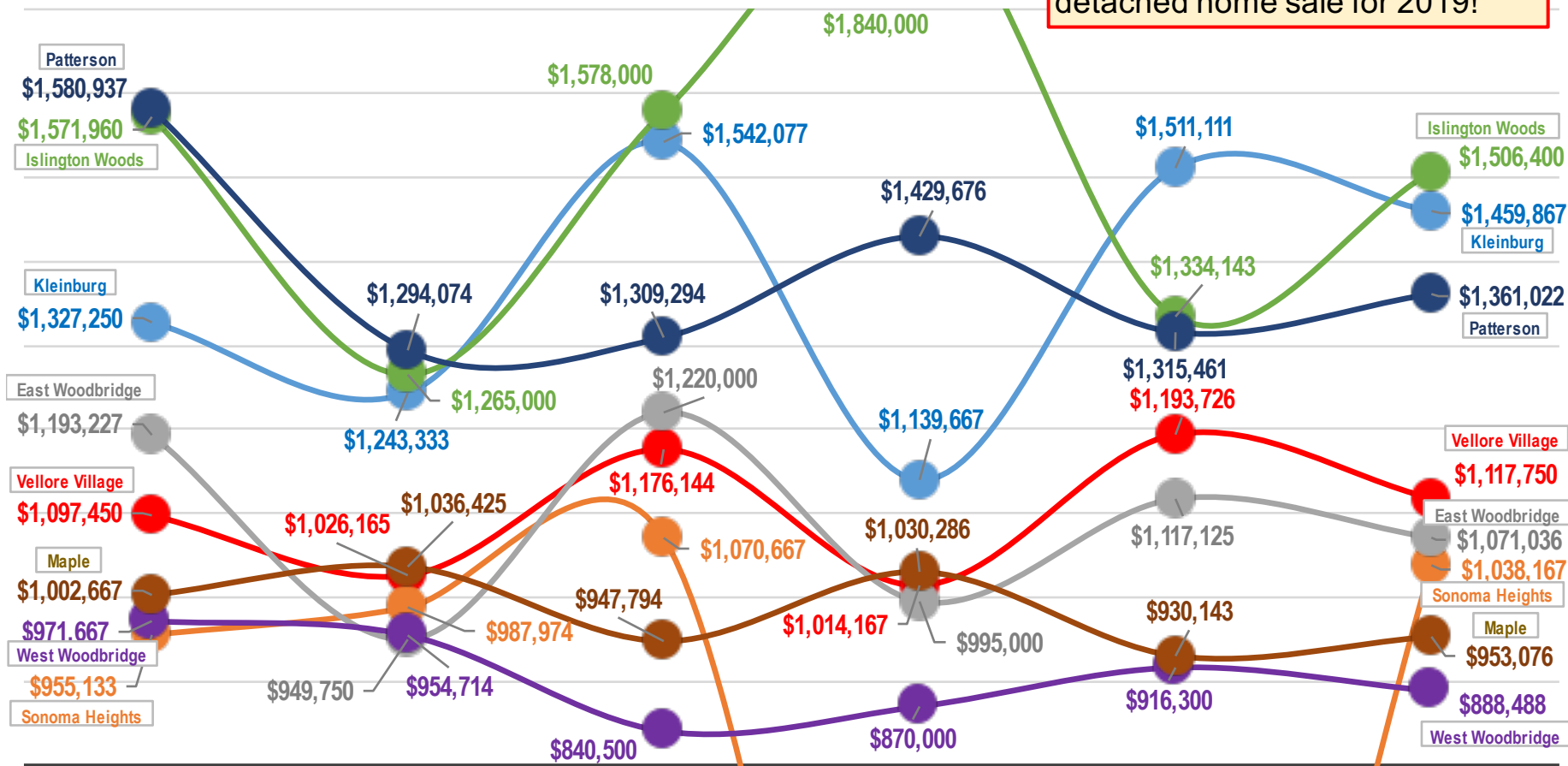
Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.



# Average Sold Prices by AREA for Detached Homes

Sonoma Heights records it's first detached home sale for 2019!



● Vellore Village Avg \$   
 ● Sonoma Heights Avg \$   
 ● East Woodbridge Avg \$   
 ● West Woodbridge Avg \$  
● Kleinburg Avg \$   
 ● Islington Woods Avg \$   
 ● Patterson Avg \$   
 ● Maple Avg \$

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



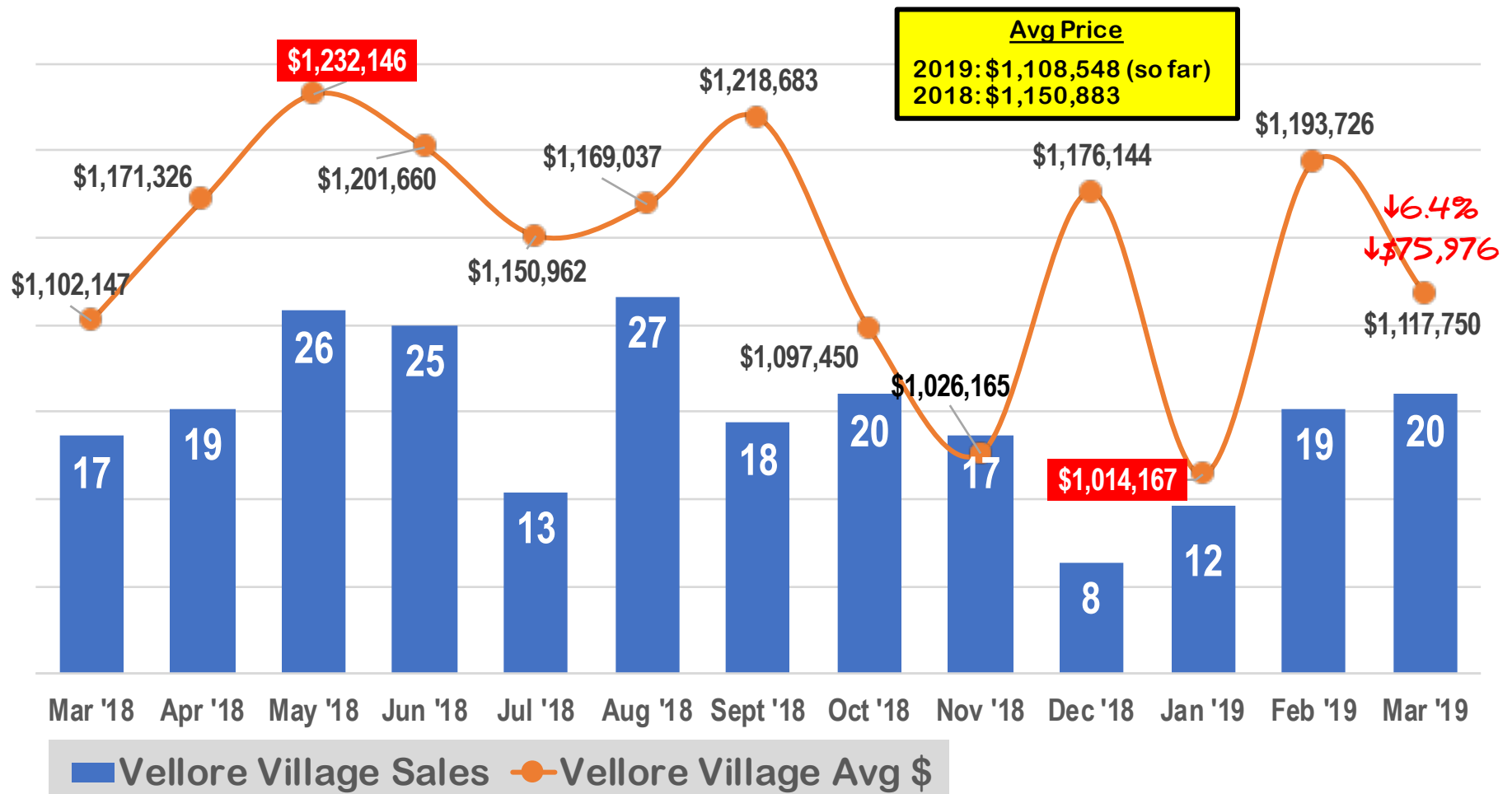
Many homes are coming Off the market Not Sold! Call/text Santo at (647) 298-5491 to find out why your home did not sell.

Visit [WhyDidMyHomeNotSell.ca](http://WhyDidMyHomeNotSell.ca) to learn Top 10 reasons homes don't sell and what you can do to get your home sold.



# Vellore Village: Detached

Vellore Village Avg Prices area bit of a roller coaster month to month.  
**VS Mar 2018: Avg Sold Price is up, ↑1.4%.**



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



[LoveYourListing.ca](http://LoveYourListing.ca)

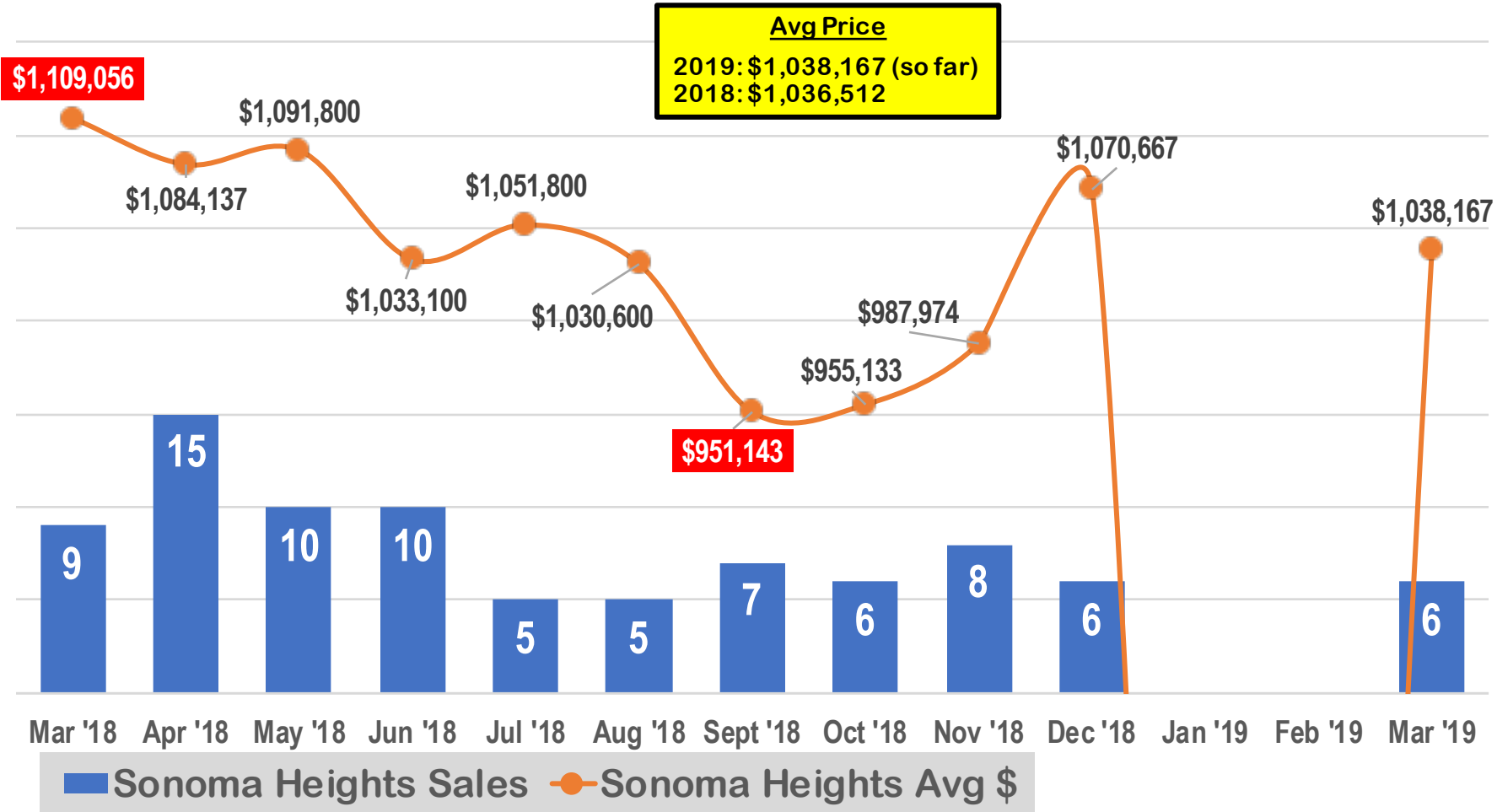
Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.



# Sonoma Heights: Detached

Finally detached homes have started to sell in Sonoma Heights.  
**VS Mar 2018:** Avg Sold Price is down by ↓6.4%.

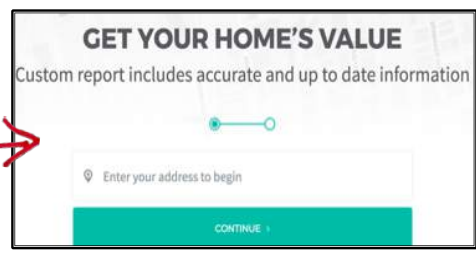


**Avg Price**  
 2019: \$1,038,167 (so far)  
 2018: \$1,036,512

From the desk of Santo Sessa\* (647) 298-5491  
\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.

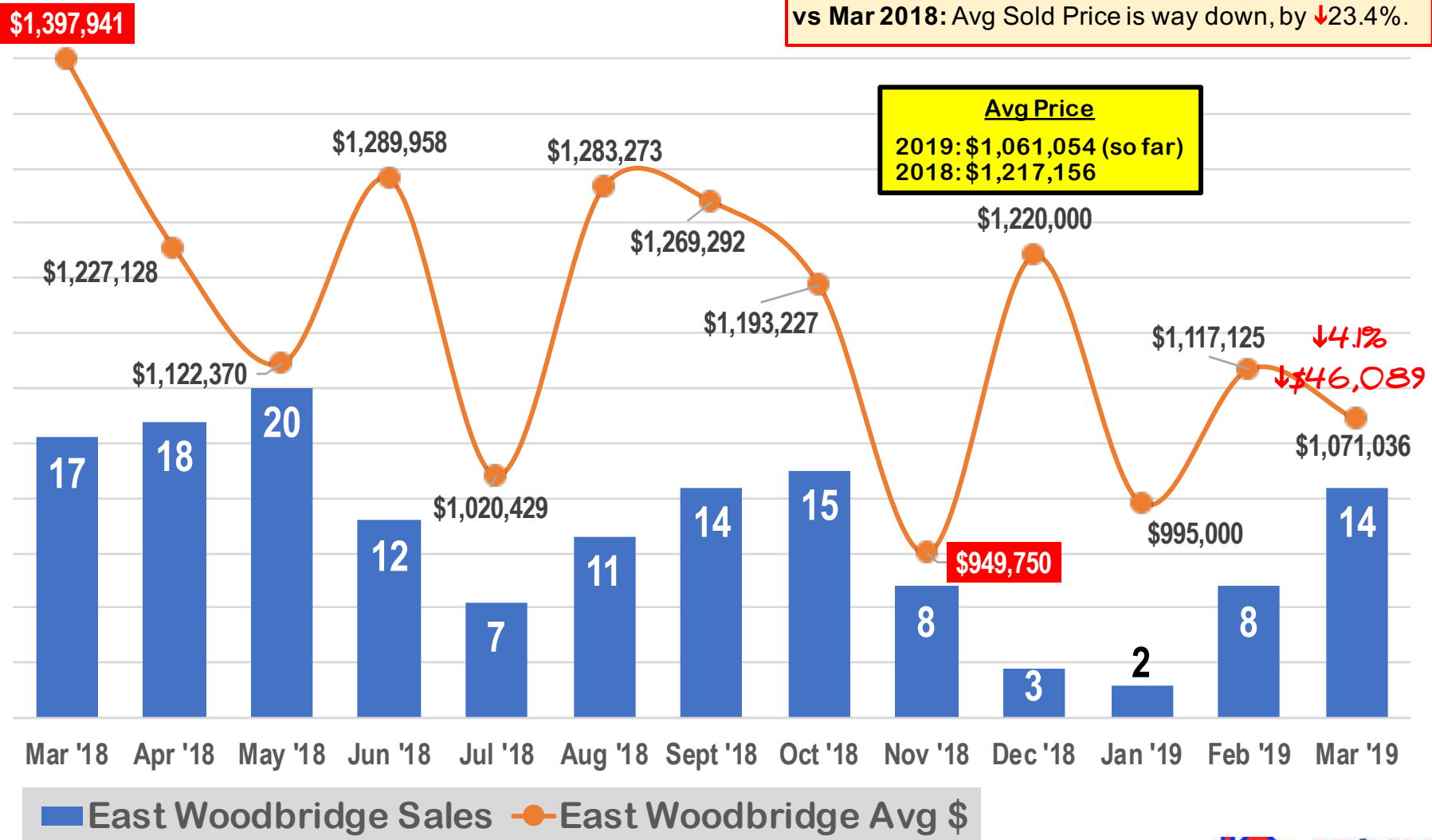


What's your home worth now? Get a detailed report of your home's New Value by visiting...[NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)



# East Woodbridge: Detached

March Avg Price is down from Feb by ↓4.1%.  
 vs Mar 2018: Avg Sold Price is way down, by ↓23.4%.



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



[LoveYourListing.ca](http://LoveYourListing.ca)

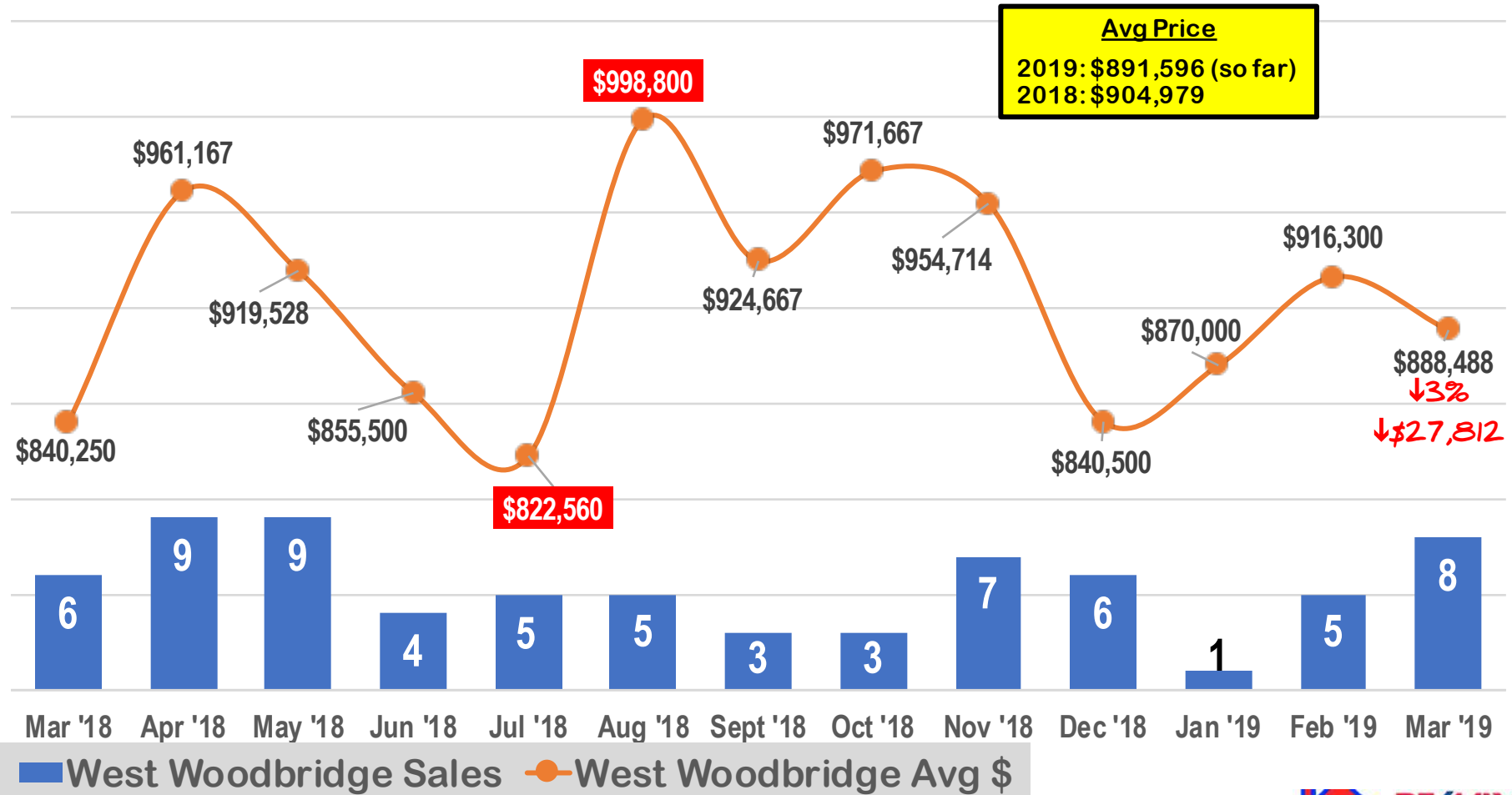
Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.



# West Woodbridge: Detached Homes

Sales are up from last month but Avg Prices are down..  
vs Mar 2018: Avg Sold Price is ↑5.7%.



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



## LoveYourListing.ca

Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

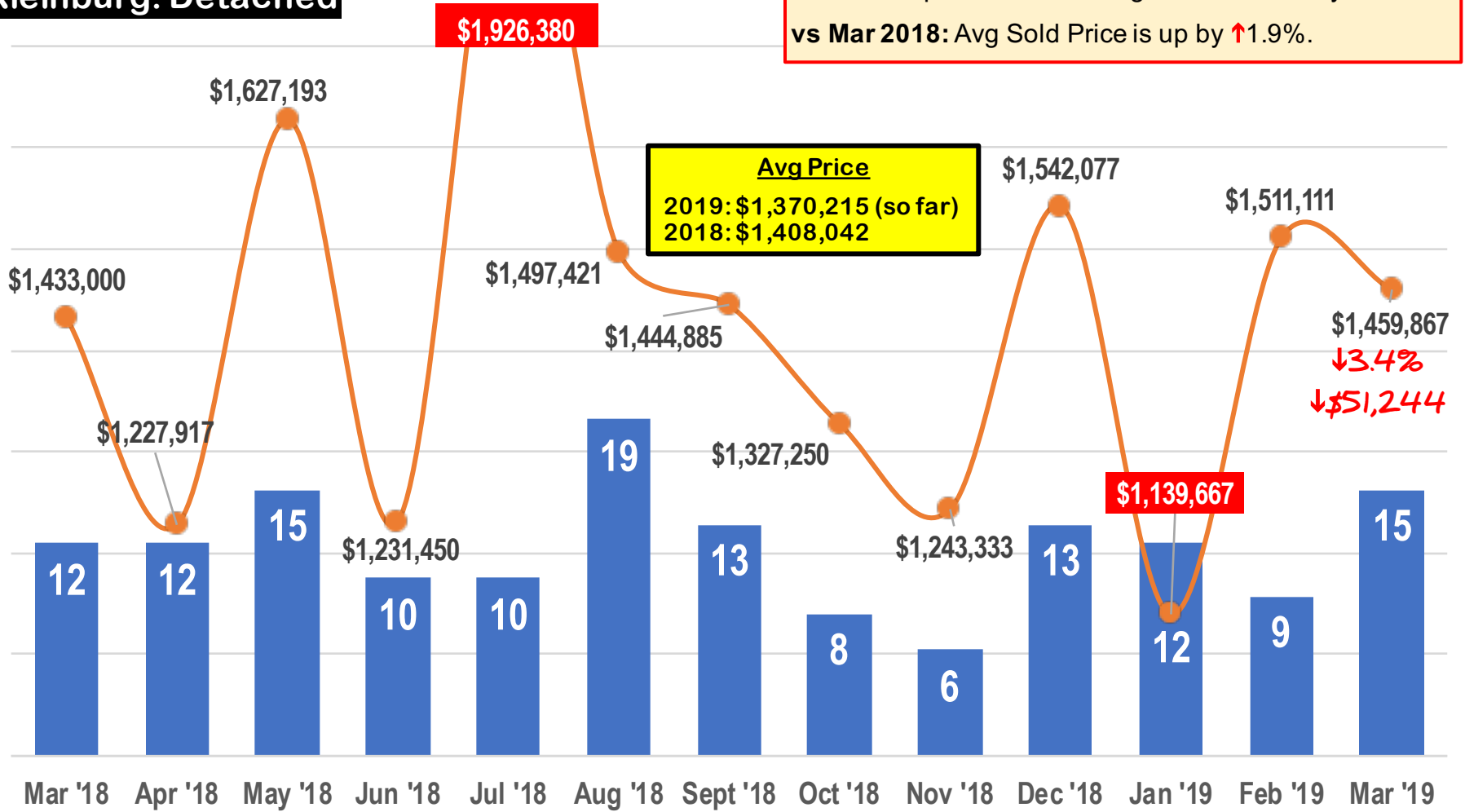
Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.





# Kleinburg: Detached

Sales are up from Feb but Avg Price is down by  $\downarrow 3.4\%$ .  
 vs Mar 2018: Avg Sold Price is up by  $\uparrow 1.9\%$ .



**Avg Price**  
 2019: \$1,370,215 (so far)  
 2018: \$1,408,042

$\downarrow 3.4\%$   
 $\downarrow \$51,244$

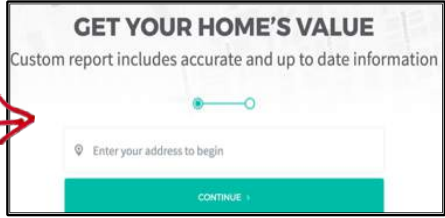
■ Kleinburg Sales    ● Kleinburg Avg \$

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.

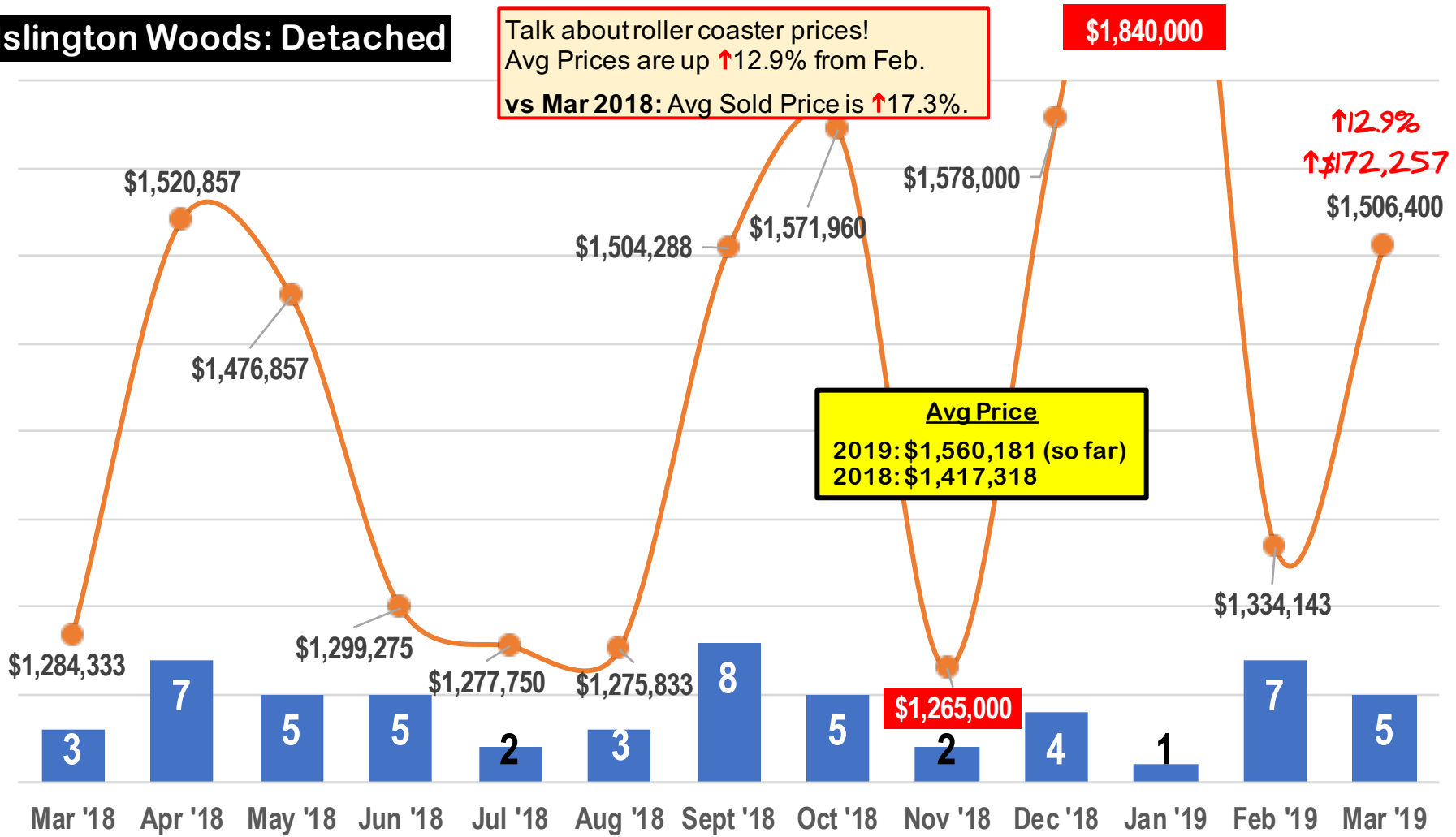


What's your home worth now? Get a detailed report of your home's New Value by visiting...[NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)



# Islington Woods: Detached

Talk about roller coaster prices!  
 Avg Prices are up  $\uparrow 12.9\%$  from Feb.  
 vs Mar 2018: Avg Sold Price is  $\uparrow 17.3\%$ .



■ Islington Woods Sales    ● Islington Woods Avg \$

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



[LoveYourListing.ca](http://LoveYourListing.ca)

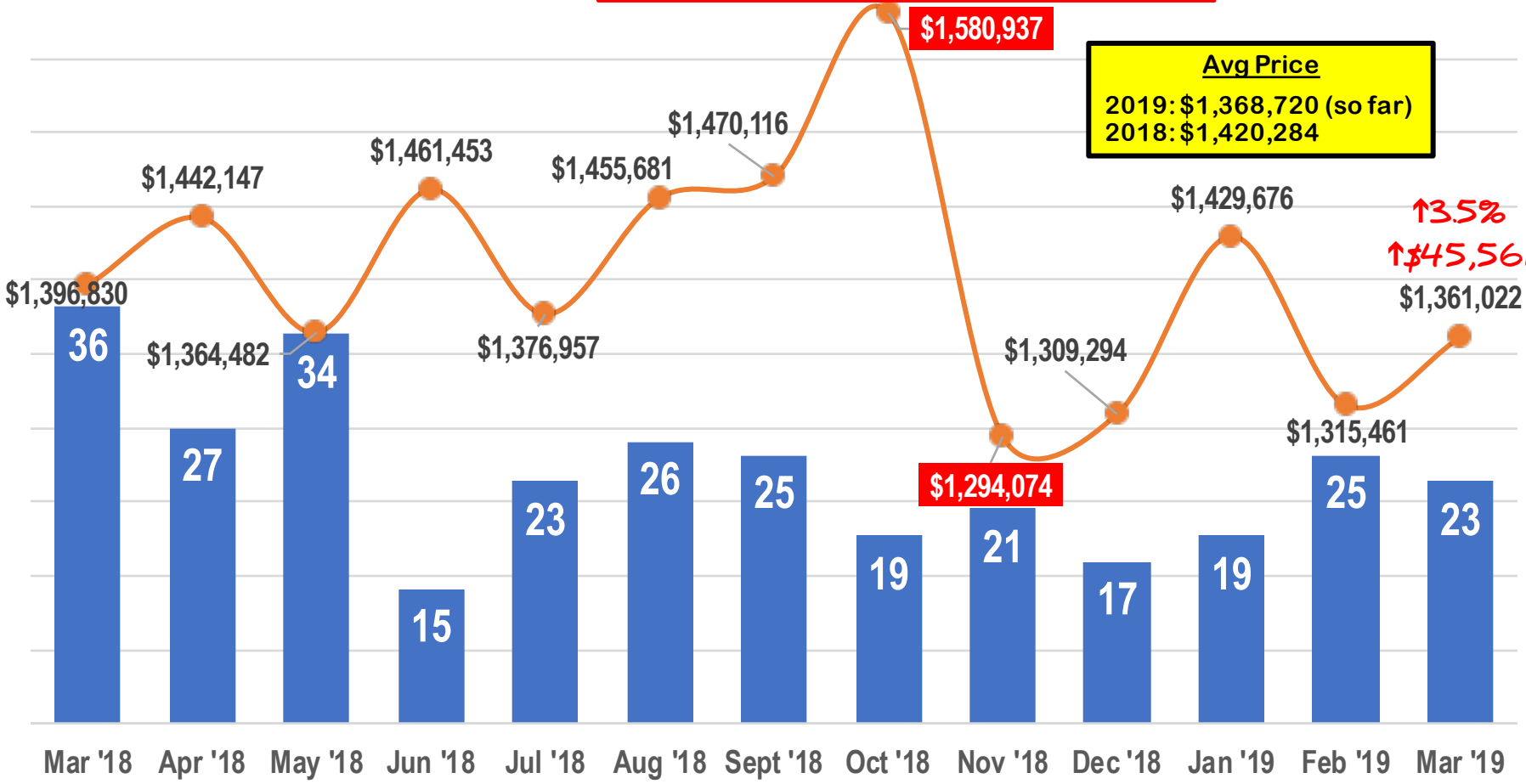
Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.



# Patterson: Detached

Avg Sold Prices are up  $\uparrow$ 3.5% from Feb.  
vs Mar 2018: Avg Sold Price is lower, by  $\downarrow$ 2.6%.



**Avg Price**  
2019: \$1,368,720 (so far)  
2018: \$1,420,284

$\uparrow$ 3.5%  
 $\uparrow$ \$45,561

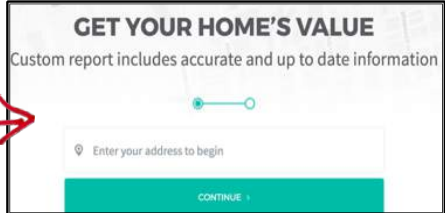
■ Patterson Sales    ● Patterson Avg \$

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.

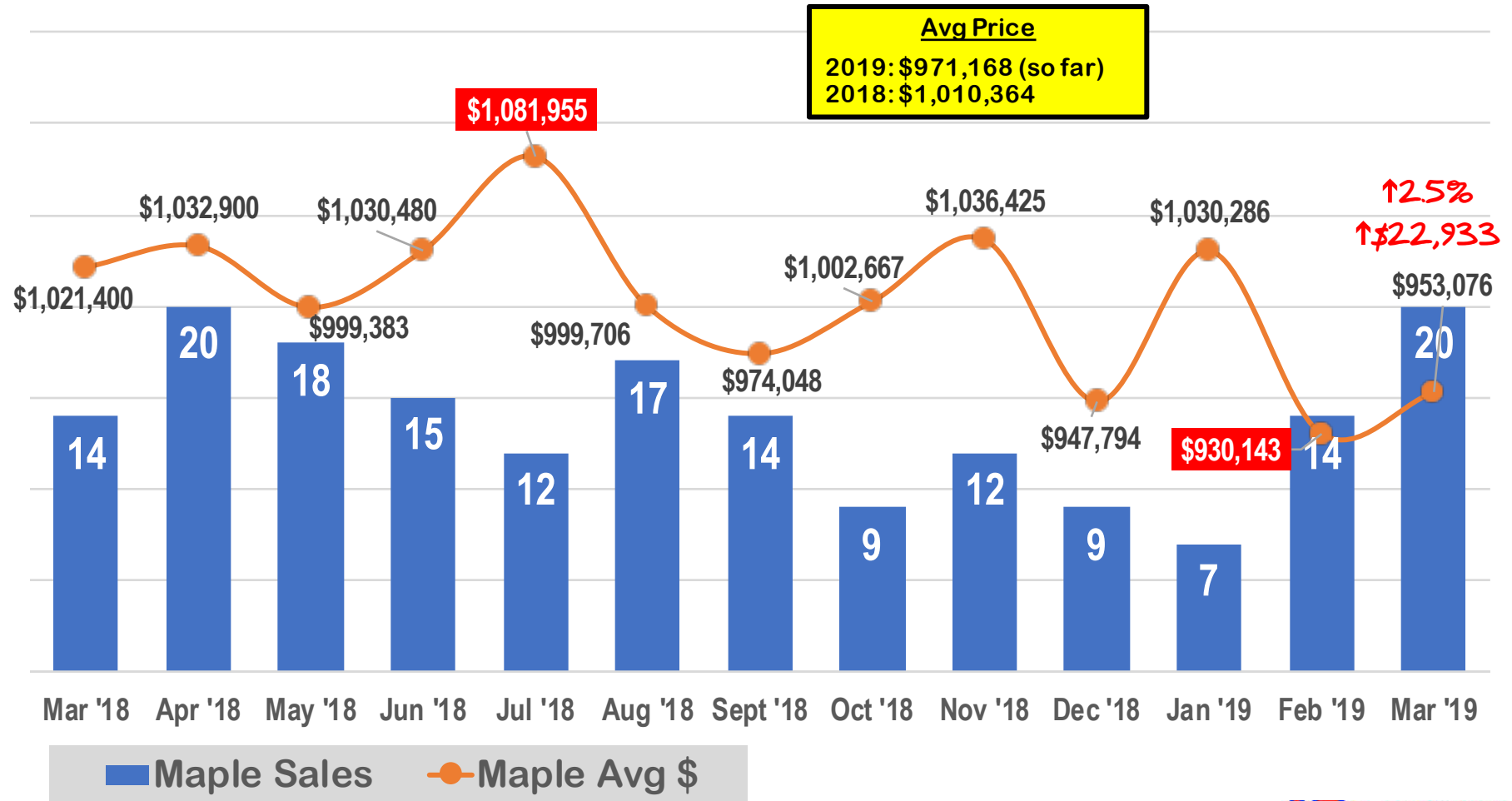


What's your home worth now? Get a detailed report of your home's New Value by visiting...[NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)



# Maple: Detached

Sales were up and Avg Prices are up  $\uparrow 2.5\%$  from February.  
**vs Mar 2018:** Avg Sold Price is much lower, by  $\downarrow 6.7\%$ .



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



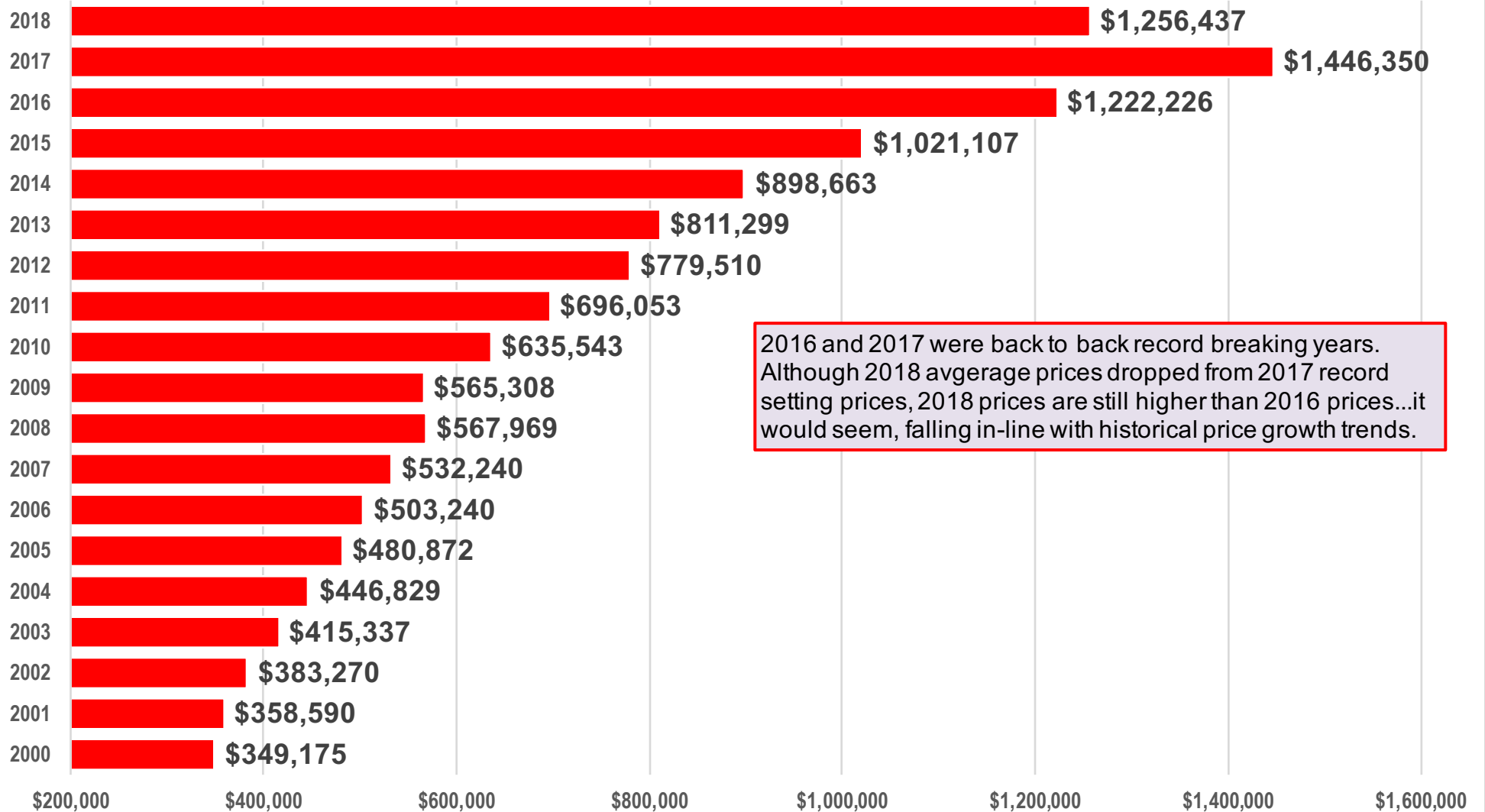
[LoveYourListing.ca](http://LoveYourListing.ca)

Thinking of selling?...We know that when a Seller Loves their listing, there's a great chance buyers will love it too!

Call/text Santo at (647) 298-5491 for a FREE Home Strategy Session.



## VAUGHAN: Yearly Average Home Prices for Detached Homes



2016 and 2017 were back to back record breaking years. Although 2018 average prices dropped from 2017 record setting prices, 2018 prices are still higher than 2016 prices...it would seem, falling in-line with historical price growth trends.

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



**GET YOUR HOME'S VALUE**  
 Custom report includes accurate and up to date information

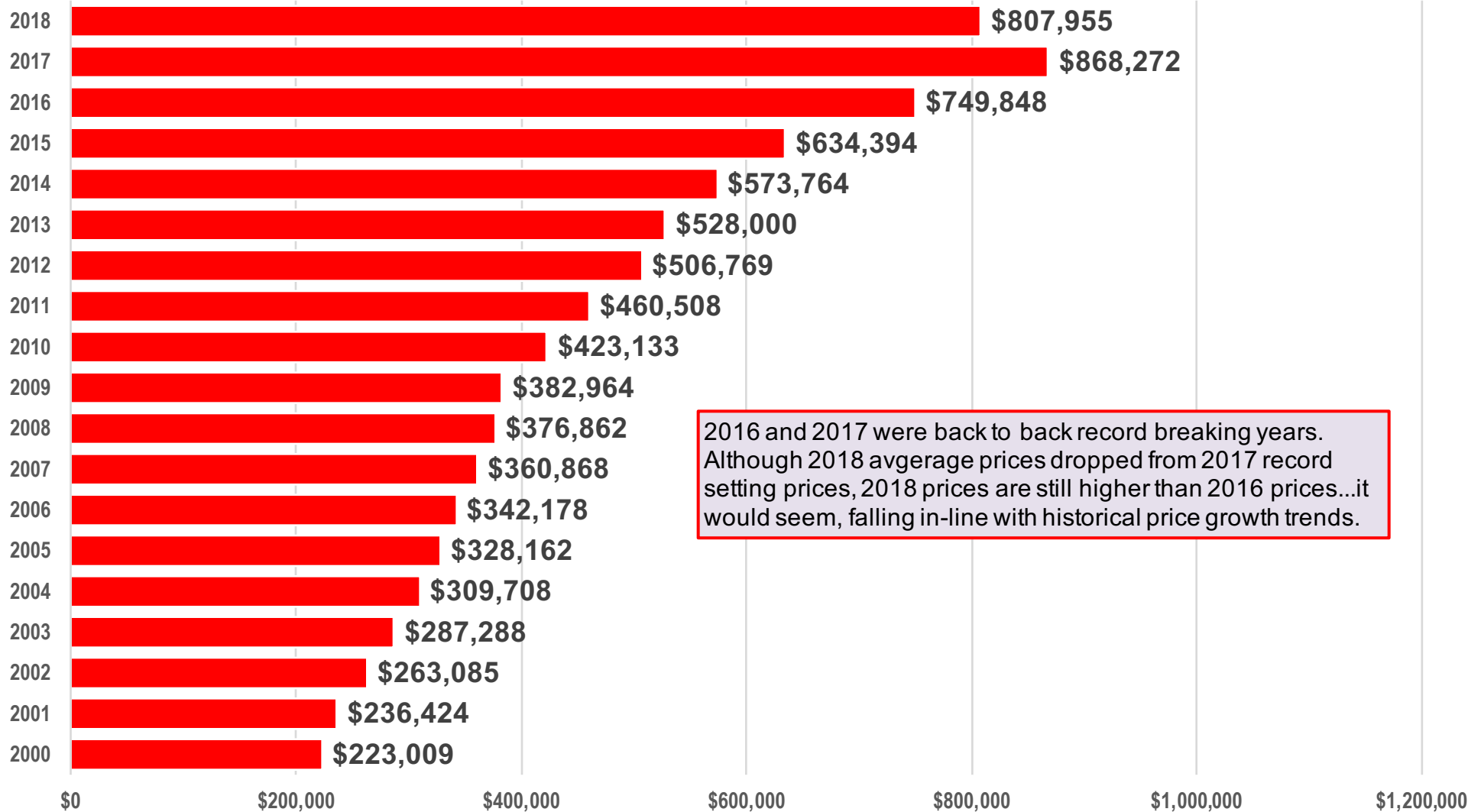
Enter your address to begin

CONTINUE

What's your home worth now? Get a detailed report of your home's New Value by visiting [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)



## VAUGHAN: Yearly Average Home Prices for Semi's



2016 and 2017 were back to back record breaking years. Although 2018 average prices dropped from 2017 record setting prices, 2018 prices are still higher than 2016 prices...it would seem, falling in-line with historical price growth trends.

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



**GET YOUR HOME'S VALUE**

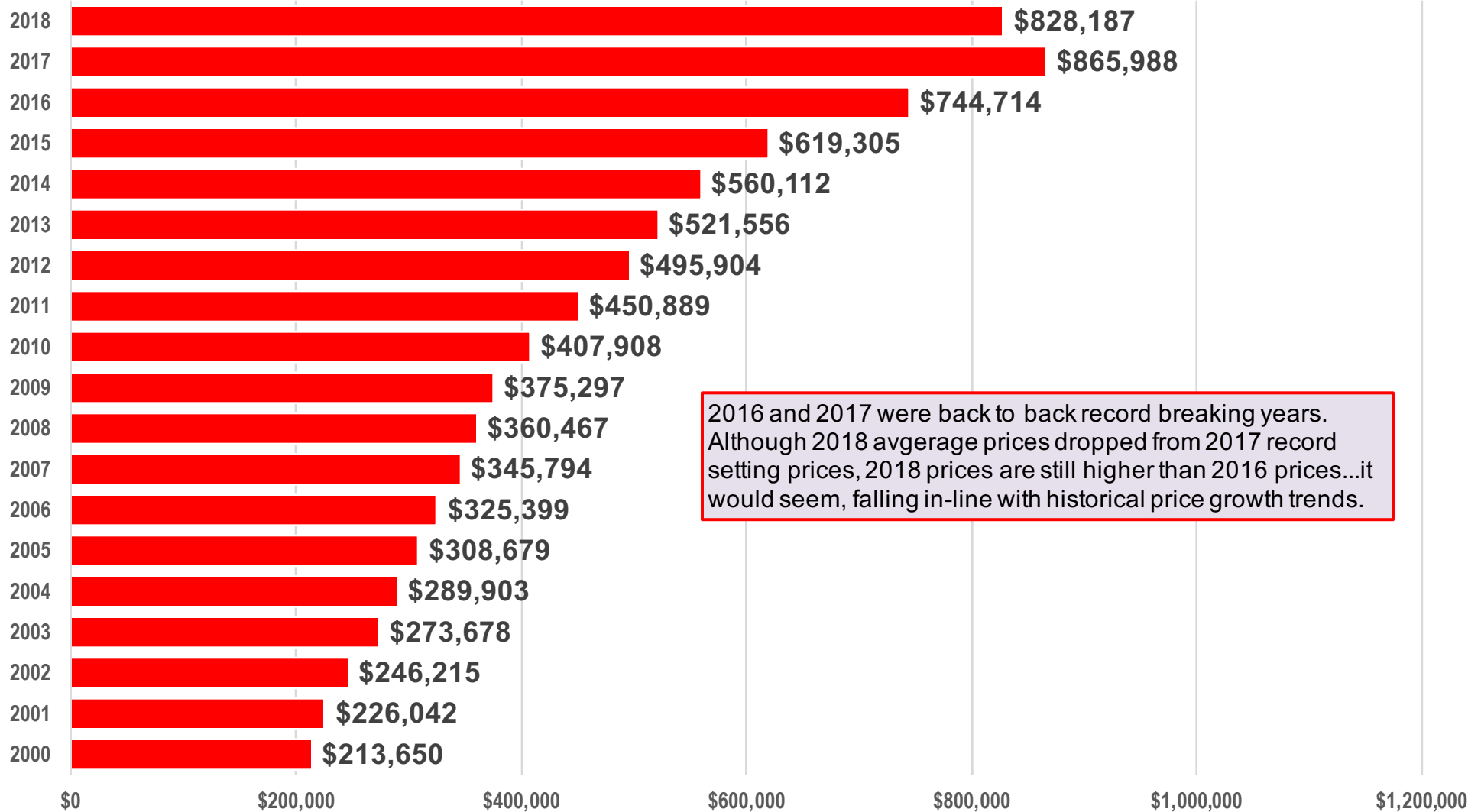
Custom report includes accurate and up to date information

📍 Enter your address to begin

CONTINUE

What's your home worth now? Get a detailed report of your home's New Value by visiting → [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

## VAUGHAN: Yearly Average Home Prices for Townhouses



From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



**GET YOUR HOME'S VALUE**

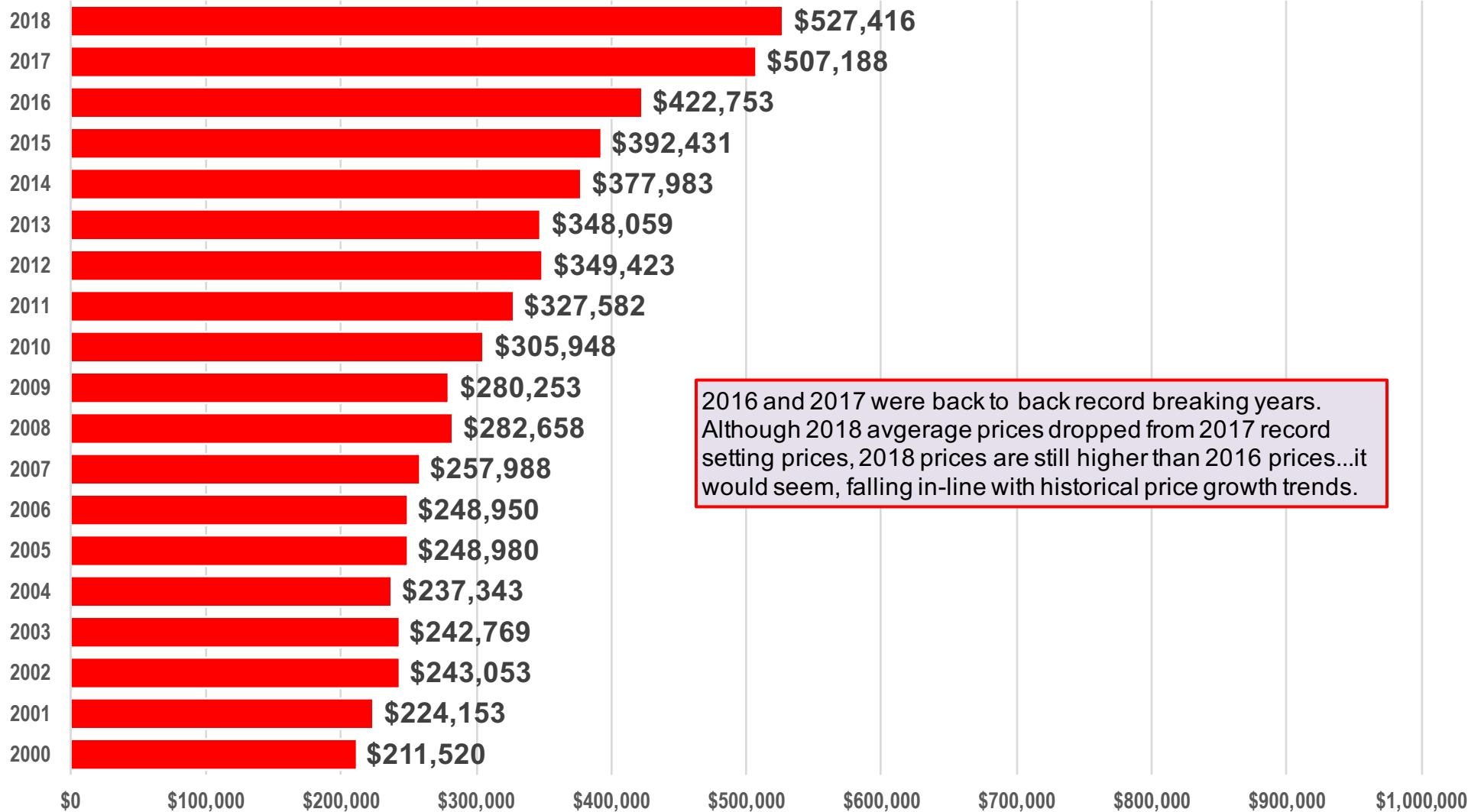
Custom report includes accurate and up to date information

Enter your address to begin

CONTINUE

What's your home worth now? Get a detailed report of your home's New Value by visiting → [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

## VAUGHAN: Yearly Average Home Prices for Condo's



2016 and 2017 were back to back record breaking years. Although 2018 average prices dropped from 2017 record setting prices, 2018 prices are still higher than 2016 prices...it would seem, falling in-line with historical price growth trends.

From the desk of Santo Sessa\* (647) 298-5491

\* Sales Representative. Definitely intended to solicit business but not property or people currently under contract.



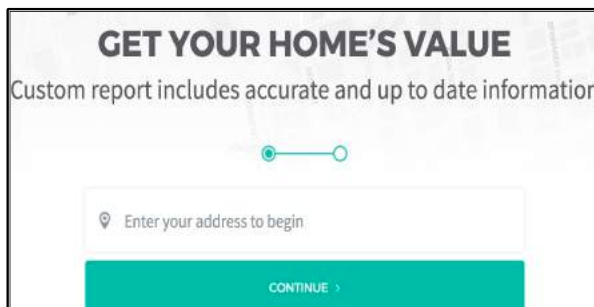
**GET YOUR HOME'S VALUE**

Custom report includes accurate and up to date information

CONTINUE

What's your home worth now? Get a detailed report of your home's New Value by visiting → [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

# Helpful, On-line Resources



## [LoveYourListing.ca](http://LoveYourListing.ca)

We know that when a Seller Loves their listing, there's a great chance buyers will too!

## [WhyDidMyHomeNotSell.ca](http://WhyDidMyHomeNotSell.ca)

Top 10 reasons homes don't sell and what you can do to get your home sold.

Includes great tips if you are thinking of selling.

## [NewValueOfMyHome.ca](http://NewValueOfMyHome.ca)

Get a detailed report of how much your home is worth NOW, in this current market.

## [HiddenMarket.ca](http://HiddenMarket.ca)

The ultimate advantage when buying...See homes before the public does.



Santo & Sonia Sessa\*

Helping busy  
professionals!

(647) 298-5491  
info@TeamSESSA.ca



Definitely intended to solicit business but not properties or people currently under contract.  
\*Sales Representative