

# Hot Toronto Neighbourhoods with Brian Persaud

## Presented January 2011 Exclusively to the Members of REIN™



### Real Experts Inc. – The Value Of Transit

Tuesday, January 27th, 2011



### Agenda

- Show that the hot areas are going to drive the Toronto average real estate price higher
- Illustrate that it's difficult to buy in hot neighborhoods unless you are really active (understand value)
- Give examples what people are doing to make a high return in Toronto



### What a year we had!

Year	Average Price	YOY increase
2007	\$376,236	
2008	\$379,347	0.83%
2009	\$395,460	4.25%
2010	\$431,463	9.1%



### Hot Areas Right Now in Toronto

- Still a sellers Market
- Across every housing type in most districts. Sales to listings ratio is above 25%



### How can you make Money in the GTA?

- All the Hot areas are HOT!
- Bidding wars Still here



### Everything is Hot Now what?

- Interesting Trend: Higher end neighborhoods really heated
  - Forest Hill
  - Roncesvalles
  - High Park
- They will appreciate significantly over the next year



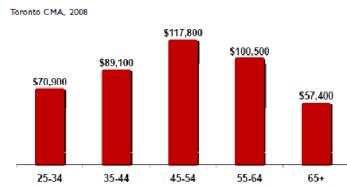
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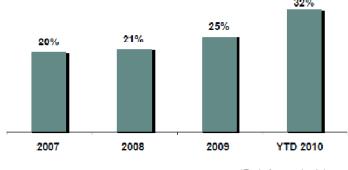
### Move Up Buyers Dominating



### Average Household Income by Age



### Share of GTA Homes Sold above \$700,000

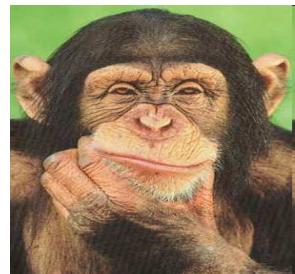


Source: Toronto Real Estate Board

\*Excludes condominiums



### If you don't have \$250k+ to invest what do you do?

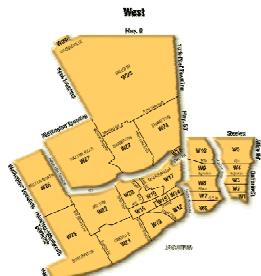


- Focus on Finding Value



### West GTA: Hot Neighborhoods

- Junction Triangle, Junction, Roncesvalles, High Park and Swansea all experiencing bidding wars and +8% appreciation
- Brampton +7% appreciation**



### Case Study – Brampton Bungalow



- Property Bought for \$271,000 10/14/10
- Owners did landscaping, paint, flooring, new kitchen and bath, and upgraded basement finishes
- Flipped for \$371,800 12/16/10



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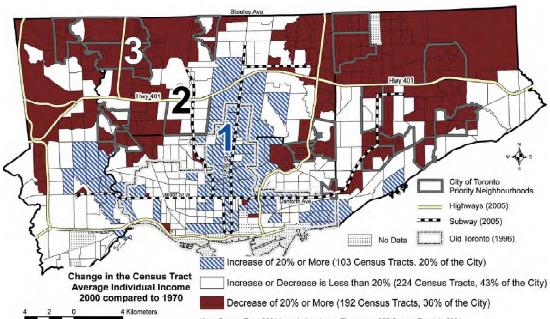
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### Transit Will Rule the GTA



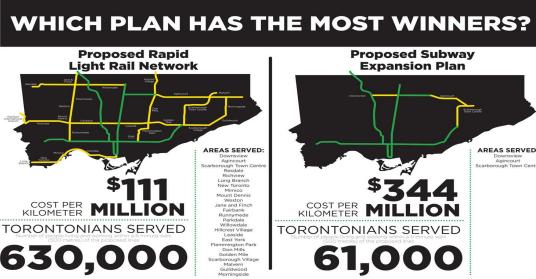
REAL  
EXPERTS

### Three Cities Theory



REAL  
EXPERTS

### Transit City vs. Subways



### Transit Case Study

#### Kipling Station Corridor

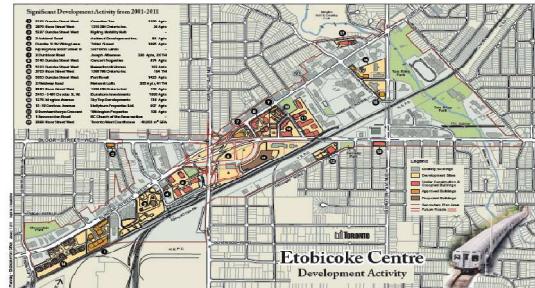
- 12,128 Units being proposed (From Kipling to Shorncliffe Rd there will be a wall of condos)
- More units planned here than the Downtown core, Toronto Harbourfront, and Bloor-Yorkville combined
- 1890 Units at site below



### Canadian Tire Site: 5 Buildings 1590 units



### Etobicoke Centre Master Plan



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### Surrounding Opportunities

- Increased density makes area more valuable to developers
- Increased density makes area more valuable to retailers, commercial and entertainment (makes area more vibrant)
- Vibrant areas are always in demand



### Interesting Case Study on Real Life Appreciation



- Property on left sold for \$492,500 with a finished basement 10/1/2010
- Property on right sold for \$410,000 with an unfinished basement 11/10/2009



### Still able to find properties below \$430,000

- North of Bloor has a premium
- South of Bloor to Dundas W
- Custom home builders are knocking on doors for tear downs
- Looking for homes with Large lots (PLENTY)
- Bloor St planning department is going to allow any developer to build 6 Storey condos
- Fragmented ownership



### Conclusions



### Advice

- Get active in your market place to see Trends
- Unleash your Creativity
- Understand Value
- Be comfortable with Risk
- Build your team
- Move quickly



### Keep in Touch

- [www.facebook/BrianPersaud](http://www.facebook/BrianPersaud)
- [www.twitter.com/BrianPersaud](http://www.twitter.com/BrianPersaud)
- 416.251.0075 x 2
- Brian@REalExpertsInc.com

