

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 its 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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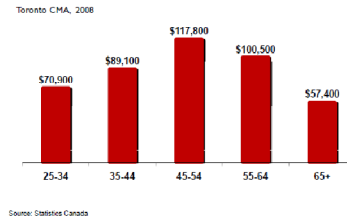
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Move Up Buyers Dominating



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Average Household Income by Age



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Share of GTA Homes Sold above \$700,000



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

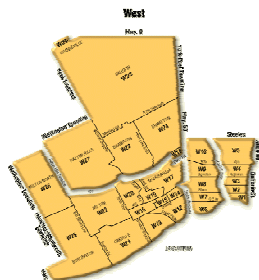


▪ Focus on Finding Value

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West GTA: Hot Neighborhoods

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



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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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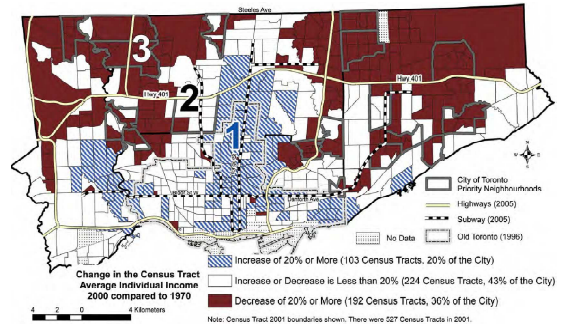
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Transit Will Rule the GTA



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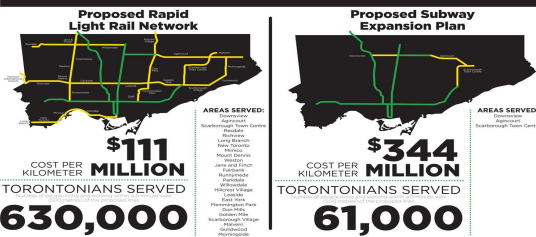
Three Cities Theory



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Transit City vs. Subways

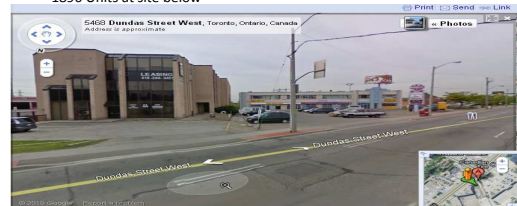
WHICH PLAN HAS THE MOST WINNERS?



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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



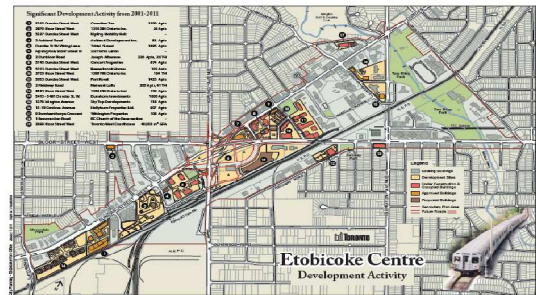
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Canadian Tire Site: 5 Buildings 1590 units



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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

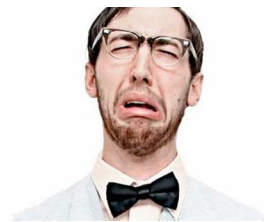


Still able to find properties below \$430,000

- 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



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