

making sense of real estate

**A Guide for Today's
Real Estate Market**









SAM McDADI





The Official Real
Estate Brokerage
of the Toronto
Raptors

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Making Sense of Real Estate

1. Real Estate 2025

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Helping you make your best real estate decisions

For most of us, real estate is our largest asset and a major component of our financial security. Our home provides shelter, comfort and helps build our financial wealth.

Whether you're thinking of buying, selling, or just staying put, it's important to have the latest updates on real estate. As your real estate professional, I will help you make sound, informed decisions by providing you with complete information.

The difference between a good Realtor and an excellent one is "the extra distance" that they go to fully understand your needs, help you set realistic goals, and meet those goals as efficiently and as quickly as possible.

Real estate has its own language just as mortgage institutions and the legal profession have their own highly specialized terminology. My mission is to make this process as comprehensive and as understandable as possible for you.

"Making Sense of Real Estate" presents a wealth of knowledge regarding every step involved in a real estate transaction. Nowhere else are you able to source so much information in one place. It's important to have this kind of intel so that your real estate experience is not only enjoyable but also one in which you feel a sense of security knowing that you are fully prepared and completely informed.

This book is dedicated to the memory of my father, Al McDadi, who passed away on June 7, 2001, and was my greatest mentor and supporter.

A handwritten signature in black ink that reads "Sam McDadi". The signature is written in a cursive, flowing style.

— Sam McDadi



With former U.S. President Bill Clinton in Toronto.

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My wonderful mother.

A company built on a solid foundation

As a result of Team McDadi's unwavering dedication, Sam McDadi Real Estate Inc. experienced a record-breaking year in 2021, when we helped more than 1,257 families with their real estate needs and were involved in more than \$1.4 billion in real estate sales*.

In 2023, we retained our position as the #1 full-service real estate team in the GTA for the 13th year in a row!*** Such milestones don't happen by chance, and they don't occur overnight.

I started Sam McDadi Real Estate Inc. in 2012, after I had accumulated more than 24 years of experience as a real estate professional, and after I had worked hard to completely understand every aspect of the business – from buying to selling, and from dealing with small, inexpensive condos, to sprawling, ornate mansions. After more than two decades in the industry, I developed my own brand and I have extensively fine-tuned my marketing strategies.

Launching Sam McDadi Real Estate Inc. was the logical next step in ensuring I could provide every advantage to my clients. We began with one office in north Mississauga in 2012 and opened a second facility in south Mississauga in 2016. In 2018, we opened our first office in south Oakville. Following this was our office in Milton in 2020. After opening our Hamilton office in 2023, we are going through extensive renovation in both Toronto and Burlington offices, and we're excited to showcase these locations. We are now conveniently located to serve all our clients across the GTA, including those in Mississauga, Oakville, Brampton and Toronto. All locations are fully equipped with board rooms, individual offices, and state-of-the-art technology to ensure everyone receives the best services.



When I first began as an agent, I worked mostly with buyers, and I spent countless hours showing homes to my clients. I enjoyed the business very much - the people, the homes, the pace - and it was easy for me to work hard. I knew I had found my passion and I was driven. Several years later, my workload had increased to such an extent that I could no longer handle all the calls and provide each client with exceptional service. It was time to expand.

My team has grown, developed and diversified since that first hire. But one thing has remained constant - remarkable customer service and satisfaction. I believe in developing long-lasting relationships with my clients, by putting integrity and respect first. In turn, I have forged many close friendships along the way and my clients repeatedly turn to Team McDadi for their real estate needs.

Sam McDadi Real Estate Inc. is a team of very experienced and excellent real estate professionals. Some have been in the industry for 30 years. Many have been on the team for more than two decades. Together, we speak dozens of languages. Just as the GTA is multicultural and diverse, so is Team McDadi.

Beyond our team of agents, we also have a full suite of client care specialists, from reception to full-time administrators, who ensure every client has each of their needs met. As well, Team McDadi has exclusive photographers, videographers, writers, social media

experts, stagers and graphic designers. We also have specific lenders, appraisers, surveyors, lawyers and home inspectors whom we work directly with each day. They are part of our extended team. Team McDadi runs effectively because we are each an integral part of the whole.

There is a concept in economics called "economies of scale." With my team's optimal size, Team McDadi can provide exceptional service to a larger number of clients and friends. One example of this is our marketing initiatives and the strength of the Team McDadi brand. We are able to advertise our listings in many publications, both online and in print, because of our size.

It is our aim to continue to provide the best real estate services possible for many more years to come. Having my own brokerage means that you benefit from the following:



Enjoying a meal with football legend Terrell Owens.

* Based on TRREB stats plus exclusive, builder and non-TRREB sales and leases 2017, both independent and with a team. ** For units/volume sold on the Toronto Regional Real Estate Board for 2011 - 2023 as per TRREB stats. *** Based on TRREB stats plus exclusive, builder and non-TRREB sales and leases, both independent and with a team.

Listing your home with the most productive team in the city

- Sam McDadi Real Estate Inc. is an award-winning/record-breaking brokerage.
- #1 Full Service Real Estate Team in the GTA from 2011 to 2023.**
- Sam McDadi Real Estate Inc. set a Toronto Real Estate Board record in 2021.***
- Honoured with the Mississauga News Reader's Choice Diamond awards in 2020 for Best Agent and Best Brokerage; in 2021 for Best Real Estate Team; and in 2022 and 2023, we also received Diamond awards for Real Estate Agent and Real Estate Office.

The quality of Team McDadi sales representatives

- Team McDadi agents are experienced, full-time sales professionals. Sam alone has 35 years of experience.
- Team McDadi agents participate in weekly training/education sessions to ensure our clients receive the best service.
- We speak dozens of languages and dialects: English, Arabic, Cantonese, Croatian, Dari, Farsi, French, German, Greek, Haryanavi, Hebrew, Hindi, Indonesian, Italian, Korean, Mandarin, Polish, Portuguese, Punjabi, Russian, Spanish, Urdu & Vietnamese.

The Team McDadi experience

- We have 7 locations throughout the GTA to serve our clients better.
- When you hire Team McDadi to sell your home, you are hiring a full team of professionals

including photographers, inspectors, movers, videographers, writers, graphic artists, social media specialists, assistants, stagers, and more!

- We all work with you to bring the highest price for your home in the shortest possible time.
- We have extended office hours: 9 am - 9 pm on weekdays and 9 am - 7 pm on weekends and holidays.

My strategic marketing program

- Our marketing campaign is unrivaled.
- Our marketing campaign includes advertising in more than 30 print and 30 online mediums.
- Advertising your home properly can mean the difference between finding a buyer quickly or having your home sit on the market for an indefinite period of time.
- We have our own graphics department that produces beautiful catalogues, 3D floor plans etc.
- Drone aerial photography.
- Social media - We have a large social media presence on numerous platforms, including Facebook, Instagram and LinkedIn, where we have over 47,000 followers combined.
- We have our own in-house staging department, where, in addition to providing a staging consultation, we also offer furniture and accessories as required.
- Your home on TV: we have campaigns running on CP24.
- Billboard advertising - featuring your home or open house on a billboard.

Team McDadi's 25th anniversary car draw

The year 2014 marked the culmination of 25 years of service in the real estate industry. To celebrate, Team McDadi held a gala at the Mississauga Convention Centre on November 26, 2014, where we gave away two brand-new Acuras. We estimate more than 3,000 friends and past clients attended this momentous anniversary.

Hockey greats Billy Derlago, Gary Leeman, Johnny Bower, Marcel Dionne and Wilf Paiement celebrated with us and signed memorabilia for everyone in attendance. Our newly elected Mississauga Mayor, Bonnie Crombie, and Miss Latin America Canada, Ninela Carolina Sanchez, attended, as did some of this city's greatest musicians. Congratulations to Ansar Bhatti and Jeevaka Pramuk Weerasinghe who each won an Acura ILX, and congratulations to all the other winners. It was a wonderful night to reconnect with so many clients and friends.





Some celebrities at the 2014 car draw are pictured here: Miss Latin America Canada, Ninela Carolina Sanchez, former NHLer Gary Leeman, former NHLer Marcel Dionne, former NHLer Wilf Paiement, former NHL goalie Johnny Bower, former Mississauga Mayor Bonnie Crombie and, former NHLer Bill Derlago.



At our 2014 car draw at the Mississauga Convention Centre.



With the former Mississauga Mayors, late Hazel McCallion (above) and Bonnie Crombie (below).



Testimonials: my clients say it best

Miney
& Michael

Like any newly married couple purchasing a first home, we had so many questions and doubts about every aspect of what seemed to be an overwhelming process. We were fortunate to find Sam McDadi through one of his listings and felt immediately at ease with him. What impressed us most was that Sam took the time to find out not only what we wanted in a home, but also how to make us comfortable with the purchasing process itself.

From the first day of our search, until well after the closing, Sam helped us every step of the way, preparing us legally, financially and mentally. We inundated him with questions and requests, and he was always patient, receptive and accommodating – making us feel like we were a priority. He gave us important insights into the home buying market, analyzed our financial situation, and made us so much more confident of our decision. Sam was extremely knowledgeable, and was an excellent resource even after we found our perfect home. He referred us to a flexible lender, a competent and thorough real estate lawyer, and a home inspector who saved us a considerable amount of money.

Sam exceeded all our expectations of what kind of service a real estate agent should provide. He was so pleasant and affable to work with, that a lot of our trepidation about our ‘big decision’ seemed to disappear. We are so happy in our new home, and would not hesitate to recommend Sam to our friends, family, or anyone who wants to take the anxiety out of home buying.

Mary Lou

Thank you, thank you! Where do I begin when it comes to Sam and his team of experts? One thing is for certain – he has been a Godsend to me! As a single Mom with four small children and working full time, I barely have time to breathe, so when I first considered selling my home, it seemed like such a daunting task – one that was not only mind-boggling but extremely terrifying. I contacted Sam via e-mail and received a response almost immediately. He took it upon himself personally to come out to my home and meet with me in order to get a sense of what I needed as a potential seller. Right from the start, he made me feel at ease and the thought of selling my home no longer seemed so challenging. My home sold in 11 days and I purchased my new home within two weeks of that. Now that’s what I call unbelievable! WOW!

I would definitely recommend Sam McDadi and his real estate team to anyone who is serious about buying, selling or both! You couldn’t be in more capable hands.

**Michael
& Lynsay**

Michael and I met Sam McDadi over a year ago. We interviewed him, along with three other top brokers for the sale of our existing home and purchase of a new home. Right away we felt comfortable that Sam was the best choice to help us through this process. Sam provided us with his expert advice and counsel based on his vast knowledge of the business and marketplace.

He is very trustworthy and was always available whether in person, by phone call or text, providing us his personal time and attention through the entire process. We heard from others that Sam wasn't accessible and his availability was limited. In our experience to the contrary, that couldn't have been further from the truth. Sam was 100% involved as we viewed countless homes over the course of a year, always providing sound advice. Sam's expert advice played a vital part in the listing and marketing of our home with a sale after only 4 days on the market and obtaining 98% of the asking price. We set a record sale price for our Credit Mills home. His team was the best we have ever dealt with. The team, which includes stagers, inspectors, photographers and videographers, were outstanding. Their professionalism as a team was immediately noted.

We would not hesitate to recommend Sam McDadi as a real estate broker to our family and friends. In fact, we have already referred Sam to two of our friends.

**Michael
& Annette**

I bought and sold my first home in Canada with Sam and of course I knew when I would enter the market again I would call Sam. As I reach the conclusion of my recent home purchase and reflect upon the experience, I realize what a smooth and speedy operation it all has been once again. I called Sam approximately eight weeks ago, and suggested I wanted to buy a house. The adventure started in early May and I am closing tomorrow, June 29 and picking up the keys to my new home on June 30. What is there not to like about this service? From beginning to end, Sam has been a wealth of knowledge. On behalf of my wife and I, thank you so much for your dedication to your profession and to your clients.

**Monica
& Sean**

In today's competitive Real Estate Market, it is difficult to find an agent who really cares about your needs. Many agents are looking for the "fast sale" to get a "quick buck." However, Sam McDadi is a first-class agent and person. Sam understands that you are not just looking for a house, but a home to raise your family in. Sam is hard working, caring and helpful and he is there every step of the way with expert advice in finding the right home for you.

So when you are ready to buy or sell, give Sam a call. Sam will help you find the right home and won't rush you into buying something you are not happy with, just to get a sale.

Mark

Having met Sam during my own real estate career, which ended 5 years ago, I knew that Sam conducted his business in a professional and honest manner. It was this that sparked me to have Sam handle my, as well as my brother's, personal real estate purchases. In both transactions, Sam directed us to a banking institution that offered 120 day pre-approvals on mortgages. This proved to be very significant because of the recent increase in interest rates. My brother and I both felt that Sam had spent quality time with us during our pursuit of a new home, and that he negotiated a price that was very fair to us! At no point would I hesitate to refer any of my friends or family to Sam in the future.

Rala

I had my condo on the market for more than three months when I was told about the great job Sam McDadi does and how fast he sells. I decided to call him. I met him and decided to give him the business as I was very impressed with the following:

He came personally to meet me on a weekend although he knew my condo was not a major sale for him. Rarely have I found somebody who cares for his clients and his name more than money (and that automatically built trust). He listened, paid attention and understood exactly what I needed. He was patient with excellent manners, was pleasant to talk to and was a very good listener. He was very professional and organized and showed how he helps his clients in every possible way. He honoured his commitments and he managed to sell my condo in 4 days.

Maybe Sam did not make much money on my condo, but at least 20 of my friends and contacts have heard me talking about the great job he did. Thank you, Sam – I am happy that I decided to deal with you.

Donna
& Bill

Sam and his team were more than perfect. On a scale of 1 to 10, we would rate them an 11! From day one, Sam was there for us, walking us through the process, providing feedback, and keeping us positive that our home would sell in a timely, professional manner. We had no worries at all. Team McDadi was there for us 24/7. We buy and sell homes frequently. From now on, Sam will be the one to handle all of our realty matters. We will definitely tell all our family and friends to call Sam McDadi. It was a worry-free process.

Jacqueline
& Kieron

Just a note to let you know how excited Jackie and I are with our new home. We would like to thank you for all your efforts! The speed in which everything was done made all the difference. Your referral to the mortgage advisor and the lawyer made us feel we were working with a top class team. We were impressed by your genuine interest in us not only before but also after the sale. It is refreshing to deal with someone of your obvious integrity. We would have no hesitation in recommending your services in the future.

Selecting a Real Estate Agent to sell your home is a big decision but we enthusiastically recommend Sam for a professional knowledgeable complete process. We had originally gone with another agency but it seemed they mostly feel their job is done when they sign you up and list you and 90 days later we felt completely let down.

Sam gave end to end seamless service and was always cheerfully responsive to any of our many questions. He is a very intelligent, unpretentious guy who knows the market thoroughly and he spent as much time as we needed in explaining anything we asked about. Home pre inspection, valuation, staging, photos – everything was top class and made easy for us and he always gave us confidence that all would go well. His team are great reflections of him and are obviously experienced at their crafts.

Sam never altered any of his commitments and, in fact, he offered more help all along the way. He got us increased exposure to the right buyers and then did the negotiation as we had asked to fulfill all of our original requests. We are not just completely satisfied but we feel we have a reliable friend in Sam. You can trust him for a knowledgeable informed expert analysis on anything real estate related. Thanks Sam!

We have known Sam for ten years, both as our real estate professional and, more importantly, as a trusted and true friend. Sam has worked on our behalf on three separate real estate transactions and, in each case, has provided outstanding service.

Sam's most admirable quality is his strong desire to ensure that his clients make the best decisions in their real estate transactions. Sam demonstrated great patience in showing us numerous properties in our search for the "perfect home" and never once did he exert pressure on us to hurry our decision.

Sam worked tirelessly on our behalf to locate properties based on our stringent criteria and made himself available to meet our schedules. One of Sam's best habits is his ability and willingness to return phone calls almost immediately, day or night. This proved invaluable in locating and securing the homes we most desired. Sam also demonstrated superior negotiation skills in handling the real estate offers and was able to maximize our investment dollar.

Finally, Sam's business education background and his "support team" of friendly bankers and lawyers ensure that the financial and legal aspects of the transaction are handled professionally and at competitive rates. We would HIGHLY recommend Sam to serve you as your real estate professional. Thanks, Sam, for all your support.

**Grazyna
& Robert**

We're very pleased with the excellent work Mr. McDadi has done in helping us sell our house. Mr. McDadi took the time to explain the selling process and was always full of invaluable advice. We had showings from the very first hour our house was listed and his team kept us well updated and informed throughout the whole process. In the end, much to our amazement, we got twelve offers and our house sold for well above the asking. Thank you so much for the fantastic service. We couldn't have asked for a more organized team than Team McDadi.



**Kamal
& Sheila**

Although selling a house can be a stressful process, we truly had a great experience with Mr. McDadi. Throughout the process, Mr. McDadi continued to be very helpful and reassuring at all times. The process was completed with ease and any questions or difficulties encountered were always resolved in a timely fashion. Mr. McDadi always helped us make the right choices at the right times and was always full of great advice. Sam also helped us find our dream home. We couldn't be happier! Overall, the experience was a fabulous one and we would definitely choose Sam again!

Just a note to again express sincere thanks and appreciation for the excellent service, advice and support provided to Wendy and I through the sale of our home. From the moment we met you, we had a sense of calm and assurance that this would be a top class, seamless and drama-free experience. I assure you, it was. In fact, you and the team surpassed my expectations.

In an age where so many sales and service professionals engender skepticism and doubt, you have reinforced what excellence in execution could and should look like. I really appreciate the time and attention to detail and I assure you, you will be hearing from me again soon. Warm regards and deepest thanks.

Simply put, there is no other agent we would consider to handle our real estate matters. Sam made the process remarkably easy, uncomplicated and always provided us with unbiased guidance.

We interviewed several real estate agents to sell our home - we were moving out of province on a short timeline and really needed someone we could trust to handle the sale. It was evident to us right away that Sam was in a class of his own.

It is entirely refreshing in this day and age to work with someone like Sam who is a unique blend of consummate professional and just great overall "nice guy."

Sam has an impressive grasp of his field, (backed by an MBA), a highly organized team and a business model that fully supports his clients (from 24-hour service, to home staging if needed, to pre-home inspections for sellers – so any issues could be addressed up front). To top it off he is truly a lovely person to work with. He is sharp as a tack, energetic, accessible, and has a surprisingly caring disposition. (As a matter of fact, during the process of selling our home I had a serious back injury and Sam arranged at his own initiative and expense, an in-home therapy session for me. He always asked how I was doing even before we would talk business). The gesture hints at the quality of person you would get in working with Sam coupled of course with his obvious skill in the real estate arena. His team of agents and staff are first class all the way - following Sam's lead. Client care and satisfaction is a demonstrated top priority.

It is without reservation that we recommend Sam and his team. If you want the best, the choice is obvious. Sam, wish we could have taken you with us to Vancouver to find our new home...you will be a hard act to follow. We wish you and your team continued success!



Hosting a client open house event.

I met Sam about three years ago through a mutual friend. When my wife and I decided we wanted to buy a home, we contacted Sam to see what he could do for us. His results exceeded our every expectation. First of all, my schedule can be very difficult at times as I am a professional hockey player. I'm away a lot and I'm only in town for short periods of time. Sam was extremely accommodating; he always worked within my limited schedule. Sometimes, we were looking at upwards of 14 houses a day. He lined up all the visits. He knew what we were looking for and he was great at finding exactly the style of home we were interested in. He didn't waste our time.

One of the best aspects of dealing with Sam is he always gave us his honest opinion about every home we viewed. I have dealt with real estate agents before and sometimes they can be pushy toward a particular sale. Sam wasn't pushy at all. He just gave his honest opinion. He pointed out the pros and cons of each home. He was very knowledgeable about the area. We felt at ease knowing Sam was helping us make such an important financial decision. It was a great feeling dealing with Sam. We felt like he truly cared that we bought the home we wanted. He was happy, only if we were happy. If we were ever to move somewhere else, definitely I would use Sam. We had a great experience with Sam and we really appreciate everything he did for us.

Peter Federson

Dear Sam, I do not make it a habit to comment on a specific business transaction I had been involved in. As a matter of fact, I have never done it. I have even refused to comment on anything I had been asked to comment on, such as hotels and traveling etc. I had been the General Manager of a large multinational firm, and I can see good performance and if a company performs well as a motivated team. Therefore, I think there is an exception in this case and I feel it is appropriate to comment on your company and how it performed in selling my property. You sent an engineer to see if my property will meet the scrutiny of a purchaser's home inspection. I was sure there would be no issue; however there were a few which were corrected, so there were no issues once the home was sold. You sent a staging manager. She was extremely helpful to identify, how through a few changes, the home could even look more attractive. (I had no idea, and a few home owners do, about the value of staging). A photographer showed up, spent a few hours at my house, and a 20 page catalogue was prepared. This made everything very appealing. Last but not least your assistant Sheila Marie Nicoletti was exceptional. She kept me abreast of potential client reactions, and made me feel I was part of the process, even though I was 6,000 Km away. Anyway Sam, give my regards to your team.

Marcia
& Kenro

We would like to thank you for the excellent work you've done as our Real Estate Agent in helping us sell our house. We were about to change our minds after two other real estate agents advised us that we would never get the price we wanted for our house, due to their own personal evaluation. We came upon your name and decided to give it one more try. It worked! It takes special dedicated people like you, who put their own opinions aside and take time to listen and care about the customer's wellbeing. Not only did you sell our house in 32 days, but you also got 97% of the asking price. You've gone from a complete stranger to being one who has earned our highest respect as a very honest professional and will always be a true friend.

Wilf Paiement, Former
Toronto Maple Leaf Player

Being a long-standing resident of Mississauga for over 2 decades, when I have any real estate needs I turn to Sam. I have known Sam for over 20 years and he has always acted with honesty and integrity. He knows the Mississauga market exceptionally well. In all my dealings, which have spanned decades, Sam has always provided me with great insight and advice. He has never steered me wrong. I have and will continue to refer my friends and family to Sam.

Colleague acknowledgment

It gives me great pleasure to author this letter of recommendation on behalf of Mr. Sam McDadi.

I have worked with Sam for several years, and have been impressed with the fact that he has consistently maintained the highest level of client service and ethical standards while being at the same time a top producing real estate representative. As the founder of the law firm that processes the most resale real estate transactions in the Greater Toronto Area, I have found over the years that the best recipe for great success in the real estate industry is hard work, dedication, honesty, loyalty and serving the client beyond the client's expectations. Sam has mastered these skills at the highest level.

For this reason, I have recommended many of my own clients to Mr. McDadi, and I have no hesitation in recommending him to you.

Sincerely,

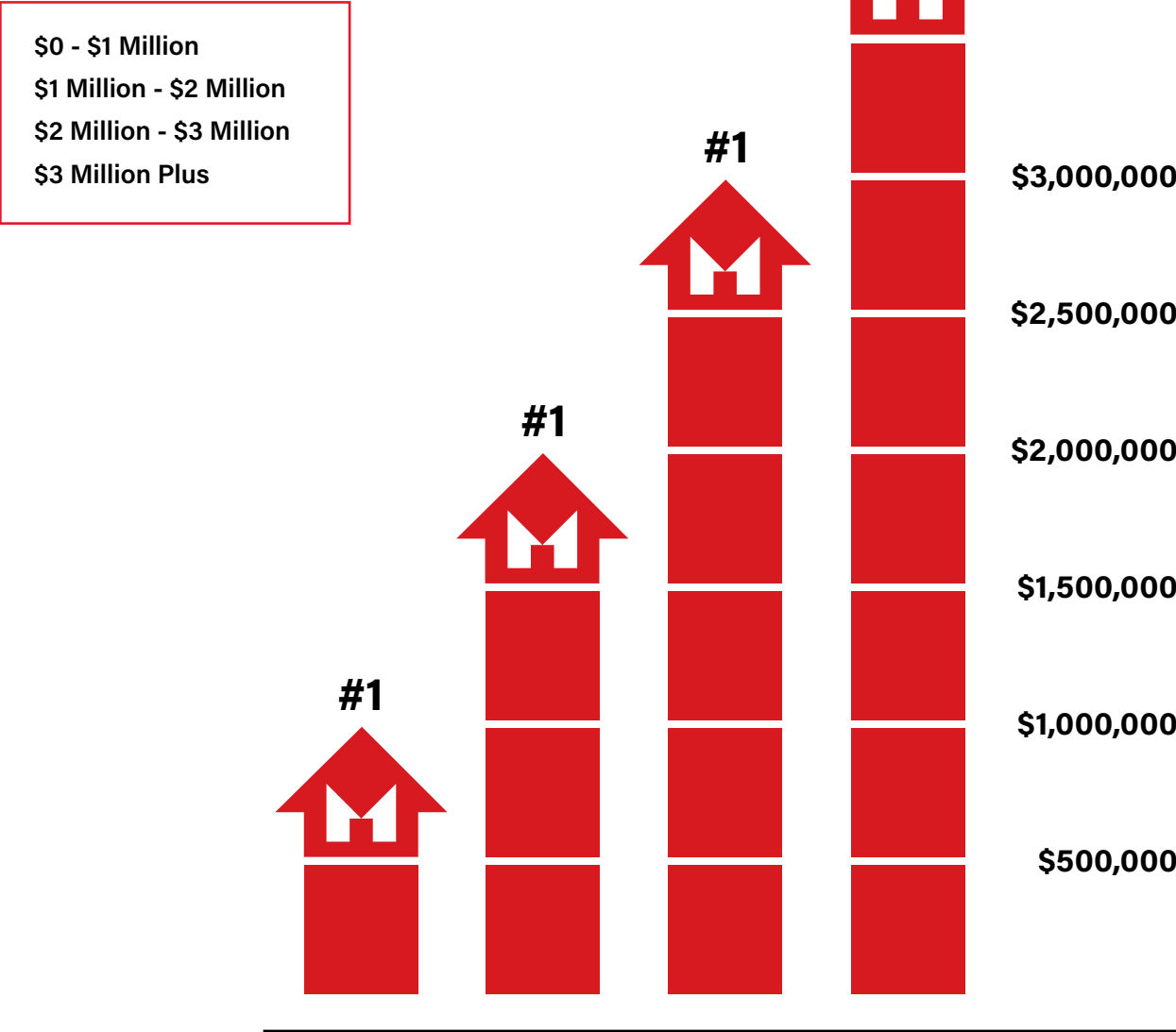
**J. Douglas Barnett, B.A., LL.B.
Barrister & Solicitor**



Here I am with my friend J.D. Barnett.

Why choose Team McDadi

No home is too big or too small for Team McDadi. Once again, in 2023, we ranked #1 Real Estate Team in Mississauga for sales in every price category:



TRREB statistics 2023, sold units.



Credentials

- Team McDadi is the all-time TRREB record holder.*
- For 13 years straight, #1 full-service real estate team in the GTA, 2011-2023.*
- We are proud to have helped over 16,400 families and friends with their real estate needs, and sold more than \$10.5 billion in real estate since 2011.**
- In 2022, Team McDadi sold three times more homes than any other Realtor in Mississauga.****
- In 2023, the brokerage completed 768 transactions with a total volume of \$584,114,976.00. In 2022, our 809 deals resulted in a sales volume of \$693,248,365. In 2021, we sold over \$1.4B. In 2020, we sold over \$1B in real estate with 1,000 transactions. In 2019, we sold \$660,986,554 in real estate with over 968 transactions. In 2018, we sold \$583,058,431 in real estate with 772 transactions. In 2016, Team McDadi sold over \$800 million of real estate and helped over 980 families with their real estate needs.***
- Our team has consistently been ranked the #1 real estate team in Mississauga for sales in every price category, including: \$0 - \$1 million; \$1 million plus; \$2 million plus; \$3 million plus.****
- 2023 Mississauga News Reader's Choice Awards: Diamond Winner for Best Real Estate Agent and Best Real Estate Office.
- 2022 Reader's Choice Awards: Diamond Winner - Real Estate Agent and Real Estate Office, Platinum Winner - Real Estate Broker, Gold Winner - Real Estate Brokerage.
- 2021 Reader's Choice Award winner for Best Real Estate Team.
- 2020 Reader's Choice Award winner for Best Agent and Best Brokerage.
- Team McDadi was the 2019 Top Choice Real Estate Agent in Mississauga.
- Together, Team McDadi brings an abundance of invaluable real estate experience.
- Certified Luxury Home Marketing Specialist.
- Member of The Institute for Luxury Home Marketing Million Dollar Guild.
- #1 RE/MAX team in Mississauga for the 14 years I was with RE/MAX. Also Top 5 RE/MAX teams in Canada for more than a decade, Top 10 RE/MAX teams worldwide for more than five years, plus RE/MAX Platinum Club, RE/MAX Chairman's Club, RE/MAX Hall of Fame, RE/MAX Diamond Club, RE/MAX Lifetime Achievement Award and RE/MAX Circle of Legends.

*Based on dollar volume closed transactions 2011-2023. **Total career sales with a team of 60+ agents, TRREB stats 1988-2023. ***Based on TRREB stats, both independent & with a team of 60+ agents. ****Mississauga stats 2022, sold units. E. & O.E. Sales representatives: Sam McDadi, Abraham Azraq, Agata Drozdowska, Ahmad Izzi, Ahmad Shehab-Eldin, Amanda Bayley-Hay, Andrew Lambert, Andy Tapia, Beena Grewal, Ben Sadeg, Bill McFarland, Bruno Gomes, Carol Silverstone, Catherine Leah Gualtieri, Ciro Napolitano, Craig Leslie Yaffe, Dee Soota, Divina Villanueva, Dolores Hansen, Evelyn Borys, Francis Zuccarelli, Gabriela Gonzales, Harry Nanda, Isaiah Bayley-Hay, Issa Elkarout, Jacky Qian, Jeevan Jammu, Joe Chhabra, John Athanasiou, JT Bhabra, Julie Jones, Leonard Howell, Lorne Hogan, Marcello Marchese, Maria Evans, Mariana Gusić, Mark Powell, Marko Gusić, Marwa Nadr, Maryam Kermani, Marzena Cicieliag, Mena Hasany, Mike Azraq, Mona Azraq, Mukhtar Hadi, Natasha Kalra, Niki Sadiq-Singh, Norman Wilkie, Obie Khwaja, Phil Fijalkowski, Sean Johnny, Shannon Bowen, Sheila Nicoletti, Sofia Kostirko, Steve Kalicharan, Tanveer Bhullar, Tom Gusić, Tracy Nguyen, Tuhin Kumar, Veronica Marie Medeiros, Victoria Aleksieva, Zaheer Shaw, Zareer Divecha.



From my second car draw in 2006, here I am with hockey greats Gary Leeman, Bill Derlago, Wilf Paiement, and Marcel Dionne (far right) and Jim Caruk, television star of "Real Renos"(second from right).

Do not go where
the path may lead,
go instead where
there is no path
and leave a trail.

— Ralph Waldo Emerson

Hard work & strong values: the keys to my success

My success as a real estate professional has come from years of hard work. I am a passionate person who enjoys setting goals and achieving them. This is true in all aspects of my life, not just in my professional life.

As a young person, I decided I wanted to be a tennis champion. I pursued this goal, competing at a national level and ultimately earning a tennis scholarship to an American university. During university, I excelled academically, earning top marks and consistently making the dean's list in both my undergraduate studies. Building on this foundation, I furthered my education by completing my MBA.

The same has occurred with real estate. I didn't just wake up one day and find myself leading an award-winning real estate team. As Albert Einstein said: Genius is one per cent inspiration and ninety-nine per cent perspiration. Hard work and passion have contributed to my success.

The early years in real estate were challenging. I obtained my license in the late 1980s. Then the market stumbled in the early 1990s. I was hit with a streak of bad luck. I remember showing one client more than 100 homes before she decided to move to the United States and opted not to move forward with the purchase. It seemed like too many of my deals were falling through, yet not for lack of effort. I persevered through those lean years.

I was working 14 hours a day, seven days a week. Finally, after about five years, things started to come together. My referral business picked up. This wasn't just because I was working steadily, but I also had remained true to myself and my values. I treat everyone with respect and honesty. I come with the intention of doing what's best for my clients. I try to treat everyone as if they are my only client. I like being around people and helping people, and it shows.

In time, my business took off. I couldn't physically keep up with the demand. I brought some additional staff on board and my team approach to real estate began and soon flourished. I surrounded myself with first-rate people and excellent real estate agents. I owe

my success as a Realtor to my hard work and my values, coupled with passion and perseverance for what I do.

I was raised in Mississauga, and apart from spending six and a half years in the United States to study at Nicholls State University, and then the University of South Carolina, I have always made this wonderful city my home.

I am proud to have opened my own real estate brokerage in my home city. Sam McDadi Real Estate Inc. is committed to providing our clients, our family and our friends with unparalleled service. We have a professional team that is second to none — graphic artists, stagers, photographers, writers, and administrators. We also have specialists working behind the scenes, including those who provide legal and financial support to our clients. I understand that hiring the best people for my behind-the-scenes work is necessary for Team McDadi's success. I am willing to put everything I have into real estate. I aim to go beyond what is expected, for each and every client and friend. As a direct result of my efforts, Team McDadi continues to be one of the top ranking real estate teams in the country.

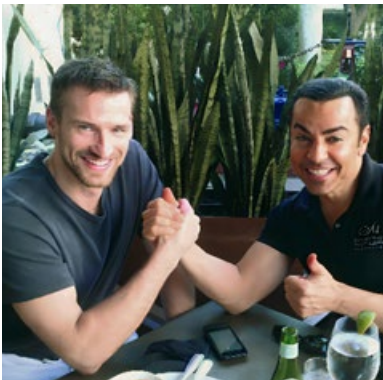
We have been involved in more than \$10.5 billion in real estate sales, and helped more than 16,400 families*. For thirteen years in a row — from 2011 until 2023 — we have been the #1 full service real estate team on the Toronto Regional Real Estate Board (for dollar volume*). And for the entire time we were with RE/MAX, we were the #1 team in Mississauga.

I don't provide these statistics to be boastful. But I find that in this business, people want to know what I, as their real estate agent, can do for them. And the best indication of that is what I have done for so many other families. The majority of our clients are referrals and repeat customers. We build relationships with our clients — and they become friends, and tell their friends. I have been lucky in life to have found my passion. I am very thankful for each opportunity I am given to help a family in the Greater Toronto Area buy or sell their home.

*Career sales, based on TRREB stats in Mississauga, both independent and with a team of 1988-2023.



A few of my books and previous editions of Making Sense of Real Estate.



With former NHL player Brad Boyes, enjoying some free time together in Florida.



With NFL legend Joe Theismann.



With boxing legend Iron Mike Tyson.

The Real Estate Mastermind Group

Like the 1927 New York Yankees, this GTA-based real estate mastermind group is stocked with heavy hitters and brings together an all-star, hand-picked collection of the GTA's top-producing Realtors. With monthly meetings and the ability to draw on an endless well of resources, this elite group learns from one another, ultimately fashioning the lessons into exemplary service for their clients.

The all-star team includes Cliff Rego, Neil Bayley-Hay, Paul Zammitt, Drew Wolcott, Lisa Fayle and Jason Pilon. Real estate firms and regions vary, though providing excellence of service does not.

Each member of the group has his or her specific strength, from marketing strategy and website utilization to efficient internal management and superior customer care. Guest speakers are regularly invited to shed light on new and emerging areas, ensuring that no facet of the real estate industry goes unexplored. Hiring one of these professionals not only means clients are working with a top agent, but it also means clients benefit from the combined strengths of this real estate group. Additionally, the team's boundless resources stretch clear across the country, with contacts in every market.

"We talk about trendsetting ideas, cutting-edge technology, and what we need to do to set ourselves apart from the competition in a very large way," explains the group.



My mastermind group and I met regularly to share best practices with each other.

"With so many years of combined experience and hundreds of millions of annual volume in homes sold, our team is definitely a brand apart." By constantly educating one another, our members stay well ahead of the curve. We pioneer progressive solutions and groundbreaking tactics that give our clients an enormous advantage.

This real estate mastermind group aims to create what they call "the ultimate real estate agent." In the end though, it is the client who reaps the rewards with their home selling quickly, more efficiently and for more money.

Whether looking to buy or sell locally, or to leave the province altogether, the real estate mastermind group furnishes clients with the best tools and the most up-to-date strategies imaginable.

An experienced Certified Luxury Home Salesperson

I am very proud and grateful to have emerged as one of the premier luxury home specialists in the Greater Toronto Area (including Mississauga, Oakville, Burlington and Toronto). I have worked hard and steady throughout my 30+ years as a real estate professional to ensure I fully understand every aspect of the real estate market — and the luxury market is no different.

I am one of a select few real estate professionals across the GTA who is a Certified Luxury Home Marketing Specialist. I completed extensive training to be awarded this sought-after international designation; and I continue to be recertified. This designation ensures that I fully understand the secrets to listing and pricing luxury properties, namely those in the top 10% of the market. It means I have the knowledge, experience and complete competence to help anyone buy or sell a luxury home.

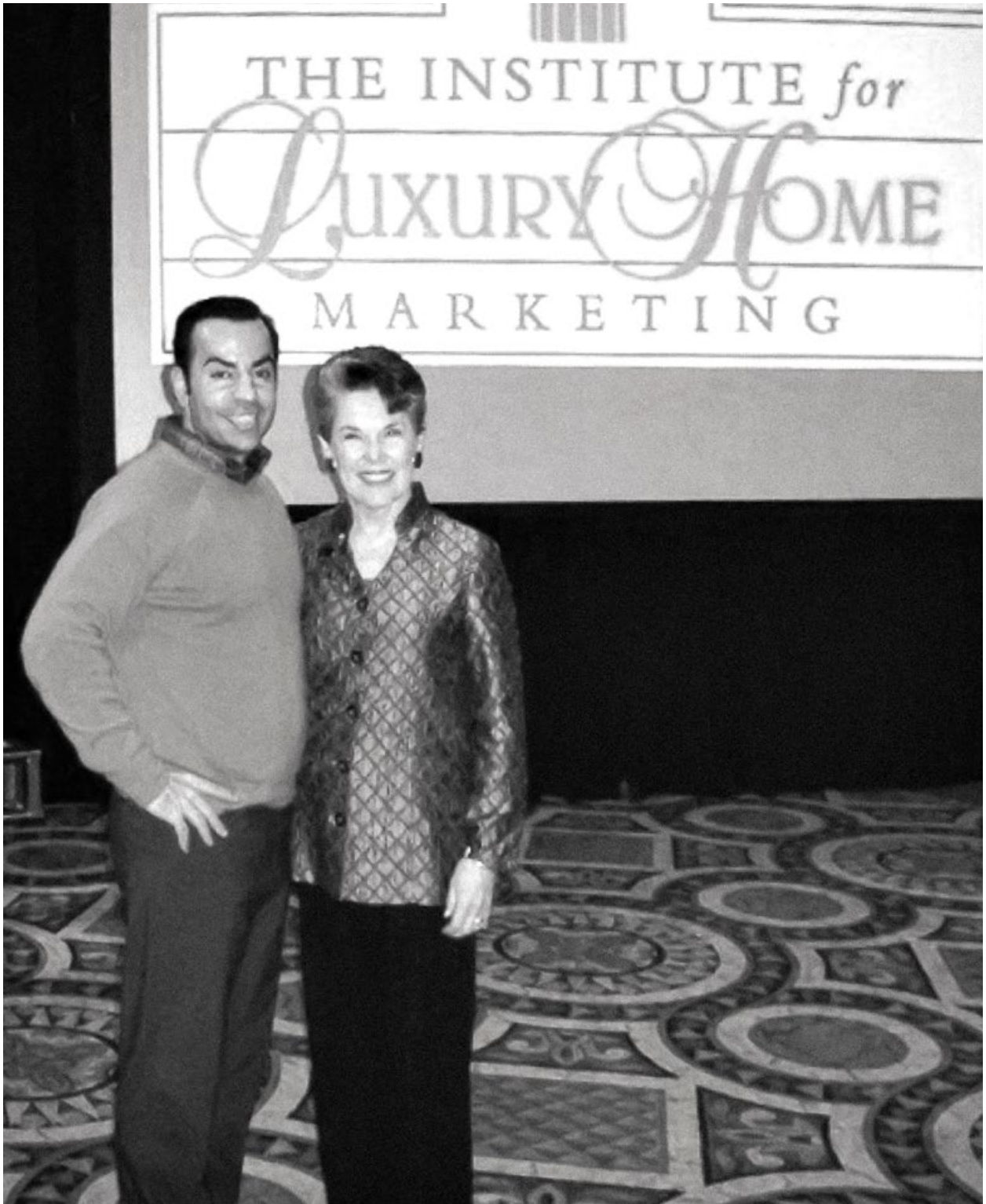
My clients include professional athletes, CEO's of multinational companies and successful entrepreneurs. My database in the luxury market has grown consistently over the years, enabling me to better match buyers and sellers in this segment of the market.



#1 REAL ESTATE PROFESSIONAL IN THE GREATER TORONTO AREA FOR HOMES SOLD OVER ONE MILLION DOLLARS (2023)*

I understand that marketing luxury homes and luxury properties requires specific services and expertise. I know how to properly promote luxury properties. My commitment to my clients and work ethic are unparalleled. My unique and innovative approach to the real estate business suits luxury real estate properties very well. I am committed to providing the highest possible standard of service to each and every one of my clients.

*2023 TRREB statistic, total units sold over \$1,000,000 in the GTA.



Here, I am pictured with Laurie Moore-Moore, president and founder of the Institute for Luxury Homes.

Our office facilities

Mississauga

5805 Whittle Rd #110
1034 Clarkson Rd N.

Milton

1264 Main St E.

Oakville

78 Lakeshore Rd W.

Toronto

3311 Yonge St.

Burlington

3 - 4130 Fairview St.

Hamilton

110 - 442 Millen Rd.

Sam McDadi Real Estate Inc. has 7 state-of-the-art office locations across the GTA. Our first office at 5805 Whittle Road, Unit #110 opened in 2012 in north Mississauga, and our second Mississauga location is to the south, located at 1034 Clarkson Road North, which opened in 2016.

We also have offices in Downtown Oakville at 78 Lakeshore Road W, in Milton at 1264 Main St E, in Toronto located at 3311 Yonge St., and we are happy to announce the opening of our 6th and 7th offices in Burlington and in Hamilton.

To further enrich our clients' dealings, we have, amongst other things, medium and large boardrooms that are outfitted with the latest audio/media equipment. Careful thought has gone into every detail of all of these facilities, to ensure all our friends and clients are left with positive and comfortable experiences.





Above: Our second location in the south end of Mississauga, at 1034 Clarkson Road North.

Below: At the Team McDadi staging warehouse, which is full of furniture and accessories that are ready to out-fit our sellers' homes.



I am honoured to be nominated for 'professional service excellence' at the Stars of Mississauga South 2017 event. Here I am with the honourable Charles Sousa, former Ontario's Minister of Finance, receiving the award.

Giving back

Around the world, there are wonderful examples of people who are incredible philanthropists. Whether they are rock stars or movie stars, stay-at-home moms or business moguls, generosity — in time and money — can be found almost everywhere. I am inspired by the kind acts of others and, in turn, my team members and I try to do our share of “giving back.” We are proud to be in a position to be able to provide support to some very worthwhile causes. I honestly believe that business and personal success necessitates “giving back” to this amazing community that has supported me! Thank you Mississauga.

Over the years, Team McDadi has supported national organizations, such as the Canadian Cancer Society, as well as more local charities, such as Sick Kids and the Princess Margaret Hospital Foundation. We have also donated to a long list of neighbourhood groups including non-profit schools, local sporting groups and programs, community events and local organizations. In 2018, Team McDadi donated \$250,000 to Trillium Health Partners. In 2021, we increased our donation to our community’s hospital to \$1,000,000.

Some other organizations we have supported include: Batter Up Baseball School, Canadian Diabetes Association, Clarkson Christmas in the Village, Clarkson Halloween in the Village, Erindale Little League Tennis Canada, Family Jingle and Mingle, Heartland Dragons Minor Hockey Association, Hoops for Her, Mississauga Girls Hockey League, Mississauga Santa Claus Parade, Port Credit Buskerfest, Port Credit Skating Club, Rouge Valley Health System, Schizophrenia Society of Ontario, Tennis Canada, The Art of Giving, The Compass Food Bank, The Mississauga Food Bank, The Mississauga Tigers, and the list goes on.



I attended a Helping Hands Jamaica foundation event, a worthy cause helping to building schools in Jamaica. Pictured here with Olympic gold medallist Donovan Bailey.



With Pinball Clemons at Mentor College, inspiring young people and encouraging success.



Pictured at Trillium Health Partners “President’s Circle Gala” with team mates Zaheer, Veronica, Cindy and Shannon.



**YOU CHOOSE
TEAM McDADI.
YOU HELP.**



Team McDADI is proud to donate a portion of each sale to the **TRILLIUM HEALTH PARTNERS FOUNDATION.**

Clinical & Administrative Building, 5th Floor
100 Queensway West
Mississauga, ON L5B 1B8
www.trilliumgiving.ca

ICONIC SAM MCDADI REAL ESTATE TEAM PARTNERS WITH TRILLIUM HEALTH PARTNERS

The McDadi name is iconic across the greater Toronto area, particularly in Mississauga, where Sam McDadi has always called home and has established one of the most prestigious real estate brokerage firms in the GTA—ranked first by the Toronto Real Estate Board for the past seven consecutive years.

"I've worked hard and I've been blessed," says McDadi with his characteristic modesty and broad smile. "Now I want to give back to my community even more."

"My team is dedicated to serving the communities of the GTA so that families find the best possible housing available," he says. "We're also proud to support exceptional health care at Trillium Health Partners because quality shelter and good health are essential to a life of promise," he continues.

This week, the Sam McDadi Real Estate team pledged \$250,000 in support of patient care at Trillium Health Partners.

"I've always endeavoured to find the perfect home for my clients, and Trillium Health Partners is committed to providing the highest quality care across their three sites—this is an excellent partnership."

Life lessons on the tennis court

McDadi grew up in Mississauga, where in his younger days he was passionate about tennis. McDadi would later be awarded a tennis scholarship at a prominent American college.

"I was a competitive collegiate player and thoroughly enjoyed my university experience," recalls McDadi, who completed a Bachelor of Science degree and an MBA. He still regularly enjoys the game, time permitting for the busy entrepreneur.

"I learned a lot about hard work, discipline, and commitment on the tennis court," he remarks. "It also taught me valuable life lessons about how one person can always make a difference and be a meaningful part of the community."

Serving families across the GTA

McDadi has always made it his goal to give back to the communities he serves.

"Having worked hard for the families of the GTA for approximately thirty years," says McDadi, "I felt that my team and I should increase our support for health care in the community. It's very rewarding for me and my entire team to support the excellent work that Trillium Health Partners does every day."

>> Our community has always made our hospital strong. Please support exceptional patient care closer to home today.

Proudly Supporting: Credit Valley Hospital • Mississauga Hospital • Queensway Health Centre



At one of our VIP home auction events.

To own or to rent

A home has been called many things: home-sweet-home, a place to hang one's hat, or even one's castle. A home may be any of these things, but for every owner, a home is a decision. Buying a home is, in fact, one of the largest and most significant decisions most of us make in a lifetime.

This chapter is intended to compare the decision of purchasing a home with other decisions you could make.

If you are thinking about buying a home for the first time, then there are two choices you should compare - renting versus buying. Firstly, you need to ask yourself whether you should continue renting and what are the risks involved. Secondly, you need to ask if you should invest your hard-earned cash and savings in buying a home. Only you can make that decision. It's a good idea to get advice from people you respect. In the final analysis, however, it's your choice and you must do what you believe is right for you.

In this chapter, we're going to look at:

1. Simple comparison between purchase and rental
2. Leverage
3. Long-term commitment
4. Forced savings plan
5. Equity
6. Appreciation
7. The no tax, capital gain investment
8. Recent changes in Ontario regarding the real estate market

Simple comparison: purchase versus rental

Cash flow is one money management term that we all understand. Cash flow is the most practical way to compare owning a home with renting a home or an apartment.

We are going to look at a very simple comparison between buying and renting. How much cash does it take to buy a home and what does the money buy? How much cash does it take to pay rent and what do rent payments buy?

Example 1:

The purchase of a home “fixes payments” at a certain level. In most cases, other than through tax increases, the monthly payment will not change over the term of the mortgage.

In this example, we buy a house for \$800,000. We put \$80,000 down and arrange a 5% mortgage with a 5-year fixed term and a 25-year amortization period. Our biweekly accelerated payment, including principal and interest, is \$2,094. We will make 559 biweekly payments, resulting in a 22-year payoff of the mortgage instead of 25 years if we opted for monthly payments. We assume average annual taxes of \$5,000 (in this illustration, we did not factor in default insurance premiums).

	CASH	EXPENSE
Down payment	\$80,000	
Principal	\$720,000	
Interest	\$446,740	\$446,740
25 tax bills of \$5,000	\$125,000	\$125,000
TOTAL CASH OUTLAY	\$1,371,740	\$571,740

Note: The above amounts have been rounded.

For illustrative purposes, several examples appear throughout this chapter which indicate mortgage payments and mortgage balances at various stages under certain conditions. These figures are approximate. The numbers have been rounded to make them easier to read and understand. For exact calculations, visit your mortgage specialist.

Example 2:

Renting a house or an apartment has no long-term contract associated with it and rents normally will increase as the landlord seeks to maintain an adequate return on their investment.

Example B shows the cash flow of renting a house or an apartment over the same 25-year period. We have assumed an average annual rent increase of 4 per cent. If a home is built prior to November 15, 2018, the maximum allowable rental increase rates are set by the Ontario Landlord and Tenant Board.

In this example, we rent a small townhouse. Our monthly rental is \$3,200 with an average annual rent increase of 4 per cent.

	CASH	EXPENSE
Year 1 12 rent payments	\$38,400	\$38,400
Year 2 12 rent payments	\$39,936	\$39,936
Year 3 12 rent payments	\$41,533	\$41,533
...
Year 25 12 rent payments	\$98,445	\$98,445
TOTAL CASH OUTLAY	\$1,599,394	\$1,599,394

Note: The above amounts have been rounded.



With John Vandyk and the late Iggy Kaneff at the Vandyk annual golf tournament held at the Mississauga Golf and Country Club.



With Kristina, Didi, and Anna Maria Kaneff at the Ignat Kaneff 50th annual Golf tournament.

Cash flow

In terms of cash flow, over the long term, the cost to buy your own home, based on even today's rates, is actually cheaper than renting a home.

As you will see in the following sections, there are other important financial factors in the purchase of your own home. **The cash flow examples on pages 41-42 do not include equity or appreciation considerations.**

Based upon the previous illustration, the cash flow required to buy is less than the cost to rent. A very important question is "What happens to all of your cash?"

In the case of renting, all the money you spend must be considered as an expense. The entire 1,599,394 is gone, just like buying groceries, with nothing to show at the end.

In the case of purchasing, a large percentage of the money you spend is buying you equity. Of the \$1,371,740 expended over the 25-year period, \$800,000 is a capital investment. This investment is in your own property. The remaining \$571,740 spent on interest and taxes is an expense.

Leverage

Leverage occurs when you make a small investment and gain control of a much larger asset. When you put 10 per cent down on a home, you have made a leveraged investment. With a 10 per cent down payment, your \$80,000 can give you control of a \$800,000 home.

What makes this investment so interesting is that a \$800,000 home will usually appreciate in value (in fact, properties in the GTA have historically doubled every 10 years). The value of the asset is \$800,000, but your real investment is only the 10 per cent, \$80,000. Your initial risk is the \$800,000 down payment. The value of your investment is \$800,000. .

Long-term commitment

One of the most significant purchases that most of us will ever make is our home. Even if you sell one home and move to another, the vast majority will have to arrange for another mortgage, or port your existing mortgage.

Anything of real value in life takes time, in most cases many years. Careers do not blossom in a single year. Raises do not come in a day or two. Children do not become mature adults in a year or two. Your home is no different. In the long run, it may be worth a great deal of money and you will be sole owner, but it will not happen overnight. You need to ask yourself the question: "If we do not get started on our purchase of a home, where will we be in 25 years?"

The alternative to purchasing a home is to continue to pay rent and, at the same time, discipline yourself to save and invest in stocks, bonds, mutual funds or a savings account. Most of us do not have the self-discipline to maintain a consistent savings program over a long time span. There are just so many unexpected items that demand our immediate funds or "have-to-have" items that beg for the money that should be going in our savings account.

Real estate offers one of the best long term strategies for wealth management.

Forced savings plan

Some employers offer the perfect savings plan. They will deduct money from your paycheck and invest it in company stock. It's the perfect savings plan: we never see the money, so of course we can't spend it.

In some ways, a home is a forced savings plan. Once you commit yourself to a mortgage, there is no easy way out. You can't miss even one mortgage payment, not even to buy that new stereo system that you just have to own, or even to take that winter vacation that you can't do without.

Even when those unexpected costs crop up, you have no choice - the mortgage payment must be made!

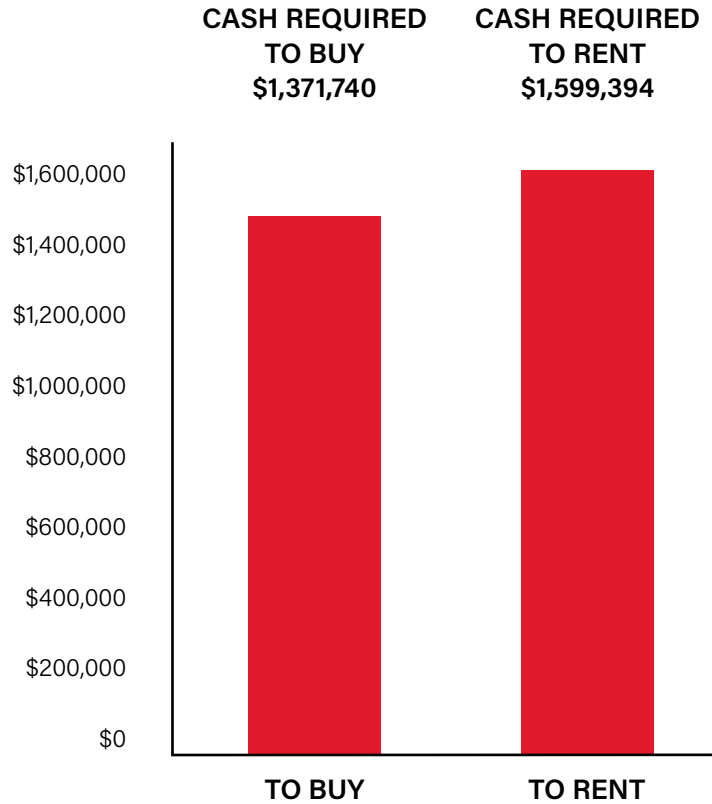
It may be tough at times, but there are at least three advantages to your mortgage payments:

1. It is a regular, enforced, no choice plan.
2. Every deposit (mortgage payment), buys you a slightly larger piece of an asset that is probably appreciating in value.
3. You cannot touch this "savings account." There is no way to make a quick, easy withdrawal.

If you have the discipline to make regular deposits to a savings account or to some other investment program, then maybe you don't need the demands of a regular mortgage payment. For most of us, regular mortgage payments are the only guarantee that we will have some substantial savings down the road.

Equity

Equity is the portion of an asset, such as a home, that you own. When you made that \$80,000 down payment, you bought a 10 per cent equity in your new home valued at \$800,000. Every mortgage payment you make buys you a little more equity. Your equity grows at a snail's pace through the first few years of your mortgage payments. Most of that monthly payment goes to pay interest. Remember that you borrowed a great deal of money to buy the home and your interest component is very high through the initial years of your mortgage.



YOUR EQUITY	BUYING	RENTING
In 1 year	\$99,400	\$0
In 5 years	\$187,304	\$0
In 10 years	\$324,569	\$0
In 15 years	\$500,161	\$0
In 20 years	\$724,783	\$0
In 25 years	\$800,000	\$0

Note: The above amounts have been rounded, using accelerated bi-weekly payments and 5% interest rate.

Principal payments are like rolling a snowball down a hill. At first the snowball seems very small, too small to be significant, and it moves very slowly. As that snowball keeps moving, it gets bigger and bigger until eventually it is a significant force. The same logic applies to your principal payments. Initially they seem so small and insignificant, but eventually most of your monthly mortgage payment will go toward principal and buy you an ever bigger piece of your main asset, your home.

As you will note in the following schedule, the largest portion of the initial payments goes toward interest costs. As you get into year 8, the proportion begins to change and you are buying more equity with every payment; more than 50 per cent of every payment is going directly to principal and you are heading down the “home” stretch.

YEAR	PAYMENT NUMBER	BIWEEKLY PAYMENT	APPLIED TO INTEREST	APPLIED TO PRINCIPAL
1	26	\$2,094	\$1,334	\$760
5	130	\$2,094	\$1,168	\$926
10	260	\$2,094	\$908	\$1,186
15	390	\$2,094	\$576	\$1,518
20	520	\$2,094	\$151	\$1,943
22	559	\$2,094	\$4	\$909

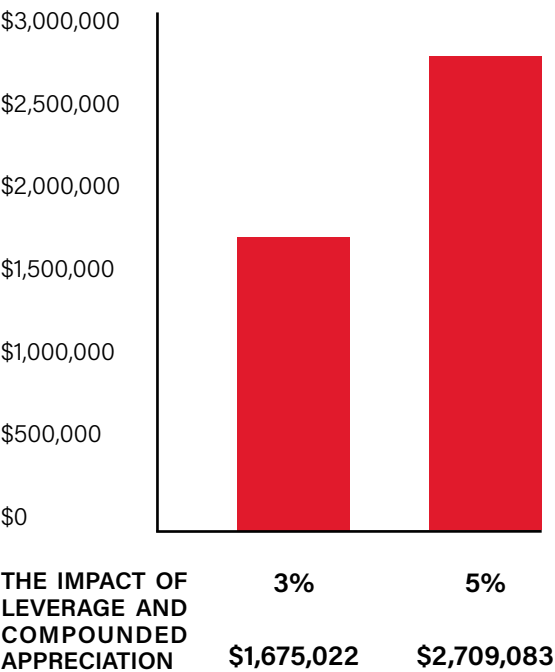
Note: The above amounts have been rounded.

Appreciation

There are two critical considerations in any investment. The first is risk. If we put our money in this investment, will we lose it? The second consideration is appreciation. If we put our money in this investment, will we make a profit? Will our investment appreciate in value?

Under normal conditions, buying a home entails very little risk, particularly if it is purchased to be lived in and if it is purchased after careful consideration of all relevant factors.

THE EFFECT OF APPRECIATION IN VALUE OVER 25 YEARS ON A HOME PURCHASED TODAY FOR \$800,000



Leverage and compound appreciation

As discussed earlier in this section, leverage consists of using a small investment to control a much larger asset. The example of a \$80,000 down payment illustrated a 10 per cent investment that gave you control of a much larger investment, a \$800,000 home.

When you combine leverage with compound appreciation, you have a very powerful investment. Compound appreciation occurs when you get appreciation on appreciation. As the following example shows, every year's appreciation is building on the original value of the home plus all the preceding year's appreciation.

On the following pages we have used two examples to demonstrate the impact of appreciation.

At three per cent appreciation

At 3 per cent appreciation, a \$800,000 home is worth \$824,000 by the end of the first year. The next year's appreciation is calculated on \$824,000 and not on the original purchase price of \$800,000.

At five per cent appreciation

At 5 per cent appreciation, the same \$800,000 home is worth \$840,000 by the end of the first year. The next year's appreciation is calculated on \$840,000 and not on the original \$800,000.

Example 1: three per cent appreciation

This example assumes that the home was purchased for \$800,000 with a 10 per cent down payment of \$80,000 and with an annual appreciation in value of 3 per cent.

In this example, an investment of \$80,000 bought control of a \$800,000 asset. The asset - the home - earned \$127,419 through compounded appreciation over 5 years. To earn \$127,419 on an investment of \$80,000 is equal to a 159 per cent return over 5 years or 31 per cent per year. There are very few investments as safe as a home that have the potential to produce a 31 per cent annual return over the long term.

END OF YEAR	VALUE OF HOME	APPRECIATION 3% PER YEAR	CUMULATIVE APPRECIATION
Starting value \$800,000 at 3%/y			
1	\$824,000	\$24,720	\$24,000
2	\$848,720	\$25,462	\$48,720
3	\$874,162	\$26,225	\$74,182
4	\$900,400	\$27,012	\$100,407
5	\$927,419	\$27,823	\$127,419

Note: The above amounts have been rounded.

Example 2: five per cent appreciation

This example assumes that the home was purchased for \$800,000 with a 10 per cent down payment of \$80,000 and with an annual appreciation in value of 5 per cent.

In this example, an investment of \$80,000 bought control of a \$800,000 asset. The asset - the home - earned \$221,025 through compound appreciation. To earn \$221,025 on an investment of \$80,000 is equal to a 276 per cent return over 5 years or 55 per cent per year.

There are very few investments as safe as a home that has the potential to generate a 55 per cent annual return over the long haul. It is hard to believe that you get to live in this investment as it appreciates.

END OF YEAR	VALUE OF HOME	APPRECIATION 5% PER YEAR	CUMULATIVE APPRECIATION
Starting value \$800,000 at 5%/y			
1	\$840,000	\$40,000	\$40,000
2	\$882,000	\$42,000	\$82,000
3	\$926,100	\$44,100	\$126,100
4	\$972,405	\$46,305	\$174,405
5	\$1,021,025	\$48,620	\$221,025

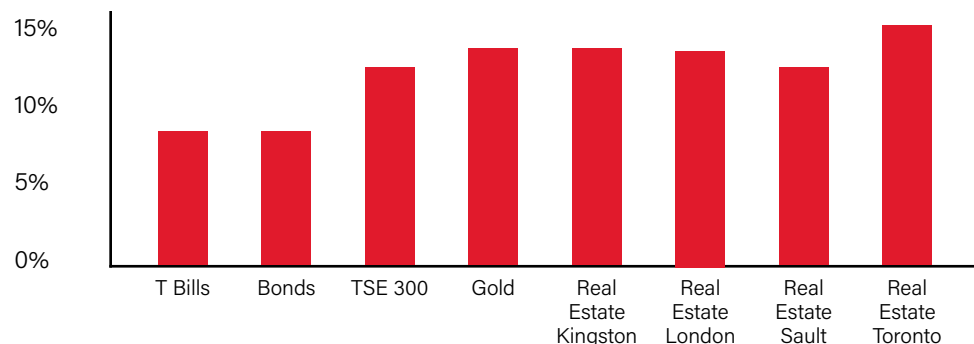
Note: The above amounts have been rounded.

An Ontario Real Estate Association's publication "How to Buy Your First Home" uses a study from the University of Western Ontario to illustrate the financial benefits of a long-term investment in residential real estate.

Basing their report on data from four housing markets in Ontario, this study showed that "during a recent 30-year period, with all its economic ups and downs, housing produced a better return on investment than treasury bills, government bonds, the Toronto Stock Exchange 300 index, or gold," (OREA, 1991). The two professors from the School of Business Administration at the University of Western Ontario concluded their report by stating that "Overall, as an investment, residential housing in Ontario has a proven track record superior to that of other personal investments."

The long-term financial advantage of home ownership has a solid track record. While no one can guarantee your future investment outcome, the 1991 study suggests that "if the past 30 years are any indication, housing will continue to be a solid, long-term investment opportunity, and one of the best ways to provide for your financial well being," (OREA, 1991).

AVERAGE ANNUAL RETURN ON INVESTMENT OVER 30-YEAR PERIOD



The no tax, capital gain investment

The best news has been saved for last. Let us assume that you found the home that was just right for you. It met all of your requirements, you put your money down, you made those 559 deposits into your very own bank, (your mortgage payments), your home appreciated in value at an average of 5 per cent per year over the 25-year mortgage and now you have decided to sell your home and move to Florida. Here is the real good news. There is no tax on the profit you made on the sale of your home. All the appreciation in value is considered to be a capital gain and, in the case of your principal residence, it is not subject to tax.

There is no other investment quite like a home that allows you to leverage your way in with a small down payment and then pay for the asset over the term of the mortgage as you enjoy living in it. Capital gains from other investments are subject to tax, but not your home.

In this section, we are going to compare your investment in a home with other investments you could make. This comparison is a very basic one between buying a home and buying stocks that perform at 8% annually. One need not be a financial expert to appreciate the advantage of investing in a home. These examples assume an income tax bracket of 30%.

ONE YEAR COMPARISON	HOME (3%)	STOCKS (8%)
Your initial investment	\$80,000	\$100,000
Value of investment	\$800,000	\$100,000
Value - end of first year	\$824,000	\$108,000
Profit before tax - first year	\$24,000	\$8,000
Profit after tax - first year	\$24,000	\$5,600
Return on investment	30%	5.6%

FIVE YEAR COMPARISON	HOME (3%)	STOCKS (8%)
Your initial investment	\$80,000	\$100,000
Value of investment	\$800,000	\$100,000
Value - end of fifth year	\$927,419	\$146,932
Profit before tax - fifth year	\$127,419	\$46,932
Profit after tax - fifth year	\$127,419	\$32,852
Total return on investment	159%	32.9%
Average annual rate of return	31.8%	6.6%

Note: The above amounts have been rounded.

Leverage

In the section on leverage and appreciation, an example was shown of a home being purchased for \$800,000 with a 10 per cent down payment of \$80,000. In its first year at 3 per cent appreciation, the value of the home rose to \$824,000. An investment of \$80,000 produced a return of \$24,000. A return of 30% is not just good, it is phenomenal and that is not the end of the story. Let us compare this 30 per cent tax-free return with another investment instrument.

In this example, we are going to buy bonds with a guarantee of 8 per cent interest per year. We write a cheque for \$100,000 worth of bonds and twelve months later we receive a cheque for \$108,000. If we are in the 30 per cent tax bracket, we get to keep \$5,600 of our investment income. We wrote a cheque for \$100,000, we earned \$8,000 on our investment and we got to keep \$5,600. Our return on our investment was 5.6 per cent.

Of course there are several factors we must take into consideration when we make this comparison. The first one is that we used leverage to buy the home. For \$80,000 we were able to gain control of a \$800,000 asset. The second factor is that if we sold the house at the end of the first year we would not profit because of the transactional costs.

A more realistic comparison would be to compare the same two investments over a five-year period.

If our \$80,000 home appreciated at 3 per cent per year over the next 5 years, its new resale value would be \$927,419. The return on the \$80,000 down payment is now \$127,419. This translates to a 159 per cent return or an average annual return of 31.8 per cent. This \$127,419 is a tax-free, capital gains return on your investment. Not bad for an investment that you live in and enjoy while it is generating tax-free income for you. Of course, there will be transactional costs on the sale of your property, but the return is still very favourable.

There is no guarantee that historical trends will continue as they have for the last 30 years and there is no guarantee that residential real estate will continue to appreciate in value. Therefore, you should buy your home based on how well it meets your needs and fits your budget. If it appreciates in value, then that is a bonus.



With Property Brothers' star Drew Scott at my client's home that was featured on one of the episodes.

Recent changes in Ontario regarding the real estate market

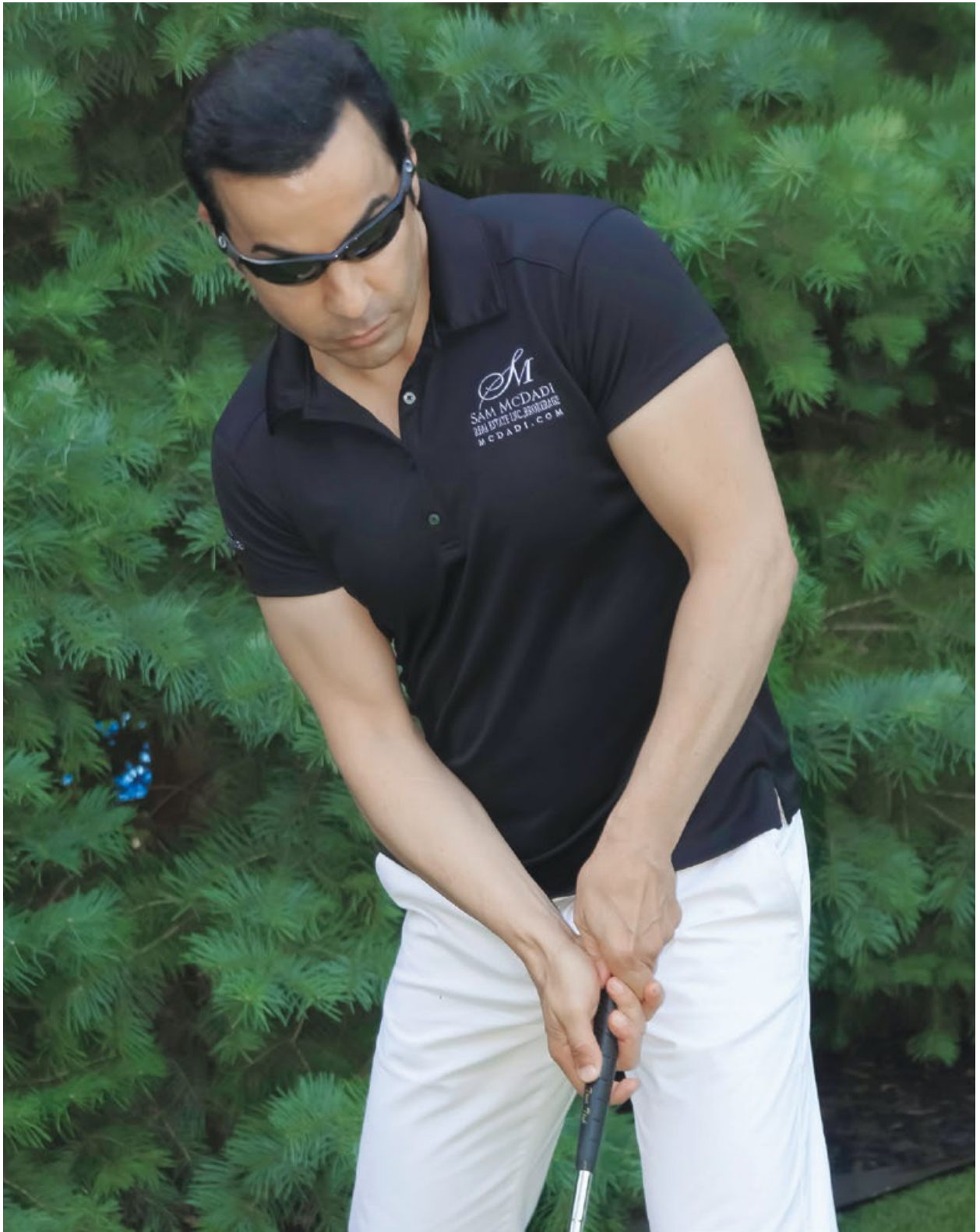
A new mortgage "stress test" came into effect in Canada on January 1st, 2018 with further rules enacted June 2021 and beyond.

Canada's banking regulator introduced the new rules that extended the requirement for a mortgage stress test to ALL homebuyers, including those with larger down payments. (Previously, the stress test applied only to mortgages with lower down payments and those with a term of less than five years).

The new minimum qualifying rate that has been introduced by the Office of the Superintendent of Financial Institutions (OSFI) is even for uninsured mortgages, which have down payments of 20 per cent or more, and applies to new mortgages as well as mortgage renewals if borrowers switch lenders.

The new guidelines now require federally regulated financial institutions to vet applicants for uninsured mortgages by using a minimum qualifying rate equal to the greater of the Bank of Canada's five-year benchmark rate (currently 5.25%) or their contractual rate plus 2 percentage points. The regulatory regime states that these changes are a result of the confluence of high household debt, and high real estate prices, and low interest rates in Canada.

At Team McDadi, we have been proactive in finding creative solutions should buyers wish to qualify for a larger mortgage, given stress test constraints.



Playing golf during a team gathering.

Understanding your mortgage options

You could call this chapter, 'How Big a Step Should We Take?' In many ways, this step is the most important step in the entire process of selecting your next home.

Spend too much:

Spend too much and you end up house rich and cash poor. If any unexpected expenses pop up, and they will, you may find yourself under a great deal of pressure just to make ends meet. Professional lenders are very friendly and accommodating when they are looking for your business. Miss a few mortgage payments and your friendly lender can become a very firm collection agent with the full power of the law behind them.

Spend too little:

Spend too little and you end up with a home that is just too small or just not right. Now it becomes an expensive proposition to find another home, sell your current 'too small, not just right' home and move your family and all your belongings to another home.

This step is a very important one and you should take as much time as necessary to work through the amount of money you can afford to spend in order to acquire the right home at the right price, for you. This issue is a very personal one. It requires careful thought well before you even look at your first home.

The real issue is how much can you afford to spend on a home relative to your current income?

Once we walk through the 'affordability checklist,' you will have a much better idea as to how much you should invest in your next home. You can then begin your search knowing what price range is right for you.

We can take all the mystery out of the game and remove as much uncertainty as possible by using the measuring tools that professional lenders use in evaluating your credit worthiness.

Essential areas to research when determining what you can spend on a home are as follows:

- Mortgages
- Pre-qualification
- Monthly payment
- Other costs: Inspection fee, Legal fees, Financing fee, Insurance, Taxes, Move-in costs

Mortgage

Of all four costs, the mortgage is obviously the biggest and the most important. The size of your mortgage will determine your monthly carrying costs.

Because of its importance, the mortgage is the first cost we are going to consider.

Professional lenders will look at three factors in making a decision on how much mortgage they will finance. Their major concern is your current income and how much of that income is available to make your monthly payments. A buyer with a high income may not qualify if they have other monthly commitments such as a large car payment or large commitments on credit cards, charge accounts, college loans, etc.

The three factors that the professional lenders will consider are as follows:

1. Your Gross Debt Service Ratio (GDSR),
2. Your Total Debt Service Ratio (TDSR) and
3. Your Credit Record

How to pre-qualify yourself for a mortgage

The first thing we are going to address is how you can pre-qualify yourself for a mortgage. This step is an important step for two reasons:

First: by going through the pre-qualification checklist together, we will be able to make a well-informed, logical decision on the price range of homes that will be comfortable for you to handle relative to your current income. Once we have gone through this pre-qualification checklist together, you will know just what price range is right for you.

Second: your pre-qualification checklist will have every bit of information you will need to apply for a pre-approved mortgage.

Why is this so important? First, it will confirm that your pre-qualification calculations are the same as those of a professional lender. Second, it will put you in a much better position when it comes to making an offer on the home of your choice.

We will discuss the advantages of a pre-approved mortgage later in this chapter.

Gross Debt Service Ratio (GDSR)

In the past, your GDSR was the first thing that most lenders looked at as they considered your application for a mortgage. As a general rule, your monthly home-related carrying costs should not

exceed 39% of your gross monthly family income (if you have a lower credit score, the ratio may be reduced).

Couple A has a gross monthly family income of \$12,500. Their monthly carrying cost for a home should not exceed 39% of \$12,500 or \$4,875 per month. Some lenders may allow up to a 49% ratio, in which case Couple A could afford \$6,125 per month.

The \$4,875 to \$6,125 must cover the mortgage payment including principal and interest plus property taxes, any applicable condo fees, and heating costs. If Couple A assumes that their property taxes will be \$300 a month, and their heating costs \$125 per month, these expenses leave \$4,450 to \$5,700 available to cover their mortgage principal and interest.

We will take the conservative route and assume that their lender will use the 39% ratio which means that Couple A will have \$4,450 to cover their monthly mortgage payment after they have paid their monthly property taxes and heating costs.

After consulting their mortgage specialist and assuming a 5%, 5-year term, 25-year amortization, Couple A is able to conclude that their \$4,450 will carry (approximately) a \$635,500 mortgage – as a 7% qualifying rate will be applied to this calculation, according to stress test rules.

COUPLE A:**GROSS DEBT SERVICE RATIO (GDSR)**

Gross Monthly Income	\$12,500
39% of Gross Monthly Income	\$4,875
Assuming Monthly Property Taxes	\$300
Estimated Monthly Heating Costs	\$125
Income Available for Mortgage Payments	\$4,450
Would qualify for a mortgage of	\$635,500

Note: Gross debt equals principal and interest, plus home related taxes and heating costs. If it is a condominium, GDSR equals principal and interest, plus home-related taxes and half the maintenance fee expense.

Total Debt Service Ratio (TDSR)

Your TDSR is the next item that a lender will look at as they consider your application for a mortgage. Your total monthly home-related debt payments and all other debt payments should not exceed 44% of your gross monthly family income. Your Total Debt Service (TDSR) is the percentage of your gross monthly income that is committed to fixed monthly expenses. Your TDSR includes your monthly carrying costs for your home PLUS any other monthly commitments such as car payments, personal loans and credit card payments.

Couple A has a gross monthly family income of \$12,500. They have no other monthly commitments. If they assume a monthly mortgage of \$5,075 including taxes and heating, their TDSR ratio will be a comfortable 41% which is well within the 44% that a professional lender will require. They would still be in a comfortable financial position if they calculated that 41% of their monthly income

could be used to carry their new home. At 44% of \$12,500 they could carry a monthly payment of \$5,500. If they assume property taxes of \$300 per month, and heating costs of \$125 per month, they will have the resources to carry a monthly payment of \$5,075.

After consulting their mortgage specialist and assuming a 5% mortgage, based upon a 5-year term and 25-year amortization, Couple A is able to conclude that their \$5,075 will carry (approximately) a \$724,500 mortgage with monthly payments of \$5,075. Since Couple A has no fixed monthly debt obligation other than house-related expenses, their GDSR will equal their TDSR.

It should be noted that there have been some recent changes in lending practices. If an applicant's beacon score (credit rating) is over 650, the lender will use only the TDSR to determine lending amounts. In this case the TDSR should not exceed \$5,500. However, in the illustration on the

COUPLE A:**TOTAL DEBT SERVICE RATIO (TDSR)**

Gross Monthly Income	\$12,500
44% of Gross Monthly Income	\$5,500
Current Monthly Commitments	\$0
Assuming Monthly Real Estate Taxes	\$300
Estimated Monthly Heating Costs	\$125
Income Available for Mortgage Payments	\$5,075
Would qualify for a mortgage of	\$724,500

Note: The above amounts have been rounded.

previous page, we have used the lower 44% figure.

Couple B also has a \$12,500 gross monthly family income.

Their GDSR Will Look the Same as Couple A:

Couple B determines they can handle a monthly home-related carrying cost of \$4,875 which is equal to 39% of their gross monthly income. Using the GDSR approach, they subtract \$300 per month in property taxes and \$125 for monthly heating costs from this \$4,875 and they determine that the maximum monthly mortgage payment of \$4,450 will qualify for a mortgage of about \$635,500 at a 5% interest rate.

COUPLE B:**GROSS DEBT SERVICE RATIO (GDSR)**

Gross Monthly Income	\$12,500
39% of Gross Monthly Income	\$4,875
Assuming Monthly Property Taxes	\$300
Estimated Monthly Heating Costs	\$125
Income Available for Mortgage Payments	\$4,450
Will qualify for a mortgage of	\$635,500

Note: Gross debt equals principal and interest, plus home related taxes and heating costs. If it is a condominium, GDSR equals principal and interest, plus home-related taxes and half the maintenance fee expense.

But Their TDSR Will Differ Because of Their Higher Monthly Obligations:

Couple B has a \$500 per month car payment. They are still paying off college loans at \$450 per month, plus credit card payments of \$325 per month and charge account repayments of \$300 per month. To qualify for a mortgage, their TDSR cannot exceed 44% of their gross monthly income. In their case, 44% of \$12,500 is \$5,500. However, they have monthly commitments of \$1,575 which leaves only \$3,925 to apply toward monthly mortgage costs. If \$300 of this goes toward property taxes and \$125 toward heating, this couple can manage a monthly mortgage payment (principal and interest) of only \$3,500. Assuming a 5% interest rate, they will qualify for only a \$500,000 mortgage and not the \$635,500 mortgage they calculated using their GDSR. In determining the maximum mortgage available, the lender will approve the lower of the two amounts.

COUPLE B:		TOTAL DEBT SERVICE RATIO (TDSR)
Gross Monthly Income		\$12,500
44% of Gross Monthly Income		\$5,500
Current Monthly Obligations: (Car payment \$500, College loan \$450, Credit cards \$325, Charge accounts \$300)		Total Monthly Obligations = \$1,575
Assuming Monthly Property Taxes		\$300
Estimated Monthly Heating Costs		\$125
Income Available for Mortgage Payments		\$3,500
Will qualify for a mortgage of		\$547,000

Note: The above amounts have been rounded.

Your Credit Record

If you have the right GDSR and TDSR but you have a poor credit record, you will often find professional lenders turning you down. Your credit history contains a detailed record of every charge account, credit card or credit purchase that you have made in the last seven years and in many cases even beyond seven years. Your credit record will show your high balance, your current balance and your payment record for every charge account or credit purchase in your name.

If you ran into some cash flow problems and you were late in making payments, it stays on your record. If you had a disagreement with a merchant over some goods you purchased and you refused to make payments on that account, it stays on your account as payments not made.

If your account was charged in error and then the merchant discovered their mistake and corrected their own company records, there is no guarantee that your credit record at the Central Credit Bureau will have been set right.

If you applied for credit but you were turned down, even that event stays on your credit file. Every time anyone does an inquiry against your credit record the inquiry is recorded on your file and stays there. Too many inquiries will concern a professional lender. They will question, "Why did this applicant have so many inquiries against their file? Were they applying for credit? Were they turned down... and why?"

These events will stay on your credit record for seven years or more and, in most cases, there is absolutely nothing you can do to remove them.

If you were one month late in making a payment, there will be an R2 beside your account. If you did not pay off an account for any reason, even if it was a legitimate complaint and it went to collections, your record will have an R9 beside your account. An R9 says, "This person does not pay his bills. He/she is a poor credit risk." One R9 on your credit record can be enough to scare away a professional

lender. Sometimes, however, there are explanations which may be considered when a final decision is being made.

Even with negative information on your credit file, you still may be able to arrange for a mortgage. However, you may have to pay a higher interest rate.

A higher interest rate will be very expensive over the long run; therefore, if there is any negative information on your credit file, you should know about it and take appropriate action.

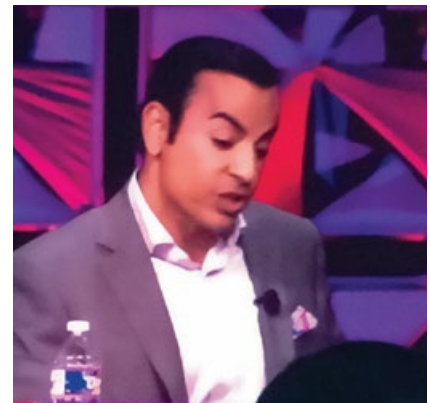
If you have any questions about your credit record, it would be a good idea to get a better understanding of your credit record before you apply for a mortgage.

To ensure you have a positive credit rating:

1. Find out what is on your credit record;
2. If there is a problem, contact the merchant by registered mail;
3. Arrange to settle the account or to clear up any mistake;
4. Get a statement from the merchant in writing stating that the account has been settled to their satisfaction;
5. Send a registered letter along with a copy of the merchant's statement to the credit bureau asking them to adjust your record to show that the account has been settled;
6. Ask for written verification that your file has been corrected.



I was honoured to receive the 2014 Pinnacle Award for Real Estate Entrepreneurship presented by Keller Williams. The Pinnacle Award was established to recognize real estate professionals who have built exceptionally strong businesses. I am pictured above speaking with top North American Realtors. I was selected by Gary Keller to speak to a group of 8,000 Realtors in Austin, Texas. The picture on the bottom left is with Ben Caballero, one of the US's busiest agents.



Other qualification methods

There are three other evaluation methods you can use in calculating the price range of the home you should be considering.

Three Times Your Annual Gross Family Income

Some lenders will make a quick assessment of the size of mortgage you can handle by multiplying your annual gross family income by 3. In the case of Couple A, their annual gross family income of \$150,000 would qualify them for a \$450,000 mortgage. Assuming that they have \$200,000 for a down payment, approval on a \$450,000 mortgage means that they should be looking at homes in the \$625,000 to \$650,000 range with the intention of not spending more than \$650,000, assuming minimal debt.

Five Times Your Down Payment

If you are applying for a conventional mortgage with a 20% down payment, then the price range you should be looking at will be five times the amount of your down payment. If you have \$200,000 set aside for your down payment, then the price range you should be looking at is \$1,000,000.

The size of your down payment will not necessarily qualify you for a mortgage. A professional lender will not advance funds beyond their estimation of your ability to pay, regardless of the size of your down payment.

Be Conservative

These qualification methods are useful in giving you a good idea of the price range of homes you should consider. Always take the most conservative approach, because a professional lender will take the most conservative calculation and use it as the basis for their decision.

The advantage of using several pre-qualification methods is that it gives you a lower and upper range of home prices for you to consider.

Mortgages

For most home owners, a mortgage is a way of life: It takes a huge piece of our take home pay, it costs us “mega” dollars in interest, it takes forever and ever to pay off.

But

it buys us a roof over our heads, it gives our family a warm and secure home, it builds equity in an appreciating asset.

And

the alternative is to continue to pay rent, which does not build equity and leaves us with nothing more than a large pile of rent receipts.

Mortgage terminology

Mortgage Principal

The mortgage principal is the total amount of the mortgage. It decreases (slowly) over the full life of the mortgage. When you apply and are approved for a \$500,000 mortgage, the \$500,000 is the principal. As you continue to make your monthly payments, the principal will gradually decrease.

Here is a forecast of what a \$500,000 mortgage at 5% interest, compounded semi-annually, with a 25-year amortization will look like over time:

AT THE END OF	THE PRINCIPAL BALANCE WILL BE
Year 5 (60 payments)	\$442,538
Year 10 (120 payments)	\$368,981
Year 15 (180 payments)	\$274,822
Year 20 (240 payments)	\$154,290
Year 25 (300 payments)	\$0

Note: The above amounts have been rounded. (Principal Balance remaining at Year End)

Interest Rates and Monthly Payments

The interest you pay is the investor's return on their investment. Interest rates fluctuate based on many other economic factors including the return on investment a lender can receive from other sources. Your interest rate is usually fixed for the term of the mortgage, from one renewal date to the next, unless you have negotiated a variable rate mortgage.

When you make your monthly payment, you will be paying both principal and interest. Your first monthly payments will be mostly interest. However, as you continue to make those payments, the equation changes and gradually more of your monthly payment goes toward principal.

The interest rate you negotiate is very important to the overall process of buying a home. A high interest rate will increase your monthly payment and may force you to consider a smaller, less expensive home. A lower interest rate will reduce your monthly payment or allow you to buy a better home with the same payments you would have to make with a higher interest rate.

The following is a comparison of the difference that the interest rate will make to your monthly payments. These examples assume a \$500,000 mortgage with payments amortized over 25 years, and interest compounded semi-annually. As you can see, the interest rate you negotiate is very important:

At **2%** interest rate, your monthly payment would be **\$2,117**.
At **3%** interest rate, your monthly payment would be **\$2,366**.
At **4%** interest rate, your monthly payment would be **\$2,630**.
At **5%** interest rate, your monthly payment would be **\$2,908**.
At **6%** interest rate, your monthly payment would be **\$3,199**.

Note: The above amounts have been rounded.

**The lower the interest rate,
the lower your monthly payment,
the higher the mortgage you can qualify for,
the bigger or better the home you can acquire.**

Using the 39% GDSR equation, a combined family income of \$150,000 will qualify to carry a mortgage of \$709,000 with annual property taxes of \$6,000 and heating costs of \$1,800 per year, using a 2% interest rate. An increase of 2% in interest rates to 4% will increase the GDSR to about 42%. This would reduce the pre-qualification mortgage approval to \$660,500 to satisfy the 39% GDSR equation. Another increase of 2%, Couples A and B using a 6% interest rate, they would qualify for \$553,500 mortgage*.

*All calculations were made using the stress test rules. The downpayment would also matter to determine the final price of the home they qualify for, as a deposit under 20% would require additional Mortgage Default Insurance. These numbers are for illustrative purposes only. Always consult your mortgage advisor.

Payments

Your mortgage payments will be made up of a principal payment and an interest payment. This combination is called a 'blended' payment. Every payment reduces the principal owed on the debt. Interest is always calculated by multiplying the interest rate by the remaining principal due on the mortgage. Because every payment reduces the principal, the interest allocation gradually decreases and the amount applied to principal increases.

The following chart shows how interest payments decrease and the dollars applied to principal increase over the life of the mortgage (\$500,000 mortgage at 5% for 25 years).

YEAR	PAYMENT NUMBER	MONTHLY PAYMENT	PAYMENT APPLIED TO INTEREST	PAYMENT APPLIED TO PRINCIPAL	MORTGAGE BALANCE
1	12	\$2,908	\$2,023	\$885	\$489,614
5	60	\$2,908	\$1,829	\$1,079	\$442,538
10	120	\$2,908	\$1,527	\$1,381	\$368,981
15	180	\$2,908	\$1,141	\$1,767	\$274,822
20	240	\$2,908	\$646	\$2,262	\$154,290
25	300	\$2,908	\$12	\$2,896	\$0

Note: The above amounts have been rounded.

Mortgage Term

The mortgage term can be a confusing expression. Most mortgages are from 6 months to 5 year terms, but you can obtain terms of 7, 10, 25 years and longer.

The term of the mortgage is the length of time for which the lender is prepared to loan the money. At the end of the term, the principal still owing must be paid back to the lender or renewed for another term.

For example, the lender may specify that this is a mortgage for 5 years at a fixed or variable rate of interest. At the end of the 5 years, the principal still outstanding must be paid back to the lender unless the lender is willing to renew the mortgage for another term.

Mortgage interest rates can vary significantly over a five-year period. A long-term, fixed rate mortgage guarantees that your monthly mortgage payments will remain constant through the term of the mortgage. A sudden increase in mortgage interest rates could have a major impact on your monthly mortgage payment. A long-term, fixed rate mortgage protects you against the volatility of the interest rate fluctuations.

Amortization

The amortization of a mortgage is the length of time it would take you to pay off the mortgage. For example, a 25-year amortization would take 25 years to complete at the set monthly payment. A mortgage may be renewed several times through its amortization period, and could have a number of terms of different lengths throughout the 25-year amortization period.

With a shorter amortization period, you will pay less interest, but your monthly payment will be higher. A longer amortization will reduce your monthly payment, but you will pay more interest over the full life of the mortgage.

Historically, a 30-year amortization period has been available only for mortgages with a down payment of 20 percent or greater, classified as conventional mortgages, which do not require insurance. However, as of December 15, 2024, new governmental changes now allow high-ratio insured mortgages to have a 30-year amortization, broadening accessibility to more borrowers.

Previously, the CMHC and other insurers had scaled back the amortization period to 25 years for insured mortgages. While some lenders still offered a 30-year amortization, borrowers needed to meet the 20 percent down payment threshold. With these new updates, insured mortgages now also offer the option of a 30-year amortization, reducing monthly payments and increasing flexibility for buyers.

Details on the 2024 governmental updates are discussed further on page 96.

The following example illustrates a \$500,000 mortgage at 5% and compares the total amount paid and the interest paid over the full life of the mortgage.

Comparing amortization periods

AMORTIZATION PERIOD	MONTHLY PAYMENTS	TOTAL PAID	TOTAL INTEREST
15 years	\$3,941	\$709,311	\$209,311
20 years	\$3,286	\$788,548	\$288,549
25 years	\$2,908	\$872,410	\$372,409
30 years	\$2,668	\$960,646	\$460,644

Note: The above amounts have been rounded.

Comparing amortization periods, at the end of five years

AMORTIZATION PERIOD	MONTHLY PAYMENTS	TOTAL PAID IN 5 YEARS	TOTAL INTEREST IN 5 YEARS	REMAINING PRINCIPAL IN 5 YEARS
15 years	\$3,941	\$236,437	\$108,844	\$372,407
20 years	\$3,286	\$197,138	\$114,029	\$416,892
25 years	\$2,908	\$174,481	\$117,019	\$442,538
30 years	\$2,668	\$160,107	\$118,916	\$458,809

Note: The above amounts have been rounded.



With funnyman Russell Peters.



Happily supporting the Mississauga Food Bank.

Mortgage types

There are five types of mortgages:

1. Conventional
2. High-Ratio Mortgage
3. National Housing Act (NHA)
4. Vendor Take Back (VTB)
5. Builders Mortgage

Conventional Mortgage

A conventional mortgage has always been the most common type of mortgage. A conventional mortgage is based on a 20% down payment and an 80% mortgage. The lender will lend 80% of the appraised value of the home or 80% of the purchase price of the home, depending on which is lower. The buyer uses a 20% down payment to make up the difference.

High-Ratio Mortgage

A buyer who does not have a 20% down payment may be able to arrange a high-ratio first mortgage. It is possible to arrange a mortgage for up to 95% of the appraised value of a home. Insurance can cost from one and three quarters percent of the mortgage amount and the full cost of such insurance can be added to the mortgage principal (with the exception of the PST on the insurance premium). The premium will be dependent upon the down payment and amortization period chosen (see table). The insurance premium protects the lender against borrower default. It is not borrower protection or life insurance.

In the following example, the home has been appraised at \$700,000. The buyer has \$70,000 available for a down payment. As you will note, the insurance cost is \$5,400 and has been added to the mortgage principal (this is based on a 25-year amortization).

HIGH-RATIO MORTGAGE INSURANCE COSTS

Appraised value of home	\$700,000
Buyer's down payment (10% of home value)	\$70,000
High-ratio mortgage (90% of home value)	\$630,000
Mortgage insurance (2% of total borrowed)	\$19,530
Total mortgage	\$649,530

DOWNPAYMENT

INSURANCE PREMIUMS

5%	4.00
10%	3.10
15%	2.80
20%	0

These rates are based on owner-occupied rates and are current at time of printing.

NHA (National Housing Act) Mortgage

NHA mortgages granted under the National Housing Act are insured by the Canada Mortgage and Housing Corporation. They are high-ratio mortgages that allow the buyer to acquire a home with a lower down payment than a conventional mortgage. Application fees and insurance premiums are charged to the buyer.

An NHA mortgage does make it easier to acquire a home if you do not have a 20% down payment. The down side is that the insurance premiums will increase your monthly mortgage payment. Check with a mortgage professional to get the most current terms and provisions of a CMHC mortgage.

VTB (Vendor Take Back) Mortgage

In certain situations, a buyer and seller may agree to a VTB (Vendor Take Back) mortgage. Simply put, it's when the seller lends money to the buyer without financial institutions as middlemen. It may be that the real estate market is slow, or a home has been on the market for a long time, or the vendors believe that a VTB mortgage is a good investment.

The buyer may not have the 20% required for a conventional mortgage. They place an offer for the home which is contingent on the seller taking back a mortgage for a short term at a specified interest rate. The vendor/seller is able to sell their home. The buyer is able to acquire the property with less than 20% down payment and still qualify for a conventional mortgage. In most cases, a conventional mortgage carries the best interest rate. The buyer has avoided the extra costs of a high-ratio mortgage* and at the same time purchased the home that they believe is right for them.

Most VTB mortgages are short term from one to a maximum of five years. In most cases, the vendor is more interested in selling their home than they are in investing in a mortgage, enabling the purchaser to obtain attractive interest rates. Remember, with a short-term VTB mortgage you will have to arrange alternate financing at the end of the mortgage term.

*High-ratio mortgages, depending on the lender, can sometimes present fair interest rates because of the default premium, as lenders may evaluate risk on a more positive note. As the market is very dynamic and rules may change, always consult with a mortgage specialist to make an informed decision. The above example is for illustrative purposes only.

A Mortgage Provided By The Builder

Builders will often advertise very attractive mortgage rates to get your attention. They may offer a 2% mortgage interest when the going rate is 4%. These are very similar to VTB mortgages. They are often short term of one to two years. In many cases, the builder will have added the interest costs to the price of the home.

If a builder offers a \$400,000 mortgage at 2% below the going rate, they will have added that 2% interest cost to the price of the home. The buyer ends up paying more for the home than another buyer who arranged their own financing AND the buyer will have to arrange a new mortgage when the one or two year term runs out.

In this example, the builder has offered a two-year mortgage at 2% below the going rate:

Two year term, mortgage principal	\$400,000
Interest at Going Rate (2%)	\$16,000
Interest at Builder Mortgage (4%)	\$32,000
Difference	\$16,000

If the builder has added the interest cost to the purchase price of the home, you may be able to buy the home for \$16,000 less by arranging your own financing.

At the end of the mortgage term, when a new mortgage needs to be put in place, be mindful that a lender will require a satisfactory appraisal of the property to secure a new loan. In the unlikely event the market is stagnant, the \$16,000 built-in builder cost may result in the appraisal coming in low. In this instance, a borrower would have to put down additional funds to secure a loan.

In the example below, the builder's price was \$400,000 including the \$16,000 built in to cover the \$16,000 interest cost. Your mortgage at 90% is \$360,000.

Two years later the home is appraised at \$370,000. A 90% mortgage would be \$330,000 which is \$30,000 less than your current mortgage.

Builder's Price (Includes interest)	\$400,000
Builder's Mortgage At 90%	\$360,000
Appraised Value in 2 Years	\$370,000
High Ratio Mortgage At 90%	\$330,000
Short-fall	\$30,000

This example is a very worse-case scenario, but typically two years later in our healthy real estate market, homeowners would expect to see a healthy appreciation in the value of their home.



With the late Hazel McCallion and my mother on her 85th birthday, at Hazel's house.

Mortgage positions

The best way to describe these mortgages is in terms of their position in line. Imagine them lined up at a ticket counter.

First Mortgage

A first mortgage is the first one in line. The lender who holds your first mortgage has number one priority in the event of a default. Their claims to your property come before all other creditors.

A first mortgage may be a conventional mortgage or a high-ratio mortgage or even a mortgage provided by the builder.

Second Mortgage

A second mortgage is the next one in line. The lender who holds the second mortgage on a property will get their investment back after the first mortgage holder receives what is owing to them. There is obviously more risk associated with a second mortgage. Second mortgages are often short term with higher interest rates than first mortgages.

Third Mortgage

A third mortgage is the last one in line. In the event of a default, the lender who holds a third mortgage on a property will get their investment back after the first and second mortgage holders receive what is owing to them. There is obviously more risk associated with a third mortgage. It often will

be short term with a higher interest rate than a first or second mortgage and in some cases the lender may request additional collateral to secure the mortgage.

Example of Mortgage Positions

A VTB is a typical second mortgage. In the following example, Couple A has offered to buy a home priced at \$700,000. They have \$80,000 for their down payment and they have been pre-approved for a mortgage of \$550,000. In this example, they have offered to purchase the home for \$680,000 if the vendor/seller will 'take back' a mortgage of \$50,000 for a 5 year term at 6%.

Listed Price	\$700,000
Couple A offers	\$680,000
Couple A's pre-approved conventional	\$550,000
Down payment	\$80,000
VTB mortgage	\$50,000
Total purchase price if the offer is accepted	\$680,000

Mortgage conditions

This section will review the conditions associated with mortgages. By understanding these conditions, you will be in a much better position to appreciate the options open to you and to negotiate the terms and conditions of your mortgage.

Interest Rates: Fixed-Rate Mortgages

When the interest rate is set at a specific percentage, for example 5%, it is a fixed-rate mortgage. The interest rate will not change over the term of the mortgage. If you have negotiated a five-year, fixed-rate mortgage at 5%, your interest rate will not change over the period. At the end of that term, you will have to renegotiate another mortgage with a new interest rate and a new term.

A fixed-rate mortgage allows you to plan your finances without any concern that the interest rate may change. Interest rates can be volatile depending on the economy. With a fixed-rate mortgage, you have no concerns that your interest rate will go up. If the long term outlook is that interest rates are low and will go up in the near future, a fixed rate mortgage is your best option.

Interest Rates: Variable-Rate Mortgages

A variable-rate mortgage is for a specified term such as 3 or 5 years; however, the interest rate is variable. Your interest rate will fluctuate based on the lending rates set by the Bank of Canada. Your monthly payment remains the same. But, if the interest rate goes up, a larger proportion of your monthly payment is allocated to interest and a smaller proportion is allocated to principal.

If the interest rate rises and continues to rise, you will have paid off less principal at the end of the term than with a fixed-rate mortgage. If the interest rate drops, you will have paid less interest and more on the principal at the end of the term. A variable rate mortgage is a good option if interest rates appear to be dropping over the long term.

Some lenders will offer as much as a 2% discount below the prime rate for the first three to six months. After this initial phase, the discount can be as much as one-half percent below the prime rate for the duration of the mortgage term. Other lenders will offer as much as a three-quarter per cent discount below prime from the onset with no "teaser" or "introduction" rate. The borrower, at his or her sole option, can lock into a fixed rate product if he or she feels that rates are on an upward swing.

Which mortgage option is best for you?

Unless you work for the Bank of Canada, or you are an economist, or an investment specialist, you will not know which is the best option. The starting point is your Real Estate Professional who will have a better feeling of the market. As you apply for a mortgage, you will be working with professionals. Ask them what their projections are for the next three to five years. Will interest rates climb or fall or remain steady? Not even the experts will be able to give you a 100% accurate projection, but the professionals will at least be able to give you their opinion based on their knowledge of the market.

Pre-Payment Options

A pre-payment option allows you to make additional payments against the principal or even to pay off the entire mortgage. There are three pre-payment options:

I. Open Mortgage (Fully Open):

A fully open mortgage, one with no pre-payment restrictions or penalties, gives you the option of making additional payments of any amount against the principal at any time. This can save you money in three ways:

1. If you sell your home, you can pay off the principal owing with no pre-payment penalties.
2. If interest rates drop below your current rate, you may want to arrange a new mortgage, at a lower interest rate and pay off your higher rate mortgage.
3. If you are able to make additional payments (pre-payments) against the principal, you can significantly reduce your interest costs. We will look at the power of pre-payment in the next section.



I have been called upon many times for interviews as an authority in real estate.

II. Partially Open Mortgage

A partially open mortgage will allow specified pre-payments, within specified time frames. For example, a partially open mortgage will typically allow up to a 20% pre-payment once a year. It may also allow the mortgage to be paid in full with a minimal penalty or no penalty at all.

III. Closed Mortgage

As the name implies, a closed mortgage provides no pre-payment privileges and extracts a penalty if the mortgage is paid off early.

Pre-payment benefits

We used a \$500,000 mortgage with a 5% interest rate and a 25-year amortization as an example. The total interest cost over the life of this mortgage was \$372,409. The interest cost was about 3/4 of the original amount we borrowed.

How do you reduce the interest cost of a mortgage? The best way is to make additional payments against the principal as early in the life of the mortgage as possible. The following examples illustrate the interest savings possible through pre-payment:

— One Large Pre-Payment Made Early in the Life of the Mortgage

For example, a \$5,000 additional payment reduces the amortization by six months and reduces total interest cost by approximately \$11,945.

— Small Pre-Payment Once a Year

For example, an extra \$600 pre-payment every year saves a total of approximately \$14,653 in interest cost over the life of the mortgage, and the mortgage is paid off almost one year earlier.

— Weekly Payments Instead of Monthly

Taking the yearly payment and dividing by 52 weeks has marginal impact on saving interest costs.

— Accelerated Bi-Weekly Payments

Instead of 12 monthly payments, you will be making a total of 26 bi-weekly payments over the year. In simple terms, this is equal to paying an extra month in total during the same period, but in small installments. The accelerated method has an additional total savings of approximately \$62,171 and effectively reduces the amortization to approximately 21.6 years from 25 years.



I have been featured on Rav Toor's TV shows regarding real estate and real estate investing.

Your best option is Accelerated Bi-Weekly Payments. A straight weekly payment provides very little benefit over bi-weekly, particularly given the inconvenience of having to make payments every week.



Example 1 - One Large Pre-Payment, Made Early in the Life of the Mortgage

This example is based on a \$200,000 mortgage with 5% interest, a 25-year amortization period and a \$5,000 pre-payment. Instead of just paying the normal monthly payment of \$1,163, an additional payment of \$5,000 was made against the principal.

YEAR	PAYMENT NUMBER	MONTHLY PAYMENT	APPLIED TO INTEREST	APPLIED TO PRINCIPAL	PRINCIPAL BALANCE
1	12	\$1,163 + \$5,000	\$809	\$5,354	\$190,845
2	24	\$1,163	\$770	\$393	\$186,228
5	60	\$1,163	\$707	\$456	\$170,923
10	120	\$1,163	\$579	\$584	\$139,794
15	180	\$1,163	\$415	\$748	\$99,946
20	240	\$1,163	\$206	\$957	\$48,938
24	287	\$1,163	\$5	\$350	\$0

INTEREST EXPENSE

Without pre-payment	\$148,963
With pre-payment	\$138,033
Saved with pre-payment	\$10,930

MORTGAGE WITH PRE-PAYMENT

Number of monthly payments eliminated	13
Reduction of term in years	A little over 1 year

Note: The above amounts have been rounded.

Example 2 - Small Pre-Payment Made Once a Year

A large one time pre-payment of \$5,000 is not easy to make. What total savings could we see if we were able to save \$50 per month and make an extra payment of \$600 yearly?

YEAR	PAYMENT NUMBER	MONTHLY PAYMENT	APPLIED TO INTEREST	APPLIED TO PRINCIPAL	PRINCIPAL BALANCE
1	12	\$1,163 + extra \$600 per year	\$825	\$938	\$195,245
2	13	\$1,163 + extra \$600 per year	\$805	\$958	\$190,250
3	25	\$1,163 + extra \$600 per year	\$785	\$978	\$185,002
4	37	\$1,163 + extra \$600 per year	\$763	\$1,000	\$179,488
5	49	\$1,163 + extra \$600 per year	\$740	\$1,023	\$173,695
10	120	\$1,163 + extra \$600 per year	\$608	\$1,155	\$140,023
15	180	\$1,163 + extra \$600 per year	\$438	\$1,325	\$96,920
20	240	\$1,163 + extra \$600 per year	\$222	\$1,541	\$41,745
24	278	\$318	\$1	\$317	\$0

INTEREST EXPENSE

Without pre-payment	\$148,963
With pre-payment	\$136,326
Saved with pre-payment	\$12,637

MORTGAGE WITH PRE-PAYMENT

Number of monthly payments eliminated	22
Reduction of term in years	Almost 2 years

Note: The above amounts have been rounded.

Example 3 - Payment Frequency: Weekly Payments Instead of Monthly

One of the best ways to reduce interest costs is by changing the payment frequency. A one-time windfall of \$5,000 is not easy to come by and saving \$50 per month can be a challenge. What happens if, instead of making the mortgage payment once a month, we make it once a week?

In our example, we used a monthly mortgage payment of \$1,163 and a total interest cost, over the life of the mortgage of \$148,963.

If we are able to make weekly payments of \$268, interest cost is reduced to \$148,683 instead of \$148,963. By using a weekly payment plan, interest costs are reduced. With a weekly payment schedule, the principal amount owing is reduced more frequently. By reducing the principal, we reduce the interest cost.

PAYMENT FREQUENCY	MORTGAGE PAYMENT	INTEREST PAID	PAYMENTS MADE
Monthly	\$1,163	\$148,963	300 payments
Weekly	\$268	\$148,683	1,300 payments
Savings in interest cost = \$280			

Note: The above amounts have been rounded.

Example 4 - Payment Frequency + Accelerated Payments

The combination of weekly payments plus accelerated payments will produce dramatic results with very little pain. By adding a small amount to the weekly payment, interest costs can be significantly reduced.

The following example compares a monthly payment with a weekly accelerated payment. We rounded our weekly payment to \$291 per week. By accelerating our weekly payments, we reduced our total interest cost by \$24,449.

PAYMENT FREQUENCY	MORTGAGE PAYMENT	INTEREST PAID	PAYMENTS MADE
Monthly	\$1,163	\$148,963	300 payments
Weekly	\$291	\$124,514	1,115 payments

Savings in interest cost = \$24,449

Note: The above amounts have been rounded.

In an ideal world, all mortgages would be open mortgages with unlimited pre-payment privileges. Not all lenders will offer fully open mortgages and you will have to negotiate for the best interest rate and the best terms.

The bottom line to all of the above is as follows: the more you pay early in the life of the mortgage, the higher will be your savings in interest costs.

Portable

A portable mortgage is a mortgage that you can take with you if you move from one home to another. This mortgage can be a real benefit if your current interest rate is below the current mortgage interest rate when you move to a new home.

In this example, the Smiths have a five year term, \$200,000 mortgage at a 4.5% interest rate. Their mortgage is in its second year of its five year term. The Smiths decide to move to a larger home, but they will need a \$300,000 mortgage to buy the new home.

Because their mortgage is portable, they will be able to blend their current mortgage with an additional \$100,000 mortgage. Interest rates have gone from 4.5% to 5%, so the Smiths elect to blend their current mortgage with a new \$100,000 mortgage. They are able to arrange a new blended mortgage at 4.67% with a three year term.

Note #1:

Not all lenders will allow their mortgage to be portable. Be sure their policy is clearly stated in the mortgage document.

Note #2:

CMHC mortgages insure the mortgage amount for a specific property. If you make a mortgage portable, this CMHC insured mortgage can be blended with additional funds. However, the CMHC premium amount must be paid once again.

Portable Mortgage Example

Current mortgage	\$200,000 at 4.5%
New mortgage	\$100,000 at 5%
Blended mortgage	\$300,000 at 4.67% **

Their blended mortgage is 0.33% below current mortgage rates. This percentage results in a monthly interest savings.

** The reason the rate is less than the midpoint of 4.5% and 5% (4.75%) is the amount being carried forward is weighted 2/3 at 4.5% (\$200,000) and 1/3 at 5% (\$100,000).

Assumable

An assumable mortgage is the opposite of a portable mortgage. An assumable mortgage stays with the home and the buyer can assume it. In most cases, the buyer will have to be approved by the mortgage holder.

In the portable mortgage example, the Smiths had a 4.5% portable mortgage of \$200,000 and the current mortgage rate is 5%. If the Smiths' mortgage was assumable, it would be an attractive selling feature of their home. If the buyer of their home needed a mortgage of \$250,000, they could assume the \$200,000 mortgage and raise an additional \$50,000 through a second mortgage.

In order to assume the mortgage, the buyer may have to meet the mortgage holder's qualifications. In most cases, assuming a mortgage does not require a lot of time and the buyer saves the cost of arranging new financing. New financing costs can include brokerage fees, property appraisals, legal fees, etc. These can be avoided if the buyer is able to assume the mortgage AND the assumable mortgage is at lower than current interest rates.

To assume a mortgage prior to making any offer or any commitment, be sure that your real estate agent and a lawyer review the terms and conditions of the mortgage.

Assumable Mortgage Example

Current mortgage	\$200,000 at 4.5%
Buyer's second mortgage	\$50,000 at 5%
Their effective mortgage rate	\$250,000 at 4.60%

As a vendor/seller, check with your lender before the buyer assumes the mortgage. Be absolutely certain, in writing, that if the buyer defaults, you will not be held responsible for the remaining balance of the mortgage.

Mortgage Pre-Approval

Some institutions offer their clients to be pre-qualified for a mortgage. The buyer has not identified a specific home. However, the mortgage institution has assured the buyer that based on their financial position and credit worthiness, they have been pre-approved for a certain size mortgage.

The mortgage company will have used the evaluation methods we reviewed earlier. Based on the client's Gross Debt Service Ratio (GDSR), the client's Total Debt Service Ratio (TDSR) and the client's credit history, they have approved the client for a mortgage.

The client must still get the mortgage company's agreement that the home they select has a high enough market value and the mortgage does not exceed 80% of the value of the property. In the event the client requires a High Ratio mortgage, the pre-arranged mortgage will still be subject to CMHC (Canada Mortgage Housing Corporation) approval.

Advantages of Pre-Qualifying for a Mortgage

A pre-qualification gives the buyer a real advantage in looking for and buying a home. First, the buyer knows how much they have been approved for a mortgage. Second, the vendor/seller knows that the buyer's offer is based on a pre-approved mortgage; therefore, it is a firmer, better offer than an offer from a buyer who still needs mortgage approval. Even if the pre-approved buyer's offer is for a lower price, it may be more attractive to the vendor/seller. The vendor/seller knows that they will not have to take their home off the market and lose out on other potential buyers while a buyer without a pre-approved mortgage waits for approval.

How Do You Pre-Qualify for a Mortgage?

The steps to obtaining a mortgage pre-approval mortgage are exactly the same as applying for a mortgage after your offer on a home is accepted. The only difference is that you apply for the mortgage before you begin looking for a home rather than waiting until you have found the home of your dreams and then applying. Home hunting knowing how much you are pre-qualified for is the absolute best way to negotiate your ideal price.

Being Pre-Qualified

If you have worked through the checklists provided in this book, you will have collected most of the information you will need when you apply for a pre-approval.

Appraisal

Even after your pre-approval, the lender will require an independent appraisal of the property before they will advance funds. They have pre-approved your credit worthiness and your ability to carry the monthly costs of the mortgage, but they must verify that the value of the property justifies the mortgage.

An appraiser is an independent agent used by the mortgage lender to verify that the mortgage you have applied for does not exceed 80% of the market value of the property (for conventional mortgages only). No mortgage lender will approve a mortgage without this independent appraisal. Such an appraisal also confirms the market value of the home for your own peace of mind.

You will be expected to pay for the appraisal. The appraisal cost is generally \$250 plus tax for conventional mortgages. If the mortgage is high ratio with a loan greater than 80% of the property's value, the appraisal/application fee to CMHC would also be approximately \$250.

A pre-approved buyer's offer is serious and should be given special consideration. The vendor knows and the vendor's real estate agent knows that a pre-approved mortgage is money in the bank.

As a buyer, you are protected from any rise in interest rates provided that the property closes within the commitment period of the pre-arranged mortgage.



Being interviewed for various local news outlets, podcast, vlogs, and social media channels. Here, featured with Insauga's Khaled Iwamura, Todd C. Slater from the Simple Investor, and Carla Casanova for Canada Latino.

Mortgage sources

Earlier in this chapter we compared monthly payments based on different interest rates. The 1% difference between a 5% and 4% interest rate on a \$200,000 mortgage is approximately \$110 per month. Over a year, this savings adds up to almost \$1,320 of YOUR money. Over a 25-year mortgage, it adds up to more than \$33,000, and interest is only one factor in arranging a mortgage.

This interest example illustrates how important it is to arrange the best possible mortgage, which translates to a mortgage at the lowest possible interest rate with the best options including items such as pre-payment privileges, assumable and portable.

Lending institutions, particularly the more conservative institutions, find mortgages to be an attractive, long term, safe investment with a guaranteed cash flow and a guaranteed return on their investment. This is good news for buyers. There are many institutions, organizations and even private lenders who are willing to invest in mortgages. The competition between these lenders helps to keep interest rates down and makes the lenders open to offering attractive options to qualified borrowers.

The Following Organizations Provide Funds For Mortgages

Banks, Trust Companies, Finance Companies, Credit Unions, Life Insurance Companies, Mortgage Brokerages and Private Lenders.

Other Mortgage Sources To Consider

If the existing mortgage on the home you want to purchase is attractive, can you assume it? Will the vendor/seller offer a Vendor Take Back mortgage at an attractive interest rate?

Mortgage Consultant (ask your real estate professional to refer you to one)

Your mortgage consultant is a financial intermediary who specializes in servicing the mortgage requirements of their clients. They are licensed professionals who will assist you with mortgage rates, terms, options and availability, which may change on a daily basis. An experienced mortgage consultant will know where to find the best mortgage to meet your requirements and match your qualifications.

Down payment options

How much should you put down as your down payment? As a general rule, you should put down as much money as you possibly can after you set aside some funds for other costs. The higher your down payment, the lower your mortgage and the less you will pay in interest costs over the term of the mortgage. If you can put down 20% or more, you will be ahead of the game over the long run.

Down Payment Scenario One

— *"We have a 20% down payment, but our income is not high enough to qualify us for the mortgage."*

It may be that even with 20% or more of a down payment, your monthly income will not meet a mortgage lender's debt service ratios. If this is the case, you may try several options:

- Inquire whether there is an existing mortgage on the home that you can assume at below current interest rates;
- Find out from your real estate professional if they can recommend alternative lending sources that may employ more liberal debt ratios;
- Ask if the vendor/seller would provide a Vendor Take Back Mortgage (VTB) to cover the difference between the mortgage the lender will agree to and the total amount needed;
- The lender may offer a personal loan to cover any differences;
- Consider the possibility of raising additional funds to increase the down payment, reducing the size of the mortgage;
- Find additional income to support your mortgage payment. For instance, does the home have a finished basement that you can rent out as a basement apartment;
- Choose a less expensive home so that you are able to carry a smaller mortgage.

Down Payment Scenario Two

— *"We do not have a 20% down payment, but our income is high enough to qualify us for the mortgage."*

The problem here is that your monthly income will qualify you for a mortgage large enough to cover the cost of the home; however, you do not have funds available for a 20% down payment. Your options to consider are similar to the scenario described above:

- Arrange a high-ratio mortgage;
- Find out whether there is an existing mortgage on the home that you can assume and arrange a second mortgage for the remaining balance;
- Ask if the vendor/seller will provide a Vendor Take Back Mortgage (VTB) to cover the difference between the mortgage and the total amount needed;
- Arrange for a second mortgage from other sources to make up the shortage in your down payment;
- Search the possibility that you can raise additional funds to increase the down payment.



Tennis has always been a passion of mine. Over the years, I have had the pleasure of meeting some of the best tennis players in the world. Left: with Bjorn Borg when I was a teenager. Right: with Stefan Edberg.

Registered Retirement Savings (RRSP) Home Buyers Plan

Many people may not be aware that they can use funds from their RRSP to assist with a home purchase or the construction of a new home.

To take advantage of the RRSP Home Buyers' Plan (HBP), you must be a "first-time buyer." Under Canada's HBP program, a first-time buyer is defined as someone who has not owned a home or lived in one as a principal residence for at least four calendar years before the RRSP withdrawal.

Under the 2024 new budget rules, the maximum withdrawal under the plan is \$60,000 per person (vs. \$35,000 under current rules), or \$120,000 (vs. \$70,000 under current rules) if a couple is purchasing. A person can requalify as a first-time home buyer if, at any time in the current calendar year before withdrawal (except the 30 days immediately before withdrawal) or at any time in the preceding four calendar years, they have not lived in a qualifying home as a principal residence that they, their spouse, or common-law partner owned or jointly owned.

The RRSP HBP is no longer available for renovations on a home already owned by a person who has an RRSP or for a second-time purchase unless they re-qualify as a first-time home buyer.

There is no deadline by which an offer of purchase on a home must be signed, or the closing of the purchase must occur. The RRSP Home Buyers' Plan has been extended indefinitely.

To take money out of your RRSP for the purchase of your house, you must advise the financial institution that holds your RRSP. They will provide you with the necessary forms and declarations to complete. Normally, a lawyer is not extensively involved in this process.

As per Budget 2024, there would be a temporary relief on the repayment of the Home Buyers' Plan, so you will need to start repayments in the fifth calendar year (vs. second year under current rules) after the year in which the withdrawal was made. For example, if you bought a home and made a withdrawal in 2022, you will not have to start the 15-year repayment until 2027.

Repayments are made annually, and the minimum repayment each year must be 1/15 of the total withdrawn from the RRSP plan. If you miss a year, it will be treated as an RRSP withdrawal, and you will have to pay tax on the missed payment. There is no interest charged by the government on the repayments.

Sources: Definitions for Home Buyers' Plan, How to make withdrawals from your RRSPs under the Home Buyers' Plan & How to repay the amounts withdrawn from your RRSPs under the Home Buyers' Plan | Savings and pension plans | canada.ca.

First Home Savings Account (FHSA)

Embarking on the journey to homeownership is a huge step, and the First Home Savings Account (FHSA) stands as a pivotal tool in this venture. This specialized savings account opens doors to tax advantages, offering a structured approach to accumulate funds for your home investment.

The First Home Savings Account (FHSA) is a government initiative in Canada designed to assist first-time homebuyers in saving for their initial home purchase. Launched on April 1, 2023, this registered plan enables individuals to save for their first home in a tax-free manner, subject to specified limits. To get started, prospective buyers must determine their eligibility as qualifying individuals, ensuring compliance with the program's criteria.

The contribution room on the FHSA only starts counting at the moment the account is opened. Differently from the Tax-Free Savings Account (TFSA), the FHSA will only accumulate room year-over-year from the moment it is opened.

Opening an FHSA involves liaising with an FHSA issuer, typically a bank, credit union, trust, or insurance company. These issuers guide individuals on the available FHSA types and the qualified investments they can hold. Notably, there are three FHSA types: depositary, trustee, and insured. Depositary FHSAs involve financial institutions holding money, term deposits, or guaranteed investment certificates. Trustee FHSAs, managed by trust companies, include various qualified

investments like bonds, mutual funds, and stocks. Insured FHSAs come in the form of annuity contracts with licensed providers.

It's possible to have multiple FHSAs concurrently, but contributors should be cautious not to exceed the total allowable contributions and transfers within a calendar year, aligning with their FHSA participation room, which is specified annually. This room dictates the maximum contribution or transfer amount without incurring unintended tax consequences.

The participation period spans right from age 18 (if in Ontario), being a resident of Canada, and a First-time Home Buyer. Account closure is essential within 15 years or by age 71, avoiding unintended taxes. Contributing or transferring to an FHSA requires compliance with the participation room limits. The yearly FHSA participation room starts at \$8,000, with a lifetime limit of \$40,000. Any contributions or transfers exceeding the annual participation room may result in an excess FHSA amount, incurring taxes. Individuals can carry forward unused FHSA participation room to subsequent years, up to a maximum of \$8,000.

Participating in more than one FHSA involves considering the overall contribution and transfer limit, ensuring it aligns with the annual participation room. Spouses or common-law partners cannot directly participate in each other's FHSAs; the FHSA holder claims tax deductions for contributions.

Transfers between FHSAs and other registered plans, such as Registered Retirement Savings Plans (RRSPs), are possible without immediate tax consequences, provided they adhere to specific conditions. Direct transfers, conducted between financial institutions, play a crucial role in avoiding unintended tax implications.

FHSA withdrawals involve understanding various types: qualifying withdrawals, designated amounts, and taxable withdrawals. Qualifying withdrawals, which are tax-free, require adherence to specific conditions, including being a first-time homebuyer and having a written agreement to purchase or build a qualifying home. Designated amounts and other non-qualifying withdrawals are taxable and subject to specific tax treatment.

Contributions to FHSAs are generally deductible on income tax returns, with the deduction amount determined by the lesser of the annual FHSA limits, the total deductions from previous years, and transfers from RRSPs. Unused contributions can be carried forward, but excess FHSA amounts may impact deductibility and incur taxes.

In essence, the FHSA program serves as a valuable tool for prospective homebuyers, providing a tax-efficient means to accumulate funds for their first home. Understanding the eligibility criteria, contribution limits and withdrawal conditions is crucial for maximizing the benefits of this program and realizing the dream of homeownership.

FHSA Types:

- Depositary FHSA: A basic account for deposited funds.
- Trusteed FHSA: Invests in bonds and mutual funds.
- Insured FHSA: Secures savings through an annuity contract.
- Self-Directed FHSA: Allows active management of your investment portfolio.

Contributions:

- Annual limits exist, and you can transfer funds from RRSPs.
- Exceeding limits results in a 1% tax on the surplus.

Qualifying Withdrawals:

- Tax-free withdrawals for a first home purchase.
- Conditions include a written agreement for a qualifying home.

Participation Period:

- Account closure is essential within 15 years or by age 71, avoiding unintended taxes.

Tax Advantages:

- Contributions are deductible, reducing taxable income.
- Unused deductions can be carried forward.

Deductions:

- Contributions within the first 60 days of the year aren't deductible on the previous year's tax return.

Other costs

The down payment and the mortgage are the two major costs to be considered in buying a home. However, there are other costs that must also be included in the budget.

Deposit

The deposit is not really a cost in that it is part of the down payment, but, you should have several thousand dollars available for your deposit before you submit an offer on a home.

Closing Costs

Closing costs normally will amount to two percent of the purchase price of the home. This percentage may vary depending on the complexity of any legal issues, the surveys required and the degree of difficulty in arranging financing. These are typical closing costs:

- Inspection Fee
- Legal Fees
- Other Mortgage Related Costs
- Insurance
- Taxes
- Move-In Costs

Inspection Fee

The advantages of an inspection are described in a later chapter. We strongly recommend you have an inspection carried out on any prospective home you are contemplating on buying for your peace of mind. An inspection can save you money and prevent any nasty surprises after you move in. In some cases, the mortgage lender will insist on an inspection prior to advancing funds for a mortgage. The cost of an inspection for a \$600,000 home will range from \$300 to \$600.



Legal fees

Legal fees consist of the fee a real estate law firm will charge for their services plus additional potential costs such as disbursements and adjustments which are discussed below. Your lawyer will collect his/her fees at the closing, from funds that you have advanced.



Left: with Roger Federer.
Right: with Rafael Nadal.

Title Search

Your lawyer will do a title search to verify that the vendor/seller has the legal right to sell the property and that there are no liens or encumbrances of any kind against the property. It is commonplace for lawyers to obtain title insurance for their clients which guarantees good title to the property.

Disbursements

In the process of arranging for the closing, your lawyer will incur costs for items such as couriers, registering the mortgage, title searches, drawing the title deed and long distance phone calls. These costs will be billed to you at the closing.

Adjustments

Adjustments are made to compensate the vendor/seller for items that they have paid for in advance. This adjustment will include items such as taxes and maintenance fees. If taxes are due and have not been paid by the vendor/seller, an adjustment will be made in favour of the buyer.

Additional mortgage-related costs

Land Survey Fee

In the past, professional mortgage lenders may have insisted on a current survey of the property. They often demanded a new survey or accept a survey that is not more than twenty-five years old. The survey verifies the boundaries of the property and confirms that there are no encroachments on the property. An encroachment can be a neighbour's fence that encroaches on the property, a driveway or even a building such as a garage or storage shed. Nowadays, in lieu of a survey, financial institutions will accept title insurance which guarantees "good title" to the property.

Appraisal Fee

The lending institution will require an independent appraisal of the property to verify its true market value. They must be assured that the mortgage they are underwriting does not exceed 80% of the value of the home. If it is a high-ratio mortgage, they will still want assurances as to the value of the property. You will be expected, in most cases,

to pay the appraisal fee which will be in the \$500 range for a conventional mortgage. Please note that while the CMHC insurance premium can be added to the mortgage principal, there is applicable P.S.T. (Provincial Sales Tax) due on the CMHC premium on or before the closing date. For example, if the CMHC insurance premium was \$15,000, then \$400 ($\$1,200 \times .08$) would be due prior to the closing date.

Application Fee

Due to the competitive nature in the mortgage marketplace, most lenders, in an effort to secure your business, will not charge an application fee to cover the costs of processing your request for a residential mortgage.

Mortgage Consultant's Fee

A mortgage consultant may charge a fee to arrange your financing. These fees, if any, will depend on the degree of difficulty involved in securing the best financing, at the lowest rates, with the best options to meet your requirements.

Insurances

Mortgage Insurance

Some lenders will insist on mortgage insurance which protects them against default. A high-ratio mortgage lender will not advance funds without this mortgage insurance. The cost of mortgage insurance can be added to the mortgage principal. It will range from one-half to three and three quarters percent of the mortgage principal.

Mortgage Life Insurance

Most lending institutions are mandated to offer mortgage life insurance. Mortgage life insurance is essentially term insurance that pays off the mortgage at the death of the borrower. Some lenders will offer this policy with the premiums being added to your monthly payment. Prior to accepting the lender's insurance you should contact your own life insurance agent to compare costs.

Fire and Extended Coverage Insurance

Your property is the only security your mortgage lender has for their investment. They will insist on proof of fire and extended coverage insurance

before they will advance funds at the closing so you should not leave arrangement of insurance until the last minute. This insurance will also cover your personal property and a living allowance to cover your costs if your property is destroyed.

If you have insurance on your car, or even on your apartment if you are renting, this is usually a good place to start. Call your existing insurer and inform them that you have just purchased a home. Your mortgage broker probably will wish to know the square footage of your new home and your real estate agent can provide you with this information. Finally, you should make sure that your insurance broker faxes a "binder letter" to your lawyer well before closing, as most mortgage lenders will not advance mortgage funds unless and until they receive this binder letter through your lawyer.

Personal Liability Insurance Coverage

This insurance protects you in the event that someone is injured on your property. Your agent will normally recommend it as part of the fire and extended coverage insurance.

New Mortgage Rules: Mortgage Insurance Cap and Amortization Updates for 2025

The Canadian government recently introduced significant updates to mortgage insurance rules, effective December 15, 2024, aimed at improving housing accessibility. These reforms, implemented across all major mortgage insurers, address two key areas:

Extended Amortization Period

Borrowers with high-ratio mortgages can now opt for a 30-year amortization period. This extension provides lower monthly payments compared to the previous 25-year cap, making homeownership more accessible to a broader range of buyers, including but not limited to first-time homebuyers.

Increased Mortgage Insurance Cap

The property price threshold for insured mortgages has been raised from \$1 million to \$1.5 million. This adjustment reflects the rising cost of real estate, particularly in high-demand urban centres, allowing more buyers to access insured mortgages for higher-value properties.

Implications for Stakeholders

- For Buyers: The 30-year amortization offers an opportunity to manage monthly cash flow more effectively, while the increased price cap allows buyers to qualify for insured mortgages on homes priced up to \$1.5 million. This reduces the upfront down payment requirement and makes higher-value properties more attainable.

- For Sellers: These changes could boost demand for properties priced between \$1 million and \$1.5 million, particularly in urban and suburban areas where affordability has been a key concern. Enhanced buyer activity may stabilize or improve market conditions, especially in the mid-to-upper price range.
- For Investors: Increased affordability may attract more buyers to the ownership market, potentially reducing demand for rental properties. Enhanced activity in the \$1 million to \$1.5 million segment could also influence property appreciation trends, particularly in highly competitive markets.

These updates aim to bridge the gap between affordability and accessibility, especially for buyers in high-priced markets. While they offer relief to many borrowers, they are part of a broader conversation about long-term housing affordability and supply challenges.

The extended amortization period and higher insurance cap represent meaningful steps toward fostering a more balanced real estate market. By enabling broader participation in homeownership and potentially rejuvenating mid-market activity, these reforms could positively impact the Canadian housing market as a whole. However, addressing underlying supply shortages remains critical to achieving sustained market stability.



In 2024, it was an honour to be invited to a true fairy tale wedding held at the renowned Rambagh Palace in Jaipur. It was great to see my friends, Nav, Arvinder, Rinku, Dave Sahib and Dr Anil, and to meet Gurdas Maan, Jazzy B, Gippy Grewal, Mika Singh, and Manpreet Toor.



I also had an opportunity to sight see some of India's historic sites including the Taj Mahal.

Taxes

New Homes

HST of 13% is charged on all new homes, condominiums and townhomes. However, an HST rebate of 36% is available if the purchase price is less than \$350,000 and if the home will be a primary residence and not a rental property. New homes with a purchase price in excess of \$450,000 do not qualify for an HST rebate in Ontario. It should be noted, that virtually all builders will build in the HST to their pricing.

On July 1, 2010, the 13% Harmonized Sales Tax (HST) took effect in Ontario replacing the Federal Goods and Services Tax (GST) and the Provincial Sales Tax (PST). Buyers of new homes receive a rebate of up to \$24,000 regardless of the price of the new home. Buyers of new residential rental properties receive a similar rebate. The HST does not apply to purchases of resale homes.

NOTE: if the property purchased has more than two residential units or is a commercial property and the price exceeds \$400,000, multiply the total price x 1.5% and deduct \$2,275.00.



Left: with Novak Djokovic. Right: with Denis Shapovalov.

Resale Homes

There is no HST on a resale home. If the property has been an owner-occupied home, townhome, condominium, vacation property, cottage or apartment, there is no HST payable when it is sold.

If the property has been purchased and substantially renovated by a contractor who then sells it, new home HST rules may apply depending on the extent of the renovations.

Real Estate Services

HST must be paid on most of the real estate services listed in this section. This includes services such as the appraisal fee, the inspection fee, legal services, application fees, and real estate commissions. There is no HST payable on a mortgage principal or interest.



Land Transfer Tax (LTT) in Ontario

In general, the land transfer tax in Ontario ranges from 0.5 percent to 2.5 percent of the purchase price of the home. The tax (since January 2017) is calculated as follows¹:

Amounts up to and including \$55,000	0.5%
Amounts exceeding \$55,000, up to and including \$250,000	1.0%
Amounts exceeding \$250,000, up to and including \$400,000	1.5%
Amounts exceeding \$400,000	2.0%
Amounts exceeding \$2,000,000, where the land contains one or two single family residences	2.5%

The following table exemplifies LTT costs for different prices in Ontario (except the City of Toronto) and without considering any existing First Time Home Buyers rebate programs². The Province of Ontario currently offers a \$4,000 LTT rebate for those who qualify as First Time Home Buyers. For more information, check the Province’s most current refunds programs on their website.

NOTE: The above values consider you’re a Canadian Citizen or Permanent Resident of Canada. Effective from October 25, 2022, the saw a significant increase to 25 percent. This tax is levied on the acquisition of residential property in Ontario by foreign nationals, foreign corporations, or taxable trustees.

Sources:
1) Calculating Land Transfer Tax | Land Transfer Tax | ontario.ca
2) Land Transfer Tax Refunds for First-Time Homebuyers | Land Transfer Tax | ontario.ca

Land Transfer Tax (LTT) Table

PRICE	LTT
\$800,000	\$12,475
\$820,000	\$12,875
\$840,000	\$13,275
\$860,000	\$13,675
\$880,000	\$14,075
\$900,000	\$14,475
\$920,000	\$14,875
\$940,000	\$15,275
\$960,000	\$15,675
\$980,000	\$16,075
\$1,000,000	\$16,475
\$1,050,000	\$17,475
\$1,100,000	\$18,475
\$1,150,000	\$19,475
\$1,200,000	\$20,475
\$1,250,000	\$21,475
\$1,300,000	\$22,475
\$1,350,000	\$23,475
\$1,400,000	\$24,475
\$1,450,000	\$25,475
\$1,500,000	\$26,475
\$2,000,000	\$36,475
\$2,250,000	\$42,725
\$2,500,000	\$48,975
\$2,750,000	\$55,225
\$3,000,000	\$61,475
\$3,500,000	\$73,975
\$4,000,000	\$86,475

Municipal Land Transfer Tax (MLTT) in Toronto

On October 23, 2007 the City of Toronto approved a municipal Land Transfer Tax that is levied in addition to the current Ontario Provincial Land Transfer Tax.

Effective January 1, 2024, the formula (for a home purchase) with the City of Toronto Land Transfer Tax will be as follows:

Properties containing at least one, and not more than two, single family residences	
Up to and including \$55,000	+0.5%
Over \$55,000 to \$250,000	+1.0%
Over \$250,000 to \$400,000	+1.5%
Over \$400,000 to \$2,000,000	+2.0%
Over \$2,000,000 to \$3,000,000	+2.5%
Over \$3,000,000 to \$4,000,000	+3.5%
Over \$4,000,000 to \$5,000,000	+4.5%
Over \$5,000,000 to \$10,000,000	+5.5%
Over \$10,000,000 to \$20,000,000	+6.5%
Over \$20,000,000	+7.5%
All other non-single family residences	
Up to and including \$55,000	+0.5%
Over \$55,000 to \$250,000	+1.0%
Over \$250,000 to \$400,000	+1.5%
Over \$400,000	+2.0%

Source:
City of Toronto | Municipal Land Transfer Tax (MLTT) Rates and Fees| toronto.ca

Move-in costs

Strictly speaking, these are not part of the closing costs; however, they should be budgeted for as part of your overall plan.

Mover

Costs for a mover will depend on the number of rooms of furniture and the number of large heavy items such as pianos.

Deposits

Deposits may be required in advance for services and utilities such as telephone, gas and electricity.

Renovations

You may want to make some renovations prior to moving into your new home. For instance, some buyers may want to repaint rooms to fit their own tastes, or they may desire to change fixtures or carpeting, or even windows and doors. All such costs should be taken into consideration.

Monthly mortgage payment calculation

This chart will help you determine what your monthly mortgage payments will be, given various interest rates and amortization periods.

How to use this chart

1. Determine the amount of your mortgage in dollars.
2. Look down the chart's left column and locate the interest rate you expect to pay. Now look at the top of the chart to find your expected amortization period. Note the number at the intersection of your chosen interest rate and amortization period.
3. Multiply this number by the amount of money you need to borrow. Divide this by 1000 to arrive at your approximate monthly mortgage payment (principal and interest).

For example: The monthly payment for a \$250,000 mortgage with a 25-year amortization period at 6% is $(\$250,000/1,000) \times 6.40 = \$1,600.00$.

Amortization Periods

INTEREST RATES %	20 YEARS	25 YEARS
2	5.05	4.23
2.25	5.17	4.36
2.5	5.29	4.48
2.75	5.41	4.61
3	5.54	4.73
3.25	5.67	4.87
3.5	5.79	5.00
3.75	5.92	5.13
4	6.05	5.27
4.25	6.18	5.40
4.5	6.30	5.53
4.75	6.44	5.68
5	6.58	5.82
5.25	6.71	5.96
5.5	6.85	6.11
5.75	6.99	6.26
6	7.12	6.40
6.25	7.26	6.55
6.5	7.41	6.70
6.75	7.55	6.85
7	7.70	7.01
7.25	7.84	7.16
7.5	7.99	7.32
7.75	8.14	7.48
8	8.28	7.64



Filming my 2023 video series McDadi's Open House with 2019 US Open Grand Slam Champion and Mississauga native Bianca Andreescu.



Interviewing Grand Slam finalist and Canadian tennis sensation Leylah Fernandez in Montreal.



Flipping the coin at the 2023 National Bank Open, Gaël Monfils vs Jannik Sinner.



With Sportsnet commentator Arash Madani (left), former tennis player and ESPN analyst Darren Cahill (centre) and Carlos Alcaraz in Toronto (right).



I enjoy doing speaking engagements and encouraging excellence in the real estate industry.

Finding your ideal home

Selecting a New Home for Your Family

If, after careful consideration, you believe purchasing a home is a good investment and you are prepared to make the sacrifices that come with owning a property, the next step is to design your ideal home.

For most of us, designing a home is a matter of selecting features from a menu. There are a few individuals who have the money, time and desire to design their home from the ground up. In our case, we are going to look at the options already available and select the options that meet our requirements.

If you already know the general area in which you would like to buy your next home, you can skip the following section about location. If you are not exactly sure of where you would like to live, now is the time to consider all the options.

Before you take your next step, we are going to look at the following variables:

- **Location:** where should you buy?
- **Types of homes:** what type of home should you buy?
- **New or resale:** the advantages of each.
- **Condition:** move-in condition or fix-up?

Also included in this chapter is a design guide which will help you in determining features that are important to you in a home. As you begin to visit homes, you will use your design guide as your evaluation tool in making comparisons.

Finally, this chapter explores the nature of the relationship between the parties involved in a real estate transaction, and includes information on your agent's legal, moral and ethical obligations.

General location

My market includes Brampton, Oakville, Toronto, Milton, Georgetown, Hamilton, Caledon, Burlington, Vaughan, Etobicoke and Mississauga.

The City of Mississauga

The City of Mississauga, just west of Metropolitan Toronto, remains as one of the most desirable places to live in Southern Ontario.

Since the amalgamation of the townships of Streetsville, Port Credit and Mississauga in 1974, Mississauga has expanded to become Canada's sixth-largest and fastest growing city with a population in excess of 717,961 in 2021.

This phenomenal growth can be attributed in large part to the desirable location in which the city is situated, a location which is within easy commuting distance to Metro Toronto, as well as being close to Pearson International Airport, four major highways and the U.S. border. For business and residents alike, this proximity proves to be a major drawing card.

Residents of the city benefit from a strong, growing industrial and commercial base. In addition, homeowners have access to a wide range of services such as cultural, recreational, entertainment and shopping opportunities. For nature lovers, Mississauga boasts an abundance of parks, biking paths and other outdoor areas.

The following is an article written by long-time, former Mayor of Mississauga, Hazel McCallion, in whose opinion:

"When you buy a home in Mississauga, you are buying much more than a home; you are becoming a shareholder in Canada's best-managed city. Almost unique among governments, Mississauga is debt-free. Not only that, we have sufficient reserves to shelter us from unexpected emergencies.

We are very proud of the quality of our parks and recreational facilities. Check out our fitness centres, arenas and recreational programs. You'll find something of value and interest for the whole family.

...Remember, not only is Mississauga a great place to live, it's also a wonderful location for business. On behalf of Council and staff here at Civic Centre, a big welcome."

— **Hazel McCallion**



Views of Mississauga:
St. Lawrence Park,
the Absolute Towers,
and the Lakefront.

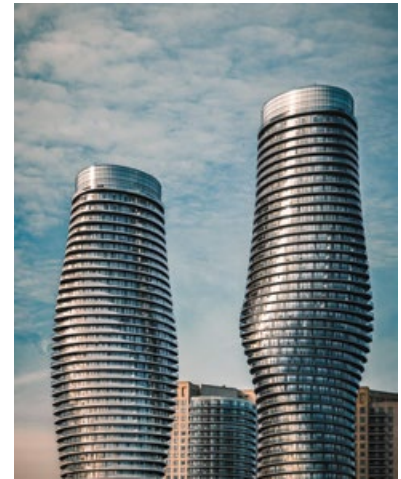


Photo credits: St Lawrence Park, Mississauga. Unsplash.com. Photo by Alaeddin Hallak / The Absolute Towers, Mississauga. Unsplash.com. Photo by Aaron Ledesma / Lakefront, Mississauga. Wikipedia. Photo by Kevin Cabral, licensed under CC BY 2.0

Now, Mississauga has become a self-sufficient community with diverse neighbourhoods, a vibrant economy and no shortage of amenities and services.

Some of the features that are attracting people to Mississauga, and keeping them here, include:

- Natural landscape: the city boasts more than 522 parks, including 225 kilometres of trails and woodlands, a waterfront trail, boating and fishing on Lake Ontario and natural areas like the Rattray Marsh and the Credit River Valley.
- Shopping: ranging from the big malls like Square One, Erin Mills Town Centre, and Meadowvale Town Centre, to many large depot stores at Heartland, as well as smaller plazas and traditional shopping districts of Clarkson, Streetsville and Port Credit.
- Entertainment: numerous fine restaurants, cinemas, dinner theatres, museums and libraries.
- Housing: a wide range of housing styles and prices, including a steady supply of new homes being built.
- Business opportunities: more than 52,000 businesses, including 97 corporate head offices and numerous business parks providing job opportunities for residents.

The city consists of a number of communities - Lakeview, Clarkson, Erin Mills, Meadowvale, Port Credit, Cooksville, Malton, Lorne Park and Streetsville, which cover an area of 288 square kilometres.

The average family income is \$92,018 in 2020 and the average home sold for about \$873,000.

The \$65 million Living Arts Centre, in the city centre next to Square One, opened in 1997 and offers everything from Broadway-style shows to community theatre, visual arts and educational programs. Adjacent to the Living Arts Centre is Mississauga's Celebration Square. This is the premier location for free outdoor events, connecting residents and community groups through arts, culture, and heritage. Located in the heart of downtown Mississauga, across from Square One Shopping Mall, Celebration Square boasts a main stage with a state-of-the-art sound and lighting system, two digital program screens, a lawn, an interactive water feature which converts in to an ice rink during the winter months, an amphitheatre, as well as a cafe.

These two spaces are showpieces of Mississauga's emerging downtown, in the 2 km² area west of Highway 10, between Burnhamthorpe Rd. and Highway 403.

The Town of Oakville

Oakville is located on the shores of Lake Ontario, between Toronto which lies approximately 50 km to the east and Hamilton which lies about 25 km to the west. All three centres are located along the Queen Elizabeth Way (QEW), a major provincial highway. In addition, Highway 403 carries travellers northward from Oakville to Highway 401, and the 407 toll highway crosses Oakville along its northern boundary.

The Town of Oakville covers approximately 143 km² and its population in 2021 was more than 213,759. Oakville is just 30 minutes from downtown Toronto and only an hour drive from Niagara Falls and the United States border.



Views of Oakville: Coronation Park, Marina and aerial view of residential community.

Photo credits: Coronation Park, Oakville. Unsplash.com. Photo by Alaeddin Hallak. / Marina in Oakville. Unsplash.com. Photo by Divina Clark. / Aerial View of Oakville, Shutterstock.com

The Town of Oakville offers outstanding recreational facilities for all ages, and is also home to some of the best public and private schools in the province. There are excellent medical facilities including the 368-bed Oakville-Trafalgar Memorial Hospital. In addition, the community offers rich and varied entertainment experiences for both its residents and visitors alike. Oakville is also home to many commercial and industrial firms including the Ford Motor Company of Canada.

Oakville is divided into a number of residential areas, each with its own character and sense of community. Heritage homes, lakefront estates, luxury condominiums and townhouses are found along Lakeshore Road and in Old Oakville, while the newer, planned communities of Glen Abbey, West Oak Trails, River Oaks, Joshua Creek and Upper West Oakville offer a wide range of housing options to suit everyone's taste and budget.

The City of Oakville's website describes Oakville as a vibrant and impressive community within the Greater Toronto Area (GTA). The Town of Oakville is a beautiful lakeside town with a strong heritage, preserved and celebrated by residents and visitors alike.

Founded in 1857, this striking town has become one of the most coveted residential and business centres in Ontario, because it has:

- Great neighbourhoods
- Great places to do business
- Quality schools
- A full-service acute care community hospital
- Proximity to Lake Ontario and recreational areas
- Easy access via QEW, 403, 407 and GO Transit
- Charming shopping districts in the downtown core

This thriving municipality provides all the advantages of a well-serviced urban centre, while also maintaining its small-town ambiance. Along historical downtown streets, Oakville offers a mix of converted 19th century buildings which accommodate over 400 fine shops, services and restaurants.

City of Brampton

With an estimated population of more than 656,480, Brampton is the 9th largest city in Canada and among the fastest growing. Located immediately north of Lester B. Pearson International Airport, the city is accessed by four major highways, including Highway 401, Highway 407, Highway 410 and Highway 427.

Brampton has an abundance of shopping areas, libraries, fine dining, theatres, leisure and recreation facilities, tourist attractions and a host of other amenities. Residents also enjoy the benefits of a major hospital and other specialized medical services and facilities.

The growing City of Brampton offers great urban amenities and is surrounded by parks and abundant nature.



Photo credits: Aerial view of Brampton - Shutterstock.com / Ducks in Brampton - Unsplash.com. Photo by Saud N

Brampton offers a complete range of housing types and styles. According to Statistics Canada, overall values placed Brampton 6th in the country for total construction value (up from 7th in 2010 and 15th in 2009). Alongside its neighbours in the Toronto Census Metropolitan Area (CMA), Brampton once again finished with strong construction values in 2011. It was second only to the City of Toronto in total construction, residential construction, institutional construction and a number of residential units under construction. In 2011, a total of 3,775 residential units were created at a value of over \$1.3 billion. This growth reflects a 22.8 per cent increase over the residential development that occurred in 2010. With the strength in Brampton's housing market continuing to focus on single-family dwellings such as detached, semi-detached and townhouses, the city is expected to continue to represent a significant portion of the regional new home construction market over the next fifteen to thirty years.

Brampton's young and diverse multicultural mosaic represents more than 175 distinct ethnic backgrounds mirrored with an eclectic mix of restaurants, boutiques, festivals, recreational and sport opportunities.

As Canada's Flower City, Brampton showcases beautiful floral displays and natural retreats. Not just an award-winning city of beauty, Brampton is one of only 11 cities in North America to be designated as an International Safe Community by the World Health Organization.

For visitors to Brampton, natural heritage, recreational play, cultural experiences and community festivals are abundant.



A calm community
in Brampton.





Georgetown

Georgetown is located within the Town of Halton Hills which also includes several smaller towns, villages and rural settlements. It is situated on the Credit River, located approximately 60 km west of Toronto, making it part of the Greater Toronto Area. Nestled in a rural setting of rolling hills, rivers and valleys, Georgetown is located at the western edge of the Greater Toronto Area (GTA) and offers the best advantages of urban living combined with the attributes of small town and country living.

The traditional territory of the Hurons, it was colonized by the French in 1650 and later became Georgetown, home to 700 settlers in 1845. In 1864, the small village had grown to around 1,400 people and was finally incorporated as a village in 1864. The community continued to grow steadily, becoming a town in 1922 and, by the end of World War II, its population had grown to almost 4,000.

In 2021, Georgetown had a population of 62,951. The Town provides diverse choices for shopping and employment with direct access to regional and international airports as well as to GO Transit commuter rail service and freeways in all directions.

Georgetown offers potential purchasers a range of housing types and styles in urban settings as well as rural areas and historic hamlets.

Railway station serving
Via Rail and GO Train
services in Georgetown,
Ontario.



Photo credits: 213 Gardenbrooke Trail, Brampton. Unsplash.com. Photo by Sangam Sharma.
Railway station in Georgetown. Wikipedia. Photo by Ralcer, licensed under CC BY 2.5

Milton

Nestled at the base of the Niagara Escarpment, Milton is a fast-growing community offering a variety of housing and neighbourhoods. Potential purchasers can choose from new or existing townhomes as well as semi or fully detached homes that range in price from starter homes to executive residences and rural estates.

In addition to being served by GO Transit commuter rail service to Toronto, Milton is also served by major highways and is easily accessible to both regional and international airports.

In 2021, Milton (Town) had a population of 132,979, representing a percentage change of 20.7% from 2016. Almost 4 times the national growth of 5.2% in the same period. In fact, the Milton area has been identified by the Government of Ontario as a major growth area.

With over 60 parks in both rural and urban areas, the Town of Milton makes it easy to incorporate healthy activities into your busy lifestyle. The Town of Milton also has a network of trails and bike ways that link neighbourhoods. More parks and trails are being included in new neighbourhoods as they are planned and built.

Milton's history on the Town's website says that in 1821, on his grant of Crown land, Jasper Martin from Newcastle England built a grist mill along the banks of the Sixteen Mile Creek and powered it by building a large pond. This was the early beginning of a community of approximately 60 people that was named "Martin's Mills".

The mill attracted new residents and new commercial enterprises, including an ashery, small store and a post office. In 1837, with a population of over 100 people, a meeting was called to discuss renaming the community. Attendees at that meeting suggested Milton, after the English poet John Milton, who wrote the memorable poem, Paradise Lost.

Many of the existing buildings in downtown Milton are made with building materials indicative of the early construction industry that was located on the escarpment.

The expansion of the railway to Milton in 1877 sparked the development of several brickyards in an area of the escarpment known as Milton Heights. This included the Milton Pressed Brick Company. In 1901, the Milton Pressed Brick Company was known as the best on the continent. Several buildings in downtown Milton are made with bricks that bears either the MPB or Milton stamp. The railway also opened up the quarry industry. The cut limestone buildings, like we see at the Town Hall, were quarried from the escarpment.

Another icon to the Town's earlier days is Waldie's Blacksmith Shop. Waldie's was established in 1865 and has recently undergone extensive restoration through the efforts of the Waldie family and the Milton Historical Society. Today it's a museum that provides educational interpretation for school groups, blacksmithing classes and is a unique meeting rental facility.



Milton is connected to the GTA via Highway 401 and offers a great balance between nature and urban living.

Photo Credits: Home in the Niagara Escarpment, Milton. Unsplash.com. Photo by Mike Horning. / Conifer trees in the woods in Winter, Milton. Pexels.com. Photo by Javon Swaby. / Highway 401 during Fall - pixabay.com. Photo by Adoborepublic.

The City of Toronto

Toronto, Canada's corporate capital, is home to some 2,794,356 people. The city covers an area of 632 km² and is located on the northwest shore of Lake Ontario. One third of Canada's population lives within a 160 km radius of Toronto and one-half of the population of the United States is within one day's drive of the city.

Toronto, on the north shore of Lake Ontario, is the largest of Canada's vibrant urban centres. It is the hub of the nation's commercial, financial, industrial, and cultural life, and is the capital of the Province of Ontario. People have lived here since shortly after the last ice age, although the urban community only dates to 1793 when British colonial officials founded the 'Town of York' on what then was the Upper Canadian frontier. That backwoods village grew to become the 'City of Toronto' in 1834, and through its subsequent evolution and expansion Toronto has emerged as one of the most liveable and multicultural urban places in the world today.

Today, Toronto is one of the most multicultural cities in the world. More than 100 languages are spoken in Toronto and one-third of the city's residents speak a language other than English.

The city has outstanding air, road and rail transportation facilities, including North America's second largest public transit system. Toronto also is the nation's largest employment centre, accounting for one-sixth of Canada's jobs and strong employment levels in both the manufacturing and service industries.

Most importantly, Toronto is a liveable city. Toronto has consistently been rated as one of the best cities in the world in which to live. There are 157 distinct and identifiable residential neighbourhoods offering an unlimited range of housing types and styles.

**Did you know that Toronto is as
far south as the French Riviera?
Or that more people live in Toronto than in
Canada's four Atlantic provinces combined?**

Photo credits: Toronto Skyline. Pexels.com. Photo by Luis Ruiz. / Toronto Sign and City Hall. Pexels.com. Photo by Scott Webb. / Exhibition Place in Toronto. Pexels.com. Photo by Harrison Haines.



Toronto Skyline from Lake Ontario. Aerial View of Exhibition Place, City Hall and Toronto Sign.



Types of homes



Examples of Detached / Single Family Homes. Top: a luxurious large home. Bottom: a common detached-style in Southern Ontario.



Once you have selected the general area or maybe even the specific neighbourhood where you would like to own a home, the next decision you need to make is the type of home that suits your taste and your requirements. The five following types are the most common:

- Detached/Single Family
- Semi-detached/Linked
- Duplex
- Condominium
- Townhouse

Detached (Single Family Home)

A detached, single family home provides the most space and the most freedom to decorate, renovate, landscape or expand. A single family home is usually the most expensive and, of course, you are responsible for all repairs and maintenance. However, they tend to appreciate more than most other types of housing.

The real attraction of a single family home is the feeling of privacy and 100 percent ownership. There are no noisy neighbours in the apartments above or below or beside you. You don't share a wall. The backyard is yours. Only your car sits in the driveway. The laundry room is yours and you never have to wait in line. You can use your garage to store all those odds and ends or you can actually keep your car in it. Even the basement is all yours to ignore or to finish as the family room you always wanted.

Semi-detached or Linked

Builders will often build two homes on one double foundation. This makes better use of the land that is available to them, and it is more cost efficient to construct a double house.

A linked home provides the same benefits as a townhouse plus a little more land and a little more privacy. It provides many of the benefits of a detached house at a lower cost. Ownership of a linked house includes the land so that you are responsible for all maintenance.

Duplex

A duplex is a two family home built specifically to provide privacy for its occupants. Each unit normally has its own private entrance. However, the occupants may share a common area such as the back yard or laundry room. In most cases, a duplex is owned by its main occupant who in turn rents out the other unit. Depending on the cost of the duplex, the down payment and the size of the monthly mortgage payments, the rental income can be used to cover some or all of the mortgage payment.

Ownership of a duplex along with its rental income can be an attractive investment. You must be prepared to deal with the maintenance of two units - yours and the rental unit. The demands of tenants and the risks of a vacant unit with its loss of rental income must also be considered.



Top: a semi-detached home linked to its adjacent neighbour.
Bottom: A home that was split into different units for rental purposes.



Condominium

Strictly speaking, the word condominium is a legal term describing a form of collective ownership. A condominium arrangement, as a legal corporation, can be set up to own land, apartment buildings, houses, townhouses or even business offices. Condominiums usually provide for ownership of individual units plus joint ownership of common areas. In the case of a traditional apartment building, the participants usually own their own apartment and share ownership in the common areas, such as the entrance foyer, swimming pool, exercise room and any other facilities used by other owners.

Each owner has a vote in the corporation and is able to express their opinions or concerns to the corporation board. The board is made up of members elected by the condominium owners.

Maintenance such as general repairs, exterior care, snow shovelling or cutting the grass is covered by a monthly maintenance fee.

If you are currently living in an apartment building, then you are familiar with many aspects of condominium living. Of course owning your own condominium gives you the freedom to decorate your own unit as you please and it gives you equity in your own unit.

Most condominiums cost substantially less than a house. Condominiums may appreciate in value along with the general housing market; however, individual condominium buildings may appreciate or depreciate in value depending on their location and on how well they are maintained.

A condominium gives you many of the freedoms of renting plus the benefits of ownership. A condominium may be the best match for your requirements and your finances. If a condominium is well located and well maintained, it can be a good long term investment. Be sure to stay involved in the management affairs of the condominium corporation to assure proper care and maintenance. Remember you are an owner and not just an occupant.

Monthly maintenance fees and special assessments for major renovations to the condominium complex may increase the monthly costs of a condominium unit.

Townhouse

A townhouse is one way to acquire many of the benefits of a single-family detached home but at a lower cost. Townhouses usually consist of six to ten homes built on one long foundation joined together by common walls. Instead of having an exterior wall on each side of the home, the side walls serve as dividers between one home and the one beside it.

There are two types of townhouses. If you are thinking of purchasing one, it is important to understand the differences between freehold and condominium townhouses.

Land is considered common area in condominium townhouse complexes. It is owned by the townhouse corporation which is, in turn, owned and managed by the owners. Maintenance normally is contracted out, so that individual owners are not responsible for exterior maintenance such as lawn care, snow removal or repairs.

In freehold townhome complexes, ownership includes the townhome and the land. In this case, individual townhome owners are responsible for their own general maintenance.

Townhouses provide the feel and many of the benefits of a detached home but at a lower cost. Townhouses tend to be smaller than detached homes. A typical townhouse will be from 1200 to 1500 square feet. Most townhouses have small back yards and single car garages.

Townhouses usually cost less than single-family detached homes. They do appreciate in value along with the general housing market. However, appreciation is based on the original value of a home and a townhouse may appreciate at a slower rate than that of a detached home. Townhouse appreciation will depend on the availability of other townhouses in the general area. If a neighbourhood has a large number of townhouses available, appreciation may be at a slower rate. If there is a scarcity of townhouses, appreciation will be greater.

Townhouses are excellent starter homes for small families making that first step into home ownership. A condominium townhouse is also a good alternative for professional individuals or couples who do not need a lot of space and would like the freedom from all the maintenance that goes with a freehold home. Often the corporation offers added amenities, such as swimming pools and recreational centres.



Top: exterior of a condo and an example of a condo unit interior.
Centre: a row of townhomes in Mississauga. Bottom: a beautiful heritage home in Toronto Islands.



Heritage Homes

Toronto and surrounding communities have a rich cache of historic buildings, including a large number of homes listed on inventories of heritage properties. Most homeowners consider owning such a property to be a privilege, but conflicts often can arise with neighbours or with the city if the owner wants to make substantial changes to the property or demolish the existing building to allow new construction.

Houses appear on an inventory because of historic distinction, or if they relate to a significant person or event in local history. It can take several years for a property to be recognized by organizations such as the Toronto Preservation Board, but the time can be reduced to three to six months if the building is scheduled for demolition.

Although the terms “listing” and “designation” often are used interchangeably, they have different meanings. A listed property is simply acknowledged on an inventory, while a designated property has a legal status conferred upon it. Designation provides the city with legal authority to refuse permits for alterations to the property. Generally, routine maintenance is unaffected, but owners of heritage properties are encouraged to consult with city staff to assist with planning. Heritage preservation services receive copies of any permits involving property on an inventory. Designation rarely has an impact on interior renovations.

Heritage preservation agencies do more than police changes to historic buildings. They also provide professional advice for owners. The Toronto Heritage Fund, for instance, administers grants to restore designated homes to their original condition or to conserve original design details.

Listed buildings can receive oval-shaped markers identifying them as heritage properties. Designated buildings receive bronze plaques outlining the home's origin, original owner and the architect or builder's name.

Having a listed or designated home does not interfere with your right to sell the property. Designation is registered on the property's title so new owners will be aware of its status, and should advise the city authorities of the change in ownership.

For more information or to view Toronto's Inventory of Heritage Properties, contact Heritage Preservation Services: visit <https://www.toronto.ca/city-government/planning-development/heritage-preservation/> or email heritageplanning@toronto.ca.

Styles of single family detached homes

Bungalow

Bungalows, as a general rule, tend to be smaller, with smaller rooms all on one level. A bungalow can be an excellent starter home for a small family or a good retirement home when the family has grown up and moved on. There are some real advantages to having everything on one level with no stairs to climb.

Split-Level

Split-level homes usually have three or four levels and are known as back-split or side-split, depending on the orientation. The front entry leads to the main level where the living room, dining room and kitchen are usually located. A few steps up, takes us to the upper level and the main bedrooms. A few steps down lead to the lower level to a family room and perhaps additional bedrooms. Another half level down would take us to a recreation room and other basement-type facilities.

Split-levels provide a feeling of space and freedom that you may not experience in a bungalow, which has all the rooms concentrated on one floor.

Two-Storey

Two-storey homes use the main floor for the kitchen, living room, dining room and family room. The second floor is used for three or four bedrooms. The major advantage of a two-storey home is that it provides more separation between the living and sleeping quarters than either a bungalow or a split-level. A big advantage of the two-storey home is that it usually has a full basement which can be finished to provide additional, useable living space.

New or resale?

Now that you have selected the type of home you prefer, the time has come to choose between a new home or a resale home. There are advantages to both.

Advantages of a New Home

With a brand new home, you can start from the very beginning and decorate your new home exactly as you want.

If you prefer a new home, be prepared for the on-going construction you will find all around you. Chances are that your lawn will not be in, your driveway will be gravel and your street will turn into a sea of mud whenever it rains or snows. If things are going to go wrong with a house, they will appear in the first one to two years after construction. As the house settles, you may find cracks appearing in the walls or in the basement.

New homes will have more modern conveniences, better insulation and be more energy efficient. There are additional expenses associated with a new home that you will not usually find in an older home. You may have to spend additional money for appliances, curtains, drapes, landscaping, air conditioning, etc. Before you sign the contract for a new home, be sure that it is covered by a comprehensive warranty.

Advantages of a Resale Home

The major advantage of a resale home is that you are moving into an established neighbourhood. Your lawn is green, your shrubs are growing, your driveway is paved and your trees are well enough established to give your street a feeling of permanence.

In terms of an investment, a resale home often will give you more for your money than a brand new home. Many owners put thousands of dollars into home improvements ranging from small items, such as landscaping, to major projects, such as a finished basement.

Although these improvements will make the home more attractive to potential buyers, they may not increase the market value of the home. A \$30,000 swimming pool or a \$25,000 finished basement or even \$5,000 worth of shrubs and landscaping may make a home very attractive, but they will not necessarily increase the market value of a home. The buyer gets the home at its real market value, which is based

on comparable homes for sale or sold in the neighbourhood. All those expensive extras may come to the buyer at little or no cost.

Cost Comparison Trap

Remember that the builder's list price is usually firm, and any extras or changes are added to the list price. Count on a new home costing somewhat higher than the asking price. With a resale, the vendor's asking price is almost always negotiable downwards. Equally priced new and resale homes are not comparable in final price.

Condition

Move-in

Most homes that are on the market are in move-in condition. The owner will have made at least cosmetic improvements so that their home will "show well" and get the highest possible price. By move-in condition, we mean that you might want to repaint a few rooms, or hang up some new curtains or even replace the kitchen cabinets, but essentially you could move in tomorrow and be comfortable.

If both partners are working at full-time jobs and/or there are several children to care for or perhaps a new baby on the way, "move-in condition" is by far the best option.

Fix-up

A small percentage of homes on the market will not be in move-in condition. You would not even think about moving your family into this home, until you made some major changes.

A home may be under power-of-sale and the prior owners will not see a cent from its sale and they do not care about the home's condition. In fact, in some cases, prior owners of power-of-sale homes may have torn out major items such as sinks or bathtubs and all the light fixtures.



Enjoying a dinner with basketball Hall-of-Famer Bob McAdoo. Bob allowed me to wear one of his 5 NBA championship rings. Lots of bling!



Playing a friendly game of pool with former NBA player Bob McAdoo.



Playing "Around the World" with former NBA MVP Bob McAdoo. I gave him a run for his money.

A home may have been rented by an absentee owner who was not around to see the damage that the renters were doing to the home. Now the home is on the market and it needs a lot of work.

Warning: When you first walk into many fix-up homes, you will feel very discouraged. You may wonder, "How could anybody ever leave a home like this?" You will certainly question how you could ever move in and live in "this disaster." But if you have the tools, the skills, the time and the patience to take a fix-up home and restore it to live-in condition, you will be able to buy the home at 10 per cent to 15 per cent below what its market value would be if it were in good condition.

Not only does a fix-up home present an opportunity to buy the home at a lower price than its potential market value, it also gives you the opportunity to renovate the home to your design. Maybe you want to tear down the dining room wall and make a small kitchen and a small dining room into one large and bright combination kitchen/family room. You might want to tear up the carpet that is in terrible condition and replace it with new hardwood floors.

It takes imagination to walk into a fix-up home and picture how it would look after you renovate it. It will take a lot of patience to move in and live with the mess while those major and minor renovations are being done.

If you do have the time, the skill and inclination to buy a fix-up house and make it into a home, there are several options you may want to consider.

If you can delay moving into the fix-up home until you have completed major renovations, you will avoid the hassles of living in the middle of a major mess. You can agree to an early closing but stay in your current residence for another 60 to 90 days. Make your offer contingent on the seller paying your current rent or mortgage payment through the 60 to 90 days until you move in. This approach gives you the home at below market price and it gives you time to renovate it to your liking.

A dangerous option is to negotiate authorization to renovate the home prior to closing. This proposition is risky as something could go wrong with your deal and all the time and money you spent on improvements could be lost. If the home is in terrible condition, it is probably under power-of-sale. A home under power-of-sale may have other legal complications which could delay or even void your offer to buy.

Before you make an offer of any kind on a fix-up home, be sure that you and your real estate sales representative have spent some time with your lawyer. A local lawyer may have a better knowledge of the legal conditions pertaining to the home in which you are about to invest your life savings.

Move fast to get your offer in and secure the home at the price you are willing to spend. Move slowly and cautiously by leaving yourself several escape clauses so that if there are legal complications or serious defects in the home, you can walk away from the deal and get your money back or negotiate a better price.

A fix-up home, whether it is under power-of-sale or just on the market, can be an excellent bargain for the right buyer. It can also be a legal quagmire, so be sure to take extra care with your real estate sales representative and a local lawyer to protect your investment.

Your design guide

This section provides you with an important guide in selecting your next home. This design guide is a series of checklists that will assist you in deciding what you would like to see in your ideal home. It lists the major and secondary features that most buyers look for in a home.

This design guide is yours to assist you in your selection. You may want to use it as is, modify it or ignore it. You may decide that some of these secondary features are major items for you and you may want to add features that are not shown. The features are arranged in order of importance based on knowledge gained through experience working with clients.

These features are divided into two categories:

1. **Must-have:** A “must-have” is a feature that you and your family see as mandatory. For instance, if you work out of your home, a den or office will be a must-have. A must have is a feature that you cannot compromise.
2. **Would like:** A “would like” is a feature that you would prefer. However, if everything else in the home was perfect, you could live without this feature. If you always wanted hardwood floors, but the home you are considering has good wall-to-wall carpeting, you may compromise on the hardwood floors.

Only you can make these choices. This design guide is yours for your next home. It will assist you in deciding what is important and what features should be given priority.

Your design guide will become your evaluation tool. As you begin to visit homes, you will use your design guide as your evaluation tool. Does the home you are considering include all your “must haves?” How many of your “would likes” does the home offer?

Designing your ideal home:

INTERIOR - MAJOR FEATURES	MUST HAVE	WOULD LIKE
Number of Bedrooms		
Number of Bathrooms		
Main Floor Bathroom		
En-Suite Bathroom		
Eat-In Kitchen		
Separate Dining Room		
Den or Home Office		
Main Floor Utility Room		
Central Air Conditioning		
One or Two Car Garage		
Finished Basement		
Basement Apartment		
Large Closets		
Closet Near Main Entrance		
Large Kitchen Cupboards		
Appliances included:		
Stove, Refrigerator		
Dish Washer		
Clothes Washer, Dryer		
Fireplace in Family Room		
Wall to Wall Carpeting		
Hardwood Floors		
Other features		

A few of the homes you look at will have features that, to some individuals, will be negative factors and may present problems. To others, they will be no problem at all. A home directly across from a shopping mall will be a major advantage if you work in the mall. It can be a major problem if you have small children and are concerned about the traffic.

EXTERIOR - MAJOR FEATURES	MUST HAVE	WOULD LIKE
Large Lot (Backyard)		
Fenced Backyard		
Deck / Patio		
Siding (Brick, Aluminum, Wood)		
In Ground Swimming Pool		
Front Porch		
Mature Trees/Landscaping		
Other features		

LOCATION - MAJOR FEATURES	MUST HAVE	WOULD LIKE
On A Quiet Street		
A Mature Neighbourhood		
Proximity to Work		
Proximity to Schools		
Proximity to Hospital		
Proximity to Park/Playground		
Proximity to Shopping		
Access to Major Road / Main Street		
Access to Major Highway		
Access to Public Transportation		

LOCATION - MINOR FEATURES	MUST HAVE	WOULD LIKE
Proximity to Golf Course		
Proximity to Tennis Courts		
Proximity to Skating Rinks		
Proximity to Swimming Pool		
Proximity to Library		
Proximity to Community Centre		
Proximity to Places of Worship		
Proximity to Theatres/Restaurants		

LOCATION - OTHER FACTORS	PROBLEM	OK
Close to Shopping Mall		
Close to School		
Close to Park		
Close to Main Street		
Close to Highway		
Close to Community Centre		
Close to Airport		
Hydro Towers with Heavy Lines		
Manufacturing Plants		
Public Transportation Route		
Heavy Truck Traffic		
Community Under Construction		



Sharing my thoughts with industry leaders.

How to pre-qualify yourself for a mortgage

What price range should you consider when buying a home? This section will cover the main points to consider and provide you with tools to determine the best option for you.

Gross Debt Service Ratio (GDSR)

Calculate your Gross Debt Service Ratio using 32 per cent of your Gross Monthly Income.

YOUR:	GROSS DEBT SERVICE RATIO (GDSR)
Gross Monthly Income	\$
32% of Gross Monthly Income	\$
Assuming Monthly Real Estate Taxes	\$
Monthly Heating Costs	\$
Income Available for Mortgage Payments	\$

Assuming an interest rate of _____% and a mortgage term of _____ years and use the Monthly Mortgage Payment Chart at the end of Chapter 2.

Total Debt Service Ratio (TDSR)

Calculate your TDSR. First, calculate 42 per cent of your Gross Monthly Income and subtract from it your current monthly obligations, but not your rent or your current mortgage payments. The remainder, minus estimated real estate taxes, is how much a professional lender will use as your monthly payment.

YOUR:	TOTAL DEBT SERVICE RATIO (TDSR)
Gross Monthly Income	\$
40% of Gross Monthly Income	\$
Current Monthly Commitments	\$
Assuming Monthly Real Estate Taxes	\$
Monthly Heating Costs	\$
Income Available for Mortgage Payments	\$

Assuming an interest rate of _____% and a mortgage term of _____ years and use the Monthly Mortgage Payment Chart at the end of Chapter 2.

Checklist for your offer

Before you sign and submit your offer, consider adding some of the following items that you may want to see included in the deal:

I WOULD LIKE INCLUDED:	YES	NO
Above Ground Swimming Pool		
Alarm System		
Appliances:		
Clothes Dryer		
Clothes Washer		
Dishwasher		
Freezer		
Refrigerator		
Stove		
Barbecue		
Ceiling Fans		
Central Vacuum & Attachments		
Chandeliers and Other Fixtures		
Custom Built Shelving		
Draperies, Blinds, Curtains		
Electronic Air Cleaner		
Garage Door Opener		
Garden, Deck		
Gardening Tools, Lawnmower		
Playground Equipment		
Satellite Dish and Equipment		
Snow Blower		
Space Saver Drawers and Shelving		
Storage Shed		
Swimming Pool Equipment		
Water Softeners		
Window Air Conditioners		
Other:		
Other:		

Comparing your favourite options

Consider creating cards similar to the following (or use this book to take your notes), so you can compare and rank the homes you are interested in.

ADDRESS:

Nickname:	Would we make an offer? Y / N
-----------	-------------------------------

Description:

WHAT WE LIKE ABOUT THIS HOME

1.

2.

3.

4.

5.

ADDRESS:

Nickname:	Would we make an offer? Y / N
-----------	-------------------------------

Description:

WHAT WE LIKE ABOUT THIS HOME

1.

2.

3.

4.

5.

ADDRESS:

Nickname:	Would we make an offer? Y / N
-----------	-------------------------------

Description:

WHAT WE LIKE ABOUT THIS HOME

1.

2.

3.

4.

5.



Interviewing Toronto Maple Leafs' goaltender Ilya Samsonov.



Hanging out with Toronto Blue Jays' pitcher, Chris Bassitt



Having a great time with former Leafs Player and Hall of Famer Doug Gilmour, and Wilf Paiement, while shooting one of my TV commercials.



With longtime friend, former NHL player Wilf Paiement.

About Condominiums

The concept of condominium actually dates back to Roman times. In Latin, it means “joint dominion.” It is a legal device to separate ownership of individual parts from shared ownership of common parts.

Condominiums have reached prominence in Canada in the last three decades. The Condominium Act of Ontario was enacted in 1967 to encourage wider home ownership by more people, to define their rights and obligations, and to protect and encourage investment in the development of condominium projects. While the concepts are straightforward, there are significant differences from ordinary property ownership.

Co-Ops, Co-Owns and Condos

Most people buying a condominium have a pretty good understanding of the basic responsibilities they are undertaking. This is no surprise given that condominium sales consistently account for more than twenty-five per cent of all homes sold in the Toronto area. Condominium owners purchase a specific unit within a building. They negotiate and are responsible for their own mortgage and pay their own property taxes. A monthly maintenance fee is paid to repair and maintain common areas. Utilities may or may not be included in the maintenance fee, depending upon the specific agreement.

Two types of ownership that differ significantly from condominiums are co-operatives and co-ownerships. These types of ownership make up a small percentage of sales in the Toronto area, but they may appeal to certain people, especially first-time buyers for one big reason – price. Many people,

however, do not understand the intricacies of these types of ownership. Consult with your legal counsel to be sure you understand what you are doing before entering into such agreements.

In a co-operative, the land and the building, including all the units, are owned by a corporation. Each purchaser becomes a shareholder of the corporation. Purchasers do not own their own units but are given the right to occupy them by the corporation. The rights, duties and liabilities of each tenant-shareholder are governed by corporation documents and bylaws. Each tenant-shareholder contributes a share toward the taxes and the mortgage, which are applied to the entire property. Co-operatives are governed by the Business Corporations Act or the Co-Operatives Act; while the Condominium Act does not apply.

Co-ownerships represent a percentage ownership of the entire building. If there were twenty-five equal units, you would own a four per cent interest in the building. You are also buying the right to occupy a specific apartment in that building. Co-owners pay a maintenance fee, but are governed by the agreement entered into when purchasing their interest. Because you do not receive title to a specific apartment in a co-ownership or an equity co-operative, financing has been difficult to secure in the past. Ordinarily, where there is no mortgage on the entire property, individual mortgages are available and there are now more lenders willing to finance co-ownership or equity co-operative interests.

The Creation of a Condominium

While the majority of condominiums are the ones we are familiar with as condominium apartments or townhouses, there can be many other forms of shared ownership, such as recreational properties, groups of detached homes with common exterior elements, and time share properties.

(Co-operative Housing does not fall under the Condominium Act. A “Co-op” is a business corporation controlled under the Ontario Business Corporations Act. In Co-op housing, the tenants own shares in the corporation - which owns the property. Occupancy rights are obtained through tenancy agreements with the corporation).

In Ontario, a condominium is created under the Condominium Act by:

A. The Declaration

- Which states that the lands are to become a condominium.
- Confirms the consent of all mortgagees.
- Defines the common interest proportions and allocation of common expenses.
- Other statutory requirements (The Declaration can be changed later; not by majority, but only by the consent of all the owners and mortgagees or by a court order).

B. The Description

- The physical definitions, such as a survey plan, structural plans, diagrams of the units, and their boundaries.

- A surveyor's certificate that the building has already been constructed and is substantially in accordance with the plans. (It is for this reason that a condominium cannot exist before the substantial completion of the project, which leads to complications in the methods of funding and mortgages).

C. Government Approvals

- All the customary government approvals must be obtained.
- The process typically would take several years, although the time and costs required depends on many factors and can vary tremendously from project to project.

The result of creating a condominium is a legal entity consisting of three parts:

1. The Unit

- The part over which the owner will have exclusive ownership and all that it entails.
- Usually this would be the volume (or space) of an apartment or the land and volume of a townhouse. (However, it could be any other division described in the Description already mentioned).
- An important process is the establishment of the proportion the unit is deemed to be of the whole project, as this relates to the allocation of various condominium expenses.

2. The Common Elements

- All properties not defined as "units," are deemed to be common elements.

3. The Condominium Corporation

- The corporation is created by provincial statute, upon registration of the Declaration and Description.
- It consists of the members, who are the owners of the units.
- The members elect a Board of Directors to represent them and to act on their behalf. (A common misunderstanding is that a condominium corporation is just like any other corporation created to carry on business. It is not! For example, a condominium corporation has no share capital and does not provide limited liability).
- The essential information about a condominium is contained in documents such as the Declaration, Description, by-laws, financial plans and auditor reports.
- The prudent purchaser should obtain, before closing, a status certificate in which the Board guarantees the important financial and physical representations at that time, and known future plans. The market value of condominium real estate is very often also determined by intangibles, such as the track record of the condominium management board, the quality of the current management, the type of people who own the units, how many are owner occupied, and the extent of affinity groups (i.e. young families, elderly, etc.).

Condominium checklists

This check list is mainly for the most common residential condominium types of apartments or townhouses. Other condominium project types, such as industrial, commercial, detached residential, resort, timesharing, etc., are beyond the scope of this book. These should be explored with your real estate professional.

General Considerations

- Condominium Management - their reputation, track record
- Security - guards at site or building entry, 24-hour surveillance cameras in parking lots, entries, hallways, recreational facilities
- Residents - proportion of Owners to Tenants (usually an important indicator of condo quality)
- Personal tastes - does it suit the lifestyle you are looking for?
- Postal service - especially to townhouses
- Amenities - swimming pool, exercise gym, workshop, hobby room, guest suites, party room, BBQ facilities, services for elderly or young, etc.
- What is covered by the maintenance fees, and will you use most of them?
- Pets - are pets allowed? Any restrictions to type or number?
- CRCDC Certification (Canadian Rehabilitation Council for the Disabled):
 - provides for wheelchair access - ramps, extra wide doorways, and other aid for the disabled
 - resaleability - while this certification may or may not increase the market value of your property, it certainly makes it more saleable to a wider market

Exterior

- Location - proximity of schools, shopping, public transit, highways, parks, churches, hospital, fire station, police station
- Traffic noise
- Parking - indoor and/or outdoor, how many spaces are included in the purchase price, can more be purchased or rented, and is there adequate visitor parking?
- Is there sufficient security - guards or surveillance cameras?
- Landscaping

Interior (the Unit)

- Exposure - for view and sunshine preferences
- Utilities - what is included in the monthly maintenance fees?
- Laundry Facilities
- Balconies/Patios - any restrictions?
(Apartment balconies generally cannot be used for barbecuing, due to fire regulations and/or condo by-laws. This sometimes surprises condo purchasers and may be unacceptable to some).
- Appliances - what is included?
- Climate Control:
 - temperature controls well placed?
 - adequate lighting?
 - air conditioning?
 - ventilation in the kitchen?
- Space
 - in-unit storage
 - is adequate locker space outside of the unit provided
 - closet space in bedrooms
 - kitchen counter space
 - will your existing furniture fit?
- Electrical
 - are there sufficient power outlets?

Finally, a reminder to become fully aware of the condominium by-laws and rules and regulations before purchasing a unit to make sure they suit your requirements.

**Remember that most of the joys
of condominium living occur because
of the restrictions, not in spite of them.**



With Brazilian soccer star, 2002 World Cup Champion, Ballon d'Or and FIFA World Player of the Year, Ronaldinho.



At a gala ceremony in Las Vegas, Nevada, Dave Liniger, Founder and CEO of RE/MAX, is recognizing me as one of the company's top Realtors worldwide.



Posing with the late Michelle Delemos, Shannon Bowen, Sabrina Nagar and John Athanasiou after being recognized as one of the top Realtors worldwide in the RE/MAX organization.



Here I am with Canadian speed skater and a double Olympic champion, Catriona LeMay Doan.



Here, I am receiving my fifth consecutive Reader's Choice Gold Award after being voted Top Realtor by readers of the Toronto Sun.



Michael Polzler, Regional Director and Executive Vice President, RE/MAX Ontario-Atlantic Canada Inc. and Pam Alexander, CEO of RE/MAX Canada, present me with one of numerous awards I received that evening, including Top Realtor for the number of transactions in Ontario-Atlantic Canada.

The Condominium Act

Ontario's Condominium Act became law on May 5, 2001. The Act protects consumers – both those who already live in a condominium and those who buy one – by improving the quality of the information disclosed to buyers, and clarifying the balance of rights and responsibilities within condominium corporations. The Act also provides increased protection for consumer investments, including leased land, vacant land and common element condominiums.

Condominium corporations must now conduct periodic studies and updates of reserve funds to determine whether the reserve fund and the level of contributions are adequate for expected repairs and replacements.

Corporations also are required to provide a status certificate, which replaces the former estoppel certificate, to anyone who pays the required fee which can not be more than \$100. The status certificate contains information about common expenses, a copy of the current declaration, bylaws and rules, a copy of the current budget, a list of agreements entered into by the corporation, information about the most recent reserve fund study, any plans to increase the reserve fund and any information about insurance policies.

Developers are pleased with the new rules allowing for common-element condominiums, which allow common elements, owned and managed by the community, to be attached to freehold properties. This means condominium owners will share in the cost of building and managing the community. It is expected that a wide range of specialized new home and resort condominiums will be developed as a result of this change.

Phased condominium corporations are also allowed, providing that the new phases are completed within ten years. Buyers will be informed in the disclosure statement if any new phases are planned.



Reviewing floor plans and designs with renowned interior designer Brian Gluckstein.



I am pictured here at an orphanage school in South Africa.

Making your offer

Any major move in life, such as that first day at a new school, your first date, getting married or having that very first baby, creates stress. Making all the choices and going through the search process for a new home is no exception. Buying a home can be a very stressful experience.

If this book has done its job, then you will have stepped through a well-organized process in defining and selecting your next home.

*You defined what you wanted. You found the right home.
Now it's time for your next step.*

The offer

Making the right offer can have important ramifications. It can get you the home that you have selected on the terms that you want, and it can save you thousands of dollars.

Reviewing this chapter before you make your first offer means that you will be better prepared than the average buyer. Once your offer is made and accepted, it becomes a legally binding contract between you and the vendor. Both parties are expected to act in good faith to finalize the sale as agreed to in the offer.

Your real estate sales representative will probably prepare your offer on an Ontario Real Estate Association Agreement Of Purchase And Sale. This standard agreement has been thoroughly tested in Ontario. It meets Ontario's legal criteria for the purchase and sale of real estate. Sometimes, local real estate boards have their own standard forms such as the Toronto Real Estate Board.

Parties to the offer

The offer identifies all parties involved in the offer to buy and sell.

Buyer

The buyer must be identified on the offer.

Seller

The seller must be identified on the offer and the property must be described exactly as it appears on the property deed. If there is more than one owner, then all owners must be clearly listed on the offer.

Listing Broker

The listing broker's name must be shown on the offer.

Co-operating Broker

The selling broker's name must be shown on the offer.

Financial items

Price

The price you are offering is shown on the first page. It is the first thing most sellers look for.

Deposit

You will be expected to include a deposit along with your offer. It must be large enough to demonstrate that you are serious about proceeding with the sale. However, it need not exceed 10 per cent of the purchase price. Your cheque will be made out to the listing broker who will place the deposit in trust until the transaction is completed. When the sale is closed, your deposit will be credited toward the purchase price together with interest. If your offer is not accepted or if the conditions of your offer are not met, the full deposit will be returned to you.



Team McDadi at Mississauga's Christmas Parade 2023.

Property

The House And Property

The offer should show, as accurately as possible, the legal description of the property. This entails the address, lot number, plan number, dimensions of the lot and, in some cases, a description of the property. Your lawyer will verify that the description of the property is specific and accurate.

Inclusions

There will be room on the offer to add any items that you would like to see included in the sale. For instance, the washer and dryer may not be shown on the listing. However, you may like them to stay and to be included in the price you are offering. Now is the time to add any items that you would like to see included.

Fixtures stay with the property when it is sold. A fixture is a permanent feature of the property. Light fixtures, bathroom accessories and wall-to-wall carpeting would be considered as fixtures that would normally stay with the house. The owner may have designated certain fixtures such as a chandelier as "not included" in the sale.

Chattels are not considered to be a permanent part of the property. Chattels include items such as washers, dryers, stove, refrigerator, blinds, area rugs and drapes.

You must be explicit in listing what chattels you would like included in the sale. A checklist is included in this chapter for you to review in preparing your offer.

Removal of items

You may want to specify that certain items be removed as a condition of your offer, items such as an above ground swimming pool, or wall-to-wall carpeting.

Conditions of the Offer

There are certain standard conditions that are included in every offer and there are specific conditions that you may want to add for your own protection.

Completion Date

Your offer must specify when you are prepared to close. It may be anywhere from one to three months or longer from the date of your offer. You must allow your lawyer time to complete the searches and documentation required. As a general rule, your lawyer will want 30 days to put in place all the searches, documentation and registrations that are required for the closing.

General Notes

Give the vendor/seller as little time as possible to accept, reject or counteroffer. The more time the vendor/seller has to consider, the more time is allowed for another offer to be made on the property.

All the changes, modifications, additions, deletions, offers and counteroffers will be made on the original document. If a new form is introduced, the vendor/seller will want to review it carefully, which may result in more questions and more time being lost in the process.

Irrevocability of the Offer

Your offer is irrevocable up to a specified date and time, such as 6:00 p.m., Wednesday, March 15, after which time it is null and void. The time you allow the vendor/seller to consider your offer will depend on the circumstances. Your real estate professional will assist you in deciding how long you should specify. It may be as short as a few hours or as long as 48 hours. There is no standard time period. You want this time period to be as short as possible, so that other buyers do not have time to submit offers which may be more attractive than yours.

Your own conditions

In submitting your offer, your agent may want to add conditions to protect you. These conditions could include inspection, financing and a lawyer's review.

Inspection

Your offer can be conditional on an acceptable professional inspection of the property. The inspection must be completed within a specified time period such as 3 to 5 days.

Financing

Your offer can be conditional on the securing of financing at a specified term and interest rate within a given number of days. This financing may include a vendor take-back mortgage for a specified term and interest rate.

Lawyer's Review

You may specify that the offer is conditional to your lawyer's review as to form and content within a very short period of time, such as 48 hours.

Failing any of the above, the deposit will be returned and the offer would be void.

Meeting the vendor/seller

In most cases, it is not necessary and may even be counterproductive for the buyer to meet directly with the vendor/seller. Your real estate sales representative is a professional. It is their job to work with you and with the listing real estate sales representative to get you the home at the best price on the best possible terms.

The process of the offer

As soon as your offer is prepared and signed, your real estate sales representative will contact the listing representative to present them the offer in the presence of the vendor/seller.

Within the irrevocable time period you have specified, the vendor/seller can accept the offer as is, reject it, or modify it and sign it back to you with their own irrevocable time specified.

If the offer is accepted, your real estate sales representative will arrange for all parties, including your lawyer, to receive true copies of the accepted agreement.

If the offer is rejected, you may want to resubmit it at a higher price or with a different closing date. Your real estate sales representative should have a good idea as to why the vendor/seller rejected it and how you should resubmit the offer to get negotiations started.

If the offer is modified and signed back to you, it indicates that the vendor/seller is interested in proceeding with negotiations. They may have signed it back at a higher price, a different closing date, with chattels removed or added or any combination of these and other items.

You will have an irrevocable time and date by which you must respond before the vendor's/seller's counteroffer becomes null and void. You can then accept the counteroffer as is. In this case, the deal is done and you have a binding legal contract. You can reject the counteroffer and walk away from the deal. You can modify the counteroffer and resubmit it with a specified irrevocable time and date for its acceptance. The process of offer and counteroffer can go on any number of times until both parties agree or one party walks away from the deal.

As in any negotiations, there usually is some compromise. There will be major items that you are not prepared to compromise. There will be less important items that you can afford to compromise on to get the home.

Strategies to consider

In the process of buying a home, you have only one opportunity to negotiate and that is through the offer process. A good real estate sales representative will know how to strategize your presentation so that the offer process works to your advantage.

Your real estate sales representative will know the history of the home and should be able to answer the following questions: Has it been on the market for a long time with no activity? Is the vendor/seller in a hurry to sell or can the vendor/seller afford to take their time and wait for the perfect offer? Is the home over-priced or under-priced as compared with other homes in the neighbourhood?

The first step in the strategy is to find out as much as you can as to why the vendor/seller is selling. Have they purchased another home with its closing due shortly? Are they anxious to move to another city or province?

Your first offer may be as much as 10 per cent below the asking price. If the vendor/seller counteroffers with a higher price, you will know that they are prepared to negotiate. If the vendor/seller rejects the offer, you can resubmit it at a higher price.

If your real estate sales representative believes that the home is priced at less than its true market value, it would be wise to offer the asking price. But, you could request the inclusion of additional items, such as appliances not included in the listing. In an active or bullish market, it is often typical to offer over the asking price.

If you have pre-arranged financing, offer an "all cash deal" below the asking price. An "all cash deal" sounds a lot more attractive than an offer that is contingent on financing.

This is a sample waiver by the Ontario Real Estate Association. It is used to verify that any conditions of the offer have been waived (settled to your satisfaction).

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Closing the deal

The two major factors that we will look at in this section are as follows:

- Conditions of the offer
- Legal issues

Most of the hard work and the tough decisions are behind you. The bad news is that there is still a lot to do. The good news is that most of what has to be done will be completed by other people.

CONDITIONS OF THE OFFER

Lawyer's Review

Your lawyer will want to review the terms and conditions of the offer and prepare what has to be done up to and including the closing date.

After your lawyer has reviewed and approved the offer, your real estate sales representative will ask you to sign "waivers." A waiver states that a condition has been met and is no longer a part of the offer. Make arrangements with your lawyer to address any conditions of your offer. Conditions of your offer may include an inspection, appraisal and financing.

Inspection

If an inspection was a condition of your offer, contact your inspector and arrange for them to inspect the home. If they do not identify any serious problems, your real estate sales representative will prepare a waiver which removes the inspection as a condition of the offer.

If the inspection uncovers major items, you should review the written report with your real estate sales representative. You can walk away from the deal and get your deposit back. Alternatively, you can reopen negotiations to address the problems.

Financing and Appraisal

If financing was a condition of the offer, you must move quickly to find or confirm your mortgage arrangements. The mortgage lender will probably require an independent appraisal of the property.

Normally the lender will make arrangements and schedule the appraisal. As soon as your financing is firm, your real estate sales representative will ask you to sign another waiver which removes financing as a condition of the offer.

Survey

When you buy a resale (as opposed to a new) house, it is important to obtain a survey as soon as possible, since your lawyer will need the survey immediately in order to mail a copy to the municipal Building and Zoning Department as part of the search process. Usually, the vendor has a copy and this is handed over after your offer is signed.

A survey looks like a map, with the boundaries of your land lot, as well as an outline of the boundaries of your house and any other physical structures on the lot, such as a garage or in-ground swimming pool.

The majority of banks and other financial institutions require an up-to-date survey as a condition to giving a mortgage. Very often, the loan officer will not make this clear up front, but the legal department of the bank will later make this clear to your lawyer well after the offer has been signed.

Since a new survey requires additional funds, it would be nice to ensure that you can avoid this cost by having the vendor give you a proper survey.

The standard form of offer contains a rather useless clause that requires the vendor to give up any survey "in his possession." In other words, if the vendor does not have a survey, or it is not up-to-date, you still may have to pay for a new survey.

Similarly, if the vendor has a document that has been the product of generations of photocopies and the numbers for the dimensions are illegible, the document is useless.

Sometimes, the vendor will have something called a "sketch of survey." This is not a survey, especially if there is no date or the name of the surveyor.

Sometimes, you will find that the vendor obtained their mortgage several years ago without a survey. That was then and this is now. Most banks and other financial institutions are much more strict than they were a few years ago.

Some banks, however, will now accept “Title Insurance” instead of a survey (see below), which is much less expensive than the cost of a new survey.

A mortgage lender occasionally will accept a survey that is not fully up-to-date (does not show a garage or swimming pool). You have the greater leverage over your mortgage lender before you sign the Mortgage Commitment, and you should insist on obtaining a letter on your lender’s letterhead indicating that the lender is accepting the existing survey. Sometimes, mortgage lenders confuse purchasers by telling them that “it is up to the purchaser’s lawyer,” but it actually is up to the lender, because in order to give a proper title opinion to a mortgage lender, the lawyer must have a fully up-to-date survey.

Title Insurance

Title insurance, a long-standing product in the United States but only available in Canada for about ten years, insures an owner’s right to the property’s title. When you buy a house, title insurance protects you against ownership or saleability problems such as outstanding work orders on the property, access rights, conflicting interests in the property, defects in the title, fraud and forgery and even mistakes or omissions by your real estate lawyer. It can also cover items such as a known encroachment, which might make some lenders reluctant to issue a mortgage.

Title insurance companies advertise that you can save money using their service rather than having a survey done, which lenders demanded before title insurance came along. Title insurance and survey costs vary, but it averages more than \$350 for title insurance and usually more than \$800 for a survey.

Not surprisingly, the Association of Ontario Land Surveyors (AOLS) has a different take on it. The association says, “Title insurance may well have a place in real estate transactions, especially those involving complicated land assemblies and financing. It should be viewed as complementary to the traditional process of investigation of quality and extent of title rather than as an alternative. It is common sense that significant financial commitments should not be made without full knowledge of all the relevant facts, potential liabilities and inherent risks in the venture.”

If you are planning a major renovation or addition, or plan to build a swimming pool, you will need a survey. The good news is that most consumers now have a choice as most lenders will accept either a survey or title insurance when considering a mortgage application.

LEGAL ISSUES

The Offer (or Agreement of Purchase and Sale)

Once you have found a home and think you can afford it, the first step is to present an offer, which normally, is prepared by your real estate agent. The form on which the offer is made for an existing or resale home, usually is the one provided by the Toronto Real Estate Board, or the real estate board operating in your area. You should read it carefully as it is a legally binding contract and, in fact, is the most important piece of paper in the entire process.

If you are purchasing a brand new home, then the offer typically will be much longer and much more complicated than the typically one or two page schedule used for an existing or resale home, and it is prudent to have a lawyer review a long builder's offer before you sign it.

Once any conditions in the Offer have been met, and it is a "firm deal," your lawyer will begin to investigate the title to your property by initiating the searches discussed below.

Title Search

Your lawyer must conduct several searches to determine who, in fact, is the registered legal owner of the property, and what encumbrances (mortgages, liens, easements, encroachments, rights-of-way, etc.) are registered against it. This is particularly important because the vendor may not have disclosed all of this information in the offer. If there are any problems, the purchaser's lawyer will requisition them in writing to the vendor's lawyer so that you do not take responsibility for the vendor's problems. Your lawyer also will ensure that the vendor's lawyer cleans up any existing mortgages or liens by the closing date. On older homes, your lawyer is responsible for searching as much as 40 years back and making sure that all transfers in the chain have been done properly. Your lawyer cannot simply assume that past lawyers did all of their work properly. In fact, not all lawyers do complete searches and it is important to ensure that your lawyer does all of the necessary searches. For every search that your lawyer must order and obtain copies, the registry office charges fees and these are included in the disbursements, or out-of-pocket expenses, that your lawyer must pass on to you.

Building and Zoning

Your lawyer must send a letter to the Building and Zoning Department, together with a copy of the survey to determine if there are any work orders or other problems surrounding the property. For example, your lawyer must make sure that the house, garage and other structures have not been built too close to the lot

lines or land boundaries, because each municipality has detailed rules regarding these issues and your lawyer cannot simply assume that everything is in order. Just like the Land Registry Office, the Building and Zoning Department has a set fee for this search and this will be shown as a disbursement on the bill that you receive from your lawyer upon closing.

You should note that it often takes several weeks for the municipality to respond to your lawyer's letters, so you must bring the offer to your lawyer's office as soon as possible, along with the survey. Sometimes a single day or two can make a big difference, because if the government's response letter is not received by a certain deadline, (which usually occurs well before the actual closing date), your lawyer will not be able to rectify certain problems.

Realty Taxes

Your lawyer will send a letter to the municipal realty tax office in order to receive a certificate that indicates whether the vendor has been up to date on all their realty tax payments. Some people actually do not pay their property taxes for years and you do not want to be stuck with their unpaid bills. Again, the government takes its time in responding to your lawyer's letter, so it is important for your lawyer to begin the searches as soon as possible.

If the vendor has prepaid realty taxes for a period of time that extends past the closing date, then you will have to reimburse the vendor by way of an "adjustment" on closing. Your lawyer will indicate on the financial documents whether there will be an adjustment in your favour (if the vendor owes taxes) or an adjustment in the vendor's favour (if the vendor has prepaid taxes).

Utilities

Your lawyer must send a letter to the municipal and regional utilities departments to confirm whether there are any arrears or outstanding charges for hydro, water or gas, as well as whether there are any utilities easements or unregistered agreements. In addition, the letters that your lawyer sends out to the utilities departments indicate the date on which you will take possession and your name for billing purposes. Finally, the letters will ask utilities departments to take final meter readings on the closing date and to send the final bills to the vendor or the vendor's solicitor. Each utilities letter that your lawyer sends out also must include the government's fee for the search. Your lawyer will not make any arrangements for telephone or cable television hook-up, as these items are billed to you personally, with no possibility of a lien being registered against your property. Again, you should ensure that you do not leave telephone and cable television hook-up arrangements until the last minute.

Executions

Your lawyer should search in the appropriate sheriff's office to determine whether there are any past lawsuits against the vendor where the vendor has lost and the winner has obtained a court judgement and registered an "execution" against the property that gives them priority over anyone who has an interest in the property after the date of the execution. If there is an execution against the vendor, your lawyer will make sure that the vendor's lawyer cleans it up by closing, because otherwise you would be in a very dangerous position.

In addition, because your lawyer normally acts for your mortgage lender in order to save you money and avoid duplication, your lawyer must search executions against your name because the mortgage lender wants to ensure that the mortgage will not be subject to any executions against you. Unfortunately, the government charges \$11 per name and your lawyer must pay that fee for all names that are identical or similar to your name and the vendor's name. If you or the vendor have very common surnames, these searches can become very expensive.

Requisitions

Once your lawyer has completed all of the initial searches, he or she must write a long requisition letter that "requisitions" or requires the vendor's lawyer to deal, before closing, with certain matters revealed by the searches and also to provide satisfactory proof to your lawyer that the matters have, in fact, been dealt with. This letter must be sent by your lawyer by no later than the "requisition date" prescribed in the offer. This letter also will include certain of the many closing documents that will be drafted by your lawyer as part of your total legal package. If the requisition letter is not submitted in time, many problems that could have been corrected can no longer be addressed. Unfortunately, not every real estate lawyer is organized, and some miss requisition dates. The worst thing you can do is bring an offer to a lawyer after the requisition date or just a few days before it.

Time is of the Essence

"Time is of the Essence" is a phrase included in an Agreement of Purchase and Sale that requires punctual performance of the contract on closing date. By reading the above sections regarding the searches that your lawyer must begin as soon as possible, you can see that time is of the essence in choosing your lawyer as well.

Closing day costs

ESTIMATED DISBURSEMENTS ON AVERAGE HOUSE PURCHASE

Closing Agent's Fees	\$35.00
Execution Certificates	\$66.00
Photocopies, Postage, Fax, Telephone	\$30.00
Gas Company Search (Halton Region only)	\$30.00
Courier Charges	\$80.00
Title Search	\$115.00
Bank Charges	\$40.00
Conveyancer Fee	\$20.00
Title Insurance Premium (up to \$500,000 purchase price)*	\$224.00
SUB-TOTAL	\$640.00
Plus: HST	\$83.20
TOTAL	\$723.20

Land Transfer Tax and Government Registration Fees (i.e. \$70.70, one deed and \$70.70 one mortgage) are payable in addition to disbursements.

* Title Insurance takes the place of conducting written municipal and tax searches as well as the requirement of a building location survey and is accepted by most financial institutions.

* Toronto purchases are subject to an additional land transfer tax premium.

Plus Land Transfer Tax as follows (based on purchase price, refer to Page 95 for a summary):

CALCULATIONS FOR LAND TRANSFER TAX

If price \$55,000 or less	Land Transfer Tax = Price X 0.005
If price from \$55,000 to \$250,000	Land Transfer Tax = (Price X 0.01) minus \$275
If price more than \$250,000	Land Transfer Tax = (Price X 0.015) minus \$1,525
If price more than \$400,000	Land Transfer Tax = (Price X 0.02) minus \$3,525



My team and I enjoy fundraising for meaningful causes, including the Mississauga Food Bank and the Pinball Clemons Foundation.





With former NHLer Gary Leeman.

Preparing your home for sale

The next challenge is to prepare your home. Just as you would take the time needed to get yourself ready to go out on the town—perhaps buying a new outfit, washing and styling your hair, etc.—so, too, must you take the same approach to preparing your home so that it is presented in the best possible light to every potential buyer.

The key phrase to remember in preparing your home is ‘a positive first impression.’ As the name suggests, you only have one chance to impress every single potential buyer – you have to make it count.

In the world of marketing and advertising, it is common knowledge that “perception is reality.” Your home must be perceived by the buyer as a well-kept home that will make a good home for them. Only then will they give it serious consideration.

A positive first impression

The positive first impression should lead the buyer to thinking:

- “This home is well-kept.”
- “I could move into this home tomorrow with no hassles.”
- “I could be very comfortable in this home.”
- “This house could be my home.”

The buyer must be able to picture themselves living in the home, eating in the kitchen, watching television in the family room, entertaining friends in the living room and being proud of their new home.

How Do You Create A Positive First Impression?

The following four points will help set the stage to sell your home:

- Be objective
- NCR - Neat. Clean. Repair.
- Nothing scary
- Dramatize and neutralize

Be Objective

You have become so accustomed to your home that being objective can be tough. Everything is where you want it to be and it is very comfortable. Now you must look at your home objectively, just as if you were looking at it for the first time through the eyes of a buyer.

One of the best ways to evaluate the appearance of your home is to visit several open houses and compare the appearance of your home to them.

The appearance of a home and how well it shows can result in the following advantages:

- A substantial difference in the selling price
- A major impact on how fast it sells
- An increase in exposure by other real estate agents

The advantages of being objective are great, so be sure to work hard at being objective at this stage of preparing your home for sale.

NCR - Neat. Clean. Repair.

The next step in creating a positive first impression is NCR - Neat. Clean. Repair. As you step through your home from the driveway to the bedrooms, remember the key phrase NCR - Neat, Clean, Repair.

NEAT means that the home is not cluttered. There are no magazines lying around. All the toys have been put away. All the clothes are in closets and there are no dishes in the sink. These may seem to be very small items but any clutter creates an immediate negative impression.

NEAT means that you may have to take a few items of furniture and store them elsewhere until your home is sold. Your great big “Lazy boy” is so comfortable but it looks well past its prime. Your large, free-standing cupboard in the kitchen is practical, but takes up too much room. These may be familiar, useful and comfortable items but if they take up a lot of space or detract from the neat appearance of a room, they should be stored somewhere else.

NEAT also means that you may have to take down some pictures or photographs if they create a feeling of clutter. Sooner or later you will have to pack everything. Why not pack as many items as possible early so that your home looks completely uncluttered? As you step through each room and look in each closet, ask yourself if you could pack these items, store them, dispose of them or donate them.

CLEAN means that every counter top, every window, every floor sparkles. CLEAN means more than appearance; it also includes smell. If you have pets, be sure that pet smells have been neutralized. One-third to one-half of the buyers who walk through your home will be either allergic to or afraid of pets, and any pet smells will create a negative impression. It may be a good idea to bring in a professional cleaning crew to give your home a complete cleaning from top to bottom.

REPAIR means to fix any item that creates an impression of neglect no matter how small it may be. A dripping faucet, a cracked window, any peeling paint must be fixed. Even a small item that is broken sends a subtle message that the owners of this home have neglected to maintain it and there may be some major items in need of repair. A dirty tray on an airplane makes the passenger wonder just how good a job the airline does on maintaining other items such as the engines.

Nothing Scary

Scary items are those that create an impression of a lack of care. Paint peeling, a light that does not work, a stiff door, water stains or cracks in a wall are all scary items. They create an immediate negative first impression. Walk through your home with your agent to look for items that may have been overlooked.

Dramatize And Neutralize

NCR (Neat, Clean, Repair) and Nothing Scary have taken care of the basics. To dramatize is to select unique items and build on them. To neutralize is to minimize the impact of negative items.

DRAMATIZE: Items such as fireplaces, picture windows, hardwood floors, curved stairs and large bright kitchens are impressive selling features and should be dramatized. Logs should be arranged in the fireplace grate in a beautiful display with twigs and kindling, as if they are ready to be lit and company will soon enjoy their warmth and atmosphere. Hardwood floors should be polished. The curtains on a picture window should be drawn back, or removed, so that the window and the view capture the buyer's attention. Select the most impressive features of your home and arrange furniture and accessories to dramatize their appeal.

NEUTRALIZE: This subject can be touchy. When you bought the home, you may have selected those avocado green cupboard doors. But, that was several years ago and today that colour may be considered dated. As you walk through your home, your agent will point out items that may overwhelm a viewer or create a negative impression. In most cases, you will be able to avoid major costs to neutralize a negative feature. In some cases, it may be well worth the investment to paint or even replace items that will create a negative impression.

Advertising in multiple luxury publications



How the Photo Shoot works

Your photographer will contact you to arrange a mutually convenient time for the shoot. It is important that your home be 100% ready before their arrival, so be sure to give yourself adequate time to prepare. For the best photos we recommend that your home be vacant. Photos will be taken during daylight hours. Ideally your stager will have installed a lock box with a house key prior to your photographer's arrival so they can let themselves in. If not, your photographer will install a lock box when they arrive.

Your home is ready for photos when:

- Driveway is free of cars.
- Home is clean and free of tradespeople and their tools (cleaners, painters, etc.).
- Lawn is mowed and flowers are planted/hung.
- Kitchen and bathroom counters are cleared of clutter.
- Toilet seat lids are down.
- Lights are turned on.
- Scatter carpets in bathrooms and hallways are put away.
- Windows are sparkly clean.
- The best photos are taken when the photographer is alone in the home.

Checklists

This next section provides a series of checklists that will act as a guide in preparing your home for sale. The harder you work on this section, the fewer times you will have to go through your home to be sure you have covered everything. Your hard work will pay off when a "SOLD" sign is put on your lawn.

These checklists will help you prepare your home for sale to its optimum:

Checklists by room

Entrance

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Declutter closet

Powder Room

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Clean floors
- ☐ Clean grout
- ☐ Repair caulking around sink
- ☐ Clean air vent/fan
- ☐ Remove rugs and all items on floor and back of toilet
- ☐ Add fresh white towels
- ☐ Leave one floral and one fresh soap pump on counter

Kitchen

- ☐ Clean cabinet doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Declutter counters, face and top of fridge
- ☐ Appliances and backsplash spotlessly clean
- ☐ Replace door hardware
- ☐ Avoid cooking food with strong odours

Dining Room

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Clean chandelier
- ☐ Declutter or remove china cabinet entirely
- ☐ Consider removing a leaf

Living Room

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Consider removing area carpet

Family Room

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Consider removing area carpet
- ☐ Chock up fireplace with beautiful logs and kindling

Laundry Room

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Clean cabinet doors
- ☐ Appliances are spotlessly clean
- ☐ Clean vent/air fan
- ☐ Remove small rugs
- ☐ Declutter surfaces

Master Bedroom

- ☐ Clean cabinet doors
- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Purchase fresh bedding
- ☐ Remove heavy drapes
- ☐ Declutter surfaces

Ensuite

- ☐ Clean cabinet doors
- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Clean glass doors
- ☐ Clean air vent/fan in ceiling
- ☐ Add white shower curtain
- ☐ Add fresh white towels
- ☐ Declutter surfaces and shower/tub area
- ☐ Remove shower caddy
- ☐ Caulk around sinks and tubs
- ☐ Remove Kleenex boxes
- ☐ Remove rugs and all items on floor and back of toilet
- ☐ Add fresh cabinet hardware
- ☐ Leave one floral and one fresh soap pump on counter

2nd Bedroom

- ☐ Clean cabinet doors
- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Purchase fresh bedding
- ☐ Remove heavy drapes
- ☐ Declutter surfaces

3rd Bedroom

- ☐ Clean cabinet doors
- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Purchase fresh bedding
- ☐ Remove heavy drapes
- ☐ Declutter surfaces

4th Bedroom

- ☐ Clean cabinet doors
- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Purchase fresh bedding
- ☐ Remove heavy drapes
- ☐ Declutter surfaces

Family Bathroom

- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Clean air vent/fan in ceiling
- ☐ Add white shower curtain
- ☐ Add fresh white towels
- ☐ Declutter surfaces and shower/tub area
- ☐ Remove shower caddy
- ☐ Caulk around sinks and tubs
- ☐ Remove Kleenex boxes
- ☐ Remove rugs and all items on floor and back of toilet

Office

- ☐ Clean cabinet doors
- ☐ Clean doors
- ☐ Clean trim
- ☐ Clean baseboards
- ☐ Clean walls
- ☐ Clean light fixture
- ☐ Clean windows
- ☐ Declutter desk and all surfaces
- ☐ Hide wires
- ☐ Remove unnecessary electronics
- ☐ Remove diplomas, trophies and personal awards

Basement – if unfinished

- ☐ Dispose of all items not going to new home: sell, throw out, donate
- ☐ Vacuum cobwebs and dust from ceiling and walls, light fixtures and floors
- ☐ Clean exterior window wells and windows
- ☐ Ensure all lights are working
- ☐ Ensure stairs and banisters are in good condition
- ☐ Store items away from initial view of basement

Furnace Room / Utility Room

- ☐ Should be spotlessly clean and free of clutter
- ☐ Freshly paint the floor
- ☐ Wipe down water heater and furnace surfaces

Garage

- ☐ Dispose of all items not going to new home: sell, throw out, donate
- ☐ Vacuum cobwebs and dust from ceiling and walls, light fixtures and floors
- ☐ Clean windows on garage doors inside and out
- ☐ Ensure lights are working
- ☐ Store items/clutter on the side away from door if necessary

In General – as required

Clean

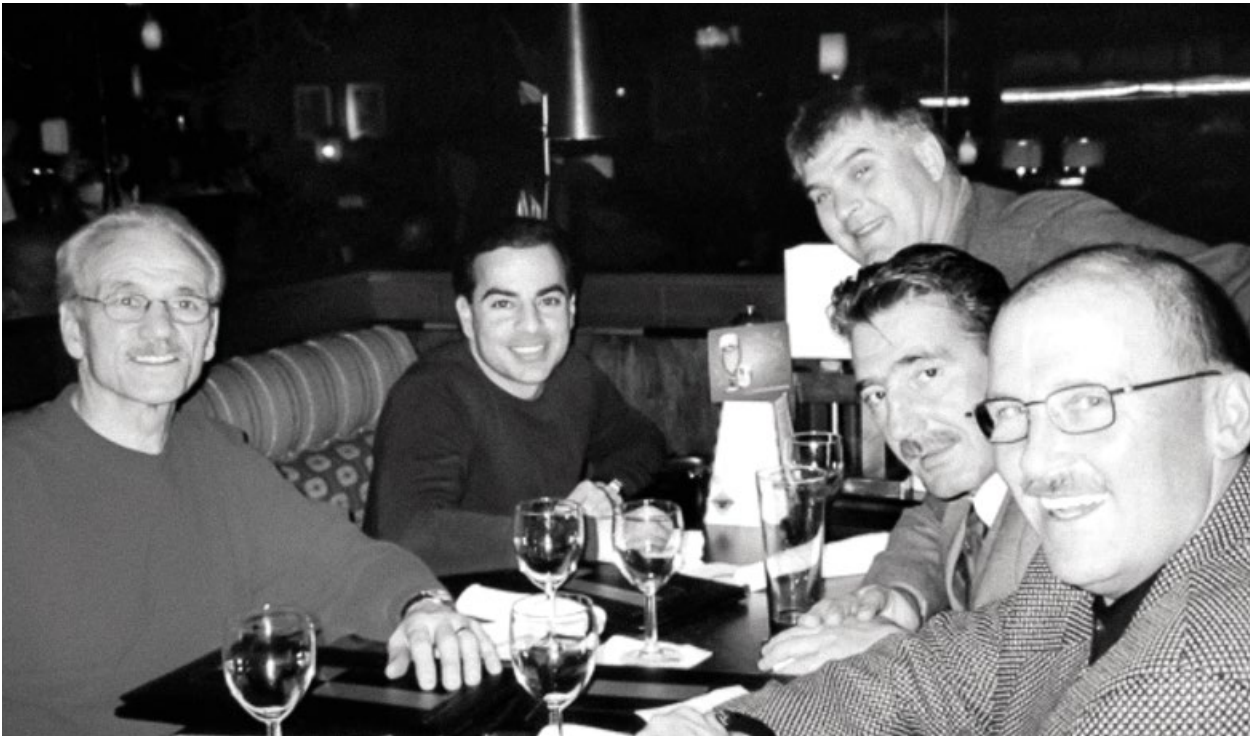
- ☐ Cabinet doors
- ☐ Trim + baseboards
- ☐ Walls
- ☐ Grout
- ☐ Light fixtures and bulbs
- ☐ Windows – inside and out
- ☐ Vents
- ☐ Carpets
- ☐ Window coverings
- ☐ Mirrors

Repair

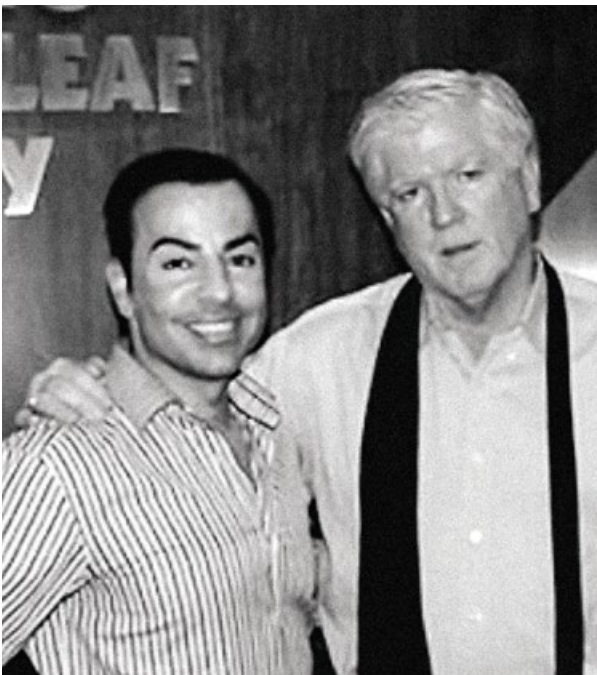
- ☐ Walls
- ☐ Replace burnt out light bulbs (use max wattage fixture will allow)
- ☐ Loose banisters
- ☐ Grout and caulking around sinks and tubs
- ☐ Holes in walls
- ☐ Appliances
- ☐ Loose handles and door knobs
- ☐ Appliances

Remove

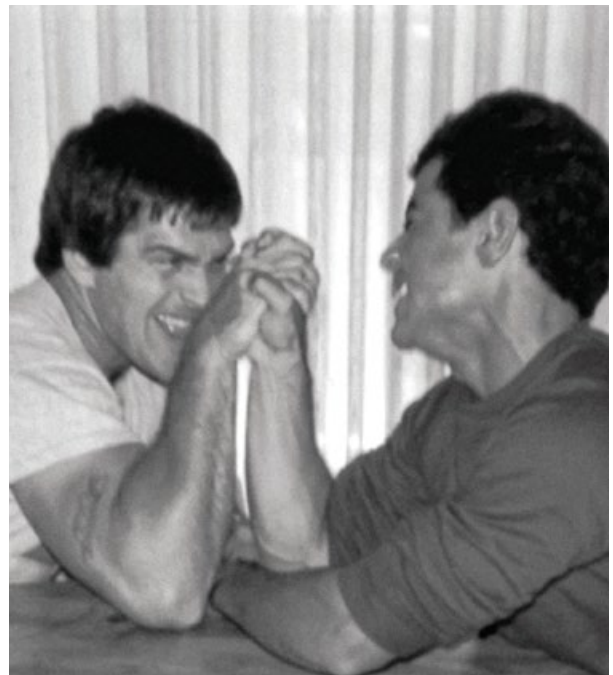
- ☐ Small carpets and scatter rugs
- ☐ Heavy curtains
- ☐ Garbage cans (hide inside cabinets)
- ☐ Personal photos
- ☐ Trophies
- ☐ Stuffed animals
- ☐ Name plaques
- ☐ Diplomas
- ☐ Religious artifacts
- ☐ Kleenex boxes
- ☐ Calendars
- ☐ Small knickknacks
- ☐ Small wall art
- ☐ Vases/items on the floor on landings and in hallways
- ☐ Energy efficient bulbs
- ☐ Pets and pet supplies (if possible)
- ☐ Clothing hooks on the backs of doors
- ☐ Items stored on tops of cabinets
- ☐ TVs from bedrooms



NHL Hall of Fame member Norm Ullman (left) shares his thoughts with me on championship performances, along with former Toronto Maple Leaf players Wilf Paiement, Bill Derlago and Mike Pelyk.



Discussing team strategies with Brian Burke, former General Manager of the Toronto Maple Leafs.



A friendly rivalry displayed by two good friends in their younger days – Wilf Paiement and I.

Staging your home

In today's highly competitive housing market, home staging has become an important tool to sell homes and condominiums effectively. Sam McDadi Real Estate provides a complimentary home staging consultation to our clients. It focuses on improving your property and transforming it into an attractive product for sale. Even beautifully decorated homes need to be turned into a merchandised product that enhances the home's best features. The goal of staging is to sell quickly for a high return by appealing to a greater number of prospective buyers, which in turn will lead to more offers or even multiple offers.

Preparing to Sell

Selling your biggest investment can be a very rewarding experience. When your home is properly prepared, you will have a big advantage over your competition in terms of time on the market (less disruption to family life) and selling price (money in your pocket).

In today's market, most buyers are looking for bright, spotlessly clean, sunny homes that they can move right into. This is the model upon which the staging "to do" list has been designed. Just do your best to follow the plan set out by your stager and you will be leaps and bounds ahead of the pack. A home in good repair will win the bid over the competition every time!

Your stager's list of recommendations may initially seem daunting, but when broken down it will surprise you how quickly the "to do" list can be completed. The homeowners who take the suggestions to heart and dig in, are the ones who reap the greatest rewards.

Staging Benefits

You only have one chance to impress potential buyers, since their first impressions are formed as soon as they step inside your home. Staging highlights the full potential of your property by incorporating design techniques to create a lasting first impression. You want to give homeowners a reason to buy your home.

Staging prepares your home to attract the widest market, while making it appealing to the greatest number of prospective buyers. Staging creates excitement and interest from the beginning, and sets your home apart from the competition. Properties that have been staged will have a distinct marketing advantage over non-staged homes. Staging your home can maximize the selling price and minimize the number of days on the market. Staged homes provide beautiful photos. Consumers are savvy and most of them start their search on the internet. Photos give them their first impression.

Your stager provides an objective third party perception and will convey to homeowners tactfully and respectfully all the important issues that need to be addressed in order to prepare your property for sale.

How the Initial Staging Consultation Works

A member of our staging team will call and book an appointment at a time that is convenient for you. The staging consultation generally takes 1.5-2 hours. For best results, it is preferable to do your staging consultation during daylight hours because good visibility is important for spotting all potential concerns.

Upon arrival, your stager will ask you to turn on all of the lights in your home and will suggest you gather up a pen and notepad while doing an initial walk-through of the whole home. It is important for your stager to view the home alone initially with no distractions. This will be their first impression in which the most helpful observations will be revealed. The professional will be looking for factors such as small repairs, condition of windows, caulking, tile, grout, paint, baseboards and lighting, to name a few. Also, they will be considering more flattering ways to set up the rooms and what items to edit and declutter.

Next, you will walk through the whole home together where your stager will reveal observations and recommendations of what to remove, clean and repair. They may suggest rearranging a room on the spot, when physically possible. This is ideal because it gets the ball rolling and demonstrates the value of changing the layout. The notes you write at this time will be handy for remembering the suggestions to be completed after your stager leaves.

At the end of your appointment, your stager will ask if you have any further questions that were not addressed during the walkthrough. If you think of something after they leave, don't worry; they will be available by telephone, text or email.

Ultimately, we have never had a client say that the preparation was not worthwhile. On the contrary, aside from getting maximum value for their home because it showed better, it also made packing for their move easier.

Staging with McDadi Décor and Furniture

When a home is to be staged using McDadi inventory, your stager will make an appointment to do the final stage after you have completed all of the items on your initial staging consultation list: decluttering, cleaning, repairing and painting. For the best results, it is important that the home be clean and decluttered prior to the final stage, as generally the photography will be scheduled for the following day and your stager will leave the home in picture-perfect condition.

This professional will also ask you to sign a list of the inventory used to stage your home which acknowledges you will be responsible for the care of the staging items provided. When your home sells, you will then be contacted by your stager to arrange a mutually convenient pick-up time, either



It was a great honour to meet Khabib Nurmagomedov, the legendary, undefeated UFC fighter



With my brother in Monte Carlo

with you present or through use of the lock box, in your absence. Ideally, please leave the staging items in the rooms they were used to stage as the inventory list is organized by room.

For the Very Best Final Staging Experience

- Home should be clean with all decluttering, repairs and painting completed.
- There should be no other service people (painters, cleaners, handymen) present on the day of final stage.
- The driveway should be empty to allow for our moving truck to back in.
- The best staging is done when your stager is alone in the home. This also makes the final reveal a lot of fun!

Vacant Properties

Sam understands the importance of first impressions and the true benefits of staging. Many of Sam's clients are local builders and investors for whom he has provided model home staging as an additional service. If the home you are selling is vacant, potential buyers will find it hard to make sense of a floor plan without furniture as a guide. Sam's staging department will design and furnish your property inspiring buyers to imagine living there. Furniture, lamps, art and accessories will be provided from Sam's staging inventory.

After Staging: How to Prepare for Showings

Now, that your home is staged properly, be prepared for each and every showing by:

- Turn on all the lights and open all window coverings.
- Put away all clutter on surfaces: kid's toys, dishes in sink, etc.
- Empty garbage cans and put out of sight, if possible.
- Remove pets and evidence of pets from your home, when possible.
- Put out your 'staging towels' and close toilet seats.
- Ensure there are no odours (open windows or lightly spray; remove source of odour)
- Leave your home vacant so buyers can relax and bond with it.



Meeting my old university friend Karim in Dubai.

Questions and answers regarding preparing your home

Q: What light bulbs are best?

A: Use the maximum wattage your light fixture will allow. Avoid use of energy efficient bulbs for the purpose of staging.

Q: What room is the most important?

A: All rooms are important, however; priority is placed on all of the principle rooms on the main floor and the Master Bedroom.

Q: How many paint colours do you use?

A: For the purpose of staging, generally using one soft, neutral colour throughout is best as it keeps the flow and makes the home feel more spacious. Your stager will recommend a specific colour during your consultation.

Q: Why do you ask me to remove drapery?

A: Drapery not only blocks valued sunlight but also may distract buyers from noticing the more impressive architectural features of your home; light fixtures, crown moulding, fireplace, etc. Drapes can also hide the view outside the window, which is often one of your key selling features.

Q: Why do you ask me to remove my carpets?

A: Several reasons; mainly because they stop the eye and break up the flow, which makes the home feel smaller than it is. Another reason may be pet or other odours.

Q: Why do you ask me to remove family pictures, trophies, awards, university diplomas and religious artifacts?

A: The goal is for potential buyers to bond with your home; to feel like they already live there. When presented with such personal items, it is difficult to experience this emotion.

Q: How do I fix small scratches on floors and furniture?

A: Minwax makes a magic marker for wood furniture and floors. It is easy to apply and comes in various shades. It can be found in the paint section of your hardware store.

Q: Are scented candles and air fresheners okay?

A: Care must be used when adding scents to your home. Many people are allergic or turned off by strong smells and therefore may not choose to stay and view it. Cookies and baking smells are always welcome. Open windows, remove pets and their bedding (when possible), avoid smoking indoors and cooking foods with strong odours while your home is on the market.

Q: Why do you ask me to leave my home when potential buyers come for showings?

A: The objective is for potential buyers to feel comfortable and stay for a while. They may feel rushed and avoid certain rooms if you are present.

What our clients say about our staging process and results

Andy
& Cathie

On behalf of Cathie and myself, we would like to say thank you to you and your professional team for the great help in selling our home. From our first meeting, where you provided us with a binder outlining the market, recent sales and, most importantly, where you promote your listings, your work was invaluable. A very special thanks to the McDadi Stager for her honesty on what we had to do to get our house ready for the next generation of buyer; she was so helpful. We followed your recommendations to a tee and it resulted in our home being sold in two days, before the "For Sale" sign was not even on the lawn!! Sam, you are a true professional and I wish you continued success. All the best.

Suketu

Your magic worked. The house is sold. We wanted to thank you for the help you extended. The work you did, it's just fabulous; simply great. Thank you for that, on behalf of my family and me.

Mimi

Staging is critical and paramount to selling a home. Sam's staging team is the best of the best. Without partially staging my home, my home could possibly still be on the market. Sam's team staged my home on Friday evening, our buyer decided to purchase within 24 hrs. Great job Team McDadi!

Sharon

Hi, my name is Sharon and I put my house on the market in Mississauga with an agent. For three months, I didn't receive an offer. I then listed with Sam McDadi, and used his staging service. The staging team was so helpful and knowledgeable; they made my house look like it never had before. It was a wonderful experience and I feel without this staging I would not have sold my house. The team came in for about two hours and left me with a large list of items to change. They suggested I get rid of some items, and I had some areas painted and brought in some furniture and pictures. Needless to say, my house sold in 10 days. I feel staging was the main reason why my house sold so quickly. I feel the service I received from Sam McDadi was incredible. Again, I cannot stress enough how important staging is. The Sam McDadi staging team taught me that "less is more" and "always keep the flow from room to room." I was extremely happy with the service I received and I will refer all my friends and family to Team McDadi. Staging is the first step to selling any home.

BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER





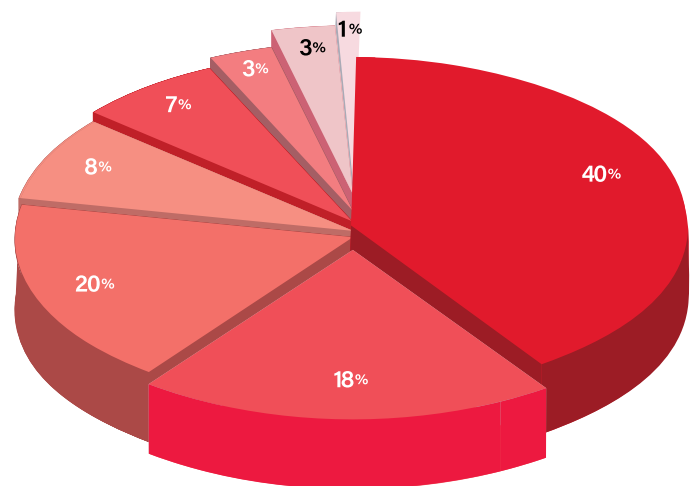
Team McDadi was recently one of the principle sponsors at the Laugh Out Loud charity event with comedy legend Jay Leno headlining the evening. The event was emceed by Canadian Ben Mulroney and I had the pleasure of auctioning the first item of the night. The best part was over \$1.5 million was raised towards a much needed MRI. It was nice to see many past clients and friends in attendance.

Selling your home for the highest price



* Source: Pricing Your Home To Sell by David S. Knox

Where do we find buyers for your home?



- 40% Company name recognition or contact with sales representative
- 18% Referral, direct or indirect
- 20% "For sale" sign
- 8% Response from other open houses
- 7% Relocation service referral
- 3% Advertising
- 3% Miscellaneous
- 1% Original Open House



**Most buyers?
Six out of ten come
from within the
network of real estate
agents who are
working with buyers.**

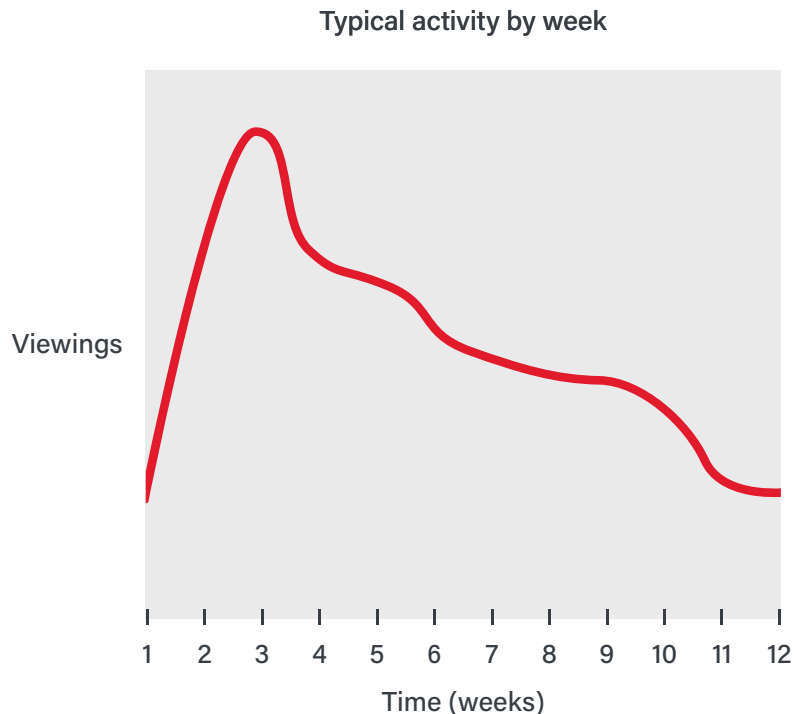
With Khaled Iwamura of Insauga

The activity chart

Why do showings peak in the first few weeks of a new listing and then taper off as the listing gets older?

1. Most professional sales representatives maintain a list of buyers with whom they have been working. These are qualified buyers who are serious about buying a new home.
2. The sales representative will preview the home first and will then contact their buyers who may be interested.
3. Once this first wave of qualified buyers has seen the home, activity will decrease. The next wave of showings will be to buyers new to the market who are in the early stages of looking for a new home.

It is important that your home is properly priced and well presented during its early exposure to the market.



* Source: Pricing Your Home To Sell by David S. Knox

What happens when a home is priced above its true market value?

Most owners believe that their house is special and that its market value is higher than it really is. This is a normal reaction. We become familiar with our home and our neighbourhood. We hear stories about how much someone else sold their home for. Some real estate sales representatives will accept a listing at what they know is an unrealistic price just to get the listing.

What happens when a home is placed on the market at a price well above its true market value?

1. There is less activity than there should be and very few reasonable offers.
2. The listing agent will suggest a price reduction which the vendor will be forced to accept very reluctantly. The vendor's heart was set on the higher price and they were already planning how they were going to invest the proceeds.
3. Now the For Sale sign says, "Price just reduced." As a buyer, doesn't this make you wonder what's wrong with the property?
4. If there are still no reasonable offers, the agent may recommend one more price reduction, "to adjust for today's tough market."
5. Now that the house is priced correctly, the vendor still faces another serious problem. Real estate sales representatives question why the house was on the market for so long and why it had so many price reductions. They assume that something must be wrong with the property and it does not get the attention or the showings that it deserves.

At some point, a buyer offers a price well below the market value of the home. The buyer knows that the home has been listed for a long time with several price reductions. The buyer uses this information to justify the lower price. By this point, the vendor may be so discouraged with the process that they accept the offer.

Who Sets the Market Price for Your Home?

Not your real estate sales representative.

Not the bank's appraiser.

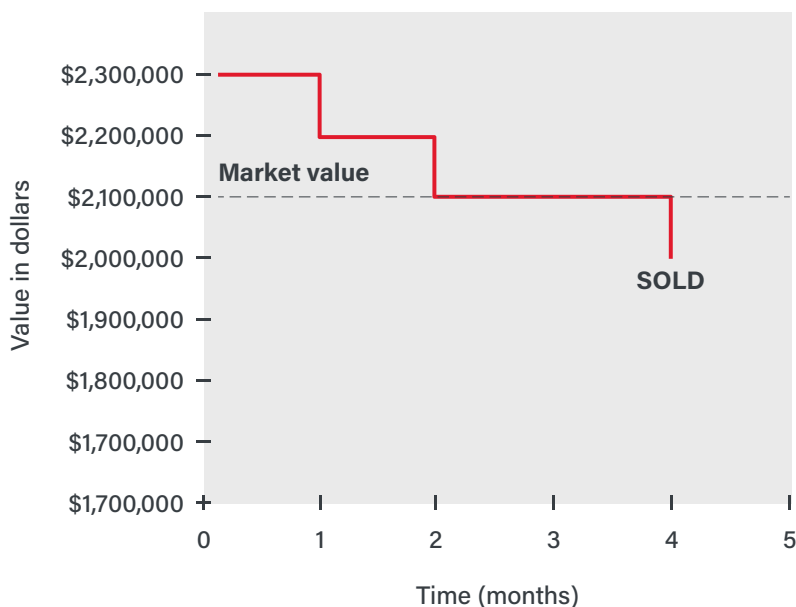
Not your brother in law.

Not some expert.

Not even you.

It is the **BUYER** who decides how much your home is worth and how much they will pay for it.

What Happens When a Home is Priced Above its True Market Value?



* Source: Pricing Your Home To Sell by David S. Knox

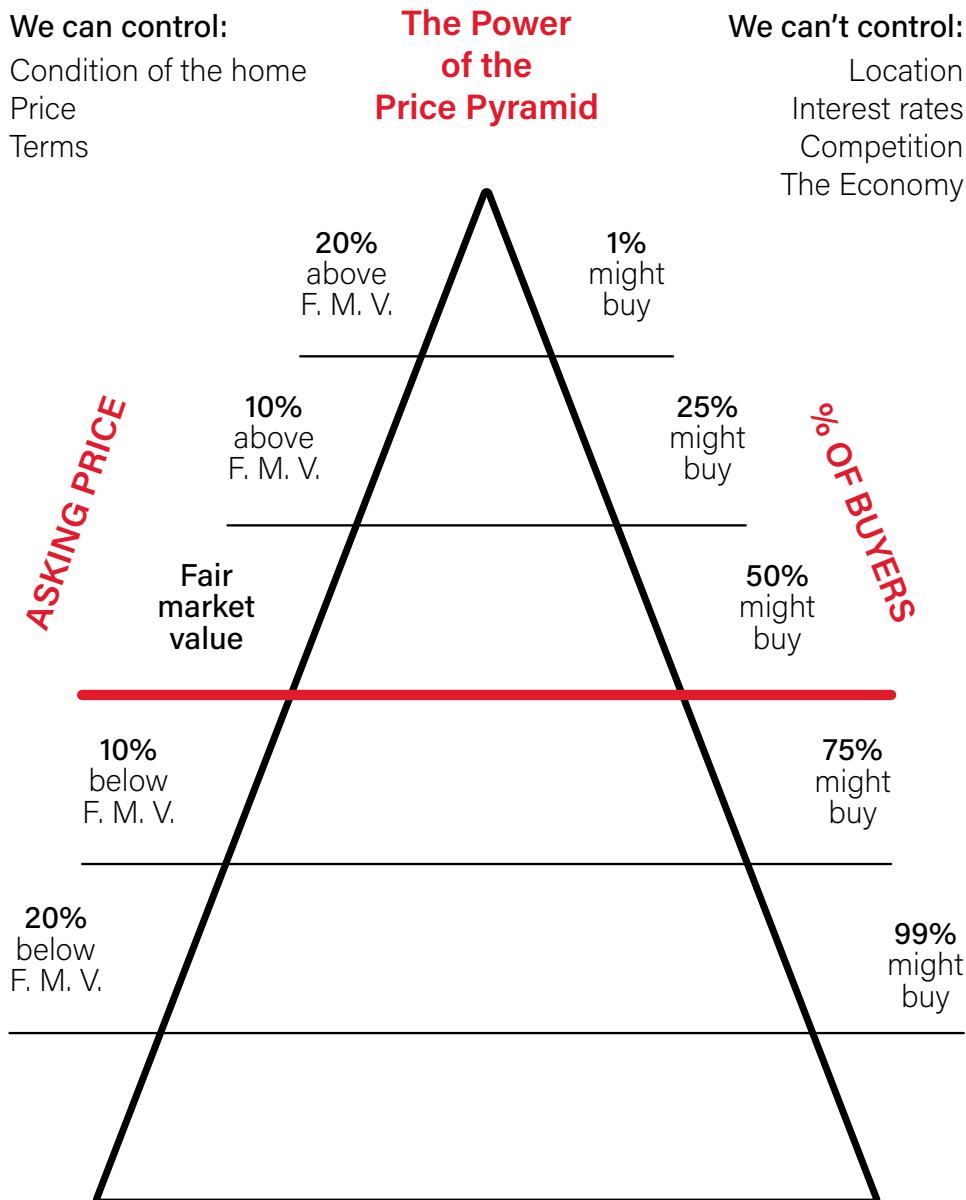
The power of the Price Pyramid

The price that you select for your home will have a direct impact on the number of qualified buyers who will visit your home.

The objective is to have the maximum number of qualified buyers so that you can generate the maximum number of offers.

In the final analysis, you can get a better price for your home if it is priced realistically rather than at an artificial price that does not reflect the real value of the home relative to similar homes in today's market.

This pyramid illustrates the percentage of buyers who will look at your home dependent on your asking price. The higher the percentage above market value that you price your home, the lower the percentage of potential buyers that will view your home, the fewer offers you will be able to select from, and potentially the lower price you will receive.



How do we price your home for the highest possible return?

Determining Your Home's Selling Price

The correct selling price is the highest price the market will bear. The three factors which determine the correct selling price of your home are: homes that have sold in the last 6 months, homes that are for sale now, and listings that have expired in the past 12 months.

Sold In The Past 6 Months

The final selling prices of similar homes recently purchased in the neighbourhood are the best indicators of how much buyers are prepared to spend for comparable homes in current market conditions.

For Sale Now

Your competition comes from similar homes currently on the market. The competition includes both new and resale homes.

Expired in the Past 12 Months

Expired listings provide valuable information on what price ranges did not work. In many cases, listings expire and the home is taken off the market because the price was set too high.

To arrive at the correct selling price of your home, you will be provided with a comprehensive market analysis of comparable properties that have recently been sold and properties that are currently listed for sale.



With James Corden, an English actor, comedian, television host and singer, at the Trillium Health Partners Foundation's 5th annual Laugh Out Loud fundraiser.

Sold in the past 6 months

This analysis of comparable homes in the neighbourhood is an important guideline because it tells us:

- What homes were on the market.
- At what price.
- For how many days.
- What they actually sold for.

For sale now

This analysis of comparable homes gives us a clear picture of the competition. If the home down the street with the same floor space and the same number of bedrooms and in the same condition as your home is listed at \$800,000 it is unrealistic to imagine that a buyer will spend \$875,000 for your home. If you were the buyer, would you? This analysis shows us:

- What homes are on the market.
- At what prices.
- How many days the homes have been listed.
- What the original asking price was.

Expired in the past 12 months - taken off the market

An analysis of expired listings is an analysis of what price ranges did not work for comparable homes in the neighbourhood. This analysis shows us:

- What homes did not sell.
- What price did not work.
- For how many days.

	ADDRESS	LIST PRICE	DAYS ON MARKET	SELLING PRICE
Home 1				
Home 2				
Home 3				
Home 4				
Home 5				
Your Home				

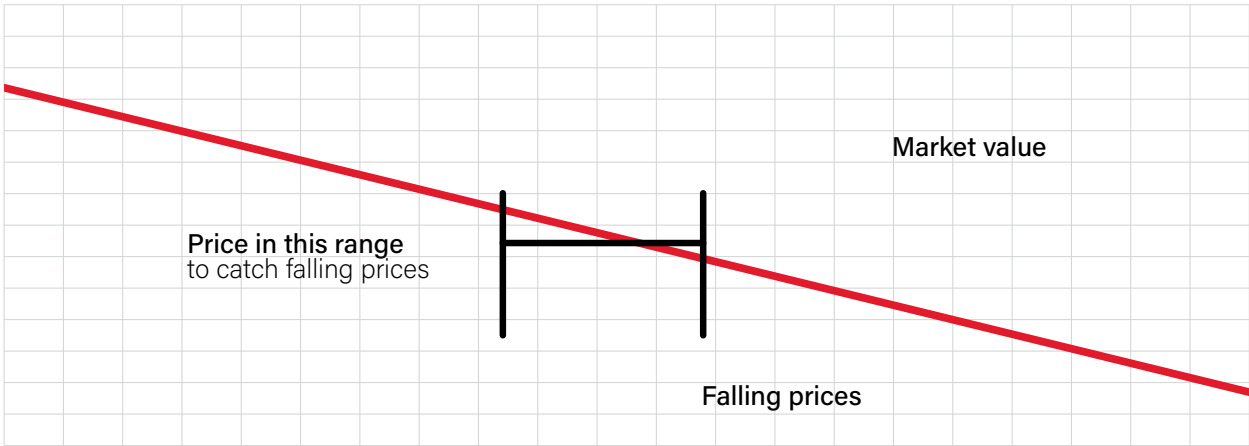
	ADDRESS	LIST PRICE	DAYS ON MARKET	SELLING PRICE
Home 1				
Home 2				
Home 3				
Home 4				
Home 5				
Your Home				

	ADDRESS	LIST PRICE	DAYS ON MARKET
Home 1			
Home 2			
Home 3			
Home 4			
Home 5			
Your Home			

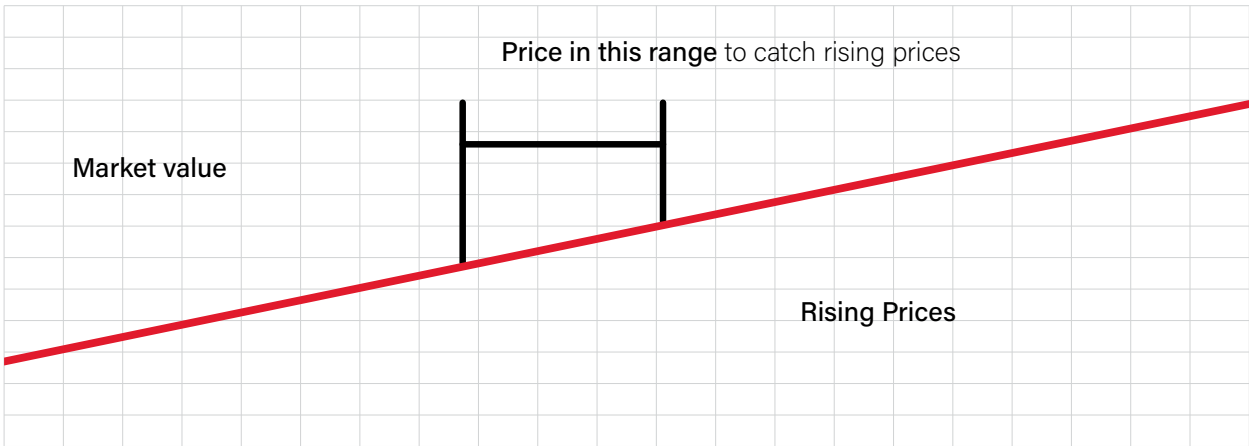
Strategic pricing

Pricing Your Home to Take Advantage of Market Trends

Buyer's market (falling prices)



Seller's market (rising prices)



Additional considerations when selling your home

The Appointment Process for Inspections and Showings

The appointment process is important to understand as it is another step towards selling your home. Often, agents will inspect a home before showing it to a client to prevent everyone from wasting time. Agent open house days are for the purpose of inspection. However, it is sometimes impossible to inspect every home. Showings involve bringing a potential buyer through your home. To set up either an agent inspection or a client showing, an appointment should be made in advance so the home owner has some period of notice.

The best procedure for inspections and showings involves having the interested agent call your listing agent's appointment desk. The showing agent will have to provide his or her full name, company and telephone number. The appointment will be booked and the front desk staff will proceed to contact you at your preferred number to inform you that an agent would like to come through your home. If you are unavailable directly, a message will be left on your answering service/machine (if you have one) and only then is the lock box code sent to the showing agent via his company.

Advertising Your Home - Why the sign?

While many individuals would prefer not to have a "For Sale" sign on their front lawn, there is a twenty per cent chance your home will sell as a direct result of someone seeing the sign and calling, whether it be a buyer or co-operating agents.

If you are worried about the neighbours knowing your home is for sale, don't be. Soon enough, they will know just by seeing the great number of strangers coming to your home - not to mention that your agent will do some door knocking in the area to inform the neighbours that your home is for sale. Quite often, neighbours have friends or relatives who would like to stay together. Flyers distributed throughout the area and ads in the local newspaper are additional ways in which your neighbours will become aware that your home is for sale.

So be kind to yourself and get your home sold quickly. Increase the odds of selling and put a professionally installed "For Sale" sign on your lawn.

Why Use a Lock Box?

Convenient access to your home for selling agents is essential, as they will be able to bring more potential buyers through your home. An agent doesn't want to be burdened with picking up numerous keys, remembering which key is for which door, and potentially losing them.

Agents specifically look for properties with easy access. Lock boxes are safe and easy. They are secretly coded and codes are given to agents only after they have established themselves as such and can be identified through their company.

Lock boxes are a valuable selling tool and agents love them!

Special tips for all showings

Turn on All Lights

Turning on all lights is an absolute must whenever showings occur. Darkness portrays an eeriness and creates an atmosphere that may lead to potential buyers imagining that you are hiding your home's flaws.

Take the mystery out of selling your home. Be proud and let people see your home in the proper lighting. You have nothing to hide, because if you did you wouldn't be selling it on the open market.

Light creates positive moods, which creates good feelings. Positive impressions of your home will lead to a quick sale.

Be Absent From Showings

People who spend thousands of dollars buying what usually is their biggest investment want to feel at home when buying your home. When you are in the house, the buyers will not talk freely with their agent, nor will they look as hard at the special features your home has to offer. They feel as if they are intruders.

Fact: Buyers walk through a home three times faster when the seller is home. Buyers don't want to feel rushed.

Last Resort: If you must be home for the showing for a good reason, walk around the block or sit in the backyard. Do anything to get out of the house!



With Howie Mandel and Gerry Dee at the 2020 Trillium LOL event! We had a great time as usual.



Great to meet 23 time Grand Slam champ Serena Williams.

My strategic marketing plan

Marketing your home involves much more than placing a sign on the lawn or an ad in the newspaper.

Marketing is a major factor when it comes to selling your home in a timely manner and for top dollar. Advertising your home properly can mean the difference between finding a buyer quickly and having your home sit on the market for an indefinite period of time.

Our marketing campaign is unrivalled. It includes advertising in a plethora of traditional and digital mediums for maximum exposure. The results of our marketing efforts coupled with our dedicated team are unmatched in the GTA.

Comparative Market Analysis

We will provide you with a comprehensive written evaluation of your home which will indicate its value. Together, a listing price can be decided which is both acceptable to you and realistic in terms of the prevailing market conditions and your goals.

Pre-inspection, Staging and Accessorizing

Team McDadi will make recommendations with respect to repairs and improvements that will enhance the saleability of your home and ensure the maximum selling price. We also have full-time exclusive stagers to work with our sellers and a warehouse full of furniture.

High-end Imagery

Our in-house photographers and videographers will produce the best-in-class asset library for your home, including exterior drone shots, interior photography, dynamic videos, and 3D tours, which will be used to promote your home in all web listings and other marketing collaterals.

Feature Sheets and Catalogues

Our full-service Marketing Department will prepare attractive brochures we call Property Catalogues, which will be available to all prospective purchasers and real estate agents that visit your home, to provide them with a convenient and detailed visual reminder of the property.

Local Awareness

Our graphic arts department will work to produce a high impact "Just Listed" marketing tool that will be delivered by the post office to select neighbourhoods, in an effort to garner more interest in your home. These are prepared for individual listings.

Print Advertising

Advertising is critical to successful sales and brand awareness. We will select advertising media such as local newspapers and regional magazines to promote homes and also the benefits of working with us. Our ads can be seen in the most important local publications across the GTA.

Print newsletters

Every month, selected communities receive our regular newsletters featuring market stats, news, and updates on our new and sold listings, keeping previous clients and area residents on top of new market trends and opportunities.

McDadi.com Website

McDadi.com is ranked among the top when individuals are searching the internet for homes for

sale in Mississauga and the GTA. In other words, people who are ready to purchase their dream home or expand their real estate portfolio frequently visit our website. With an average of over 16,000 page visits and 5,700 unique users a month, listing your property with Team McDadi means receiving maximum exposure to all potential buyers.

Online Advertising

Your property will be featured on McDadi.com and the most popular online sites, such as Realtor.ca, The Real Estate Book, Redfin, Houseful, Global Listings, Rew.ca, Kijiji, Point2Homes, Ovlx, Trovit, Zillow, 4Rent.ca, Rentals.ca, The Business Exchange and so many others.

When it comes to marketing luxury real estate, specific tools that are different from those we utilize to advertise other homes are required. For instance, we ensure we market all our luxury properties to international buyers.

Our luxury listings are promoted on The Wall Street Journal, Penta, Robb Report, DuPont Registry, Barron's, Mansion Global, Unique Homes, World Property Journal, MarketWatch, Juwai.com and others. They are also included in the two most searched web portals for high-end properties: luxuryhomes.com and luxuryrealestate.com (both of these sites are limited to just a few select Realtors).

E-Blasts To Broker Network and Registrants

Our listings are promoted directly to our database

with tens of thousands of subscribers. Our popular Home Sneak Peek e-blasts and On the Move e-newsletters are sent straight to their inbox, reaching potential home buyers and a broad network of Realtors and brokerages.

Social Media

The phenomena of social media has completely changed how homes are promoted today. It allows people to experience video tours and interact with agents in real-time. Team McDadi is active on all main social platforms including Facebook, Youtube, Instagram, TikTok and LinkedIn, keeping our following informed of new listings, open houses, market updates and much more.

Google Ads Network

Sam McDadi Real Estate Brokerage invests thousands of dollars every month to reinforce its brand awareness and to create consideration for its listings. Our automated Google Search ads cater to specific areas and keywords, like when a user searches for “homes for sale in Mississauga”, leading them straight to our listings page. Also, our digital banner ads promoting the company as the real estate leading team in the GTA attract an impressive amount of visitors to our website on a daily basis.

Home of The Week Program

On TV: This is an exclusive program we run which we’re really proud of and differentiates our company from our competitors. Every week on CP24, two listings are featured as our Homes of the Week on

the news channel, and they help increase McDadi.com website visits, which benefits all of our clients.

News Outlets: Also, as a credible source in the real estate industry, our listings are constantly featured on the National Post, BlogTO, Oakville News and so many other publications. And we have an exclusive partnership with Insauga.com, which has become one of the largest hyper-targeted news, lifestyle and entertainment coverage portals in Canada, with 12 million page views a month from residents of Mississauga, Brampton, Halton, Hamilton, Durham and Niagara. Sam McDadi’s listings are a constant presence in their articles, featuring one home a week in each of their 6 main regions.

Outdoor Advertising: Along the Toronto-Hamilton corridor, you can see digital billboards exhibiting our Home of the Week and open house ads.

Luxury Home Auctions

Understanding that certain prestigious homes require additional selling practises, Team McDadi undertook a bold step in 2014, and auctioned off three luxury Mississauga homes, in conjunction with Ritchies Auctioneers. As a result, two of these high-end homes changed hands.

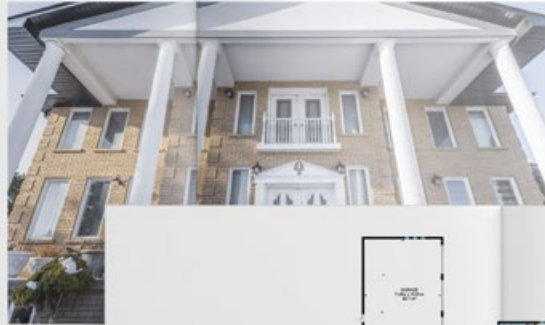
We believe these were the first auctions of such magnitude in Mississauga; bringing large crowds and additional publicity to all three of these incredible mansions. Auctioning high-end homes is an additional marketing option we offer such clients, depending on the circumstances and home.

Property catalogues



WELCOME

Opportunity exists to move into one of Brampton's most prestigious neighbourhoods, surrounded by other multi-million dollar homes. Being situated on 2 acres of land, this home is a true estate. The home features a sophisticated design, gourmet kitchen with top-grade appliances, double ovens, built-in espresso coffee machine, and opens up to both the living and dining areas perfect for intimate entertaining. The separate living and dining rooms feature tall ceilings, hardwood floors, white crown moulding, grand fireplace, and large windows allowing natural light to flow through the day. The family room leads to a terrace with stone surround, stone fireplace, hardwood floors, and access to the backyard patio overlooking the expansive grounds. Also on the land is the main office, a game room, and laundry room. The second level features two primary bedrooms with a private ensuite, two large walk-in closets, and a linen closet. The third level features a master bedroom with a private ensuite, a full spa, a walk-in closet, a separate family room, and a sun or lounge space. Perfect for families who want to live in a luxurious home or who are looking for a rental unit!



5 Estateview Circle,
Brampton
Main Building



Basement (Below Grade)



Schools

North York Public School
4100 Hurontario St. Brampton

North York Public School
4100 Hurontario St. Brampton

North York Public School
4100 Hurontario St. Brampton

Amenities

North York Public School
4100 Hurontario St. Brampton

North York Public School
4100 Hurontario St. Brampton

North York Public School
4100 Hurontario St. Brampton

MEASUREMENTS

Room	Room	Dimensions	Description
Main	Kitchen	4.00m x 6.00m	Centre Island, Granite, Steel Appliances, Tile Floor
Main	Dining	4.00m x 6.00m	Open to Living, Full Lights, Hardwood Floor
Main	Living	4.00m x 6.00m	Open to Dining, Crown Moulding, Hardwood Floor
Main	Family	4.00m x 6.00m	Stone Fireplace, 40" TV, Hardwood Floor
Main	Office	4.00m x 6.00m	Windows, Built-in Bookcase, Wood Floor
2nd	Front Entry	4.00m x 6.00m	4 Pk. Staircase, 40" TV, Hardwood Floor
2nd	Bed	3.75m x 5.00m	Open, Windows, Hardwood Floor
2nd	Bed	4.00m x 6.00m	Open, Windows, Hardwood Floor
2nd	Bed	4.00m x 6.00m	Open, Windows, Hardwood Floor
Basement	Garage	5.00m x 7.50m	Separate Wks, Windows, Broadloom
Basement	Basement	4.00m x 6.00m	Complete 40" Staircase, Full Lights, Windows
Basement	Dining	4.00m x 6.00m	Complete 40" Staircase, Full Lights, Windows

Bathroom Information

Room	Description
Main	1x Access
2nd	1x Access
Basement	1x Access

Thank you for visiting

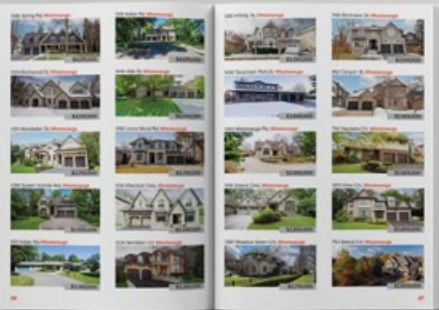
For more photos visit bramptonrealty.com

All measurements are approximate and should be used as a guide only. The actual measurements may vary slightly from those provided and should be independently verified by a professional measurement company.

Property feature sheets



Area-targeted sales activity reports



Magazine and newspaper advertising



Just listed & just sold postcards



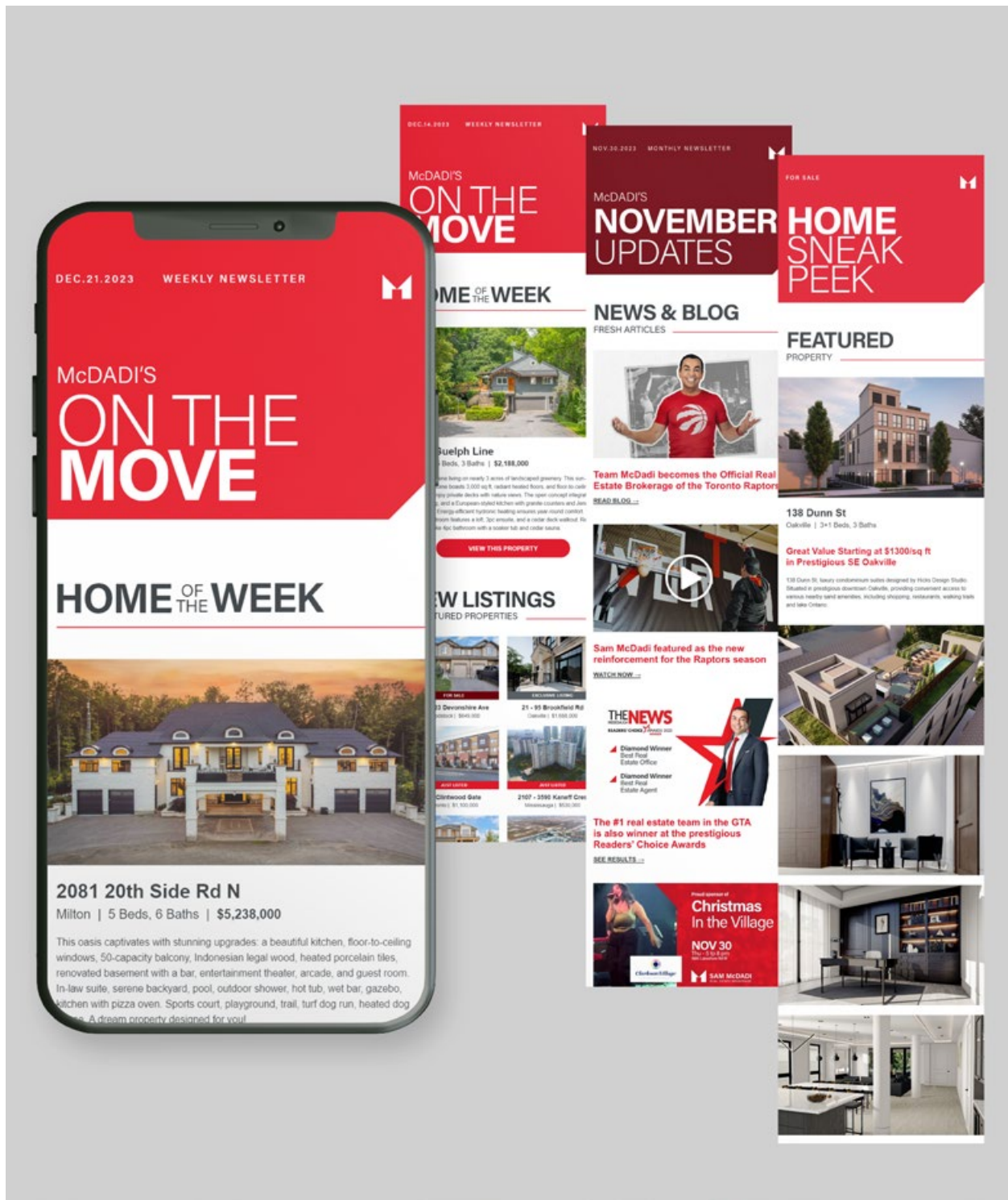
Outdoor marketing



'Home of the Week' on CP24 and Global TV channels



E-blasts to broker network and registrants



Social media presence

OPEN HOUSE

3283 Stoney Cres, Mississauga

Sat & Sun February 11-12, 2023 • 3-4pm



905.502.1500

McDADI.COM

JUST SOLD

2438 King Forrest Dr, Mississauga



Zaheer Shaw

Broker

416-843-5355

McDADI.COM

OPEN HOUSE

12 Wesley Ave, Mississauga

Sunday October 29, 2023 • 1-4pm



905.502.1500

McDADI.COM

JUST SOLD

31 Midsummer Dr, Brampton

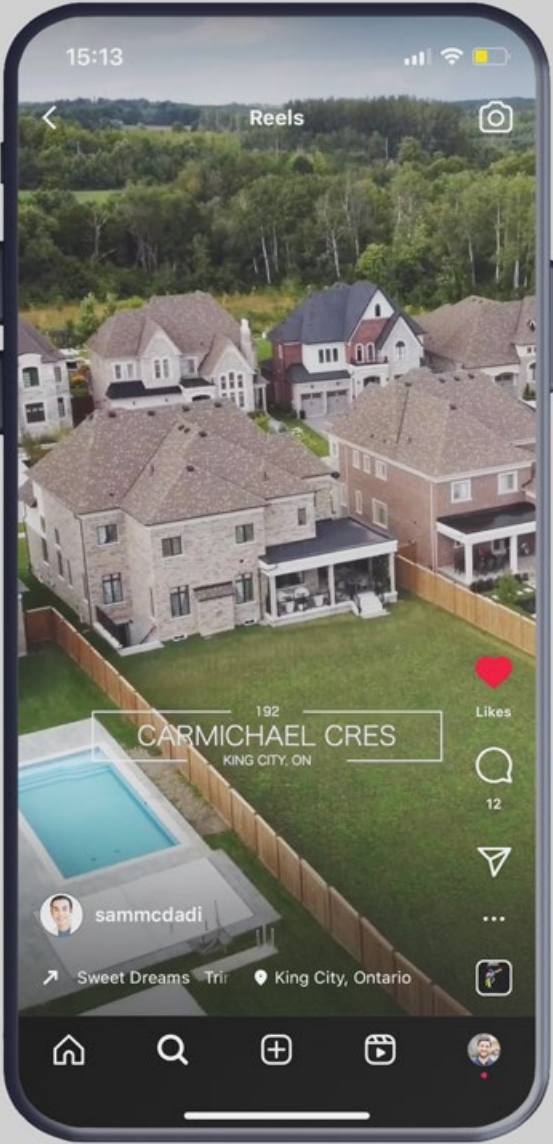


Harry Nanda

Broker

416-REALTOR (732-5867)

McDADI.COM



Special promotions



Print newsletters



Extended Coverage

To present your home to the widest possible audience, we will list your home on the Multiple Listing Service (MLS), which covers real estate boards in the GTA and is actively used by thousands of agents. Since each home is unique, advertising programs may vary considerably. We will discuss all of the options with you.

Open Houses/ Prestige Home Showcase

We conduct agent/customer open houses on the days and at times that are convenient to each seller.

The Prestige Home Showcase welcomes potential buyers to experience incredible estate homes in the finest way. By providing viewers with a cornucopia of wonderful finger food, as well as select beverages, we are encouraging visitors to further enjoy these incredible homes. Relax. Linger. Be at ease in these wonderful estates. Hosted by our incredibly friendly staff and our experienced agents, we at Team McDadi are on-hand to answer any question a visitor may have.

Screening and Qualifying Buyers

Screening and qualifying prospective buyers is a central part of our marketing plan. This will ensure that only interested and qualified buyers will come through your home. All appointments will be made with you in advance so there will be a minimal amount of inconvenience to you.

Weekly Feedback Reports

At a minimum of twice a week, we will provide you with feedback. As well, we will provide you with a report indicating the showings that took place over the past week, constructive feedback from the showings, and an update on the marketing plan. We understand the importance of remaining in close contact with you regarding all pertinent information so that the sale of your home is a stress-free process.

Professional Negotiation of Offers

We will negotiate all offers on your behalf. During this process, we will make recommendations to you based on your expectations and on current and projected market conditions.

Referral to Related Professionals

The ability to arrange financing for prospective purchasers is an important consideration in the sale of your home. There are many creative financing techniques that can prove to be deal makers. A thorough knowledge of financing options ultimately means having a wider range of buyers for your home.

Follow-Up After Sale

We will ensure that every detail is attended to prior to closing. This includes keeping the financial institutions, solicitors and other professionals informed and involved at all stages of the transaction.

Win-A-Car Draw

During my 30 years of service as a real estate professional, I have held three car draws, giving away four cars in total.

My decision to hold these events stemmed from my desire to give back to my clients, those friends who placed their trust in Team McDadi to make their real estate purchase or sale. Anyone who bought or sold a home with Team McDadi qualified for a ballot at all three celebrations, which were held at the Mississauga Convention Centre.

The first car draw occurred in 2004, when Seevaratnam and Rajani Karunendiran won a brand-new Honda Civic (they had been referred to me earlier that year and I sold their home in two days). Two years later, Giang Ly and his wife Chau Tram were the big winners out of more than 600 clients who attended (the family had called me as a result of seeing an advertisement).

On November 26th, 2014, I held my third car draw. To mark the culmination of 25 years of service in the real estate industry, we decided to give away two cars. One Acura ILX went to a client who purchased or sold a home with Team McDadi during 2014; each purchase or sale garnered the client one ballot. For the second Acura, we provided one ballot to anyone who bought or sold a home with Team McDadi during my 25 years of service. We estimated there were more than 3,000 friends and past clients in attendance at this momentous anniversary in 2014. Ansar Bhatti and Jeevaka Pramuk Weerasinghe each won a brand-new Acura ILX!

Each event was a wonderful night to connect with so many clients and friends.



2004 winners



2006 winners



With Canadian Hockey Hall of Fame goaltender Johnny Bower, who won four Stanley Cups during his career with the Toronto Maple Leafs. Sadly Johnny passed away on December 26, 2017

Previously published articles

For the past several years, I've used a range of media to help my clients and potential clients stay up-to-date with the latest information that may affect their purchasing decisions. I've not only written articles for major real estate magazines, covering almost every single subject relating to the topic, I've also been a guest on radio and television talk shows to educate the public about the real estate industry. The following pages provide you with a small sample of the work I've done in the print media.

The Ramifications of Sellers Signing Disclosure Forms

Recently one of my sellers asked me whether they would be required to complete what is referred to as an SPIS (Seller Property Information Sheet).

A SPIS is a comprehensive list of questions prepared by the Ontario Real Estate Association (OREA) which is completed by the seller and willingly made available to the prospective buyer of the property. Currently, this form is not mandatory in Ontario, although disclosure statements are compulsory in many parts of the United States. However, there have been discussions in the past about making the SPIS forms mandatory in Ontario.

Many of the questions are relatively straight forward, others are quite technical in nature and may not be as easy to answer.

Examples of questions asked include:

- What is under the carpet?
- Are you aware of any moisture and/or water problems?
- Does the subject property comply with zoning? If not, is it legal non-conforming?
- Is the wiring copper, aluminum or knob and tube?
- Will the sale be subject to GST?
- Are there any encroachments, registered easements or rights-of-way?
- Does the survey show the current location of all buildings, improvements, easements and rights-of-way?

Some lawyers argue that signing an SPIS form can be problematic because if any question is answered inaccurately, it could be the basis for litigation.

The seller can face legal consequences if they have knowledge of a defect which they do not disclose to the buyer when completing this form.

There was a case a few years ago where the sellers made no comment about an apparent water leak stemming from the windows. In fact, there were both blackening and stains on the window sills caused by a lack of weather stripping and seals. This case was tried in a small claims court. The seller's position was that the blackening and stains should have been obvious to the buyer and there was no deliberate attempt of concealment.

The judge's position was that the sellers acted fraudulently by not answering truthfully the section about flooding and leakage in the home. The sellers voluntarily agreed to complete the seller form and had a duty to be honest with their response. The sellers, who were not satisfied with the decision, escalated the case to the Court of Appeal. The judge upheld the ruling and concluded that the action constituted "Fraud by silence".

It stands to reason that if a seller is to complete this form, it must be completed accurately and honestly. It should be pointed out that a home inspection report carried out by the buyer does not protect the seller if they misrepresent the condition of the property.

If an agreement of purchase and sale requests a seller to complete a SPIS form, I personally would not dissuade my sellers from doing so. If a seller is reluctant to complete this form it would beg the question of whether the seller is trying to hide something. However, I would review the questions with them carefully and if there is any doubt about the answer, I would recommend they answer "unknown". There are questions that the average homeowner truly does not have knowledge about. In these instances, if the

buyer requires further clarification, he/she can research the answer.

One of the objections of this form is that the average layperson may not understand several of the questions. In this case, I would seek the assistance of the Realtor to ensure each question is interpreted properly.

The intended purpose of the Ontario Real Estate Association in creating these forms is to assist the buyer in obtaining pertinent information about the property. It is stated clearly in this form that the data is provided for information purposes only and do not constitute a warranty. Hence, this checklist in many instances will help the seller provide useful information to the buyer about the subject property. After all, who knows the home better than the existing owner.

Although not commonly utilized in the GTA, in my numerous years in this profession I have yet to see a buyer sue a seller because of the information provided on a standard SPIS form. The intended goal or objective of these forms is to ensure proper information flow about the subject property from seller to buyer which inevitably will help many clients avoid the problems that arise because of lack of disclosure.

Title Fraud

Title Fraud appears to be sweeping the GTA. Title fraud goes something like this. One day, a rightful owner owns their home. The next, it's someone else's. Indeed, recently an 89-year-old North York man was left heartbroken when his \$450,000 bungalow was stolen from him by title fraud. Many people have been left wondering how this could have happened and how could they have protected themselves in the first place?

What is Title Fraud

Legal ownership of a property is evidenced by the property's title being placed in the owner's name. Homeowners obtain title when the vendor of the property signs a deed transferring ownership. Once this occurs, the government land registration records reflect the new owner.

Title Fraud or "theft" of a home is the unauthorized transfer of a property's deed (also known as title) from the existing homeowner to a new home owner.

This can occur when someone forges the signatures of the actual owner and takes title themselves. Sadly, because of how easy it is today to obtain false identities, this practice has been on the rise. The "fraud artist" also may forge the bank officials' signatures, allowing for a discharge of the mortgage.

The final leg of this “fraud” occurs when the individual goes to a lending institution and obtains a mortgage on the property.

The solicitor who is acting for the lender will conduct a title search, which will validate that the owner is as stated on the deed. Of course, this has all been falsely conducted. Regardless, the mortgage money is advanced to the con artist who then disappears. Only when the payments are in arrears does the legitimate owner become aware of what has transpired.

So What Happens?

As hard as it is to believe, even though the original owner had no hand in this “master plan”, the bank does have a mortgage that is in arrears and the bank consequently can sell the property with no compensation to the legitimate owner.

How does one protect themselves?

In general, losses from title fraud are massive with homeowners paying thousands in legal fees to defend their title and lenders often losing the full amount of the mortgage.

Previously, title insurance was available only at the time of purchase. But today, because of these issues, title insurance companies will provide insurance to the homeowner at any time to protect against such losses. This policy provides a broad range of coverage, including protection against losses resulting from real estate title fraud. The policy coverage lasts for as long as the homeowner owns their home.

The Government is also looking at measures to eliminate the ease of title fraud. In particular, there is talk of changing the land-registry system.

Conclusion

Real estate title fraud is reaching epidemic proportions and innocent homeowners and lenders are proving to be irresistible targets for fraud artists. Organized crime rings are specifically targeting legal professionals who are unknowingly assisting in perpetrating the frauds on a large scale.

To obtain peace of mind from this fraud, a homeowner can contact their lawyer who can arrange to obtain such a policy. The call might save you your home.

The Role of the Ontario Rental Housing Tribunal

In my last article, I discussed the advantages and disadvantages of becoming a landlord. In this article, I want to focus on how to deal with problematic tenants.

In the past, there was no governing body in place to deal with specific landlord-tenant issues. If, for example, a tenant was delinquent with their rent, the landlord would have to go through the Small Claims Court process. This often resulted in an inefficient, time-consuming procedure which potentially could have cost the landlord thousands of dollars. Today, with the formation of the Landlord and Tenant Board (LTB), all of that has changed.

History

On June 17, 1998, the Landlord and Tenant Act was replaced with the Tenant Protection Act. Numerous changes resulted and among the most important was the creation of the Landlord and Tenant Board. The LTB was established for the specific purpose of resolving disputes between landlords and tenants and also to provide information to consumers about the Tenant Protection Act.

Another noteworthy change was entitling landlords to charge market-value rents when a new tenant took possession of a property. Previously, an owner was restricted to charging a new tenant the same amount of rent the previous tenant was paying plus allowable rent increases which were based upon rent control guidelines. Often, this figure was well below fair-market rent.

Overdue Rent

Rent is considered overdue if the full amount is not paid by 12:00 p.m. midnight on the day it is due. Furthermore, a landlord is under no obligation to accept a partial payment. Even if a partial payment is accepted, the landlord still can commence with steps to collect the balance of the rent which include terminating the tenancy.

If after the end of the first day the rent is not paid, the landlord has the right to ask the tenant to move out. (Practically speaking, most landlords will allow a grace period of sorts). The mistake many landlords make

is waiting too long before proceeding with the termination process. Of course, circumstances will dictate the appropriate course of action.

The first step in the eviction process is to serve the tenant with a Notice to Terminate a Tenancy for Non-Payment of Rent (Form N4). If the tenant rents on a weekly basis, the landlord must give the notice seven days before the tenant is expected to vacate (known as the termination date). If the tenant is renting on a month-to-month basis, the notice must be served at least fourteen days before the termination date. This notice indicates to the tenant that if the full amount of overdue rent is not paid before the termination date, they must move out. During this period of time, the application will be discontinued if the rent is paid in full.

If the tenant has not vacated the premises by the termination date, the landlord or their agent then would complete an Application to Terminate the Tenancy (Form L1) and submit this form to the LTB along with a filing fee of \$201. A date for a Notice of Hearing would be set immediately which typically would not exceed three weeks following submission of the Form L1 (depending upon availability, and during the pandemic, there have been unprecedented delays). The landlord or agent also must give the tenant a copy of the application and the Notice of Hearing at least five calendar days before the hearing. The landlord or agent then will complete a Certificate of Service form showing how and when the documents were given to the tenant. The Certificate of Service form then must be filed with the LTB.

The tenant then is required to file a written dispute with the ORHT within five calendar days after being given the Notice of Hearing. If the tenant does not oppose the application, there could be a default judgement and an Order to Evict would be issued against the tenant. If there is a hearing and the outcome is in favour of the landlord, an Order to Evict would be issued. Typically, it would take eleven days from the issuance of the Order to Evict before the landlord can file the Order with the Court Enforcement Office (Sheriff) so that the eviction can be enforced.

From the time the first notice is served to the tenant, in theory and without delays, it should take a maximum of 46 days to obtain vacant possession. If the tenant has paid the last month's rent, then the landlord would have only 16 days of unpaid rent. This certainly is a significant improvement from the old days when it potentially would take months and months to have a tenant evicted. After the tenant has vacated the property, the landlord still can pursue the tenant through various channels for any rental losses sustained.

It should be noted that a tenant cannot hold back rent because there are repairs and maintenance issues that need to be dealt with. This is a separate, independent issue. If a tenant holds back rent for this reason, they may face eviction for doing so. If the tenant has put a request in writing to the landlord requesting

repairs to be carried out and the landlord does not effectively respond to the outstanding issues, the tenant can file a Tenant Application About Maintenance (Form T6) with the LTB. A hearing would be scheduled and the LTB could issue an order for the landlord to perform the outstanding work.

The best way to avoid problems with tenants is by thorough initial screening as discussed in my previous article. If, however, a tenant does cause unanticipated problems, the LTB is an excellent administering body well equipped to deal with all landlord-tenant issues in a timely fashion.

Power of Sale Purchases

Many homebuyers have been intrigued over the years by “Power of Sale” opportunities. This article aims to unveil the realities of this type of purchase.

In a Power of Sale transaction, the lender (usually a financial institution) has seized possession of the property from the registered owner because the owner has failed to make mortgage payments. The financial institution subsequently attempts to sell the property at the highest possible price. There is a certain obligation on the institution's part to try to get as much money as possible. Any monies remaining after all costs and expenses have been paid will be disbursed to the original owner. Since financial institutions are not in the business of owning homes, if a property does not sell the price is adjusted downwards every thirty days until the property is sold.

This is in contrast to the foreclosure process, whereby the lender can sell a seized property at any price and without any legal recourse by the original owner. Foreclosures are very popular in the United States.

One of the rights of the owner is the “right to redeem.” This means that if the owner was able to find the money for a mortgage payout, they could reclaim the property. Typically, the owner has until the closing date to redeem the mortgage. As a purchaser, if you bought a Power of Sale property you would not be certain of closing the transaction until literally the last minute. Financial institutions routinely make it a condition on the offer that the contract will close only if the property has not been redeemed. Practically speaking, redemption of a property is extremely rare because by the time it has gone to this level, the financial capacity of the original owner to pay off the mortgage in its entirety, plus all the costs that have been incurred, is virtually non-existent.

The more significant risk with a Power of Sale is that the purchaser must accept the property in “as is” condition. Since the financial institution has never occupied the property and does not have adequate knowledge of the condition of the property, the purchaser typically will be deprived of the customary representations and warranties that a normal vendor would provide.

The purchaser’s main areas of concern can be summarized as follows:

1. The lender will not guarantee that the property has not been insulated with UFFI (Urea Formaldehyde Foam Insulation). This is a type of insulation which has been deemed undesirable due to studies finding it to be carcinogenic.
2. If there are any pending work orders, the purchaser must accept them and will be responsible for remedying the existing problems.
3. The lender is not obligated to provide the purchaser with a survey. Hence, if one isn’t available, the purchaser will need to secure title insurance. Many years ago before title insurance was introduced, and there was no survey available, the purchaser would have been required to spend up to \$1,500 to obtain a new survey.
4. If there are tenants occupying the property, the financial institution will not provide the usual warranties as to rentals (vacant possession). In other words, it may not be possible to evict the tenants before closing.

Due to these concerns, it is advisable for the purchaser to carry out a home inspection. This way, the home inspector can examine the home for structural defects and UFFI. Additionally, the purchaser should consider visiting the relevant municipal building department to determine if there are any work orders attached to the property.

Every financial institution has its own standard schedule “A” that becomes part and parcel of every offer. Most financial institutions will not accept any changes to their schedule. A typical clause in the schedule allows the financial institution to unilaterally extend the closing date for up to 60 days in the event that there are legal issues which could delay the closing.

In my experience over the past several years, I have concluded that Power of Sale properties can translate into shaving a few thousand dollars off the market value. However, there are certain risks that accompany this type of purchase. As a purchaser, in the end you have to weigh how much risk you are willing to take and decide whether the return, in your opinion, justifies the risk.

Are You Considering a Career in Real Estate?

Over the past five years, the real estate market in the Greater Toronto Area (GTA) has once again become quite vibrant. In fact, during the first quarter of this year, every conceivable sales record has been shattered. As a result, many people are contemplating a career in real estate. This article will attempt to give you a clearer picture of the “ingredients” necessary to succeed in this business.

History

I remember when I first obtained my license in 1988, the market was red hot and there was a waiting list a mile long for those candidates wanting to enrol in the real estate program. The excitement of pursuing a real estate career tapered off in the early to mid-nineties when we were battling a severe economic recession. Today, I have many clients and friends who ask me about a career in real estate. Let me start by saying that I enjoy this business immensely. I’ve been fortunate that my career has taken me to levels that I wouldn’t have imagined. But make no mistake, this career is not an easy one. It takes a tremendous amount of work, patience, communication and people skills to succeed as a real estate professional.

Licensing Requirements

To become a licensed Realtor today, you need to complete three steps (Steps I, II and III) successfully. The program has been revamped over the years and it does require some thought and application to complete. During the pre-registration phase, you are required to successfully complete 5 courses, 4 exams and two simulation tests. The goal of these courses is to have new graduates well equipped to deal with this ever-evolving and more complex profession. Do you have what it takes?

The first question you have to ask yourself is “why you are considering real estate?”. While monetary considerations are important, your reason for entering the real estate profession should not be exclusively financial, otherwise you may find out later that this business was a disappointing experience. You have to be prepared to work six to seven days a week, especially in the apprenticeship years. You truly need to be a people person who enjoys dealing with folks from all walks of life and you need to be able to exercise patience and understanding. Remember, your client is making the largest financial investment of their life and you have to act selflessly to protect your client’s interest. I’m amazed at the short-sightedness of

many Realtors who focus only on “making the deal.” If you build a philosophy of “client for life,” you will be planting your seeds and you will reap the benefits for years to come.

Unlike a job with fixed hours, real estate is very unpredictable. You must be flexible and you must accommodate your clients’ schedules. You also need to be available, sometimes on short notice, if an offer arrives unexpectedly. If you have a family, sometimes this can cause challenges as plans may have to be cancelled at literally the last minute. Your spouse (or partner) is a very important part of your career. If they are supportive and understanding, your chance of success is greatly enhanced. Both you and your spouse need to be clear about the expectations of this career.

If you decide to pursue a career in real estate, it is important to have some money set aside to take you through the first few months. If you enter the business in dire financial straits and you are in need of selling some homes, this will be quite evident to your client. I believe that a Realtor operates best when he or she has no financial constraints and can focus their energies on finding the right home for the client regardless of the time frame. Additionally, because your income is based solely on sales, there is an element of unpredictability. There may be some weeks and months when you are selling homes in high volumes and there could be periods of time when you don’t sell any homes. If you have built yourself a safety net, then the fluctuation in your income won’t be as much of a concern.

There are many disappointments which are an inherent part of this business. You need to be able to “stomach” the disappointments of clients who you thought were loyal to you, only to find that they bought a home from another Realtor. The most difficult emotional encounters occur when you learn that a family member or close friend has decided to deal with another Realtor. Yes, real estate has its ups and downs.

Conclusion

If the real estate profession fits your profile, it can be an exceptional business. You are your own boss and get rewarded directly for your efforts. Comparatively speaking, the cash outlay to start your own real estate business is very minimal. You don’t have excessive fixed costs and the return for your time and devotion can be sizeable. However, like any business, you have to pay your dues and you shouldn’t expect overnight success.

If, after reading this article, you have decided that real estate is the career for you, and you can deal with the difficulties of this business, I encourage you to explore this career option further.

What You Need to Know About Fixer-Upper Homes

There are two types of buyers in the market place today. The first category of purchasers is looking for their own principal residence. The other set is investors looking to achieve profits from the buying and selling of real estate. In either case and depending on the requirements of the buyer, a fixer-upper home may be the right fit.

Typically, homes that need lots of tender loving care are purchased by buyers who believe they can make the necessary improvements and renovations to subsequently obtain an instant return on their “sweat equity.”

For buyers in this marketplace, it is important to be fully aware that the present demand for such homes is high. There are many individuals looking for these “undervalued” properties and hence competition to purchase them is brisk.

An equally important consideration for individuals who are considering buying a fixer-upper is that the renovations, in most cases, are never as easy as people first envision. In many instances, quick and easy cosmetic improvements require more extensive work than first believed. A much greater appreciation and understanding of the costs — both nominally and in terms of time commitments — become apparent with actual experience in home renovations.

If someone does decide to purchase a fixer-upper home, then I believe there are several essential components that will assist them in obtaining a reasonable return on their investment.

Clearly, understanding the local market place and buying at the “right” price is of utmost importance here.

Secondly, you need to have a thorough knowledge of what renovations you need to do to attain the “biggest bang for your buck”. Some experts maintain you should strive for a 3-to-1 ratio when deciding on improvements. This means that if you are contemplating repaving the driveway and the projected cost is \$2,000, it should increase the value of the home three-fold or by \$6,000. If you keep this formula in the back of your mind, it will ensure you invest safely.

Depending on the fixer-upper that's purchased, there are many possible improvements buyers should consider undertaking. These improvements include: painting, carpeting, new closets, new toilets, newer showers/tub surrounds, new doors, fences, gazebos, sheds and landscaping.

Remember, bathrooms and kitchens are important components of any home and thus are sought-after features to prospective buyers. It is important to spend wisely in these instances. If you deviate significantly from your budget, then you are compromising the potential profits that you have allocated for this project.

It is also important to start out small and make sound real estate investing decisions. For example, I wouldn't recommend buying a home that has significant structural problems. There may be many hidden, costly surprises that may take a lot of time and money to repair. Of course, it is important to buy in a desirable neighbourhood. This will ensure that the house values will be maintained.

To avoid further costly surprises, here are a couple of suggestions. It is imperative to have a qualified home inspector carefully scrutinize the prospective property. This will allow you to properly budget the project.

You must also do the math and know what figures you are dealing with. It is best to err on the conservative side.

To determine your projected profits, you need to factor in these figures:

- The projected sale price (be realistic and talk to Realtors).
- Selling expenses (this includes real estate fees and legal fees).
- Estimated repair costs (be aware that this number is often under-estimated).
- Carrying costs (If you have a mortgage, the cost to carry the mortgage needs to be factored in).

Once you have these figures determined, you need to estimate your minimum desired profit. If the numbers still make sense, then there is merit in proceeding with the purchase. However, I can't stress enough the importance of properly researching the figures so that there are no financial surprises.

We at Team McDadi have developed a separate division that is focused exclusively on locating power-of-sale properties and fixer-upper homes. Because of the growing demand for such properties, we created this division in order that we are well positioned to assist our clients in this regard.

Fixer-upper homes have a certain lure. If you are contemplating purchasing one, perform the proper due diligence and if the results are positive, try your hand at it!

Buying a Condo

As aging baby boomers enter retirement, many are opting for the hassle-free lifestyle that condominium living offers. The condo owner no longer has to worry about mowing the lawn, shovelling the driveway or the maintenance issues that come with owning a home.

Indeed, based on the new construction starts for condominiums in the GTA, it appears builders have the same bullish mindset.

However, owning a condominium also has its own set of problems that differ from home ownership.

As a condo owner you literally own only the air space between the walls of the unit. The rest is owned jointly by the residents of the building. It is imperative prior to entering into a binding agreement to know:

1. If there are any restrictions on the use of the unit.
2. The percentage of owner-occupied units vs. rental units.
3. If there are any special assessments being contemplated for major repairs. Special assessments arise where there isn't adequate money in the reserve to fund a project. The unit owners are required to make a one-time payment to cover these costs.
4. If there are any environmental problems.
5. The financial health of the condo corporation. This is best determined by the Status Certificate provided by the condo corporation. It is typically reviewed by the buyer's solicitor when an offer has been accepted.

Condo Fees

A very important aspect of condo living is the monthly condo fee you are being charged. Condo fees vary widely but usually so does the level of service. It is important to recognize that one has to look beyond the condo fees to get the "true picture". For example, if two neighbouring buildings have a difference in condo fees of \$100 per month, the initial inclination would be to favour the lower cost building. However, there may be reasons for this fee discrepancy. One management company may be projecting future capital expenditures and hence charging a higher monthly condo fee so when the need arises there will be adequate cash on hand to carry out the work. If these expenses weren't budgeted for, then the unit owner

may be faced with a potentially significant special assessment to cover these costs. Today, because of the many mismanaged buildings, recent condo legislation makes it mandatory for each condo corporation to do a periodic reserve study analysis and set their budgets based on the future projected capital expenditures. For many buildings, this has meant a significant increase in maintenance fees because the building initially was under funded. The aim in these cases is to build up the reserve fund so that there will be adequate money available in the fund to finance future projects.

If the condo complex has few or no amenities (i.e.: pool, tennis court, etc.) then it stands to reason that the monthly condo fee will be lower. A buyer needs to assess whether these conveniences warrant paying the incrementally higher condo fees.

Traditionally, condominium townhome maintenance fees are lower than those of condo apartments. The reason being is twofold:

1. Maintenance fees for a townhome are exclusive of utilities (heat, hydro and occasionally water).
2. The reserve fund doesn't need to be as hefty for townhomes because the potential capital expenditures aren't as costly.

In summary, when exploring the condo option there are many aspects of this purchase one needs to consider. To make a good informed decision, a buyer must look at both their wants and needs and be satisfied the condo project meets their requirements.

I enjoy spending time
with my team.



Ask The Right Questions Before Listing Again

Your listing has just expired and in this rapid market you are both dumbfounded and confused as to why your beautiful home didn't sell. This time around, you want to be certain that you take all the necessary measures to ensure the sale of your home and that you have selected a Realtor who will work diligently in your best interests. This article is aimed at providing you with all the "right questions" to ask prospective Realtors in the hopes that the correct choice is made.

Sometimes we feel obligated to list with family members, friends or acquaintances, but remember, you are entrusting your Realtor with typically hundreds of thousands of dollars, and quite often, a significant percentage of your life savings. It is imperative that you select a Realtor who is eminently qualified to sell your home.

The traditional sources for choosing a Realtor include: a family or friend referral, an "area" specialist, or a Realtor from a large, reputable firm. Regardless of the method of narrowing your search, the following information should help you in making the right decision.

Firstly, trust your instincts. It is crucial to have a good feeling about the prospective Realtor. Regardless of their reputation you need to feel like you can "connect" with them. If you don't feel you can trust them with this financial transaction, then quite simply you shouldn't conduct business with them.

Ask for References

The references should include both sellers who have sold their home with the Realtor as well as sellers who have their homes currently listed. Call each seller and ask them about the quality of service they've received, the availability of the Realtor and if they were happy with how the Realtor negotiated any offers. Also, investigate the company's reputation. You want to deal with a company that has a solid reputation in the community.

Marketing

It is important that the Realtor's strategic marketing plan is outlined in detail in writing. It is critical that your home receive the proper exposure. While this is an expensive endeavour for the Realtor, it is an essential component to a successful sale. It is recommended that you receive a detailed marketing plan that outlines the appropriate course of action for intervals of four weeks, eight weeks, and twelve weeks. The Realtor should be using state-of-the-art technologies for generating sales leads. There are marketing tools today that literally will generate leads twenty-four hours a day.

You also may want to ask the prospective Realtor to provide a comparison of last year's performance to this year's sales. This will ensure the agent is not relying on their past track record, but also can demonstrate their current accomplishments.

Lastly, you want to establish a reasonable time frame to review the results with your Realtor. Of course, you should be obtaining feedback on a regular basis from showings of your home. I would recommend getting together within the first two weeks to ensure that there doesn't need to be any adjustments made to the marketing plan.

By implementing the ideas discussed in this article, I am confident you will achieve the end goal of a successful sale!



With my friend and
YouTube star Tray Rush.



Pictured at the Rogers' Cup
with team members, Mark
Powell and Craig Yaffe.

What are the Implications of Grow Houses?

In recent months, grow houses have gained considerable attention in the media. This is largely because of the estimated 50,000 plus grow houses currently existing in Canada.

What is a Grow House?

A grow house is a dwelling that has been converted from a residential unit to one where drugs are cultivated (typically marijuana). Homes in quiet neighbourhoods with unfinished basements make for the ideal grow house.

In order for the operation to thrive, there must be ideal “greenhouse conditions”. Typically, the electrical system is modified to power the hydroponic system. Often, electricity is obtained by tapping into the electrical service before it enters the meter. Power is brought into the home through a hole in the foundation. Additional circuits are used and these are seldom installed according to the building code. This can create a hazardous setting for a potential new homeowner but improvements can be made to ensure a safe environment. Holes that have cut into the foundation can be repaired, but if not done properly water leakage can be an issue.

The heat generated by the hydroponic system can cause humidity levels to be excessive. This is unhealthy and can produce mildew, mold and rot in the home. Alterations can be made to the home to help vent the excessive humidity. If structural changes are made, such as cutting floor and ceiling joists, the structural integrity of the home may be adversely affected. Often, high humidity levels are visible in the attic where most of the air is trapped. Dark spots that surface in the attic can be a good indication of high humidity levels.

Mold is not always detected easily. It can be both visible and distinct and other times not very obvious. There may be visible surface mold, however, much of it can be concealed behind the walls. A home inspector will try to assess the damages caused by the grow house. It often can be tricky due to the fact that mold may not be visible.

The positive news is that many of these grow houses have been in operation for less than one year, and in that time period structural damage typically is minimal because there wasn't enough time for the mold to thrive.

Some clues that a home has been used to grow marijuana include newly painted concrete floors in the basement, walls being painted white to reflect light and multiple splices in the plumbing system to accommodate the crop.

Today as Realtors, it is highly recommended that a clause be inserted whereby the seller warrants the property has not been used as a grow house to the best of their knowledge and belief. Both lenders and insurance companies have concerns about grow houses and consequently obtaining a mortgage and insurance has become more difficult.

If you are considering buying a former grow house, you are advised to do your due diligence and ensure the structural and other issues discussed in this article have not significantly damaged the home. You can then rest easy knowing that with a little tender loving care your new home can be restored to a good state of repair.



Filming and hanging out
with CFL Hall of Famer
Pinball Clemons

Are Home Improvements a Wise Investment for Potential Sellers?

Many sellers who I encounter want to know which improvements would be worthy of undertaking prior to putting their home on the market.

I will share with you studies that reveal the approximate percentage of investment you can expect to get back when you sell your home.

The highest return on your investment is remodelling your kitchen. The seller typically will see a 95% return. Although a renovated kitchen can yield a good return, it can require a significant financial investment and be one of the most inconvenient renovations to the seller.

Similarly, bathroom renovations can be costly and inconvenient. However, a seller can usually expect a 75% return on these improvements.

It is important to understand neighbourhood values and recognize the price ceilings for each location. If your home is over-improved you may see diminishing returns on your investment. For example, if your neighbourhood does not warrant a brand new kitchen or bathroom you may want to consider updating them by resurfacing the cabinets or painting with neutral colours. Other expenditures that may be considered are toilet replacement and fresh caulking on countertops, sinks, tubs and showers.

Improvements that yield the highest returns include: roof replacement (88%), landscaping (85%), a deck addition (70%) and window replacement (68%).

Improvements that yield the lowest return include: heating/cooling upgrades (30%), skylights (35%), and swimming pools, which generally speaking, is an expense that will not be recouped (however, the enjoyment you get from it may be worth the cost).

If improvements are being made for enjoyment purposes, these above figures will help you foresee the return on your investment when you choose to sell your home.

If improvements are being made with the intent of selling your home, it is clear that most improvements will not yield a profit.

However, other intangible factors should be weighed. For example, if your home has a very dated kitchen and you invest \$15,000 you can expect to get back 95% of that investment. While this may appear to be a loss, by replacing an undesirable kitchen with one that is more appealing, you have made your home more saleable.

Staging has gained popularity in recent days. Staging involves buying fresh flowers, live plants and other decorations to liven up the home. It also may include disposing of old furniture or other large items. In this instance, the staging consultant may recommend renting furniture. Staging can have some benefits depending on the initial condition of the property.

Painting and carpeting replacement may yield positive returns. Your real estate advisor will help you determine if you should invest in these items. If, for example, your carpet is torn, faded, etc., you may consider its replacement. If, however, it is only lightly soiled, carpet shampooing could suffice.

Remember, first impressions are very important to the potential buyer. Since purchasers often buy emotionally, it would be to your benefit to take into consideration some of the ideas addressed in this article.



It was incredible to meet a true trailblazer Billie Jean King who has selflessly dedicated her life to create opportunities for females around the world.



Pictured with Team McDadi real estate professionals Harry Nanda, Sean Johnny and Zaheer Shaw.

Real Estate Commissions Examined

Today, real estate fees have become an increasingly discussed topic. There is such variation in real estate fees that at times it can be confusing for the consumer. This article is aimed at unveiling the realities of real estate commissions.

In much of the 1980s, the standard real estate fee was 6%. This fee traditionally was split between the listing broker and the co-operating broker (buyers' Realtor). Many companies had strict policies that listings were not to be taken for less than 6% unless the sales representative obtained Broker or Manager approval.

Often times, when the real estate market is flourishing, there is a wave of discount brokerage firms that surface. Their aim is to generate sufficient volume so that a reasonable profit can be attained. Unfortunately, the service aspect of the business may be compromised. Additionally, the cost to run a real estate business is high and consequently these firms often will not survive during the lean years. I can think of many discount firms that have come and gone over the years.

In today's competitive market, the non-discounted real estate fee has been reduced to 5%. Of course, each Realtor and organization can set their own rates. A recent study conducted in the U.S. shows that the average real estate commission paid was 4.9%.

To complicate matters, there are often misleading ads that discuss Realtor fees. For example, one commonly used slogan states that the maximum commission rate paid is 2.5%. This statement is accompanied by an asterisk, which in small print states "to the selling broker". Many consumers mistakenly believe this is the total commission structure. The fact is that this accounts only for the buyers' agent fees but does not incorporate the fee for the Realtor representing the seller.

Another area of apprehension for a seller should be when the listing broker states that, if they sell the property personally, they will reduce their total fee to 1% or 2%. One must question the motivation of the listing Realtor to aggressively market the seller's home when they can sell any other property to a prospective buyer and obtain the standard 2.5% commission rate, which is paid to the selling broker.

As a consumer, I believe you want to pay a fair commission, but be mindful of the value-added service you will be receiving. There is such a range in quality of service available in the marketplace that a seller should weigh all factors before making a final decision.

Today, when I meet with sellers, I am clear to point out the various options that exist for each seller. I will let them know that real estate fees can range as low as 3.5%. I also want to educate sellers that when they are making a decision, they should look at numerous factors including: the commission structure, the advertising and marketing campaign for the seller, the experience of the Realtor, references, etc.

One should keep in mind that the Realtor who is immediately willing to cave on commissions probably won't be the strongest negotiator when it comes to getting top dollar for your home. Team McDadi is very competitive on fee structure but will never compromise on the marketing dollars spent on the seller's home.

Another common practice is for a Realtor to take a listing for a lower commission rate and pay the co-operating broker less than the standard 2.5% fee. I think this is a big mistake, as many Realtors will not be motivated to show their buyer that prospective listing.

It is important to have competent representation when an offer comes in on your property. Most people are dealing with their most significant asset and it would be prudent to fully protect your interests. Remember the old adage, 'you get what you pay for.'



At the Paris Olympic Games 2024 with Nav Bhatia.



With former Toronto FC, Italian soccer star Sebastian Giovinco.

Are You Considering Selling Your Home Privately?

Over the past few years, many potential home sellers have contemplated selling their home themselves to maximize their profits. This may seem like a practical option in today's vibrant market. However, the pros and cons of this process should be evaluated carefully before deciding on the best course of action.

The primary benefit of selling your home without a Realtor is the broker or agent fees that are averted. Depending on the fee structure and price of the home, this could translate into a significant saving. This certainly can be an attractive option. However, selling your home is not as simple as it may appear. Last year, approximately fifty per cent of the For Sale By Owners (FSBOs) said they would hire a professional next time, and thirty per cent said they were unhappy with the results they achieved! Why?

Many FSBOs felt that the time involvement, the paperwork and the everyday responsibilities were not worth the real estate commissions saved. Many others felt that the financial savings also were a disappointment, as the many up-front fees eroded their perceived profits. These fees included monies paid to consultants, inspectors, appraisers and marketing/advertising costs. Interestingly, studies demonstrate that many potential buyers wanted the commission savings to be passed on to them. In essence, the real estate fees saved in these instances were not retained by the seller.

It is important to recognize that selling a home requires a very comprehensive understanding of the real estate market. As I have discussed in many previous articles, if the property is priced too high it becomes a "stale" listing and activity will be limited. If it is priced too low the seller runs the risk of costing themselves significant money. In many instances, under-pricing the property can cost the seller more than the commissions saved by selling privately.

Some potential questions you may want to ask before embarking on a private sale include:

1. Do I have the knowledge, energy and time to effectively market the sale of my home?
2. Am I prepared to deal with the numerous buyers who perceive FSBOs to be a target for low ball offers?
3. Do I have a comprehensive awareness of the legal ramifications of selling a home? (Many private sales have fallen through due to inaccurate and incomplete paperwork).

4. Am I able to deal with offers, counter-offers, etc. and negotiate a favourable deal? (Many deals have been lost because of a misinterpretation of what was negotiated).
5. Do I have a competent team of professionals (lawyers, home inspectors, etc.) ready to see the process to completion?

In summary, selling your home has obvious dollar saving advantages and if you have the ability and know-how, it may be a viable option to consider. However, it is important not to underestimate the responsibilities involved in taking on a project of this magnitude.



Sam visited the American Top Team training facilities in Boca Raton, Florida and had the good fortune to meet Hector Lombard, UFC fighter and former Bellator Middleweight Champion and former WEC featherweight champion Mike Brown.

Evaluating The Smith Manoeuvre (is Your Mortgage Tax Deductible?)

In 2002, Vancouver-based financial planner Fraser Smith wrote a book called *The Smith Manoeuvre* which explains how the interest paid on a mortgage can be tax deductible.

In the United States, mortgage interest always has been tax deductible. This has been one of the significant advantages to homeowners in the United States.

Currently, the interest paid on a mortgage for a principal residence in Canada is not tax deductible. However, any interest on a loan taken out for investment purposes (i.e. mutual funds, stocks, etc.) is deductible. The key to the Smith Manoeuvre is what is coined "a re-advanceable mortgage" where the financial institution is willing to loan an amount equal to the mortgage principal that is being repaid every month. A re-advanceable mortgage is defined as a multi-component mortgage. One component of this mortgage must be a line of credit. In this scenario, you will re-borrow the principal you pay down in the form of a line of credit. This money then will be re-invested which is tax deductible. It is important to understand that the concept behind the Smith Manoeuvre is not debt reduction but rather debt conversion (good to bad debt).

For Revenue Canada purposes, the mortgage statement must be broken down into two parts - the traditional mortgage statement, and the LOC (line of credit) which shows the interest paid during the course of the year for investment purposes. This is the amount that can be deducted for tax purposes. Today, there are several mortgage lenders with products tailored for the Smith Manoeuvre. One of the lender's requirements is that the individual must have at least a 20% or greater down payment (conventional mortgage). Other lenders will affect the Smith Manoeuvre with a higher ratio mortgage (less than 20% down payment). It is important to analyze each of the lender products carefully to see which one best suits your needs.

The Smith Manoeuvre is ideal for Canadians who require a mortgage to purchase their home. Interestingly, there are approximately 10 million home owners today. One third are mortgage free, one third hold investment properties (which may or may not have mortgages), one third own homes with mortgages on the property. This is ideal for the individuals who have an existing mortgage. Today, there are approximately 400 brokers/lenders in Canada who are skilled in advising clients on the Smith Manoeuvre.

As stated earlier, in Canada, the key to making the interest expense tax deductible is structuring it so that the money is used for investment purposes. The Smith Manoeuvre accomplishes this objective. Loans for car acquisitions, vacations, home and consumer purchases are not tax deductible.

What are the risks with this strategy?

The tax savings is the key component to this plan. However, one must not forget that this is still a leveraged investment and the individual must be mindful that there is inherent risk with any type of leveraging. If you are risk averse, you will not tolerate significant fluctuations or swings in the value of your portfolio. It is critical to discuss these concerns with your financial advisor. As a rule of thumb, the investments should yield returns greater than the after tax cost of borrowing. For example, if your cost of borrowing is 6% and you are in the 40% tax bracket your investment should yield a return greater than 3.6%. This typically means investing in a safe and conservative mutual fund. GICs will not accomplish this goal because of their lower returns and interest income implications.

It is also important to know that with the Smith Manoeuvre you never reduce your debt. As stated earlier, it is debt conversion. If you borrow, for example, \$200,000 to buy a home and pay it off in twenty-five years, you still owe \$200,000. The reason is that the entire principal has been re-borrowed. This amount in theory should represent investments that are valued at much greater than the \$200,000 since you have been steadily investing money over the duration of the mortgage. Keep in mind, you can sell the investment at anytime to pay off the loan.

The Smith Manoeuvre is complicated enough that if an individual is contemplating this tax savings vehicle, it is highly recommended to seek professional advice.



I am a proud supporter of community initiatives, including local sports teams for children.

The Role of Tarion

Tarion is a private corporation that has been established to protect new home buyers and to regulate new homebuilders. It's responsible for administering the Ontario New Home Warranty Plan Act. This Act details the protection that is provided by law to new owners of both freehold properties and condominiums.

The primary role of Tarion is to ensure that builders adhere to the legislation. Tarion will step in and protect the buyers if a builder fails to fulfill their warranty obligation. All builders and vendors must be registered with Tarion in order to build homes and condos legally in Ontario.

Tarion acts as a "regulator" for new homebuilders in Ontario. They register builders, enrol new homes for warranty coverage, mediate warranty disputes between homeowners and builders, and investigate illegal building practices.

Tarion protection begins prior to the homeowner taking possession of their new home. Once a deposit is made to the builder, this deposit money is protected should the builder not complete the transaction (as long as it is not the fault of the buyer).

Deposits on freehold properties are protected up to \$40,000 if the agreement of purchase and sale was signed on February 1st, 2018. Deposits for condominiums units are protected up to \$20,000.

If there is a delay in a closing that is a result of the builder and there wasn't proper notice given to the buyer, a homeowner may be eligible for compensation. It should be noted that a builder can delay the closing date up to five days without having to give notice or compensation.

The work and material warranty periods run between one to two years against defects in workmanship or materials. There is a seven year warranty against major structural defects (referred to as MSD).

Coverage begins from the date of possession and will remain in effect until the expiry date of the warranty. The coverage is transferable, so that if the property is sold, the remaining warranty coverage can be passed on to the new homeowner.

There are numerous exclusions that a buyer should be aware of to avoid any misunderstanding. Some examples of items not covered in the warranty include:

- Damage from floods, wars, riots or vandalism.
- Defects in materials, design and work which was completed by the homeowner and/or his contractor.
- Damage which is the result of inadequate maintenance or neglect of the house.
- Normal shrinkage of material that dry out after settlement such as nail “pops” or normal concrete cracks.
- Alterations or changes made by the homeowner.

Tarion also protects buyers if the builder made any unauthorized substitutions. Examples include:

- Interior and exterior paint colour.
- Design and colour of kitchen cabinet and countertop.
- Floor finishes.

If there are any issues that are not resolved with the builder, the homeowner is required to complete and submit to Tarion specific home warranty forms within a set time period. If a homeowner is not satisfied with a Tarion decision, there is an appeal process available for buyers. If a builder declares bankruptcy, Tarion will work directly with the homeowner to settle any outstanding warranty issues.

An advocacy group, Canadians for Properly Built Homes (CPBH), was formed in 2004 to identify issues with Tarion. One of the concerns was that any reviewing of decisions is administered by a board referred to as the Licensing Appeal Tribunal (LAT). The feeling is the group is partial in their decisions making process. According to this group, homeowners presented 208 warranty issues to the Licensing Appeal Tribunal (LAT) and succeeded in only 32 of these cases (15.8%). Additionally, homeowners appealed 23 decisions of major structural deficiencies to the LAT tribunal last year but didn't succeed in any of them.

One recommendation is that the 16 member Tarion board be limited to one or two builder member representatives (currently there are 7).

There have been additional recommendations that Tarion also extend their coverage to include all building, plumbing and electrical code violations, lot grading, model homes (currently not covered) and design flaws.

In conclusion, the objective of Tarion is to protect buyers of new homes or condominiums from deposit concerns, closing delays and material, work and structural issues. Whilst there is always room for improvement, Tarion does provide new homeowners with piece of mind before and after they take possession of their new home!

Evaluating a Home Insurance Policy

One of the often overlooked aspects of a home purchase is a home insurance policy. If you are placing a mortgage on a property, the lender will require evidence of home insurance coverage before they will advance funds.

Many homeowners innocently assume that all possible “risks” are covered by a home insurance policy. Unfortunately, the realization that this is not the case, typically occurs after a claim is denied.

Home insurance policies come in three types of packages. The most basic form of home insurance covers or protects the owner only against risks named in the policy. There is potential for significant risk for losses not listed in the policy. This is the cheapest form of coverage (as long as no claims are made).

A mid-range policy is defined as broad range coverage. It allows for basic coverage of the content of the house plus all risks on the building. It should be noted that all risks does not imply every possible cause of damage. It includes all risks except those specifically excluded from the policy. It is imperative to read the policy carefully to understand the coverage.

The third and most comprehensive insurance policy covers both buildings and contents for all risks that are not specifically excluded.

Typically, most policies will have limits on the claim amounts for computers, laptops, furs, jewellery, coins, stamps and cash. If you have valuables that fall in these categories it may be prudent to obtain individual coverage.

Most standard home insurance policies do not cover floods, earthquakes, sewer backup and other natural disasters. You can purchase special riders to obtain coverage for the above risks.

It is important to also analyze the payment of claims options. The less expensive cash value coverage will pay out the depreciation value. For example, if a homeowner was making a claim for a 20 year old roof, they may receive only 10%-20% of the cost of a new one. If you purchase replacement coverage, you will receive the actual replacement cost of the item (with no deduction for depreciation) up to a maximum dollar limit. If you want to purchase coverage beyond the face value of the policy (the maximum dollar

limit), you can purchase what is referred to as the guaranteed (or extended) replacement coverage which will cover the total cost of replacement even if it exceeds the policy limit.

An insurer should also consider obtaining supplementary coverage for additional living expenses and rental loss of supplementary income (such as basement rent).

If you are conducting business from your own residence, it is important to make mention of this in your home insurance policy to ensure there will be coverage for items such as equipment, contracts and banking records.

If you own a condominium, the condominium insurance policy will not cover individuals for liability inside their unit, losses to their belongings or required improvements. Consult with your insurance agent to ensure you have an adequate condominium insurance policy.

The last component of insurance that requires careful evaluation is the liability component. Most policies today for both homeowners and condo owners carry a standard one million dollar coverage (or \$500,000 in less expensive policies).

Today, it has become more commonplace for the courts to award a seriously injured party millions for damages. Based on this information, it has been recommended to get an umbrella policy covering all policies (such as car, home, rental property, snowmobile, etc.) for an additional million dollars coverage. The cost is nominal and it may keep the under-insured away from the bankruptcy courts in the event of a successful claim.

Some final points of consideration:

- It is imperative not to lie on an application form. State the intended purpose of the premises. If you aren't honest, you may obtain a cheaper premium, but you will never collect on a claim.
- Property that is illegally acquired, stored or moved is not covered.
- If the property is going to be vacant, please notify your insurance agent to obtain special coverage. Failing to do so may result in a claim being denied. If a home is vacant for more than 30 consecutive days, all insurance coverage stops. For this reason, if a homeowner knows their dwelling will be vacant for an extended period (beyond 30 days), they should request a vacancy permit which will provide most of the coverage they had. The insurance company is not obligated to grant you a vacancy permit. Normally, a vacancy permit is limited to three months and a premium is charged.

- Under most insurance policies, if your home is unoccupied for more than 4 consecutive days during the winter, insurance companies will not cover water damage caused by freezing due to troubles with any part of the plumbing, heating or central air conditioning systems (and in some instances appliances). A claim will be denied for the above reasons unless it can be demonstrated a competent person made daily house visits to ensure the heat was being maintained.

The message is that it is critical to not take home insurance for granted. It is imperative that you purchase the right policy that protects all your needs.



With former UFC Middleweight Champion Michael Bisping.



I just ran into former UFC heavyweight champion and the legend himself, Andrei (The Pit Bull) Arlovski in Boca Raton.



With Maple Leafs player William Nylander.



Coin toss during 2022 National Bank Open: Olympic gold medallist Belinda Bencic vs two-time Grand Slam champion Garbiñe Muguruza Blanco.

Stigmatized Homes

Selling a home can be a challenge of its own, let alone if the house was the scene of a murder, a sex scandal or messy divorce, or is thought to be haunted.

In the real estate profession, a house with such a history is referred to as a “stigmatized home.” There are different degrees of how stigmatized a home can be. Murder has the greatest impact on a home's saleability, suicides and hauntings come next, followed by illicit sex and celebrity infidelities.

If a home is stigmatized, how much value does the property lose? Will it ever sell?

In Ontario alone, there are hundreds of homes, condos and apartments that were the site of gruesome crimes. Additionally, there are many alleged haunted homes in Toronto. (If you are interested, the book “Haunted Toronto,” by John Robert, explores the many buildings that may be haunted in Toronto).

Some of these stigmatized homes gain much media attention. For example, the now demolished Paul Bernardo home in St. Catharines and the Mississauga home of Catherine Demeter, where Ms. Demeter was murdered in 1973, both drew much publicity. These well-exposed stigmatized homes would be known to the buyer prior to purchasing the property. However, there are many homes where the buyer may not have knowledge that the property was in fact stigmatized.

Unfortunately, Ontario has no laws that require disclosure if a house was indeed “stigmatized” or haunted. A seller does not have to disclose any information about murders, suicides, etc. that have occurred at the home. Realtors, however, are required to disclose any factor or variable that may adversely impact property values. This includes psychological factors. Any stigma of which a Realtor is aware must be disclosed. How long down the line does this obligation extend? The answer is that it appears it may be permanent.

Let's review some well-known homes that were stigmatized and see how it affected the seller's ability to sell the real property.

The home where Nicole Simpson was murdered sold for \$595,000. This was \$200,000 less than she paid.

Another illustration is the Boulder, Colorado home where six year old Jon Benet Ramsey was found

strangled approximately in 1996. The coverage of this story was extensive and detailed. The home has changed hands a few times since. It was purchased for \$500,00 in 1991, sold in 1998 for \$650,000, and sold again in 2001 for \$1.05 million. Research shows that time will typically soften most stigmas. It appears that if one holds on to a property long enough, people tend to place less significance on the event.

A few years back, I was involved in a sale of a property where a suicide occurred. I disclosed all pertinent facts and there was no question that many buyers shunned away from the property. (The property did sell, albeit at a discounted value). Now many years removed, I believe if the property was to go back on the market, it would be significantly easier to sell. This is consistent with the examples provided in this article.

There may be legal recourse for a buyer if he/she was duped into buying a stigmatized home which includes possible rescinding of the deal. Unfortunately, today there doesn't appear to be available a comprehensive list of stigmatized properties in the Greater Toronto Area.

As stated earlier in this article, the laws in Ontario do require Realtors to disclose any occurrence that may affect the value of the property. As long as full disclosure is made, the buyer can make their own informed decision.



I enjoy speaking to the younger generation about business skills and leadership. Here I am with the Grade 12 leadership class at Rick Hansen Secondary School.

Urea Formaldehyde Foam Insulation

Urea Formaldehyde Foam Insulation (UFFI) has been the source of much debate over the past three decades.

UFFI's origins can be traced back to Europe where, in the late 1950s, it was developed as a means to insulate difficult to reach cavities in house walls.

The ingredients typically consist of a mixture of urea formaldehyde resin, a foaming agent and compressed air. When this mixture is injected into the wall, urea and formaldehyde unite and "cure" into an insulating foam plastic.

In Canada, UFFI was approved for use in exterior wood-frame walls only. It has a good R value rating which is used as a measure to evaluate the insulation's ability to resist heat flow.

Formaldehyde is colourless, but has a very strong odour. Formaldehyde is both a naturally occurring chemical and an industrial chemical. It can be found in diapers, cosmetics, paints, cigarette smoke, dry cleaning chemicals, gas appliances, wood stoves, fireplaces, no-iron fabrics, paper products, exhaust from fans and glue from particle board and plywood.

Typically, formaldehyde levels in houses are .03 to .04 parts per millions. By contrast, typical levels in a smoking section of a restaurant would be 0.16 parts per million. Houses with new carpeting can also reach these high levels.

The rate at which formaldehyde gases are released from materials into the air depends largely on the temperature and humidity. The higher the temperature and humidity, the more gas is likely to be released.

Urea Formaldehyde Foam Insulation was used primarily in the 1970s in Canada. This was a period when there was a push to have more energy efficient homes. During this period, there were financial incentives offered by the government to improve the insulation levels in homes across Canada. The government program was called CHIP (Canadian Home Insulation Program) and UFFI became an important insulation product for existing houses. There were an estimated 100,000 homes in Canada that were insulated with UFFI.

UFFI also was used throughout the United States during this same period. It has been used for over three decades in Europe and is still considered today to be one of the best insulation solutions for existing dwellings.

UFFI was banned in Canada in December, 1980.

Why was UFFI banned?

During the insulation process, there would be excess formaldehyde added to ensure complete “curing” with the urea to produce the urea-formaldehyde foam. That excess was given off during the curing almost entirely within one or two days of injection. If the UFFI was properly installed there may have never been any problems. However, there were instances where UFFI was either improperly installed or used in locations where it never should have been. One of the first problem cases occurred in the United States and involved an inadequately ventilated, air-tight mobile home with a poorly-mixed, half-formed UFFI.

A lab study that showed high levels of formaldehyde produced nasal cancer in rats added to the concern. Numerous home owners reported respiratory difficulty, eye irritation, running noses, headaches and fatigue. Canadian health authorities became concerned about the possible health risks and consequently banned the use of UFFI in December, 1980.

The Federal government set guidelines to remove UFFI where the formaldehyde gas was .1 parts per million or greater. This was a very conservative figure. The interesting challenge became apparent as houses were being tested. Inspectors could not find any UFFI insulated homes with gas levels above .1 ppm. In reviewing several thousand files, there was not one house with levels of formaldehyde that remained above .1 ppm. (If there was an atypical reading that was over .1 ppm, another reading was taken and invariably would produce a result of less than .1 ppm).

The presence of UFFI does not affect the level of formaldehyde in the house. However, if UFFI comes in contact with water or moisture, it could begin to break down. In these instances, UFFI should be removed by a specialist and the source of the moisture problem should be repaired.

In one of the longest and most expensive civil cases held in Canada, which took eight years to settle, it was concluded by Quebec Superior Court that not only was there no basis for a settlement, but the plaintiffs were required to pay the majority of the costs. It appears that urea Formaldehyde Foam Insulation has

not been the health concern that it initially was thought to be. However, anytime there is a health risk, it is best to err on the conservative side.

When I first began my real estate career, UFFI was a much debated and controversial topic. Concerns of cancer and other health issues made it very difficult to sell a home which was insulated with UFFI. Even if the UFFI was removed, fetching market value because of the perceived problems was very difficult. Most buyers shied away from these homes. It was mandatory prior to 1993 for a mortgage insurer to have the seller sign a declaration stating that, to the best of their knowledge and belief, there was no UFFI used to insulate the home. Since 1993, a UFFI declaration has not been required.

Although, the focus on UFFI isn't nearly what it used to be, as a seller the stigma may still hinder marketability. If your home does have UFFI you should enjoy your home and be assured that it is not the problem it was once feared to be.



Pictured with the legend Earvin Magic Johnson.

Understanding Foreclosures, Power-Of-Sales, Tax Sales, And Tax Liens

We are receiving numerous calls lately from buyers looking to buy properties at prices substantially below market values.

Many buyers inquire about power-of-sale properties believing it will be sold at deeply discounted prices. One of the fallacies or misconceptions about a power-of-sale purchase is that the lender is only interested in selling it at a price that will allow them to recoup all mortgage and legal costs.

This article will help you better understand the various government initiated property sales and what opportunities exist as a potential investor.

There have been many television programs and seminars that teach investors how to buy properties significantly below market values. Typically, these properties are either foreclosures or tax auctioned properties. These opportunities are found mostly in the United States (although there are tax property sales in Canada).

Foreclosures

In the United States, the lenders typically foreclose on the rights of the previous owner if they are in default on their mortgage. Once this process is completed, it enables the lender to sell the property at any price they desire. This is in sharp contrast to the power-of-sale process, which I will discuss later in this article.

Tax Sales

Tax sales allow the tax department to sell properties in order to recover outstanding tax bills. There is usually a public auction held and the highest bidder is awarded the property. Typically, a deposit is required and the balance is due within a two-week period. This procedure varies from municipality to municipality.

Often, these properties are vacant land (such as bush lots and timberland), farms, cottages, houses and commercial or industrial properties. While it is possible to buy these properties at well below market

values, they usually are not located in highly marketable neighbourhoods. In Ontario, an individual would have to be at least two years in arrears before the local government could force a tax sale.

Tax Liens

A tax lien is a government program that allows investors to pay back taxes on properties in tax arrears. The property owner then has a certain amount of time to pay back the taxes plus a very high interest rate or forfeit the property. If the money is paid back, all the money is sent to the investor (usually with a very high return on their investment). If the owner does not pay, the investor can foreclose on the property and receive it free and clear. Typically tax liens are not exercised in Canada.

Power-of-Sale

As alluded to earlier, in Ontario most lenders utilize the power-of-sale remedy as a means of enforcing a sale against a mortgagee (borrower) who is in default. The following outlines the duties of the mortgage holder in Ontario when a property owner has not made their required mortgage payments. Once in possession of the property, it is important for a mortgage holder to:

- Provide an accounting to the borrower.
- Ensure that the property is being reasonably managed and maintained.

If a property is being sold under power-of-sale, there are some duties that a mortgage holder must adhere to. The seller must try to obtain a reasonable offer. "Reasonable" implies an offer that is representative of market value. The reason for this requirement is that in contrast to the foreclosure process any funds will be returned to the mortgagee (borrower) after all costs have been taken into account. If there is a shortfall after the sale, the lender can proceed to sue the borrower for any deficiency. The lender typically will obtain three independent appraisals before putting the property for sale. This will provide them protection should a mortgagee (borrower) later decide the property was sold substantially below market values.

Additionally, all lenders sell properties in an "as is," "where is" condition. They are not in the business of selling homes and as such do not make any expressed or implied warranties about the state of the property. The buyer is required to do their own due diligence which includes hiring a professional home inspector to satisfy themselves of the structural integrity of the property.

It is surprising to see so many people who wait until the bank is knocking on their door before they take the initiative. Usually, at this point in time, it is too late. If you have equity in your home and you are experiencing financial hardship, I would advise moving decisively with a plan of action so that you minimize any unnecessary costs. This can include either selling or refinancing your home. Once it is in the hands of the banks, costs can be sizeable.

If you are a buyer looking for a deal, power-of-sale properties should be included in your search but you must understand the limitations.



In Vegas with my fabulous team enjoying a show.

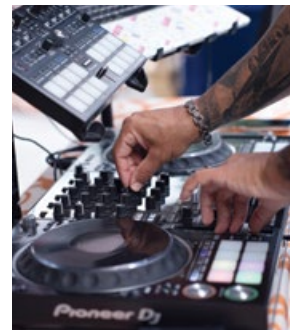
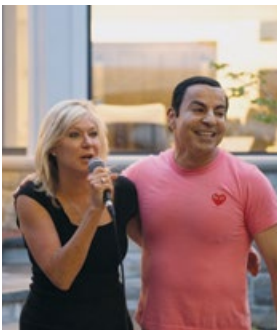


Sam with Penny Oleksiak.



Sam with former boxing heavyweight champ and legend Lennox Lewis.

Team McDadi Party, August 2022





Celebrating birthdays with the team.

Your team of professionals

— Your Selling Team

- Your real estate professional
- Your lawyer
- Your home inspector
- Your mover

— Your Buying Team

- Your real estate professional
- Your mortgage consultant
- Your lawyer
- Your home inspector
- Your mover

Your team

In health care, we look to the professionals – the doctors, nurses, specialists and health-care providers who have been trained and licensed to deal with our needs. As you step through the process of evaluating your finances, looking for a home, selecting your new home, arranging the financing and closing the deal, you will need another team of professionals. In real estate, the professionals include real estate sales representatives, lawyers, appraisers, inspectors, mortgage consultants and mortgage lenders. Each professional will address a different step in the process. Your real estate sales representative acts as the coordinator pulling together all the players so that you win. Think of yourself as the owner of a team of professionals, with each player dedicated to ensuring that your transaction is error-free.

Real Estate Sales Representative

In addition to playing several important positions, your real estate sales representative is the coach of your team. From your first tentative step in considering a new home, to the day you move in, your real estate sales representative must coordinate the activities of your team.

Lawyer

An experienced and knowledgeable lawyer who specializes in real estate is a mandatory member of the team. It is their job to address all the legal issues surrounding your purchase, sale, financing and ownership of your new home.

Mortgage Consultant

A mortgage consultant is often able to locate and arrange better mortgage financing than traditional sources and can save you thousands of dollars in

the process. They offer an independent service in assisting you to obtain the best arrangement the marketplace has to offer.

Mortgage Lender

Your mortgage lender may be a traditional bank, life insurance company, trust company or a private party who prefers the comparative safety of mortgages to other investments.

Home Inspector

A home inspector plays defence for you. The home inspector goes through your prospective home with a fine toothcomb to verify that the property has no serious flaws.

Mover

An experienced, efficient moving company will make your moving experience easier for the entire family.



With Romanian Tennis Player Simona Halep, two-time Grand Slam champion.



With women's tennis world number one ranked and four-time Grand Slam champion, Iga Swiatek.

Choosing your real estate sales representative

It all looks so easy! An interested buyer walks into a real estate office. The real estate sales representative spends a few minutes chatting with the buyer, they jump in the car, look at a few homes, the buyer selects a home, makes an offer, the deal closes and the real estate sales representative gets a large commission for a few hours of work.

Because it looks so easy and the money looks so attractive, there is a constant influx of well-meaning individuals entering the real estate profession. Many of these new real estate sales representatives soon find that they can't earn a living on real estate alone, so they go back to a 9:00 to 5:00 job but stay with real estate on a part-time basis.

In reality, real estate is a demanding profession. Of all homes sold, 80 per cent are sold by less than 20 per cent of real estate sales representatives. Real estate demands 10 to 15-hour days. A good real estate sales representative is on call 24-hours a day, seven days a week. It often takes weeks and sometime months to find the right home, at the right price, in the right neighbourhood. The market swings from being red hot, with buyers bidding up the price of a few scarce homes, to long spells with no sales at all.

Only those who love the business and are dedicated to their clients will remain in the real estate profession.

Your real estate sales representative and broker must meet the following criteria if they are going to provide the level of service, that you the client deserve. You are the customer, and you deserve the best!



Coin toss at the National Bank Open 2024 quarterfinal match in Toronto: Two great rising stars Ludmila Samsonova and Diana Shnaider.



My favourite little (well, not so little) loyal, true blue friends.

Your real estate sales representative's qualifications

Respect

First and foremost, your real estate sales representative must have the respect of their clients. The answers to the following questions must be yes: Will your real estate sales representative's past clients recommend him or her? Would they recommend their real estate sales representative to their very best friend with no reservations? Does the real estate sales representative have their clients' full confidence and absolute trust? This respect is the first qualification of a real professional.

Success

Less than 20 per cent of real estate sales representatives sell more than 80 per cent of the homes sold. Is your real estate sales representative in that top 20 per cent? Why is this important? If your real estate sales representative is at the top of their profession, it means that they are the best. They are the best at meeting their clients' needs and it is their clients who propel them to the top.

With my nephew Abraham and good friend Bob McAdoo in Florida.

Understanding Clients' Needs

A professional in any business knows that they must first listen to their client if they are going to provide an efficient service. Your real estate sales representative must be prepared to listen carefully, to ask the right questions and to take notes. Success is always found in understanding the client's needs, wants and capabilities.

Knowledge

Good real estate sales representatives will know their market. They will specialize and become the experts on real estate in their market. They will continue to take courses to upgrade their professional skills.



A Realtor's main focus should always be to fulfill your objectives

If an average Realtor has more than one client, and you are one of them.

Sometimes, Realtors fail their clients because of an arduous task list they have to handle as part of their routine:

- Previewing homes
- Preparing Marketing Proposals
- Detailed research on market trends
- Measuring room sizes
- Preparing and presenting CMA's
- Obtaining survey documents
- Responding to ad calls and email inquiries
- Creating e-blasts
- Keeping in touch with past clients
- Obtain and give feedback
- Answer Realtor questions
- Showings
- Open Houses
- Complete paperwork
- Review contracts
- Answer seller questions
- Offer presentation
- Put up for sale sign and lockbox
- Update website
- Arrange for photography and videography
- Creation and design of flyers, brochures and other marketing materials
- Social media posts
- Resolve challenges
- Prepare and distribute mailers
- Booking showings
- Negotiation
- Help with home staging
- Arranging home inspection
- After sales service, providing referrals to movers, packers, etc.

VS.

What kind of services are you getting?

"I asked my agent why my home was not being advertised and they said they had to stay within budget."

"In the three months my home was listed, my agent did not show it to a buyer once."

"I never heard from my agent and I kept calling them for information about showings on my home, but they never seemed to know who went through it."

My agent never called me back and just doesn't seem to have time for me."

"When I spoke to my agent, they only seemed to be interested in a quick sale, not about what was important to me."

"I just want someone who I can trust and who will give me honest, straight forward answers."

"It's not fair that my agent didn't perform and would not allow me to cancel the listing."

"I just want it sold now!"

The Team McDadi Difference: 60+ experts working together with your goals in mind

Disclosure: whom does your real estate agent work for?

Your Options In Selecting Your Realtor

On January 1, 1995, the Canadian Real Estate Association clearly defined the Realtor Code of Ethics:

The member shall fully disclose in writing to, and seek written acknowledgement of disclosure from, all parties to a transaction regarding the existence of a member's agency relationship and the nature of the service the member will be providing to the client versus the customer or other party to the transaction. The member shall also disclose to other members involved in the transaction whether the member is representing the vendor, the purchaser, or some other party to the transaction. (Article 3)

This section will describe the responsibility of the following agencies:

- Listing Agent
- Sub-Agent to a Listing Agent
- Agent of the Buyer
- Dual Agent

When working with a Realtor, it's important to understand whom the Realtor works for and to whom the Realtor is legally obligated.

The traditional real estate arrangement has a listing agent with a listing agreement with the vendor/seller and a selling agent (co-operating agent) who works with potential buyers.

The listing agent markets the property using whatever sales and advertising methods are needed to get their vendor the best price for their property.

The buyer's agent works with the buyer to find the right home in the right price range.

It is assumed that the buyer's agent is working for the buyer and is putting the buyer's best interests first. In reality, both agents are paid a commission on the sale of the home and, from a legal perspective, the listing agent and the selling agent represent the seller.

For instance, if Agent A shows a buyer a home listed by Agent B, Agent A is representing either:

- the seller as a sub-agent to the listing agent (Agent B) or,
- the buyer, if they have agreed to a buyer agency agreement.

In order to address the potential conflict of interest, the Canadian Real Estate Association has introduced a mandatory disclosure procedure that clearly spells out the duties and responsibilities of both the listing agent and the selling agent.

This disclosure procedure commits:

- the listing agent to work solely in the best interests of the vendor/seller and,
- the buyer's agent to work solely in the best interests of the buyer

A professional real estate sales representative will want his/her clients to know about his/ her legal, moral and ethical responsibilities.

I. Agent of The Seller/Vendor

A real estate company (Realtor) may be an agent of the SELLER/VENDOR. In this case, the Realtor:

- represents the best interests of the seller/vendor;
- has a formal contractual relationship with the seller through a “listing” agreement;
- must keep the vendor informed of any information that could influence the vendor’s decisions, such as to accept or reject an offer to purchase;
- must maintain the confidentiality of information discussed with the vendor;
- is obligated to share with the vendor any information offered by the buyer. For instance, if the Realtor knows that the buyer is willing to offer a higher price, the Realtor must share that information with the vendor.

The Realtor also must disclose all pertinent information about the home and be sure that nothing about the home is misrepresented to the buyer. If you are shown a house under the traditional relationship, the agent showing you the house is acting as an agent for the seller and has a legal obligation to the seller. If the agent is acting as a sub-agent of the listing broker, he/she is obligated to share with the seller, any information offered by you, the buyer. As a customer, you are entitled to honesty, integrity and any information about the property pertinent to your consideration.

II. Agent of the Buyer

A real estate company (Realtor) may be an agent of the BUYER. In this case, the Realtor:

- represents the best interests of the buyer;
- has a formal relationship with the buyer, for a given period of time, through a written contract which commits the buyer to work exclusively with the Realtor and commits the Realtor to work on behalf of the buyer;
- keeps the buyer informed of any information that could influence the buyer’s decisions, such as the value of comparable homes;
- maintains the confidentiality of information discussed with the buyer and is not under any obligation to share that information with the seller;
- assists a buyer in determining how much the buyer can afford to spend on a home;
- will help the buyer complete the forms for an offer to purchase the home;
- is obligated to share with the buyer any information offered by the seller. For instance, if the seller states that they are under pressure to move by a certain date, the buyer’s agent must share that information with the buyer.

Under the terms of a Buyer's Agreement:

- Your agent has a clear and direct responsibility to act in your best interest.
- Your agent is not obligated to share with the seller any information discussed with you.
- You have an obligation to work exclusively with your agent for the term of your agreement.

Does this restrict you from buying any house that you like? The answer is no.

For instance, if you drive by an open house, decide to view it and then fall in love with the house, all it takes is one phone call and your agent will work with you to place an offer for the house and to negotiate the best price and the best terms for you.

III. Dual Agency

Occasionally, a real estate company will be the agent of both the vendor and the purchaser. This is called "dual agency." As a dual agent, the Realtor is obligated to represent the best interests of both the buyer and the seller.

If the sales representative is showing a home that has been listed by their office they are in a dual agency relationship. The sales representative owes full disclosure of the dual agency to both the buyer and the seller. Any confidential information shared with the sales representative by the buyer or the seller must be shared with both parties. Under a dual agency relationship, it is important to understand that the sales representative has a legal obligation to share all information with both parties.

The objective of the sales representative is to bring together a willing seller and a willing purchaser to complete the sale of a property and to maintain high ethical standards.

Who Pays For the Agent's Services?

1. The Seller's Agent: The seller's agent receives a fee or a commission from the seller of the property. This fee is clearly specified in the listing agreement.
2. The Buyer's Agent: In most cases the buyer's Realtor will be paid a commission by the seller from the proceeds of the sale.

Other fee structures are possible.

Your move

Moving your place of residence can be one of the most traumatic and, at the same time, exciting life experiences. There are so many details to take care of and so little time that some degree of planning will be needed to reduce the inevitable stress on you and your family.

Begin by preparing a timetable and checklist.

1. Contact and make initial arrangements with your mover at least two months before your planned moving day.
2. Begin to use up all consumable items such as cleaning supplies and frozen foods.
3. Begin to sort and/or dispose of items stored in the basement, garage, attic and outside storage.
4. Determine what possessions you wish to move and what can be donated to a charity or sold at a garage sale.
5. Make arrangements for any items you wish to be stored.
6. Obtain copies of all your personal records from lawyers, doctors, dentists and schools.
7. Prepare a list of everyone who needs to be notified of your change of address.
8. If moving at the request of your employer, verify the allowable expenses and the timing of reimbursement.
9. At least one month before the move, contact the appropriate utilities and related service providers to arrange the disconnections at your old address and the connections at your new home. Keep the telephone numbers handy throughout the move.
10. At least one month before the move, begin packing items you won't need for the next month or two. Packing boxes can be rented or purchased from your mover.
11. Consult your local bank manager to arrange the move of your accounts to your new location along with a letter of introduction to your new bank branch.
12. Withdraw the contents of your safety deposit box.
13. If your move is long distance, have your car inspected and serviced for the trip.
14. If your move involves a building with elevators, contact the building superintendent to reserve the elevators for moving day.
15. Prepare any power equipment for the move by draining them of gas and oil.
16. A few days before the move, defrost your refrigerator and freezer and ensure they cannot close accidentally on children or pets.

17. Pack personal items that will be needed immediately in your new home. The package should include important telephone numbers and should be kept with you throughout the move.
18. Record all meter readings and ensure the telephone is cut off on the day of the move to prevent unauthorized use.
19. Ensure someone is available at both ends of the move to advise movers and ensure the movers have phone numbers to call where you or an alternate contact can be reached.
20. Obtain a wealth of planning and packing tips from your mover. Their experience can make your move as stress free as possible.

Your home inspection

A home inspection is a visual inspection of accessible features of a home and the provision of an opinion on the condition of the home's components and systems. It is not a building code compliance inspection, a municipal by-law inspection, a mortgage inspection or an insurance inspection.

A balanced, accurate home inspection enhances every real estate transaction by protecting the interests of all parties involved.

*It's so easy to fall in love with a home.
You have been looking for weeks.
It seems as if you have trudged through a hundred homes.
All the homes you looked at somehow seem to blur together.
Then, suddenly, you arrive at the perfect home.
Everything about this home is just right.
The price is within reach.
The neighbourhood is picture perfect.
The shutters on the windows are so quaint.
The kitchen is just the right size and the family room is so cosy.
The bedrooms are ideal for your family and even the basement
is perfect for that workshop you have always wanted.*

*Surely, there can't be anything wrong with this house,
the home of your dreams!*

*Maybe, but you should never judge a book by its cover
or a house by its appearance.*

*A professional home inspector should examine your prospective new
home and provide a written report. This comprehensive report will
provide you with the peace of mind that goes with knowing
you have been thorough in your evaluation of the home.*

What every vendor should know about home inspections

Home inspections have become a common and accepted practice in real estate sales. The objective of the home inspection is to provide the buyer with a better understanding of the condition of the house. It will dispel many of the anxieties held by the average purchaser. The inspection is more of an educational seminar than a negative critique of your home. The inspector will review the functional aspects of your home. For example, your inspector will inspect all exterior elements, the structure, the heating, the plumbing and the electrical systems. Cosmetic issues like carpet condition or surface scratches on walls and ceilings are not the primary focus of the inspection.

Who is A Home Inspector

Most experienced home inspectors adhere to the American Society of Home Inspectors (ASHI) standards of practice. These criteria ensure that the inspector is impartial, experienced, ethical and properly insured. All parties involved in the real estate transaction rely on an accurate and objective building inspection report.

The Home Inspection Process

It may take two to three business days to arrange for an inspector to visit the home. The average home inspection will take approximately two to three hours. The inspection is primarily visual. There will be no drilling of walls or dismantling of components. They will review the major systems of your home using normal operating controls such as operating the thermostat, plumbing fixtures and turning on lights. The inspector will view the attic area. Sometimes this is a messy undertaking. You may want to anticipate this process and make provisions for easy access.

The home inspector will provide a copy of the inspection report to the vendor or purchaser who authorized the inspection. If you, as the vendor, authorized the inspection, you may want to make the report available to your real estate sales representative and to potential buyers. Many buyers will insist on an inspection as a condition of their offer.

Advantages/Benefits Of A Home Inspection Clause

A home inspection has become a very common condition included in the purchase agreement. The clause should be worded to protect the interests of both the buyer and the seller. It should ensure that the inspection will be carried out by an impartial professional.

A pre-sale inspection report eliminates three uncertainties:

- It eliminates a two to three day delay while you wait for an inspection after you accept the buyer's offer.
- It eliminates the uncertainty of waiting for the findings of the inspection after you accept an offer.
- It eliminates the opportunity for a surprise finding that the buyer may use to renegotiate the price.

Questions you should ask when selecting a home inspector

1. Is the inspector a fully accredited member of the Ontario Association of Home Inspectors (OAHI)?
2. Are you welcome to attend the inspection? Are your questions encouraged?
3. Is the inspector available by phone to answer questions after you move in?
4. How long has the firm been in business?
5. Does the inspector have previous building experience which ensures that you are given accurate cost estimates and repair specifications?
6. Does the firm have full insurance coverage?
7. Does the inspector provide you with an easy to read written report immediately after the inspection?

Benefits of a professional inspector

A professional inspection will provide you the perspective of an independent, experienced and qualified expert, working solely on your behalf to assess the condition of the property. A Registered Home Inspector* will meet your home buying needs in the following ways.

Peace Of Mind

An inspection performed by a Registered Home Inspector* will allow you to rest assured knowing that the house has been given a thorough examination by a trained, experienced professional who knows what to look for.

*R.H.I. is recognized by the Ontario Government Bill 158, The Ontario Home Inspectors Act.

Save Money

If significant deficiencies are identified that had not previously been disclosed you have the opportunity to either ask the vendor to make repairs prior to closing the deal, or to reduce the price of the property to reflect the cost of repairing the deficiency noted in the inspection report.

Ease Financing Worries

Some financial institutions are careful when financing older properties because significant problems could affect the market value. A professional inspection conducted by an R.H.I. and easy-to-understand report can assist in expediting financing approval.

Protection

If the home is found to have serious defects, you have the option of voiding your offer and finding a more suitable home.

What will a professional inspector look for?

An inspector will provide a written report on the house based on a comprehensive and methodical visual inspection of the main structural/mechanical systems and components of the home. All of the inspector's findings, whether of a minor or major nature, should be included in the written report. Many inspection companies encourage the potential purchaser to attend the inspection to allow for a more thorough understanding of the report and the property. Your inspection should include the following:

Exterior System

All windows, doors, decks, patios, retaining walls, lot grading/drainage and driveways should be checked.

Roof System

All shingles, eavestroughs, down spouts, soffit, fascia, and skylights should be checked.

Structural System

The foundations and basement support system, the floor, walls, ceiling and roof structural components and members should all be assessed.

Primary Mechanical Systems

The heating, cooling, ventilation, plumbing and electrical systems will be inspected right from their origination in the home through to the main processing equipment and then the distribution to each room of the home including fixtures, distribution wiring and ducting; safety shut off controls, fans, air supply, water supply and drainage system, filters, chimneys, circuit protectors and panels.

Insulation

The presence or absence of insulation in the attic, crawl spaces and foundation areas should be checked.

Interior System

The cupboards, cabinets, fireplaces, the finishes on the floors, wall and ceilings, etc. should be noted. Some companies also inspect for termites and other wood-boring insects.

Locating a good inspector

Locating a good inspector is essential as the inspection should be performed as soon as possible after your offer has been accepted. Your offer to purchase should have a clause making the offer conditional on a home inspection. This clause is for your protection and the specific wording of the clause should reflect your unique situation. It is important to discuss the various options with your real estate sales representative.

Inspection fees range from \$300.00 to \$600.00 for houses of an average size (generally under 3000 sq. ft.). Virtually anyone can call themselves a “home inspector.” Use a Registered Home Inspector. An R.H.I. is recognized by the Ontario Government Bill 158, the Ontario Home Inspectors Act. Only members of the Ontario Association of Home Inspectors who have successfully completed the academic and experience requirements are granted R.H.I. designation. Members of OAHI must subscribe to a specific set of principles contained in the Society's Code of Ethics.

The most important criteria for choosing an inspector are the following:

1. Experience in residential inspections. Many people calling themselves inspectors were recently carpenters or electricians who don't have the training or perspective to assess all the components and systems of a property and may not know how to perform a methodical and thorough inspection.
2. Adherence to the Code of Ethics and Standards of Practice of the professional organization, which includes providing a written report of their findings and avoiding situations where your interests could be compromised.
3. The ability to communicate findings in a language that you can understand. Many written and verbal reports are so technical that they are overwhelming. If you do not understand the information you are being given, it is virtually worthless. Choose an inspector or company with whom you are comfortable or an inspector or company who has been referred to you by someone you trust who has had a personal experience with that inspector or company.



Team putting competition.

Meet Team McDadi

I believe that I have assembled the most qualified, capable and dedicated team in the real estate industry. They are an integral part of my success. Every member is committed to providing the highest level of service to each and every client.

Whether you are buying or selling, Team McDadi speaks your language. My sales associates, administrators and staff speak dozens of languages, including: English, Arabic, Cantonese, Croatian, Farsi, French, German, Greek, Hindi, Italian, Macedonian, Mandarin, Polish, Portuguese, Punjabi, Russian, Sindhi, Spanish, Ukrainian, Urdu, Vietnamese, and others.

Beyond our command of dozens of languages, Team McDadi is composed of real estate professionals and support staff who are fully committed to providing superior service to anyone who is looking to buy or sell a home or business.

A great aspect of our team approach is how we inspire each other. We gather at our weekly training sessions to discuss market news and to further develop our business skills. We bring in keynote speakers. We talk about initiatives to serve our clients. We brainstorm and troubleshoot. We reflect on our achievements. We examine how we can improve. We are like a second family to each other. We gather socially together; we play sports together; we attend conferences together.

As you will see in the pages that follow, we are a strong group of professionals who are ready to provide exceptional service to everyone looking to buy or sell real estate.



Team McDadi at our Clarkson location



Our annual holiday party





Surrounded by great professionals at one of our team events.



Abraham Azraq

Sales Representative

Languages
English, Arabic

Abraham Azraq is driven to provide excellent service to each and every one of his clients.

An experienced real estate agent who fully understands the Mississauga real estate market, Abraham enjoys helping clients buy their dream home or sell their current residence. Abraham has extensive experience in both the residential housing market and the commercial market. He is fully committed to ensure his clients' best interests are taken care of, whether they are buying or selling a home or business. Abraham thrives on finding solutions to every problem.

Before becoming a real estate agent, Abraham had an impeccable record working in the financial and the telecommunications industries. He was awarded an array of customer service excellence awards.

Abraham, who loves nature and home cooking, lives in Mississauga. When he's not working, Abraham enjoys spending time with his friends and family — and competing with them in friendly sporting competitions.



Agata Drozdowska

Broker

Languages
English, Polish

With more than 12 years of real estate experience, Agata Drozdowska is a top-producing real estate agent in the Greater Toronto Area.

Always willing to help her clients buy or sell homes throughout the GTA, Agata herself is a firm believer in the benefits of owning real estate. Beyond helping residential buyers and sellers, Agata also enjoys working with real estate investors, providing full-service, including finding them AAA tenants very quickly.

Originally from Warsaw, Poland, Agata moved to Canada in the early 2000s after completing her Master's Degree in Human Resources Management from the Warsaw School of Economics.

Agata is known for going the extra mile for her clients. Her negotiation skills are superb and Agata is often able to negotiate prices that exceed her clients' wishes. She is always able to meet with her clients at a moment's notice, or to help them in any way she is able. Much of Agata's business is from referrals and repeat clients.

The mother of two teenage boys, Agata — a soccer mom — also enjoys traveling with her husband and two sons, and watching sports. A junior national volleyball champion in Poland, Agata, who currently resides in Brampton, still enjoys playing volleyball recreationally.



Ahmad Izzi

Sales Representative

Languages

English, Arabic, Kurdish

Born and raised in Iraq, Ahmad's family migrated to Canada in 2007. His family's business over the past 25 years has been in the construction and real estate sector. Ahmad's finished his education at Humber College with a degree in Business Administration, majoring in Marketing, an industry he worked for 10 years.

The Izzi family met Sam many years ago and they have been purchasing and selling homes through his brokerage, which motivated Ahmad to pursue a career in this sector. With Sam's knowledge and experience in this market, Ahmad felt honoured to join this amazing team.

Coming from a real estate and construction background, he uses all the acquired skills and knowledge to assist his clients in reaching their desired goals. Ahmad also speaks three languages which will add a great value for his clients: Arabic, Kurdish and English.

In his spare time, he loves bowling, since he represented Team Southern Ontario, and spending time with family and friends.



Ahmad Shehab-Eldin

Sales Representative

Languages
English, Arabic,

With over a decade of experience in the industry, I have cultivated a comprehensive understanding of the local market, ensuring that my clients receive the most informed advice and exceptional service.

I pride myself on my ability to listen to my clients' needs and tailor my approach to meet their specific goals. Whether you are a first-time homebuyer, looking to sell your home, or interested in investment opportunities, I strive to make the process as smooth and rewarding as possible. My extensive knowledge of the market, coupled with my negotiation skills, allows me to secure the best outcomes for my clients.

Outside of real estate, I enjoy playing hockey, which helps me maintain a balanced lifestyle and brings fresh energy to my work.



Amanda Bayley-Hay

Sales Representative, B.A.

Languages
English

Amanda comes from a real estate family and is a real estate investor herself. Not only does she have an extensive understanding of the buying and selling process, she is also very mindful and considerate of the clients' experiences and perspectives. Amanda's ability to actively listen and build strong relationships allows her to understand her clients' individual needs and act in their best interests. Her calm and warm demeanor is a reassuring presence in high pressure situations.

Amanda's early experiences as an athlete, captain, and coach shaped her strong work ethic, determination, and drive for success. Her competitive nature and natural leadership skills ensure that her clients are always well advocated for and supported.



Andrew Lambert

Sales Representative

Languages
English

Andrew Lambert is a passionate real estate representative possessing a deep understanding of the local market dynamics and trends. He has an extensive background in design, build, and sales within the custom home building and home renovation sectors.

Whether assisting first-time homebuyers or seasoned investors, Andrew is committed to providing top-notch service to his clients, ensuring that their needs and aspirations are met with professionalism and care. He takes the time to understand each client's vision and guide them through every step of the process, whether it involves finding the perfect dream home or investment property.

In his free time, Andrew enjoys spending time with family and friends. With a passion for the outdoors, his past times including kayaking, golfing, and gardening/landscaping. His commitment for real estate and dedication to excellence makes him the perfect partner for anyone looking to buy or sell.

With Andrew by their side, clients can rest assured that their real estate goals are in capable hands.



Andy Tapia

Sales Representative

Languages

English, Hindi, Punjabi, Urdu

Meet Andy, your trusted real estate agent in Mississauga! With a wealth of experience in buying and selling homes, condos and commercial properties, Andy stands out as an amazing agent who goes above and beyond for his clients. He is dedicated to ensuring that each client finds their perfect property within their budget.

Beyond the realm of real estate, Andy is a successful entrepreneur, owning a thriving hotel and restaurant. His business acumen and attention to detail shine through in his approach to real estate transactions, ensuring his clients receive top-notch service and guidance.

When he's not busy helping clients find their dream homes, Andy cherishes spending quality time with his family, friends, and beloved dogs, Luna and Lily. Known for his warm demeanor and unwavering commitment, Andy is always ready to lend a helping hand and prioritize his clients' needs above all else. With Andy by your side, you can trust that your real estate journey will be seamless and rewarding.



Beena Grewal

Broker

Languages
English

Beena Grewal is a seasoned real estate professional with an outstanding track record in the industry. As a Senior Real Estate Specialist at Team McDadi, she is an award-winning top producer recognized for her commitment to excellence, integrity, and exceptional customer service.

With a passion for real estate and dedication to her clients, Beena has built a reputation for honesty and professionalism. Whether working with multi-million-dollar properties or modest homes, she tailors her approach to meet each client's unique needs, creating lasting relationships built on trust and mutual respect.

Beena's success stems from her ability to listen, understand, and deliver results. A skilled negotiator, she ensures no detail is overlooked, addressing every aspect of the transaction with meticulous care. Her positive, energetic personality leaves clients feeling confident and valued throughout their real estate journey.

Beyond real estate, Beena is a devoted wife and mother of two. She enjoys entertaining, decorating, and supporting causes like young entrepreneurs, women's basketball, and community charity events, including Children's Toy Drives and The Heart and Stroke Foundation. In her downtime, she loves catching up with friends, reading, or watching Hallmark movies.

"Real estate is so much more than just buying, selling, or investing; it's about building relationships and being part of the journey when people are making memories." – Beena



Ben Sadeg

Sales Representative

Languages
English, Farsi

The best aspect of real estate for Ben Sadeg is being able to help clients find their dream home with a smile.

Ben, who specializes in buying and selling homes in Mississauga, loves being an agent and assisting individuals make their financial purchase of a lifetime.

With more than 14 years of sales experience, Ben enjoys working and getting to know people; pushing himself to achieve greater and greater results for his clients.

Born in Iran, Ben moved to Canada with his family. He currently lives in south Mississauga with his wife. Ben also enjoys sports, including yoga and marathon running, as well as adventure sports, such as scuba diving and hang gliding. Ben is committed to travelling the world with his family to learn about different cultures.



Bill McFarland

Sales Representative

Languages
English

Bill was born in the Northern Ireland where he attended Ashfield Boys Grammer School, prior to moving to Canada.

During those early years he achieved the highest “A” level honours in the U.K., and was a member of the school’s soccer, rugby and swimming teams.

Upon his arrival in Canada, Bill joined a multi-national corporation where he quickly rose to become the #1 sales executive, selling sophisticated computer hardware to Fortune 300 companies throughout Canada.

This experience led him to a position as Managing Director for Canada within a global corporate trading organization, where he trained and mentored sales staff in closing sophisticated transactions involving the purchase and disposal of various forms of impaired assets. In some instances those assets involved aircraft and property, which led him to join the local real estate market.

His proven entrepreneurial and interpersonal skills — that were forged through years of negotiating, closing and retaining deals, both with new and repeat clients — have served as a great backdrop for his real estate sales.

His integrity, honesty and uncompromising dedication to providing the best possible service to his clients are all unwavering.

While Bill is an avid golfer and walking enthusiast, his greatest pleasure is spending time with in his close-knit family, both in Canada and back in the Emerald Isle.



Bruno Gomes

Sales Representative, BBA, M.Eng Tech.

Languages

English, Portuguese

Bruno was born in Lisbon, Portugal and immigrated to Canada with his family who were seeking a better life when they made Mississauga their new home.

Raised by loving parents who instilled old country values and strong ethics, humbleness and hard work, Bruno was fortunate to experience entrepreneurship at a young age, being involved in his family's manufacturing business.

After completing high school at Philip Pocock Catholic Secondary School in Mississauga, Bruno attended Humber College to study mechanical engineering and later graduated with a Bachelor in Business Administration degree at Brock University, where he first realized his belief in real estate and where he met his wife.

Looking at bedrooms to rent while in university, Bruno decided to take the savings and buy his first property near Brock University and became a landlord himself. This was the start of his real estate career.

Today, Bruno, who still owns a number of properties, is an experienced real estate professional who has worked with resale home sales, land development, home design, build projects, rural properties and new homes sales. Bruno's clients describe him as a professional, genuine and down-to-earth person who delivers value to them based on his integrity and vast experience in various real estate matters.

Outside of real estate, Bruno enjoys spending time with his wife and two beautiful children, travelling with his family, reading, watching great movies and playing a variety of recreational sports.



Carol Silverstone

Sales Representative

Languages
English

Carol Silverstone was born and raised in Toronto and has a true love for her city. She has spent the last 15 years working in the public sector, particularly the special services, where she has dedicated her life helping children and youth with various different exceptionalities. She has a deep care for those in need and this is evident through her advocacy work surrounding issues related to youth unemployment, housing, transportation, wraparound services etc. Having worked in this field, Carol has a strong understanding of the intersectionalities that these different social systems play and how they can affect people's lives and ability to transition to bigger milestones in life, such as in acquiring real estate.

Additionally, Carol brings her personal experience with real estate, as she flipped homes in the past and has a keen eye on what clients should be looking for when selling or buying a home. Her ultimate goal is to help open doors for her future clients, that they didn't know existed. Carol hopes to bring her strong interpersonal skills, empathy and love for all things real estate to this new role and her future clients.



Catherine Leah Gualtieri

Sales Representative

Languages

English

Catherine Leah was born & raised in Mississauga, attended Port Credit High School & the University of Toronto Mississauga campus, where she studied Psychology, Art History and World Religions - she also attended Ryerson University, in Toronto, where she studied Business Management.

Prior to Real Estate, Catherine Leah had experience working in the insurance, marketing, recruitment and fintech industries. Her business career spans several years as a strategic advisor, where she consistently advocated for her clients and local community members. Her active involvement in the community includes a love for the Arts (Dance, Theatre, and Music) and she was a member of The Gatehouse (Healing the Voice Within), an esteemed organization in Etobicoke, where she participated as a committee member and Fundraising volunteer.

Besides her passion for people and the arts, her dedication to her clients reflects her integrity, honesty, passion and professionalism. She believes that listening and fully understanding her clients needs is a top priority, which becomes a key factor in negotiating for the best interest of her clients and their desired outcome.

After living and working in Toronto for 16 years, Catherine Leah returned to her roots, where she now resides in Mississauga, with her partner.



Ciro Napolitano

Sales Representative

Certified Luxury Home Marketing Specialist (CLHMS™)

Million Dollar GUILD™, Senior Real Estate Specialist (SRES®)

Languages
English, Italian



Ciro Napolitano's real estate experience, personal integrity, passion and commitment to exceptional customer service has translated into an exceptional real estate career.

Before becoming a real estate agent, Ciro spent 20 years working in the title insurance and financial services industry where he managed multiple cross functional teams, inspiring peak performance. He achieved this through leading by example and leveraging his strong communication and organizational skills.

A lifelong resident of Mississauga who has seen the city grow into the diverse metropolis that we know today, Ciro spent his youth playing hockey on the farmland ponds and dead-end streets that surrounded Square One Shopping Centre. He continued to play competitive hockey throughout his youth, and it is still one of his favourite interests, along with a variety of other indoor and outdoor sporting activities.

Ciro also enjoys spending time with his wife and two daughters, who are involved with competitive soccer. His other interests include cooking, gardening and spending quality time with family and friends.



Craig Leslie Yaffe

Sales Representative

Languages
English

Craig Yaffe's passion, honesty and dedication have led him to succeed in real estate. As a senior member, Craig has been instrumental in the success of Team McDadi.

Born and raised in the GTA, Craig's broad experience with the many regions surrounding Toronto and his knowledge of real estate opportunities and trends have helped his clients to succeed.

With his education and focus on marketing and professional sales, Craig decided to make the transition from overseeing millions of dollars of product for one of Canada's largest jewellery manufacturers and distributors to the managing of his many loyal clients real estate investments and dreams.

Craig had a very successful off-road motorcycle racing career. He competed and won numerous national and provincial championships and a bronze medal at the World Motorcycle Championships in Sweden. Now, Craig enjoys spending time with his wife Mercedes as they enthusiastically support their kids, Aleah and David, in rep soccer and hockey. Craig also enjoys a great round of golf or a BBQ with friends.



Dee Soota

Sales Representative

Languages

English, Hindi, Punjabi, Urdu

Dee has owned and operated many businesses from travel to healthcare sectors, managing hundreds of employees. While purchasing and leasing commercial spaces for her businesses, her interest in real estate was peaked. She has experience in commercial real estate sales and leases. She is currently expanding into the field of residential and commercial real estate development.

Dee lives in Mississauga with her entrepreneurial husband and two handsome sons. She enjoys long walks with her dog, Rui. She loves to travel the world and is fluent in English, Hindi, Punjabi and Urdu.



Divina Villanueva

Sales Representative

Languages
English, Filipino

With years of experience as a Licensed Mortgage Agent, Divina has decided to join the Sam McDadi Real Estate Inc. as a Licensed Sales Representative. She is no doubt a one-stop shop for your house-hunting mission. Not only can she help you acquire that dream home locally, but she can also guide and lead you to finding your most-sought properties in the USA, Mexico, and the Philippines. As a real estate investor in those beautiful countries, she can help you develop and expand your business portfolio internationally.

Everybody knows how tedious and stressful property -hunting or selling can be, so Divina's experience in both fields can definitely relieve that burden. Being a founder and owner of several different self-established businesses, Divina is driven into excellence with her passion for customer satisfaction as her number one priority. She has built an enterprise to help different businesses that focus on self-development, health, wellness, finance, and career strategies. An empowered woman by all rights, Divina has co-founded her renovations company (VL Reno & Design, Inc.) based in Hamilton, Ontario where she moved from the Philippines as a young child. She can for sure hammer down that last nail that seals the deal!

When not at work with her several full-time jobs (yes, she has more than one!), Divina is a fur mom to her dog Fluffy, or sun-basking somewhere else in the world, whether in Hawaii or Mexico, adapting easily with the locals like a chameleon in the rainforest. This woman hustles and is always on the go.

Whether you are looking to buying or selling, Divina makes the process comfortable and easy, making sure that you get the value for your money.



Dolores Hansen

Sales Representative

Languages
English, Spanish

Meet Dolores Hansen, Your trusted real estate partner.

Over 20 years ago, Dolores experienced the McDadi power of exceptional real estate service when her family found their first home in Canada. Inspired by that journey, she joined the McDadi Team and became one of its top agents, helping families like yours achieve their dreams over the last 21 years.

A people-first approach: Fluent in English and Spanish, Dolores thrives on building meaningful connections with clients from all backgrounds. Her genuine care, patience, exceptional negotiation skills, and attentive listening ensure every client feels supported.

Real estate runs in the family: Coming from a family deeply rooted in real estate—her father and brothers are Realtors, and her mother a notary—Dolores combines industry expertise with a strong work ethic. She's also a professional home decorator, ready to help you enhance your home's value and appeal.

Life beyond work: Dolores lives in north Burlington with her husband and three children balancing her career with family activities like soccer, golfing and traveling.

Here is what Dolores' clients have to say: Whether you're buying or selling, Dolores makes the process smooth, personal, and enjoyable. Reach out anytime—she'd love to help you take the next step!



Evelyn Borys

Sales Representative, Certified Luxury Home Marketing Specialist (CLHMS™), Million Dollar GUILD™, Master Certified Negotiation Expert (MCNE), Senior Real Estate Specialist (SRES®)

Languages
English, Polish



Growing up in south Mississauga, Evelyn Borys' family owned a successful construction business, which peaked her interest in real estate from an early age and gave her inside knowledge of home renovations. Prior to real estate, Evelyn worked in financial sales and marketing in downtown Toronto, as well as for her family's construction business.

An award-winning real estate professional, Evelyn believes all clients deserve personalized services, and that purchasing or selling a home is a monumental milestone in one's life. The confidence Evelyn instills in her clients has given her the ability to build long-lasting relationships. Evelyn knows that your home is the foundation of your life. She also prides herself in the fact that she has a broad and comprehensive understanding of schools throughout Mississauga, which she imparts to her buyer families. Through hard work, persistence and skilled research, Evelyn moves you and your family into the community that best suits your lifestyle.

Evelyn lives in Mississauga with her daughter, and in her spare time enjoys playing tennis, traveling and reading.



Francis Zuccarelli

Sales Representative

Languages
English

Francis Zuccarelli is driven to provide his clients with a level of service that surpasses all expectations. He strives to make all your real estate transactions as fun and stress free as possible.

Francis was raised within his family's construction and manufacturing business. Later in life, he followed his passion for real estate and has never looked back. He has a commitment to ever improving his abilities through continuing education and seeking out innovative technologies, all directed in benefiting his clients. Integrity is above all and of the utmost importance. He'll help you make the right decision for you and your family, all while getting you the best deal available.

Born in South Africa as a Canadian citizen, he returned to Canada in 1982 and has lived in Mississauga ever since. Francis is a devoted family man with a wife and two young boys. He is passionate about his beloved Toronto Maple Leafs and is an avid golfer.



Gabriela Gonzales

Sales Representative

Languages
English, Spanish

Before becoming a real estate agent, Gabriela studied Business Administration at York University. Upon graduation, she entered the world of property management, where she developed strategic skills that facilitated her transition to real estate. As a property manager, Gabriela acquired the skills necessary to set a profitable price for rental properties and market them for a fast and high return. She also helped tenants find the right property with ease.

Honesty and integrity, along with determination and dedication, are philosophies that Gabriela strives for in all aspects of her life. Applying these principles to her real estate career has allowed her to impact the financial success of her clients and propel smooth transactions. Gabriela takes pride in servicing her clients by delivering exceptional customer service and establishing lifelong relationships. Gabriela is happy to work with any type of property, regardless of its size. Her passion for customer service shines through in her real estate practice. She takes the time to understand the needs of her clients and exceed their expectations every step of the way, which resulted in stellar reviews.

Beyond the real estate profession, Gabriela finds inspiration in her two young adults who are her greatest source of motivation. Gabriela is grateful for the joyful experience of watching them blossom into the beautiful human beings they are today. Family is everything! In her free time, Gabriela is found teaching complementary Zumba classes in the Burlington & Mississauga communities and at the Women's Fitness Club. She takes pride in giving back to the community through Zumba by bringing people together to foster stronger communities. Gabriela's genuine passion revolves around making a positive impact on people's lives. She actively participates in organizing drives for the local charities as well as in initiatives to support children in underprivileged communities in South America through Zumbathon fundraising.



Harry Nanda

Broker

Languages

English, Punjabi, Hindi, Urdu

With over 20 years of experience in real estate, Harry Nanda has built a reputation as a trusted and results-driven professional. As a proud member of the McDadi Team, Harry has completed nearly 1,000 successful real estate transactions, serving a diverse clientele and cultivating a loyal base of repeat customers. His dedication to delivering exceptional service has earned him countless satisfied clients.

Originally from Punjab, India, Harry's career began in journalism, where he spent 21 years covering breaking news stories across South Asia for respected outlets such as the BBC, AP, UPI, and Canadian Press. His global experiences have shaped him into a resourceful, well-organized, and multilingual professional, fluent in English, Punjabi, Hindi, and Urdu. Having traveled to 35 countries on five continents, Harry's multicultural perspective allows him to connect with clients from all walks of life.

Harry's commitment to excellence, attention to detail, and strong work ethic are evident in everything he does. He thrives on challenges and is always ready to go above and beyond to meet his clients' needs. Whether guiding first-time homebuyers or seasoned investors, Harry brings an unparalleled level of care and expertise to every transaction.

Outside of work, Harry is a devoted husband to his wife, Witty, and a proud father to two daughters, Simran and Purvai. His deep understanding of family values and homeownership makes him a compassionate guide for clients seeking their perfect home.



Isaiah Bayley-Hay

Sales Representative, BBA

Languages
English

A University of Toronto Business School graduate, Isaiah Bayley-Hay has lived within the Mississauga/GTA area for a number of years. Isaiah has a firm understanding of the areas within the GTA and its residence.

Isaiah is driven and hungry to produce results. He searches the market consistently for great-value homes and he has proven himself an effective negotiator, getting excellent results for his clients every time. Isaiah has been around the business for decades; he is always learning and developing to serve his clients best. With a keen eye to spot a great deal when he sees one, Isaiah's clients benefit from his due diligence. Isaiah is also highly capable of helping clients sell their homes for top dollar and in a timely fashion.

Known for his unwavering work commitment, Isaiah's clients can reach him at any time of day or night for advice, updates or anything in between. With a thorough knowledge of renovations and their costs, Isaiah can also give his clients a realistic idea of what potential renovations would cost and what kind of value upside it can provide the home.



Issa Elkarout

Sales Representative

Languages

English, Arabic, French

Issa Elkarout is inclined to administer guidance and assistance to each and every one of his clients. Issa is trilingual in the languages of English, Arabic and French, which will allow him to better communicate with clients of such backgrounds.

Prior to obtaining a job in real estate, Issa spent ten years working in telecommunications where he was granted multiple awards and gained strong interpersonal, analytical and problem solving skills which would become beneficial when assisting clients. Issa also spent five years working in construction project management where he obtained strong team working abilities.

In Issa's spare time he enjoys playing sports, and spending quality time with friends and family.



Jacky Qian

Sales Representative

Languages

English, Cantonese, Mandarin, Shanghainese, Kunmingnese

Jacky is originally from Shanghai, China and has been living in the Greater Toronto Area for over 20 years. He started his career as real estate professional since 2016, and had achieved gold rewards 3 years in a row. Prior to his real estate career, he was in the luxury automotive industry and has been top sales throughout. As an immigrant himself, he understands the needs and wants, the excitement and nerves that go with the first home hunt, and he is thrilled being clients' "Go-To" real estate professional. His goal is to build long-lasting relationships with his clients through his professional, honest, and reliable service.

During his leisure time, Jacky enjoys spending time with his family and friends. He loves diving (certified with PADI open water diver), and also snowboarding (CASI Level 1 snowboard instructor). He loves to play golf and also poker with friends.

Jacky is fluent in Shanghainese, Kunmingnese, Mandarin, Cantonese and English. Jacky is looking forward to assisting you in achieving your real estate goals.



Jeevan Jammu

Sales Representative, B.A.Sc

Languages
English, Punjabi

Jeevan Jammu understands providing his clients with a high quality service begins with understanding and listening to their real estate needs. He feels honesty, integrity and transparency are of the utmost importance when building a lasting client relationship.

A graduate from the University of Guelph-Humber with a Honours Bachelor of Applied Science in Justice Studies and a Diploma in Community and Justice Services, Jeevan also has 5 years of sales experience in high-end retail.

Born in the City of Brampton, Jeevan took pride in being raised surrounded by the diversity that exists within the Greater Toronto Area and feels this plays a big role in his ability to cater to all backgrounds. He is also fluent in Punjabi.

As a former member of the Canadian Men's National Indoor Field Hockey Team, Jeevan credits his athletic experience for teaching him the value of hard work, dedication and being a reliable teammate.

Outside of his professional life, Jeevan is an avid sports fan and enjoys being active within his community through volunteerism and coaching kids sports.



Joe Chhabra

Sales Representative

Languages

English, Hindi, Punjabi, Urdu

Raised in Delhi, India, Joe Chhabra migrated to Canada in 2006, completing his Post Graduate Education in International Marketing from Humber College, Toronto. Drawing from his 15 years of personal experience as a real estate investor in Canada, his client-based approach and remarkable negotiation skills ensure a successful and unparalleled experience. With his proficiency in the GTA, Joe offers seemingly guidance for first-time home buyers and the finest return choices for investors.

Today, a well-established and thriving businessman, Joe's love for real estate led him to join Team McDadi. He truly believes he owes his success to real estate and has, time after time, been the go-to person for real estate guidance, and there are plenty who can personally and professionally attest to that. With the perfect balance of a tactical and personable approach, his extensive knowledge and understanding of the market and the ideal economic situations distinguish him.

An incredibly generous, outgoing, and jovial husband and father of two with a love for travelling and snooker, he will make you feel safe and confident in your choices as his client and work diligently to ensure he delivers as promised if not more. To quote Joe, "If you want the best, deal with the best", and he continues to prove worthy of his statement. Fluent in English, Hindi, Punjabi, and Urdu, his expertise and ease of dealing with people and all circumstances help him stand out as the brightest talent and make him an invaluable asset to the team.



John Athanasiou

Sales Representative

Languages
English, Greek

John Athanasiou has always had an entrepreneurial flair. Prior to being a real estate agent, John owned a number of businesses in both the retail and the hospitality sectors. He achieved great success in these businesses.

John's entire real estate career has been with Team McDadi. He is committed to providing unparalleled and uncompromised service to all his clients. He acts with integrity and honesty.

John, who was born in Cyprus and is the son of Greek parents who immigrated to Canada in 1969, enjoys all sports, including hiking and biking.



JT Bhabra

Sales Representative

Languages

English, Hindi, Punjabi

It was Sam McDadi himself who encouraged JT Bhabra to become a real estate professional. The two first met when JT hired Sam as his Realtor to buy a home in Etobicoke. Since that initial meeting, the two undertook a number of real estate deals together. Seeing JT's great potential to be a successful real estate professional, Sam encouraged JT to get his license.

Described as fully committed, service-driven, diligent and honest, JT has a glowing reputation as a real estate professional. With more than twenty years of experience in the construction industry, JT uses his extensive knowledge in designing, building and contracting homes to assist his clients to the fullest.

Married with three young children, JT lives in Mississauga with his family. When not working, you may spot JT taxiing his three active children to their various activities. He is happiest helping clients and spending time with his family.



Julie Jones

Sales Representative, Certified Luxury Home Marketing Specialist (CLHMS), Certified Negotiation Expert (CNE), Million Dollar Guild

Languages
English



With over 20 years of success in the Mississauga and Greater Toronto Area real estate market, Julie Jones is a trusted agent dedicated to helping families find their dream homes or achieve top value when selling. Her unwavering commitment to her clients and her integrity are at the heart of her work, making her a highly sought-after top producer with Team McDadi.

Julie's expertise spans the full spectrum of real estate, from starter condos to expansive estates. She has completed and is a member of the prestigious Luxury Home Marketing Institute and holds the Certified Luxury Home Marketing Specialist, Million Dollar Guild Award and the Certified Negotiation Expert designations.

Before her career in real estate, Julie was a successful competitive figure skater and performed as a professional figure skater with Disney On Ice performing internationally. This experience deepened her appreciation for diverse cultures and people, while refining her communication skills. She also holds national coaching credentials and has worked as a professional figure skating instructor, specializing in choreography for competitive skaters across the GTA—a passion she continues to cherish to this day.

Julie's vibrant, positive energy and competitive drive ensure that her clients' interests are always prioritized. She is committed to making every buying or selling experience rewarding and memorable.

A long-time resident of Mississauga, Julie loves spending time with her two daughters and stays active with a passion for fitness, sports, skating, and travel.



Leonard Howell

Broker of Record

Languages
English, French

Leonard Howell is an award-winning, seasoned, real estate professional with more than a decade of industry experience.

Leonard focuses on providing his customers with outstanding customer service through his experience, knowledge and straight-talk. Leonard excels at making sure his clients understand the entire process of buying or selling a home so that they can make sound decisions based on expert knowledge.

Leonard has held senior level positions from within some of Canada's most respected corporations and government ministries such as Bombardier, Canada Post, the Ministry of Municipal Affairs and Housing, and the Management Board Secretariat, where he developed his skills in communications, negotiations and online marketing.

Leonard is described as friendly, outgoing, reliable and professional by his friends, colleagues and clients.

Although Leonard has been a Toronto area resident for more than 20 years, he was born and raised in Montreal and therefore, is able to help his clients in both English and French. In his spare time, Leonard enjoys playing hockey and wishes golf liked him as much as he likes it.



Lorne Hogan

Sales Representative

Languages
English

Lorne's passion for real estate started at a young age. He has years of first-hand knowledge in custom home building and construction combined with his love of helping find clients the right property for them. Lorne enjoys working in both residential and commercial property sales and leasing. His wealth of knowledge will be sure to enhance seller and buyer confidence, while managing client expectations in regards to property conditions and potential improvements.

Lorne is a compassionate active listener looking to forge long-term relationships with his clients. After spending 12 years as a Host/Carpenter on various HGTV programs, you may feel like you already know him.

Lorne was born and raised in South Mississauga and still resides there today with his wife, four children and a Great Dane. Lorne enjoys travelling, doing sports with his kids and spending time in the great outdoors. Lorne can't wait to work with you to turn your real estate dreams into reality.



Marcello Marchese

Sales Representative

Certified Luxury Home Marketing Specialist (CLHMS™)

Million Dollar GUILD™, Senior Real Estate Specialist (SRES®)

Languages
English, Italian



Buying or selling a new home is one of the largest decisions we make. Marcello uses all the tools and experience he has to ensure every one of his clients make a well-informed decision.

With real estate experience throughout the Greater Toronto Area, Marcello has built an outstanding reputation for integrity, be it in the condo market or the multi-million dollar market. He has also been a platinum award recipient many times over. Marcello is also one of only a handful of real estate agents in the GTA who has completed the prestigious Luxury Home Marketing course and has achieved the Certified Luxury Home Marketing Specialist Designation and the Prestigious Million Dollar Guild Award.

Maintaining constant communication with clients, meticulously reviewing contract addenda, or adhering to an exhaustive transaction process, Marcello's consistent attention to detail ensures nothing is overlooked.

His many years in the home building industry has given him a unique perspective when it comes to evaluating property conditions, assessing mechanical systems and establishing realistic repair allowances.

When not helping his clients buy their dream home or sell their current residence, Marcello enjoys playing hockey, volunteering to teach special needs children to skate, watching the Maple Leafs and spending time with his beautiful wife and son.



Maria Evans

Sales Representative

Languages

English, Bulgarian, Macedonian

Maria is a seasoned Realtor whose eye for design and acute business acumen is regarded highly by her peers and clients. It is a testament to her personable and professional character. Maria firmly believes that the crux of any business relationship is transparency and, as your partner, her no-nonsense approach and ability to design a solid strategy at the negotiating table is what builds her base of client referrals. "I recognize and value my clients' trust in me, and I strive every day to exceed their expectations."

Maria was born and raised in Etobicoke and currently lives in Mississauga. Her second language is Macedonian-Bulgarian. Before entering real estate, she worked for many years at Toronto Animal Services and is naturally a proponent of animal welfare. She loves researching local history and proudly edited the biography of a descendant of one of Mississauga's earliest settlers. When she is not guiding clients with real estate matters, she enjoys community work, music, hiking, skiing and cuddling with her rescue dogs. While she enjoys many sports, she is a die-hard hockey fan who bleeds blue and white. GO LEAFS, GO!



Mariana Gusić

Sales Representative

Languages
English, Croatian

Mariana Gusic's experience in interior design and flipping numerous Mississauga homes naturally led her to a career in real estate.

Personable, upbeat and friendly, Mariana has an extensive background in high-end design, working as a décor consultant on luxury residential homes. Her contagious and positive personality meant Mariana was continually recognized for her stellar sales skills.

Continually active with her husband, son and two daughters, Mariana enjoys playing countless sports—such as tennis, softball and basketball— and travelling the world with her family.



Mark Powell

Sales Representative

Languages
English

Mark A. Powell is big on trust.

More than 28 years in real estate, and the majority of his business is repeat customers. His clients trust his knowledge: they trust his skills and they trust his integrity. They keep coming back, again and again.

A lifelong Mississauga resident, Mark was drawn to real estate because he loves working with people within a dynamic, fast-paced environment.

He worked independently as an agent for many years before joining Team McDadi — in order to align himself with the best real estate team in the area, and one of the best in Canada and the world.

Mark is a father of two boys. In his spare time, he enjoys being active in sports with them. He's also active in his community and he finds great fulfillment in volunteering and sponsoring local sports organizations, as well as local agencies.



Marko Gusić

Sales Representative

Languages
English

Marko is an ambitious entrepreneur who has a unique ability to understand the needs of people due to his exceptional experience in assisting clients, families and investors buy and sell real estate.

Marko is well versed in all aspects of real estate including pre-construction, commercial and residential transactions. His meticulous attention to detail and client satisfaction ensures an unforgettable experience. When he has spare time, Marko enjoys a competitive game of tennis and spending time with loved ones.



Marwa Nadr

Sales Representative

Languages
English, Arabic

Like a long distance runner that excels throughout the entire race, Marwa's continual effort and commitment to the profession are remarkable.

Diligent. Hard working. Honest. Friendly. These adjectives describe Marwa. She brings a plethora of knowledge and experience to her work as a real estate agent. Customer service and satisfaction are her passion.

Marwa, who has a Bachelor of Science in Biology from the University of Toronto, had spent years in real estate marketing prior to obtaining her license. Arabic and English speaking, Marwa, who lives in Mississauga with her husband, enjoys travelling, cooking and poetry in her spare time.



Maryam Kermani

**Sales Representative, BSc,
Accredited Buyer's Representative (ABR®),
Real Estate Negotiation Expert (RENE)**

Languages
English, Farsi



Maryam Kermani is a highly accomplished Mississauga-based Realtor with a unique blend of scientific expertise and a deep-rooted commitment to excellence.

Holding a Master's Degree in Microbiology and boasting a thirteen-year career in quality assurance, Maryam brings an unparalleled attention to detail and a results-oriented approach to her real estate practice. Her strong customer service skills and exceptional negotiating abilities consistently benefit both buyers and sellers. Beyond real estate, Maryam's dedication is evident in her 35-year journey in karate, achieving a 4th-degree black belt and serving as a Canadian National Referee and Pan-American Referee & World Karate Federation Referee in numerous national and international tournaments.

This unwavering commitment to martial arts has instilled in her the perseverance, discipline, and determination that fuel her success in real estate. In her free time, Maryam actively contributes to her community through volunteering and charity work, while also enjoying an active lifestyle with her family.



Marzena Cieciela

Sales Representative

Languages

English, Polish, Russian

Marzena Cieciela's positive attitude and her ability to see the bright side of every situation, always leads to successful results.

With 14 years of retail management experience and a Business Administration degree, Marzena's passion for customer satisfaction led her to real estate. She has quickly become a top agent for Team McDadi.

Known for her incredible negotiation skills, as well as her uncompromising commitment to providing stellar service to each and every client and friend, Marzena has found her passion in real estate. She is skilled in both buying and selling homes throughout the entire Greater Toronto Area.

Marzena's clients are always extremely happy with her strong work ethic and her devotion.

Having moved to Mississauga in 1996 from Poland, Marzena immediately fell in love with the city. She enjoys the multiculturalism and people, the lifestyle and the wonderful shopping possibilities.

Marzena, who is fluent in Polish, Russian and English, enjoys reading, traveling and windsurfing.



Mena Hasany

Sales Representative

Languages
English

Throughout her childhood, Mena's family lived in various parts of the GTA: Toronto, Brampton, Mississauga, Vaughan and Stoney Creek. This allowed Mena to learn the importance of establishing a home and how real estate decisions and investment can have one of the biggest impact on one's life.

Mena went on to become a dental hygienist at the age of 19, specializing with paediatrics. This experience honed her strong work ethic, heightened her compassion and cultivated her patient care. She was quickly recognized for her ability and character, and she was given the Platinum Award at the "Oakville Beavers' 2020 Choice Awards" for "Best Dental Hygienist". This led her to discover she had an innate passion to provide excellent customer service and help people feel their very best.

With a sound knowledge of creating a home and desire to help people, Mena decided to pursue real estate. Mena's expertise of the Greater Toronto Area and dedication to her clients will provide you with the best service for all your selling, buying and investing needs.



Mike Azraq

Sales Representative

Languages
English, Arabic

Mike Azraq began his real estate career with extensive business experience. He was a successful small business owner for more than a decade and a manager of a small business chain for many years.

Mike brings exceptional skills to Team McDadi. He has a thorough understanding of the real estate market and exceptional negotiating skills. His friendly demure, plus his dedication, honesty and drive, have led Mike to excel as a Realtor. He provides genuine, conscientious customer service to each and every client he assists.

Mike and his wife and seven children live in Milton. In his spare time, he enjoys spending time with his family and friends, reading and travelling.



Mona Azraq

Sales Representative
Honours Bachelor of Business Administration (Accounting)

Languages
English, Arabic

Mona Azraq provides the perfect balance of intelligence and friendliness.

A graduate from Sheridan College, achieving a High Honours Advanced Diploma in Accounting and a co-op certificate, Mona is focused, bright and driven. Before coming to Sam Mcdadi Real Estate, she worked for a number of accounting firms where she honed her skills.

Mona possesses great communication and problem solving skills. She is very tech savvy and she understands how best to use technology to assist her clients. Task orientated, yet long-term driven, Mona enjoys helping her clients find their dream home, sell their current home, and keep her clients for life. She has excellent negotiation skills to help her clients achieve the best price.

In her spare time, Mona enjoys drawing, reading and dancing.



Mukhtar Hadi

Sales Representative, M.Sc

Languages
English

Mukhtar Hadi is a hard-working individual who thrives on getting things done in a timely fashion and with utmost accuracy.

He holds a Master's Degree in Aviation Management from Griffith University in Australia. After his graduation, he worked with emergency management services as a Communications Officer – Flight. His passion and commitment for helping others in his role as a Communications Officer – Flight inspired him to bring those skills to his real estate career.

Mukhtar's conduct is built on dedication, communication, determination and trust, while embodying the ability to cater and adapt to all of his clients real estate needs. Having lived in Mississauga for over 15 years, his knowledge of the city's geography can assist his clients with all of their residential real estate endeavours.

When not at work, Mukhtar enjoys spending time with his family, reading, watching movies, and supporting the Toronto Blue Jays.



Natasha Kalra

Sales Representative

Languages

English, Hindi, Punjabi

Natasha exemplifies academic excellence and a lifelong dedication to learning, which have been the foundation of her personal and professional journey. Her achievements reflect a deep commitment to growth, precision, and delivering her best in everything she pursues. These qualities have shaped her ability to approach challenges with focus and care, ensuring thoughtful solutions in every endeavour.

Real estate has always been a part of Natasha's family interests, and what began as a curiosity has evolved into a genuine passion. A firm believer in continuous learning, Natasha views education as an integral part of her journey and finds joy in both learning and teaching. Known for her compassionate nature and commitment to excellence, she prioritizes understanding the unique and intimate needs of each client to create a personalized and stress-free experience. She believes that building genuine connections and fostering trust are at the heart of every successful real estate journey.

Beyond her professional pursuits, Natasha embraces a healthy, active lifestyle and cherishes her Pomeranian, Leysha, as a beloved companion. Her bond with Leysha reflects her appreciation for meaningful relationships and the importance of fostering connections—whether with people, pets, or the clients she serves. This empathy and understanding guide Natasha's approach to real estate, where she is dedicated to helping others find homes that bring comfort and happiness.

Natasha's mission is simple: to transform the potentially stressful process of buying or selling a home into an exciting, collaborative journey. She's not just helping clients find a property; she's helping them write the next chapter of their lives. Natasha is excited to bring her passion, expertise, and unwavering commitment to every real estate experience. By blending professionalism with a personal touch, Natasha ensures that every client finds not just a property, but a place where they can truly feel at home.



Niki Sadiq-Singh

Sales Representative

Languages
English

Niki is a highly experienced real estate agent with 34 years in the industry. Raised in Mississauga and currently residing in Oakville, Niki has a deep understanding of the local real estate market.

Niki started her career in real estate at the age of 21, after previously working as an administrator in the industry. Niki has two amazing adult children, Selena and Nickolas.

Niki's success in the real estate industry is based on providing her clients with high-quality service, resulting in many repeat customers and referrals. She has extensive knowledge in pre-construction, resale, and mortgage financing, and is dedicated to providing expert advice and service to her clients. Niki is committed to providing professional services based on her extensive experience, knowledge and skills. She understands that the real estate process can be complex and stressful, which is why she makes it a point to ensure that her clients enjoy the journey with her. For Niki, success means fulfilling her promises to her clients and achieving the desired end result while forming lifelong relationships. She is transparent about her goals through the real estate process and aims to make it a positive experience for all involved.



Norman Wilkie

Sales Representative

Languages
English

Norm, who was raised in Toronto, spent his younger years playing hockey for the Willowdale Boys Club, winning the North York Hockey League Atom 1970-71 and Pee Wee 1971-72 Championships. As a member of the Toronto Don Valley Toros, he has fond memories of winning the 1973-74 Metropolitan Toronto Hockey League Bantam "AAA" Championship by beating out the Toronto Marlboros in the city finals and then moving on to win the All Ontario Hockey Championship in Sudbury, Ontario.

From the time Norm could walk, he could swing a golf club! As a kid, Norm was a member of The Glen Shields Golf Club and in the mid to late 1970's was a junior member at the prestigious National Golf Club in Woodbridge, where he competed in many amateur golf tournaments throughout Ontario. Norm still enjoys a day on the golf course with family, friends and clients.

Norm moved to Oakville in the early 1980s, started a family and is the proud father of Robert John and Michelle Louise. In 1983, Norm began his illustrious real estate career and met Sam shortly thereafter. Norm is familiar and experienced with the before and after expropriation process, having been involved for more than 15 years as an advocate for his client's private property rights in Oakville. Norm's true passion is the assembling of land acquisitions for commercial-retail and new condominium development projects and opportunities.

Norm enjoys being a part of Team McDadi, with over 21 years of loyalty and dedication to the team and Sam McDadi. Norm's extensive knowledge and over 35 years experience in the real estate industry provides an excellent advantage to his clients through poise and professionalism. Norm's honesty and integrity are great assets to both his clients and the Team.



Obie Khwaja

Sales Representative

Languages
English, Dari

Obie Khwaja grew up surrounded by the real estate business.

A lifelong Mississauga and Etobicoke resident — until he recently moved to Oakville — Obie's family owned and operated a successful construction company. It seemed natural for Obie to be drawn and work in real estate.

Obie joined Team McDadi with more than five years of experience helping families with their home renovation needs. He assisted countless individuals stage their homes for sale. He also helped clients and friends design and budget complete home renovations.

Obie is fully committed to being a stellar agent and to assist each and every client to the very best of his ability. He also uses the service experience and knowledge he gained while being an insurance broker for four years to help his real estate clients.

When not at work, Obie enjoys sports — such as volleyball and basketball — and travelling, and playing and producing music.



Phil Fijalkowski

Sales Representative

Languages
English, Polish

Phil Fijalkowski is a real estate agent with extensive experience in all areas of business and sales. Alongside his dedication to his career, he is equally a hard working family man and devoted father. Phil moved to Canada from Poland at a young age and is fluent in both Polish and English.

Phil resides in Oakville, Ontario but extends his services all across the GTA. He thrives on making new connections and upholding each relationship with trust and integrity. Phil is a firm believer in assessing each client based on their personal needs and always has a clear focus on his clients best interests and goals. He relishes opportunities to display his skills and passion for helping others which makes him a reliable source when purchasing or selling your next home.



Rick Jassal

Sales Representative

Languages
English

Having more than 15 years of real estate experience, Rick is a passionate, honest and ethical individual providing unparalleled service and a wealth of knowledge to his clientele when selling and buying real estate.

Being in sales for most of his career, Rick has developed a keen understanding of the importance of a strong Realtor client relationship, and always goes out of his way to make sure his clients are involved and informed with every step of the selling and buying process. Rick has also demonstrated his strong negotiation skills time and time again, which has resulted in a plethora of positive feedback from a wide variety of clients in the Greater Toronto Area, and as a result has provided him with numerous referrals.

Rick lives in Oakville with his wife and daughter. Outside of real estate, Rick enjoys staying active by running and working out. He loves spending time with his family and friends and supporting local charities and his much beloved Toronto Raptors and Maple Leafs.



Sean Johnny

**Sales Representative, Certified Luxury Home Marketing Specialist (CLHMS), Certified Negotiation Expert (CNE)
Million Dollar Guild**

Languages
English



Beyond his family, Sean's two passions in life are tennis and real estate. And he's spent much of his life intertwined in both.

Sean attended the College of Charleston on a full tennis scholarship, going onto play professional tennis in Europe and North America.

After his playing career, he taught tennis in the Mississauga area, and acted as a tennis consultant for a number of Canadian and American fitness clubs.

Both tennis and real estate provide opportunities for Sean to make positive differences in people's lives – one with their physical health, and the other with their financial well-being.

As one of the top-producing real estate professionals with Team McDadi, Sean has years of experience assisting clients and families buy and sell real estate throughout the Greater Toronto Area. Sean is also one of only a handful of real estate agents in the GTA who has completed the prestigious Luxury Home Marketing course at the Institute for Luxury Home Marketing. He has achieved the highest level, Certified Luxury Home Marketing Specialist and the Million Dollar Guild Award Designation.

Sean, who currently lives in Mississauga, loves working with Team McDadi and sharing Sam's two passions — real estate and tennis.



Shannon Bowen

Sales Representative, B.Comm
Certified Luxury Home Marketing Specialist (CLHMS),
Certified Negotiation Expert (CNE), Million Dollar Guild

Languages
English



Shannon Bowen is a hard-working, focused individual who has been an integral member of Team McDadi for 20 years. An award winning real estate professional, Shannon has helped countless families with their real estate needs.

Shannon joined Team McDadi with both an extensive educational background and career experience in accounting and finance. Shannon has a Bachelor of Commerce from York University.

Shannon's experience also includes volunteer work for the Chamber of Commerce, as well as a number of sales and marketing positions.

Over her years at Team McDadi, Shannon has been awarded several Top Producer awards. She has also earned the designation of Certified Luxury Home Market Specialist with the Institute for Luxury Home Marketing, and is a member of the prestigious "Million Dollar Guild".

Shannon lives in South Mississauga with her husband and two children. She enjoys playing tennis, working out and running.



Sofia Kostirko

Sales Representative

Languages
English, Ukrainian

Sofia Kostirko is a highly accomplished professional with a unique blend of skills and experiences as a real estate agent, tennis player, and scholar. Her approach to real estate stands out due to her unwavering commitment to understanding and meeting the distinct requirements and preferences of every client. Sofia believes that active listening is paramount in gaining a profound understanding of her clients' objectives, dreams and obstacles. By doing so, she strives to create a personalized and tailored experience that effectively addresses the individual needs of each client.

Sofia's journey as a Division I tennis player while pursuing a rigorous education has provided her with invaluable insights into the unique challenges and rewards of high-level competition. She successfully graduated from Boston University with a Bachelor of Arts degree in Psychology, and has chosen to further expand her knowledge and skill set by pursuing a Master's degree in Business Administration. Throughout this impressive academic and athletic journey, Sofia has demonstrated remarkable dedication and perseverance, which have become integral qualities shaping both her professional and personal life.

With a deep-rooted connection to the Clarkson area, where she has spent her entire life, Sofia possesses an intimate familiarity with the community that is truly unparalleled. Her knowledge extends beyond real estate, allowing her to provide reliable information and support to individuals seeking guidance on the best local spots and understanding the specific needs of the community.

Outside of her work as a real estate agent, Sofia finds immense joy and fulfillment in her passion for playing the piano and teaching tennis to young children.



Steve Kalicharan

Sales Representative, Mortgage Broker

Languages
English

Steve Kalicharan has been investing in Real Estate personally for over 25 years. He is a Realtor and a mortgage broker with his own Brokerage. Not only does he help his clients find the right home, but he also specializes in locating investment properties and securing the necessary funds. Steve collaborates with clients to address credit issues, making any needed repairs. He provides guidance on affordability and devises solutions to help clients qualify for a mortgage. Various methods exist to make a deal work, and there is always a solution, sooner or later to aid a client in acquiring a home or investment property.



Tanveer Bhullar

Sales Representative

Languages
English, Punjabi

As a Toronto native, Tanveer recognizes the value and trust that all of his clients place in him. He strongly believes that a person's home should compliment their lifestyle, whether their needs prioritize family, pets, schools, nightlife or easy transportation.

Tanveer makes sure his clients' interests are protected through open lines of communication and ensuring they understand every step of the home buying or selling process. Enthusiasm, hard work and dedication go into everything he does. He works extremely hard on using his expertise to broker residential, commercial, vacant land and multi-family properties all over GTA by applying seamless marketing strategies and being on top of new market trends. He is extremely confident in continuing to produce the best results while creating enjoyable experiences. Working with clients who have a variety of needs, he has gained valuable knowledge. He is also a licensed mortgage agent, allowing him a unique understanding of the financial requirements to navigate the housing market.

Prior to entering real estate, Tanveer was a Division 1 student athlete and graduated from New Mexico State University in 2017 with a degree in Sociology and Marketing. In 2018, he received a Master's Degree in Sports Management from Missouri State University. After graduation, Tanveer obtained his NBA and FIBA Agent License allowing him to represent professional athletes in marketing and contract negotiations. Tanveer is very well connected in the sports world, allowing him to build a powerful network of investors and clients.

Purchasing or selling any piece of real estate can be one of the biggest events an individual or family may encounter, and it is always best to work with the right real estate professional. Tanveer will work relentlessly to find exactly what his clients are looking for.



Tom Gusić

**Sales Representative, B.Sc.
Certified Luxury Home Marketing Specialist (CLHMS™)
Million Dollar GUILD™**

Languages
English, Croatian



Tom Gusić was born to be a negotiator.

Just after graduating from the University of Toronto, Tom began working at his family's meat wholesale business in 1992. Tom took over the family business in 1994 and, in a very short time, expanded the business to include a state-of-the-art meat packing plant, increasing the business five-fold, and expanding the work force by more than two dozen. Hard work and focus brought the family success, as did Tom's superb negotiating skills.

Hard work, integrity, focus and superb negotiating skills are principles that guide Tom's work ethic. He utilized them in his next business venture — a commercial car and truck leasing business in Mississauga—and more recently in his real estate career.

For more than seven years now, Tom has been buying homes — mainly in southern Mississauga and south-east Oakville — custom building new homes, or renovating homes and selling them. Tom has developed a stellar reputation as a real estate agent who understands the market. He whole-heartedly negotiates for his clients to ensure they receive the best deal possible. He fully understands the mechanics behind buying, selling, renovating or custom building a new home. Tom is proud to be a certified Luxury Home Marketing Specialist and to have earned the Million Dollar Guild Status designation.

Married for 20 years, Tom and his wife Mariana have three children. As a lifelong resident of Mississauga, Tom and his family enjoy travelling around the world, including to Croatia, where their parents originated. A family man, Tom is usually working or spending time with family and friends.



Tracy Nguyen

Sales Representative

Languages

English, Vietnamese

Tracy is a highly motivated and adaptable entrepreneur who uses her business prowess to assist her clients in all their real estate dealings.

Tracy was a successful small business owner for over 20 years. She has also been a freelance fashion designer and consultant for many fashion garment wholesalers in Canada, designing full lines of spring/summer and fall/winter collections and coordinating garment productions overseas.

Her experience in renovating and selling Mississauga homes for healthy profits inspired Tracy to obtain her real estate license. Tracy's high percentage of retained business and her referrals from happy customers have been the main reasons for her success. She always works diligently for her clients and makes sure each and every client receives the same top-quality customer service.

"I know that a happy client is a client for life and referrals from happy customers are the best kind of referrals."



Tuhin Kumar

Sales Representative

Languages

English, French, Hindi, Punjabi, Urdu

Tuhin is a dedicated real estate agent who brings a unique blend of passion, perseverance and a service-oriented mindset to the industry. Prior to his successful career in real estate, he amassed a wealth of experience in customer-facing roles, honing his innate ability to intuitively understand client needs and exceed expectations. He takes immense pride in working tirelessly to ensure these needs are not just met, but fulfilled to the highest degree. His giving nature is reflected in the personalized attention he provides each client, treating every transaction with utmost care and integrity. Whether you're a first-time buyer, looking to sell or an experienced investor, Tuhin's passion for real estate and unwavering commitment to your success make him an invaluable partner in your real estate journey.

Beyond the sphere of conventional real estate transactions, Tuhin boasts a profound understanding of pre-construction investment prospects. He has orchestrated numerous such transactions, manifesting his multifaceted industry expertise. Leveraging his wide-ranging knowledge and well-established connections, Tuhin affords his clientele a distinct advantage. Indeed, their prospects for substantial benefits are significantly amplified when engaging Tuhin's exceptional real estate acumen.

But Tuhin's vibrant life extends beyond his work. He's the grill master at family gatherings, and his love for sports knows no bounds — be it soccer, cricket, golf, or tennis, Tuhin enjoys them all. When he's not closing deals or scoring goals, you'll find him fishing, basking in the tranquility that nature offers. With Tuhin, you get more than just a real estate agent; you get a dedicated partner who brings a rich life experience and an unwavering commitment to your property dreams.



Veronica Marie Medeiros

**Sales Representative,
Certified Luxury Home Marketing Specialist (CLHMS™),
Million Dollar GUILD™**

Languages
English, Portuguese

Being born and raised in the city of Mississauga and appreciating diversity from a very young age, Veronica utilizes an empathetic approach when interacting with others. This, coupled with being one of seven children each with their own personalities, has strengthened her ability to connect with various individuals and build meaningful relationships while also providing high-quality service to her clients.

Graduating with Distinction from the University of Toronto with an Honours Bachelor of Arts degree in Criminology and Sociology, Veronica credits her academic achievements to being extremely hard working, inquisitive, dedicated, and adaptable — qualities she inherited from her supportive Portuguese parents who immigrated to Canada to create their "Canadian Dream" and share it with their children.

Commencing her real estate career as a Licensed Executive Assistant to Sam McDadi, Veronica has been involved in hundreds of transactions equipping her with the ins and outs of the industry. Being both tenacious and passionate, Veronica believes all thriving relationships are established on respect, transparency, and integrity, and uses these three virtues to secure her clients' trust and build lifelong consumer relationships.

Being a member of Team McDadi and helping families achieve both their real estate dreams and establish/expand their real estate portfolio truly makes every step of the process rewarding.

When Veronica is not working — a true rarity — she enjoys spending quality time with family and friends, booking trips around the world, working out, and of course, perfecting her craft by exploring innovative methods to better serve her clients.



Victoria Aleksieva

Sales Representative

Languages
English, Bulgarian

Victoria grew up in Mississauga, where she deepened her appreciation for the local market and built a strong connection with the community and its unique neighbourhoods. Having come from a background of sales and customer service, she is always building meaningful relationships with clients while consistently delivering exceptional, personalized service.

Her passion for real estate stemmed at her first real estate customer service role where she discovered her love for helping people navigate one of the biggest decisions of their lives. The experience sparked a genuine admiration for the industry, and since then her enthusiasm has only grown stronger.

In her spare time, you can find Victoria enjoying a variety of sports or outdoor activities. Whether it be at a soccer or basketball game, playing tennis, going on a hike, enjoying time with family and friends, or dancing. As a previous gymnast she knows the importance of effort and discipline for achieving your goals and continues to apply the same dedication and focus in everyday life. She also dedicates time to volunteering, and always seeks new adventures in nature, staying physically active and embracing the beauty of the world around her.

Whether you're purchasing your first home, seeking a new investment opportunity, or selling a property, Victoria is here to help make your journey as smooth as possible. Her dedication to her clients as well as knowledge of the current market makes her a great salesperson to help you achieve your real estate goals.



Zaheer Shaw

Sales Representative

Languages

English, German, Urdu, Hindi, Punjabi

Zaheer Shaw is passionate about providing his clients and friends with the very best level of real estate service possible. Zaheer, who has been working in sales for more than 20 years, is consistently one of the top producing agents on Team McDadi. In fact, for six consecutive years, Zaheer has been awarded the top producer award out of approximately 60 agents.

Zaheer has a keen understanding of the real estate market, for both the buying and selling process. He also has extensive experience in closing deals throughout the Greater Toronto Area. Zaheer's superb work ethic and his unrelenting commitment to each deal mean his clients and friends return to him again and again. His friends and clients are also continually referring him as their real estate professional of choice.

Undertaking his advanced studies in Germany, Zaheer obtained his Master's in Economics. During this time, Zaheer was a keen student who worked hard to further his understanding of markets, including the real estate market. Zaheer is a multi-linguist who speaks German, Urdu, Hindi, and Punjabi. He also played professional cricket.

Administration and Client Care



Cindy Drumonde

Assistant to Sam McDadi



Cindy Paron

Trades and Transactions
Coordinator



Donna Desormeaux

Client Care Services



Gaysha Wilson

Listing Coordinator



Gursharan Khehra

Trades and Transactions
Coordinator



Sheila Nicoletti

Sales Representative
and Client Care



Sonya Furchner

Office Manager /
Client Care Services



Zar Ahmed

Client Care Coordinator -
Assistant to Harry Nanda



Zareer Divecha

Administrator and
Sales Representative

Home Preparation



Marta Jurewicz

Lead Stager



Sylwia Duszlak

Stager



Emanuel Medeiros

Staging Division - Mover



Salah Azraq

Staging Division - Mover



Austin Galli

Lead Photographer
and Videographer



Ravern Cudia

Photographer
and Videographer



Bobby Ghuman

Logistics Assistant



Venrick Azcueta

Photographer
and Videographer

Photo and Video

Marketing and Design



Victor Schmidlin

Marketing and
Creative Director



Camila Ferreira

Marketing Coordinator

Business Operations



Hatem McDadi

Vice President,
Operations Consultant



Fernando Landell

Senior Graphic Designer



Nelson Kan

Graphic Designer



Mahmoud Elshamekh

Webmaster



With boxing hall of famer and one of the all time greats Sugar Ray Leonard at the Pinball Clemons Foundation, the Victory Gala.



With the two legends Sugar Ray Leonard and Pinball Clemons.



Brendan Shanahan, a Canadian professional ice hockey executive and former player who currently serves as the president and alternate governor for the Toronto Maple Leafs.



With WWE wrestler Anthony Carelli (a.k.a Santino Marella), a longtime Mississauga resident and a WWE Intercontinental champion.



Halloween event at our Clarkson office.



Canada Day celebrations at our Clarkson office.



At the Opening Ceremonies for the Port Credit BuskerFest at Memorial Park, with Ellen Timms, Sven Spengemann, Bonnie Crombie and the late Jim Tovey.



We at Team McDadi enjoy many different team bonding experiences, such as our annual baseball game.



Watching the Blue Jays batting practice: great seeing Kevin Kiermaier and Spencer Horwitz.



With Hénoc Muamba, former Toronto Argonauts linebacker and CFL 2022 Grey Cup MVP.

Our Locations

Full accessibility is paramount in your real estate experience. I encourage all my clients to contact me at anytime. Buying and/or selling your home can be at times a stressful process. I understand the emotions involved in such a large transaction and want to ensure that you can reach us whenever required. We have devised our own set of real estate systems aimed at making your experience “stress” free.

7 locations to serve you better

OPEN

North Mississauga

5805 Whittle Road, Suite 110
Mississauga, ON L4Z 2J1
Phone: (905) 502 1500

South Mississauga

1034 Clarkson Road N.
Mississauga, ON L5J 2V9
Phone: (905) 823 1500

Oakville

78 Lakeshore Road W.
Oakville, ON L6K 1E1
Phone: (905) 845 1500

Milton

1264 Main Street E.
Milton, ON L9T 6H7
Phone: (905) 876 1300

Hamilton

110-442 Millen Rd
Hamilton, ON L8E 6H2
Phone: (905) 664 5100

COMING SOON

Burlington

3 – 4130 Fairview St
Burlington, ON L7L 0G4
Phone: (905) 333 1100

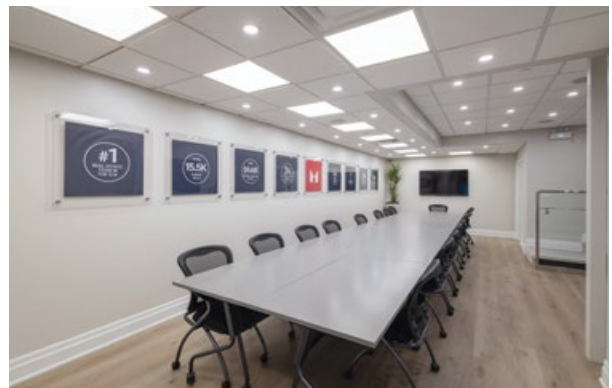
Toronto

3311 Yonge Street
Toronto, ON M4N 2L9
Phone: (416) 544 1500

North Mississauga

5805 Whittle Road, Suite 110 Mississauga, ON L4Z 2J1

Phone: (905) 502 1500



South Mississauga

1034 Clarkson Road N. Mississauga, ON L5J 2V9

Phone: (905) 823 1500



Oakville

78 Lakeshore Road W. Oakville, ON L6K 1E1

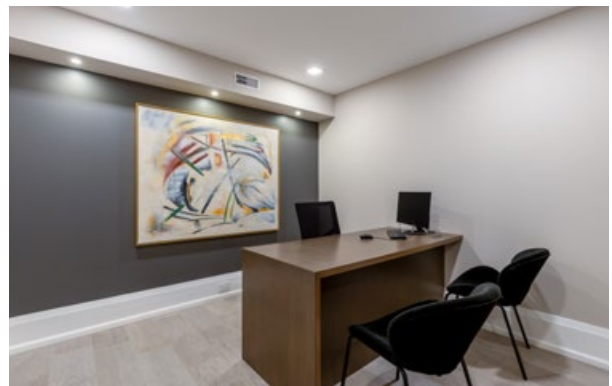
Phone: (905) 845 1500



Milton

1264 Main Street E. Milton, ON L9T 6H7

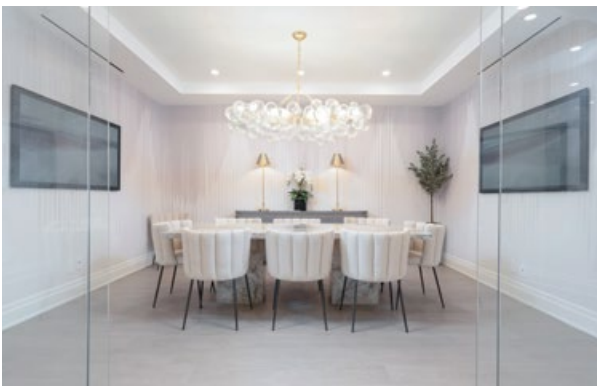
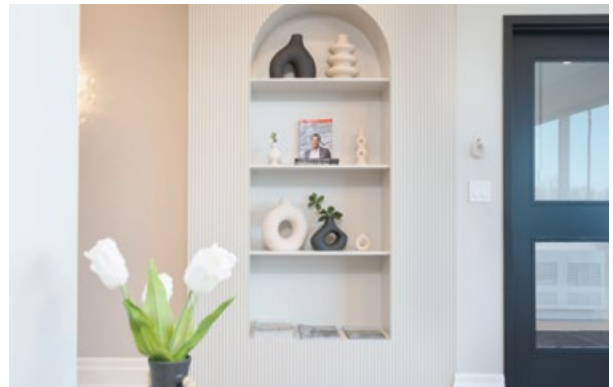
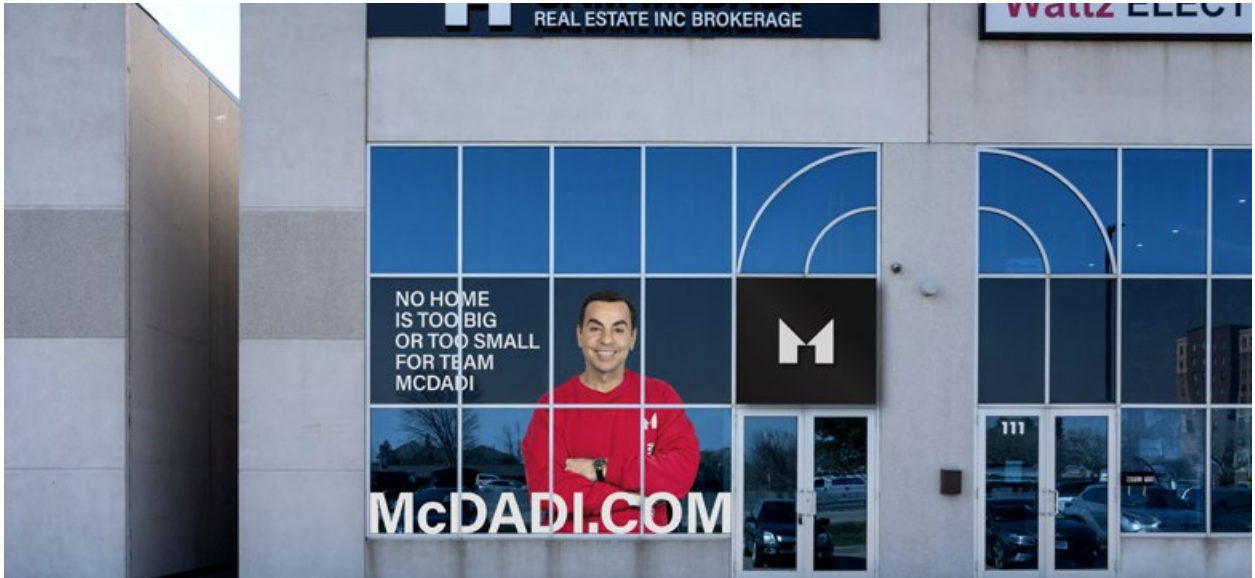
Phone: (905) 876 1300



Hamilton

110-442 Millen Rd, Hamilton, ON L8E 6H2

Phone: (905) 664-5100



Burlington

3 – 4130 Fairview St, Burlington, ON L7L 0G4

Phone: (905) 333-1100



Toronto

3311 Yonge Street, Toronto, ON M4N 2L9

Phone: (416) 544-1500



Team McDadi Annual Party, January 2024







Filming a TV commercial with Juancho Hernangomez, the famous “Bo Cruz” from the movie Hustle.

The Toronto Raptors Culture

The beginning of a passion

I've had a passion for sports my entire life and have been fortunate enough to build a relationship with the Toronto Raptors, although, I tend to steer away from talking about it too much. My relationship with some of the players and the Raptors organization means a lot to me. A few years ago, my good friend and Raptors superfan Nav Bhatia offered me courtside seats, and I have been hooked ever since. The Toronto Raptors are not only Toronto's team, but they represent the entire country of Canada. The team is an embodiment of all the positive characteristics that describe our city, country, and Team McDadi — passion, diversity and commitment to excellence.

They are also shining examples of what it means to have grit. In many ways, my story mirrors theirs. The team demonstrates a combination of physical and mental toughness, dedication, and perseverance in pursuit of their goals. The Raptors are able to stay motivated and focused even in the face of adversity and are always striving to improve and succeed. As a fan and someone who has had opportunities to meet with them personally, I know they are a team I can be proud of on and off the court. And I love to watch them win.

Memorable moments

I have had so many memorable moments with the team. There are two that stand out to me the most. My first memorable experience with the Raptors came when I had the chance to meet former Toronto Raptor and seven-time NBA All-Star Tracy McGrady. McGrady played for the Raptors in the 1990s, and he was a fan favourite during his time with the team. Getting the opportunity to meet with T-Mac McGrady in person was one of the highlights of my life.

The second memorable moment would no doubt be watching the team play during their championship run in 2019. The energy during our home games was unmatched. I was lucky enough to be sitting courtside when Kawhi Leonard hit that incredible game-winning buzzer-beater in Game 7. There's really no way to accurately describe being in the room that night. Everyone was out of their seats when the shot went up, and by the time the ball went through the hoop, everyone's hands were in the air cheering in awe and amazement. It was electrifying. They had such a remarkable run, and I was glad to witness it all.

I also traveled to watch some away games, such as Milwaukee and Philly. Those were intense games, but I learned that in the majority of the games in other cities, most fans are very gracious, even though Philly fans were known to be a little tougher.

Being there when the Raptors won the championship in 2019 was an incredible journey, and the experience was surreal. The energy and excitement that followed the win that summer for Toronto and Canada, in general, were unbelievable, and I was privileged enough to enjoy it all with my good friend Nav Bhatia.

Nav and I are also good friends off the court. He came to me and asked for my help with this amazing initiative called Hoops For Her. Hoops For Her is a non-profit organization that runs a women's basketball league for Muslim girls and women. The league was in need of a private gym space due to the preference of many girls to play without their traditional hijab and to provide a safe space for all Muslim women to participate in sports. The organization had lost its gym space, which drastically increased its budget. They approached Nav's Superfan Foundation for sponsorship, and when Nav reached out to have our support, we jumped at the opportunity. With our support and that of other local sponsors, Hoops For Her was able to receive new jerseys, new equipment, and a brand-new gym space. It's an excellent initiative that I'm happy we're a part of.

Over the years, my relationship with the Raptors has grown and evolved beyond the basketball court too. I have built personal relationships with some of the players and have been able to help many of the Raptors in their personal projects. I was able to develop a relationship with the Raptors organization built on trust. I've become the go-to guy for the Raptors when players come to Toronto and are looking for a new home. I've gotten to know players like Fred Vanvleet, Pascal Siakam, and Kyle Lowry. We were also blessed to have Juancho Hernangomez on our real-estate short McDadi's Open House. He is a really great guy who I was able to spend some quality time with, playing table tennis and having a bit of competitive fun. We are always happy to attend group functions with everyone, including the Nick Nurse Foundation events. We've done some CP24 commercials with the players and athletes and even invited them on a boat cruise.



Enjoying the time with former Raptor Juancho Hernangomez after filming with him.



With Dallas Mavericks' coach and hall of famer Jason Kidd.



With basketball great and hall of famer Dominic Wilkins.



Pictured with 8x NBA All-Star Kyrie Irving.



With basketball super star Luka Doncic.



With good friend and client Nav Bhatia, Toronto Raptors Superfan.



Talking with OG Anunoby.



Watching basketball great Kawhi Leonard.



Warming up Freddie.



In Downtown Toronto with Gradey Dick.



Sitting courtside with legendary singer and songwriter Jazzy B.

Charitable acts: A game-winning assist

I'm honoured to have had enough success in my career to give back to communities and causes that are near and dear to my heart. That's why it means so much to me to be a part of the Raptors community and be able to support many of the same endeavours.

I have been involved in various initiatives with the team, including their philanthropic efforts, such as the Raptors Foundation. The Raptors Foundation is a non-profit organization that supports community initiatives across Canada, and I am passionate about my role as a generous supporter of the organization.

My love for the Raptors has been unwavering, and I have become an ambassador for the team in a sense. I was privileged enough to be able to support a joint fundraising venture led by Sacramento Kings center Alex Len and Toronto Raptors forward Svi Mykhailiuk's fundraiser, Hope For Ukraine Fund. The initiative was started to help the Ukrainian people affected by the war. We hosted the event at our Mississauga office, where Mississauga mayor Bonnie Crombie also attended, and we were thrilled to be able to raise \$100,000.

I've also been fortunate enough to have some of the 905 Raptors players come to our offices for mentorship. Some players may like to help out at some of our more charitable events, and others are interested in real estate. We have 3-4 players visit us every year, and we teach them about investing and show them the business and the day-to-day life of a real estate agent. I look forward to the many opportunities to come and support the players and the organization with its real estate needs. I know our relationship will continue to grow, and I'm proud to be a valued member of the Raptors community.



With 5x NBA All Star Jayson Tatum.



With Jaylen Brown, the NBA finals MVP 2024.



With Donovan Mitchell.



With "Mighty Mouse" Damon Stoudemire.



With Evan Mobley.



With Bruno Fernando.



With RJ Barrett.



At DeMar DeRozan's book launch event.



With Cade Cunningham.



With Mike Conley Jr.



With Tyrese Haliburton.

Business and sports: similar mindsets

Just by being around the team, I've been able to learn more about their work ethic and competitive spirit, which are qualities I believe we demonstrate at Team McDadi. I grew up playing tennis and obtained a scholarship in the United States. This competitive nature has always been part of my identity and is one of the reasons behind our success. I believe my relationship with the Raptors has grown because we share so many of the same values and drive to overcome adversity.

Like many businesses over the last couple of years, our industry was put to the test. During the COVID-19 pandemic, our marketing initiatives went through a tough ordeal. With restrictions on in-person showings and open houses, we pivoted and found new and innovative ways to market our clients' properties. We embraced virtual tours and video walkthroughs, allowing potential buyers to view properties from the comfort and safety of their own homes. Our ability to adapt and innovate has helped us continue to provide exceptional service. Our satisfied customers are happy to share with others all the work Team McDadi has done for them. They have helped us to grow our network of clientele further. And I believe this is one of the reasons we've become the go-to agents for people across the GTA, including the Raptors team, when it comes to investing in Toronto real estate.

Both basketball and real estate share the same level of strategic planning and preparation. In real estate, strategy and planning are major components of what we do in order to secure a win. In basketball, players and coaches need to develop game plans and strategies to outmaneuver their opponents. Similarly, Team McDadi invests a considerable amount of time analyzing market trends, developing investment strategies, and making well-informed decisions to achieve its goals.



With former Toronto Raptors Kyle Lowry (left), and Raptor Fred VanVleet (right).



With former Toronto Raptor and seven-time NBA All-Star Tracy McGrady (left), and with former Raptor Danny Green (right).



At the famous Madison Square Garden.



Hanging out with American rapper Gucci Mane at a Raptors game.



With Raptors' player Jakob Poeltl.



Filming with Precious Achiuwa and having a friendly game of table tennis.

I've adopted this approach from my time as an athlete when it comes to real estate. And just like every team has its dark period, Team McDadi is no exception to the rule. After the tough time we had during the pandemic, I can proudly say that one of the things that set Team McDadi back in the past is now the highlight. Our marketing expertise sets us apart from other real estate agencies. Team McDadi understands the power of effective marketing in today's digital age and leverages the latest technologies to promote our clients' properties. We use high-quality photos and videos and have a remarkable marketing department that has been instrumental in our success. We also utilize social media and other online advertising prospects to showcase clients' homes and reach a wider audience. We always go the extra mile to close the deal, take advantage of openings and seize opportunities to score.

Like the Raptors, Team McDadi is open to opportunities to improve their skills, level up and stay ahead of the game. We attend industry conferences, participate in professional development programs and stay up to date with the latest trends to be the leaders in our field. I am proud of all that we accomplished, and I know that we couldn't have done it without the support of a dedicated team. We work together, communicate effectively and trust each other to achieve success. When one of us wins, we all do.

I am proud to be recognized as one of the elite real estate agents in the Greater Toronto Area. I've been supporting clients in reaching their goals for over 35 years, and I've worked hard at earning a reputation of success and respect. Some of my accomplishments include McDadi being recognized as the number-one agent in Mississauga for 26 consecutive years. My sales volume and market share consistently rank me among the top agents in Canada.



It was great to meet Steph Curry, the all time 3 point scoring leader, 2 time MVP and 4 time NBA champ. A true honour!



Teaming up with Precious Achiuwa and Sviatoslav Mykhailiuk to raise funds for Ukraine.



At a dinner party with Scottie Barnes.

There is a strong correlation between sports and the work that we do. In fact, I make it a practice to hire ex-athletes and sports-minded people because the mindset is the same. You have to know how to compete. In order to have success and longevity in this industry, you have to be able to deal well under pressure. Those are just some of the defining characteristics needed to triumph.

Team McDadi is a success story. But as you can see, it wasn't always like this. Our success wasn't at all a quick and easy road. It's all thanks to our love and commitment to helping our clients reach their real estate dreams. We take pride in working hard, being honest, and providing top-notch customer service. We know that buying or selling a home is a huge deal, and we take the time to really get to know our clients and what they need. We're grateful to have built a community of clients who trust us, no matter who they are because we always have their best interests at heart.

And that's why, in 2023, we decided to take this passion to new heights: Team McDadi is now the **Official Real Estate Brokerage of the Toronto Raptors**.



It was great to see old friend Yuta Watanabe in Toronto.



With Pascal Siakam.



With Karl-Anthony Towns.



With Jalen Brunson.



With Josh Hart.



With Kevin Love.



With Jimmy Butler.



It was great seeing my good friends OG Anunoby and Precious Achiuwa. True class acts on and off the court.



Our ad campaign for the start of the 2024 season featured at the entrance of the Scotiabank Arena.

Team McDadi Promo Night, November 2023

The inauguration of Team McDadi as the Official Real Estate Brokerage of the Toronto Raptors at Scotiabank Arena, during the game against the Milwaukee Bucks on Nov 1st.



Corporate Ad Campaign, 2023-2024

Our partnership with the Toronto Raptors has been promoted on many billboards in busy areas of the Greater Toronto Area.



Raps City Social, November 2023

Team McDadi was one of the sponsors of the famous annual fundraising and social initiative event. Our booth showcasing signed sneakers was a huge success.





Supporting Team Canada, July 2024

Proud sponsor of the Superfan Send-Off event, celebrating Team Canada Basketball as they prepared for the 2024 Summer Olympic Games in Paris.



With Andrew Nemhard.



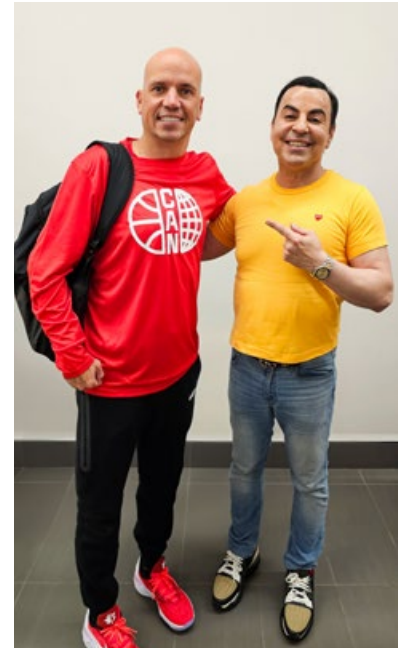
With Khem Birch.



With Shai Gilgeous-Alexander.



With Dillon Brooks.



With Jamal Murray, Head Coach Jordi Fernández and Associate Head Coach Nate Bjorkgren.



With UFC champion and Canadian actor Georges St-Pierre.

Glossary of Terms

As with any profession, there is a great deal of terminology unique to its day-to-day practice. The following glossary will acquaint you with some of the more common terms you will hear in your real estate dealings.

Agency: The relationship between principal and agent, wherein an agent is employed and authorized by the principal to represent the principal in business transactions with a third party.

Agent: One who is authorized by a principal to represent the principal in business transactions with a third party. In the real estate profession, it refers to a broker.

Agreement for Sale: An agreement for the purchase of real property wherein the purchase price is paid in installments and title is not conveyed to the purchaser until the purchase price is paid in full.

Agreement of Purchase and Sale: A contract by which one party agrees to sell and another agrees to purchase.

Agreement to Lease: A contract by which one party agrees to rent real estate to another party for a rental fee or other compensation.

Amortization: The number of years it would take to repay the entire amount of the mortgage loan.

Appraisal: The act or process of estimating value.

Appurtenance: Something which is outside the real property itself, but belongs to the land and is joined thereto. It adds to greater enjoyment of the land. A right-of-way is an appurtenance.

Assessed Value: A valuation placed upon property as a basis for municipal taxation.

Assessor: An official who has the responsibility of determining assessed value for tax purposes.

Assumption of Mortgage: The taking of title to property by a Purchaser wherein he/she assumes liability for an existing mortgage against a property and becomes personally liable for the payment of such mortgage debt.

Balance Due on Completion: The amount of money the purchaser will be required to pay to the vendor to complete the purchase after all adjustments have been made.

Building Codes: Regulations established by local governments providing for structural requirements for building.

Building Line: A line fixed at a certain distance from the front and/or sides of a lot, beyond which no building can project.

Building Permit: A document issued by the municipal authority certifying the blueprints for construction and allowing work to commence.

Bundle of Rights: A concept in which rights of possession, use, enjoyment, and disposition comprise the rights of ownership.

Business: Any undertaking for the purpose of profit, including any interest in any such undertaking.

Caveat Emptor: "Let the buyer beware." The buyer must examine the goods or property they are buying and they, therefore, buy at their own risk.

Charge: The name given to a mortgage document when title is registered under the Land Titles Act.

Chattel: Personal property which is tangible and moveable.

Closing: See Date of Completion.

Cloud on Title: Any encumbrance or claim that affects title to real property.

Commission: Remuneration paid to an agent on sale or lease of property, usually as a percentage of the amount involved.

Common Law: That part of the law formulated, developed and administered by the common law courts, based originally on common customs and mostly unwritten.

Compound Interest: Interest on both the original principal and on interest accrued.

Condition Precedent: A condition in a contract which calls for the happening of some event, or performance of some act, before the agreement becomes binding on the parties.

Condition Subsequent: A condition referring to a future event upon the happening of which the contract becomes no longer binding on the parties.

Condominium: The fee ownership of a specified amount of space with tenancy-in-common ownership of portions used jointly with other owners (the common elements).

Consideration: Something of value given by a promisee to a promisor to make the promise binding.

Construction Lien: See Mechanics' Lien.

Contract: A contract is a legally binding agreement between two or more capable persons for consideration or value, to do or not to do some lawful and genuinely intended act. If for the sale of real estate, it must be in writing.

Conveyance: The transfer of an interest in property from one person to another.

Covenant: An agreement contained in a deed and creating an obligation. It may be positive, stipulating the performance of some act. It may be negative or restrictive, forbidding the commission of some act.

Damages: Compensation or indemnity for loss owing for breach of contract, or a tort (civil wrong).

Date of Completion: The date specified in the agreement of purchase and sale, when the purchaser is to deliver the balance of money due and the vendor to deliver a duly executed deed and vacant possession of the property (unless otherwise agreed). Same as Closing Date.

Deed: An instrument in writing, duly executed and delivered, that conveys title or an interest in real property.

Deed Restriction: An imposed restriction in a deed for the purpose of limiting the use of the land.

Default: Failure to fulfill an obligation.

Deposit: Payment of money or other valuable consideration as pledge for fulfillment of contract.

Depreciation: A loss in value due to any cause.

Description: A legal identification of land or premises.

Developer: One who participates in the subdivision or improvement of land.

Duplex: A two-family dwelling or house.

Easement: A right enjoyed by one landowner over the land of another.

Team meeting with Georges St-Pierre, February 2023





Encroachment: The unauthorized extension of the boundaries of land.

Encumbrance: Outstanding claim or lien recorded against property or any legal right to the use of the property by another person who is not the owner.

Equity: The interest an owner of real property has in its total assets after allowing for encumbrances and creditors' claims.

Escheat: The reversion of property to the state in the event the owner thereof dies leaving no will and having no legally qualified heir to whom the property may pass by lawful descent.

Estate: An interest in land.

Exclusive Listing: The giving of the sole right to offer the described property for sale according to the terms of the agency agreement.

Extras: Chattels included in the sale.

Fee Simple: The highest estate or absolute right in real property.

Fixtures: Permanent improvements to property that may not be removed at the expiration of the term of lease or tenure.

Foreclosure: Remedial court action taken by a mortgagee, when default occurs on a mortgage, to cause forfeiture of the equity of redemption of the mortgagor.

GDS Ratio: Gross Debt Service Ratio. Lender's allowable ratio of gross monthly payment to gross monthly income of mortgage applicant.

Infant: A person who is a minor; under the age of 18 and thus incapable of the independent judgement necessary to undertake a legal obligation.

Injunction: A judicial process or order requiring the person to whom it is directed to do, or refrain from doing, a particular thing.

Instrument: A form of written legal document.

Interest Rate: The percentage which is charged for the use of borrowed money.

Irrevocable: Incapable of being recalled or revoked; unchangeable, unalterable.

Joint Tenancy: Ownership of land by two or more persons whereby, on the death of one, the survivor or survivors take the whole estate.

Landlord: The person from whom another holds tenancy.

Lease: Contract between landlord (lessor) and tenant (lessee) for the occupation or use of the landlord's property by the tenant for a specified time and for a specified consideration (rental).

Legal Description: A written description by which property can be located, definitely

Lessee: Tenant under a lease.

Lessor: The person who grants use of property under lease to a tenant (i.e. the landlord).

Lien: A right, given to a creditor, creating an interest in the real property until the debt is discharged.

Listing: An oral or written agreement between a property owner and a broker authorizing the broker to offer the owner's real property for sale or lease.

Market Value (Formal Definition): The highest price in terms of money, which the property will bring to a willing seller if exposed for sale on the open market allowing a reasonable time to find a willing purchaser, buying with the knowledge of all the uses to which it is adapted and for which it is legally capable of being used, and with neither party acting under necessity, compulsion or peculiar and special circumstances.

Mechanics' Lien (Construction Lien): A claim filed in the land registry office by an individual, or company, for labour or material, or both, supplied for the improvement of the property.

Metes and Bounds: A system of land description whereby all boundary lines are set forth by use of terminal points and angles — "mete" referring to a limit or limiting mark, and "bounds" referring to boundary lines.

Mill: One-tenth of one cent, a measure used to indicate the property tax rate, e.g. a tax rate of one mill per dollar is the same as 0.10 per cent of the assessed value.

Minor: A person who is under the age of legal competence, which is 18 years in Ontario

Mortgage: A conveyance of property to a creditor as security for payment of a debt with a right of redemption upon payment of the debt.

Mortgagee: The one to whom property is conveyed as security for the payment of a debt; the lender or creditor.

Mortgagor: The one who gives the mortgage; the borrower or debtor.

Mortgage Commitment: A formal indication by a lending institution that it will grant a mortgage loan on property, in a certain specified amount and on certain specified terms.

Multiple Listing: An arrangement among brokers who are real estate board members, whereby each broker shares information regarding his listings with the other members, who may negotiate the transaction.

Open Listing: A listing given to any number of brokers without liability to compensate any except the one who first acquires a buyer ready, willing and able to meet the terms of the listing, or secures the acceptance by the seller of a satisfactory offer; the sale of the property automatically terminates the listing.

Summer Party, August 2023 with Georges St-Pierre

Interviewing and learning from the MMA Hall of Famer, and then having him as the main guest in our Annual Summer Party.



Option: A right given by the owner of property to another (for valuable consideration) to buy certain property within a limited time at an agreed price.

Personal Property: All property, except land and the improvements thereon.

Power of Attorney: Delegated written authority to a person to legally act on behalf of another.

Power of Sale: The right of a mortgagee to force sale of the property without judicial proceedings should default occur.

Prepayment Clause: Clause inserted in a mortgage, which gives the mortgagor the privilege of paying the mortgage debt in advance of the maturity date, on stipulated terms.

Principal: The employer of an agent or broker, who gives the agent or broker the authority to do some act for him.

Principal Amount: In mortgage law, this term refers to the debt itself, as distinguished from interest.

Quit Claim Deed: A general release of all claims or rights to a parcel of land.

Real Estate: "Real Estate" includes real property, leasehold and business whether with or without premises, fixtures, stock-in-trade, goods or chattels in connection with the operation of the business. (Real Estate and Business Brokers Act)

Real Estate Broker: A person who represents a principal in a real estate trade.

Real Property: The real estate, plus the rights that go with it.

Realtor: A registered word which may only be used by an active member of a real estate board affiliated with the Canadian Real Estate Association.

Restrictive Covenant: A limitation placed upon the use of property, contained in the deed.

Right-of-Way: The right to pass over another's land, more or less frequently, according to the nature of the easement.

Riparian Rights: The rights of the owners of lands on the banks of watercourses, to take advantageous use of the water on, under, or adjacent to his land, including the right to acquire accretions, wharf slips, and fish there from.

Running with the Land: A covenant is said to run with the land when it extends beyond the original parties to the agreement and binds all subsequent takers to either liability to perform it or the right to take advantage of it.

Salesman: An employee of a broker authorized to trade in Real Estate (as defined within the Real Estate and Business Brokers Act). Also can be referred to as a Salesperson or Sales Representative.

Special Assessment: An assessment which is not customarily levied and which is made against those specific parcels of property directly benefiting there from.

Statement of Adjustments: A statement prepared by the solicitor for the vendor setting out, in balance sheet form, the credits to the vendor (e.g. purchase price, prepaid taxes, prepaid insurance, etc.) and the credits to the purchaser (e.g. deposits, arrears in taxes prior to the date of closing) and the balance due on closing, so that both the purchaser and the vendor will have a record, at the date of closing, of the financial breakdown of the transaction.

Sub-agent: An agent authorized by the listing agent to assist in transacting the affairs of the principal (with express or implied consent of principal).

Survey: The accurate mathematical measurement of land and buildings thereon, made with the aid of instruments.

Syndicate: An association of individuals formed for the purpose of owning, operating and managing large parcels of real property for the mutual benefit of all, and organized as a corporation, limited partnership or joint venture.

Tenancy-in-Common: Ownership of land by two or more persons; unlike joint tenancy in that interest of deceased does not pass to the survivor, but is treated as an asset of the deceased's estate.

Tenant: One who occupies land or tenement under a landlord.

Term: In a mortgage, "term" is the actual length of time for which the money is loaned.

Time is of the Essence: Requires punctual performance of a contract on closing date and is indicated by so stating as in an Agreement of Purchase and Sale.

Title: The means of evidence by which the owner of land has lawful ownership thereof.

Trust Account: An account separate and apart from one's personal monies, as required by law in the case of a broker.

Vendor: A seller of real property.

Zoning By-law: A by-law passed by a municipality and approved by the Ontario Municipal Board, prohibiting the use of land in certain areas for any purpose other than as set out in the by-law. In the Planning Act, it is called a Restricted Area By-law.

Sam McDadi Game Ball Delivery

August 28th, 2015 | Toronto Blue Jays vs Detroit Tigers



Meet & Greet with GSP, May 2024





Thank you

Team McDadi has grown throughout the years — a necessity in order to provide enhanced services to all our clients. However, one thing has remained constant — our commitment to superior service.

Thank you to over 16,400 families who have entrusted us with their real estate needs. Thank you for that privilege. And most importantly, thank you for letting us be a part of your lives.

Sam McDadi Real Estate Inc. will always be committed to providing our clients, our family and our friends with unparalleled service. We look forward to Team McDadi's future with a firm resolve to remain leaders in the real estate field for many more years to come.

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When you aim high,
sometimes you hit a **star**.

This time, it was **four**.



Diamond Winner - Real Estate Agent

Diamond Winner - Real Estate Office

Platinum Winner - Real Estate Broker

Gold Winner - Real Estate Brokerage

Thank you for voting for us.



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Sam McDadi BSc, MBA, Sales Representative
*Based on dollar volume closed transactions 2011-2021.



Celebrating the win in four categories of The Mississauga News Readers' Choice 2022.

No home is too



**or too small for
Team McDadi**

Making sense of real estate

With over three decades of experience, Sam McDadi is one of the top Realtors in Canada, and a household name when it comes to buying or selling homes in the Greater Toronto Area.

The owner of his own brokerage, named Sam McDadi Real Estate Brokerage, Sam has sold more than 16,400 homes in just over 35 years - an impressive average mark of more than one property deal a day - generating over \$10.5 billion in sales. Since opening his company in 2012, Team McDadi was ranked the #1 Real Estate Team in the Greater Toronto Area for 13 consecutive years. His core message of "No home is too big or too small" has served Sam and his team well throughout his career.

Sam's real estate career began in the 1980s just after he graduated from Nicholls State University with a Bachelor of Science (honours) in Finance and an MBA (honours) from the University South Carolina. His team of hand-picked real estate professionals speak more than 20 different languages. In addition, Sam McDadi Real Estate Brokerage has its own staging and marketing departments.

Sam's longevity in real estate has led him to write "Making Sense of Real Estate", an invaluable guide to understanding real estate in Canada. Now in its 14th edition, this book is encyclopedia-like in its depth and content.

"My passion in this business drives my longevity," says Sam. "I really love working with people and providing them with great service. I am always trying to aim higher and think of additional ways to improve what I can offer my clients, friends and family."

