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Summer is over, so is the time when developers do not release their new projects. Typically, in the summer months, the demand is significantly lower, and it's harder to sell projects.

Traditionally, the market is quite stable in the summer, and I wouldn't say that the prices have grown over the past three months. It is common that condo prices stay at the same level through the summer.

At the same time, summer is exactly when I meet with developers to discuss the projects that our company will be selling in the fall. As the negotiations on most of those projects are over, I would note that everything is more or less stable so far. The prices on projects of the first half of fall aren't expected to be significantly higher than the spring ones. However, we are likely to see a fairly decent rise in condo prices in the nearest future.

Therefore, those planning to invest in construction should hurry up before prices hit the tipping point. Mostly, the rise in construction prices is caused by the

WILL CONDO PRICES CONTINUE TO RISE THIS FALL?

steel tariffs imposed on Canada by the U.S in May. Admittedly, most fittings that constitute a significant portion of costs, are imported from the U.S. This inevitably affects the costs of Canada's construction sector. Besides, the City of Toronto once again increased the development charges that a developer pays at the time a building permit is issued. And finally, the prices on suburban land continue to grow. All this together contributes to the rise in the construction and, correspondingly, the housing prices.

And even though the change won't happen right away, and we won't likely see the first signs until winter or spring of the next year, the investors should hurry up because the demand for housing remains strong. The government of GTA is clearly pursuing

the urbanization policy to collect money for creating the necessary infrastructure. And I have no doubts that the demand for condos in Toronto will remain high in the nearest future.

In the first week of September, we are introducing multiple investment projects at once. I'm going to describe the three of them in this article. In general, we strive to choose the most profitable for investors projects, where costs don't depend on the state of the real estate market. As a rule, those projects are in the communities with the progressively developing infrastructure.

First of all, it's the **Saturday in Downsview Park** project of Mattamy Homes - North America's largest privately owned home builder. The project is being built right on



Wonder Condos



the territory of Downsview Park, the unique area with the largest park in Toronto, shopping malls and multiple recreational facilities. Located near the university and the hospital, the boutique condominiums have easy access to GO transit and Subway. It takes less than half an hour to get to downtown. I'd say, the building of this project took place when PSP Investments bought the 370-acre Downsview Airport of Bombardier for 635 million. In turn, one of Canada's largest pension investment managers, PSP Investments provided this land to residential, office and commercial space.

In general, when such massive players enter the market, this is already a guarantee of profitability of the investment. And in this case, several immediately undeniable factors have come together. So any investment in this area will bring an excellent profit. However, it is important to enter this area as quickly as possible, while prices don't skyrocket.

Another project, **Wonder Condos** is introduced by a great building company Alterra. The project is located in Toronto East, in 10 minutes

walk to future Google's SMART CITY - Google's Sidewalk Labs with self-driving cars and other futuristic technologies,- and right in front of EAST HARBOUR TRANSIT HUB AND MEGAMALL - the largest commercial project planned in Canada. The newly proposed project is proposing Subway, GO, the biggest mall and a dozen skyscrapers. According to the analysis, East Harbour itself

will employ over 50,000 people. Apparently, Google Smart City will provide a significant part of workplaces as well.

Finally, **543 Richmond Condos**, a new project from a developer with an impeccable reputation, Pemberton Group, - is the 13-store building in Tronto West, the so-called Entertainment District. This is one of the most popular and expensive areas in Toronto. There are several luxuries hotels, a large shopping mall and several office complexes are being built. The area is experiencing an active stage of reconstruction, and the number of residents is expected to increase from today's 55,000 to 80,000 in the next ten years. And this is exactly what you need for a successful investment.

More information about these and other projects can be found on our website

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You can also call me at 416-832-8343 or attend monthly investment seminars hosted at our office. Register at WWW.INVESTCONNECT.CA

543 Richmond Condos

