

Living in Markham

The Real Estate Market Watch

Winter 2017

The Stories of SOLD

SOLD in 1 Day

Everyone was surprised!" "We still couldn't believe our house was sold for the highest price on the street in just ONE day!"
- Seller.

The sellers were an older couple who had recently purchased a smaller house, and were looking to get this house sold in order to match the move-in date of their new home. We set aside two weeks for cleaning, some minor repairs, maintenance, and a fresh paint job, along with preparing all of the marketing materials before hitting the market.

A young family saw the "For Sale" sign and requested a showing. They were attracted by the home's practical layout and the tranquil deck view.

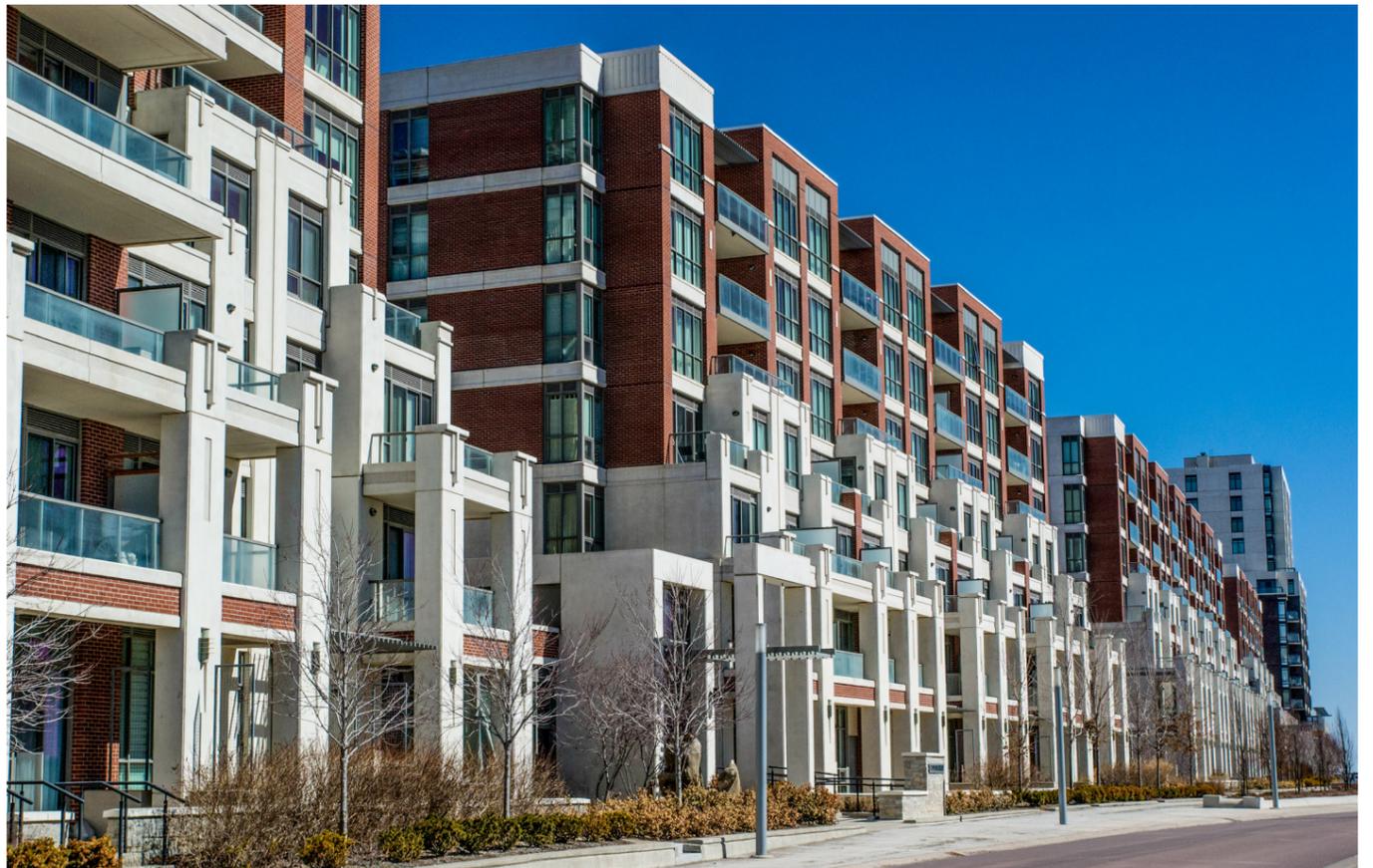
"We really like this house and the park behind it. We can have breakfast here and go for a walk every morning," said the buyers, while they walked through the breakfast area overlooking the Eyer Homestead Park. Since decisiveness is crucial in today's fast moving marketplace, the buyers decided not to wait any longer, and made an offer the same day.



The same day, the offer was accepted at mid-night after some back-and-forth negotiation. Both the sellers and the buyers were very satisfied with the pleasant experience and the win-win outcome!



Ruby Lau
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Downsizing Challenges

Our decision to sell the house that my family had called home for over 25 years was difficult. My husband and I were downsizing from a double-car garage house to a two-bedroom condominium unit, and the anxiety over moving from a familiar location to an unknown one was very unsettling. Having no experience in real estate properties, we didn't know where or how to start the selling/buying process. Luckily, a friend referred us to May, an experienced realtor from Living Realty Inc., who helped us put our house on the market.

From the first meeting with May, she displayed professional knowledge, skills and methods of marketing our property. It was clear that she was a bright businesswoman with integrity and honesty, and was available to provide her professional, while serving our best interests in selling our house. She left us a warm and positive impression. After we discussed

with our daughter, we signed the listing agreement with her the next day. Working with May ceased all the apprehension we initially felt about selling our house, as we could tell we were in good hands.

Thanks to May's years of staging experience, we were able to advertise the key features of the house to potential buyers, without unnecessary spending on luxurious renovations. She pointed out how even though most of our fixtures and chattels were in their original condition, they were maintained very well and kept in good condition. Given that my husband and I are a retired couple, we were very appreciative of how she allowed us to save all this extra energy and money on renovations. With her expertise, we sold our house over the asking price -- after only 10 days on the market!

When it came to purchasing our retirement home, May patiently listened and explained the all the best options that were available to us. She was cognizant of what we needed and wanted in our retirement home, and only showed us lo-

cations and buildings that were reflective of our requests. In the end, May helped us purchase a lovely condominium with a park view and in a convenient location. This unit is a great place for us, and we have already enjoyed living here very much!

After working with May in buying and selling properties, we realize how important to hire a confident and experienced real estate agent. We were glad that we found a realtor who knew exactly what she was doing, and guided us every step of the way. Through this process, we have developed a wonderful relationship with May, and we could recommend her as a realtor to any of our friends and family without second thought. We are so pleased that we made the right choice in working with her to sell/buy our homes.



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news.livingrealty.com



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Follow us @LivingRealtyInc



The "Stigma" of T-Junction

As I drove into the sellers' driveway for an eight o'clock pre-listing appointment, I told myself, "This is not going to be easy". The house sat right on a T-junction. Like many others, this was the first time these sellers had put a house on the market. It was a home that they had lived and raised children for more than a decade. Besides emotional attachment, they had lots of questions and many "what if's".

Despite the "stigma" of the house being on a T-junction, it was sold at the price they wanted. The happy outcome was the result of proper marketing, organizing multiple open houses with excellent staging, and standing by the sellers to provide guidance and reassurance. After the transaction was completed, I received the following message from my satisfied clients:

"Dear Serene, Thank you so much for your excellent service in helping us with the sale of our home. We truly appreciated your expert advice and your attentiveness in dealing with every aspect of the sale. I will certainly call upon you for my next home purchase.... I have already told my friends how personable you are and easy to talk to. Most of us are unsophisticated sellers, so we need someone who is not only knowledgeable, but trustworthy. We found both qualities in you. Even though the whole thing is a business for you, I always felt you had my best interest at heart. So I do look forward to doing business with you again, you made the whole process less difficult than I know it can be.

- The sellers"



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For Sale By Owner

I remember one beautiful day in summer. I drove by the Markham area and saw a "For Sale" sign, posted by sellers who were trying to sell their house privately. I knocked at their door and chatted with them. The first response from the sellers was: "We don't need real estate agents to sell the house! We have a few buyers interested in my property already! In fact, we have a handful of real estate agents who have already inquired."

However, I explained to them that our office was in the neighborhood and that with my experience and connections, I was very confident that I could get them quality buyers, with top offers, in minimal time. I left my business card with the sellers, advising them to try their "private sale" for a couple of days, then give me the opportunity to provide my professional services should the need arise.

Three days later, the sellers called and I listed their property. I managed to land them an offer that was way above their asking price, and with no conditions! Afterwards, the sellers said: "This real estate business is far more emotional than

I ever thought it would be. It's emotional for us to sell our home, to stage, to negotiate, and to go through the entire process! Luckily, you helped us to take the stress out of our situation and keep everything flowing. You are very professional, knowledgeable, efficient, and trustful -- and that personal touch made our real estate choice easy."

I felt great at that moment. Since meeting their real estate needs, I have become friends with the sellers, and have even been invited to several of their gatherings since, such as birthdays, Christmas and New Year celebrations, etc.

Experience, trust, confidence, knowledge of the market, and providing good services to your clients: these are the key qualities that most people look for in a real estate agent. I really enjoy my career, and I am very proud of myself when I am able to help someone realize and fulfill their dream of selling and/or buying a home.



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Merry Christmas and a happy New Year!

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@realtor.rubylau



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Highway 7/ Highway 400, Vaughan
Newest Condo! Close to Vaughan Metropolitan Centre, Subway Station, VIVA and GO Stations. 7 Mins to York University and 45 Mins to Union Station. 2 Mins to Hwy 400/407. IDEAL for Investors and End-Users. Great Location! Great Price! Parking Included!
旺市新盤地點屬同區之冠，勢必成為 2017 年搶購熱潮。地鐵巴士站全部舉步可至。2分鐘到 404/407 高速公路，7分鐘到約克大學，45分鐘到市中心 Union Station。送車位，性價比首屈一指，投資者或首次置業人士首選。

Call for Details



Yonge/Eglinton, Toronto
Brand New 1+1 With 2 Washrooms; Open Concept; Laminated Flooring; Same Floor Locker; Great Building Amenities; Loblaws Supermarket at Ground Floor; Walk To Subway; Act Fast! Won't Last!

\$2,000 /Month



Markham Road/ Major Mackenzie, Markham
Pre-Construction FREEHOLD Townhomes 1,764 sq.ft., 9' Ceiling, Spacious Designs and Exquisite Interior Finishes; Top School in Wismer Community, Walk to Supermarkets, Banks, Restaurants, Shopping Plazas and Mount Joy GO Train Station! *2018 March Occupancy*!!
樓花愛好者注意：萬錦市名校區 Freehold 鎮屋，3睡房，1,764呎，主層9呎樓底，單車房，由意大利建築商興建。優質上車盤，2018年3月入伙。

\$858,000



Leslie / Mulock, Newmarket ** 2 Acre Private Lot **
Well Kept Custom Built Home on a Quiet 2 Acre Estate Lot with Fabulous Landscaping. Gorgeous Sized 4 Bedrooms, Functional Layout with over 2,700 Square Feet of Living Space. 1 min. to Hwy 404, Easy Access to all amenities.

\$2,490/Month



The House Across The Street

The buyers had once lived in Toronto, before selling their home and moving to Hong Kong many years ago. They decided to return to Toronto for their retirement. Since the real estate market had appreciated greatly, they were worried about whether they could find a house within their budget.

I explained the process of buying a house, identified the location of our search, and verified their budget, all before we went house-hunting. In today's market, timing is everything – right time, right people, right property, and of course, right price. It was almost a miracle to see everything coming together!

I remembered the first time I showed the property to the buyers, as soon as we arrived at the first property and stepped out of our car, we heard someone shouting

from across the street: “Hi dear, make an appointment to see this property as well!” It was a real estate agent, who was working to get that house onto the market as well. After showing the first property, we went across the street and chatted with the real estate agent. With the permission of the seller, we were able to see the property before it went to the public.

After several showings with my buyers, they decided to put an offer on the house “across the street.” I communicated with the listing agent, and presented a “right” offer. Both real estate agents worked professionally to put the “right people” together at the “right time”. The buyers were happy with the result, and it all happened within a short period of time!



Silvia He
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Decluttering & Freshening

This house was about 20 years old and still in its original condition. The first time I visited the house, I found that the sellers were very nostalgic people, and kept a lot of their belongings in the house. Decluttering was the first thing to do in order to make the house as spacious as it should be. The sellers were also encouraged to repaint most parts of the interior. I assisted with freshening up the house, without setting aside a large budget for renovation and home staging.

The car lift for the third car in the double car garage was one of the main features of the property. Potential buyers were interested in how it worked, as it was not common in this area. The property was also on a premium corner lot, with a much wider and deeper backyard than many nearby properties. Multiple open

houses were conducted, and flyers were sent out around the neighbourhood. The property received very good responses. Also, I was able to connect with a number of interested parties through an internet and marketing campaign.

Finally, there were multiple offers registered on the same day, all of them were unconditional offers accompanied by bank drafts. The property was sold! The sellers were very happy with the result, and highly appreciated my professional service -- from the pre-listing stage, all the way through to the closing of the transaction.



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For More Sold Stories, Please Contact:



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Jason Liu
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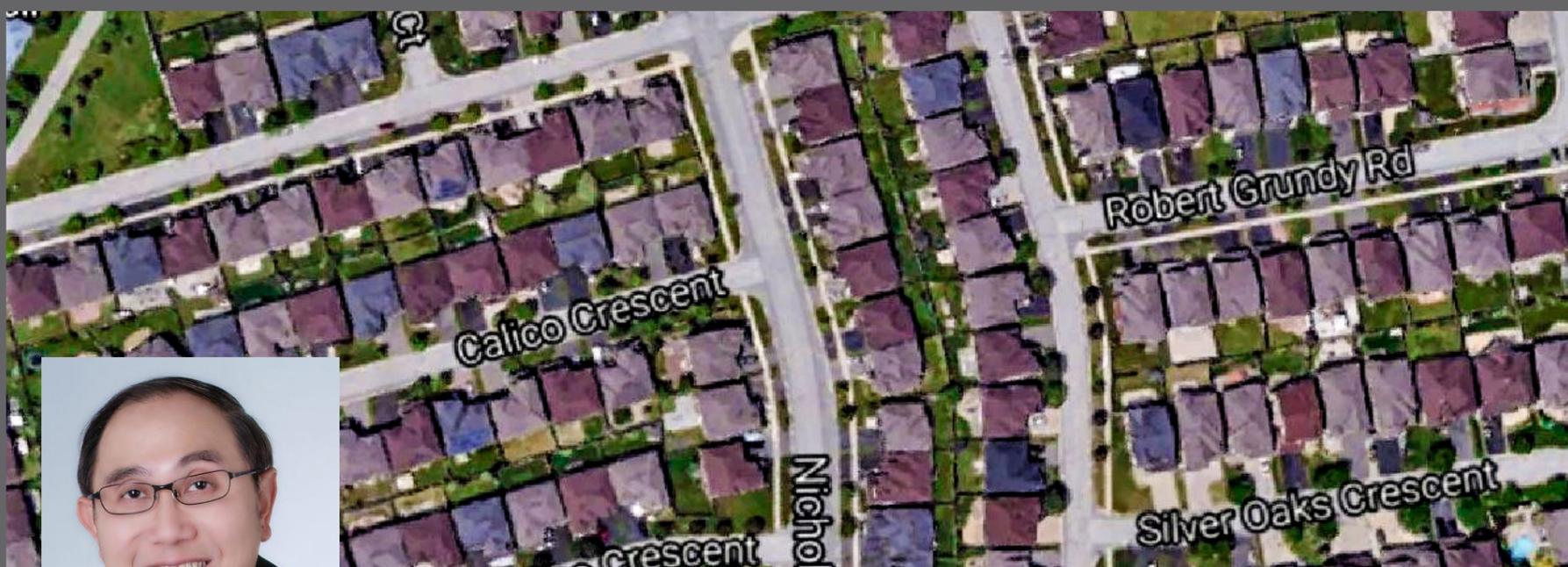
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Woodbine / Major Mackenzie, Markham - EXCLUSIVE

Aspen Ridge “Ricci” Model 45 Foot Lot 5 Bedroom Double Garage. Professional Finished New Kitchen. State of the Art Kitchen Cabinets to Ceiling, Matching Centre Island, Quartz Counter Tops. Brand New Stainless Steel Built-In Steam Oven, Microwave, Fridge, Dishwasher and Stove. Brand New 24 Inch Porcelain Floor. Brand New 4 Inch d\Dark Walnut Oak Hardwood Floor in Living/Dining and Family Rooms. Iron Picket Staircase. Top of the Line New Frameless Glass Shower, New Bathrooms with Undermount Sinks. New Paint.

Call for Details



Bayview/Eglinton, Toronto
 Custom Built 4+1 Bdrms, 5 Washrooms, Finished Walkout Basement. Sun-filled Home With Lots of Natural Light. Innovative Posh Kitchen Designed; Solid Wood Doors Through Out. One Of A Kind, Don't Miss It!

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\$2,988,888



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Adrienne Kong
 Sales Representative
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Bayview/Elgin mills, Richmond Hill
 Detached Home, 3+1 Bedrooms, 3+1 Washrooms, Finished Walk-Out Basement

Call For Details

Bayview/Highway 7, Richmond Hill
 2 Bedrooms, 2 Washrooms, Approx. 830 Sq. Ft. Great Layout; Walk to All Amenities!

Call For Details

Yonge/ Queensmill, East Gwillimbury
 12 Years Old Bungalow; 2+1 Bedrooms, 1+1 Washroom, Finished Basement; Backing Onto The Holland River; Direct Access to The River With A Short Ride to Lake Simcoe! Rare Find!

Call For Details



Bayview/Sheppard, Toronto
 Only a Small Quantity of Units Left in this Boutique Style Condo! Don't Miss This Opportunity to Own a Unit at this Prestigious and Luxurious Location. Right Across Bayview Village, Steps to Subway, Park, School, Hwy 401 and Much More.

Jody Wong
 Sales Representative
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Call for Details



Langstaff / Pine Valley, Vaughan
 Detached House With 3-Car Garage; Lot Size - 61' x 132'; Over 5,000 Sq.Ft. Living Space; 4+2 Bedrooms, 4+1 Washrooms; Finished Basement With Separated Entrance

Call for Details



Rutherford / Dufferin, Vaughan
 4+2 Bedrooms, 4+1 Washrooms, 2 Kitchens, Separate Entrance To Finished Basement, 12 years old house

Call for Details



Nancy Guo
 Sales Representative
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Kennedy/16th, Markham
 2 Year New Detached Home in Most Sought After Upper Unionville, Almost 3400 Sft, 5 Bedroom, Corner Lot. One of the largest Floorplans by Fieldgate Homes, Ideal Layout. Short Walk to Top Ranked Pierre Elliott Trudeau High School.

Call for Details



Warden/Hwy 7, Markham
 High Demanded Unionville 3000 Sq Ft Family Home, Short Walk To Top Ranking Schools, Coledale Public, St. Justin Catholic Elementary Schools & Unionville H.S. Newer Painted, Hardwood Floor Through Out Main And Second Floors. Close To Go Station, Markham Town

\$2,800/Month



Bathurst/Major Mackenzie, Vaughan
 4,761 Sq.Ft. Living Space; Modern Home Located in Prestigious Upper West Side Community, Only 9 months Old. Over \$150k Upgrade, 2-Story Foyer; Built in Appliances; Steps to A Large Park, Walking To Future School.

Call for Details



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Kennedy / Major Mackenzie, Markham
 4 Bedrooms Approx. 2,100 Sq.Ft. 2-Car Garage in Prestigious Angus Glen Community, This Is Not To Be Missed.

\$1,120,000



Kennedy / Major Mackenzie, Markham
 Angus Glen community, 3 Bedrooms With The Most Efficient Layout And Well Kept Detached Home, With A Beautiful Backyard Garden To Enjoy The Summer Sun And The Unobstructed View. It's Surely A Nice Home To Have.

\$900,000



Kennedy / Highway 7, Markham
 Opposite to The New Kennedy Square, Close to Downtown Markham And Future York University, This 3 bedrooms With Finished Basement Semi Detached Home Is The Best Choice For Investor Looking At Collecting Rental Income Or Downsizing!

\$680,000



Scarborough Land
 100*150 Sq. Ft. Can Be Subdivided Into 2 Building Lots. Call For Details!

\$1,100,000



Sonia Chun
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Norfinch Dr. / Highway 400, Toronto
Cash & Carry / Take Out Restaurant, Fully Equipped. Easy to Operate, Easy Menu, Low Food Cost. Total of 3000 sqft, Net rent \$6300, average sale \$700,000/year

\$ 235,000



Markham Road / 16th, Toronto
Japanese Restaurant for Sale With Fully Equipped Kitchen. Total 1400 sqft/Rent \$4660 Included TMI/HST/Water. Very Busy Plaza with Many AAA Businesses. Many New Developments.

\$159,000



May Liang
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Kennedy / Finch, Toronto
3-Bdrm Bungalow, Newer Windows & Roof; Huge Basement; Walk to 24H TTC Stops; Easy Access to Hwy 401 & 404; Steps to Plazas, Restaurants & School; Terrific Lot: 65 Ft. x 136 Ft. Good For Dream Home or Investment.

\$899,900



Dixie Rd / South of Hwy 401, Toronto
Business for Sale, Japanese Restaurant, Fully Equipped, LLBO, 99 Seats. Total Area 3,400 sqft, Rent \$6,000 Including TMI+HST, Lease 3.5 year + Renewal Option, Average Sale : \$60,000 - 65,000/monthly

\$ 329,000



St. Clair West/Christie, Toronto
Downtown Toronto's Hillcrest Village Japanese Restaurant For Sale Total of 1200 sqft, Rent \$2150 + TMI+HST Fully Equipped Kitchen With LLBO 35/ Patio 16 Seats ***Lots of Potential to Grow**

\$129,000



Eddie Cheng
Sales Representative
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Pacific Mall Small Unit For Lease
Heavy Traffic Chinese Indoor Mall To Start Your Own Business at a Comparable Low Rent. Suitable to Most Kinds of Businesses.

Call for Details



Amy Lai Sales Rep.
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Warden/Hwy 7, Markham
* Fontana Condo: East Facing 2+1 Penthouse
* Top Ranking High School in Prime Markham Location
* 1 Parking + 1 Locker
* Builder Incentive Rebate at Closing
* Assignment for Sale; Feb 2017 Occupancy

\$539,000



McCowan/ 16th, Markham
* Markham Meadows by Greenpark
* South North Facing Townhouse
* Practical Floorplan With 3 Bedrooms and 3 Washrooms
* High Ranking School Zone
* Mid 2017 Closing

\$729,000



Yonge/Major Mackenzie, Richmond Hill
Pre-construction Detached at Mill Pond Community 3-car garage, 5 Ensuite Bedrooms, Over 5,500 Sq.Ft. Living Space, 10' Ceiling on Main Floor, 9' on Bsmnt and 2nd Floor, Waffle Ceiling & Spiral Stair W/ Open to Above & Below, Hardwood Floor, Sept 2018 Closing

\$ 2,500,000+

Thank You for All My Clients & Friends' Support - Six Consecutive Years of President Award Winner

感謝我所有客戶, 朋友的支持和信任, 連續六年獲得 "President Award" 業績大獎

Merry Christmas & A Happy New Year

聖誕快樂 * 新年進步 * 身體健康 * 財源廣進

Compliments from Sellers & Buyers 買家及賣家的稱讚和評價



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Property : Scarborough - Sold in June 2016
"Raymond sold my property for an excellent price ! Way over my asking price ! In fact, this was the highest sold price recorded for similar properties in my neighborhood. Raymond is exceptionally professional and knowledgeable"

"Raymond 把我的房子在幾天內超叫價賣出! 事實上, 這是在我家附近相似的房屋有史以來最高的賣出價記錄。Raymond 是非常專業和地產知識豐富。"



Property : Markham - Purchased in July 2016
"We are new immigrants from China & we are very lucky to have Raymond helped us throughout the entire process in finding our lovely home. Raymond is really knowledgeable, hard working and patience. Raymond explained everything to us in details and full analysis of the area .. from showing of the areas & properties, offer negotiation, mortgage financing, house inspection, lawyer ... etc.. Raymond will definitely get more business and referrals from us !!"

"我們是來自中國的新移民。很幸運, 我們有 Raymond 在整個過程中盡心幫助我們, 為我們找到這可愛的家。Raymond 真的是知識豐富, 勤奮和有耐心。作為加拿大的新移民和極有限的英語能力, Raymond 都能詳細地解釋一切... 從每個地區和房屋的分析, 到談話化, 房屋貸款, 驗樓, 律師... 等等.. 都盡心盡力做到最好! 可以稱上是最優秀的「一條龍」服務! Raymond 肯定會獲得我們更多的生意和朋友轉介!"



Property : Aurora - Assignment Sold in April 2016
"Raymond purchased the property for us as an investment in mid 2015 and sold it as (an assignment) in 6 months. We made almost Two Hundred Thousand in profit. Raymond made excellent suggestions for my real estate investments throughout the last five years, based on my needs and financial situations. We are totally satisfied with his services and trustful investment ideas. Will strongly recommend to my relatives and friends"

"Raymond在2015年中期為我們購買了這個物業作為投資用途, 並在6個月內將樓花轉讓出售。我們賺了幾乎二十萬的利潤。Raymond根據我的需要和財務狀況, 在過去五年里為我的房地產投資提出了很好的建議。我們對他的服務和可信賴的投資理念完全滿意。將強烈推薦給我的親戚和朋友"

Living Realty Returns to Downtown Toronto



Since it was established in 1980, Living Realty Inc., Brokerage has maintained an active presence in all areas of the GTA.

This is particularly true for Toronto's downtown core, where the brokerage has taken the lead on helping buyers connect with many exciting high-rise development projects. Just this year, Living Realty had the privilege of being a VIP brokerage for a list of city core projects that includes HOME (Power + Adelaide) by Great Gulf Homes, AYC by Metropia and Diamond Corp, MAX by Tribute Communities, The St. Lawrence by Fernbrook and Cityzen, and many more.

The brokerage's downtown roots go back to 1986, when Living Realty expanded to bustling Spadina Street, in the heart of the city's historic "Chinatown" neighbourhood.

While the Spadina branch has long since closed its doors, the Living

team has continued to maintain an active presence in the core. This year, we are very pleased to announce that we are once again putting down roots in downtown Toronto with the opening of our Yonge & Bloor branch – located just steps away from the iconic intersection itself, and some of the city's most prestigious neighbourhoods such as Yorkville, Rosedale and Dundas Square.

Where and when will the Yonge & Bloor Branch be opening?

To provide maximum convenience for our downtown clients, Living Realty's newest branch will be located at 7 Hayden Street, just steps south of access to the Yonge & Bloor TTC station.

The Yonge & Bloor branch is anticipated to open its doors by December 2016, and will be ready to start accepting walk-in visitors at that time. A Grand Opening event in the works for early next year. Those interested in connecting with our newest branch's team can do so either by phone at (416) 975-9889,

or by emailing branch manager Isaac Quan at isacquan@livingrealty.com.

If you're a real estate sales representative or broker, and are looking for an opportunity to grow your skill set as a part of our new branch's sales team, we've got good news: we're hiring right now! For more info, check out our careers information site at careers.livingrealty.com.

Article by Christopher Cooper. Web Content Developer, Living Realty Inc., Brokerage

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FOR MORE INFORMATION, CONTACT OUR BRANCH MANAGERS:

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1. Some conditions apply and subject to the registrant's gross earnings. Contact a branch manager for more details. E.& O.E. | *Sales Representative **Broker