

ANDREA MORRISON'S MARKET NEWS

"REFERRALS ARE ALWAYS WELCOME!"

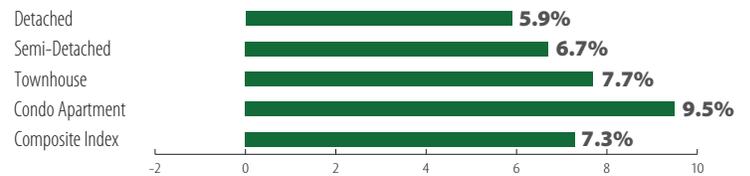


STRONG GTA SALES RECOVERY IN 2019

MARKET HIGHLIGHTS

- December sales were up by an eye-catching 17.4% versus December 2018; total 2019 annual volume growth was 12.6%
- 2019 annual sales were in line with median annual sales for the past decade; 2018 annual sales were the lowest in the past decade
- 2019 sales recovery was buoyed by a strong regional economy, declining mortgage rates and increased consumer confidence
- New listings were down by 2.4% on an annual basis despite volume recovery; prices continuing to trend upwards (MLS® HPI up by 7.3% in December)

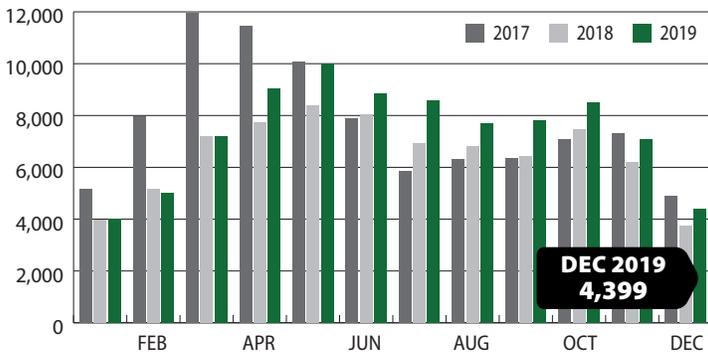
MLS® Home Price Index by Segment



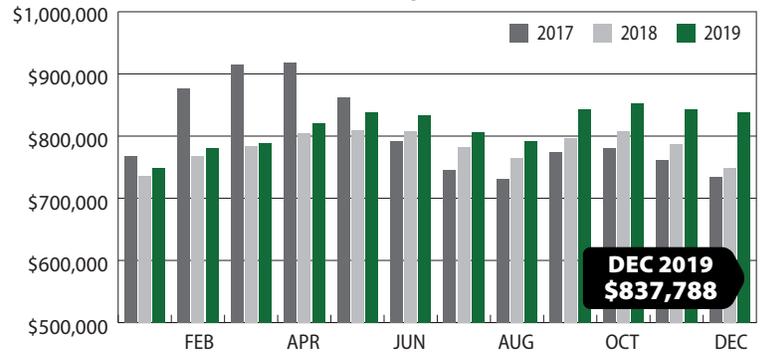
Resale Home Sales

	Dec 2019	Dec 2018
+17.4%	4,399	3,746

GTA Resale Home Sales



GTA Average Resale Price



for more detailed GTA statistics: ANDREAMORRISON.INFO



ANDREA MORRISON
SALES REPRESENTATIVE

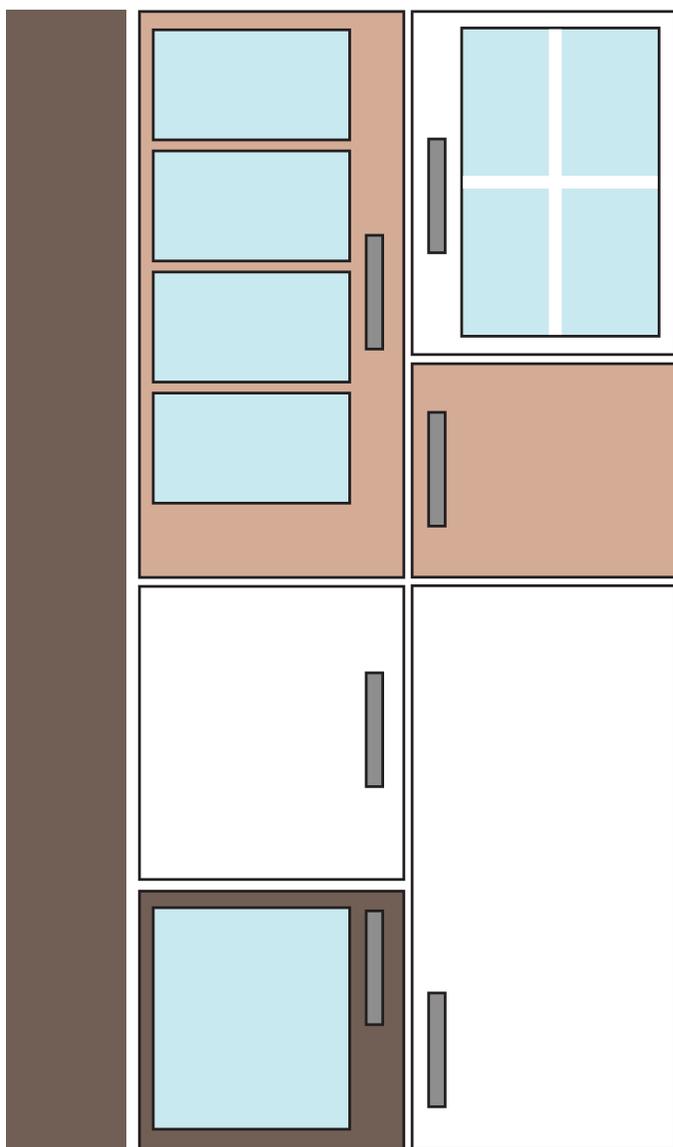


416-762-8255

Andrea@AndreaMorrison.com
www.AndreaMorrison.com

Royal LePage Real Estate
Services Ltd., Brokerage
2320 Bloor Street West
Toronto, ON M6S 1P2

THE KITCHEN CABINET TRENDS TO EXPECT IN 2020



If you've got kitchen cabinets that are outdated, damaged, or constantly sticking and squeaking, it may be time to give them a brand-new look. Changing your cabinets can drastically alter the look of your kitchen and add instant value to your property. Since cabinets take up a lot of visual real estate, upgrading them can be costly. That's why it's important to choose a style you'll love. Here's the lowdown on what cabinet trends will be most popular this year according to design experts.

MINIMALIST HANDLES

Kitchens tend to be some of the messiest rooms in the home. That's why clean, minimalist design is all the rage this year. In 2020, handles should be slim, discreet, or invisible altogether. While antique handles, knobs, and cup pulls add flare, they can sometimes create visual clutter so it's best to avoid them if you want your kitchen to look on-trend.

Instead, opt for cabinets that have recessed handles built into them so there's no need to add extra hardware. There's also push latches that let you push on the cabinet door to get it open.

For those who prefer some hardware, edge pulls that sit on top of the doors work great for cabinets below the counter. You can also go for integrated handles, such as a lip or a pull, made out of the same materials as the cabinets for a clean and unified look.

GLASS DOORS

Not everyone loves glass doors. It exposes everything inside your cabinets, forcing you to keep your dinnerware in a perpetually presentable state. Luckily, experts are calling for the comeback of textural glass, such as smoked or fluted (also known as reeded). These materials offer a glimpse into your curated dinnerware while providing just enough obscurity. To pull off this trend, avoid installing too many glass panels. Instead, pick only a few sections in your kitchen where the glass panels will work best.

WARM TONES

This year's colours should be soothing, neutral, and inspired by the outdoors. Think browns, beiges, greys, and terracotta. You can pull this off by incorporating natural materials into your cabinets and shelving, such as blond woods, dark woods, marble, and quartz. This trend towards warm tones has naturally led to the rise of reclaimed wood in kitchen cabinetry. To do this trend right, make sure the materials you use have a matte finishing.

POPS OF COLOUR

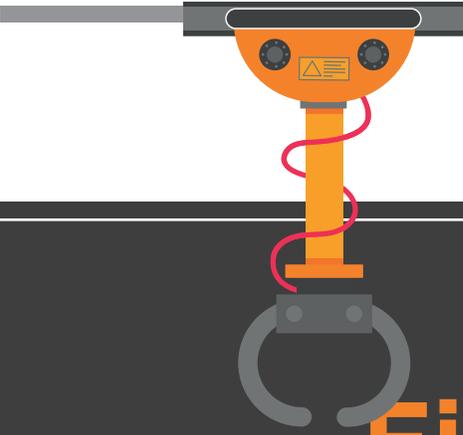
Even though warm, neutral tones are in, unexpected pops of colour are still encouraged for 2020. You can play with colourful accents by placing bright dishes behind glass cabinets. If you're feeling bold, consider adding colour to your cabinets. Not sure which shade to pick? The Pantone Color Institute selected Classic Blue as its colour of the year, a deep shade it described as being "solid and dependable."

HIDDEN APPLIANCES

Like cabinet handles, keeping range hoods, refrigerators, and dishwashers out of plain sight will be on the rise in 2020. One way to hide them is to disguise them with front panels that match your cabinets. This can even be done on large oven hoods as well. Hiding your appliances creates a less cluttered, sleeker facade that's more aesthetically pleasing to the eye.

NO CROWN MOLDING

Traditionally, crown molding is installed above kitchen cabinets in order to join the cabinets to the ceiling. For the year ahead, design experts expect to see less of this. Instead, they're seeing cabinets go all the way to the ceiling for added storage and an overall cleaner look.



Five ways robots will take over the construction industry

Many industries have been transformed by automation: retail, finance, manufacturing. Home construction, however, has been slow to adopt innovations in automation—but that's all starting to change. After decades of research on construction robotics, new technology is beginning to emerge that could potentially make home construction safer, faster, and much more efficient. Meet the robots that could build your future house.

Machines that drive themselves

Autonomous machines aren't just for the road. They're being put to use on construction sites too. Volvo Construction Equipment has been working on an electric, self-driving load carrier called the HX2 that can transport heavy loads without a driver. Technology tells the machine how to get around the site, even helping it detect humans and obstacles that might be in the way.

Built Robotics is another company working on autonomous technology for the construction industry. Rather than creating a new machine from scratch, it's working on a technology kit that can be retrofitted onto existing vehicles, such as dozers and excavators, turning them into autonomous machines that can carry out normal functions through remote supervisors.

Drones that inspect work sites

Drones are very handy in the world of construction. They have increasingly replaced traditional land-surveillance methods since they can survey working areas aerially, scanning the site for potential hazards and capturing important data much faster than conventional methods. Drones can also be used to supervise and monitor employees, as well as increase safety and security on the site. Not only can drones save time and money, but they are also expected to create hordes of new jobs in the construction industry.

Robots that lay bricks

Several bricklaying robots are catching the construction industry's attention. There's the Hadrian X by the Australian-based tech firm FBR and the SAM100 by New York-based Construction Robotics. The latter is a metal arm that can lay 300 to 400 bricks an hour (humans can only lay 60 to 75 bricks an hour). The company claims the robot will boost productivity, improve workplace safety and job planning, and address labour and housing shortages.

3D printers that create ceilings

Researchers from ETH Zurich, a science, technology, and engineering university in Switzerland, have been experimenting with a three-storey house built entirely by robots. The team says it's "the first house in the world to be designed, planned, and built using predominantly digital processes." One of the most innovative features of the house is the geometric concrete ceiling called the Smart Slab. The ceiling's underlying formwork was created by a 3D sand printer, which uses the least amount of material needed to make the slab load bearing. This results in an eco-friendly formwork that weighs half as much as typical concrete slabs.

Robotic arms that build walls

ETH Zurich has also enlisted the help of an industrial robot called the In situ Fabricator. It's a robotic arm on wheels that's designed and programmed to build curved walls. To do this, it creates a 3D structure out of steel rebar mesh, which later gets filled with concrete. Like the Smart Slab, the robot only uses as much material as needed, reducing the overall amount of waste.



To My Valued Clients

The Canadian Real Estate Association (CREA) is predicting Canada's average home price will rise by 6.2% in 2020. That's on top of the 8.4% increase we experienced over the past 12 months. One outcome of higher home prices is higher mortgage payments - even if interest rates remain at their historic low levels.

Consider today's average Canadian home price of \$528,728. With the minimum down payment, that translates into a monthly mortgage payment of \$2,462 - given a 2.99% rate and a 25-year amortization. Tack on another 6.2% of price growth by this time next year, the average Canadian homebuyer will be facing a home price of \$561,509 and a \$2,607 monthly payment - with the same 2.99% interest rate and 25-year amortization. That's a monthly increase of \$145 without any increase to our exceptionally low rates.

What are the chances that wages will rise by 6.2% next year just to keep up? Well, to quote the legendary boxer, Muhammad Ali: "Slim to none. And Slim just left town".

Prices are on the rise because of the basic law of supply and demand. Simply put, builders can't keep pace with the ever-rising tide of new immigrants to Canada. From July to September, Canada welcomed 208,234 new people, with 83% of that influx due to international migration. That's the fastest pace on record going back all the way to 1971.

It's somewhat contradictory that the government is so concerned about home price overvaluation (which spawned the mortgage stress test rules in 2018) while at the same time it is keeping the immigration doors wide open - even though homebuilders aren't able to keep up with demand. Policymakers then try to "solve" the problem on the backend with stopgap measures such as low-income housing initiatives. If this situation persists, there may eventually be some debate about slowing down the tide of immigration - at least for a while.

As usual, your client referrals are both highly valued and greatly appreciated. Until next time, take care!

Andrea Morrison



ANDREA MORRISON

SALES REPRESENTATIVE

416-762-8255

Andrea@AndreaMorrison.com

www.AndreaMorrison.com



Royal LePage Real Estate Services Ltd., Brokerage
2320 Bloor Street West,
Toronto, ON M6S 1P2



Pearls of Wisdom



"When I eventually met Mr. Right I had no idea that his first name was Always."

– Rita Rudner

"Always remember that you are absolutely unique. Just like everyone else."

– Margaret Mead

"I used to sell furniture for a living. The trouble was it was my own."

– Les Dawson

"History will be kind to me for I intend to write it."

– Winston Churchill