



John Gaio

\* SALES REPRESENTATIVE

Special Points Of Interest:

- Market Watch
Mortgage Rates
My Recent SOLD Listings
Pre-Approved Mortgage
Mortgage Insurance

Inside this issue:

- Market Watch 1
My Recent SOLD Listings 1
Save NOW With a Home Retrofit Grant 2
Pre-Approved Means Prepared 2
No Tax On Your Home's Capital Gain 3
Private vs Bank Mortgage Insurance 3
Great Referrals Greater Rewards 3

Gaio Newsletter

HELPING YOU MAKE INTELLIGENT DECISIONS



Fall/Winter 2011

Market Watch

Strong Third Quarter

Greater Toronto REALTORS reported 7,658 transactions through the Toronto MLS system in September 2011 - a 25 per cent increase over September 2010. Sales during the first three quarters of 2011 amounted to 70,588 representing a 2.6 per cent increase compared to the first nine months of 2010. 'We have experienced strong growth in sales so far this year, with a much more active summer compared to 2010. However, while sales have been strong, we have continued to experience a shortage of listings, resulting in more competition between home buyers,' said Toronto Real Estate Board President Richard Silver. 'Over the past few months, the listing situation has started to improve, so we expect home buyers will have more homes to choose from in the months ahead.' With annual growth in sales

(+25 per cent) outstripping annual growth in new listings (+15 per cent) in September, market conditions became tighter and the average selling price continued to grow by close to 10 per cent on a year-over-year basis. As buyers continue to take advantage of the affordable home ownership options in the GTA, we remain on pace for the second best year for sales.

For additional real estate market information, go to my site www.johngaio.com and receive the latest news in real estate as well as FREE reports and tips. If you are thinking of Buying or Selling in the future and are looking for an honest and reliable Real Estate professional that consistently exhibits the highest levels in customer service and delivers proven results, contact John Gaio.

'Because You Deserve More'

Residential Mortgage Rates

4YR FIXED 2.99%
5YR FIXED 3.39%
VAR 5YR CL 2.70%

PRIME RATE 3%

\*OAC RATES MAY CHANGE WITHOUT NOTICE

If your Mortgage is up for renewal, consult John Gaio for personal advice and recommendation.



My Recent SOLD Listings



## My Listings



### 20 MILKWEED CRESCENT

Detached 2 Storey  
40.03 Ft X 82.12 Ft Lot  
4 Bedrooms  
3 Baths

#### ATTENTION HOMEOWNERS

All of my listings are now **SOLD**. I have buyers ready to **BUY**

Listings are selling **FAST** for **TOP** dollar

**LOW** mortgage rates

*The Time is **NOW**. Call John Gaio Today!*



Receive a **FREE**

*How To SELL Your Home Book.*  
A step-by-step guide for home  
owners, compliments of

*John Gaio*

**“ The  
Government of  
Canada has  
renewed the  
ecoENERGY  
Retrofit Homes  
program from  
June 6, 2011 to  
March 31,  
2012”**

## Save NOW with a home retrofit grant

The ecoENERGY Retrofit - Homes program can help you invest in energy-efficient upgrades. Owners of most homes, four-season recreational properties and low-rise multi-unit residential buildings (MURBs) can register to be eligible. The maximum federal grant is \$5000 for applications since April 2007. If you participated before April 1, 2011 and have not received the maximum amount for your current property, you can submit one

more application for additional improvements after Jun 6, 11.

#### Steps to apply for the grant

**1. Registration:** First register with Natural Resources Canada and receive a registration number 1-800-622-6232.

**2. Pre-retrofit evaluation:** Hire a local service organization licensed by NRCan. They will send a certified energy advisor to perform a pre-retrofit energy evaluation.

**3. Retrofit with receipts:**

Choose, purchase and install eligible measures described in this document, and keep your receipts for three years.

**4. Post-retrofit evaluation:** Complete your renovations and obtain a post-retrofit evaluation no later than March 31, 2012. You must show all your receipts to your energy advisor during the final evaluation to verify that eligible upgrades were purchased after June 6, 2011 and installed after a pre-retrofit evaluation.

## Pre-approved means prepared!

**“ Before getting  
carried away with  
the excitement of  
home hunting, you  
should first be pre-  
approved by a  
mortgage lender ”**

Lenders will look at your income, your credit score and history, and the amount of down payment you have saved, before calculating the amount of your pre-approved mortgage. With a pre-approved mortgage in-hand, you'll know how much you can afford, what your interest rate will be, and how much your payment will be. One important thing to keep in mind when searching for a pre-approved mortgage is that if you approach several

banks, your credit might be "pulled" more than once, which could have a detriment effect on your credit score. The reason for this is that the credit rating agencies will notice the activity and think you are shopping around for a lot of credit. This will also raise some concern to CMHC. The way to ensure this doesn't happen is to work with an experienced mortgage specialist that has access to various products that may better suit your needs.

You owe it to yourself to make some time to learn more about today's mortgage options. Lets sit down together and let me assist you in determining your mortgage needs and expectations. If you are considering moving, refinancing or consolidating your mortgage, let me help by referring you to a professional mortgage specialist that can offer you solutions that are right for you. Call me for a **FREE** personal and confidential consultation.

*“Because You Deserve Better”*

## No tax on your home's capital gain

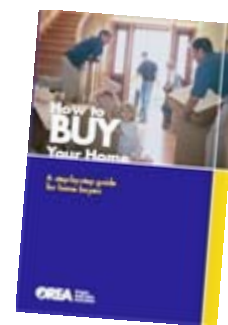
The increase in a home's value (and almost any other type of investment) is called a capital gain. When the value of most investments such as stocks or term deposits increases, you pay tax on the capital gain. However, the government allows Canadian taxpayers to be exempt from paying capital gains tax when their principal residence increases in value. If you live in a home that increases in value by \$50,000 over 10 years, you pay no tax on the \$50,000 capital gain. By contrast, you would owe thou-

sands of dollars in tax for the same \$50,000 capital gain in the stock market or other type of investment. So, not only can a 0 - 25% down payment be used to leverage your home's purchase, but the government also lets you keep more of what your investment earns. That's good news for homeowners! Even if you decided to remain a renter and were able to match a home's increase in value with your own investments, you would end up with less money after the Canada Revenue Agency took its share. That's

where I can help in providing you with tailored advice that meets your needs for today and the future. For a **FREE** no obligation, personal and confidential consultation, contact John Gaio, to obtain the most attractive prevailing mortgage rates and terms on the market. After all, "Helping You Make Intelligent Decisions", is what I do.

Call me (905) 452-7272 X230  
or email me

[johngaio@prudentialvendex.ca](mailto:johngaio@prudentialvendex.ca)



Receive a **FREE**

How To BUY Your Home Book.  
A step-by-step guide for home  
buyers, compliments of

*John Gaio*

## Private mortgage insurance vs bank mortgage insurance

### Personally Owned Mortgage Insurance

- YOU OWN and CONTROL the policy
- INSURANCE BENEFITS GUARANTEED
- YOU DECIDE who receives the money
- Coverage is FULLY PORTABLE
- Coverage is GUARANTEED after issue and NO EVIDENCE of insurability is required to the end of the plan

### Bank Mortgage Insurance

- The BANK OWNS the policy
- INSURANCE BENEFIT REDUCES
- Insurance proceeds payable to the BANK
- NOT PORTABLE
- Every time you change your mortgage, home or change financial institutions, you MUST ANSWER MEDICAL QUESTIONS

**"Are you getting  
value for the  
money you spend  
on mortgage  
insurance"**

## Great Referral. Greater Rewards Program

Great Referrals, Greater Rewards is back again. After a successful season since the program was launched last year, John Gaio has enhanced the program by introducing new suppliers to the already diverse supplier line-up. This will provide the consumer with better choice of redemption products when referring their friends and family to John. The program works as follows.

When you refer a friend or family member to John Gaio from Prudential Vendex Realty Brokerage, you will receive a **Gift Card\*** when the purchase or sale of the residential home closes\*. Redeem your gift card for exciting all inclusive vacations, cruises, restaurants, electronics and much more. The more referrals you send me, the more the rewards you will receive - That simple.

Join the long list of John's clients that have already taken advantage of the many benefits and rewards this program has to offer. If you would like more information on Great Referral, Greater Rewards program, please contact John Gaio directly at 905-452-7272 or email [johngaio@prudentialvendex.ca](mailto:johngaio@prudentialvendex.ca)

*"Get Rewarded"*



Limit of (1) gift card allowed per referred customer based on first come first served basis. This offer applies only to the purchase and/or sale of residential property and excludes commercial, rentals and leases. Gift card will be awarded once the home closes and title is transferred. Gift card selection restricted to participating merchants. Brokers and Sales Representatives are not eligible for this program. This is a limited time offer and can be withdrawn at any time. Exclusive to John Gaio. \*Terms and conditions apply.



JOHN GAIO

\* SALES REPRESENTATIVE

PRUDENTIAL VENDEX  
REALTY BROKERAGE

4 MCLAUGHLIN ROAD S  
BRAMPTON, ONTARIO  
L6Y 3B2

PHONE  
905-452-7272

TOLL FREE  
1-888-560-6972

FAX  
905-452-7646

EMAIL  
johngaio@prudentialvendex.ca

WEBSITE  
www.johngaio.com



"A Tradition Of Trust"



Vendex Realty,  
Brokerage

Welcome

*JG* Greetings!

I hope you will find this issue of my newsletter to be both informative and entertaining. Feel free to send me your comments or suggestions as your thoughts are always welcomed.

If you are thinking of making a move, or are just curious as to real estate trends in your area, please feel free to call me at any time. It's always good to hear from you!

After all, "Helping You Make Intelligent Decisions", is what I do.

Warmest Wishes,

*John Gaio*



### Contest Puzzle Of The Month

		2		4	3			
		4		5		3		
					6		5	1
2					1			9
		3	9		4	1		
4			5					6
8	9		4					
		6		8		9		
			6	1		8		

Daily SuDoku: Sun 30-Oct-2011 hard

Instructions: Try to fill in the grid with digits in such a manner that every row, every column and every 3x3 box accommodates the digits 1-9 without repeating any of the digits.

#### How Does The Contest Work?

The first person to respond with the correct answer will win a \$50 Petro Canada Gift Card\*

#### How Do I Submit My Answer?

To respond with your answer, scan your puzzle and send email to [johngaio@prudentialvendex.ca](mailto:johngaio@prudentialvendex.ca)

#### How Will I Know If I Won?

The first person to respond with the correct answer, will be immediately contacted by John Gaio. Prize winner's name will also be announced in the next Gaio Newsletter publication. Good luck to all the participants.

\* Terms and Conditions Apply

*Congratulations to Sonia Cordeiro*

*Winner of last Sudoku Contest*

The information and opinions in this newsletter are obtained from sources believed to be reliable, but their accuracy cannot be guaranteed. The publisher assumes no responsibility for errors and omissions or for any damages resulting from the use of the published information. This newsletter is provided with the understanding that it does not render legal, accounting or other professional advice. Not intended to solicit properties or businesses already listed for sale and agency agreements in place with other real estate brokers. 2011