

realopedia



THE EVERYTHING OF REAL ESTATE

Feature Story **CANADA**

A booming housing market
with investment opportunities.



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Message from the CEO

It has been a turbulent year in real estate markets for some parts of the world, while there has been growth in other markets. Of interest to many investors is the fall-out from Brexit. Financial markets have entered a period of volatility following the UK's decision to leave the European Union. Whether a soft Brexit or hard Brexit is on the horizon, political and economic uncertainty have led to a rapid fall in the Sterling. There has also been a general post-Brexit slump in real estate investment sentiment towards the UK. However, investors continue to see value in real estate across many parts of Europe, but with lower return expectations.

Real estate investment across the pond remains positive. In this vein, our feature story of the month is Canada. With their respective booming real estate markets, Toronto, Vancouver and Montreal are attractive to both local and global investors. On the regulatory side, higher interest rates for borrowing have been imposed by the Bank of Canada, and new legislation on mortgages will require prospective buyers to pass a "stress" test from 1st January 2018. Challenging times ahead, but Canada's high growth real estate sector bears promise.

In addition to Realopedia's new alliance with e-Commerce giant Souq, an Amazon company, and our established partnerships in major real estate markets worldwide, Realopedia has tapped into yet another market by entering into an agreement with CREA, the Canadian Real Estate Association, featured in this edition. The Realopedia/CREA agreement will broaden Realopedia's portfolio of global markets and link Realopedia members with Canadian real estate professionals, exposing them to new markets and agents for networking and marketing a vast array of properties and projects.

Happy surfing.

Warm regards,

Laura Choueri
CEO & Founder



Interview with Theo Giovanis

Theo has an extensive background in Sales Management with an emphasis in Customer Service. Furthermore, he possesses the traits of a great Listener and Communicator.

If you are looking for your perfect home, you're not just looking for a house, you're looking for a place where your life can happen!

If you are looking for a revenue property, as an investor himself, he understands the importance of opportunities and a good revenue generating property.

As an overachiever in any field he has tackled and as a strong believer in listening to the needs of his clients, coupled with an acute business sense and a very strong network of professionals, Theo Giovanis is your go to person for all your Real Estate Broker needs.



THEO GIOVANIS
Re/Max Action Westmount
Residential & Commercial
Real Estate Broker

1. How is the Montreal real estate market?

Montreal is very simply, on fire! Real Estate reached a peak around 2012 or so, and had since remained rather stagnant, until the 4th Quarter of 2015, when sales started to rise again and haven't really stopped rising ever since. Moreover, we are seeing a huge increase in the Luxury sector, with more and more developers building huge 50 floor towers in the heart of Downtown Montreal, thus changing our entire skyline.

In 2017, tourism was at an all-time high, unemployment at an all-time low since the 70s, these are some of the local contributing factors to an increase in the health of the overall economy in Montreal.

The biggest contributing factor however is foreign investors. There are now 11 direct flights to China, from Montreal, on a weekly basis. We are seeing an increase, not only in simple investors, but also people flocking to Montreal as tourists, students and many looking to make Montreal their new home.

2. What are the best places to invest in?

Although multiplexes are always the best investments, we are seeing more and more people invest in condominiums. The need for multiplexes will certainly never disappear, however, for a comfortable middle to upper class renters, I see a huge shift towards condominiums rather than the apartment options multiplexes.

3. Is there any criteria for a non-resident in Canada?

Foreigners who buy homes in Toronto and Vancouver, face an additional 15% tax, as part of a slew of measures aimed at tempering a heated housing market that ranks as one of Canada's most expensive. However, although Montreal is doing great, we are still at about 1/2 the average price of a home in Toronto and about 1/3 of that in Vancouver. Although this tax has yet to make its way to Montreal, Quebec, the fact that it's not here, is also another reason why foreign investors are choosing Montreal as their real estate investment location of choice.

4. What kind of financing could a non-resident obtain?

Non-Residents typically need a 35% down payment, when looking to obtain a hypothec from one of the Financial Institutions in Canada.

5. How long have you been in the real estate industry?

Although I am currently only in my third year in Real Estate, I hit High Rollers at my previous Agency, in my first year. Furthermore, I am very pleased to announce that I have surpassed that number in my second year, where I transitioned to RE/MAX ACTION WESTMOUNT.

6. What is a day in a life of a Realtor?

That is a loaded question. The biggest part is knowing the market, what's available in regard to what your clients are looking for, what are the changing trends, etc.

Negotiations, Negotiations, Negotiations, are about as important as location, location, location. A day in the life of a Realtor, in this current market where properties are flying off the shelves, involves making great connections with our colleagues, and in my case, developer projects, so as to facilitate my end objective of getting my clients what's best for them. What's best is not always in the form of a financial number, there are other contributing conditions to an offer, such as time frames, inspections, etc. One must always keep their ears open and take note of all available information coming their way.

7. How has the market changed and evolved in the last 24 years?

I suppose the biggest change as of late is to see Montreal being referred to as "The Next Luxury Destination for Real Estate". Fabulous projects erect by local developers, such as Broccolini, who is responsible for the fabulous L'Avenue building, in the heart of downtown Montreal, which was delivered in 2017 and now also selling the exquisite 628 Saint-Jacques coming in 2021, in the historic Old Port of Montreal, have certainly contributed to the Luxury Market. Even more so, The Ritz Carlton Residences are home to another level of Luxury Real Estate in Montreal, not to mention the pending Four Seasons Residences, which will certainly catapult Montreal Real Estate to another level!

Factors to Look Out For When Buying Property

Throughout the year, millions of individuals will become real estate investors as they purchase houses for sale. Whether buying a property for immediate use, investing in a home that will be rented out to tenants, or finding a home that has great potential, there are countless real estate investment opportunities that are just waiting to be explored. However, choosing the right house for sale is made significantly easier when you know the key factors to look out for.

What Factors Should You Examine When Looking At A House for Sale?

No matter the country, there are two important investment factors that you must consider before you decide to buy a property.

Factor #1: Location of the Property

One of the most important factors that you can consider when buying a house for sale is its location. You will need to answer the following questions before you can determine the optimal investment location.

1. What is the status of the neighborhood?
2. What are the nearby amenities?
3. Is the home located in a good school district?
4. Is the home near warehouses, transport hubs, or public transportation?
5. Does the property qualify for any tax-exemptions?

Factor #2: Valuation Of The Property

After you have answered the questions in Factor #1, you should take a look at the long-term and short-term view of the house for sale. In other words, examine both the home's and the neighborhood's history. Has the real estate market remained steady or has it had numerous ups and downs? Has the value of the home continued to increase over the years or has it remained unchanged?

To further answer the previous questions you can take a sales comparison, cost, or income approach. The sales comparison approach will require you to examine the recent sales of comparable properties in the area to determine the true value of your potential investment property. If you take the cost approach, then you will need to conduct a cost summation minus the depreciation value of the home, to determine if it is a suitable investment opportunity for a renovation or tear down. Finally, through an income approach you can use expected cash inflows to determine if the property represents a good rental opportunity for future tenants.

Country Specific Buying Factors For Real Estate Investors

There are different factors to consider when investing in property, whether in developed countries such as the United States and the United Kingdom, or emerging economies like China and the United Arab Emirates. Note that these factors are designed for foreigners investing in out-of-country real estate opportunities.

United States

Foreigners are entitled to the same real estate opportunities as citizens within the U.S. However, the financial limitations that foreigners might encounter revolve around the U.S. capital gains taxes, as well as the real estate taxes, which must be paid to the U.S. government. Generally speaking, the foreign seller will also have 10 percent of the gross purchase price of the home withheld by the U.S. IRS.



United Kingdom

While foreigners can buy properties in the UK, many banks will not offer investment loans. In addition, you might be asked to pay up to a 40 percent deposit. Finally, you will have to explore the tax implications of your investment decision.

China

Foreigners don't have any restrictions on the types of properties that can be purchased in China. However, it is advised that foreigners work with an agent who can serve as the liaison between the developer or owner and the buyer.

United Arab Emirates

Purchasing a property in the UAE will require you to examine the status of the actual home. As a foreigner, you can only purchase properties that are entirely located in a freehold area designated for foreigners. In addition, you can own the property either via title deed (100% ownership) or a lease-to-own deed (certain areas depending on the land rights). There is an array of choice for singles, families and investors. Dubai has 'Investor Laws' that protect the investor, visit www.dubailand.gov.ae for more information.

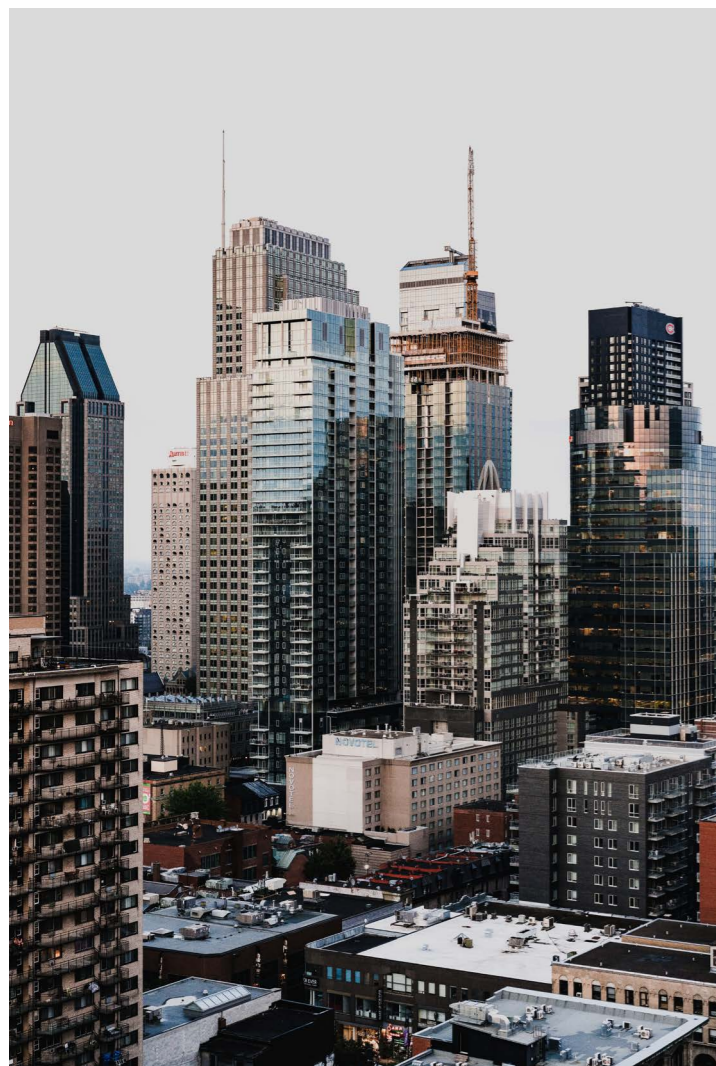
The moral of the story is simple, if you want to make a sound real estate investment anywhere in the globe, then you must consider a multitude of financial & legal factors. These financial factors will play a crucial role in your ability to later assess the individual attributes of the property. By working with a trusted real estate professional from Realopedia, you can greatly improve your ability to properly assess the important factors that must be considered whenever you are buying investment real estate properties.

FEATURE STORY Canada

A land of vast distances and rich natural resources, Canada has a population of 36 million (July 2017 est.), made up predominantly of Canadians (32.2%), followed by English (19.8%), French (15.5%), Scottish (14.4%), Irish (13.8%), German (9.8%), Italian (4.5%), Chinese (4.5%), North American Indian (4.2%), and other ethnic groups. English and French are the official languages. The country is divided into 10 provinces and 3 territories, comprised mostly of plains with mountains in the west and lowlands in the southeast. The most populated province is Ontario, followed by Quebec and British Columbia. The climate varies from temperate in the south to subarctic and arctic in the north. Canada follows the common law system except in Québec, where civil law is based on the French civil code.



Economy



Downtown, Montreal, Canada

Canada has a market-oriented economic system with a high standard of living. Due to the impressive growth in the manufacturing, mining and service sectors since World War II, Canada has transformed from a largely rural economy into a primarily industrial and urban one. With its abundant natural resources, highly skilled work force and modern capital stock, Canada has developed both economically and technologically, in parallel with its US neighbor. Agriculture (1.7%), industry (27.5%) and services (70.8%) contribute to the GDP (2016 est.). Canada has a large oil and natural gas sector. The majority of its crude oil production is derived from the western provinces, particularly Alberta. Canada ranks third globally in oil reserves behind Venezuela and Saudi Arabia and is the world's sixth-largest oil producer.

Following the global economic crisis of 2007-08 which pushed the economy into deep recession, Canada's major banks emerged from the financial crisis among the strongest in the world due to the financial sector's tradition of conservative lending practices and strong capitalisation. Since the fall in world oil prices in 2014, Canada has rebounded to achieve modest economic growth. GDP to projected to grow 2.2% in 2018 and 1.8% in 2019.

The Housing Market

Canada has become increasingly dependent on housing for its economic growth. As house prices have risen, Canadians have accumulated the highest household debt burden of any G7 country, prompting new legislation by Canada's banking regulator, the Office of the Superintendent of Financial Institutions (OSFI). Due to higher interest rates for borrowing imposed by the Bank of Canada and new legislation on mortgages from 1st January 2018, buyers will be pushed into higher rate mortgages, which will impact on their ability to buy homes. All prospective buyers, even those with a down payment of over 20%, will be required to pass a "stress test" to ensure they can afford higher mortgage rates. They will now have to qualify at a mortgage rate that is two percentage points higher than the one they're being offered, or at the Bank of Canada's posted rate (currently at 4.89 per cent) — whichever is higher. The new rules will hit "move-up" buyers who are upgrading to a better home.

Economic Data					
	2012	2013	2014	2015	2016
Population (million)	34.7	35.1	35.5	35.8	36.2
GDP per capita (USD)	52,552	52,482	50,577	43,354	42,244
GDP (USD bn)	1,824	1,842	1,795	1,553	1,530
Economic Growth (GDP, annual variation in %)	1.7	2.5	2.6	0.9	1.5
Domestic Demand (annual variation in %)	2.4	1.6	1.9	0.3	1.0
Consumption (annual variation in %)	1.9	2.6	2.8	1.9	2.4
Investment (annual variation in %)	3.7	0.3	0.2	-3.4	-2.5
Exports (G&S, annual variation in %)	2.6	2.7	5.8	3.4	1.0
Imports (G&S, annual variation in %)	3.6	1.7	2.2	0.3	-0.9
Industrial Production (annual variation in %)	0.0	1.8	4.2	-1.3	-0.3
Retail Sales (annual variation in %)	0.4	5.6	3.6	2.0	2.6
Unemployment Rate	7.3	7.1	6.9	6.9	7.0
Fiscal Balance (% of GDP)	-1.0	-0.9	0.0	0.4	-0.9
Public Debt (% of GDP)	33.1	32.4	30.6	30.6	30.8
Money (annual variation in %)	5.5	6.9	4.8	6.0	8.6
Inflation Rate (CPI, annual variation in %, eop)	0.8	1.2	1.5	1.6	1.5
Inflation Rate (CPI, annual variation in %)	1.5	0.9	1.9	1.1	1.4
Inflation (PPI, annual variation in %)	1.1	0.4	2.5	-	-
Policy Interest Rate (%)	1.00	1.00	1.00	0.50	0.50
Stock Market (annual variation in %)	4.0	9.6	7.4	-11.1	17.5
Exchange Rate (vs USD)	0.99	1.06	1.16	1.38	1.34
Exchange Rate (vs USD, aop)	1.00	1.03	1.10	1.28	1.32
Current Account (% of GDP)	-3.6	-3.2	-2.4	-	-
Current Account Balance (CAD bn)	-65.7	-61.1	-48.2	-	-
Trade Balance (CAD billion)	-6.9	-3.7	14.6	-	-

Trends To Watch for In 2018

All is not gloom and doom, however. Toronto and Vancouver are expected to lead all Canadian cities in the housing market with 2.5% in GDP growth in 2018. Investor demand and redevelopment opportunities in Vancouver are the highest in Canada. Although there are regional variations in the outlook for different property types, there are some common themes in the country's real estate market, according to developers, investors and property owners. Canada's retail sector continues to be impacted by the rapid and continuous growth of online shopping and consumers' changing needs and expectations. As regards residential property, the country's economy is forecast to grow only 2.0% in 2018, and this will inhibit Canadians' ability to buy new homes. There has also been a permanent shift toward multi-family construction; two out of three new homes built today are multi-family, up from less than half in the mid-2000s. Rental properties in Montreal, Quebec City, and Halifax are performing well. The outlook for Canada's office market is positive. According to JLL Research, the national vacancy rate dropped to 12% in Q1 2017—the first decline in four and a half years. The Montreal office market for Class A properties providing the technology tenants need is performing well. Commercial property development will be aided by Bell Canada's multi-million-dollar communications infrastructure project. Due to the rapid growth of e-commerce in Canada, there has been a tremendous expansion in the country's logistics and distribution sector, creating unprecedented demand for industrial space.



Vancouver, Canada



Montreal, Canada



Toronto, Canada

Canadian Real Estate Association (CREA)



The Canadian Real Estate Association (CREA) is one of Canada's largest single-industry trade Associations. Our membership includes more than 100,000 real estate brokers, agents and salespeople, working through 100 real estate Boards and Associations across Canada.

Organized real estate in Canada is almost as old as the country itself. The very first real estate board was set up in 1888 in the growing community of Vancouver. The first couple of decades of the 20th Century saw the creation of real estate boards in several cities across Canada.

Origins in Political Advocacy

In the midst of the Second World War, leaders of Canada's real estate industry worried that certain government wartime measures might become permanent policy after the war. This included rent control and other rules relating to property. The industry decided to form a national organization that could influence the federal government's post-war planning.

In 1943, a number of real estate boards drew up the first constitution of the Canadian Association of Real Estate Boards (CAREB). At its first conference in April, 1944, CAREB adopted the term "REALTOR®" for use by all of its member real estate professionals.

Growth Through Technology

In 1951, CAREB created the "Photo Co-Op System" – the forerunner to Board MLS® Systems. The Photo Co-op System not only required organizations at the local level to establish rules and promote co-operation among agents, but also a means to fund the operation of the system. In 1955, CAREB actively promoted the Photo Co-op System, which led to the expansion of real estate boards across Canada. This is why most boards in Canada today date from 1955 or later.

Governmental Affairs

CAREB eventually evolved into The Canadian Real Estate Association (CREA). In 1986 the offices were moved from Toronto to Ottawa to facilitate CREA's increasingly important government lobbying activities.

Over the years, CREA has worked with government to improve legislation and regulations that benefit property owners. CREA has successfully advocated on mortgage financing rules, anti-spam legislation, Employment Insurance for the self-employed and the Home Buyers Plan.

CREA works on behalf of the public and its REALTOR® members. To do so, it:

- Represents the interests of its members to the federal government and its agencies on existing or proposed legislation that will affect those members, and/or impact homeownership.
- Assists our REALTOR® members to better serve their clients by providing quality technology products including REALTOR.ca, WEBforms® and DDF®.
- Enhances member professionalism and ethics by providing national standards, including establishment of symbols of quality associated with using CREA brands and trademarks. Protects and promotes the two primary national CREA trademarks, MLS® and REALTOR®.
- Produces accurate, up-to-date information and analysis on economic issues.

We see this as an opportunity for our members to increase the reach of their listings in a global market.

There are significant opportunities for REALTORS® to enhance and diversify their income through global real estate activities – and CREA is here to help our members take advantage of these opportunities. We connect our members with resources and tools that help them grow their business.

In 2017 CREA launched CREA Global Affiliates; an annual subscription service that allows US REALTORS® and global real estate professionals to become affiliates of the Canadian Real Estate Association. By joining, affiliates will be in a stronger position to grow their Canadian opportunities (inbound and outbound) with the information, tools and networking that is delivered exclusively through CREA.

CREA Global Affiliates benefit from the following resources:

- Easily find Canadian REALTORS® who are ready to exchange referral opportunities;
- Exclusive access to CREA Global Affiliates Facebook group to connect with other affiliates and Canadian REALTORS® who conduct global business;
- Template to build your transnational referral agreements;
- Exclusive networking opportunities at industry events such as the NAR's Annual Expo;
- Real Estate Business in Canada;: A Guide for International Real Estate Professionals;
- The latest insights and reports on consumer trends and behaviours from REALTOR.ca, Canada's national real estate listing portal;
- Exclusive Quarterly CREA Global Newsletter;
- Subscription to Daily Canadian Real Estate News;
- Invitations to online webinars and other professional development opportunities focusing on global real estate;
- Website badge highlighting your affiliation with the Canadian Real Estate Association.

Sign up at <https://creaglobal.ca/>

To find out more go to <https://realopedia.com/knowledgehub> and click on CREA.

FEATURED BROKER COMPANY

RE/MAX WESTMOUNT

RE/MAX ACTION
Real Estate Agency

Founded in 1983, RE/MAX WESTMOUNT will celebrate in 2018 its 35th Anniversary!

Strategically located in the heart of Westmount since its opening in 1983 on the chic and trendy Greene Avenue, it attracts well-qualified sellers and buyers and is able to meet all of their real estate needs. From the posh Westmount, Hampstead and Downtown Montreal area to the overall Greater Montreal Area, RE/MAX ACTION encompasses a variety of brokers for everyone's needs.

Recognized for their dynamism, the 100 plus brokers which form part of our sales team offer experience, competence and professionalism to better serve our clientele.

Our territory includes the Luxurious Westmount, Downtown Montreal, The Historic and Iconic Old Port, The South West area of downtown, including the trendy Griffintown and surroundings, N.D.G., Côte St-Luc, and of course the infamous Hampstead.

Featured Agent

Theo has an extensive background in Sales Management with an emphasis in Customer Service. Furthermore, he possesses the traits of a great Listener and Communicator.

If you are looking for your perfect home, you're not just looking for a house, you're looking for a place where your life can happen!

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Platinum Broker for 628 Saint-Jacques
VIP Broker for Tour des Canadiens 3



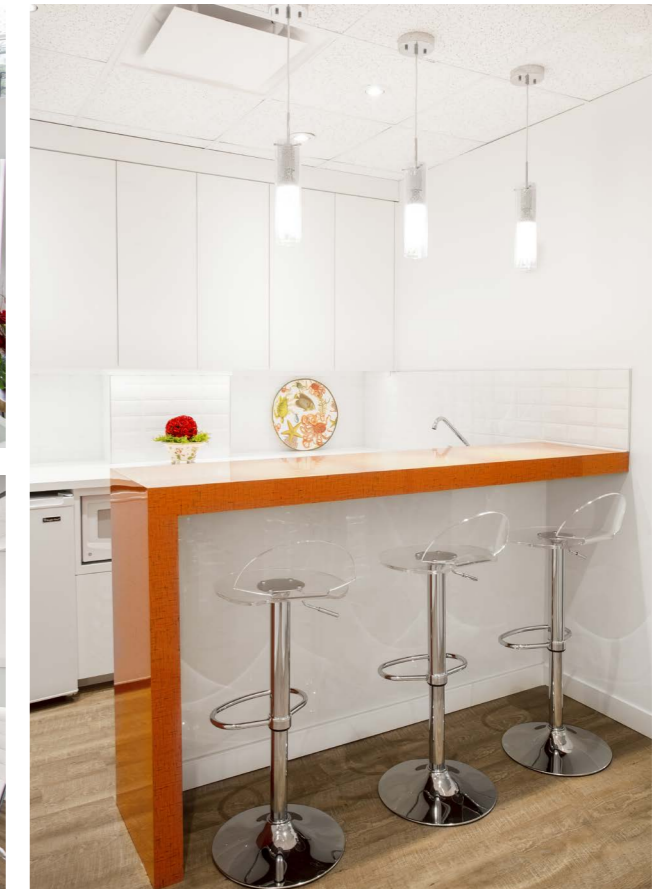
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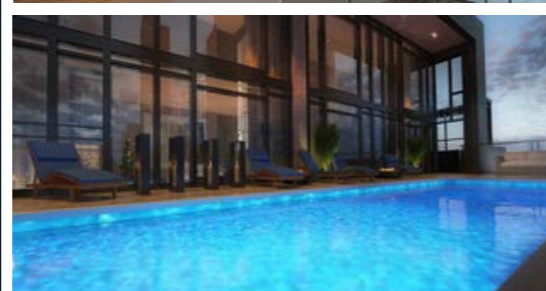
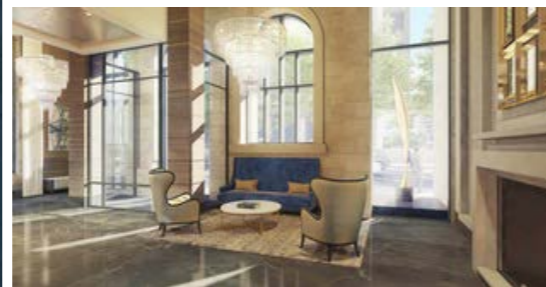
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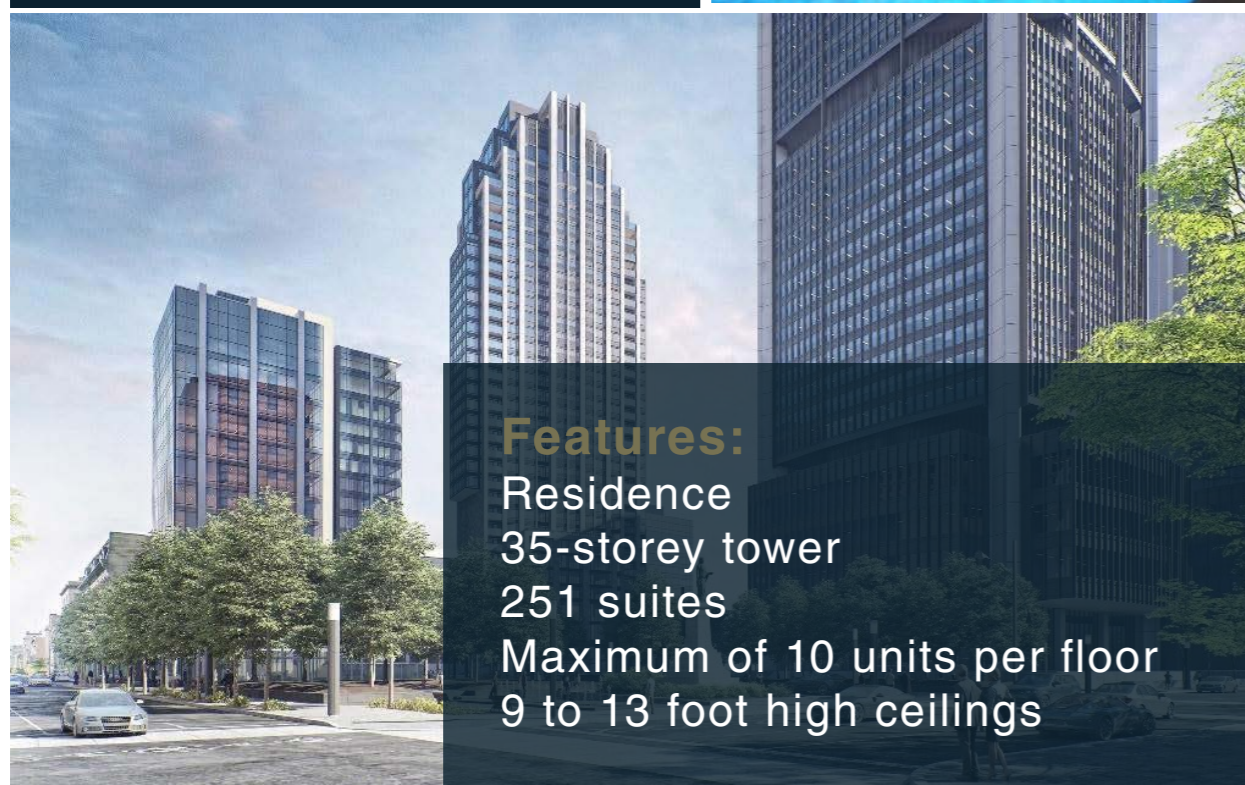
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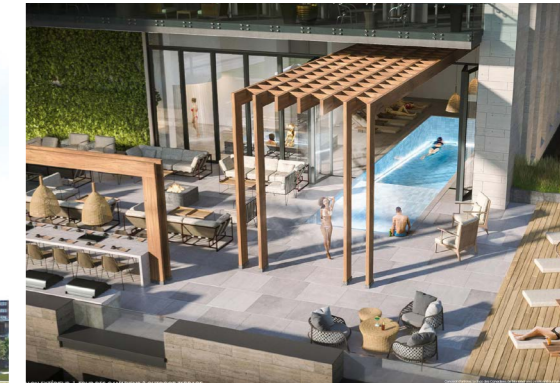
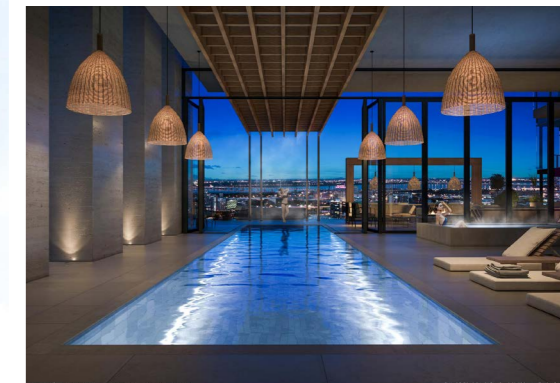
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WITHOUT COMPROMISE.**



Features:
 Residence
 35-storey tower
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 Maximum of 10 units per floor
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Agent : Theo Giovanis
BRN/License No.# : G7041
Company : Re/max Action Westmount

VIP Broker for Tour des Canadiens 3
 Platinum Broker for 628 Saint-Jacques

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Altitude Connections



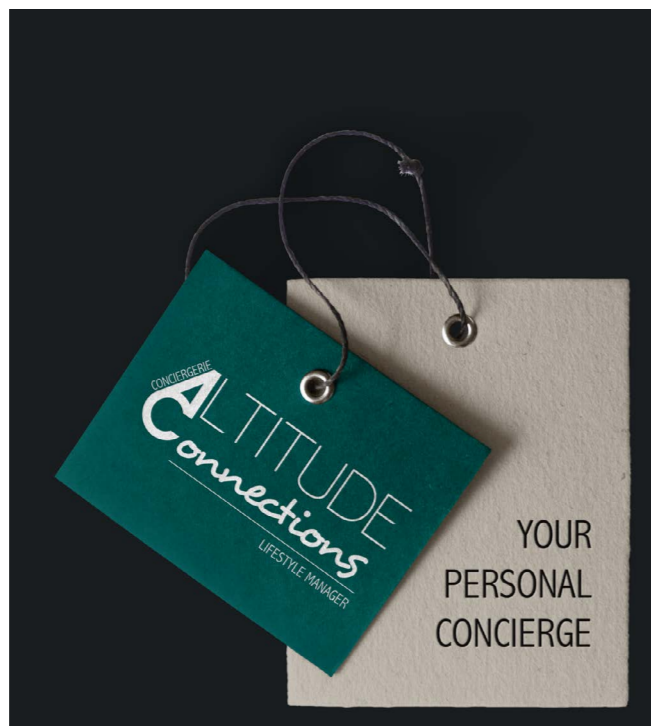
Altitude Connections is a personal concierge service with the ultimate goal of providing you with an excellent service. From attention to your personal care, to your personalized shopping, to organizing a personal event or preparing a personalized social event.

Our network, our years of experience, will organize your day, your event your shopping, your babysitting, caring for a family member in need with our undivided attention and professionalism. Our transparency and ultimate privacy will guarantee a successful outcome. We will be a reflexion of all your desires.

Altitude Connections lifestyle management service is proactive in the community, searching for new ideas and always ahead of our competitors. We are professional problem solvers, organizers and planners, no matter if your needs are big or small we are here to alleviate your pressure.

WE SEE THE WHOLE PICTURE FROM

JUST THE RIGHT ALTITUDE



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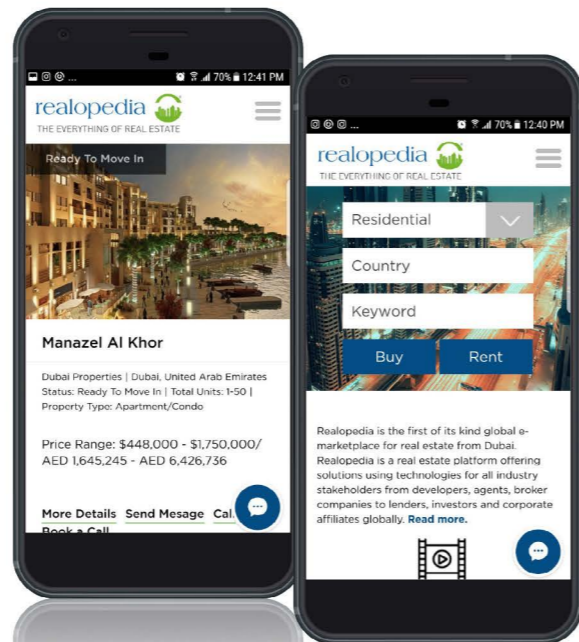
Altitude Connections is a personal concierge service with the ultimate goal of providing you with an excellent service. From attention to your personal care, to your personalized shopping, to organizing a personal event or preparing a personalized social event.

Our network, our years of experience, will organize your day, your event your shopping, your babysitting, caring for a family member in need with our undivided attention and professionalism. Our transparency and ultimate privacy will guarantee a successful outcome. We will be a reflexion of all your desires.

Altitude Connections lifestyle management service is proactive in the community, searching for new ideas and always ahead of our competitors. We are professional problem solvers, organizers and planners, no matter if your needs are big or small we are here to alleviate your pressure.

Our track record speaks for itself, our numerous achievements and referrals are a demonstration of our success and our pride in delivering a friendly service.

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Real Estate Developers: Showcase your projects on Realopedia to a global audience. Build a marketing resource library and be part of the Developers Preferred Agents Program. Sell your projects through a global trusted network of real estate professionals.



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Build a Referral Network: Reach out and network with agents, connect and build referrals globally, share your listings and investment opportunities.



Get more leads: Realopedia can help you generate more leads from investors/customers searching for properties on the website. Choose your advertising package on Realopedia.



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for more information.



