

TO MY VALUED CLIENTS

Borrowers gravitating towards fixed mortgage rates at renewal for peace of mind

Canada's much-discussed mortgage renewal wave is well underway, with scores of pandemic-era mortgages renewing this year and next – often at significantly higher rates than borrowers enjoyed in 2020 and 2021. The majority of homeowners renewing hold five-year, fixed-rate mortgages, according to the Bank of Canada, and are expected to be able to weather the impact of higher payments looking ahead. A “severe worsening of financial stress for affected borrowers is unlikely”, the central bank said in a recent analysis, because most are likely to see interest rates below what they were stress-tested for during the pandemic and many have higher income than they did five years ago.

Fixed-rate mortgages – whether for five years or around three – remain a popular option for borrowers at renewal time because of the peace of mind they currently offer compared to variable rates. The fact that those rates don't move up or down in tandem with volatile bond yields for the duration of the mortgage means borrowers are often currently choosing them over unpredictable variable options.

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

Sergei Mendelev

FREE or Discounted Moving for my Clients!
BANK & DISTRESS SALE ALERTS! FREE HOME EVALUATION.



Sergei Mendelev SALES REPRESENTATIVE

“REFERRALS ARE GREATLY APPRECIATED!”

DIRECT: 416.721.3316

OFFICE: 416.218.8800

smendelev777@gmail.com | www.smrealty.ca

Virtual Showings On All Of My Listings
Electronic Signature • Video Consultations
Virtual Offer Presentations



Subscribe to my channel!



Mr. Grumpy Realtor
@GrumpyRealtor



SPECIALIZING IN: FIRST-TIME BUYERS, RBC MORTGAGE TRANSFERS, AND SELF-EMPLOYED MORTGAGES.



Abraham Niyazi

Mobile Mortgage Specialist | RBC Royal Bank of Canada
Cell: 437-353-7155 • abraham.niyazi@rbc.com

Thinking of buying a home, refinancing, or acquiring an Equity Line of Credit?

Whether you're just starting out or actively searching, I'm here to guide you with expert advice and tailored mortgage solutions. From first-time buyers to refinancing or moving your mortgage to RBC, we'll find the right fit for your needs—today and tomorrow.

Let's make your Someday happen. Contact me today—I'll get back to you within 24 hours.

In accordance with PIPEDA, to be removed from this mailing list please e-mail or phone this request to the REALTOR® Not intended to solicit buyers or sellers currently under contract with a broker. The information and opinions contained in this newsletter are obtained from sources believed to be reliable, but their accuracy cannot be guaranteed. The publishers assume no responsibility for errors and omissions or for damages resulting from using the published information. This newsletter is provided with the understanding that it does not render legal, accounting or other professional advice. Statistics are courtesy of the Toronto Regional Real Estate Board. Copyright © 2025 Mission Response Inc. 416.236.0543 All Rights Reserved. K7019

SEPTEMBER/OCTOBER 2025
PREFERRED CLIENT UPDATE
SERGEI'S
MARKET NEWS

GTA SALES TICK UP WHILE PRICES CONTINUE TO EDGE DOWNWARDS

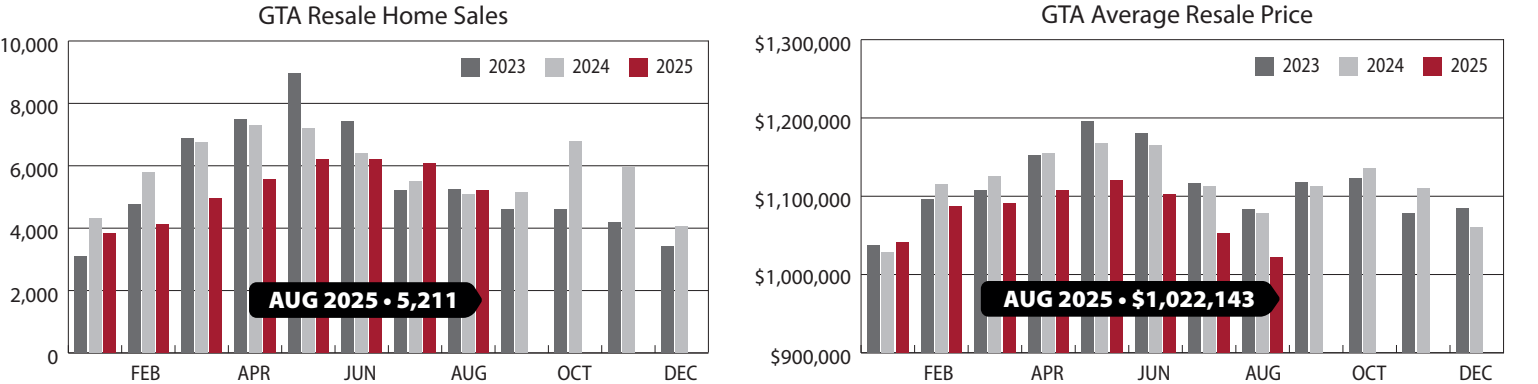
Market Highlights

- August sales of 5,211 units were up by 2.3% versus August 2024 bringing 2025 year-to-date volume to 42,182 units (down by 12.7% versus 2024)
- The MLS® Home Price Index Composite benchmark declined by 5.2% year-over-year while the average selling price was also down by 5.2% to \$1,022,143 over the same timeframe
- Inventory continued to build versus last year with new listings (14,038 units) up by 9.4% and total active listings (27,495 units) up by 22.4%
- Combination of a slowing economy and inflation under control bodes well for additional interest rate cuts by the Bank of Canada which could help offset the negative impact of tariffs

MLS® Home Price Index by Segment (versus Aug 2024)

Detached	-5.6%
Semi-Detached	-5.4%
Townhouse	-8.0%
Condo Apartment	-7.0%
Composite Index	-5.2%

Resale Home Sales	Aug 2025	Aug 2024
+2.3%	5,211	5,092



for more detailed GTA statistics: SERGEIMENDELEV.INFO



Sergei Mendelev SALES REPRESENTATIVE

DIRECT: 416.721.3316

OFFICE: 416.218.8800

smendelev777@gmail.com | www.smrealty.ca

Virtual Showings On All Of My Listings • Electronic Signature
Video Consultations • Virtual Offer Presentations





WHAT IS AN UMBRELLA INSURANCE POLICY AND DO YOU NEED ONE?

When it comes to protecting your finances, you may already have home, auto, or renter’s insurance. But what happens if a major accident or lawsuit costs more than those policies cover? That’s where umbrella insurance comes in. Think of it as an extra layer of protection that can safeguard your savings, investments, and even your future income. Here’s what you need to know about how umbrella insurance works and whether it makes sense for you.

What Is an Umbrella Policy?

An umbrella policy is a type of liability insurance that goes beyond the limits of your standard home or auto coverage. It kicks in when damages, legal fees, or settlements exceed those limits. For example, if you’re found liable in a car accident and owe \$600,000, but your auto policy only covers \$300,000, an umbrella policy could cover the remaining \$300,000 — and sometimes more, depending on your coverage.

What Does It Cover?

Umbrella policies generally cover bodily injury liability (such as medical costs if someone is hurt on your property), property damage liability (like damage caused in a car accident) and legal defence costs, even if a lawsuit is groundless. It also covers certain personal liability situations, such as libel, slander or false arrest. What it usually doesn’t cover are damages to your own property, business-related claims, or intentional acts. It’s important to review the details with your insurer so you know the limits.

How Much Coverage Do You Get?

Umbrella policies usually begin with \$1 million in liability protection, which can be increased in additional \$1 million increments as needed. Despite the high limits, the cost is often lower than people expect. In many cases, a \$1 million umbrella policy runs only a few hundred dollars per year, though the exact price depends on your personal risk factors and insurance history.

Mistakes to Avoid

Some people assume umbrella insurance is only for the wealthy, but that’s not true. Others make the mistake of underestimating their liability

exposure, especially if they rent out property or drive often. Finally, don’t assume your current policies are enough — review your limits and consider how quickly costs can add up in a serious accident or lawsuit.

Umbrella insurance isn’t required, but for many households it’s a smart safeguard against life’s uncontrollable events. With relatively low annual premiums and high coverage amounts, it can be an affordable way to protect your hard-earned assets. Whether you need it depends on your lifestyle, financial picture, and risk tolerance — but it’s worth a conversation with your insurance provider.



THINK OF IT AS AN EXTRA LAYER OF PROTECTION THAT CAN SAFEGUARD YOUR SAVINGS, INVESTMENTS, AND EVEN YOUR FUTURE INCOME.



Converting a Porch into a Sunroom: What You Need to Know

As fall and cooler temperatures creep in, many homeowners look for ways to bring more light into their homes. Sunrooms are a popular solution, offering extra living space and natural light without exposure to the elements. Converting an existing porch into a sunroom can be a cost-effective way to create that indoor-outdoor feel, but there are some important factors to consider first. Here’s what you need to know before starting your project.

Benefits of Converting a Porch into a Sunroom

A porch-to-sunroom conversion extends living space without the cost of a full addition. Sunrooms can boost resale value and make a home more appealing to buyers. For homeowners, the payoff is everyday use — unlike porches, which sit unused for much of the year. With the right design, a sunroom becomes a flexible space: perfect for growing plants, entertaining guests, or simply relaxing with a book.

Types of Sunrooms

The right sunroom depends on your needs and climate. Three-season sunrooms provide use from spring through fall with limited insulation, while four-season sunrooms are built for year-round comfort. Designs range from glass-heavy enclosures that maximize sunlight to screened rooms that allow fresh air without pests. For cost savings, prefab kits are an option, while custom builds offer more flexibility in size and style.

Planning and Preparation

Before construction, confirm your porch is structurally sound. A sturdy foundation and framing are essential to support windows, insulation, and a new roof. Consider upgrades for flooring, roofing, and insulation to keep the space comfortable in every season. Don’t overlook permits — many municipalities require them, and securing approval early prevents delays. Finally, set a realistic budget that covers materials, labour, and a cushion for unexpected expenses.

Factors Affecting Cost

The cost of a porch-to-sunroom conversion varies based on size, design, and materials. A three-season sunroom is typically more affordable, while a four-season version with full insulation and HVAC costs more. Labour also affects price: DIY kits reduce costs but require skill, while professional installation offers peace of mind. Factors like glass quality, framing materials, and energy efficiency features influence the final bill. Though the upfront expense can be significant, the added square footage and boost to resale value often make it a smart investment.

Mistakes to Avoid

Porch conversions can be deceptively complex. Skipping permits or inspections risks fines and may force you to redo or remove completed work. Insufficient insulation or ventilation is another common issue, leaving the room uncomfortable

during extreme temperatures. Cutting corners on materials can reduce durability and efficiency, costing more in the long run. Finally, avoid choosing the wrong sunroom type for your climate — what works in a mild region may not hold up to harsh winters or scorching summers.

With thoughtful planning, converting a porch into a sunroom can add lasting comfort, light, and value to your home. Prioritize structural soundness, quality materials, and the right design for your climate. Done right, the result is a bright, inviting space you’ll enjoy throughout the year.

