# *Zeppelin's* Real Estate Tech

2Q 2017: A Real Estate Newsletter by Zeppelin Real Estate Analysis Limited

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The past quarter witnessed the start of the Trump administration categorized by a rising and falling and then rising again Dow Jones, speedy issuance of executive orders, and intended ramming through the Congress major bills. Meanwhile in the Far East, certain missile launches and anti-missile systems have caused some sentimental flare ups. In Europe, France expects a tight political race between pro-EU and anti-EU elements. The FED seems poised to raise rates though mildly. And Hong Kong has just had a new chief executive.

In this issue:

- **Toronto real estate market: it is hot, it feels bubbly, but it is still cheap – relatively that is, and looking from 7,797 miles away**

**"If we homo sapiens had been totally logical or illogical, we wouldn't be here long."**

We would also like to hear from prospective readers / writers who wish to share their real estate experience with us.

**This quarterly (generally published in spring, summer, fall, and winter) newsletter** is circulated freely via email to over thousands of readers comprising real estate developers, investors, fund managers, financiers, owners, users, top executives, senior managers, prominent academics and related professionals from Hong Kong and abroad. Our content is / has also been published in newspapers and web portals such as the **South China Morning Post, China Daily**, **Hong Kong Economic Journal**, **21st Century Business Herald**, **Apple Daily**, **Sing Tao**, **Quamnet Magazine**, **The Standard**, **MITCRE Alumni Newsletter**, **Surveying Newsletter**, **Reidin.com, Centanet.com, Netvigator.com, Hongkong.com, E-finet.com, Red-dots.com, PacificProperties.net**, **Soufun.com** and **House18.com**. We had also been quoted in the **Asian Wall Street Journal** and interviewed by **USA Today**, **i-Money**, **Ming Pao, Radio Hong Kong**, **Cable TV (Money Café), DBC Radio,** and **Commercial Radio**. We also publish monthly articles and analyses in the months in between. This newsletter is now into its **21st year** and **83rd** issue.

**We also operate a website** **www.real-estate-tech.com** through which we intend to share some of our real estate knowledge and ideas with interested parties. There are close to 1,000 content items, in English or Chinese, including analyses, articles, charts, and tables, plus spreadsheets, tutorials, e-books, and the like, the majority of which is free with some requiring a token fee. The website is regularly visited by thousands from all over the world and focuses on China / Hong Kong real estate markets.

**Zeppelin Real Estate Analysis Limited** is involved in real estate development, investment, and management with a focus on **independent real estate analysis**. Together with **Zeppelin Partners Limited**, we offer services related to real estate asset management [analysis, investment strategy, and portfolio allocation], project management [architectural design, cost control, and contract administration], and facility management [facility utility assessment, facility strategy, and building maintenance]. We are based in Hong Kong with associated operations in Mainland China and we also have access to regional and global professional networks.

# Who? Me?

**Stephen Chung**
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Creator and Writer, Real Estate Tech Quarterly Newsletter
Real Estate Website Developer, www.Real-Estate-Tech.com

**Stephen is an independent real estate analyst – number cruncher and chartered surveyor** and has been involved in real estate development, investment, and management in Hong Kong / China / Asia and North America.

**Stephen provides relevant real estate market insights and macro-micro assessments** to real estate developers, investors, owners, financiers, funds, and civic organizations, and possesses many years of experience in building economics, project management, facility strategy, marketing, and research.

**Stephen is also a regular real estate writer - columnist** and his articles have been published in both English and Chinese media including the following:

- China Daily
- Hong Kong Economic Journal
- South China Morning Post
- Apple Daily
- Quamnet Magazine
- Real estate and finance websites such as Soufun.com, Finet.com etc
- Journals of professional institutes such as the Hong Kong Institute of Surveyors

**Stephen is an honorary adjunct professor** of the University of Hong Kong and has been invited to speak to audiences from:

- Universities: such as the University of Hong Kong, City University of Hong Kong, York University
- Professional Institutes: such as the Hong Kong Institute of Surveyors, Canadian Institute of Quantity Surveyors, Royal Institute of Chartered Surveyors
- Business Associations: such as the Rotary Clubs

**Stephen has written 4 real estate books in Chinese to date as follows:**

Online book = Easy Real Estate Lectures
Hard copy = Real Estate Investment Know-How above 101
Hard copy = The Real Estate Market Turning Point
E-Report = USA Residential Real Estate Analysis

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**Our services can be obtained and delivered via** a) tailor-made professional consultation; b) online report purchases; c) emailed discussions and advice; and / or d) phone discussions.

## Toronto real estate market: it feels hot, it looks bubbly, but it is still cheap – relatively that is, and looking from 7,797 miles away

**Real Estate Tech, 2Q 2017**

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Toronto (courtesy of Google Earth)

**Hong Kong is 7,797 miles from Toronto** based on the calculation shown in this webpage: http://www.entfernungsrechner.net/en/distance/city/1819729/city/6167865

Your humble author has recently flown that mileage and paid Toronto a visit, meeting up with relatives, friends, and old acquaintances. He has also met some real estate industry experts and made some new friends. The weather was nice; subzero Celsius cold, snowy, and windy at times. A rare March he was told. He couldn't have timed the visit better (No, he is not teasing you readers; he likes colder weather). Here are some shots:

Yorkville: a very high-end downtown residential neighborhood

Bungalows in uptown upscale Willowdale neighborhood

North York Center: uptown condominium cluster similar to Tai Koo Shing (but nicer here)

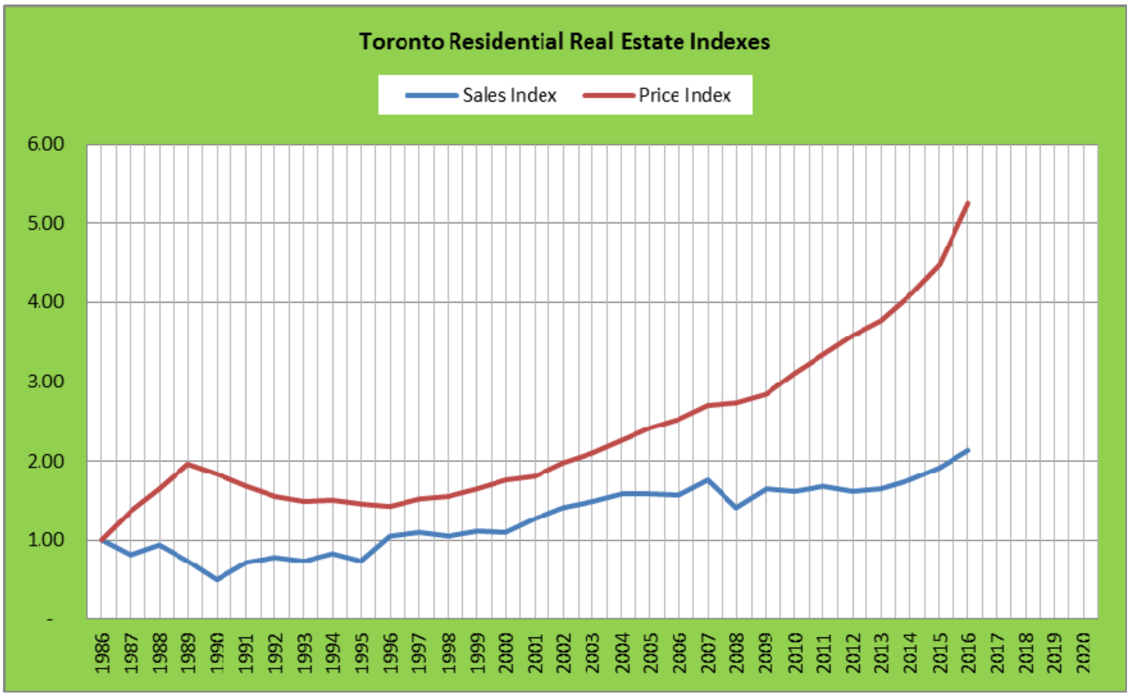
**Naturally, it couldn't be about the weather all the time. So real estate is a conversational topic too.** In fact, a very hot subject these days in Toronto. Not only do real estate professionals discuss the market, so do my relatives and friends. While riding the subway the other day, your humble author noticed an ad on a real estate related "Wealth Expo" large scale event – featuring the long timer Tony Robbins et al - was to be held (which date was after his visit, else he might have gone and look see). Such events almost always signal a hot market. Yet no worry even if one had missed the event, here is a media report on it:

http://torontolife.com/real-estate/think-going-go-even-sky-high-wealth-expo-attendees-talk-torontos-housing-market/

**Yes, the Toronto real estate market, at least the residential portion of it, does feel hot.** But is it really? One way to find out is to look at some numbers and your humble author had dug out some from various sources such as these from the Toronto Real Estate Board (www.trebhome.com):

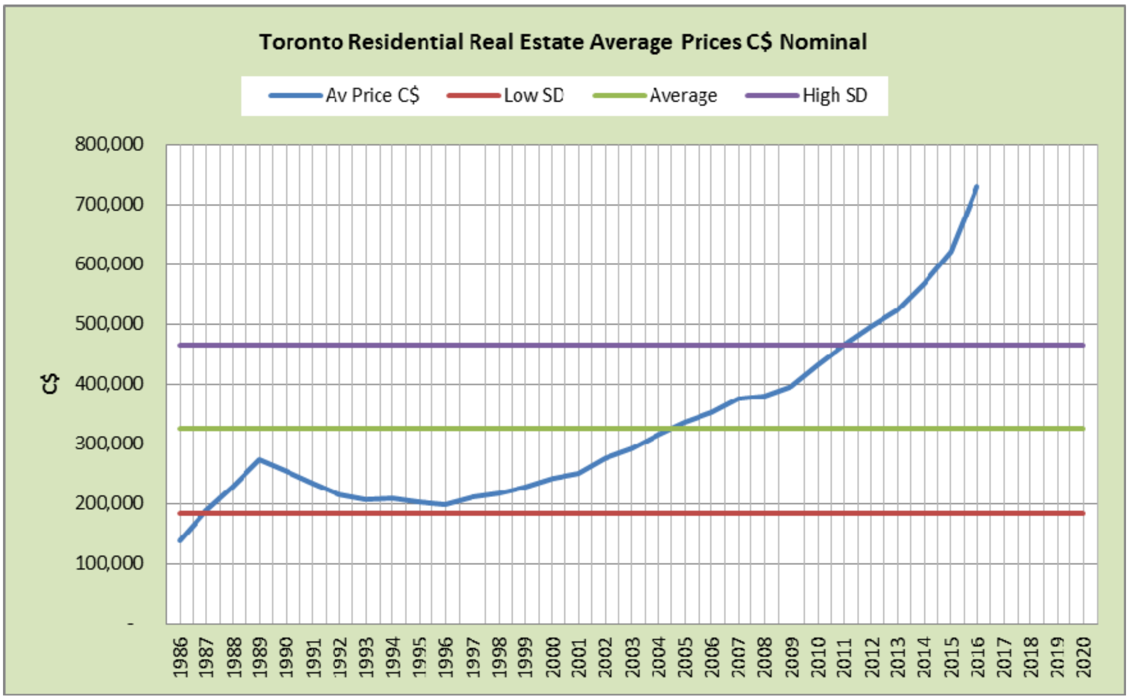
| Year | No of Sales | Av Price C$ | Sales Index | Price Index |
|---:|---:|---:|---:|---:|
| 2007 | 93,193 | 376,236 | 1.00 | 1.00 |
| 2008 | 74,552 | 379,347 | 0.80 | 1.01 |
| 2009 | 87,308 | 395,460 | 0.94 | 1.05 |
| 2010 | 85,545 | 431,276 | 0.92 | 1.15 |
| 2011 | 89,096 | 465,014 | 0.96 | 1.24 |
| 2012 | 85,496 | 497,130 | 0.92 | 1.32 |
| 2013 | 87,049 | 522,958 | 0.93 | 1.39 |
| 2014 | 92,783 | 566,626 | 1.00 | 1.51 |
| 2015 | 101,213 | 622,121 | 1.09 | 1.65 |
| 2016 | 113,071 | 729,918 | 1.21 | 1.94 |

**It is hot.** Prior to 2015, transaction volumes were still in five-digit mode. Now they are in six-digit mode. Prior to 2015, prices seldom jumped by double digit percentages. Now they do. And these seem to continuing into 2017 as this is written. Perhaps a graphic chart can better illustrate the numbers:




Note especially the price index curve: the Toronto real estate market peaked in late 1980s and then went into a fall which lasted well into the mid-1990s when it began a slow climb up till around 2010. Thereafter, the climb (gradient) steepened and in the last couple of years, the steepness resembles Mount Everest.

**So it is hot. But does this mean the residential sector is bubbly or risky?** Let's check this out. First by looking at this graphic chart:




Comprehension: the blue line is the nominal average home price of Toronto since 1986 and the data is extracted from [www.trebhome.com](http://www.trebhome.com) mentioned above (it is the same line as the red one appearing in the preceding chart). Added are three straight lines (purple, green, and red) representing the high-standard-deviation price level (High SD, purple, $466K), the average price level (AV, green, $325K), and the low-standard-deviation price level (Low SD, red, $183K) respectively.

The average is the easiest to understand: it is the average of all the average home prices within the 1986 to 2016 period. The High SD and Low SD price levels – derived by using Standard Deviation calculations - represent the range of prices where the average prices would fluctuate around 68% of the time. In plainer words, during the past 30 years, the various average prices 'normally' or most of the time are within this range. Only in the 1986 to 1987 period were the average prices below the range i.e. lower than the Low SD level, and in the period since 2011 have the average prices risen above the range i.e. higher than the High SD level. In short, the average prices in these two periods, 1986 to 1987 and 2011 to 2016, are outside of this Standard Deviation range.

Now let's focus on the latter 2011 to 2016 period: when the price curve exceeds the High SD level, this usually – not always though - means the price curve is riding on the upper-cycle and that the risk(s) e.g. a downward price adjustment might have become relatively – if not absolutely - higher. How much higher depends on the distance from the High SD level. Note technically and mathematically, the longer and the higher the price curve has been on the rise, the likelier and the more it might exceed the High SD level. That is, while such a condition deserves attention, there is no need to become overly alarmed by it. The method / calculation is meant to help with contemplating and accessing the price (market) riskiness. It is not meant to create unnecessary panic. However, given the above High SD-protruding chart and the steep price increases, <u>your humble author would advise caution</u>.

Second, we may ascertain the price riskiness by calculating the price volatility i.e. the degree of fluctuation. The general rule is that the higher the volatility, the higher the risk. Here we divide the standard deviation by the average as a gauge for the volatility and here are the results for the full period from 1986 to 2016 and various shorter sub-periods therein:

| | 1986-2016 | (A)1986-1996 | (B)1996-2006 | (C)2006-2016 | (D)1986-2006 | (E)1996-2016 |
|---|---|---|---|---|---|---|
| Volatility | 0.44 | 0.17 | 0.20 | 0.24 | 0.21 | 0.39 |

Having a reading of 0.44 for the full 30 year period is considered high i.e. risky. However, when we look at the three 10 year periods A, B, and C, there is this subtle increment every 10 years or so, from a low of 0.17 via 0.20 to 0.24. And when we look at the volatility D of the first 20 years and then that of E the last 20 years, we find there is also an increase in volatility values despite the overlapping years from 0.21 to 0.39. As such, we can initially conclude, or at least hypothesize, that the price risk has increased significantly in recent years, thus causing the higher volatility readings. Again, this merits caution.

**So a hot market, and a bubbly-like price trend. Begs the question: does this imply an imminent market pop?** Not likely in the short term and bubbly conditions can sometimes last a while. Also, this is the most difficult question to answer these days. Suffice to say that it is not a question of IF but WHEN. However, 'when' has become almost impossible to answer – or even guess - because globally, there is this 'easy money' or quantitative easing phenomena which is by and in itself a historic precedent i.e. NOT seen before; practically most if not all economies are doing it one way or another, and doing it big time. Such sizes and scales skew – devalue - the value of money so much that former economic and financial models – assuming they worked before – are of less relevance for now.

While the easy money takes various forms e.g. via historically low interest (mortgage) rates, easing up on regulations, bending of lending rules and procedures, government buying up private debts, outright money-printing, and the like, the resulting effects appear to be more or less the same: asset prices are up while the real economies, or at least most of them, aren't. Savers are penalized and pensioners need to acquire assets and assume higher risks for their retirement income, thus contributing further to asset price increases. Your humble author has gained from the phenomena too. Happy? Yes, but is concerned too. Why? Because the phenomena is dependent on **debt** which in turn needs to be repaid but if not, the pain will only be shifted to someone else other than / apart from the original borrowers. And you wonder why there were Brexit and Trump, or the rising popularity of Le Pen.

Some economists also say too much debt means less future consumption and investment because (more or much) monies are then needed to meet the debt payments. Maybe we haven't really solved the last financial tsunami; we are just kicking the can down the road. Your humble author hopes he is wrong on this score but to date has not read or found an opinion / solution / hypothesis / explanation which is well argued and convincing to the contrary.

**But back to the potential pop? When then?** First, there will be strong resistance from (most) governing authorities worldwide. No one wants to see such a pop during his or her watch. Or be the first to pop given certain politics and geopolitics factors. Second, governing authorities might still have some gadgets (read tricks) to counter a pop notwithstanding such the use of such gadgets will create other challenges, unintended consequences, and problems down the road. Third, this easy money narrative has developed into a 'confidence' belief system; "all the cash has to go somewhere", "prices won't come down because there are lots of cash around", "the governments and central banks won't allow that" etc. And no one wants to spoil the party though not all are happy about or with it. As such, the current phenomena might still last some time, say as a pure guess, a year or two, to go. But do note confidence, once broken or gone, is hard to retrieve. What's more is the people may start believing the opposite! And globally there are quite a few potential pop spots though to varying degrees and in varying styles.

Also, there is a probability that when the market turns south, and depending on how south, the Canadian authorities might choose to devaluate the C$ - assuming they can - if the push comes to shove in order to safeguard the banking and financial system. In short, real estate asset prices might not bear all the plunge, and this in turn means different pains to local and foreign investors. Both share the same price drop, yet locals also face the possibility of a local economic downturn while foreigners may suffer from exchange rate losses.

**But what are the reasons for thinking the Toronto real estate market is not totally based on some solid fundamentals?** Here are some items and numbers for contemplation:

<u>Correlations</u>

| Correlations between: Item 1 | | Item 2 | | R |
|---|---|---|---|---|
| Av Price C$ | From 2007 | No of Sales | | 0.83 |
| Av Price C$ | From 2007 | HK$ to C$ | | (0.69) |
| Av Price C$ | From 2007 | Median Family | Income C$ | 0.97 |
| Av Price C$ | From 2007 | Mortgages | Outstanding C$ | 0.96 |

Briefly, correlations range from -1 via 0 to +1. "0" means the two items in question bear no pattern or relation between them at all. '-1" means the two items go the same intensity but in opposite direction e.g. Item 1 reads 100, 200, 300, and item 2 reads 3, 2, 1. "+1" means the two items go 100% hand in hand e.g. Item 1 goes 1, 2, 3 and Item 2 goes 30, 60, 90. Most correlations won't be right at -1, 0, or +1 and are usually in between. Note however, while a weak correlation does not signify much relation between two items, a strong correlation does NOT automatically imply there is a causal (cause and effect) relation between the two items. Their strong correlations could simply be 'coincidences'.

The above four correlations indicate: A) Toronto residential prices and residential sales have quite significant correlation at 0.83 and this is not a surprise; higher prices and higher transactions go hand in hand in a rising or hot market. B) Toronto residential prices and the exchange rate of the Canadian dollar exhibit significant correlation at a negative (0.69) implying while residential prices go up, the C$ exchange value has gone down. This is not surprising either e.g. a lowered C$ can – not will – but can at times entice overseas investors to buy Canadian assets including real estate. C) Toronto residential prices jive closely with the median family income at 0.97. Real estate is usually a derivative of the economy i.e. its prices reflect the condition and performance of the economy. When families earn more, they could afford to buy higher priced homes. D) Toronto residential prices also jive closely with the total volumes of outstanding mortgages, which is hardly surprising especially given the historically low mortgage rates and increased sales.

With the above in mind, now let's look at these numbers:

| Price Index | C$ exch rate | Family income | Mortgages |
|---|---|---|---|
| 1.00 | 1.00 | 1.00 | 1.00 |
| 1.01 | 0.80 | 1.01 | 1.10 |
| 1.05 | 0.94 | 1.01 | 1.17 |
| 1.15 | 0.99 | 1.10 | 1.26 |
| 1.24 | 0.97 | 1.13 | 1.33 |
| 1.32 | 0.99 | 1.15 | 1.41 |
| 1.39 | 0.92 | 1.18 | 1.48 |
| 1.51 | 0.85 | 1.22 | 1.56 |
| 1.65 | 0.71 | 1.26 | 1.65 |
| 1.94 | 0.73 | 1.30 | 1.73 |

ASSUMING all four items above do have causalities (cause and effect) between them, the fact that Toronto residential prices have risen on average 94% from 2007 to 2016 cannot be fully accounted for by family income which has only risen 30% during the same period.

Nor can adding the devaluation of the Canadian dollar which has only gone down some 27% during the period. In any event, this item has more meaning to overseas buyers than to locals unless one assumes higher inflation resulting from such local currency devaluation. However, inflation has been low for the past 10 years or so.

The mortgage growth does appear to come closer to matching the price growth, yet this is a national figure which may or may not apply well to Toronto. Furthermore, the outstanding mortgage value can increase even without much price increases as long as the number of mortgaged homes increases either due to new household formations or refinancing for existing homes. Despite the foregoing, mortgage growth might have some contribution toward residential price surges especially when combined with increased median family income and reduced / low mortgage rates, plus an eagerness to buy owing to certain market perceptions e.g. overseas buyers pushing up prices etc. The mortgage growth may – not must - also reflect easier lending on the part of the banks, and which if true to some extent, becomes not so much a solid factor than an easy money driver similar to QE.

The point is the various items above are not sufficient to account for the residential price increases fully, especially when applied alone, and of the four, the family income factor is the most solid factor of them all, and it has only gone up by around 30%. Suffice to say that these items can interact with one another thus it is not always easy to isolate one of them and attribute its role in the observed residential price surges. To complicate things further, there are other items-factors which have not been considered e.g. market perception, sentiment and expectation, the market tendency to be reflexive (self-prophesizing and self-fulfilling) and their effects on prices and the four items-factors.

Your humble author has also learned that parents nowadays might help their offspring with home purchases ranging from giving the latter the initial deposits or down-payment to buying the homes outright. While one can say this seems a solid factor for the home thus bought, however, the parents with now reduced cash or net wealth might need to reduce spending and investment here and there. That is, there are and will be consequences though not always immediately observed.

And for the long run, and if only one factor is to be quoted, a sustainable real estate price growth environment requires a materially growing economy whose participants have materially growing incomes. Anything else could be important too but is secondary nonetheless, even if not a short term and / or cosmetic contributing factor.

Toronto: a high quality metro + the most important Canadian metro + a sizable North American metro + a metro in a peaceful corner of the globe

Having been a Toronto resident during the late 1980s and early 1990s, your humble author has a personal liking of Toronto with fond memories of those times spent there. Indeed, he thought and still thinks Toronto is under-appreciated (under-appreciated =/= undervalued). Here's why:

**1) A very livable high quality metropolitan** = a) distinct four seasons; b) lots of greenery and outdoor spaces; c) easy to find your way planned grid system; d) efficient transport system overall; e) a good mix of old and new, low rise and high rise, less dense and denser neighborhoods; f) a diverse mix of populations, cultures, and talents with high literacy skills and technology know-how. Compared to North American cities, Toronto is generally cleaner, safer, and efficient. Also, it is expected to grow in population with one study saying close to 100,000 per year in the next few years with migrants from within and outside Canada.

**2) The most important metropolitan in Canada** = people from other cities in Canada might disagree, yet Toronto has, using easy to remember but very rough figures, 3m people in the metro, another 3m in the surrounding suburbs, plus yet another 2m to 3m or so in the cities, towns, counties, and villages outside of the Greater Toronto Area but whose economies are linked to Toronto in some way. That is, Toronto is a 8m to 9m people economy. Ontario – being the most populous province in the country - has around 12m i.e. the 9m Toronto has 70% to 75% of the Ontario residents. Given Canada has close to 36m people, it means roughly 1 out of every 3 Canadians lives in Ontario, and the Toronto economy implies 1 out of every 4 Canadians has some link to Toronto.

**3) A sizable North American metropolitan** = not too many metros have over 3m people (let alone 6m, 9m) as an economic base in North America and Toronto is larger in this sense than most American metros such as Boston, Chicago, Seattle, Denver, Dallas etc. Also, if one factors the diversity in cultures, talents, and skills which Toronto has, not too many North American metros can compare.

**4) Located in a peaceful corner of the world** = while some Torontonians think Toronto compares to global centers like New York City or London or Hong Kong, sorry guys and gals, Toronto is not there yet. However, looking at its geography and the geopolitical-socio-economic realities now under way, Toronto might serve itself best by offering something which the world now lacks: peace and quiet. This does not imply doing nothing. On the contrary, Toronto can promote itself in a no less powerful but subtle way (there are far too many noisy promoters already), demonstrating character and characteristics which are craved for but rare these days, like patience, good manners, cool and cool-level-head, intellect, resourcefulness, and above all, openness and common sense backed by and grounded in concepts of freedom, liberty, and fraternity.

**You have given us the pros. What about the cons?** Many people find the taxes a bit high though somewhat bearable, especially given the safety nets. However, most tend to think the tax forms [in booklets] and thus the regulations are quite cumbersome and complicated, resulting in many having to seek the assistance of tax accountants (who thrive on such complexity). That said, one can get used to it.

<u>Toronto residential real estate is still (relatively) underpriced</u>

This underpricing is NOT based on Toronto family income or from a local Toronto-Canadian perspective. If so, your humble author would not say Toronto is cheap.

However, when one compares Toronto to some other metros from abroad – including the likes of Sydney, Auckland, let alone pricey Hong Kong or central London (UK), and bearing in mind the 4 features of Toronto just listed above, Toronto real estate prices are still – comparatively – a bargain, in terms of home size, quality of construction and maintenance, general built / urban environment, social context, legal system, and so on.

Admittedly, being a bargain doesn't automatically mean a good investment choice. However, Toronto prices have been marching up (and early investors have done well) i.e. it is hard to deter further investment / future investors given such a track record. There are also (mostly local) investors who invest – not so much to speculate – but to obtain a rental stream for retirement given banks are providing zilch, and not all investors are foreigners parking their monies though these exist too.

Your humble author shall use Hong Kong as the metro to compare to Toronto:

**A) Typical to typical** = A typical middle class home in Hong Kong is a condo unit with 2 to 3 bedrooms, 1 to 2 baths, and roughly of 500-800 ft2, while a typical home in Toronto is still roughly a house with 3 to 4 bedrooms, 2 baths or more, plus garage and yards. Roughly, one such Hong Kong home might still fetch more than 2 typical homes in Toronto at the end of 2016 (see link below).

http://www.real-estate-tech.com/zeppelin_Global_Index.htm

**B) Like to like** = this means instead of comparing the typical Hong Kong condo home to a detached home in Toronto, it is compared to similar condo units with similar attributes e.g. ease of transportation, close to subway, convenient shopping, proximity to urban office cores etc. As such, the number of Toronto condos one such typical Hong Kong home can buy is now around 5.

Using a hypothetical condo unit but based on an actual and popular-prominent private housing estate in Hong Kong, namely Tai Koo Shing, an 800ft2 unit can now be sold for around 800 ft2 x HK$20,000 = HK$16,000,000 = C$2,670,000 rounded.

Using say North York where there are plenty of residential condo neighborhoods and assuming an average C$/ft2 of C$650, this budget can buy a bit more than 5 North York condo units averaging 800 ft2 in size. A Hong Kong owner can achieve some financial freedom in Toronto.

Suggestions (and suggestions only: these might not suit all investors or circumstances)

**Want a piece of the Toronto real estate action?** Suggestions for mostly conservative and responsible investors using their own money: 1) Take a longer term investment view e.g. 5 years or more, or better still, a 10 year horizon; 2) Be psychologically prepared to ride out the 'waves' to be i.e. don't panic easily; 3) Be conservatively leveraged if financing is to be used, and consider choosing fixed rate rather than variable rate mortgages; 4) Check out the tax codes and implications i.e. seek a Canada qualified tax expert for advice; 5) Vet the real estate developer's capability / track record in project delivery if 1st hand sales are involved; and 6) Choose a professional and reliable real estate broker / agent to help seek suitable properties. Just to name a few.

**Can I flip Toronto properties?** Yes, but unlikely when you are7,797 miles away. One reason is that the market is so hot that (at the time this article is being written) real estate listings, especially the ones priced below C$1M and reasonably, can be sold within days.

For instance, your humble author has been trying to take advantage of the current market condition to switch (i.e. sell an old property and buy another one) a property or two in his Toronto portfolio and has thus been following the listings on www.realtor.ca. On three recent but separate occasions, he liked a new listing posted but when he contacted his agent in Toronto to make an offer, he was told the newly listed property had already been sold, and usually for a higher than asking price.

Also, and this is just reported, Ontario will slap a 15% foreign buyer tax, plus extending the rental controls on residential properties. Do consult a tax expert for details on these new regulations and their implications if any.  Separately, the news on Home Capital Group having the need for quick injection of capital deserves some attention too.

Summing up

Toronto: a) is a very livable and modern metro; b) [residential] real estate prices and market sentiment are quite high; c) but is still comparatively inexpensive from a global perspective; d) real estate is viable for long term conservative investment; e) but short term real estate flips are getting costlier, riskier, and probably less rewarding too; and f) is attractive to many people from local and abroad as a place to live.

If you find the above agreeable and acceptable, join the party.

Oh, almost forgot, and the cold and snow too...☺

Disclosure: your humble author has invested in Toronto properties

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