



2024

Year in Review

HEAPS ESTRIN

REAL ESTATE TEAM



Reflecting on 2024 and Looking Ahead to a Bright New Year

As we step into 2025, it's the perfect time to pause and reflect on the year that was. The Toronto real estate market in 2024 was a year of challenges, both from a pricing and volume perspective. Interest rates, however, began their steady descent mid-year. This shift brought buyers back to the market, and with consumer confidence on the rise, the end of the year brought more optimism.

Despite some challenging market conditions, the Heaps Estrin Team not only rose to the occasion but achieved yet another record-breaking year. From winning multiple International Property Awards to expanding our international reach through Heaps Estrin Global, our success was a testament to the unwavering trust our clients placed in us and the dedication of our team.

We're incredibly proud of the milestones we've reached this year and grateful for the community that made it possible. To our clients, vendors, partners, and visitors to The Lobby, thank you for your continued support and collaboration. Together, you've helped us maintain our rank as the most successful team in Toronto and one of the top real estate teams in the country, while also creating opportunities to grow, innovate, and serve this incredible city we call home.

Looking forward, there is much to be optimistic about. The foundation for a more balanced and stable market has been set, and Toronto remains uniquely positioned to thrive. High immigration, limited supply, and our city's enduring appeal as a vibrant, world-class destination mean that opportunities abound for both buyers and sellers in 2025.

As always, we remain dedicated to providing the highest level of expertise, care, and service to our clients. Whether you're considering buying, selling, or simply seeking insights into your neighbourhood or the market at large, we're here to help you strategize for success. Thank you for making 2024 so rewarding. We look forward to the opportunities and successes 2025 will bring and to partnering on your journey, wherever it may take you.

Warm Regards,

Cailey & The Heaps Estrin Team

HEAPS ESTRIN 2024 YEAR IN REVIEW



GTA luxury real estate market stabilizes

The Globe and Mail

In The Press

Recognized for our insights and high-profile properties, we're regularly featured in leading news outlets.



This rare \$3-million Cabbagetown home from the 1870s is a 'modern oasis'

Toronto Star



Math's 'Golden Ratio' Underpins the Design of This Architectural Home in Toronto

Mansion Global



Increase in "How to Move to Canada" Web Searches Post-Election

CTV

AS FEATURED IN

IE INVESTMENT
EXECUTIVE

TORONTO STAR

The New York Times

NATIONAL POST

CTV

WSJ

THE GLOBE
AND MAIL

居外
Juwai.com

Bloomberg

TORONTO
LIFE

MANSON
GLOBAL

blogTO

Robb Report

duPont
REGISTRY



\$700M+
Total Sales Volume

20
Days
AVG Days on Market
VS. TRREB 28 Days**



No.1
Team in Canada
For Royal LePage



1,000+
Happy Clients



55+
Neighbourhoods
Served





136%

Highest Percentage
of Asking



4

International
Property Awards



0.1%

Of Realtors in
North America



102%

AVG % of Asking
VS. TRREB 99%**



25

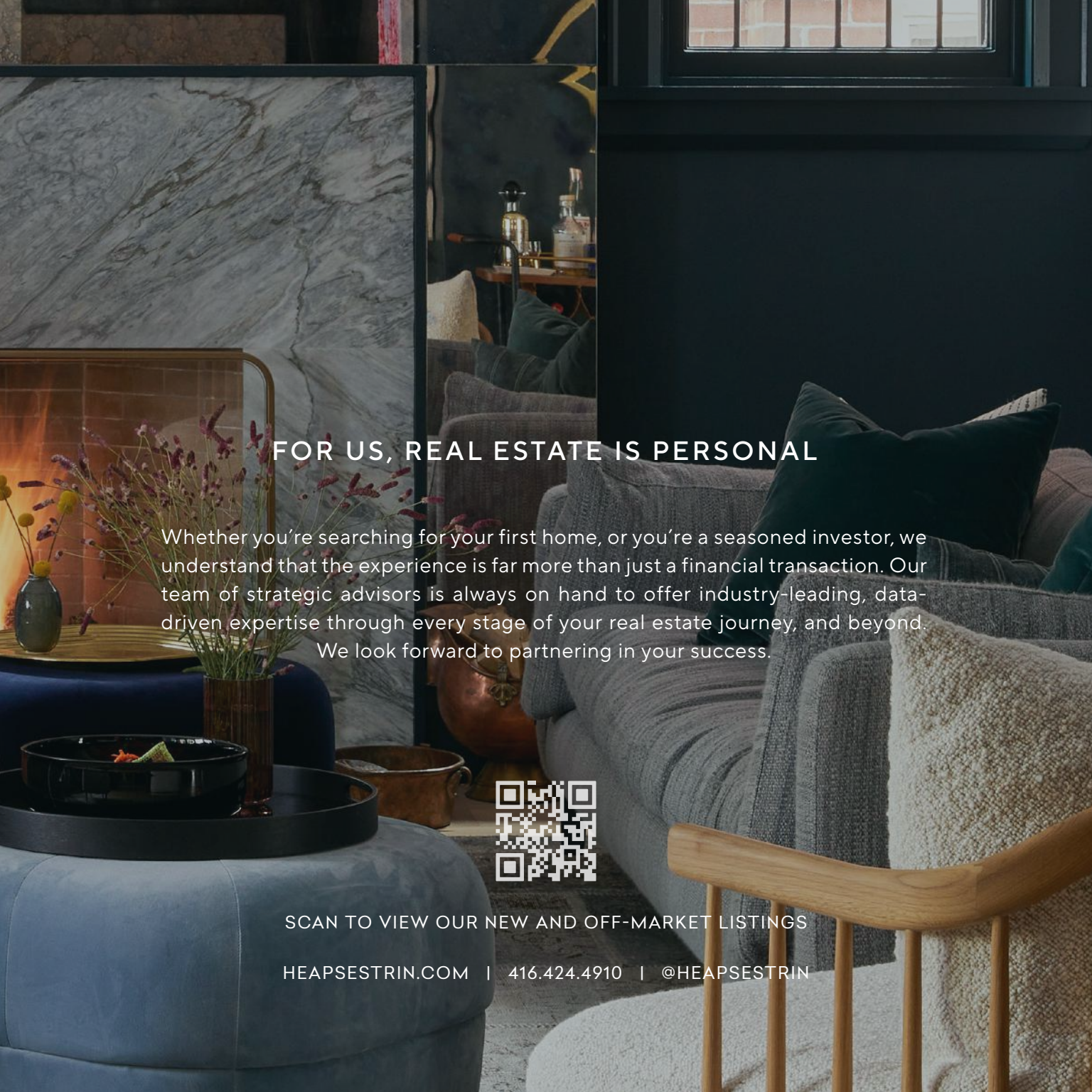
Most Transactions
in a Week





WE MEASURE OUR SUCCESS
ACCORDING TO YOURS

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FOR US, REAL ESTATE IS PERSONAL

Whether you're searching for your first home, or you're a seasoned investor, we understand that the experience is far more than just a financial transaction. Our team of strategic advisors is always on hand to offer industry-leading, data-driven expertise through every stage of your real estate journey, and beyond. We look forward to partnering in your success.



SCAN TO VIEW OUR NEW AND OFF-MARKET LISTINGS

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2024 Success Stories



188 ROXBOROUGH DRIVE

BOUGHT

It's not every day you find your dream home on your dream street. For one now-former Moore Park family, after years of searching, that dream became a reality thanks to Megan Till-Landry's strategic guidance and expertise. Bringing unmatched market insight and negotiation skills to the table, Megan helped her clients secure the property in a competitive multiple-offer scenario. The result? A dream come true in one of Toronto's most special homes.



384 INDIAN GROVE

SOLD IN 6 DAYS FOR 100% OF ASKING

This special west-end home was a muse to one of Canada's most celebrated contemporary artists, and our team made sure the marketing reflected its artistic legacy. Under the guidance of Cailey Heaps and Stephanie Newlands, the tailored storytelling approach captured the property's unique spirit. The approach paid off, culminating in multiple offers and a sale in just six days, outperforming the neighbourhood's benchmarks.



768 EUCLID AVENUE

SOLD IN 3 DAYS FOR 110% OF ASKING

Sometimes, a home and buyer are simply meant to be. This west-end property showed like a dream thanks to its exceptional presentation and unique character. Amid a flurry of interest, Cailey Heaps, along with colleagues Alison Giffin Ferris and Jeannine Volpe (respectively representing the buyer and seller), brought the perfect match together. In just three days, the property sold for 110% of the asking price, showcasing our team's ability to connect the right people with the right homes.

"Working with the Heaps Estrin Team was nothing short of phenomenal. Their attention to detail, passion for customer service, and human approach sets them apart." – Nelly F.



43 DOUGLAS DRIVE

SOLD IN 4 DAYS FOR 102% OF ASKING

Handled expertly by Martha Grant and Cailey Heaps, this Rosedale home showcased timeless elegance and attracted immediate interest. Through strategic pricing and exceptional market positioning, the property sold in just four days with multiple offers at 102% of the asking price. Once again, our team of strategic advisors proved the value of thoughtful preparation, profound market and neighbourhood knowledge, and, of course, highly targeted execution.



3 LUMLEY AVENUE

SOLD IN 6 DAYS FOR 109% OF ASKING

When it comes to Bennington Heights, Christina Pinelli's local knowledge and strategic approach truly shine. With deep knowledge of this sought-after neighbourhood, Christina expertly guided the sale of this charming property. Complementing her efforts, Cailey Heaps, a former resident and ambassador for the area, brought the perfect buyer to the table. The result? A seamless transaction that saw the home sell in just six days for 109% of the asking price—a testament to the power of local expertise and teamwork.




125 CHESTER AVENUE

SOLD IN 1 DAY FOR 136% OF ASKING

After decades in the same family, this Playter Estates home was ready for a new leaf. Lovingly prepared for sale, the home attracted a whirlwind of showings, culminating in a late-night offer session. Thanks to the expertise of our team, the property sold in one day for 136% of the asking price—an extraordinary result for a cherished family home.

"This is a fantastic brokerage... no detail is spared! Insightful, classy and professional, every single time!" – Sean M.



HEAPS ESTRIN GLOBAL

A World of Possibilities Awaits

Your real estate portfolio deserves the same expertise as your investments. Access unparalleled luxury worldwide with Heaps Estrin Global, an extension of Canada's top-performing brokerage.

Our strategic advisors, vast international network, and exclusive partnerships offer unmatched access to premier international real estate, ensuring you find the perfect home or investment... anywhere in the world.

PARIS TOKYO HAWAII AMSTERDAM MONTREAL BARCELONA SPLIT
OKA LONDON FLORIDA DUBAI ST. LUCIA NEWFOUND
CALGARY ROME SANTORINI MALLORCA ISTANBUL SYDNEY LONDON

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BEGIN YOUR GLOBAL REAL ESTATE JOURNEY TODAY

Royal LePage Real Estate
Services Heaps Estrin Team, Brokerage
Independently Owned and Operated.



Giving Back

Thanks to you, we were able to donate more than \$150k in 2024

The Heaps Estrin Team is committed to contributing to the communities we serve. We volunteer our time and donate to several local organizations and charities. When you work with the Heaps Estrin Team, you are supporting the following organizations, as well as many other worthwhile causes:



The Princess Margaret Cancer Centre was founded as the Ontario Cancer Institute in 1952 by the Ontario government.



Dixon Hall is an organization dedicated to creating solutions to end poverty, social injustices and isolation in Toronto.



SickKids Foundation is Canada's largest non-governmental granting agency in child health.



Interval House is the first centre for abused women and children in Canada. They are leaders in the campaign for women's empowerment.



A youth-led organization providing peer support and leadership opportunities to 2SLGBTQ+ youth across Ontario since 1994.



Mooredale is an established non-profit organization that welcomes people of all ages to experience a wide range of educational, recreational, social and cultural activities.



The Shoebox Project for Women is a registered charity that collects and distributes gift-filled Shoeboxes to local women impacted by homelessness across Canada, the United States, and the United Kingdom.



Joy in a box is a children's charitable initiative designed to teach kids about helping their peers, creating empathy and kindness by filling and giving gifts to those in need.



Covenant House provides vital services to youth who are homeless, trafficked, or at risk. Through shelter, support, and life-changing programs, they empower young people to build brighter futures and achieve independence.



Casey House is a specialty hospital providing compassionate care for people living with and at risk of HIV. Through innovative programs, they offer dignity and hope to those facing complex medical needs.

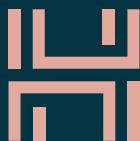


Founded in 2012, Community Food Centres Canada has been working towards a vision where food is treated as a basic right and everyone has the means, knowledge, and voice necessary to access good food with dignity.



Over 200k donated to date

The Royal LePage Shelter Foundation is Canada's largest public foundation dedicated exclusively to funding women's shelters, violence prevention and education programs.



In 2025, the Toronto Real Estate Market is Poised for Opportunity

Whether you're considering entering the market, selling your current home, or exploring your options, our team of strategic advisors is here to guide you every step of the way. We look forward to partnering in your success.

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*Featured statistics reflect data captured for the period beginning November 16, 2023, ending November 15, 2024. The data reflect both deals written and closed during this time period. **All TRREB averages reflect the time period beginning January 1, 2024 ending October 31, 2024. Not intended to solicit buyers or sellers under agency agreement or properties currently listed for sale. Royal LePage Real Estate Services Heaps Estrin Team. Brokerage Independently Owned and Operated.