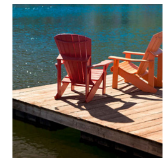
TD Wealth

Wealth Insights

TD Wealth Private Investment Advice

Summer 2025



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Align Private Wealth Management
TD Wealth Private Investment Advice

L to R: Owen Mayhew, Matthew Harpwood, Laurie Fryers, Tim Roscoe, Rachel Brioux, Christa Kolchew, Nino Fasulo

To Our Clients:

Welcome to our quarterly newsletter. This is part of our ongoing effort to stay connected with you. While it does not replace our regular communications, our goal is to provide you with additional strategies, tactics and ideas to help enhance your wealth management.
We hope you find something of interest each quarter! Please let us know if you have any topics you'd like to discuss.

We remain grateful for your continued trust in our services and hope you take some time to enjoy these fleeting summer months.

—Tim, Matt, Nino, Rachel, Christa, Laurie & Owen

The Speed of Change

Six minutes: that's the time the median individual investor spends researching a stock before purchasing it online, according to a recent *Wall Street Journal* article.[1]

It's no wonder the average holding period for a stock has dropped from around eight years in the 1950s to roughly five months today.[2] Technology continues to accelerate the speed at which we access, process and react to information—likely encouraging impulsive investor behaviour. Consider, for instance, that for every 100-millisecond improvement in load time, Amazon reportedly sees a one percent boost in revenue.[3]

Given this unsettling context, it's perhaps not surprising that equity markets moved with such rapid speed after April's "Liberation Day":

S&P 500 Large Moves After Liberation Day, April 2025

Apr. 2	-4.84%	Apr. 9	-3.46%	Apr. 20	-2.36%
Apr. 3	-5.97%	Apr. 10	+1.81%	Apr. 21	+2.51%
Apr. 8	+9.52%	Apr. 15	-2.24%	Apr. 23	+2.03%

Indeed, investor sentiment can quickly shift. While it's never easy to see portfolio values under pressure, a well-constructed investment plan with carefully selected holdings is designed to navigate short-term volatility. Through rigorous research and disciplined investment management, this approach helps us to remain committed to—and confident in—the longer-term growth potential.

This rapid change has not only been seen in the markets, but also in broader global shifts, driven by the volatile—and, at times, seemingly impulsive—policy stances of the U.S. administration. Are we entering a new era of structural transformation and global realignment?

While the breadth and global reach of the tariffs announced on Liberation Day took markets by surprise, observers remain divided on the consequences. Some suggest heightened recessionary risks, while others believe that unfolding policy responses will help avert a significant slowdown. After all, these are self-imposed measures that continue to evolve.

What's clearer is that the shift in U.S. trade policy has accelerated a move away from globalization toward a more "multipolar" world, where nations are increasingly focused on self-sufficiency and national security. This pivot may challenge the longstanding role of the U.S. as the dominant superpower. During April's volatility, a sharp selloff in U.S. Treasurys raised concerns—particularly as China, which holds about one-sixth of all foreign-owned U.S. Treasurys, has been increasing its gold reserves. At the same time, subdued demand for the U.S. dollar—once the default safe haven—has raised questions about its future as the global reserve currency.

As tariff policies continue to remain in flux, the economic effects may become more apparent in the months ahead. Yet, periods of disruption are a recurring feature of modern capital markets. Markets have long demonstrated the ability to adapt and progress over time. In a world where headlines can move markets in minutes, resisting the impulse to react emotionally is important. Above all, patience, perspective and participation continue to serve investors well.

1. https://www.wsj.com/finance/investing/buying-stocks-research-study-2a839a4a; 2. https://www.visualcapitalist.com/the-decline-of-long-term-investing/; 3. https://www.forbes.com/sites/steveolenski/2016/11/10/why-brands-are-fighting-over-milliseconds/

Summer Perspectives: Housing Affordability

A Home as a Retirement Plan? More Young Canadians Think So

The housing affordability crisis may be shifting views. Here are perspectives on relying on home equity for retirement.

With housing affordability increasingly out of reach for younger Canadians, views on homeownership and wealth building may be shifting. While older Canadians are less likely to look to home equity to support retirement, a growing number of young people expect home equity to fund at least part of their future retirement.[1]

Some homeowners consider downsizing as a way to unlock retirement funds, while others may look to borrow against their homes. However, there are reasons to exercise caution when relying on home equity for retirement. In brief, here are a handful:

You may not move. Today's older retirees are less likely to sell their homes before age 85. In fact, the sales rate for those over age 75 has been trending downward since the 1990s.[2] This may not be surprising. Selling a lifelong home can be more emotionally difficult than anticipated. Many choose to stay close to family, friends or their community to maintain independence. Some instead "downsize from the inside," by using only part of their home to lower costs like heating.

Low housing supply. While selling a home in today's market may be easy, finding a suitable replacement can be challenging given the limited supply of homes and rental properties.

Moving can be costly. The cost of moving—including real estate and legal fees, land transfer tax, staging or other expenses—can quickly add up. Additional costs with the next home, such as maintenance, repairs, monthly condo fees or rent (which can increase over time), can further erode the net financial gains of downsizing.

Housing Costs Over Decades: Why Kids Today May Have It Harder

	1984	2012	Today	% Change from 1984
Average home cost	$76,214	$369,677	$712,200*	+834%
Median family income	$48,500	$71,700	$107,663**	+122%
Price-to-income ratio	1.57	5.16	6.62	+321%
5-yr. fixed mortgage	14.96%	4.23%	4.70%***	–69%
75% mortgage value	$57,161	$277,258	$534,150	+834%
Monthly payment (25 yr.)	$711	$1,493	$3,016	+324%
Payment-to-income ratio	17.6%	25.0%	33.6%	+91%
Lifetime interest cost	$156,034	$170,704	$370,665	+138%

*National benchmark, April 2025: https://wowa.ca/reports/canada-housing-market. **StatCan Table 11-10-0190-01, 2022 figure (after tax) with 2.56% annual wage growth in 2023-25. ***Avg. major banks' five-year fixed rate, April 28, 2025. Historical data source: "2012 vs 1984: Yes, Young Adults Do Have It Harder Today," R. Carrick. Globe & Mail, 8 May 2012, B12.

Higher interest rates. Today, about 25 percent of retirees carry mortgages, with many seeing rates reset higher in recent years—a challenge for those on fixed incomes.[3] For those looking to borrow against their homes, options like a home equity line of credit (HELOC) or reverse mortgage have limitations. HELOCs, often secured before retirement when income is higher, typically carry variable rates that fluctuate with the market. Reverse mortgages generally allow borrowers to access home equity without monthly payments, reducing equity over time. These often come with higher interest rates and limited lender options as they aren't widely available in Canada.

1. https://rates.ca/resources/canadian-homeowners-expect-home-equity-fund-retirement; 2. "Canadian seniors not downsizing, partly owing to lack of options," S. Peesker, Globe & Mail, 02/12/24; 3. "Wealth tied up in real estate can hurt your retirement," R. Carrick, Globe & Mail, 11/30/23.

Managing Cash Flow for Unforeseen Times: Are You Prepared?

When it comes to wealth planning, the focus is often on investing and long-term wealth accumulation. Yet, having a plan for managing cash flow is also important to help you prepare for unforeseen times. A cash flow plan can help temper unnecessary financial stress during unexpected events like a temporary job loss or illness, while protecting longer-term financial goals.

Important for High-Net-Worth Individuals & Retirees Alike

A common misconception is that cash flow management matters only for those with limited assets. However, substantial wealth often involves managing larger financial obligations. Effective cash flow management can help you meet ongoing expenses, fulfil planned commitments and handle unexpected costs with little disruption.

Some investors assume they can simply sell investments to cover short-term needs. Yet this approach comes with trade-offs: selling assets on short notice can interrupt long-term growth, trigger unnecessary taxes or force a sale in a market downturn. For example, selling from a non-registered account may result in capital gains tax, while early Registered Retirement Savings Plan (RRSP) withdrawals not only trigger withholding tax, but are fully taxable and contribution room is permanently lost.

For retirees, managing cash flow may be even more complex. Many live on fixed incomes, relying on pension income, government benefits or Registered Retirement Income Fund (RRIF) withdrawals. Without careful planning, the timing or structure of withdrawals can lead to unexpected tax obligations or affect eligibility for income-tested benefits like Old Age Security. Moreover, taking on debt to cover shortfalls can be risky, particularly if interest rates rise or loans are reset at higher rates.

The Value of an Emergency Fund

An emergency fund can serve as the first line of defence in cash flow management. Typically, this is an amount equivalent to three to six months of living expenses, reserved for unexpected life events. Beyond a traditional cash reserve, a tiered approach to liquidity can balance accessibility and long-term growth. This may include: i) A reserve for short-term needs, such as a high-interest savings account or cashable GICs; ii) Easily accessible investments with lower volatility, such as short-term bonds or GICs; and iii) Longer-term investments to build wealth over time.

Some consider using a Tax-Free Savings Account (TFSA) as an emergency fund, as withdrawals are tax free and added back to contribution room in the following calendar year. However, there may be trade-offs. When it comes to marketable securities, a market downturn could reduce the value of TFSA investments at the very moment you need them. Selling investments at a loss locks in that loss, as only the withdrawn amount—not the original investment value—can be recontributed. Also important: you forgo potential future long-term, tax-free growth.

Investor Behaviour & Investment Outcomes

Navigating Choppy Waters: The Value of Discipline

With the ever-changing rhetoric from south of the border, market volatility has returned—and is likely to persist. Worth repeating: reacting emotionally to short-term headlines can work against longer-term success. Here's why.

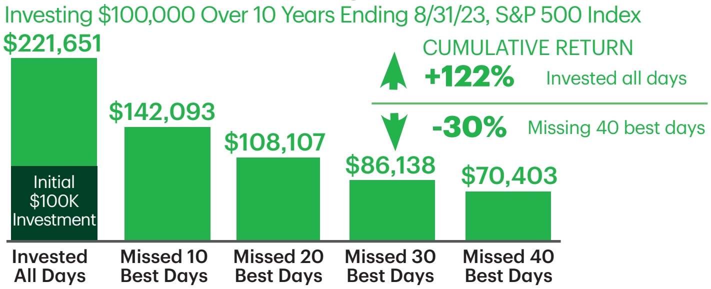
In challenging markets, discipline can play a role in successful investing. A core part of our role as advisors is to remain objective, unemotional and focused—building portfolios based on research and fundamentals, with the understanding that occasional market or economic setbacks are a normal part of the investing journey.

The dilemma, of course, is that human nature often compels us to want to take immediate action when faced with adversity. This instinctive response—rooted in our evolutionary drive for survival—can lead to decisions that hinder longer-term investing success.

While it might feel like the right response to exit the markets when things get tough, such as we saw with the dramatic market pullback in April, the opportunity cost of doing so—when markets reverse their course, often unexpectedly—can have a notable impact on future wealth. Ideally, we'd avoid the worst days, but these are nearly impossible to predict. Many of the strongest market days also tend to follow the weakest. The chart below shows how missing a handful of the best days can substantially reduce long-term returns. Ironically, doing nothing can sometimes be the best course of "action."

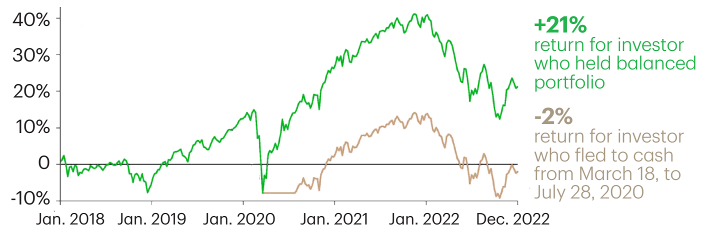
This dynamic isn't limited to the longer term. During the 2020 pandemic, when the U.S. stock market fell 34 percent in just 22 days, an investor who moved to cash at the bottom in March and remained on the sidelines until July would have seen a 2 percent decline (from 2018 to end of 2022). A disciplined investor holding the same balanced portfolio through that period would have seen a 21 percent gain.

The Investment Impact of Missing the Best Market Days[1]
Investing $100,000 Over 10 Years Ending 8/31/23, S&P 500 Index



Source: Morningstar. Returns based on S&P 500 Index, for 10-year period ending August 31, 2023.

Impact of Shifting to Cash: 2020 Pandemic Market Drawdown



https://investor.vanguard.com/investor-resources-education/article/four-timeless-principles-for-investing-success; Balanced 60/40 portfolio—Stocks: MSCI ACWI; Bonds: Bloomberg Global Aggregate Bond Index.

A well-constructed wealth plan serves as a critical roadmap, but professional guidance can help navigate uncertainty and stay on course. One study suggests behavioural coaching alone may provide an average annualized return of 3.4 percent.[1] Don't underestimate the role of discipline and support in making informed decisions, managing risk and maintaining focus on longer-term wealth goals.

1. https://russellinvestments.com/-/media/files/au/support/voa/voa_report_2023.pdf

Cancellation of Proposed Increase to Capital Gains Inclusion Rate

Since the spring publication, the proposed increase to the capital gains inclusion rate was cancelled on March 21, 2025—after being deferred at the end of January. The government also announced it intends to maintain the increase in the Lifetime Capital Gains Exemption limit to $1,250,000, intending to introduce necessary legislation in due course.

Looking Back, Moving Forward: What Happens After Significant Pullbacks?

While it may feel like a distant memory, the sharp market pullback we witnessed in April was overwhelming for many. In moments like these, revisiting a wealth plan is valuable. It has been thoughtfully constructed to navigate periods of uncertainty, with the expectation that markets will inevitably see down periods along the way. By aligning decisions with your time horizon, your plan provides a roadmap for spending or retirement needs, while keeping committed to and confident in the longer-term growth potential of equities.

It may not feel like it in volatile times, but history reminds us that equities remain one of the most effective asset classes for building future wealth. Over the past five years, the S&P/TSX delivered an annualized return of 5.4 percent—or 9.8 percent with dividends reinvested—even in the face of a pandemic and recent tariff-related declines (1/1/20 to 4/8/25). While the near-term direction of the markets is always uncertain, the longer-run trend has been upward.

Time has a powerful way of smoothing even the sharpest market declines. A two-day drop of more than 10 percent in the S&P 500—like the one seen in April—is rare. Since 1980, it has occurred just four times: on Black Monday in 1987, twice during the 2008 Global Financial Crisis and in the early days of the pandemic. Yet, in the year following these events, the S&P 500 posted an average gain of 36.3 percent. Likewise, after the largest one-day declines in the S&P/TSX, the average one-year forward return was +34.6 percent.

While the rapid decline in April was quickly followed by a recovery in May, keep in mind that recoveries don't always unfold quickly. Yet, a look back in time reminds us that even the darkest nights give way to dawn, and patience can be one of an investor's greatest virtues.

S&P 500 2-Day Declines & 1-Year Forward Return

Date	Decline	1-Yr. Fwd. Return
10/19/1987	-24.6%	+23%
3/12/2020	-13.9%	+59%
11/20/2008	-12.4%	+45%
11/6/2008	-10.0%	+18%
Average	**-15.2%**	**+36.3%**

Largest S&P/TSX Composite 1-Day Declines & Forward Return

Date	Decline	1-Yr. Fwd. Return
3/12/2020	-12.3%	+51%
10/19/1987	-11.3%	+6%
3/9/2020	-10.3%	+27%
3/16/2020	-9.9%	+53%
12/1/2008	-9.3%	+36%
Average	**-10.6%**	**+34.6%**

Estate Planning Priorities

Summer Check-Up: Your Power of Attorney Checklist

When was the last time you reviewed your power of attorney? As a reminder, this is a signed, legal document that gives authority to a trusted individual(s) (the "attorney(s)") to make decisions on your behalf. Generally, there are two types of power of attorney: i) for property and ii) for personal care. The names and terms can vary by province (i.e., a personal care document may be called a personal directive, advance health care directive or representation agreement).

Take a look at the checklist below. While not meant to be comprehensive, it's intended as a starting point to help determine if your power of attorney documents continue to meet your needs. If you answer "*no*" or "*don't know*" to any of the questions, perhaps a review is in order. It may be time well spent to plan for potential changes in your ability to make decisions due to illness or age. If you need assistance, please call the office.

An Extra Layer of Protection: Designate a Trusted Contact Person

With the rising incidence of fraud, it's worthwhile to consider designating a trusted contact person (TCP) for your investment accounts. A TCP is someone formally appointed by the account holder, with written consent, whom we as advisors can contact if concerns arise about your well-being or financial activity.

For more vulnerable individuals, such as seniors who are isolated or those experiencing cognitive decline, having a TCP can be especially valuable in helping to guard against financial abuse or exploitation. While a TCP does not have legal authority over your accounts or assets, this arrangement provides an additional safeguard by providing a point of contact in case of an emergency or suspicious activity.

Estate Planning: Your Power of Attorney — A Checklist	YES	NO	DON'T KNOW
Do you have a valid power of attorney document? Even if age is not a factor, consider that there may be emergencies when you will need help managing your affairs.	☐	☐	☐
If yes, have you reviewed it since 2020? Many estate planning specialists recommend reviewing all estate planning documents every three to five years.	☐	☐	☐
Have you prepared separate documents based on your needs? Generally, a power of attorney for property allows the attorney to conduct financial transactions on your behalf, such as banking, managing investments or buying/selling real estate. A power of attorney for personal care allows the attorney to make health care decisions in the event of incapacity.	☐	☐	☐
Are the named attorney(s) still the best choice for your situation? Here are some questions you can ask: Do they have the skill set to support the duties involved? Are they still willing and able to act in this capacity? Do they continue to reside in your jurisdiction?	☐	☐	☐
Have you specified certain limitations in your powers of attorney for property based on your situation? Remember that you can provide specific instructions or limitations when it comes to managing your assets, such as what they can do as your attorney or when it is appropriate for them to act.	☐	☐	☐
Have you considered the legal implications of different jurisdictions if you travel frequently or own assets outside of your province/territory of residence? Power of attorney laws vary across jurisdictions, so it's important to understand local legislation where you hold assets or may need decisions made on your behalf. In some cases, you may need to create a document that complies with the laws of that jurisdiction.	☐	☐	☐
Have you communicated your wishes? Does the appointed attorney(s) clearly understand your wishes and what is expected of them?	☐	☐	☐

With the Compliments of:

Tim Roscoe, CFP, CIM, FCSI
Senior Portfolio Manager
Senior Investment Advisor
905 704 1083
tim.roscoe@td.com

Matthew Harpwood
Investment Advisor
905 357 0107
matthew.harpwood@td.com

Nino Fasulo
Associate Investment Advisor
905 704 1812
nino.fasulo@td.com

Rachel Brioux
Client Relationship Associate
905 704 1082
rachel.brioux@td.com

Christa Kolchew
Client Service Associate
905 704 1541
christa.kolchew@td.com

Laurie Fryers
Client Service Associate
905 704 0306
laurie.fryers@td.com

Owen Mayhew
Client Service Associate
905 704 0719
owen.mayhew@td.com

Align PWM — TD Wealth Private Investment Advice
25 Corporate Park Dr., Suite 101, St. Catharines, ON L2S 3W2
Main: 905 704 1177 Toll Free: 1 833 287 4545
Fax: 905 682 2601 Email: align@td.com Web: alignpwm.com

Align Private Wealth Management