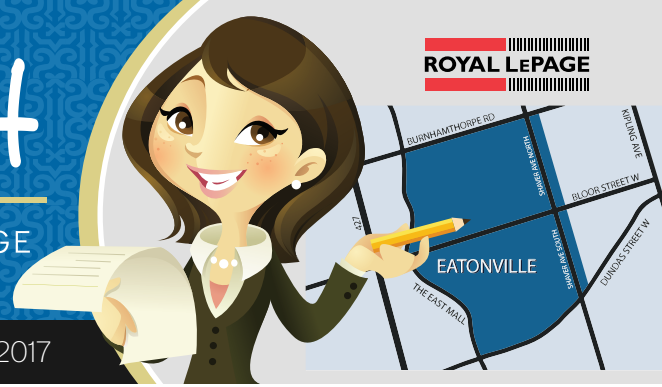


# Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE



www.mcizmar.com

May 2017

## Strong Growth in New Listings in April

Toronto Real Estate Board President Larry Cerqua announced that Greater Toronto Area REALTORS® entered 33.6 per cent more new listings into TREB's MLS® System in April 2017, at 21,630, compared to the same month in 2016. New listings were up by double-digits for all low-rise home types, including detached and semi-detached houses and townhouses. New listings for condominium apartments were at the same level as last year.

Total sales for the TREB market area as a whole amounted to 11,630 – down 3.2 per cent year-over-year. One issue underlying this decline was the fact that Easter fell in April in 2017 versus March in 2016, which resulted in fewer working days this year compared to last and, historically, most sales are entered into TREB's MLS® System on working days.

"The fact that we experienced extremely strong growth in new listings in April means that buyers benefitted from considerably more choice in the marketplace. It is too early to tell whether the increase in new listings was simply due to households reacting to the strong double-digit price growth reported over the past year or if some of the increase was also a reaction to the Ontario government's recently announced Fair Housing Plan," said Mr. Cerqua. The MLS® Home Price Index (HPI) Composite Benchmark Price was up by 31.7 per cent year over- year in April 2017. Similarly, the average selling price for all home types combined was up by 24.5 per cent to \$920,791.

"It was encouraging to see a very strong year-over-year increase in new listings. If new listings growth continues to outpace sales growth moving forward, we will start to see more balanced market conditions. It will likely take a number of months to unwind the substantial pent-up demand that has built over the past two years. Expect annual rates of price growth to remain well-above the rate of inflation as we move through the spring and summer months," said Jason Mercer, TREB's Director of Market Analysis.

## Milana's Market Watch: Eatonville

Last 6 Month Solds from November 1, 2016 – April 30, 2017

		#Sold	Average Price	Avg DOM
<b>Detached Bungalow</b>	3 bedrooms	18	\$1,081,428	7
<b>Detached Sidesplit</b>	4 bedrooms	1	\$1,011,000	6
<b>Detached 2 Storey</b>	4 bedrooms	4	\$1,821,250	37
	5 bedrooms	2	\$1,959,000	7
	<b>TOTAL HOMES SOLD</b>	25	<b>TOTAL AVG SALE PRICE</b>	<b>TOTAL AVERAGE DOM</b>
			\$ 1,267,188	12

FOR SALE!



A Gorgeous Class Act! Beautifully renovated with Executive Details. Open Concept Living Room with Coffered Ceiling, LED lighting & Marble Fireplace, Chic Stainless Steel Glass Railings, Stately White Kitchen with Granite Counters and Marble Herringbone Backsplash, Oak Hdwd Flrs Thruout, All New Windows, Glass Tub Surround with Dual Sinks, Fnshd Bsmt with Large Recroom, 3 Pc Bath and Oversized Extra Bdrm. Wonderful Neighbourhood Close to good schools, TTC, Shopping, Parks, Hwys...

Include: New Stainless Steel Fridge, Stove, Rangehood, Dishwasher, Front Load Washer & Dryer, All Light Fixtures, Broadloom Where Laid, Hot Water Tank On Demand

\$1,399,000 .....

## Increasing Your Wealth with Home Improvements

Have you been thinking of selling your home and in the back of your mind you're trying to figure out where to invest your money, so you get the most return on your investment? If so, you are not alone. I hear this question all the time from my clients who want to make some improvements to sell or to add value that will attract a lot of buyers down the road, when it is time to sell.

You might dream of putting French doors and a Juliet balcony in the master bedroom, but if your kitchen is twenty-five years old—you are better off directing your home improvement dollars there. Buyers generally focus on kitchen and bathroom quality, along with overall living and storage space.

Another point, kitchen and bathroom remodeling projects are among the most disruptive undertakings, so buyers especially appreciate upgraded fixtures, appliances and décor in these rooms.

Want to know more? I've got good news! I'm running a contest and giving away a few copies of How to Add Value to Your Home by Scott McGillivray, Star of HGTV's Income Property, Moving the McGillivray's and more. All you have to do is send me an email with an explanation of why you NEED a copy of this book. I'll randomly choose the winners from the emails I receive and announce the results in next month's newsletter.

Send your entry to [milana@mcizmar.com](mailto:milana@mcizmar.com) with your name, address and explanation. (Only 1 entry per address)

Good Luck!

*-Milana Cizmar*

Your Eatonville Realtor®

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Whether you are thinking of selling your home, buying a new one, or are just curious as to real estate values in the neighbourhood, you'll want to make sure you talk to a real estate professional who is knowledgeable and familiar with the area. As a neighbour, I want every home in our neighbourhood to sell for the highest price. Every time that happens, it maintains and increases the value of your home and mine.

I am committed to getting the most value and the highest price for every property I sell. If you are considering a move and would like to know how all of this information directly affects your property, please give me a call.