

# Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE



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April 2012

**SOLD!**



Great Opportunity!

Attention All Builders!

Land Value Only!

22 x 169.70 Foot Lot for Under \$250K in the City!

Unbelievable Value in a Demand Neighbourhood

## Tight Market Drives Double-Digit Price Growth

April 4, 2012 -- Greater Toronto REALTORS® reported 9,690 sales through the TorontoMLS system in March 2012. This result was up by almost eight per cent in comparison to the 8,986 deals reported during the same period in 2011.

"The GTA resale market has not suffered from a lack of willing buyers this year. Buyers have been spurred on by the positive affordability picture brought about by low mortgage rates," said Toronto Real Estate Board President Richard Silver.

"The challenge has been a lack of inventory. Many listings have attracted multiple interested buyers. Strong competition has led to annual rates of price growth well above the long-term average."

The average selling price in the GTA was \$501,614 in March – up by 10 per cent in comparison to March 2011.

"The number of new listings was up last month in comparison to March 2011. However, based on the historic relationship between price and listings, the GTA resale market should be better supplied. If competition between buyers remains as strong as it is right now, we will almost certainly see an average selling price above \$500,000 for 2012 as a whole," said Jason Mercer, TREB's Senior Manager of Market Analysis.

## Milana's Market Watch: New Toronto/Mimico

Last 6 Month Solds from October 1, 2011 - March 31, 2012

	# Sold	Average Price	Days on Market
<b>1.5 Storey</b>			
2 Bed	3	\$417k	17
3 Bed	5	\$389k	14
4 Bed	1	\$570k	21
<b>2 &amp; 3 Storey</b>			
2 Bed	4	\$446k	12
3 Bed	15	\$549k	18
4 Bed	3	\$536k	11
5 Bed	3	\$612k	16
<b>Bungalow</b>			
2 Bed	19	\$422k	13
3 Bed	5	\$424k	55
<b>Semi-detached</b>			
2 Bed	3	\$362k	8
3 Bed	6	\$406k	32
4 Bed	1	\$418k	7
<b>Att/Row/Townhouse</b>			
-	-	-	-
<b>Total</b>	<b>68</b>	<b>\$463k</b>	<b>19</b>

Based on the last 6 month solds as reported by the Toronto Real Estate Board. Property values depend on other variables besides type of housing and number of bedrooms. Overall condition, size, recent updates/upgrades, lot size etc. are all factored into consideration.

\$239,900 .....

# FOR SALE!



Bright and Open Concept 3 Bedroom Semi with Beautiful Hardwood Floors, Long Private Drive and Detached Garage, Many New Updates Including Professionally Finished Basement with 3 Piece Bath, Furnace (05), Roof and A/C (06), Extra Insulation In Attic (06), Driveway and Front Walkway Repaved (08) and More! Come See This Very Charming House Offering Comfort and Low Maintenance In a Great Family Oriented Neighbourhood, Close to Schools, Parks, TTC...

## Spring Market!

Here we are in the midst of the spring real estate market, New Toronto and Mimico are just poised for some incredible opportunities for selling houses! For the month of March, we experienced very little inventory in terms of houses for sale which is good news for those of you thinking about selling. The average days on market it took a home to sell in the neighbourhood was 8!

But we know, listing your house on the market is more than just putting a "For Sale" sign on the lawn. There are many factors to consider such as marketing your property and most importantly, preparing it for sale to appeal to the widest range of buyers. In order to get as many people through the door as possible, your home has to stand out!

That's where the expertise of an experienced real estate professional comes in. There are a myriad of items to consider when preparing your home for sale and I can help you with all of it. I can point out areas of your home that will attract buyers and help you play up other important and unique selling features. I know what buyers are looking for, I work with them every day and I can help you see your home through the eyes of a buyer providing you with a very honest viewpoint.

Taking the time to address necessary repairs, maintenance items and updates that will remove any buyer objections is also another important strategy that is often overlooked by sellers. Where to start? Please visit [www.lakeshorehousesforsale.com](http://www.lakeshorehousesforsale.com) and download a free seller's guide or just give me a call to schedule an appointment.

If you have any questions or comments regarding this article or real estate in general – I would love to hear from you. It's my intention to continue building lifelong relationships one client at a time and remain your personal real estate consultant for life. If you have someone who you care about who could use my help, be sure to contact me. Your personal referrals are the greatest compliment I can receive.

Until next time...

- *Milana Cizmar*

Your New Toronto/Mimico Realtor®

*Milana Cizmar*

B R O K E R

416.762.8255

[www.LakeShoreHousesForSale.com](http://www.LakeShoreHousesForSale.com)

[milana@lakeshorehousesforsale.com](mailto:milana@lakeshorehousesforsale.com)



Royal LePage Real Estate Services Inc. • Brokerage • 2320 Bloor Street West • Toronto, ON • M6S 1P2

\$454,900 .....