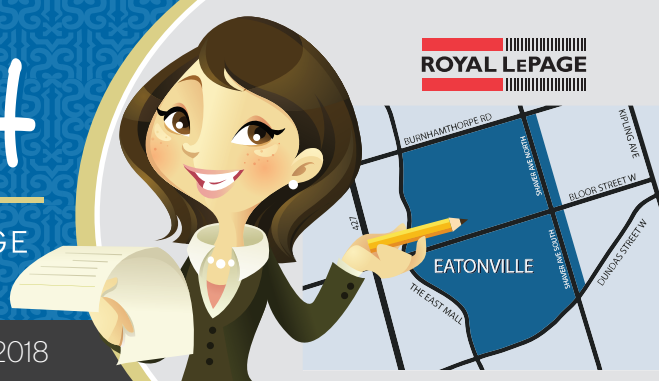


Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE

www.mcizmar.com

April 2018



GTA REALTORS® Release March Stats

Toronto Real Estate Board President Tim Syrianos announced that Greater Toronto Area REALTORS® reported 7,228 residential transactions through TREB's MLS® System in March 2018. This result was down by 39.5 per cent compared to a record 11,954 sales reported in March 2017 and down 17.6 per cent relative to average March sales for the previous 10 years.

The number of new listings entered into TREB's MLS® System totaled 14,866 – a 12.4 per cent decrease compared to March 2017 and a three per cent decrease compared to the average for the previous 10 years.

"TREB stated in its recent Market Outlook report that Q1 sales would be down from the record pace set in Q1 2017," said Mr. Syrianos. "The effects of the Fair Housing Plan, the new OSFI mandated stress test and generally higher borrowing costs have prompted some buyers to put their purchasing decision on hold. Home sales are expected to be up relative to 2017 in the second half of this year." The MLS Home Price Index Composite Benchmark was down by 1.5 percent on a year-over-year basis for the TREB market area as a whole. The overall average selling price was down by 14.3 per cent compared to March 2017.

While the change in market conditions certainly played a role, the dip in the average selling price was also compositional in nature. Detached home sales, which generally represent the highest price points in a given area, declined much more than other home types. In addition, the share of high-end detached homes selling for over \$2 million in March 2018 was half of what was reported in March 2017, further impacting the average selling price.

"Right now, when we are comparing home prices, we are comparing two starkly different periods of time: last year, when we had less than a month of inventory versus this year with inventory levels ranging between two and three months. It makes sense that we haven't seen prices climb back to last year's peak. However, in the second half of the year, expect to see the annual rate of price growth improve compared to Q1, as sales increase relative to the below-average level of listings," said Jason Mercer, TREB's Director of Market Analysis.

Milana's Market Watch: Eatonville

Last 6 Month Solds from October 1, 2017 - March 31, 2018

		#Sold	Average Price	Avg DOM
Detached Bungalow	3 bedrooms	13	\$910,769	24
Detached 1.5 Storey	3 bedrooms	1	\$821,000	38
Detached 2 Storey	3 bedrooms	1	\$1,082,000	7
	4 bedrooms	3	\$1,808,333	15

TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
18	\$1,064,889	23

FOR SALE



Custom Built Quality Home. An Entertainer's Dream and Spacious Family Home! Chef's Kitchen with 8' Granite Island, Abundant Storage & Counter Space. Open Plan Main Floor with Living & Family Room. Gas Fireplace. W/O To Rear Lawn and Patios. Extra Wide Upper/Lower Oak Staircases, Hrdwd Flrs, 9 Ft Ceilings & Crown Moulding (Main Flr). Side Entrance To Bsmt with Large Rec Room, 5th Bed, Bath, Laundry & Storage. Established Neighbourhood with Excellent Schools, Parks & Trails.

\$1,589,000.....

Spring Market!

Here we are in the spring real estate market, a time when we start to see more "For Sale" signs popping up in the neighbourhood. Could your house also be included?

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 my team of professionals and expertise 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. I can help you see your home through the eyes of a buyer and provide you with a very honest view point. That's what you want from your real estate professional right? Honesty? I'm here to tell it like it is, it won't do you any good if I sugar coat anything. Your goal is to sell your home for the most amount of money in the quickest amount of time. Let's do that for you!

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 homeowners. Where to start? Please get in touch with me and I can provide you with a copy of my Seller's Guide and a Room by Room Analysis which will help you know EXACTLY what to do in each and every room of your house. This is valuable information to know BEFORE you go on the market.

Until next time...

-Milana Cizmar

Your Eatonville Realtor®

Milana Cizmar

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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.