

Your Cizmar Report

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December 2017



GTA REALTORS® Release November Stats

Toronto Real Estate Board President Tim Syrianos announced that Greater Toronto Area REALTORS® reported 7,374 transactions through TREB's MLS® System in November 2017. This result was up compared to October 2017, bucking the regular seasonal trend. On a year-over-year basis, sales were down by 13.3 per cent compared to November 2016.

New listings entered into TREB's MLS® System in November 2017 amounted to 14,349 – up by 37.2 per cent compared to November 2016, when the supply of listings was very low from a historic perspective.

"We have seen an uptick in demand for ownership housing in the GTA this fall, over and above the regular seasonal trend. Similar to the Greater Vancouver experience, the impact of the Ontario Fair Housing Plan and particularly the foreign buyer tax may be starting to wane. On top of this, it is also possible that the upcoming changes to mortgage lending guidelines, which come into effect in January, have prompted some households to speed up their home buying decision," said Mr. Syrianos.

The MLS® Home Price Index (HPI) composite benchmark price was up by 8.4 per cent on a year-over-year basis in November 2017. The average selling price for all home types combined was down by two per cent compared to November 2016, due in large part to a smaller share of detached home sales versus last year. On a year-to-date basis, the average selling price was up by 13.4 per cent compared to the same period last year. High density home types continued to lead the way in terms of price growth, with the average condominium apartment price up by double-digits compared to November 2016.

"Changes in market conditions have not been uniform across market segments. In line with insights from consumer polling undertaken by Ipsos in the spring, we are still seeing seller's market conditions for townhouses and condominium apartments in many neighbourhoods versus more balanced market conditions for detached and semi-detached houses. We will have more insights to share about consumer intentions for 2018 at the end of January when TREB releases its third annual Market Year in Review and Outlook report," said Jason Mercer, TREB's Director of Market Analysis.

Milana's Market Watch: Eatonville

Last 6 Month Solds from June 1, 2017 - November 30, 2017

		#Sold	Average Price	Avg DOM
Detached Bungalow	3 bedrooms	17	\$921,838	16
Detached 1.5 Storey	3 bedrooms	2	\$963,500	21
Detached Backsplit	3 bedrooms	1	\$1,200,000	21
Detached 2 Storey	4 bedrooms	2	\$1,892,500	19
Att/Row/Townhouse	3 bedrooms	1	\$852,000	11
		TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
		23	\$1,018,924	17

FOR SALE



A Beautiful Stylish Home in Markland Wood! Marble Floor Entranceway, Open Concept Living and Dining with Walk-out to Backyard, Granite Counters and Breakfast Bar in Kitchen, Walnut Hardwood Flrs Thruout, Fabulous Fshd Bsmt with Wet Bar, 3 Pc Bath, Laundry & Storage. Long Private Driveway with Parking for 6 Cars and Double Det. Garage. Beautiful Crown Molding, Numerous Pot Lights, Wonderful Family Friendly Neighbourhood Close to Schools, Parks, Hwys, TTC, Shopping, ...
New Windows on 2nd Flr 2016, New Deck 2015, New Garage Door 2013, New Garage Roof 2011, Improved Attic Insulation 2011, Fence & Gate 2010, Furnace 2008. Include: New SS Gas Range 2017, Fridge, Stove, B/in DW, B/in Microwave, New Washer & Dryer 2017, Entertainment Unit in Living Rm, California Shutters, All Light Fixtures, All Window Blinds and Coverings. HWT

\$934,900

When is the best time to Sell Your Home?

Have you been waiting on the sidelines to see what would happen with home sales in the neighbourhood? I hope you have been reading my monthly market updates for Eatonville and keeping up to date on the values in our neighbourhood.

The good news, we have seen an increase in demand for home ownership in the neighbourhood this fall. Demand is much better than we normally see at this time of year. Since it typically takes some time to prepare a home for sale, it may be wise to start making your plan to have your home on the market in the early part of 2018.

In my 20+ years experience I have found much success with listing and selling properties for the highest price in the beginning of the year as opposed to the spring. Although you may think your house will show much better in the spring time, you are competing with a lot of other home sellers thinking the exact same thing. More homes on the market equals more choice for buyers and less pressure towards home prices increasing.

To learn more about [My Home Selling Strategy](#) to get your home the most money at the right time, please get in touch with me and we can schedule a [Complimentary No Obligation Evaluation and Strategy Session](#). At the very least you WILL walk away with a plan of action and the knowledge to know when and how to sell your home.

At this time of year, I am also giving away free wall calendars. If you would like one please give me a call or send me an email and I'll get one to you right away.

I wish you a **Very Merry Christmas** and **Happy New Year!** **Good Health** and **Good Cheer** for you and your **Loved Ones!**

-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.