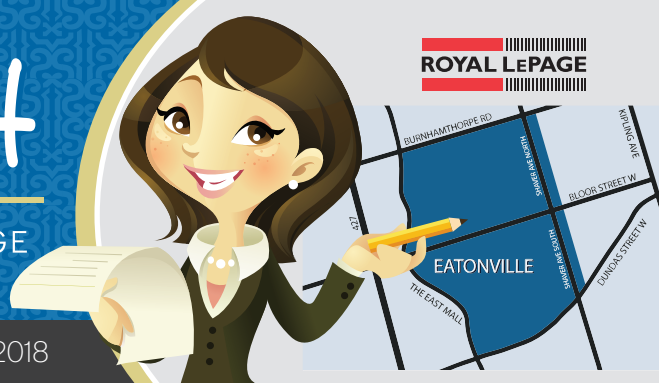


Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE

www.mcizmar.com

January 2018



GTA REALTORS® Release December/Annual Stats

Toronto Real Estate Board President Tim Syrianos announced that Greater Toronto Area REALTORS® reported 92,394 sales through TREB's MLS® System in 2017. This total was down 18.3 per cent compared to the record set in 2016.

Record sales in Q1 were followed by a decline in Q2 and Q3 after the Ontario Fair Housing Plan (FHP) was announced. The pace of sales picked up in Q4, as the impact of the FHP started to wane, and some buyers arguably brought forward their home purchase in response to the new OSFI stress test guidelines effective January 1, 2018.

"Much of the sales volatility in 2017 was brought about by government policy decisions. Research from TREB, the provincial government and Statistics Canada showed that foreign home buying was not a major driver of sales in the GTA. However, the Ontario Fair Housing Plan, which included a foreign buyer tax, had a marked psychological impact on the marketplace. Looking forward, government policy could continue to influence consumer behavior in 2018, as changes to federal mortgage lending guidelines come into effect," said Mr. Syrianos.

The average selling price for 2017 as a whole was \$822,681 – up 12.7 per cent compared to 2016. This annual growth was driven more so by extremely tight market conditions during the first four months of the year. In the latter two-thirds of 2017, fewer sales combined with increased listings resulted in slower price growth. In December, the MLS® Home Price Index (HPI) Composite Benchmark was up by 7.2 per cent year over year, and the overall average selling price was up by 0.7 per cent year over year.

"It is interesting to note that home price growth in the second half of 2017 differed substantially depending on market segment. The detached market segment – the most expensive on average – experienced the slowest pace of growth as many buyers looked to less expensive options. Conversely, the condominium apartment segment experienced double-digit growth, as condos accounted for a growing share of transactions," said Jason Mercer, TREB's Director of Market Analysis.

Milana's Market Watch: Eatonville

Last 6 Month Solds from July 1, 2017 - December 31, 2017

		#Sold	Average Price	Avg DOM
Detached Bungalow	3 bedrooms	19	\$921,118	21
Detached 1.5 Storey	3 bedrooms	2	\$963,500	21
Detached Backsplit	3 bedrooms	1	\$1,200,000	21
Detached 2 Storey	4 bedrooms	1	\$2,135,000	6
		TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
		23	\$989,707	20

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

Happy New Year!

Wow! The holidays just flew by? Where did they go? It seemed like yesterday, I was madly scrambling to get the last of the "perfect" Christmas presents, visiting clients, dropping off calendars and wrapping presents! Phew!

After that was all done, it was time for some relaxation and family get togethers. It seemed like every day there was someone to visit and more food to eat. It was Great! I hope you had some wonderful moments and memories to cherish as well, however you spent your holidays.

Now it's time to get down to business. Here we are in 2018 and I'm ready to start a New Year! Are you?

We saw a blip of activity here in Eatonville in the last month of the year. Seems we could use some more houses for sale in the neighbourhood. If you are thinking of selling, now is a good time because really, you don't have any competition!

If you would like to be kept up to date on the activity in the neighbourhood you can always sign up to get automatic listings emailed to you. Just visit my website and fill out a simple form, or even just send me an email. Instead of searching the internet yourself, let me do the work for you. I'm happy to do it as I'm on top of the real estate market and can let you know what is happening in our neighbourhood.

Also, think about signing up for my monthly newsletter at www.mcizmar.com or again just send me an email and let me know you would like to be included. Subscribing to the newsletter is my monthly promise to keep you in the "know" with anything real estate related that matters to you! I know your time is precious so I'll give you quick real estate market updates, buyer and seller tips and helpful resources for you to add value to your home or help you add value to your portfolio so you can buy a new home! So, what are you waiting for? Subscribe today and Happy 2018!

-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.