

# Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE



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June 2013

**FOR SALE!**



The Perfect Home. Located Walking Distance To Trains, Amenities, Schools And Parks.

Completely Upgraded. Ideal Layout. Can Easily Transform To 3 Bedrooms.

Completely Finished From Top To Bottom With The Best Material Money Can Buy.

Side Entrance And Second Kitchen.

Basement Upgraded 2013.

Low Traffic, Family Friendly Neighborhood.

If Only The Best Will Do, This One Is For You!!

Included Are All Elf's, Clothes Washer And Dryer, Kitchen Stove, Fridge, Microwave And Dishwasher, Built-In Shelving In Bedroom. Not Included Are Stereo Speakers And Downstairs Refrigerator.

## Price Growth Across All Major Home Types in May

June 5, 2013 -- Greater Toronto Area (GTA) REALTORS® reported 10,182 sales through the TorontoMLS system in May 2013, representing a dip of 3.4 per cent compared to May 2012. Sales of single-detached homes in the GTA were up by almost one per cent compared to the same period last year, including a three per cent year-over-year increase in the City of Toronto.

"The sales picture in the GTA has improved markedly over the past two months. While the number of transactions in April and May remained below last year's levels, the rate of decline has been much smaller. A growing number of households who put their decision to purchase on hold as a result of stricter lending guidelines are starting to become active again in the ownership market," said Toronto Real Estate Board President Ann Hannah.

The average selling price for May 2013 sales was \$542,174 - up by 5.4 per cent in comparison

to \$514,567 in May 2012. The annual rate of price growth was driven by the tight low-rise segment of the market and particularly by single-detached and semi-detached home transactions in the City of Toronto. Average condominium apartment prices were also up slightly in comparison to last year.

The MLS® Home Price Index (HPI) Composite Benchmark was up by 2.8 per cent year-over-year.

"The annual rate of price growth in May was not surprising given the competition that still exists between buyers, particularly for low-rise home types such as single-detached and semi-detached houses. We remain on track for a three-and-a-half per cent increase in the average selling price for 2013 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 December 1st, 2012 - May 31st, 2013

	# Sold	Average Price	Days on Market
<b>1.5 Storey</b>			
2 Bed	1	\$719k	9
5 Bed	1	\$580k	4
<b>2 &amp; 3 Storey</b>			
2 Bed	3	\$545k	24
3 Bed	18	\$618k	15
4 Bed	2	\$670k	44
5 Bed	1	\$605k	8
<b>Bungalow</b>			
2 Bed	23	\$473k	12
<b>Semi-detached</b>			
3 Bed	5	\$572k	27
4 Bed	1	\$422k	6
<b>Att/Row/Townhouse</b>			
3 Bed	1	\$310k	8
4 Bed	1	\$525k	26
<b>Total</b>	<b>57</b>	<b>\$549k</b>	<b>17</b>

**\$537,900** .....

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.

SOLD!



Quaint And Inviting 2 Bedroom With Charming Front Verandah, Enclosed Sunroom And Extra Den!

Bright Updated Kitchen With Breakfast Bar, Sunken Master Bedroom Overlooks Fenced In Backyard.

Walk-Out To Two-Tiered Deck, Perennial Gardens & Lilac Trees.

Hardwood Floors, Separate Entrance To Basement With Extra Kitchen, Bedroom And 4 Pc Bath.

Great Location, Close To The Lake, Parks, TTC, GO Train, Waterfront Trails, Schools, Shops...

2 Fridges, 1 Gas Stove, 1 Electric Stove, B/In Dw, Front Load Washer & Gas Dryer, 2 Jacuzzi Tubs With Jets, Coat Rack In Living Rm, All Elf's, All Window Coverings, Garden Shed, Hwt (Rental)

\$429,900 .....

## 7 Reasons Your House May Not Be Selling

Selling a home isn't as simple as planting a sign in the ground anymore. It involves preparation, timing and strategic advice. If you don't do all of the above, do not be surprised when your home does not sell while others in the area are doing so.

Here are some of the common mistakes people make when putting their home up for sale:

### 1. Good photos matter

More and more buyers are being introduced to properties online. Pictures and videos matter. Before you take any picture, make sure your home has been properly de-cluttered inside and out and consider staging tips that will make the rooms appear larger. Pictures from your own iPhone will not impress anyone. Make sure all photographs are taken by professionals.

### 2. An MLS listing isn't enough

In addition to the MLS, your home needs to be marketed on social media and should be directly advertised to other real estate agents, here and abroad who are more likely to bring a buyer to your home. Foreign investors want Canadian real estate, as they view it as a safe investment. You need to reach every potential buyer.

### 3. The price isn't right

A home is likely to attract the most interest within the first two weeks it is listed for sale. If the home is overpriced, buyers will move on. Be realistic when you set a sale price. Check out the competition and see what recent sales have been in the area. Remember, the longer a house sits on the market, the more likely that people will start asking whether something is wrong with it.

To read the rest of the article please visit Milana's Blog at [www.lakeshorehousesforsale.com](http://www.lakeshorehousesforsale.com) Or for further information on selling or buying a home please contact me at **416-762-8255** or e-mail me at [milana@lakeshorehousesforsale.com](mailto:milana@lakeshorehousesforsale.com)

- Milana Cizmar

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