

# Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE

www.LakeShoreHousesForSale.com

November 2013



## FOR SALE



Fantastic 3 Bdrm 2 Bath Renovation From Top To Bottom! Exquisite Finishes Throughout, Inviting Front Entry, Beautiful Birch Hdwd Flrs, Custom Kitchen With Granite Counter & New Stainless Steel Appl,

Walk-Out To Large Floating 2 Tiered Deck, Parking For 2-3 Cars, 2 Spa-Like 4 Pc Baths, New Berber In Fshd Bsmt With Rec Rm & Extra Bdrm.

Steps To TTC, Schools, Shops, Lambton Golf Course And Close To Hwy's. Nothing To Do But Move Right In!

New Windows, 100 Amp Service With Copper Wiring, Furnace (2006), Roof (2005), Flat Roof (2012), Back Flow Preventer (2013).

Include: New Ss Fridge, Stove, Dw (2012), New Hi-Eff Washer & Dryer, Cac "As Is", All Elfs, All Window Coverings. Hwt (Rental)

## Toronto MLS Home Sales Up Annually in October

Greater Toronto Area REALTORS® reported 8,000 home sales through the TorontoMLS system in October 2013 – up from 6,713 transactions reported in October 2012. Over the same period, new listings on the TorontoMLS system were down.

"The GTA home ownership market has been broadly characterized by a rebound in sales since the summer. Market conditions have been tighter in some market segments more so than others. Ground-oriented homes listed for below one million dollars in some areas of the GTA have been especially popular with buyers, while listings for these home types have been constrained," said Toronto Real Estate Board President Dianne Usher.

"The supply of listings for many home types and price points has either been down yearover- year or at least not up by the same annual rate as sales. The additional Land Transfer Tax in the City of Toronto and the removal of the government guarantee on

high ratio mortgages for home purchases over one million dollars have arguably led many homeowners not to list," continued Ms. Usher.

The average selling price for TorontoMLS sales in October 2013 was \$539,058– up by more than seven per cent in comparison to the average price of \$502,127 in October 2012. The MLS® Home Price Index (MLS® HPI) Composite Benchmark was up by 4.5 per cent year-over-year.

"Growth in the average selling price and the MLS® HPI Composite Benchmark will continue through 2014. Inventory levels for ground-oriented home types will be low from a historic perspective and home ownership demand will stay strong as affordability remains in check due to the continuation of accommodative borrowing costs," said Jason Mercer, the Toronto Real Estate Board's Senior Manager of Market Analysis.

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

Last 6 Month Solds from May 1st, 2013 - October 31st, 2013

	# Sold	Average Price	Days on Market
<b>2 &amp; 3 Storey</b>			
2 Bed	7	\$561k	28
3 Bed	22	\$643k	14
4 Bed	2	\$555k	41
<b>Bungalow</b>			
1 Bed	1	\$436k	5
2 Bed	21	\$504k	17
3 Bed	4	\$523k	7
<b>Semi-detached</b>			
2 Bed	2	\$550k	14
3 Bed	7	\$515k	23
<b>Att/Row/Townhouse</b>			
3 Bed	1	\$230k	5
<b>Total</b>	<b>67</b>	<b>\$502k</b>	<b>17</b>

\$498,000 .....

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!**



Beautiful 4 Br Tucked Away In The City! Artfully Landscaped W/Great Curb Appeal, Extensive Interlocking & In-Ground Pool.

Beautifully Refinished Hrdwd Flrs, Freshly Painted, New BrdIm, Reno'd Kit. ('05), Mod. & Bright Baths, Fab. Fam. Rm Addition ('81) O/L Bckyrd & Pool! Sep. Ent. To Finished Bsmt W/Cozy Rec-Rm + Gas Fp. Lrg Lndry Rm, Plenty Of Storage + Office.

Very Well Cared For Home. Nothing To Do But Move-In!

Steps To Subway, Shops, Restaurants, Etc. In The Earl Haig School District.

Roof ('04), Weeping Tiles + Waterproofing ('03), Tankless Water Heater ('09), Pool Liner '07+More.

\$979,900 .....

## Brrrrr it's cold outside!

I don't know about you but I'm not ready for this! With the recent change in the weather, one question I am often asked is whether selling your home in the winter is a good idea. Showcasing your home during the coldest months of the year, can be a great way to focus on the cozy interior features of your home, as more buyers are picturing themselves spending more time inside. Some of the best houses I ever sold for the most amount of money in Etobicoke were in the coldest months of the year! So here are a few of my top recommendations if you are going to be selling your Etobicoke home in the next few months.

First impressions are everything and your home will be judged from the outside before anyone walks through the front door. Make sure you have attended to the exterior of your home, by cleaning out your eavestroughs, pruning bushes and trimming low hanging branches from your trees. Give your walkway a good sweeping and make sure you have a well lit entryway that says welcome with a colourful "Welcome" mat and some colourful foliage in an urn or two. If you've been meaning to replace your old tired mailbox this is a great time to do that too.

During the colder months of the year house lighting can be a little darker as daylight is more sparse. Be sure to add some high voltage bulbs to your electrical light fixtures to brighten up the busiest areas of your home such as front hallways, kitchens and bathrooms and leave these lights on before anyone comes to view your home, the house will have a warm and homey feeling.

If you have a fireplace in any part of your home, use it to your advantage during showings. Highlight this wonderful feature by decorating the mantel and creating a great focal point in your room so it is warm and inviting for buyers to picture themselves in.

Have you ever walked into a home and smelled freshly baked apple pie or cookies? It's a wonderful smell that invokes some warm comforting feelings of home. Appeal to your buyer's sense of smell and do the same. Try warming up some apple cider on the stove, baking cinnamon-coated apples in the oven or if you are not a baker try ready to bake cookies. If that is too much trouble add an inviting aroma to any room by using vanilla-scented oils or one of my all time favorites right now, apple-cinnamon!

These are just a few ideas to get you started and thinking that selling your home in the colder seasons can be a very positive experience if you approach it the right way. For more tips and tricks about selling your home and to learn more about how to add value to your current home be sure to sign up for my newsletter at [www.lakeshorehousesforsale.com](http://www.lakeshorehousesforsale.com) until next time...stay warm!

- *Milana Cizmar*

Your New Toronto/Mimico Realtor®

*Milana Cizmar*

B R O K E R

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