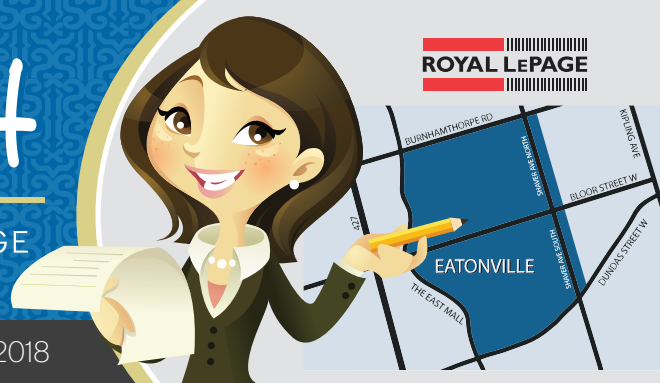


Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE

www.mcizmar.com

May 2018



GTA REALTORS® Release April Stats

Toronto Real Estate Board President Tim Syrianos announced that Greater Toronto Area REALTORS® reported 7,792 sales through TREB's MLS® System in April 2018. The average selling price was \$804,584. On a year-over-year basis, sales were down by 32.1 per cent and the average selling price was down by 12.4 per cent.

The year-over-year change in the overall average selling price has been impacted by both changes in market conditions as well as changes in the type and price point of homes being purchased. This is especially clear at the higher end of the market. Detached home sales for \$2 million or more accounted for 5.5 per cent of total detached sales in April 2018, versus 10 per cent in April 2017. The MLS® Home Price Index strips out the impact of changes in the mix of home sales from one year to the next. This is why the MLS® HPI Composite Benchmark was down by only 5.2 per cent year-over-year versus 12.4 per cent for the average price.

"While average selling prices have not climbed back to last year's record peak, April's price level represents a substantial gain over the past decade. Recent polling conducted for TREB by Ipsos tells us that the great majority of buyers are purchasing a home within which to live. This means these buyers are treating home ownership as a long-term investment. A strong and diverse labour market and continued population growth based on immigration should continue to underpin long-term home price appreciation," said Mr. Syrianos.

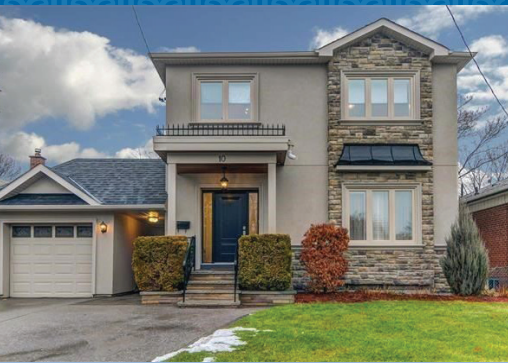
"The comparison of this year's sales and price figures to last year's record peak masks the fact that market conditions should support moderate increases in home prices as we move through the second half of the year, particularly for condominium apartments and higher density low-rise home types. Once we are past the current policy-based volatility, home owners should expect to see the resumption of a moderate and sustained pace of price growth in line with a strong local economy and steady population growth," said Jason Mercer, TREB's Director of Market Analysis.

Milana's Market Watch: Eatonville

Last 6 Month Solds from November 1, 2017 - April 30, 2018

		#Sold	Average Price	Avg DOM
Detached Bungalow	3 bedrooms	10	\$954,225	29
Detached 2 Storey	3 bedrooms	1	\$1,082,000	7
	4 bedrooms	3	\$1,808,333	15
	5 bedrooms	1	\$1,575,000	8
		TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
		15	\$1,174,950	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.....

So far so good in 2018!

Happy Spring!

Yes spring has finally sprung! Have you been enjoying it as much as you can? Taking advantage of getting out in the sun and maybe even starting to work on your list for your home outside? I know with the arrival of great weather we all turn our attention to tackling those projects outdoors, including getting the gardens, decks and backyards in tip top shape.

If you are thinking of selling anytime soon, this is also the best time for your house to look its best. Curb appeal is the most important factor a buyer will look at when sizing up your home for the first time. When they drive up, you've only got a few seconds to make a great first impression, make it count!

Spring is also the time more buyers step outside and get serious about their home buying journey. So, do take advantage of the weather and timing when preparing your home for sale. As I always say, the preparation you put into your home before you go on the market is the most important and will give you the biggest **Return On Your Investment** if you do it right! Speak to me if you need some pointers or help in this department. I have been helping sellers successfully prepare their homes for sale for the past 22 years so it's safe to say, I know what improvements to make, where to spend your time, attention and what buyer's are ultimately looking for!

I also wanted to point out, the Toronto Real Estate Board sales provided are year over year. In terms of what the market has been doing so far this year is quite encouraging! The average price of a home in the GTA has steadily increased since January of this year. The average sales price was \$737K in January and it took on average 32 days on the market for the average home to sell.

In February it was \$768K with an average days on market of 25. In March the average price increased to \$785K with even shorter days on market of 20 and now **this past April we saw an increase in the sales price jump to \$805K with the same average days of 20.**

Of course this is good news if you are a seller, but what about if you are a **Buyer** wanting to get into the market or upgrade to a larger home? You need to know the facts about the particular home you wish to buy and where you would like to buy it. Location is the strongest determining factor of what you will pay.

I can help you with understanding all the factors involved in the pricing of a home and steer you to the best areas where a home will likely appreciate faster than others. Or at least hold its value better than others in the long term.

I recommend you learn about - and understand - all your home selling and buying options now, even if you have no plans to move in the near future. That way, if an opportunity arises and you need to put your property on the market quickly, you'll be prepared to make the best decisions.

I'd be happy to fill you in. Give me a call. I look forward to chatting with you soon,

-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.