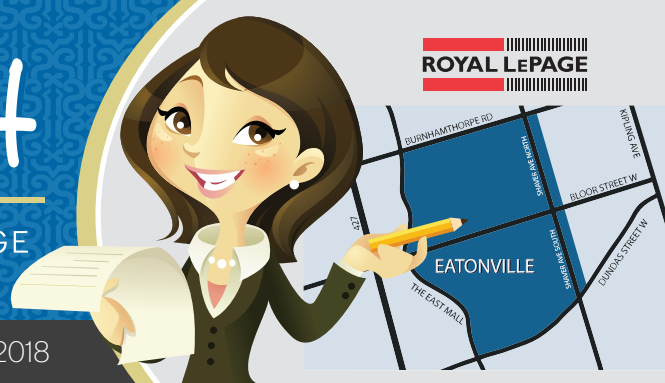


Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE

www.mcizmar.com

June 2018



GTA REALTORS® Release May Stats

Greater Toronto Area REALTORS® reported 7,834 sales through TREB's MLS® System in May 2018. This result was down by 22.2 per cent compared to May 2017. While the number of sales was down year-over-year, the annual rate of decline was less than reported in February, March and April, when sales were down by more than 30 per cent. On a month-over-month basis, seasonally adjusted May sales were basically flat compared to April.

Supply of homes available for sale continued to be an issue. New listings were down by 26.2 per cent. The fact that new listings were down by more than sales in comparison to last year means that competition increased between buyers. Recent polling conducted by Ipsos for TREB suggests that listing intentions are down markedly since the fall.

"Home ownership remains a sound long-term investment. Unfortunately, many home buyers are still finding it difficult to find a home that meets their needs. In a recent Canadian Centre for Economic Analysis study undertaken for the Toronto Real Estate Board, it was found that many people are over-housed in Ontario, with over five million extra bedrooms. These people don't list their homes for sale, because they feel there are no alternative housing types for them to move into. Policy makers need to focus more on the 'missing middle' – home types that bridge the gap between detached houses and condominium apartments," said Mr. Syrianos. The MLS® Home Price Index (HPI) Composite Benchmark was down by 5.4 per cent year-over year. The average selling price for all home types combined was down by 6.6 per cent to \$805,320. On a seasonally adjusted basis, the average selling price was up by 1.1 per cent compared to April 2018.

"Market conditions are becoming tighter in the Greater Toronto Area and this will provide support for home prices as we move through the second half of 2018 and into 2019. There are emerging indicators pointing toward increased competition between buyers, which generally leads to stronger price growth. In the City of Toronto, for example, average selling prices were at or above average listing prices for all major home types in May," said Jason Mercer, TREB's Director of Market Analysis.

Milana's Market Watch: Eatonville

Last 6 Month Solds from December 1, 2017 - May 31, 2018

		#Sold	Average Price	Avg DOM
Detached Bungalow	3 bedrooms	9	\$977,139	25
	4 bedrooms	2	\$1,303,000	9
Detached 1.5 Storey	3 bedrooms	1	\$1,100,000	8
	4 bedrooms	1	\$1,550,000	7
Detached 2 Storey	3 bedrooms	1	\$1,082,000	7
	4 bedrooms	2	\$1,645,000	20
	5 bedrooms	1	\$1,575,000	8
		TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
		17	\$1,176,309	18

FOR SALE



Picture Perfect 2+2 Bdrm Bungalow with Many Recent Updates and Renovations. Hdwd Flrs, Stone Feature Wall in Living Rm, Open Concept Kitchen with Granite Counters, 2 Full Updated Baths, Walk-Out to Fabulous Entertainer's Deck and Fully Fenced Backyard. New Front Window Well and Garden Bed. New Bsmt Flr, New Bkyrd Fence and Landscaping. Private Drive with Parking for 4 Cars! Great Location Close to Schools, Steps to Parks, Lake & Waterfront Trails. Include: SS Stove, Microwave and B/In Dw Main Flr, Microwave, Stove, Front Load Washer & Dryer in Bsmt, Wardrobe in Master, All Shelves, All Electrical Light Fixtures, Front Hall Wardrobe, Furnace & AC 2014. Exclude: Fridge

\$724,900

Have you been on the fence about whether to sell your home right now?

Interest rates are still at historical lows? Still lots of excitement and buzz about real estate? Are sellers getting more than asking prices for their homes? Is spring the best time to get the highest return on your investment?

Do you have these questions and more about the state of the current real estate market? How do you know where to turn and how to get the straight facts about what is REALLY happening?

As a real estate broker helping people buy and sell their largest investment for over 22 years, I have a WEALTH of KNOWLEDGE and EXPERIENCE to help you navigate the truths! I can give you the insider knowledge you need to know about property value vs. market value, how to know which fix-ups and improvements to do on your home that will give you the biggest return on your investment. How to prepare your home for sale so you have buyers really excited about bringing you an offer, plus lots more!

In fact, I have a special report called "[The 5 Mistakes Smart Sellers Make](#)" that you can have for [FREE](#) by calling or emailing me.

In the report, I explain some of the misconceptions sellers make about selling their homes. If you have been thinking about selling, this report can get you started in the right direction!

I look forward to helping you reach your home ownership goals.

Until next time,

-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.