

Your Cizmar Report

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July 2018



GTA REALTORS® Release June Stats

Toronto Real Estate Board President Garry Bhaura, in his first market release as TREB President, is pleased to announce some positive signs with respect to the housing market.

Greater Toronto Area REALTORS® reported 8,082 home sales through TREB's MLS® System in June 2018 – up 2.4% compared to the low June 2017 result. After preliminary seasonal adjustment, sales were also up 17.6% on a monthly basis between May 2018 and June 2018, continuing the trend of somewhat volatile month-over-month changes over the past year as home buyers reacted to various policy changes impacting the market. "Home ownership has proven to be a positive long-term investment. After some adjustment to the Fair Housing Plan, the new Office of The Superintendent of Financial Institutions (OSFI) stress test requirement and generally higher borrowing costs, home buyers are starting to move back into the market, with sales trending up from last year's lows. Market conditions appear to be tightening, with sales accounting for a greater share of listings, as new listings have dropped compared to last year," said Mr. Bhaura.

The average selling price edged up by 2% on a year-over-year basis to \$807,871 in June 2018. After preliminary seasonal adjustment, the average selling price was also up by 3.3% month-over-month between May 2018 and June 2018. The MLS® Home Price Index (HPI) was down by 4.8% on a year-over-year basis, but remained basically flat month-over-month. The difference in the year-over-year rates of change between the average price and the MLS® HPI was likely due, at least in part, to a change in the mix of properties sold in June 2018 compared to June 2017, with low-rise home types accounting for a greater share of sales in June 2018.

"The expectation is to see improvement in sales over the next year. Over the same period, however, it is likely that issues surrounding the supply of listings will persist. This suggests that competition between buyers could increase, exerting increased upward pressure on home prices. With a new provincial government in place and municipal elections on the horizon, housing supply should be top-of-mind for policy makers," said Jason Mercer, TREB's Director of Market Analysis and Service Channels.

Milana's Market Watch: New Toronto/Mimico

Last 6 Month Solds from January 1, 2018 - June 30, 2018

		#Sold	Average Price	Avg DOM
Bungalow	1 bedrooms	3	\$ 697,833	9
	2 bedrooms	17	\$ 727,894	11
	3 bedrooms	2	\$ 744,000	9
Detached 1.5 Storey	2 bedrooms	2	\$1,072,000	9
	3 bedrooms	2	\$943,000	11
	4 bedrooms	1	\$833,000	22
Detached 2 & 3 Storey	2 bedrooms	3	\$ 741,333	6
	3 bedrooms	21	\$1,112,071	34
	4 bedrooms	3	\$1,239,933	15
	8 bedrooms	1	\$ 995,000	156
Semi-Detached	3 bedrooms	7	\$740,857	13
Att/Row/Townhouse	2 bedrooms	1	\$688,000	5
	3 bedrooms	3	\$ 634,000	10

	TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
	66	\$906,948	20

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.

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

Summer is a wonderful time to market a home

Here we are in the midst of our summertime market! Did you know summertime is a wonderful time to market a home? Many families love to buy during this season so they can make the move at the end of the summer, before the new school year. Staging a home during this season is also very easy. Most buyers drive by a home BEFORE deciding whether or not it's worth seeing on the inside. Make a stellar first impression with a lush green lawn and fresh flowers for great curb appeal.

Now what about the inside? The prep work on the interior of your home is really where you will get the biggest and highest return on your investment when you are ready to sell. Many clients ask me which fix ups and improvements they should do BEFORE they are ready to put their homes on the market. You would be surprised by some of the answers as they may not always be what you think. So, if you have been thinking of selling your home but are a little overwhelmed with where to start and which projects to take on please, give me a call or send me an e-mail and let me help you. I have some really great resources I can send you to get you started in the right direction.

Having helped numerous sellers with a plan of action, I work with a team of experts and can help take away the confusion, overwhelm and even handle many of the daunting tasks for you! Just let me know how I can help you today!

In the meantime, I hope summer brings you great times with family, friends and even some private times for relaxing and daydreaming about the future.

Until next time...

-Milana Cizmar

Your New Toronto/Mimico 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 real estate broker who has been selling in New Toronto and Mimico for over 20 years, I want every home in the neighbourhood to sell for the highest price. Every time that happens, it maintains and increases the value of your home.

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.