

# Your Cizmar Report

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## GTA REALTORS® Release June Stats

The new President of the Toronto Real Estate Board, Michael Collins, announced that Greater Toronto Area REALTORS® reported 8,860 sales through TREB's MLS® System in June 2019, representing a 10.4% increase compared to June 2018. Over the same time period, total new listings remained at a similar level for the month of June and active listings at month-end were down by 5.7%.

Sales and new listings statistics for the first half of 2019 compared to the same period in 2018 painted a similar story to that of June. Sales were up by 8.5%, while new listings were up by less than 1%. This shows that sales accounted for a greater share of listings compared to last year, which means that competition between buyers increased, resulting in renewed price growth in many segments of the market.

"As I start my term as President of the Toronto Real Estate Board, I am proud to say that the Greater Toronto Area continues to grow, in terms of employment, population and overall diversity. As people are attracted to our region from all around the world, they obviously need a place to live. Over the next year, as demand for ownership and rental housing continues to grow, my hope is that we will see more movement from policy makers on two fronts: alleviating the constrained supply of housing and providing more flexibility around demand-side policies, including the OSFI two percentage point mortgage stress test and allowable amortization periods on insured mortgages," said Mr. Collins.

The overall average selling price in June 2019 was \$832,703 – up by 3% compared to the average of \$808,066 in June 2018. Price growth was driven by the higher density market segments, including semi-detached houses, townhouses and condominium apartments. The MLS® Home Price Index Composite Benchmark was up by a similar annual rate of 3.6%. For the first half of 2019, the average selling price was \$810,661, representing an increase of 2.4% compared to the first half of 2018.

"Buyers started moving off the sidelines in the spring, as evidenced by strong year-over-year price growth throughout the second quarter. However, because we saw virtually no change in the number of new listings, market conditions tightened and price growth picked up, especially for more higher density home types, which, on average, are less-expensive than traditional detached houses and therefore provide more affordable housing options under the new OSFI stress test regime," said Jason Mercer, TREB's Chief Market Analyst.

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

Last 6 Month Solds from January 1, 2019 - June 30, 2019

		#Sold	Average Price	Avg DOM
<b>Bungalow</b>	1 bedrooms	2	\$822,500	9
	2 bedrooms	16	\$796,286	21
	3 bedrooms	2	\$856,250	12
<b>Detached 2 &amp; 3 Storey</b>	2 bedrooms	3	\$1,114,666	6
	3 bedrooms	11	\$1,094,864	26
	4 bedrooms	7	\$1,589,429	23
	5 bedrooms	1	\$798,000	16
<b>Semi Detached</b>	2 bedrooms	1	\$820,000	6
	3 bedrooms	7	\$804,900	12
	4 bedrooms	1	\$862,000	8
<b>Att/Row/Townhouse</b>	2 bedrooms	1	\$510,000	2
	3 bedrooms	2	\$641,950	10

TOTAL HOMES SOLD	TOTAL AVG SALE PRICE	TOTAL AVERAGE DOM
54	\$ 963,763	18

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



Stunning Custom Built Home  
1 Block to the Lake. Beautiful  
Stone and Brick Exterior,  
High End Quality Finishes and  
Millwork Includes Terrazo Foyer,  
Crown Mouldings, 9 Ft Ceilings,  
Hardwood Floors, Iron Spindles,  
Skylight, 7 In Baseboards,  
Beautiful Custom Cabinetry &  
Granite Counters in Kitchen, Gas  
Fireplace with Stone Surround,  
Fabulous Bsmt with High Ceilings  
& Walkout to Backyard, Master  
Retreat with 5 Pc Ensuite, Walk-  
in Closet & Walkout to Balcony,  
Entry to House from Garage. A  
Terrific House!

## Thinking about selling your home?

This can be a very exciting time for you as you contemplate closing one door and opening another one! But, where do you start?

To make the transition go as smoothly as possible, I have the perfect **Real Estate Selling Guide** for you. It is a great place to start toward understanding the home selling process and all that is involved. Being the daughter of a well-known Toronto West and Etobicoke real estate family, I have experienced and witnessed home sales my entire life and I bring that experience to this guide as well as every opportunity I have to help my clients sell their homes!

For the past 23 years, I have been helping sellers just like you! One sage piece of advice I will tell you immediately is, as much as you are able, separate yourself from your emotions. Remember, at the point you choose to sell, your house has essentially become a financial asset. You have determined, it is time to sell and you want to maximize your gain. People sell homes for many reasons and they are entitled to earn their fair share of equity on the sale of their property.

Let's do that for you! **To receive a copy of my Real Estate Selling Guide, please send an email to [milana@mcizmar.com](mailto:milana@mcizmar.com) and I'll send it over right away!** I love helping the residents in New Toronto and Mimico and I'd love to help you too!

Until next time,

*Milana*

### Your New Toronto/Mimico Realtor®

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B R O K E R

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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 23 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.