

# Your Cizmar Report

ROYAL LEPAGE REAL ESTATE SERVICES LTD., BROKERAGE

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September 2021



## GTA HOUSING DEMAND REMAINS STRONG IN AUGUST

The Toronto Regional Real Estate Board (TRREB) is reporting the third-best sales result on record for the month of August. While the market has taken its regular summer breather, it is clear that the demand for ownership housing remains strong. At the same time, the supply of listings is down. The result has been tighter market conditions and sustained competition between buyers, resulting in double-digit annual increases in selling prices.

Greater Toronto Area REALTORS® reported 8,596 sales through TRREB's MLS® System in August 2021 – down by 19.9% compared to the August 2020 record of 10,738. The condominium apartment market segment bucked the overall sales trend, with year-over-year growth in sales, continuing a marked resurgence in 2021. The number of new listings entered into the System was down year-over-year by 43%.

"The fact that new listings were at the lowest level for the past decade is alarming. It is clear that the supply of homes is not keeping pace with demand, and this situation will become worse once immigration into Canada resumes. The federal parties vying for office in the upcoming federal election have all made housing supply and affordability a focal point. Working with provincial and municipal levels of government on solving supply-related issues is much more important to affordability than interfering with consumer choice during the home buying and selling offer process or revisiting demand-side policies that will at best have a short-term impact on market conditions," said TRREB President Kevin Crigger.

The average selling price for all homes combined was up by 12.6% year-over-year to \$1,070,911. The strongest annual rates of price growth are still being experienced for low-rise home types. However, average condominium apartment price growth is now well-above inflation as well. On a seasonally adjusted basis, the average selling price continued to trend upward in August.

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

Last 6 Month Solds from March 1, 2021 – August 31, 2021

		#Sold	Average Price	Avg DOM
<b>Bungalow</b>	1 bedroom	2	\$837,500	10
	2 bedrooms	27	\$1,070,226	9
	3 bedrooms	7	\$1,102,187	8
<b>Detached 1.5 Storey</b>	2 bedrooms	1	\$1,255,000	5
	3 bedrooms	2	\$1,048,000	6
	4 bedrooms	2	\$1,155,000	22
<b>Detached 2 &amp; 3 Storey</b>	2 bedrooms	2	\$1,292,500	5
	3 bedrooms	31	\$1,449,345	6
	4 bedrooms	9	\$1,599,111	15
<b>Detached Backsplit</b>	4 bedrooms	1	\$1,010,000	17
<b>Semi Detached</b>	2 bedrooms	3	\$913,633	8
	3 bedrooms	11	\$1,265,973	7
<b>Att/Row/Townhouse</b>	2 bedrooms	3	\$846,173	7
	3 bedrooms	6	\$944,317	26
	4 bedrooms	1	\$831,000	8
		<b>TOTAL HOMES SOLD</b>	<b>TOTAL AVG SALE PRICE</b>	<b>TOTAL AVERAGE DOM</b>
		108	\$ 1,227,464	10

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.

# JUST LISTED



Rare 4 Bdrm 4 Level Sidesplit in Excellent Etobicoke Location, Sunny and Spacious for your growing family, large bright living rm, open concept dining and kitchen overlooks backyard, hdwd flrs, his and hers closets in master, lower level with extra kitchen, recroom and laundry, extra storage in crawl space, wonderful private and serene backyard with new concrete patio and gazebo. Park 4-6 cars easily in long double driveway. Highly Desirable Family Neighbourhood.

New flagstone in front and concrete patio in bkyrd (2020), A/C (2012), Furnace (2011), Roof (2010). Include: 2 Fridges, 2 Gas Stoves, B/ in DW in Bsmt (As Is), Upright Freezer in Bsmt, Washer & Dryer, All Window Coverings, All Electrical Light Fixtures, Gas BBQ and Gazebo in Bkyrd.

## \$1,149,000

## Why Staging Your Home is a Must in Today's Real Estate Market

If you have been thinking about selling your home and not 100% sold on the idea of staging. I'm here to set the record straight. Staging creates results and staged homes sell for more money!

Even with a low inventory of homes for sale on the market you still want your home to stand out amongst the competition. You want your home to be the one buyer's get excited about before they've even stepped through the front door to see it. You want potential buyers to envision themselves living in your home. The more buyer's that get excited to see your home translates to more appointments to see your home to potentially more offers for your home!

Staging can accomplish all of this and give you a competitive advantage. 98% of buyers go online to view homes before they even step outside the door. When your home is beautifully staged and presented online it helps cut through the noise allowing buyers to view your home objectively. Staging your home also shortens the time your property will be on the market resulting in less stress and hassle for you.

Staged homes also have a proven track record of maximizing return on your investment. According to the National Association of Realtors staged properties on average can sell 6% higher than homes that are not staged. Wouldn't that be nice to put an extra 6% in your pocket?

The way you live in your home today and the way you stage it when it is for sale are two very different things. Staging helps make your space look big, bright and highlights your home's best features, the ones you loved when you first saw it. Ultimately staging your home shows it in its best possible light and as part of my signature selling system a Complimentary Staging Consultation is always included. So, if you would like to find out more and be my next "success story" please get in touch with me today to find out how to start the process for your home sale.

Until next time,

### Milana

## Your New Toronto/Mimico Realtor®

### Milana Cizmar

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 25 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.