



You have *great* Real Estate.
Shouldn't you have
a *great* Real Estate sales rep?



JoAnne Gludish's Market Watch

RECORD SALES IN APRIL 2015

May 5, 2015 -- Toronto Real Estate Board President Paul Etherington announced that Greater Toronto Area REALTORS® reported 11,303 sales in April 2015. This was the highest sales result on record for the month of April and represented a 17 per cent increase in comparison to April 2014. While sales increased strongly on a year-over-year basis, new listings were up over the same period by a more moderate five per cent.

"The record April result clearly points to the fact that a growing number of GTA households view ownership housing as a high quality, long-term investment. This is evidenced by the strong sales growth we have experienced in Toronto and surrounding regions for all major home types. Firsttime buyers and existing homeowners remain very active in today's market," said Mr. Etherington.

The overall average selling price, which accounts for all homes reported sold by GTA REALTORS® in April 2015, was up by 10 per cent year-over-year to \$635,932. The MLS® Home Price Index (HPI) Composite Benchmark, which estimates the price of a benchmark home with the same attributes from one period to the next, was up by 8.4 per cent over the same period. The fact that average price growth outpaced growth for the MLS® HPI Composite Benchmark, suggests that a greater share of higher-end homes changed hands this year compared to last.

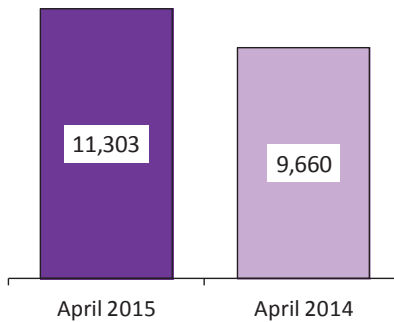
Irrespective of the indicator used, price growth in the GTA was strongest for low-rise home types. However, the better supplied condominium apartment segment also remained healthy with price growth above the rate of inflation.

"Demand for ownership housing was very high relative to the number of homes available for sale in April. This situation is not expected to change markedly as we move through the remainder of 2015. Until we experience a sustained period in which listings grow at a faster pace than sales, annual rates of home price growth will remain strong," said Jason

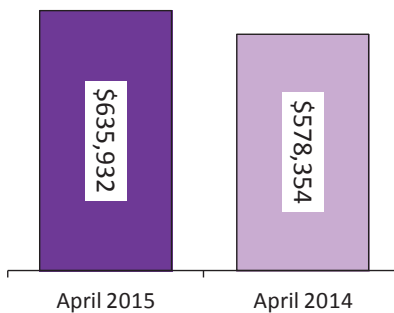
Mercer, TREB's Director of Market Analysis.



TorontoMLS Sales Activity^{1,7}



TorontoMLS Average Price^{1,7}



JOANNE GLUDISH

SALES REPRESENTATIVE

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TESTIMONIALS

"Thank you for the great work you did in marketing and selling the property, you can always count on us for future referrals."

"In the sea of uncertainty that the real estate market can be at times, JoAnne was our guiding light."

"JoAnne's experience, determination, generosity and creativity exceeded our expectations and helped to close the deal."

FOR SALE



6460 McNIVEN COURT

Custom Built 3+2Bdrm On Private Country Lane! Beautiful Layout Offers Lower w/Walk-Out, Cathedral/Vaulted Ceilings, Main W/Sep Dining, Eat-In Kitchen, Family Rm & Mstr Retreat W/ Ensuite Bath! Five FP's, Wine Cellar, Screened Porch, Deck & O'sized Dble Garage!

FOR SALE



34 NORGROVE CRESCENT

Desirable Royal York Gardens 3Bdrm Offers An Inviting Lr/Dr W/ Hrdwd, Marble/Stone FP & Huge Picture Window! Eat-In Kit O/L Backyard! Ground Level Family Rm, Rare Interior Entrance Dr To Garage! Mstr Bdrm Boasts 2Pc Ensuite! Spacious LL Rec Room!

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A BREATH OF FRESH AIR: IMPROVING YOUR HOME'S AIR QUALITY

Is the air in your home making you sick? It can be as innocuous as a persistent cough, rash or headache. But, for the very young, the elderly and those with respiratory disease, the effects of indoor air contamination can be far more serious. The very air you breathe could be affecting the comfort and health of your family. Recognizing the symptoms of poor air quality is the first step toward fixing the problem. Bad air can be the cause any of the following symptoms:

- Fatigue
- Headaches
- Cold or flu symptoms such as coughing, congestion and sneezing
- Redness or irritation of the eyes
- Irritation of the nose or throat
- Dry, chapped or irritated skin
- Allergies
- Asthma attacks

Your home may have bad air if you or your family continuously experience any of these indicators, primarily when spending time at home.

In some cases the cause is obvious. Cigarette smoke and pet dander, particularly in poorly ventilated areas, are common culprits. But in many cases, the source is hard to identify. You may be able to locate the source by centring your attention in rooms where symptoms are more severe. Your basement is a good place to start, as basements are breeding grounds for mould, another leading cause of poor air quality. Look for damp areas, mould and mildew and dust accumulation. Is there a musty smell in the air? Is drywall, carpet or drapery stained or discoloured? Chemical fumes from a recent renovation or fumes from an attached garage or workshop could also be to blame.

Every home should have a carbon monoxide detector. Carbon monoxide is an odourless gas caused by combustion sources like gas appliances, wood stoves/fireplaces and automobiles. Initial warning signs of carbon monoxide poisoning include sore throat, dizziness, headache and sleepiness - prolonged exposure can be fatal. Carbon monoxide detectors are available commercially and are required by law in some Canadian districts.

Solving the problem can be as easy as removing the source. Mould can be destroyed by cleansing the area with a mixture of one part chlorine bleach to four parts water. Wash the area thoroughly and let it stand for about 15 minutes before rinsing. To avoid recurrence, ensure that the affected area remains free of moisture. Contaminated carpet, underlay and furniture should be removed and discarded.

Routinely change furnace and air conditioner filters and keep your home clean and dust free. When removing the source is not possible or proves ineffective, there are other measures you can take:

- Improve ventilation in affected rooms
- Humid air can cause and exacerbate air quality. Consider purchasing a dehumidifier
- An air filtration system can be installed in the home

When symptoms are severe it is best to rely on a professional. Hire an environmental consulting company to analyze the air in your home, identify the cause and recommend a solution.

Let's begin...

JoAnne Gludish

