



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



JoAnne Gludish's Market Watch

NEW RECORD FOR JULY HOME SALES

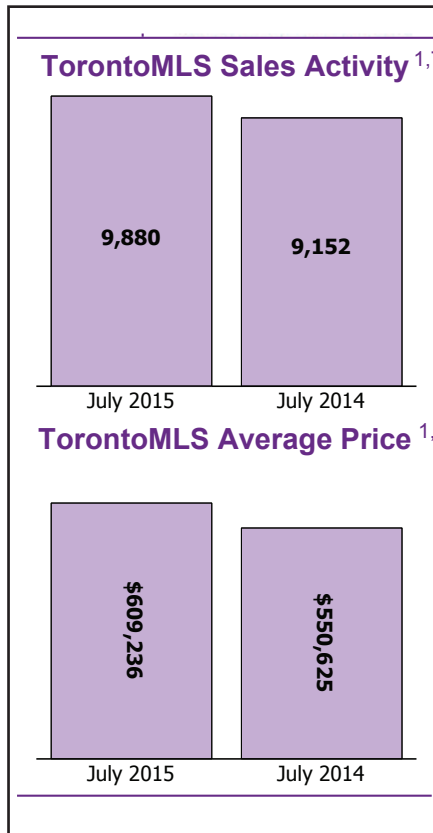
August 6, 2015 -- Toronto Real Estate Board President Mark McLean announced record home sales for the month of July. Greater Toronto Area REALTORS® reported 9,880 sales through TREB's MLS® System, representing an eight per cent increase compared to July 2014. The number of transactions were up for all major home types, including a doubledigit year-over-year increase in condominium apartment sales.

"As we move towards a new record for home sales this year, it is important to point out that home ownership demand has been driven not only by low borrowing costs, but also by the fact that the GTA economy has been performing quite well, with the unemployment rate lower compared to last year. Home buyers remain confident in the long-term benefits of owning a home," said Mr. McLean.

The MLS® Home Price Index (HPI) Composite Benchmark, which accounts for benchmark home prices in communities throughout the TREB market area, was up by 9.4 per cent year-over-year in July 2015. Over the same period, the average selling price was up by a slightly greater amount, growing by 10.6 per cent annually to \$609,236.

Detached homes continued to lead the way in terms of price increases, with annual growth in the average selling price outstripping growth in the MLS® HPI detached benchmark. This suggests that there continued to be a greater share of high-end homes sold this year compared to last.

"With the level of inventory in the GTA trending below two months, many listings continued to generate a lot of interest from buyers. Not surprisingly, this supported further price increases well-above the rate of inflation. Assuming similar interest rate and economic environments over the next five months, strong price growth will remain the norm for the rest of 2015," said Jason Mercer, TREB's Director of Market Analysis.



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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



22 ABILENE DRIVE

Spacious 3+1 Bedroom Sidesplit In Princess Ann Manor! Reno'd Eat-In Kitchen, Gracious LR/DR Combo! Mstr w/3pc Ensuite! Lower Level Boasts Office/4th Bedroom, Family Rm & Handy Separate Entrance! Dble Garage & Inground Pool!

FOR SALE



9 HAWTHORNE ROAD

Lrg 4+1 Bdrm In Family Friendly Area! Functional Floorplan W/Family Rm Walk-Out To Patio, Mstr Retreat W/Gas Fireplace & Rear Walk-Out! Lower W/Rec Rm, 4pc Bath, 5th Bdrm, Tons Of Storage! Many Updates! True Nature Lover's Yard W/Lush Gardens & Fruit Trees!



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DECKS & PATIOS

Home improvements increase your home enjoyment, but they also affect your home's value - adding or upgrading a deck or patio can yield a 50 to 75% return on investment at resale*. These tips will help you plan for your deck and patio improvement needs with a focus on resale value:

Assess - Decide what the main purpose of your deck or patio will be: for entertaining, relaxing, or simply to improve the look and landscape of your yard. This will help determine the size, layout, and need for things like eating areas and built-in seating.

Research - Understand whether you require a building permit to meet fire and structural safety standards, even if you're just upgrading an existing deck or patio. Contact the zoning department to help locate any underground utilities if you plan on doing any digging.

Materials - Determine the right kind of deck or

patio to fit your needs. Wood is ideal for design flexibility, vinyl is durable and low maintenance, and composites look great and are eco-friendly. For patios, brick, flags, cobbles, and concrete all offer durable and cost-effective solutions.

Shape - Create a deck or patio that looks like an extension of your home. Right angles convey a strong, sturdy look while soft or round angles help create a casual, relaxed atmosphere. For patios, allocate space in your design for gardens or flowerbeds.

Location - Situate your deck or patio adjacent to an entry door of your home as this will make traffic flow easier when serving a meal or entertaining outdoors. Decrease the elevation of the deck or patio from the door threshold approximately 10cm to allow for snowfall.

Enclosure - Consider building an enclosure for your deck or patio. Enclosures made of mesh, glass, or aluminum can help provide shade,

protect against insects, and allow you to enjoy your space in the rain and in colder temperatures.

Accessorize - Complement your deck or patio with stylish accessories like wicker chairs, cedar benches, hammocks, wind chimes, and lounge chairs. Install outdoor electrical outlets so you can enhance the mood with lighting and music, or utilize other electrical devices as desired.

Maintain - Replace rotting boards and rusty nails, and treat wood decks with a water seal each year. Use a polyurethane compound to minimize the appearance of cracks in your patio and apply a concrete sealant to protect against moisture and UV rays.

A deck or patio is like adding another room to your home. They're a great way to expand your living space, get a little closer to nature, and entertain outdoors. Depending on the quality of installation, materials and maintenance, your new deck or patio carries a minimum life expectancy of 15 years.



Let's begin...

JoAnne Gludish



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