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a *great* Real Estate sales rep?



# JoAnne Gludish's Market Watch

## RECORD HOME SALES FOR OCTOBER

November 5, 2015 -- Toronto Real Estate Board President Mark McLean announced that Greater Toronto Area REALTORS® reported 8,804 home sales through TREB's MLS® System in October 2015. This is the best result on record for the month of October.

"It is clear that many GTA households remain upbeat about home ownership because owning a home represents a high quality, long-term investment. We will see a big, new record this year for home sales reported through TREB's MLS® System," said Mr. McLean.

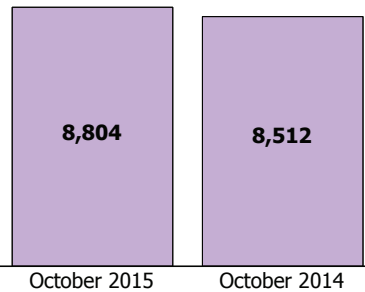
"Despite the record October result, I must point out that the Government of Ontario could hamper home sales in the near future. The Wynne government is seriously considering allowing municipalities throughout Ontario to institute a second land transfer tax on top of the existing provincial tax. Recent polling has shown that the great majority of Ontarians oppose this tax and would consider delaying a move if they were forced to bear the additional upfront cost," added Mr. McLean.

The MLS® Home Price Index (HPI) Composite Benchmark was up by 10.3 per cent year over year in October. Over the same period, the average selling price for all home types combined was up by 7.3 per cent to \$630,876. Price growth continued to be driven by the low-rise market segments.

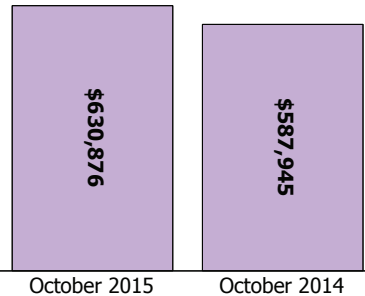
"Record sales coupled with a constrained supply of listings in many GTA neighbourhoods has underpinned very strong price growth throughout 2015. Even if we do see a greater supply of low-rise listings in the marketplace over the next year, market conditions will remain tight enough to see continued price growth well-above the rate of inflation," said Jason Mercer, TREB's Director of Market Analysis.



### TREB MLS® Sales Activity



### TREB MLS® Average Price



## 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."

## EVERYONE LOVES TO READ JOANNE'S MARKETWATCH!



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## ADD A LITTLE ECO DÉCOR TO YOUR HOME THIS WINTER

When the days draw in and nights are cold, create warmth in your home by decorating with items from nature. It is not only a creative and inexpensive approach to decorating, but it can set an inviting and comfortable ambiance for all who pass through.

### Candles

The glow of candlelight always softens and warms a room. Place candles with spicy scents around the home - vanilla or cinnamon evoke feelings of comfort. If you want to avoid strong scents and toxins associated with regular candles, try more natural candles such as those made with beeswax. They are lovely, long lasting and have a subtle honey scent. If you place mirrors behind the candles, it will magnify the candle's warmth and reflection throughout the room.

### Tree Branches

Collect some dramatic red dogwood or bare tree branches and put them in a tall, attractive vase. They look simply stunning as they are, or they can be assembled with dried flowers to add volume and a punch of colour.

### Fruits and Nuts

Red pomegranates, green or yellow apples and orange tangerines provide natural splashes of colour. Assemble with nuts and cranberries, place in decorative bowls and arrange on tabletops for a beautiful focal point.

### Create your own Centerpiece

Make your own statement with three or four beeswax candles set on a glass or mirrored stand and surround with fresh greenery or pine cones. Alternatively, fill a hurricane lamp with cranberries for a super scarlet sensation.

Beauty from nature is its own reward. Enjoy creating a warm, inviting and eco-friendly home this winter by decorating with items found just outside your door.

## LIGHT BRIGHT

Consider these safety tips when hanging your outdoor seasonal lighting:

- Power down: Before working with outdoor wiring, turn off the electricity to the supply outlet and unplug the connection.
- Look for the CSA International certification mark: Ensure that light strings, cords, spotlights and floodlights are certified by CSA International and marked for outdoor use or wet locations.
- Hang 'em high: When hanging lights outdoors, keep electrical connectors above ground, and away from puddles, snow and metal eaves troughs.
- Don't nail it: Use insulated fasteners, not metal nails or tacks to hold light

strings in place.

- Be weather wise: Remove outdoor lights promptly after the holiday season to avoid damage caused by extended exposure to harsh weather conditions.
- Time it: Use an outdoor timer certified by CSA International to switch lights on and off. Lights should be turned on after 7 p.m. to avoid the electricity rush hour.
- The right receptacles: Whenever possible, connect all outdoor lighting into receptacles protected by weatherproof ground fault circuit interrupters (GFCI). These can provide protection from electric shock by sensing ground leakage and cutting electrical power.



Let's begin...

*JoAnne Gludish*



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