



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



JoAnne Gludish's Market Watch

RECORD TREB MLS® HOME SALES IN 2015

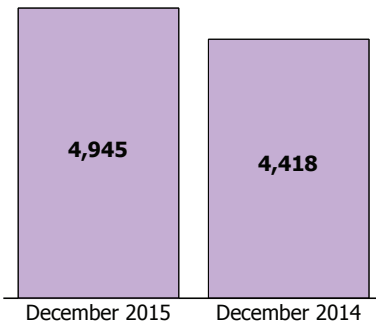
January 6, 2016 -- The second best sales result on record for December capped off a record year for TREB MLS(r) home sales in the GTA. Toronto Real Estate Board President Mark McLean announced that there were 4,945 sales reported in December bringing the 2015 calendar year total to 101,299 - a substantial 9.2 per cent increase compared to 2014 as a whole. Strong annual sales increases were experienced for all major home types last year.

"Home ownership is a quality long-term investment that families can live in while the value increases over time. A relatively strong regional economy in the GTA coupled with low borrowing costs kept a record number of households - first-time buyers and existing homeowners alike - confident in their ability to purchase and pay for a home over the long term," said Mr. McLean. "If the market had benefitted from more listings, the 2015 sales total would have been greater. As it stands, we begin 2016 with a substantial amount of pent-up demand," continued Mr. McLean.

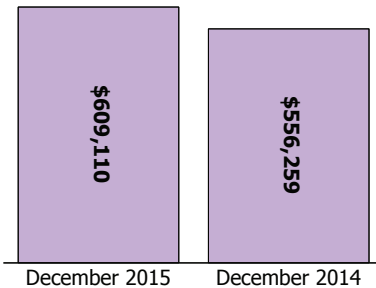
The average selling price for 2015 as a whole was \$622,217 - up 9.8 per cent compared to \$566,624 in 2014. The MLS(r) HPI Composite Benchmark Price was up by a similar annual rate of 10 per cent in December. GTA home price growth was driven by the low-rise segments of the market, but condominium apartment price growth was generally well-above the rate of inflation as well through 2015.

"TREB will release its official 2016 outlook later in January, but suffice to say that the demand for ownership housing is expected to remain very strong in 2016. Despite stricter mortgage lending guidelines and the possibility of slightly higher borrowing costs, on average, there will be many buyers who remain upbeat on the purchase of ownership housing," said Jason Mercer, TREB's Director of Market Analysis.

TREB MLS® Sales Activity



TREB MLS® Average Price



JOANNE GLUDISH

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TESTIMONIALS

"JoAnne was amazing! Her experience, etiquette, and negotiating skills were outstanding.

"Along with her strong integrity, JoAnne also did a great job of marketing our home.

We sold our house in less than three weeks at a price we were very happy with."

FOR SALE



34 PARKLANE COURT

Gorgeous 2400sqft Home W/157ft Georgian Bay Waterfront! Quality Details Incl Oak Hrdwd, Slate Tile Flrs, Cathedral Ceilings, Oversized Windows, Solid Oak Drs, Chefs Kitchen, Wine Cellar, Mstr Ensuite W/Heated Flrs! Bunkie And Large Shed! 90 Mins from GTA!

FOR SALE



6460 MCNIVEN COURT

Custom Build On Private Country Lane Near Kilbride School! Boasts 3300sq.Ft Main +2400sq.Ft. Lower With W/O! Cathedral Ceilings, Panoramic Views, Separate Dining Room, Eat-In Kitchen, Family Room, Main Mstr Retreat! 5 Fireplaces, Wine Cellar, Screened Porch!



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ADD A FIREPLACE TO WARM UP THE ATMOSPHERE

Pull up an armchair and indulge your senses in a crackling fire. The sight of flickering flames, the sound of crackling logs, the warmth on your legs - with that high level of sensory impact, it is no wonder so many people aspire to own a property with a fireplace.

A fireplace, a cast iron stove, or a beautiful mantel shelf crowning a hearth of candles in place of logs, are often among the most attractive features of a home. Consider these five guidelines when choosing the right choice for your property and needs:

1. Fireplaces can be affordable additions. Visit specialty shops to explore the options, as price ranges can vary considerably. Be sure to choose an option that is not only fitting to your budget, but is fitting to the style of the room with which it will reside.

2. Know your area's building codes. Some areas disallow wood burning stoves or fireplaces, so you'll be wise to investigate the codes for your area and buy accordingly. Building permits are required in many areas before

installing woodstoves and fireplaces and there are considerations such as installing a fire-proof chimney liner.

3. Establish your personal style. Do you favour an arts-and-crafts style or a clean contemporary look? Do you prefer modern or traditional? Establishing your personal style will help you to narrow your search.

4. Wood or gas? Gas is often more convenient, but some homeowners still prefer the allure of a wood-burning fire. There appears to be little difference between gas or wood in a home's resale value. However, there may be an impact on home insurance rates. You may want to check with your insurance company before making a decision.

5. Make the best of what you have. If you have an older fireplace and lack the budget to invest in refurbishing it, consider putting the project on the back burner and fill your hearth temporarily with the warm glow of an assortment of pillar candles, a sculpture or floral arrangement.

MAXIMIZE SPACE WITH 5 DISCREET STORAGE IDEAS

Space. The final frontier. You simply can't have enough space in a home -- a need that is accentuated when you're looking to make an impression with prospective home buyers. Clearing the decks for a home sale is paramount, and a time when storage comes to the forefront.

Consider these tips for creating storage in your home:

1. The alcoves on either side of a fireplace chimney make ideal places for shelves.
2. Open shelves in a kitchen are great for storage and don't make the room look smaller. A simple racking system with functional storage boxes does the trick.
3. Glass shelves work wonders in a bathroom and can even span a window.
4. Store children's toys into large plastic boxes which can be displayed or hidden away.
5. Look for storage containers that slide under a bed, or decorative ones that complement your decor. Otherwise, tuck them away neatly in a closet, crawl space, or behind a decorative screen or curtain.



Let's begin...

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