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a *great* Real Estate sales rep?

# JoAnne Gludish's Market Watch



## STRONG START TO 2016

February 3, 2016 -- Toronto Real Estate Board President Mark McLean announced Greater Toronto Area REALTORS® reported 4,672 residential transactions through TREB's MLS® System in January 2016. This result represented an 8.2 per cent increase compared to January 2015.

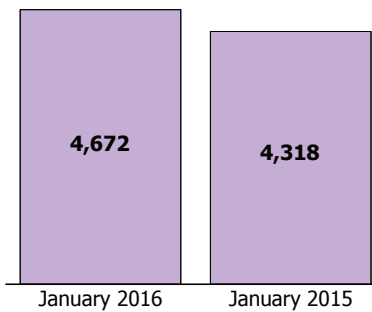
"It is clear that the handoff from 2015 to 2016 was a strong one. This is not surprising given that recent polling conducted for TREB by Ipsos suggested 12 per cent of GTA households were seriously considering the purchase of a home in 2016. Buying intentions are strong for this year as households continue to see home ownership as an affordable long-term investment," said McLean.

The MLS® Home Price Index Composite Benchmark Price for January 2016 was up by 10.7 per cent on a year-over-year basis. The average selling price over the same period was up by 14.1 per cent.

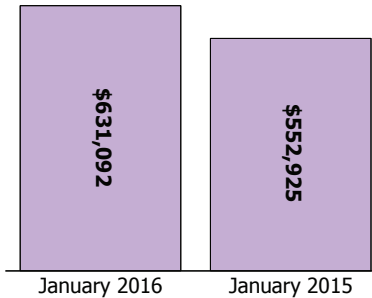
The difference in the annual growth rates for the MLS® HPI and average price was largely due to a greater share of high-end detached homes sold in the regions surrounding the City of Toronto this year compared to last. The MLS® HPI removes the impact of shifts in the share of different property types sold from one year to the next.

"Market conditions in January were tighter compared to a year earlier, with an annual increase in sales up against a decline in listings. This is why growth in the MLS® HPI benchmarks continued to be strong, especially for singles, semis and townhouses, where there has been a persistent lack of inventory," 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

"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



### 1162 CHADA AVENUE

Credit Woodlands 4Bdrm Backsplit Offers LR/DR Combo W/Hrdwd Flrs, Huge Window, Eat-In Kitchen W/Handy Side Door Exit! Upper Bdrms All With Hrdwd! Lower Level Family Rm W/Woodburning FP & Bdrm/Office! Entertainer's Rec W/Wet Bar! Mature, Fully Fenced Yard!



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## 5 SUSTAINABLE FLOORING OPTIONS

What goes under foot is seldom an easy decision. Colour, surface texture, room usage and price all come into play. Today, greener options abound, adding to the myriad of choices already available.

Increasing interest in incorporating renewable resources into the home has resulted in many beautiful eco-friendly flooring options.

For homeowners looking on the greener side, it's worth a look at the many sustainable products available today:

- Give a tree another lease on life with salvaged wood flooring. A rustic look can be created with reclaimed wood. Buying reclaimed lumber continues to get easier, and in some instances, less expensive relative to the cost of new hardwoods.
- Bamboo is a good option for rooms with low humidity. High abundance and a natural

look make sustainable bamboo an attractive flooring option. Bamboo grows to maturity in three to five years, about a quarter of the time it takes to grow trees used for hardwood.

- Linoleum flooring has retained its popularity over decades. Unlike vinyl flooring, which is a synthetic product made of chlorinated petrochemicals, linoleum is manufactured from natural compounds including linseed oil, cork dust, tree resins and ground limestone. With natural, renewable elements used in its manufacturing, this eco-friendly flooring option continues to remain a popular option.

- Cork flooring has many eco-friendly attributes. Like bamboo, cork is quickly renewable. It is harvested from the bark of the cork oak tree and grows back every three years. Cork has anti-microbial properties to reduce allergens, is fire retardant and provides a comfortable feel under foot. Cork

flooring can be finished in a variety of paints and stains to complement any room setting.

- Polyester (P.E.T.) Berber carpet is a sustainable option made of recycled plastic bottles. Anytime we can reuse these materials, we reduce the amount of new materials being manufactured and we reduce non-

biodegradable materials in our landfills. Polyester Berber is spill resistant and comes in a variety of aesthetically - pleasing colours and patterns.

Whatever your home's style or design, an eco-friendly flooring option exists to complement the desired look and existing patterns.



Let's begin...

*JoAnne Gludish*



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