



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



JoAnne Gludish's Market Watch

RECORD HOME SALES IN APRIL

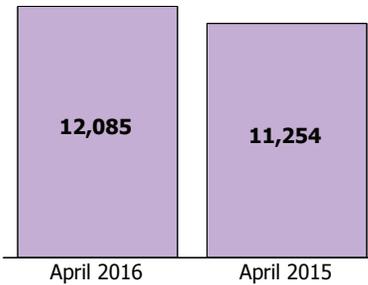
TORONTO, May 4, 2016 – Toronto Real Estate Board President Mark McLean announced that there were 12,085 sales reported through TREB's MLS® System in April 2016. This result, which represented a record for the month of April, was up by 7.4 per cent in comparison to April 2015.

For the TREB market area as a whole, annual sales growth was experienced for all major home types except semi-detached houses. In the City of Toronto, sales were down for detached and semi-detached houses as well as townhouses on a year-over-year basis. This dip in sales in the '416' area code was due to a lack of low-rise listings. Many would-be buyers were not able to find a home that met their needs.

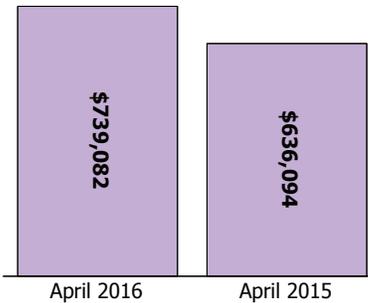
"While April's sales result represented a new record for sales, that number could have been even higher if we had benefitted from more supply. In the City of Toronto in particular, some households have chosen not to list their home for sale because of the second substantial Land Transfer Tax and associated administration fee. The lack of available inventory, coupled with record sales, continued to translate into robust annual rates of price growth," said Mr. McLean. Home selling prices continued to trend upward in April. The MLS® Home Price Index Composite Benchmark was up by 12.6 per cent year-over-year. The average selling price was up by 16.2 per cent. The higher growth rate reported for the average home price, as compared to the MLS® HPI, points to a greater share of high-end home sales this year compared to last.

"As we move into the busiest time of the year, in terms of sales volume, strong competition between buyers will continue to push home prices higher. A greater supply of listings would certainly be welcome, but we would need to see a number of consecutive months in which listings growth outpaced sales growth before market conditions become more balanced," said Jason Mercer, TREB's Director of Market Analysis.

TREB MLS® Sales Activity



TREB MLS® Average Price



JOANNE GLUDISH

SALES REPRESENTATIVE

www.joannegludish.com
jgludish@trebnet.com
(416) 231-3000

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



15 WESTROYAL RD.

4+1Bdrm Home Offers Main Floor Lr/Dr, E/I Kitchen, Family Rm, Office/Bdrm & Garage Dr Entrance! Reno'd Lower W/2nd Kitchen, Laundry Rm, Games Rm & 2 Cantinas! Complete W/DbI Garage, Professional Landscaping & Located Nr All Amenities/Parks/Schools/Transit/Hwys

FOR SALE



2449 GRAND OAK TRAIL

Don't Miss This Luxury Townhouse Located In High-Demand Glen Abbey West! Rare Freehold End Unit Offers Almost 2,000SF of Living Space, Open Concept Main Flr & Master Bdrm Retreat W/His & Hers W/I Closets! Fully Fenced & Professionally Landscaped Backyard.



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

5 SUMMER PROJECTS TO INCREASE YOUR HOME'S RESALE VALUE

Assessing the best return for your investment is paramount when undertaking home improvement projects. This means putting a priority on the jobs that are likely to be more valuable than others.

Summer is an ideal time to get outside and invest your time, money and resources in a project that is going to pay back when it comes time to sell your home. Investing in these top five outdoor home improvements will help optimize your home's resale value:

1. Build a deck or patio. A deck or patio not only adds visual interest and enjoyment, it also adds to the resale value of your home. There are numerous designs and approaches to consider, so you may want to start with online research. Choose a design that fits with the style of your home, and an approach that fits with your schedule and budget. Be sure to plan well ahead and check your municipal

building requirements as a building permit may be required for decks above a certain size and height.

2. Install a sprinkler system. On average, homeowners use 50 per cent more water than necessary on their lawns. This excess water usage increases hydro bills and may subject your basement to seepage and your garden to damage from over watering. Automatic lawn sprinkler systems are designed to allow proper irrigation through timing and even water distribution. Although there's an initial cost of installation, you could save money in the long run.

3. Landscape your property. Landscaping is a great way to add visual interest to an outdoor living space. Whether planning a garden or building a pond, landscaping often results in a significant return on your investment. If possible, consult a trained professional before tackling a

landscaping project to ensure that your project will result in a sustainable, professional-grade end product.

4. Build or replace a fence. Defining the limits of your property is important for a variety of reasons, including privacy, security and safety. Considering your specific needs will help you to choose the right fence. Ultimately, the fence has to fit with how you use your yard. Do your research and consult with neighbours to determine if you can complete the project jointly.

5. Re-shingle a tired roof. A strong, durable roof is an essential component of your home's overall health and functionality. If your roof is showing signs of wear, such as raised shingles or water seepage, choosing a qualified roofing contractor is a good first step. If you decide to do the job yourself, you'll want to estimate the materials required accurately. Consider disposal options for the old shingles, and ensure that you have plenty of hands available to make light work of a rigorous job.



Let's begin...

JoAnne Gludish



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