



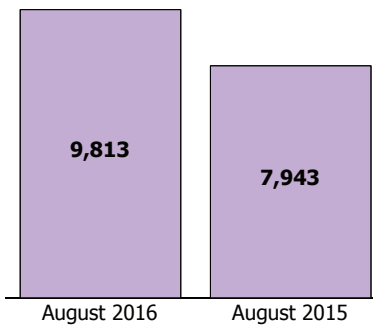
JoAnne Gludish's Market Watch

STRONG SALES & PRICE GROWTH IN AUGUST

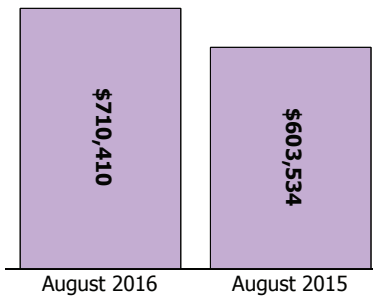
September 7, 2016 --Toronto Real Estate Board President Larry Cerqua announced that Greater Toronto Area REALTORS® reported a record 9,813 sales through TREB's MLS® System in August 2016. While this sales result was 23.5 per cent above the number of transactions reported for August 2015, it is important to note that the majority of sales are reported on working days and there were two additional working days in August 2016 compared to 2015. When the year-over-year discrepancy in working days is accounted for, the annual percentage change in sales is closer to 13 per cent. "The conditions underlying strong demand for ownership housing remained in place, including a relatively strong regional economy, growth in average earnings and low borrowing costs. Unfortunately, we did not see any relief on the listings front, with the number of new listings down compared to last year. This situation continued to underpin very strong home price growth, irrespective of home type or area," said Mr. Cerqua. The MLS® Home Price Index (HPI) Composite Benchmark for August 2016 was up by 17.2 per cent on a year-over-year basis. Similarly, the average selling price for all home types combined was up by 17.7 per cent on an annual basis to \$710,410. Both the MLS® HPI benchmarks and average prices for low-rise home types were up by double digits percentage-wise.

"Population in the GTA continues to grow. The resulting growth in households coupled with favourable economic conditions and low borrowing costs means that we remain on track for another record year for home sales. Against this backdrop, TREB will also be releasing new third-party research, and consumer and REALTOR® survey results throughout the fall and winter, with discussions focusing on foreign buying activity and issues affecting the supply of ownership housing," said Jason Mercer, TREB's Director of Market Analysis.

TREB MLS® Sales Activity



TREB MLS® Average Price



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TESTIMONIALS

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

"You're always so responsive. Couldn't have asked for a better realtor. You've been so professional and supportive through the process of selling a home that has meant so much to me over the past 17 years. You're the best!"

FOR SALE



DESIRABLE SWANSEA VILLAGE!

Traditional Charm W/Contemporary Updates/ Addition In This 3 Bedrm 2 Bath Semi-Detached W/Finished Bsmt & Sep Side Entrance! Leaded Wndws, Hrdwd Flrs, Gas Fp, Kitchen W/O To Pvt, Backyard W/Pergola! Det Garage & Pvt Drive! Nr All Amenities/Steps To Bloor St.

FOR SALE



SPLENDID 4 LEVEL SIDE SPLIT!

4-Level Side-Split In High-Demand Princess Rosethorn! 3+1 Bedrm 3 Bath Home Offers 3,640 SF Of Living Space (Incl. Lower)! Features An Award-Winning Zen Garden & State-Of-The-Art Lower Level! Nr Excellent Neighbourhood Schools/ Parks/Other Amenities!

BATHROOM REFRESH

The bathroom may be one of the smallest rooms in our home, but we spend a lot of time there. It is essential to our daily routines and is often our retreat at the end of the day. In terms of resale value, it is also one of the most important rooms to pay attention to. Here are some tips to give yours a lift.

Serenity now: Give your bathroom that soothing spa feel. Start with a palette of soft whites and layered neutrals; keep vanity surfaces clear and window coverings to a clean minimum. Heaps of big white towels are a must!

Fashion find: Steal your favourite colour from that fashion mag or the mall for a big hit of bathroom impact. The bathroom's smaller size makes it a perfect place for a shot of drama and colour in your home.

Get artsy: Swapping out small, ho-hum wall art in favour of something big adds instant oomph to this room and can connect it to the rest of your surrounding décor.

Cheap tricks: If new cabinets are in order, they don't have to cost a lot. One decorator trick is to install inexpensive ready-made cabinets with a high-end counter and faucet, taking the whole look upscale. If new cabinets are not in your budget, perhaps paint your existing cabinets, install fresh knobs and add a new, attractive tap.

Mirror mirror: Some of the fairest bathrooms envelop that swanky hotel feel by thinking big. A large mirror adds glamour and light to the room, making the room feel larger too.

Shimmer tips: Keep your metals consistent on knobs, accessories, and fixtures, for a cohesive

feel. White metals, too, have a more current, modern feel.

Space changer: A sleek pedestal and well-placed vertical mirror can really open up and update an otherwise tight and dated powder room. Install a set of open shelves and use attractive storage boxes to keep supplies at hand.

Go first class: Whether it's a custom glass shower and rich dark cabinets or a corner Jacuzzi tub, today's bathrooms go far beyond function. They are the perfect place to splurge and add a little luxury to your life. Even a few changes can make a big difference. Enjoy making yours!



Let's begin...

JoAnne Gludish



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