



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



JoAnne Gludish's Market Watch

SALES GROWTH CONTINUED IN SEPTEMBER

October 5, 2016 -- Toronto Real Estate Board President Larry Cerqua announced that Greater Toronto Area REALTORS® reported 9,902 sales through TREB's MLS® System in September 2016. This result was up by 21.5 per cent compared to September 2015.

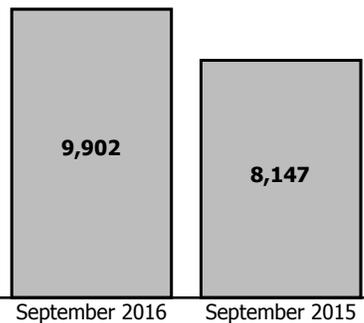
For the region as a whole, strong annual rates of sales growth were experienced for all major home types. The pace of detached sales growth was slower in the City of Toronto and the number of semi-detached sales was down compared to last year. In both cases, the year-over-year dip in new listings was likely the issue.

"We continued to see strong demand for ownership housing up against a short supply of listings in the Greater Toronto Area in September. The sustained lack of inventory in many neighbourhoods across the GTA continued to underpin high rates of price growth for all home types," said Mr. Cerqua.

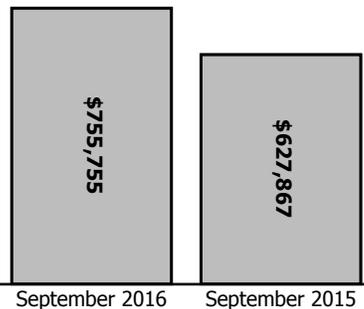
Both the MLS® Home Price Index (HPI) Composite Benchmark and the average selling price for all home types combined were up strongly on a year-over-year basis in September. The MLS® HPI Composite Benchmark grew by 18 per cent compared to September 2015. The average selling price was up by 20.4 per cent to \$755,755. It is important to remember that the MLS® HPI provides a price growth measure for a benchmark home, thereby allowing for an apples-to-apples comparison from one year to the next. The average selling price can be influenced by changes in both market conditions and the mix of homes sold.

"The Toronto Real Estate Board will be closely monitoring how the recent changes to Federal mortgage lending guidelines and capital gains tax exemption rules impact the housing market in the Greater Toronto Area. While these changes are pointed at the demand for ownership housing, it is important to note that much of the upward pressure on home prices in the GTA has been based on the declining inventory of homes available for sale," 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.

"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!"

SOLD



SPACIOUS, WELL-MAINTAINED BUNGALOW

Spacious 3Bdrm 2Bath Bungalow Offers Encl Entrance/Mudrm W/Access To Garage, Kitchen Side Entrance W/O To Side Porch, Bsmt Rec Rm/Games Rm, High Ceilings & Above-Grade Windows! Fenced/Landscaped Backyard W/ Concrete Patio & Sep Back Entrance To Garage!

SOLD



CHARM & CHARACTER ABOUND!

2-Storey 5+3 Bedrm 4 Bath Colonial-Style Home On A Prime 50x150 Lot! Features Incl Family Rm W/O To Deck/Backyard, Bsmt In-Law Suite W/ Walk-Up & Encl Bsmt Entry! Interlock Stone Patio, Wrap-Around Porch, Det/Insulated Garage W/Loft & Lrg Pvt Drive!



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

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.



Let's begin...

JoAnne Gludish



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