



You have *great* Real Estate.
Shouldn't you have
a *great* Real Estate Sales Rep?

JoAnne Gludish's Market Watch



ACTIVE LISTINGS INCREASE IN MAY

June 5, 2017 -- Toronto Real Estate Board President Larry Cerqua announced that Greater Toronto Area REALTORS® reported 10,196 sales through TREB's MLS® System in May 2017 – down by 20.3 per cent compared to 12,790 sales reported in May 2016. Sales of detached homes were down by 26.3 per cent. Sales of condominium apartments were down by 6.4 per cent.

Active listings – the number of properties available for sale at the end of May – were up by 42.9 per cent compared to the lowest level in 15 years recorded in May 2016, but remained below the average and peak during that period. The number increased considerably for low-rise home types including detached and semi-detached houses and townhouses. Active listings for condominium apartments were down compared to May 2016.

“Home buyers definitely benefitted from a better supplied market in May, both in comparison to the same time last year and to the first four months of 2017. However, even with the robust increase in active listings, inventory levels remain low. At the end of May, we had less than two months of inventory. This is why we continued to see very strong annual rates of price growth, albeit lower than the peak growth rates earlier this year,” said Mr. Cerqua.

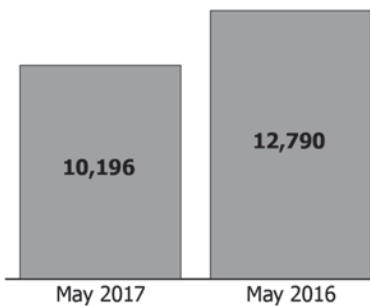
Selling prices continued to increase strongly in May compared to the same month in 2016. The MLS® HPI Composite Benchmark price was up by 29 per cent year-over-year. The average selling price for all home types combined for the TREB Market Area as a whole was up by 14.9 per cent to \$863,910. Year-over-year price increases were greater for condominium apartments compared to low-rise home types. This likely reflects the fact that the low-rise market segments benefitted most from the increase in listings.

“The actual, or normalized, effect of the Ontario Fair Housing Plan remains to be seen. In the past, some housing policy changes have initially led to an overreaction on the part of homeowners and buyers, which later balanced out. On the listings front, the increase in active listings suggests that homeowners, after a protracted delay, are starting to react to the strong price growth we've experienced over the past year by listing their home for sale to take advantage of these equity gains,” said Jason Mercer, TREB's Director of

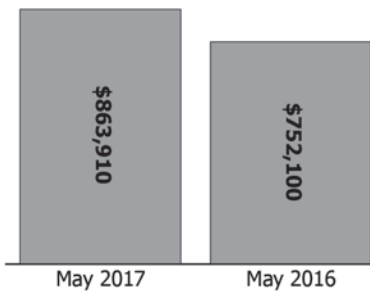
Market Analysis.



TREB MLS® Sales Activity



TREB MLS® Average Price



JOANNE GLUDISH

SALES REPRESENTATIVE

www.joannegludish.com
joanne@joannegludish.com

Cell: (416) 817-3747

Office: (416) 231-3000

TESTIMONIALS

You were fantastic throughout this entire process from start to finish! There were several recommendations / advice you gave us that we implemented & believe everything played a part with the great success that we had. Its been a pleasure working with you and I would definitely work with you again in the future.

- Peter T. (Seller)

Thanks JoAnne for your knowledge, guidance and dedication to ensure a smooth and pleasurable experience. I look forward to working with you in the future! - Charlie T. (Seller)

Many folks are commenting on JoAnne's page. I didn't realize how well known she is in the area! - David L. (My Etobicoke)

FOR SALE



WEST DEANE PARK

Spacious 3-bedroom, 2-bath bungalow with attached garage. Featuring a family-sized eat-in kitchen, walk-out to lush garden and a huge finished lower level. Separate side entrance. Situated in demand neighbourhood, close to all amenities. **14 Beaver Bend Cres**

Certified Seniors Real Estate Specialist!

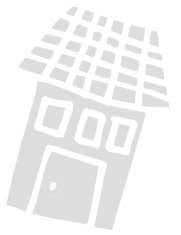


where the future takes shape

Over 30 years of real estate experience combined with an SRES accreditation (Seniors Real Estate Specialist) allows me to offer highly specialized service to my senior clientele. I am always happy to provide a no-charge, no-pressure consultation at your convenience. I am just a phone call away 416-817-3747.

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MAKE THE RIGHT CHOICE FOR YOUR FENCE PROJECT



Whether you are looking to create your own private oasis, or add more security and safety around your home, a proper fence can make a world of difference. But the type of fence you choose will ultimately stem from how you use your yard.

The challenge comes in finding something that is both functional and aesthetically pleasing. To arrive at the best solution, review these three scenarios to determine your fencing needs:

Privacy.

If you are looking to create more privacy for your home, solid wood fences are a good option. Most fences built for privacy stand about six feet high. They are available in varieties of wood types, with cedar and spruce being the most popular. Lattice-tops can add aesthetic appeal, and a myriad of building designs are available. Ask your local building centre for wood fence and gate design ideas or research online.

Safety.

For backyards with pools, a fence with limited horizontal rails is recommended. This will ward off trespassers from using the fence as a ladder to get into the pool area. Having a gate with a spring latch is a bylaw requirement in most municipalities. Black aluminum fencing is typically produced with vertical spindles - often emulating wrought iron design - and provides good sight lines for pool areas.

Security.

Keeping children or pets safe in the yard is critical for any family. Chain-link fencing is strong, reliable, and affordable. Whether you have a dog that jumps or one that digs, chain-link fences can be built to suit the needs of your pet. Although it is one of the less aesthetically appealing options, chain-link fencing prioritizes safety and won't break your budget.



SOME OF THE CHARITIES JOANNE SUPPORTS...

- Alzheimer Society
- Cancer Research Society
- Children's Wish Foundation
- Dorothy Ley Hospice
- Etobicoke Humane Society
- Etobicoke Senior Support Services
- Heart & Stroke Foundation
- Holland Bloorview Kids Rehabilitation Hospital
- MADD Canada
- World Vision

Let's begin...

JoAnne Gludish