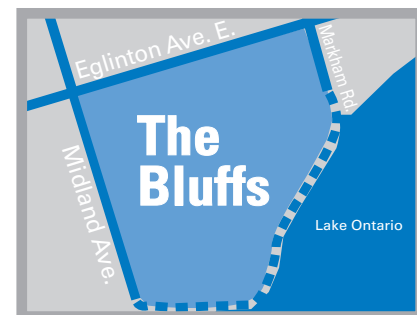


THE BLUFFS

COMMUNITY MARKET REPORT

by Andy Ryan & Mark Butkovich, Sales Representatives



Your Community Real Estate Resource!

Balanced Market In The GTA

The Toronto Real Estate Board reported 6,357 home sales through TREB's MLS® System in August 2017. This result was down by 34.8% compared to August 2016.

The number of new listings entered into TREB's MLS® System was 11,523, down by 6.7% year-over-year.

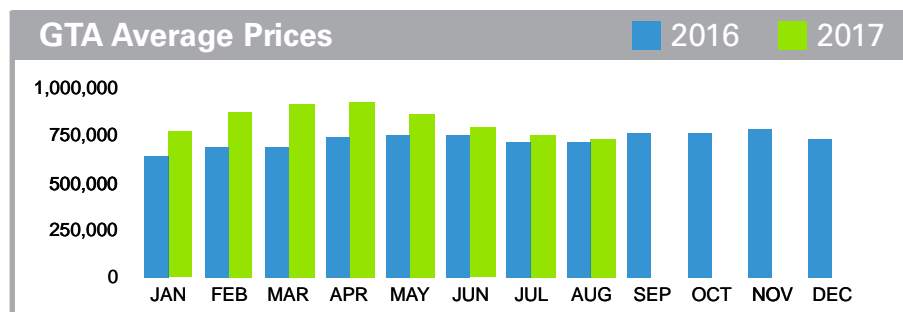
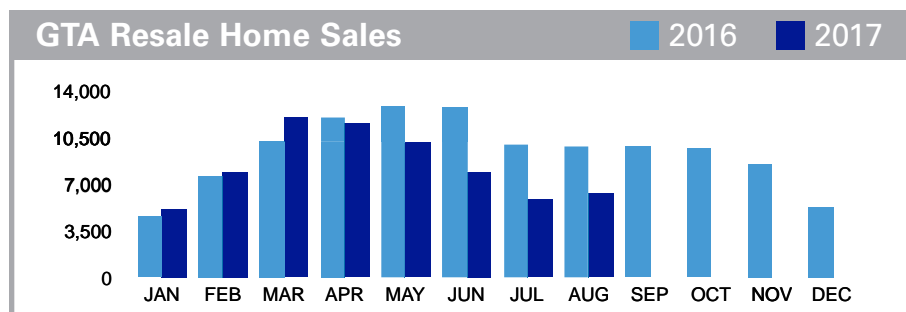
The average selling price for all home

types combined was \$732,292 – up by 3% compared to August 2016.

The MLS® Home Price Index composite benchmark, which accounts for typical home types throughout TREB's market area, was up by 14.3% year-over-year in August. The fact that MLS® HPI growth outstripped average price growth, points to fewer high-

end home sales this year compared to last.

The relationship between sales and listings in the marketplace today suggests a balanced market. If current conditions are sustained over the coming months, we would expect to see year-over-year price growth normalize slightly above the rate of inflation. (Source: Toronto Real Estate Board)



Places Buyers Look When Viewing Your Home

You might be surprised to know what many buyers look at when viewing a property. If you're preparing your home for sale, make sure to consider the following spaces that are likely to get checked out:

- **Inside closets.** Buyers want to get a sense of the size and capacity of all your closets. Make sure they're clean and well-organized. Avoid the "overstuffed" look.
- **Basement.** Think that buyers will stick to the main room of your basement? Think

again. Some interested buyers will also check out the furnace room, cold room, electrical box, and even crawl spaces.

- **Under the sinks.** Buyers will definitely look under the kitchen sink. You can expect some buyers to open the doors of bathroom vanities as well. Make sure trash bins are empty and everything looks neat and clean.
- **Windows.** Buyers often look out windows to assess views. You can't change what they see, but you can ensure the window itself is clean.

- **Sides of the property.** When it comes to outdoor space, the backyard makes the biggest impression. So do whatever you can to make it look its best. However, don't neglect your side yard. Unsightly garbage bins, weeds, tree clippings, debris, etc. can quickly dampen a buyer's initial enthusiasm for your property.

Need more advice on prepping your home so that it sells quickly and for the best price? Contact us today.

What's your home worth?

For a free evaluation visit www.bluffshomes.com

or Call

Words of Wisdom

"Take care to get what you like or you will be forced to like what you get."
George Bernard Shaw

"Diligence is the mother of good luck."
Benjamin Franklin



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Century 21
LEADING EDGE REALTY INC. Brokerage*

The Andy Ryan Team



Mark Butkovich



Andy Ryan



Muriel Bell

For the years 2008, 2009, 2010, 2011, 2012, 2013, 2014 and 2015, we represented more Cliffcrest home owners in the sale of their home than any other Realtor from any company.

If you are thinking of selling your home, we would appreciate the opportunity to serve you.

Andy Ryan

ANOTHER HAPPY CLIENT

"Andy and Mark were extremely patient with us for the past 7 months in helping us find EXACTLY what we needed and wanted. Always professional and a pleasure to deal with, we will surely be using them to sell our home in the future"

~ Matt & Lori



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FEATURED PROPERTIES

SOLD



252 Randall Cres.

Large model, 3 bedroom bungalow with finished basement in the Upper Bluffs, backing onto Anson Park, close to RH King Academy.

FOR SALE



48 Fenwood Heights Blvd.

3 bedroom, one and a half storey home with garage on a 55 x 137 foot west facing lot on a desirable tree lined street in the Bluffs..

SOLD



74 Cree Ave.

Oversized, 3+1 bedroom Upper Bluffs bungalow with very high and bright finished basement and attached garage.

SOLD



85 Scarborough Heights Blvd.

Lovely, oversized, 3 bedroom bungalow with finished basement and side addition on a large lot in the Bluffs.



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