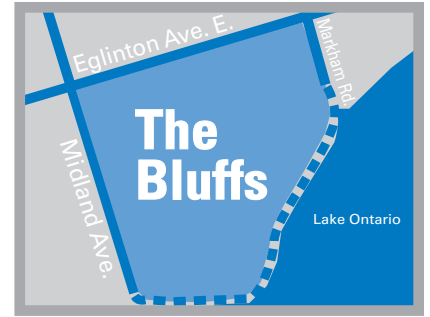


THE BLUFFS

COMMUNITY MARKET REPORT

by Andy Ryan & Mark Butkovich, Sales Representatives



Your Community Real Estate Resource!

Pace of Home Sales Expected to Pick Up

The Toronto Real Estate Board reported 4,019 residential transactions through TREB's MLS® System in January 2018. This result was down by 22% compared to a record 5,155 sales reported in January 2017.

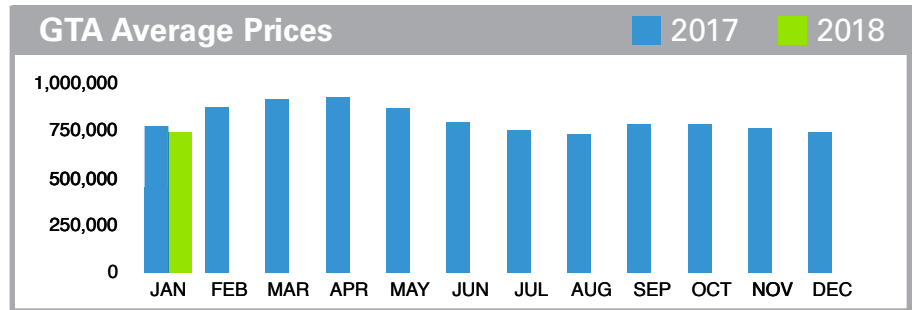
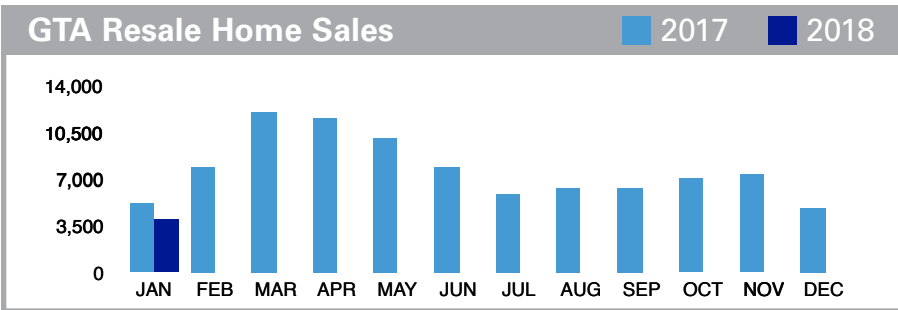
The number of new listings entered into TREB's MLS® System amounted to 8,585 – a 17.4% increase compared to 7,314 new

listings entered in January 2017. However, it is important to note that the level of new listings was the second lowest for the month of January in the past 10 years.

TREB released its outlook for 2018 on January 30th. The outlook pointed to a slower start to 2018. As we move through the year, expect the pace of home sales to

pick up, as the psychological impact of the Fair Housing Plan starts to wane and home buyers find their footing relative to the new OSFI-mandated stress test for mortgage approvals through federally regulated lenders.

(Source: Toronto Real Estate Board)



Managing the Juggling Act

If you're selling your home, while shopping for a new property, it can be quite a juggling act. You'll be viewing properties, keeping your own home looking great for buyers, managing family schedules, and more.

Here are some tips that will help:

- Put all your family appointments on a calendar that everyone can see. That way, you'll be able to schedule viewings more easily, without risking a conflict.

- Have a plan that will keep you busy while your home is being viewed by potential buyers. That could be a walk in the park, family bowling, or lunch at a favourite restaurant.
- When viewing homes on the market, make lots of notes. That way, you and your family will be able to review them later – and not need to rely on memory.
- Keep everything in a single file on your computer and in a folder for paper

documents. Scrambling to find something is stressful.

By the way, we can help. In fact, a big part of our job is making the buying and selling process as easy as possible for our clients.

To tap into our expertise, give us a call.

What's your home worth?

For a free evaluation visit www.bluffshomes.com

or Call

Words of Wisdom

"The best way to cheer yourself up is to try to cheer somebody else up."
Mark Twain

"The true test of character is not how much we know how to do, but how we behave when we don't know what to do."
John Holt



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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

THE BLUFFS

COMMUNITY CORNER

If you're like most people, you sometimes get asked by friends and neighbours for recommendations. A great math tutor? A savvy investment advisor? A reputable renovation contractor? So let's do each other a favour. If you get asked to recommend a good REALTOR®, please pass along our names. We'd really appreciate it, and promise to provide your friend or neighbour with the very best service (as we do all our clients.)

And, if you need a recommendation for anything home-related, like a contractor or decorator, we may be able to help. Give us a call.

All the best,

Andy and Mark



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SERVING THE BLUFFS

LAWYER

FEATURED PROPERTIES

SOLD



68 Scarborough Heights Blvd.

3 bedroom brick home with garage on a beautiful 55 x 137 foot west facing lot on one of the more desirable streets in the Bluffs.

SOLD



56 Allister Ave.

3 bedroom brick home in the Upper Bluffs on a gorgeous 55 x 207 foot west facing lot with 2 car garage/workshop.

SOLD



1 Chestermere Blvd.

Large model, well maintained, 3 bedroom brick bungalow with huge 2 car 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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