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Making The Connection

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GTA OCTOBER STATS

The Toronto Real Estate Board President reported 7,118 residential sales through TREB's MLS® System in October 2017. This result represented an above-average increase between September and October of almost 12 per cent, pointing to stronger fall market conditions.

On a year-over-year basis, October sales were down compared to 9,715 transactions in September 2016. Total sales reported through the first 10 months of 2017 amounted to 80,198 – down from 99,233 for the same time period in 2016.

Every year we generally see a jump in sales between September and October. However, this year that increase was more pronounced than usual compared to the previous ten years. So,



while the number of transactions was still down relative to last year's record pace, it certainly does appear that sales momentum is picking up. The MLS® Home Price Index Composite benchmark price was up by 9.7 per cent on a year-over-year basis in October. Annual rates of price growth were strongest for townhouses and condominium apartments. The average selling price for October transactions was \$780,104 – up by 2.3 per cent compared to the average of \$762,691 in October 2016.

The housing market in the GTA has been impacted by a number of policy changes at the provincial and federal levels. Similar to the track followed in the Greater Vancouver Area, it appears that the psychological impact of the Fair Housing Plan, including the tax on foreign buyers, is starting to unwind.

10 WAYS TO KEEP YOUR FIREPLACE SAFE

As we prepare for the winter season, it's a great time to refresh our memories about using our fireplaces safely. Fire Prevention Canada says that winter is the worst time of year for home fires and offers these tips for fireplace safety.

1. Make sure the damper is open before you light the fire, and don't close it until the ashes are cool to the touch.
2. Never leave the house or go to bed with the fire burning.
3. Keep combustible materials such as wood and paper a safe distance from the fireplace.
4. Keep a fireplace screen in place to protect children, pets and your carpets from embers.
5. Supervise children around the fireplace at all times.



6. Use dry, well-seasoned firewood a small amount at a time. (Never overload.) If you use artificial logs, follow the instructions on the packaging.
7. Have your chimney cleaned and serviced regularly.
8. Never use gasoline or starter fluid in your fireplace.
9. Place ashes in metal container and take them outdoors.
10. Install smoke and carbon monoxide detectors, and remember that adequate ventilation is key to keeping your fireplace safe.

In addition to following safe practices with your fireplace, you should have safeguards in place in the event that something goes wrong such as fire extinguishers and sprinkler systems for your home. They can make your home safer and often earn you discounts on your home insurance premiums.

YOUR REFERRALS ARE GREATLY APPRECIATED

Real estate is a business about relationships, and as such requires trust, honesty, integrity and commitment.

When providing my services, I have learned that my performance has inspired your referrals. I am committed to exemplary service for every one of my clients. Your endorsement of my services to your family, friends and colleagues is the single most important marketing tool I can have. I would like to thank you for your support in the past and look forward to your continued support and referrals.

I pay special attention to referrals!

10-year history of Toronto's average resale house price.

2008	\$379,347	+1%
2009	\$399,460	+4%
2010	\$431,276	+9%
2011	\$451,436	+4%
2012	\$497,298	+10%
2013	\$523,036	+5%
2014	\$566,726	+7%
2015	\$622,217	+9%
2016	\$729,922	+15%
2017 (Oct. 31)	\$833,763	+14%

Making the connection...

I SELL ALL STYLES OF HOMES

*Allow me to show you how my comprehensive Marketing Program.
I will help you sell your home at the best possible price and conditions.*

*Call today for a **FREE MARKET EVALUATION***



**Is now a good time to sell?
Toronto's Market is in full flight!**

Many sales are taking place each day!

Interest rates are very affordable!

There is an abundance of buyers looking to buy!

*If you are interested in selling, please give me a call to learn more
about today's market conditions.*



HEALTHIER HOME, HEALTHIER YOU TIPS

The choices we make every day have a huge impact on living a healthy lifestyle. With just a little forethought and initiative, we can make our homes healthier and happier for all family members. The following recommendations can be implemented immediately and won't cost you anything.

1. Keep Pollutants Outside

Make it a habit to take your shoes off as soon as you walk in the door of your home. Place a chair or bench near the door and place a shoe basket or shelf near it to make it easier for your family and visitors to take off their shoes. This will cut down the amount of dirt and allergens brought into your home.

2. Use Natural Cleansers

Commercial cleansers may make cleaning easier, but they may also contain carcinogenic ingredients, respiratory irritants and even pesticides. Try safer cleansers such as a mixture of baking soda and vinegar to clean tubs and toilets, salt to scrub kitchen sinks and borax for laundry.

Once you try cleaning with non-toxic cleaners you'll find it hard to believe you ever used harsh chemicals. Not only do they work just as well, they smell better, don't make you dizzy and don't pose a health risk.

3. Clean Smarter and More Often

Dust mites, mould and pet dander are major triggers of allergies and asthma attacks. Keep dust to a minimum, dust every few days with a slightly damp cloth, to prevent the dust from returning to the air. Avoid furnishings that trap dust, such as drapes, carpeting, throw pillows and stuffed animals. Wash curtains and slip covers regularly in hot water.

Use a vacuum with a high-efficiency particulate air filter, and use it twice a week. If you are building a new home, consider a central vacuum system that vents outside. This will help remove dust and debris from settling back into your home.

4. Breathe Fresh Air

Fresh air saturated with oxygen is essential for healthy indoor living. A properly ventilated home will also help release humidity that may build up, condense and cause bacteria, dust mites and mould.

Whenever possible, open the windows to allow old air out and fresh air in. In colder or humid months, use a mechanical ventilation system to help keep indoor air fresh, dry and comfortable.

5. Stop Smoking

Don't smoke in your home or let visitors do so. Small children are most vulnerable to the health risks of second-hand smoke such as allergies and respiratory disease. If you must smoke, go outside. Moving to another room or opening a window is not enough to protect your children.

6. Drink Clean Water

Clean water is essential for good health. The glass of water you take from the tap has had a long eventful journey, but it is clean enough to drink. However, it could be cleaner and better for you if you use a good in-house water filtering system. To keep your water filter functioning effectively, it is important to change the filter cartridges on a regular basis.

If your water comes from a municipal supply, it is tested regularly by the water authority. If you have a private drinking water well, test it periodically.

7. Inspire Healthy Eating Habits

Fresh fruit is best for you and your kids. Keep a bowl of fresh fruit and vegetables on your kitchen counter to encourage healthy eating and cut down on bad snacking habits. Choose different colours to give you the widest variety of vitamins, minerals and nutrients that your body needs. Choose whole fruit over fruit juice. Often juice has lots of added sugar and preserving chemicals. Whole fruit has more fibre and will leave you feeling more satisfied.

8. Give Your House a Mood Boost

A naturally lit home helps ease the blues, insomnia and may even boost concentration. Whenever possible open the curtains and allow sunlight in. Equip your home with broad-spectrum light bulbs that closely resemble daylight.

Keep a bright bunch of flowers in the living room. A vase of vibrant flowers along with green plants help generate a positive mood around the house and helps reduce stress, fatigue and illness. Indoor green plants also help reduce carbon monoxide.

Cut down on heavy and loud music. Play soft, classical or country background music to create an easy atmosphere to help you unwind.

9. Encourage Family Activities

Reduce the use of TV in your home and encourage family activities. Excessive TV watching has been linked to obesity and type 2 diabetes.

Place a Chess or board game in your living room. Playing board games familiarizes young children with letters and numbers, builds hand-eye coordination and encourages kids of all ages to interact with others. Board games can be a steppingstone for discussion about almost anything. Strategy games like Chess or Monopoly provide opportunities to talk about not only the game itself, but how it applies to the real world, real problems, etc. and most importantly helps build family bonds.



Lest we forget