

# realtor**reach**

BY TOM LÉBOUR



**A**s residents of Canada's largest city, we are fortunate to have a wide variety of housing options available to us. Regardless of whether life on a farm or the waterfront appeals to you, the Greater Toronto Area has something for everyone.

As multi-faceted as the region itself, The Toronto Real Estate Board's (TREB) 29,000 Realtors have unique assets ideally suited to helping you find your next home.

You're likely to find, for example, condominium apartment or commercial property specialists working in downtown Toronto's C01 district. In this area, Realtors can advise you on the specific amenities available in downtown condominium communities, what you can expect to pay in maintenance fees and whether parking spaces can be leased.

By contrast, a Realtor who practices in the northern most reaches of the GTA, in areas like Cookstown, can advise you on the details of septic systems and well water on rural properties.

The area between Toronto and rural Cookstown is incredibly vast and accordingly, the Realtors throughout the north 905 districts can offer advice on everything from buying a condominium apartment in Markham to a horse farm in King. From enclaves located in wooded settings to homes overlooking golf courses, your Realtor can guide you through the north 905 districts' many beautiful options.

The GTA is known internationally for its diversity of cultures, employment options and housing types and Mississauga, a city within our city, really epitomizes these features. Here you'll find Realtors with experience in everything from 905 condominium living near Square One and executive waterfront properties in Oakville and Burlington, to lovely starter homes near the escarpment in Milton.

In the 905 Region's east districts you will also find many beautiful areas like Pickering's Frenchman's Bay, homes in Whitby that are within minutes of ski slopes and a community built around a marina in Newcastle. Many wonderful options are available in the communities and rural properties east of Toronto, and you can count on a Realtor to advise you on the many specifics, from zoning allowances to school ratings to varying municipal property tax rates.

Your Realtor can also advise you on new-home construction developments, which are plentiful in all three of the regions that comprise the picturesque 905 districts, where rolling hills are dotted with small lakes.

No matter what type of lifestyle appeals to you, you can count on your Greater Toronto Realtor to identify your many options and counsel you with regard to all of the considerations when helping you find your next perfect home.

For more information on the many available options visit [TorontoRealEstateBoard.com](http://TorontoRealEstateBoard.com) where you'll find GTA listings, plain language real estate forms, mortgage and land transfer tax calculators and more.

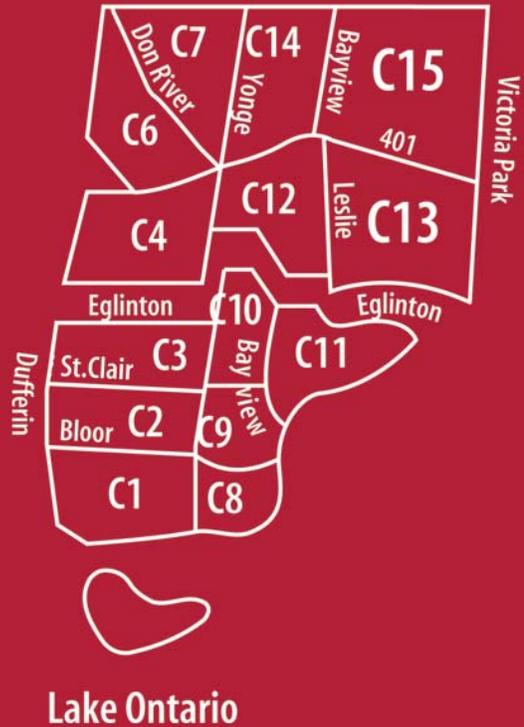
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Tom Lebour is president of the Toronto Real Estate Board, a professional association that represents 29,000 Realtors in the Greater Toronto Area

# central region

TORONTO, NORTH YORK, YORK,  
EAST YORK AND ETOBICOKE



## market commentary

CENTRAL DISTRICTS (C1-C15)	ACTIVE LISTINGS	NEW	SALES	AVG. PRICE	AVG. DAYS ON MARKET	AVG. % LIST PRICE
MAY 2009	3,627	1,158	895	\$527,708	31	98
MAY 2010	4,813	2,112	879	\$608,670	19	100
% CHANGE	33	82	-2	15	-39	2

### WHAT'S AVAILABLE AND WHAT IT COSTS

The central districts led the way in terms of the annual rate of growth in average selling price. The average selling price of a home in the central districts was over \$608,000 during the first two weeks of May. This represented a 15-per-cent increase compared to the same period in 2009.

“The central districts make up a large portion of the City of Toronto and have historically experienced selling prices and price growth well above the GTA average,” says Jason Mercer, Toronto Real Estate Board’s senior manager of Market Analysis. “In the second half of 2010, price growth is expected to continue, but at a slower pace. Look for annual growth rates to move from double digits into the single digits as the supply of listings continues to grow.”

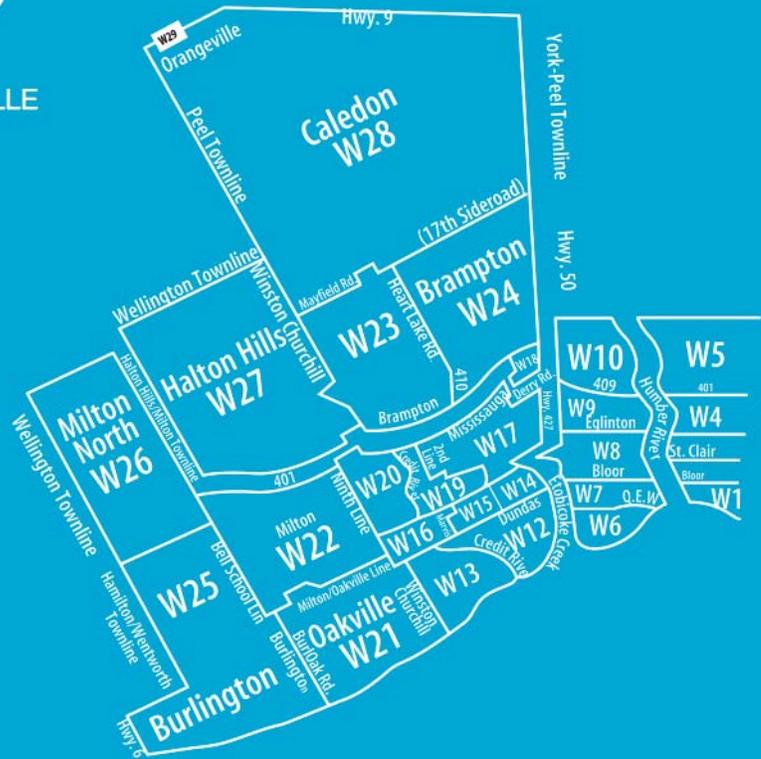
New listings in the central areas increased by 82 per cent compared to the first half of May 2009. The strong increase in new listings also pushed total active listings 33 per cent higher.

“Buyers are experiencing more choice, which generally results in less upward pressure on selling prices,” adds Mercer.

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# west region

MISSISSAUGA, BRAMPTON,  
OAKVILLE, MILTON AND ORANGEVILLE



## marketcommentary

WEST DISTRICTS (W1-W29)	ACTIVE LISTINGS	NEW	SALES	AVG. PRICE	AVG. DAYS ON MARKET	AVG. % LIST PRICE
MAY 2009	8,882	2,541	1,629	\$375,272	36	97
MAY 2010	8,894	3,650	1,908	\$423,347	21	99
% CHANGE	0	44	17	13	-42	2

### WHAT'S AVAILABLE AND WHAT IT COSTS

Western districts experienced double-digit sales and price growth in the first half of May. Sales were up 17 per cent to 1,908. The average price for these transactions was \$423,347 – a 13-percent increase compared to the same period in 2009.

“Some neighbourhoods in the west are among the most sought after across

the GTA. This means that we have continued to see a lot of interest in new listings,” says Jason Mercer, Toronto Real Estate Board’s senior manager of Market Analysis. “The level of sales in the west districts relative to new listings was higher than that experienced in central, north or eastern areas. This sustained strong growth in the average selling price.”

The average selling price was 99 per cent of the average listing price. This suggests

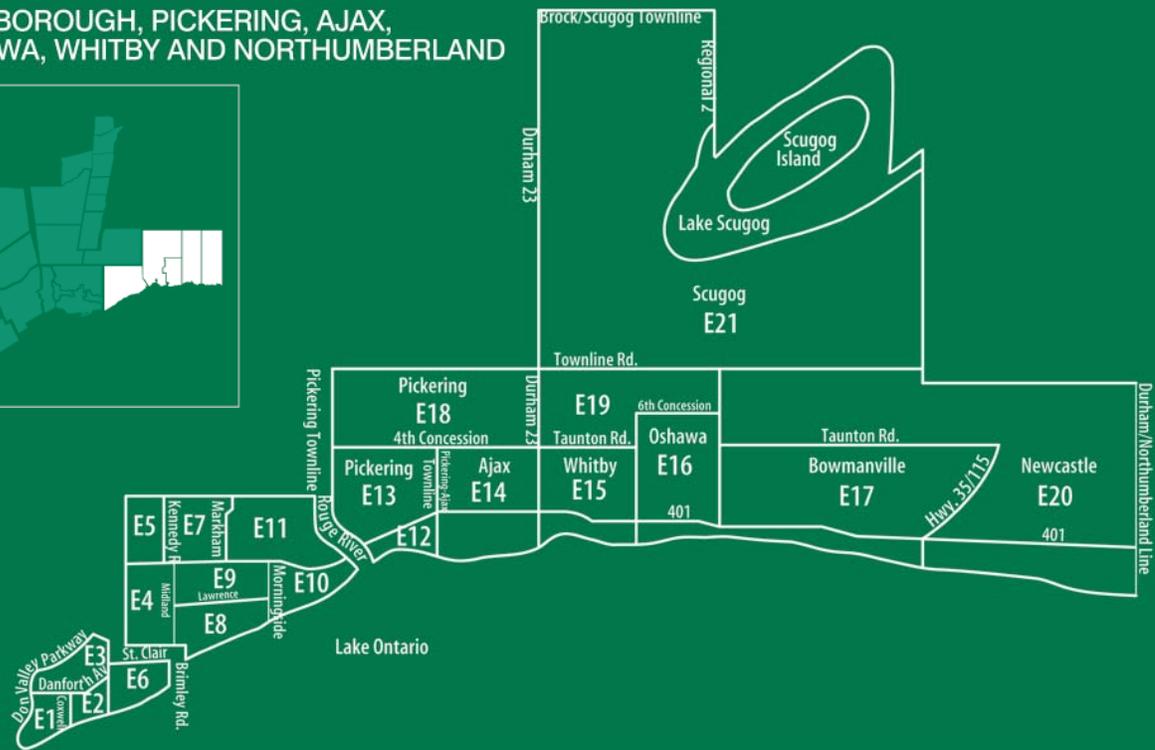
that sellers are generally receiving offers in line with their asking price.

“Given the strong growth in sales and average selling price over the past year, seller are confident that they can list their home for sale and receive offers close to their asking price within a reasonable period of time,” adds Mercer.

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# east region

SCARBOROUGH, PICKERING, AJAX, OSHAWA, WHITBY AND NORTHUMBERLAND



## market commentary

EAST DISTRICTS (E1-E21)	ACTIVE LISTINGS	NEW	SALES	AVG. PRICE	AVG. DAYS ON MARKET	AVG. % LIST PRICE
MAY 2009	4,677	1,526	1,026	\$312,610	35	98
MAY 2010	5,176	2,217	1,106	\$347,665	21	99
% CHANGE	11	45	8	11	-40	1

### WHAT'S AVAILABLE AND WHAT IT COSTS

Sales and average price continued to grow in eastern districts in the first half of April. Sales were up eight per cent to 1,106 and average price was up 11 per cent to almost \$347,665.

“While the average selling price has continued to increase in the eastern

GTA, it is important to note that the actual average selling price in the east remains below the average for the GTA as a whole” says Jason Mercer, Toronto Real Estate Board’s senior manager of Market Analysis. “In east districts, buyers can find a single-detached home for the price of a condominium apartment in downtown Toronto. This value on the low-rise side of the market is attractive to some buyers.”

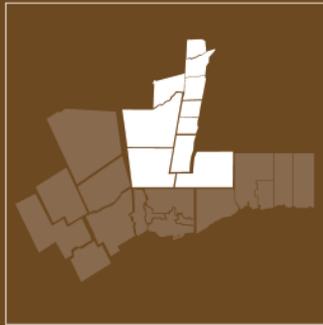
Similar to other areas of the GTA, both new and total active listings increased year over year.

“More supply in the marketplace relative to sales is expected to result in more moderate rates of price growth moving forward.”

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# north region

THORNHILL, RICHMOND HILL,  
VAUGHAN, WOODBRIDGE  
MARKHAM, STOUFFVILLE,  
UXBRIDGE, AURORA AND  
NEWMARKET



## market commentary

NORTH DISTRICTS (N01-N24)	ACTIVE LISTINGS	NEW	SALES	AVG. PRICE	AVG. DAYS ON MARKET	AVG. % LIST PRICE
MAY 2009	5,662	1,567	1,011	\$414,621	41	97
MAY 2010	5,865	2,080	994	\$468,029	23	98
% CHANGE	4	33	-2	13	-44	1

### WHAT'S AVAILABLE AND WHAT IT COSTS

There were 994 resale transactions in the north districts during the first two weeks of May. This represented a slight decline of two per cent compared to the same period in 2009.

“On the whole, the annual growth rate in home sales is slowing,” says Jason Mercer, Toronto Real Estate Board’s

senior manager of Market Analysis. “The rebound in existing home sales, after the steep recessionary drop in the winter of 2008 and 2009, began in May of last year. This means that the recovery to recession comparison is less evident in the figures.”

The average price across all north districts was almost \$468,029 – a 13-per-cent increase compared to \$414,621 last year.

“Homes in the north districts that sold during the first two weeks of May were on the market for an average of 23 days compared to 44 days last year,” continues Mercer. “This is indicative of relatively tight market conditions which generally result in upward pressure on the average selling price.”

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