



The Real Deal—Realty Report

Compliments of Suzanne Mills

Keller Williams Energy Real Estate Brokerage

Tight Market Pushes the Average Price above \$500K

March 5, 2012 -- Greater Toronto REALTORS® reported 7,032 sales in February 2012 – up 16 per cent compared to February 2011. New listings were also up over the same period, but by a lesser 11 per cent to 12,684. It is important to note that 2012 is a leap year, with one more day in February. Over the first 28 days of February, sales and new listings were up by ten per cent and six per cent respectively.

“With slightly more than two months of inventory in the Toronto Real Estate Board (TREB) market area, on average, it is not surprising that competition between buyers has exerted very strong upward pressure on the average selling price. Price growth will continue to be very strong until the market becomes better supplied,” said Toronto Real Estate Board President Richard Silver.

“It is important to note that both buyers and sellers are aware of current market conditions. This is evidenced by the fact that homes sold, on average, for 99 per cent of the asking price in February,” continued Silver.

The average selling price in the TREB market area was \$502,508 in February – up 11 per cent compared to February 2011. The Composite MLS® Home Price Index for TREB, which provides a less volatile measure of price growth compared to the average

Summary of Existing Home Transactions in Durham Region

	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	1,419	1,745	98%	29
Ajax	251	252	98%	23
Brock	40	120	95%	110
Clarington	228	290	98%	34
Oshawa	331	389	98%	29
Pickering	176	203	99%	24
Scugog	51	101	96%	56
Uxbridge	52	108	97%	55
Whitby	290	282	99%	20

price, was up by 7.3 per cent compared February 2011.

“If tight market conditions continue to result in higher than expected price growth as we move into the spring, expectations for 2012 as a whole will have to be revised upwards,” said Jason Mercer, TREB’s Senior Manager of Market Analysis. “While price growth remains strong, the average selling price remains affordable from a mortgage lending perspective for a household earning the average income in the GTA.”

**For full market report contact Suzanne Mills
905.723.5944 or suzanne.mills@kw.com**

Recent Homes Listed & Sold by Suzanne



Congrats Joy and Michael
Welcome to your 1st Home



4 bedroom Ravine Lot with In Ground Pool.
How are you spending your summer this year??



Sold in 4 Days
Call me for these results!

House Alert!

Attention all Jeffery Home owners backing onto park, pond or golf course. I have a motivated buyer for your home. Call me to discuss. 905.723.5944

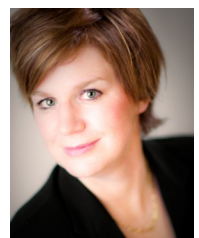


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A Word From Suzanne

In our fast paced, technology driven world, we are bombarded on a daily basis with the latest and greatest tech tools. It can be simply overwhelming trying to keep up with all of the options. Not to mention the cool-factor that goes along with being the first to roll out a sleek, new app. If it does one or the other, or more importantly both, then I'm inclined to give it a try. Here are my Top Mobile Apps worth consideration:

1. **Drop box:** (<https://www.dropbox.com/>) Used as a cloud-based filing cabinet. Whether I'm on my mobile phone, iPad or desktop, I have access to everything I've stored. – Available on iPhone, iPad, Android and Blackberry
2. **Fax burner:** (<http://www.faxburner.com/>) This mobile app allows you to shoot a photo of any document with your mobile phone, converts it to a PDF and can fax it directly from your mobile phone or iPad.– Available on iPhone only.
3. **Shoebboxed:** (<https://www.shoebboxed.com/>) This awesome app manages your receipts. Simply take a photo with your mobile phone of the receipt and email it to Shoebboxed. You'll have a digital copy and using Optical Character Recognition or OCR for short, it will file it and create an expense report.– Available on iPhone and Android.
4. **Dragon Dictation:** (<http://www.nuancemobilelife.com/>) A voice-to-text free, mobile software. This app lets you dictate emails, texts and documents and then transcribes them for you. This app is great if you're on-the-go.– Available on iPhone.

Did You Know...

Everybody's eyesight changes over time and it's important to check for conditions such as glaucoma which can be treated easily but can be devastating if undetected. An eye test can also reveal other things about your health, including high blood pressure and diabetes. For all these reasons, The Eye Care Trust recommends everyone to have an eye test every two years, or more often for young children and people who have sight problems in the family



VISION CARE CENTRES

**Vision Care Centre,
DR. BLACK OPTOMETRY
& Associates**
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Community Events in Durham

March of Quilts

Where: Heydenshore Pavilion, Whitby
When: March 30-31, 2012
Rates: \$5 advance tickets, \$6 at the door

Harlem Globetrotters

When: April 11, 2012 7:00 PM
Where: General Motor Centre

Riverdance

When: April 23, 2012 7:30
Where: General Motor Centre



Last Night of the Proms

When: April 29, 2012 3:00 PM
Where: 505 Adelaide Avenue E, Cathy Brown (905)579-6866
A program of British popular and patriotic music

Community Clean Up Week

Where: City of Oshawa,
When: April 23, 2012 - April 30, 2012
Have a favourite path, field or forest you enjoy walking through? Grab a garbage bag & gloves & help us keep our green spaces green! Rose Mary Mason 905.436.3311 x2654

Featured Vendor



Our focus lies in the construction of all of our projects, and we are committed to the quality of design and durability in our craftsmanship. We pride ourselves in our ability to build outstanding relationships with our clients as well as interpreting their needs.

Bottom line, we complete each project on time, with artistic integrity and most importantly on budget.

Matthew McDougall

647.299.5084

www.NaturalDesignSCAPES.info

This Month's Testimonial

Suzanne Mills is the energetic force that, every buyer needs on their side!

After a discussion of tentative preferences, which included size and location of our potential new home, Suzanne, my fiancé and I went out on our first house hunting expedition. Followed by daily emails of listings that generally matched our established criteria...it was shortly afterward we enthusiastically asked, "Suzanne, would we be able to go and see the house on Blackfriar in Brooklin once more?"

By 8pm that night, while dining with friends in the city, we found ourselves anxiously waiting to hear if the offer on our dream home had been accepted...we had received the most exciting text message from Suzanne which read, "crack open the bubbly sista you bought a house!!!!!" And that's just what we did!

Whether it's your first home or your fifth, Suzanne Mills will Make It Happen! *Joy Mihovilovich*

