



Homes with Craig

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A Word From Craig How is the market?

I often get asked this question by people that want to feel comfortable about their decision to buy or sell a home. Most people intuitively understand the relationship between supply and demand and the effect it can have on the value of anything that is bought or sold, including homes. There are two ways to find out what the market conditions are in your neighbourhood. The easy way is to call or email me. I track these stats every month, and can ensure you get the best advice.

As an alternative, you could learn how Real Estate professionals determine the current trend in the market. The required information is available from the Toronto Real Estate Board (TREB) in a monthly report called Market Watch (see web link below), so pull up a chair as I explain how it works.

Of several interrelated stats reported by TREB, the key to understanding the market trend is “Months of Inventory” (or Absorption Rate). This reflects the amount of time it would take to sell all of the current listings in a given area if no new listings became available. Months of Inventory are referenced when determining whether it’s a Seller’s, Balanced, or Buyer’s Market. Here is the formula most commonly used:

- 0-5 Months of Inventory = a Seller’s Market.** All current listings can expect to be sold within 5 months. In a Seller’s Market, sellers have the advantage because demand for property exceeds supply.
- 5-6 Months of Inventory = a Balanced Market.** Current listings aren’t selling like hotcakes, but they’re not staying on the market too long either.
- 6+ Months of Inventory = a Buyer’s Market.** In a Buyer’s Market, buyers have more negotiating power than sellers do, because the supply of listings exceeds the current demand for housing.

So... to answer the question, “How was the market in April 2015?”

<u>Area</u>	<u>Months of Inventory</u>	<u>Market Trend</u>
Durham Region	1.4 months	Sellers Market
York Region	2.0 months	Sellers Market
Toronto East	1.3 months	Sellers Market

Now you can dazzle your family and friends with your newfound Real Estate acumen. As always, feel comfortable introducing me to the people you care about that I may be able to help.

Have a great month, Craig

Chuckle of the Month

Sign next to a
“For Sale By Owner”



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*The kindest
compliment you can
give me is the
referral of your
family and friends*

*Thank you for
your trust*

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Not intended to solicit those
already under contract

Market Stats - Housing Market Getting Hot!

➤ DURHAM REGION, May 6, 2015 - Durham Region Association of REALTORS® (DRAR) President Sandra O’Donohue reported 1,315 residential transactions in April 2015. This result represented an increase of 16.4% from 1,130 in April of last year. “In addition to a greater number of sales, we are starting to see more homes listed,” reported O’Donohue. Durham saw 1,816 new listings enter the market in April 2015 compared to 1,709 in April 2014. “This is the most amount of inventory we have seen all year,” stated O’Donohue.

Summary of Existing Home Transactions				
	New Listings	Active Listings	Avg. Sold Price	Avg. Days on Market
Durham Region	1,816	1,273	101%	15
Eastern GTA	1,619	1,110	105%	14
York	3,378	2,989	101%	16

➤ The average selling price in the Durham Region reached \$440,151 last month, a 12.5% increase compared to \$391,351 in the same period last year. “Buyers are still seeing the value of home ownership,” explained O’Donohue, “and low interest rates continue to be a factor in determining affordability”.

To read the full Market Watch Report, visit my website at www.HomesWithCraig.com

This Month’s Recipe Asian Spinach and Feta Salad

Dressing:

- 2 tbsp (30 mL) canola oil
- 2 tsp (10 mL) toasted sesame oil
- 2 tbsp (30 mL) low-sodium soy sauce
- 3 tbsp (45 mL) rice vinegar
- 2 minced cloves garlic
- 1 tbsp (15 mL) fresh ginger, grated



Crisp and crunchy, fresh and festive, here’s a salad with flavour that sparkles!

Dressing

In a jar or salad dressing mixer bottle, combine oils with soy sauce, rice vinegar, garlic and ginger. Close lid and shake.

Salad:

- 8 cups (2 L) baby spinach
- 2 cups (500 mL) radicchio, thinly sliced
- 1/2 red bell pepper, cut into strips
- 3 clementines or mandarins, peeled and divided into segments
- 4 oz (120 g) Canadian Feta, roughly crumbled
- 1 can (227 mL) water chestnuts, drained, rinsed and sliced
- 2 tbsp (30 mL) sesame seeds, toasted

Salad

In a salad bowl, combine the remaining ingredients including Feta except the sesame seeds.

Just before serving, add the salad dressing and sesame seeds; toss well. Serve immediately.

Source: www.dairygoodness.ca

Ask Tracey

www.TraceyMacInteriors.com

- Q. I painted a windowless, basement guest room white to make it feel less cave-like, but when I add colour the room doesn’t feel welcoming and restful. What would you suggest?-No more painting please!
- A. You’re having trouble because strong colours pop against white, they create energy not calm. If you would like a restful atmosphere these 4 things will help: 1) Decorate your room mainly in shades of white and introduce soft grey or blue in a coverlet, headboard and a comfortable, upholstered chair. 2) Bring texture and warmth into your room with a faux fur area rug, plush pillows, pale woods and button tufting on your cozy chair. 3) Create additional interest with a curving headboard, oval, wall mirror and art. 4) Welcome your guests with books, good lighting, a pitcher and glass and a vase of fresh flowers.



Tracey is the owner of Tracey Mac Interiors, visit: www.TraceyMacInteriors.com