

THE POCKET REPORT

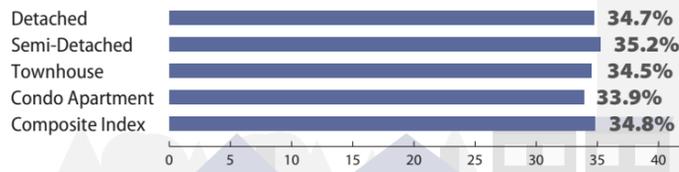
May 2022 Market Watch

FATIMA BREGMAN'S REAL ESTATE NEWSLETTER



GTA SPRING MARKET OFF TO A SOLID START

MLS® Home Price Index by Segment (versus Mar 2021)



Average Resale Price

+18.5% year
year

Mar 2022
\$1,299,894

Mar 2021
\$1,097,351



Market Highlights

- March MLS® Home Price Index (apples-to-apples reading) was up by a whopping 34.8% as prices continue to benefit from strong demand and tight inventory
- Average selling price of \$1,299,894 was up by a somewhat lesser magnitude of 18.5% reflecting a greater proportion of condominium sales in the overall numbers
- March volume of 10,955 units was down by 29.9% versus last year's all-time high but was still the third best in history for the month
- While new listings declined by 11.9% versus last year, that decline was less than the decline in sales suggesting that the competition facing home buyers may be moderating

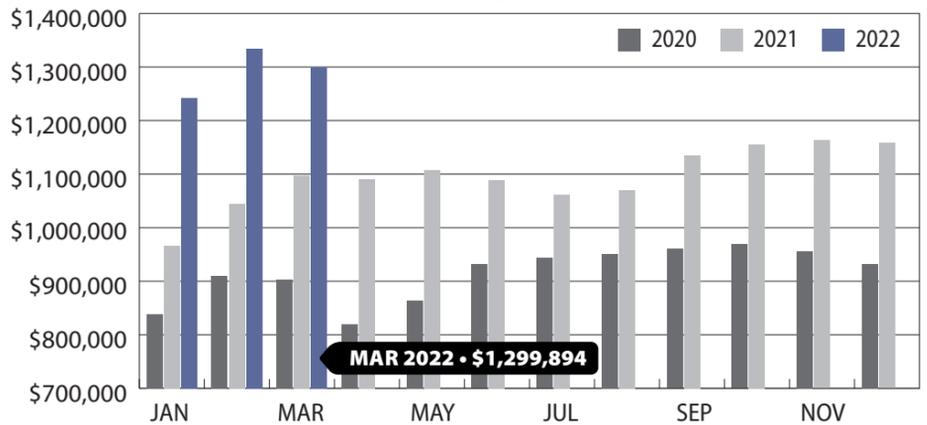
THE POCKET Local Market Watch



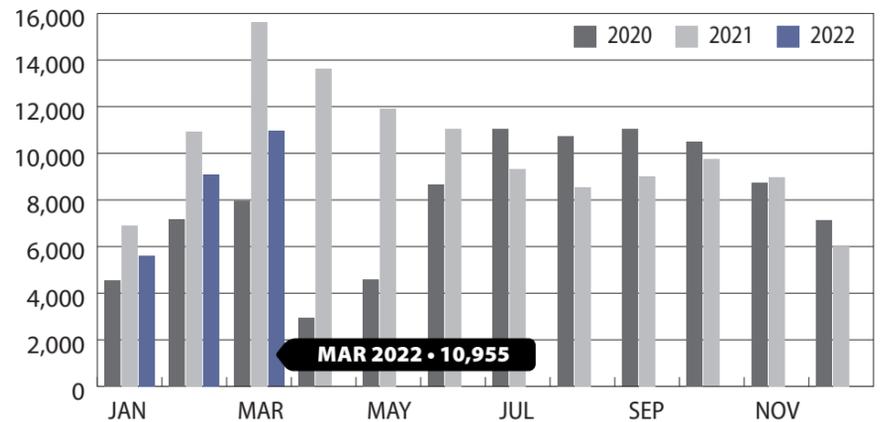
Latest 3 Month Recap of Solds – Jan 1, 2022 - Mar 31, 2022

	# sold	avg price	high price	days on market
1.5 to 3 storey detached				
3 bedroom	4	1,374,000	1,550,001	8
4 bedroom	1	2,550,000	2,550,000	8
6 bedroom	1	1,355,000	1,355,000	2
bungalow				
2 bedroom	1	1,330,000	1,330,000	15
semi-detached				
2 bedroom	1	1,150,000	1,150,000	1
3 bedroom	3	1,501,667	1,800,000	3
4 bedroom	2	1,537,500	1,765,000	6
split-level				
2 bedroom	1	1,420,000	1,420,000	7
triplex				
4 bedroom	1	1,581,000	1,581,000	8
Total	15			6

GTA Average Resale Price



GTA Resale Home Sales



For more detailed **THE POCKET** statistics visit THEPOCKET.INFO

MESSAGE FROM FATIMA BREGMAN

More sellers may finally be entering the Canadian market

Good news could be on the way for prospective buyers who have struggled to find homes on the market amid the woefully weak supply situation virtually across Canada. According to recent analysis from RBC, more sellers entering the market early in the year could signal a turning point. "One or two months doesn't make a trend but if early 2022 is any indication, more sellers may be (finally) making their way into Canada's housing market," wrote Robert Hogue, RBC's senior economist. A surge of properties entered the market in some key markets such as Calgary and Edmonton in early 2022 and if this trend spreads to other key markets, some normalcy in terms of balance may well be restored to the overall Canadian housing market at some point during the year. This would be welcome news for both prospective buyers and for the housing industry in general.



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HOW TO PROTECT YOUR BASEMENT FROM FLOODING

Flooding is one of the worst nightmares for homeowners. A basement flood can destroy all of your personal belongings and cause untold damage to your property in mere minutes. Even if you've never experienced flooding in your home before, it doesn't mean it can't happen in the future. All it takes is one heavy rainfall or rapid snowmelt.

While much of flooding prevention has to do with your municipality's system of underground pipes, sewers, and catch basins, there are still actions you can take to further protect your home from basement flooding. Here are a couple ideas.

Have a permeable driveway

Using pervious or porous materials in your driveway allows rain and melting snow to seep through the

surface and trickle down to the soil and gravel below. This cuts down on storm runoff and minimizes the risk of flooding in your home. There are many ways to accomplish this. You could opt for a grass driveway with two tire strips, go simple with loose stones and gravel, or opt for permeable concrete.

Fix cracks in your foundation

Ground water gets into your basement through holes and cracks in your foundation walls and floors. If your home is older, you may want to check and repair any cracks or holes in the basement walls and floors.

Plant a rain garden

A rain garden is a shallow depression that collects rain and melted snow that may run off your grass, roof, and driveway. Rain gardens are also a nice way

to add beauty while complementing the rest of your landscape. Just make sure you choose the location appropriately. Too close to your home and it could exacerbate basement flooding. Make sure to also redirect your downspouts so that it goes toward your rain garden.

Consider using a rain barrel

Why not collect all that rainwater and put it to good use? Rain barrels are an excellent way to minimize stormwater runoff. All you need to do is set up your downspout so that it empties into the rain barrel where it will be stored and used for activities like washing your car and windows, or watering your shrubs. Not only does it prevent flooding, it helps you save on your water bill.

Is home staging worth the cost?



If you're putting your house on the market, you'll want it to look its absolute best. Staging your home — which entails the temporary furnishing, decorating, or even renovating, of a house — is a great option for anyone wanting to make a good impression. Of course, there are factors to consider — for example the cost and the short-term inconvenience — but any disadvantages are outweighed by the huge impact staging can have on your ability to sell your home quickly and increase the selling price. Here's why we think it's worth it, plus some tips to help you navigate the staging process.

Makes it stand out in the marketplace

You'll want to make sure your home makes the right kind of first impression. Buying a home is the definition of judging a book by its cover — so make sure your well-loved space has been given a spruce. Iffy lighting, dated kitchen cabinets, and a chip in the kitchen tile might seem like no big deal, but prospective buyers who've looked at tens of homes might focus on the flaws and compare your home negatively with slicker staged properties they've viewed.

Allows viewers to visualize their home

If there's too much clutter and evidence of your family living in your home, it can be difficult for potential buyers to imagine themselves in it. By hiring a professional home stager, you'll get an objective sense of how to furnish your home, plus they'll identify any repairs or fixes that need to be made. If you're keen to keep costs down (the approximate estimate of staging your home is \$2,000 a month), you can try to identify any blind spots in your home and adjust them yourself — painting, lighting, and a professional cleaning of your home can make all the difference.

Great ROI

The bottom line is that staging often adds value to your property. HomeAdvisor estimates that staged homes sell for up to 20 percent higher than non-staged homes. Polishing your home will stop people scrolling past it on overcrowded web listings and could even get it snapped up more quickly. According to HomeAdvisor, staged homes spend between 33 and 50 percent less time on the market.

Visit [THEPOCKET.INFO](https://www.thepocket.info) for the rest of your newsletter



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