



March 2006



103 Boardwalk Drive

Listed at \$699,900

SOLD after 97 days at OVER its final Asking price !

Perseverance - with over 12 Open Houses, lots of advertising and follow-up - eventually achieved fully \$50,000 MORE for this "New Beach" home than any similar model had sold for !

22 Hartford Ave

Listed at \$569,900

SOLD in just 7 days VERY close to its high Asking price !

In fact this home achieved the highest-ever Sold price for any home on either Hartford Ave or its T-junction Herbert Ave !



63 Winners Circle

Listed at \$734,900

SOLD in only 8 days for rather MORE than Asking price !

Highest-ever price achieved for a Tribute semi-detached "New Beach" home (except on Northern Dancer) with a completely unfinished basement.



For each of these homes Nick provided **free staging "props"** ranging in quantity between half a dozen and over eighty !

Smoke Detectors on ALL floors

Ontario Fire Code regulation changes, effective 1st March 2006, require that every floor of every house in Ontario has a working smoke detector. In addition, all smoke alarms must be replaced by new ones every 10 years !

Home owners face fines up to \$235, and Landlords up to \$25,000, for breaches.

VERY promising start to Beaches 2006 Real Estate market.

The Toronto Real Estate Board (TREB) figures reported for the whole Greater Toronto Area (GTA) **do not exactly match what is happening in its E02** district of the Beaches. E02 is only one of TREB's 21 East districts. (TREB also has 14 Central, 23 North and 29 West districts, for a GTA total of 87 districts.) Its E02 district runs Northwards from Lake Ontario to Danforth Ave, and Eastwards from Coxwell Ave to Victoria Park Ave.

Number of Sales

- TREB reports 6756 GTA home re-sales in Feb 2006, or 9.5% more than in Feb 2005. But in E02 there were only 74 home re-sales in Feb 2006 compared to 83 in Feb 2005. This is a February drop of 11%.
- TREB shows 11,270 GTA home re-sales in Jan/Feb 2006, or 9.7% over Jan/Feb/2005. But in E02 only 114 homes re-sold in Jan/Feb 2006 compared to 123 in Jan/Feb 2005. This is a year-to-date drop of 7%.

Average Prices

- TREB's average GTA price (\$353,928) for Feb 2006 is 5.7 % higher than for Feb 2005. **But in E02** the Feb 2006 average price is \$476,529 compared to Feb 2005's \$404,298. This is a February increase of 17.9% !
- TREB's average GTA price (\$345,585) in Jan/Feb '06 is 4.8% higher than Jan/Feb'05. **But in E02** the Jan/Feb '06 average price is \$456,759 compared to \$394,566 in Jan/Feb '05. This is a year-to-date increase of 15.8% !

Average Days on Market

- TREB reports 33 days to re-sell a GTA home in Feb 2006, against 35 days in Feb 2005. **But in E02** it took only 13 days in Feb 2006, compared to 17 days in 2005. This 4 day February drop represents a **30.8% faster selling time** !
- TREB shows 36 days to re-sell a GTA home in Jan/Feb'06, vs 39 days in Jan/Feb 2005. **But in E02** it took only 15 days in Jan/Feb 2006, compared to 22 days in Jan/Feb 2005.
- This year-to-date 7 day drop equals a 46.7% faster selling time!

Summary

A Jan/Feb 2006 drop in E02's available homes for sale compared to 2005 has resulted in a substantial increase in average sale prices (with many multiple offers).