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REAL ESTATE

AUGUST 2018

PATRICK ROCCA'S REAL ESTATE REVIEW

LIVING IN, CONTRIBUTING TO, AND TRUSTED IN OUR COMMUNITY FOR 25+ YEARS  
A CHANGING MARKET REQUIRES AN EXPERIENCED AGENT

# DAVISVILLE VILLAGE VOICE LEASIDE SCENARIO



Market Review  
Stats, Stats, Stats

QUICK HOME SELLING TIPS!!

HOT NEW PROPERTIES!!!

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No One Knows Leaside & Davisville Better... Often Imitated... Never Equaled!

## GTA REALTORS® RELEASE JULY STATS



Aug 3, 2018 -- Toronto Real Estate Board announced strong growth in the number of home sales and the average selling price reported by Greater Toronto Area REALTORS® in July 2018.

"Home sales result in substantial spin-off benefits to the economy, so the positive results over the last two months are encouraging. However, no one will argue that housing supply remains an issue. The new provincial government and candidates for the upcoming municipal elections need to concentrate on policies focused on enhancing the supply of housing and reducing the upfront tax burden represented by land transfer taxes, province-wide and additionally in the City of Toronto."

Residential sales reported through TREB's MLS® System for July 2018 amounted to 6,961 – up 18.6 per cent compared to July 2017. Over the same period, the average selling price was up by 4.8 per cent to \$782,129, including a moderate increase for detached home types. New listings in July 2018 were down by 1.8 per cent year-over-year.

Preliminary seasonal adjustment pointed to strong month-over-month increases of 6.6 per cent and 3.1 per cent respectively for sales and average price. Seasonally adjusted sales were at the highest level for 2018 and the seasonally adjusted average price reached the highest level since May 2017.

The MLS® Home Price Index (HPI) Composite Benchmark for July 2018 was down slightly compared to July 2017. However, the annual growth rate looks to be trending toward positive territory in the near future.

"We have certainly experienced an increase in demand for ownership housing so far this summer. It appears that some people who initially moved to the sidelines due to the psychological impact of the Fair Housing Plan and changes to mortgage lending guidelines have re-entered the market. Home buyers in the GTA recognize that ownership housing is a quality long-term investment."

Source: TREB

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Leaside/Davisville Blog!

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### COMPLIMENTARY EVALUATION CERTIFICATE

This special certificate entitles a residential property owner to one Market Evaluation.

This service will be performed by the issuing salesperson without obligation to the home owner, and is valid only for properties not currently listed for sale within the Greater Metropolitan Toronto area.

**LEASIDE/DAVISVILLE'S  
TOP AGENT**

**NO ONE SELLS MORE  
LEASIDE/DAVISVILLE HOMES!**

\* TREB STATS

## DAVISVILLE MARKET WATCH

### LAST MONTH RECAP OF SOLDS (C10)

	Sold	Avg. Price	Med. Price
Detached	7	\$1,855,829	\$1,635,000
Semi-Detached	4	\$1,115,750	\$1,085,000
Condos	27	\$696,215	\$600,000

Sales in the past 6 months are more relevant. Call me to discuss the most recent information, for your style of home. (Info provided by TREB).

### TORONTO REAL ESTATE BOARD LAST MONTH

Total Sales	6961
Average Sales Price	\$782,129
Central Average Price	\$931,472
Davisville Average Price	\$930,246
Average List to Sale Ratio (Davisville)	101
Average Days on the Market (Davisville)	18

## LEASIDE MARKET WATCH

### LAST MONTH RECAP OF SOLDS (C11)

	Sold	Avg. Price	Med. Price
Detached	6	\$1,836,800	\$1,612,500
Semi-Detached	3	\$1,221,883	\$1,300,000
Condos	13	\$504,300	\$420,000

Sales in the past 6 months are more relevant. Call me to discuss the most recent information, for your style of home. (Info provided by TREB).

### TORONTO REAL ESTATE BOARD LAST MONTH

Total Sales	6961
Average Sales Price	\$782,129
Central Average Price	\$931,472
Leaside Average Price	\$935,294
Average List to Sale Ratio (Leaside)	99
Average Days on the Market (Leaside)	19

WWW.DAVISVILLEVILLAGEREALESTATE.COM

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# QUICK HOME SELLING TIPS

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Do you know what it takes to get your home sold as quickly as possible in this market? Here is some valuable and time-tested advice:

## ① Unclutter a Messy Room:

The first step is to completely unclutter every room. To get top dollar, put half your possessions in storage. This means it might not be feasible to live in your home comfortably while it's on the market, but it's a worthy sacrifice.

## ② The Perfect (if Unrealistic) Closet:

Put the bulk of your clothing in storage and leave a lot of space between hangers. Leave only a few select items of neatly-pressed clothing hanging. Keep one or two pairs of shoes in shoeboxes.

## ③ Keep the Bathroom Basic:

In the bathroom, you should have some pretty towels and a bar of soap, and not much else. Remove everything from the countertops and empty the medicine cabinet. Put everything in storage except a couple rolls of toilet paper. Put candles around the bathtub and remove your razor, shaving cream and half-empty shampoo bottles.

## ④ Tend the Walls and Floors:

A fresh coat of paint goes a long way toward making your home look fresh, clean and move-in ready. Clean the carpets. If they're stained or at all worn out, replace them. After an exhausting move and a pricey purchase, a buyer doesn't want to envision their first tasks as busting out the paint and paying for new carpeting.

## ⑤ Remove Frightful Furnishings:

Look at your furniture with a critical eye. If you've been flopping your tush into your easy chair every night for the last eight years, it's probably looking a little sad. Remove or toss anything old, ratty or dirty. If you have nice furniture, then leave the nicest pieces in the house. If not, then purchase a few inexpensive, sleek pieces.

## ⑥ Home Improvements Count:

Make a list of every single improvement you've made to the property since you've lived there, the time frame in which it was made and approximately how much it cost. Also make a list of everything you personally love about the home. Put this information in your listing.

## HOME EVALUATION

### WHAT'S THE STATE OF THE REAL ESTATE MARKET IN LEASIDE/DAVISVILLE?

Have you already had your home evaluated for its current market value? The standard used to be a home evaluation every one to two years. With the market changing as it is right now, if your home evaluation was done over three months ago, you need to have a re-assessment.

**MY HOMES SELL 86% HIGHER AND 47% FASTER  
THAN ALL TORONTO REALTORS!!!\***

\*TREB STATS

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date this year!**

\$109,000

**619 MT. PLEASANT RD**

Well Established  
Local Restaurant

\$3,800/mth  
LEASE

**27 FALCON ST**

Davisville Rental

\$1,349,000

**667 EGLINTON AVE E**

South Leaside 3 Bdrm  
with Family Room

\$2,748,000

**164 PARKHURST BLVD**

Stunning South Leaside  
Custom Home

**EXCLUSIVE  
\$1,199,000**

**1 BELSIZE DR**

Assignment Gorgeous 2 Bdrm  
Condo with South East View

\$2,988,000

**426 ROEHAMPTON AVE**

Bayview/Eglinton Exceptional  
Builders Own New Home!

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TO  
MARKET  
SOON**

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CUSTOM BUILD
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- LEASIDE 4 BDRM  
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Details

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PATRICK ROCCA LEASIDE DAVISVILLE EAST YORK REAL  
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SEPTEMBER 1ST.**



\*Subject to availability

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- AMSTERDAM BARREL HOUSE SPONSORSHIP PROGRAM

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## A MESSAGE FROM PATRICK

Selling your home is a huge decision; it is very important that you work with a realtor who specializes in your neighbourhood. I am the top realtor in Leaside/Davisville and also live in this area with my family. I feel strongly about Leaside/Davisville and in the value of homes here, as well as the benefits that come along with it. I will work very hard to provide up-to-date market evaluations and make sure that you get the best possible price for your home through my unique marketing approach.

Please do not hesitate to call me with any questions or concerns you have regarding Leaside/Davisville real estate and to arrange a confidential consultation. I look forward to hearing from you soon.

**You Value Your Home... So Do I!**

**Call Me Anytime! 416.322.8000**