

TO A FABULOUS 2012

Is everyone feeling psyched for 2012?? I sure am! Look at these Merton Street statistics... they keep going up, up and up! I'm sure you're thinking, "that's great, but what about this year?!" Well, my opinion is positive as it usually is. However, I will openly admit that we will likely see a change in our market conditions throughout the coming year. Do I think we are going to see a huge market correction? NO. Do I think people will stop moving? NO. Do I think prices are going to decrease? NO! Let's highlight a few important facts first and then I'll tell you what I think...

Both sale price AND number of units sold along Merton Street have remained strong. In fact, the average sale price has increased by 7.2% in just one year! We continue to have a solid amount of activity along Merton and if you ask me, I believe Merton to be among one of the best, most profitable condominium locations in the city. Our sale to list ratios and

low average days on market demonstrate that Merton is desired by many. I truly believe the demand for the unique layouts and great

year. Many buyers will likely remain in the market as the interest rates stay low for the time being and properties in Toronto are still somewhat affordable. Buyers are also feeling a lot more confident in their purchases based on the fact that Canada is currently said to be the second strongest financial market in the G7. Due to this confidence, perhaps more people will decide 2012 is a great time to move up! As a result, I think we'll see some more product coming to market and a stabilization in prices. In my opinion, this is all great news! There is no doubt that the world economy is questionable at the moment. Why not invest in your lifestyle as opposed to the volatile stock market? This leads me to one of my constants...I continue to believe that home ownership in Toronto is one of the best investments you could possibly make. Contact me anytime, and I'll find you a great property to call your own.

NEWSFLASH!

"Like" **MERTON CONDOS** on FACEBOOK for community events, development updates and lively discussion about the neighborhood.

www.facebook.com/mertoncondos

location will remain strong throughout 2012. I also believe we will continue to see increases in price. Now this is where I feel our market may shift slightly. I do not believe we will see another 10% increase over the coming

Little Product + Many Buyers = **Sellers Market!** List Now To Take Full Advantage

MERTON MARKET RE-CAP

	Jan. 1st - Dec. 31st, 2011	Jan 1st - Dec. 31st, 2010
Units Sold	99	98
Average Sale Price	\$442,270	\$412,533
Average Sale-List Ratio	99.59%	100.35%
Average Days on Market (DOM)	16	19

A solid 7.2% increase in sale price!

* All Statistics generated from Toronto MLS Data.

MERTON FURTHER PARTICULARS

	# Sold	Avg Sale	Sale/List	Avg DOM
1 Bdrm Loft	6	\$340,367	98.83%	6
1 Bdrm Plus Den Loft	13	\$382,492	100.69%	10
2 Bdrm Loft	9	\$492,587	99.22%	18
1 Bdrm	19	\$327,279	98.26%	21
1 Bdrm Plus Den	14	\$366,557	100%	12
2 Bdrm	21	\$446,052	100.14%	15
2 Bdrm Plus Den	11	\$642,419	99.91%	19
Townhouse	6	\$758,833	99.17%	24

FOUR GENERATIONS OF SUCCESS



christanbosley
real estate broker

www.facebook.com/bosleybuzz

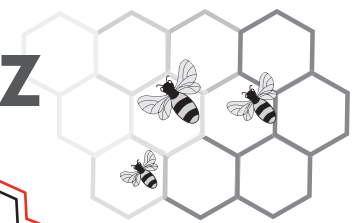
cbosley@bosleyrealestate.com

www.christanbosley.com

416.322.8000

BOSLEY
REAL ESTATE





HOW MUCH HOME COULD YOUR RENT BUY?

Buying a home is a big financial step and it's hard to know when you're really ready to buy. The exciting news is that it could be time to make your move. Simple math: if you can afford to rent, chances are you can afford to buy your own home. Your monthly mortgage payments may be similar to your rent!

Let's take a look at how rent and mortgage payments might compare. If you're paying \$1,250 in rent, for example, you could be carrying a mortgage of \$202,936. If you're paying \$1,500, that's potentially a mortgage of \$255,510. Forging over \$1750 each month? You could be paying off a mortgage of \$308,085! How are the payments so affordable? Benefit from historically low rates and longer-amortization mortgages. These examples are based on 4% interest rate and 30 year amortization, 5% downpayment and 2.95% insurance premium, property taxes and heat of \$285 per month.

Worried about the down payment? Take a look at some flexible options such as gifts or cash back incentives. Even if you've had credit problems in the past, new credit repair mortgages can help

transition you to a brighter future.

Remember, every time you sign a rental agreement, you are signing a long lasting contract that has no profit potential whatsoever – at least, not for you! Buying a home makes both financial and emotional sense if you can already afford the monthly payment for rent. You are at a moment of real opportunity right now with interest rates so low and this may be the perfect time for you to buy your first home.*

*E.O.&E, OAC

Rates subject to change without notice

Joe Sammut AMP

Broker #M08004805

Mortgage Broker

T: 888.575.4403 x21

joesammut@mortgagegate.ca

www.mortgagegate.ca



CONDOS: THE NEW VS. THE OLD

CONDOS: THE NEW VS. THE OLD

This is a question I am hearing often from clients and the public alike. For people who love the convenience and lifestyle of a condo, where do they move up to from a one bedroom? Should you purchase a resale two bedroom in an older building or a new unit in a pre-construction project? It certainly depends on your personality and expectations, but here are a few things to consider...

RESALE

- What you see is what you get
- Older buildings often provide much more space at a reasonable price
- Resale units can be run down and in need of a little TLC. If renovating is of interest to you, this can be a great route to go!
- By renovating, you get to live in a space specially designed for you & dramatically increase your resale value

Think of it this way...by purchasing a unit that is brand new and fully finished, there

is nothing for you to improve. Therefore, you are simply depending on natural market increases to put some money in your pocket at the end of the day. Again, this depends on if you are interested in resale value...

PRE-CONSTRUCTION

- What you buy on paper is not always what you get!
- Finishes and floor plans may be adjusted at times to suit your personal tastes
- There are often significant building delays
- New builds these days are smaller in square footage than ever before and they are often of equal value per square foot to available resale units.
- Your future home is wholly dependent on the reputation of the builder

Purchasing pre-construction is a personal decision and one that people make for different reasons. If you're interested further in this discussion, give me a call! I would be happy to provide further information at your request.

RECENTLY SOLD TO HAPPY BUYERS



20 Roslin Avenue



250 Wellington St W., Unit 1235

DO YOU KNOW WHAT YOUR CONDO IS WORTH?

GIVE ME A BUZZ AND I'LL TELL YOU!