



KING

REAL ESTATE UPDATE

by Sean Nugent, Sales Representative



Your Community Real Estate Resource!

Housing Market Adjusts to Higher Borrowing Costs

GTA REALTORS® reported 8,008 homes sold through TRREB's MLS® System in April 2022, a 41.2% decrease compared to April 2021 and a 27% decrease compared to March 2022.

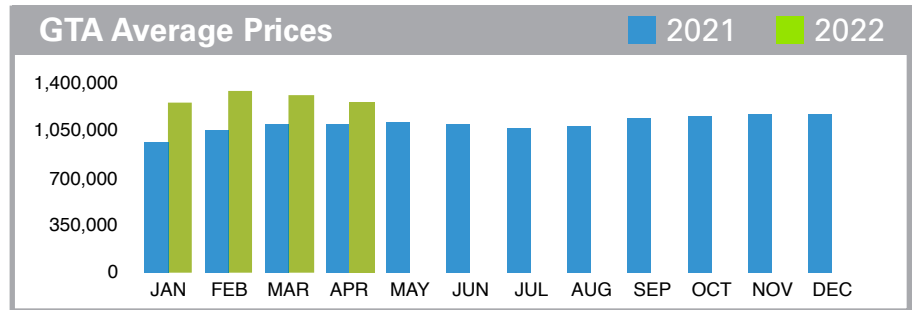
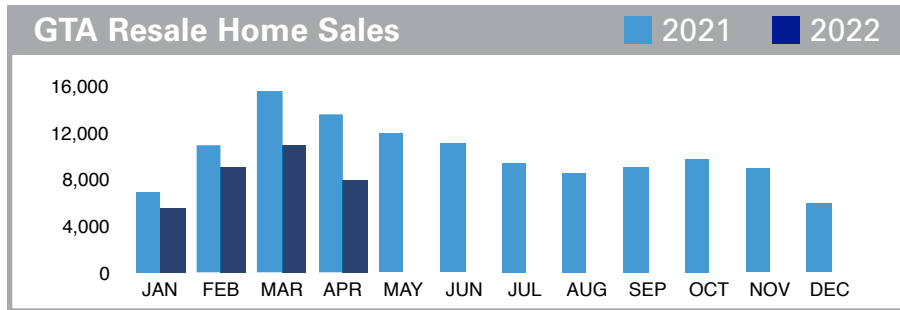
The MLS® Home Price Index Composite Benchmark was up by 30.6% year-over-year in April 2022. The benchmark level in April was down in comparison to the March level. The

average selling price, at \$1,254,436, was up by 15% compared to April 2021, but down compared to the average selling price of \$1,300,082 in March 2022.

Despite slower sales, market conditions remained tight enough to support higher selling prices compared to last year. However, in line with TRREB's forecast, there is evidence of

buyers responding to increased choice in the marketplace, with the average and benchmark prices dipping month-over-month. It is anticipated that there will be enough competition between buyers to support continued price growth relative to 2021, but the annual pace of growth will moderate in the coming months.

(Source: Toronto Regional Real Estate Board)



Boost Curb Appeal in Just One Day

Curb appeal is a surprisingly important factor when selling your home. After all, if a potential buyer drives up to the curb and doesn't get a good first impression of your listing, they might just drive by!

So how do you improve curb appeal when preparing your house for sale?

Fortunately, you don't need to do a major landscape renovation. In fact, there is plenty you can accomplish in just one day:

Do the basics. Mow the lawn, trim the

hedges, weed the flower beds.

Wash the exterior side of the windows. You don't need to climb a ladder. There are window cleaning products that attach to your garden hose, making it easy to do the job safely from the ground.

Seal the driveway. If you have an asphalt driveway, sealing it can make it look like new. While you can do the job yourself, you may prefer to hire a professional. Regardless, the job often takes less than an hour.

Flower it up. If the season permits, plant a few flowers around walkways and adjacent to the main entrance. You can also strategically place potted flowers around the front entrance.

Optimize the views. What do people see through your windows when looking from the curb? Remove unsightly items, especially from window sills.

Want more tips on preparing your home for sale? Call me today!

Words of Wisdom

"We did not change as we grew older; we just became more clearly ourselves."

Lynn Hall

"Success usually comes to those who are too busy to be looking for it."

Henry David Thoreau

Market Activity Report:

King – Houses

Month:	Apr. 2022
Total Listings:	93
Total Sales:	19
Average Price:	\$2,423,936
Average Days on Market:	19
Average % of List:	100%



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York Region Real Estate Market Update

April 2022 vs. Prior Year

<u>Average Price</u>				
Detached \$1,761,800 +13%	Semi-Detached \$1,259,350 +21%	Townhouse \$1,265,300 +22%	Condo Townhouse \$993,900 +22%	Condo Apartment \$759,800 +14%
<u>Sales</u>				
Detached 673 -54%	Semi-Detached 85 -51%	Townhouse 163 -53%	Condo Townhouse 64 -45%	Condo Apartment 235 -29%
<u>Avg Days on Market</u>				
Detached 12 Flat	Semi-Detached 10 Flat	Townhouse 11 +10%	Condo Townhouse 11 -21%	Condo Apartment 12 +9%
<u>New Listings</u>				
Detached 1,852 -24%	Semi-Detached 248 -2%	Townhouse 456 -19%	Condo Townhouse 179 -2%	Condo Apartment 506 -2%

Determining the Number and Sizes of Boxes for Moving

When you're moving, one of the more perplexing decisions is how many packing boxes you'll need. You don't want to overbuy, neither do you want to fall short.

Fortunately, there are helpful guidelines.

According to most moving companies, the rule of thumb is 10-20 packing boxes per room. That, of course, will vary widely depending on the type and number of items. Experts recommend an even mix of small,

medium and large boxes.

The kitchen and bedrooms often require the most packing boxes, typically close to 20. Kitchens tend to contain many items, such as dishes, appliances, supplies, etc. Smaller boxes are recommended as these items get heavy when packed. Bedrooms, of course, have closets filled with clothes, shoes and other things. However, those items are lighter overall, so medium and large boxes are suitable.

The living room and dining room often require fewer boxes, usually just 4 or 5 per room. Likewise, you can generally get away with just two or three boxes for each bathroom.

Pay particular attention to storage areas, such as the basement and garage. For these spaces, it's easy to underestimate how many items need to be packed.

Want more tips on making your move a success? Call me.

Do You Know What Your House Is Really Worth?

Call today for a complimentary, no obligation Real Estate Check-Up.

Cars get tune-ups, furnaces get maintenance and you see your doctor and dentist at least once a year, but did you know that your real estate investment needs a periodic check-up too?

Your home is probably one of your largest assets. That's why it's important for you to keep up-to-date on market trends in your immediate area.

Don't wait until the last minute – call today and we'll review:

- The current resale value of your house.
- Helpful hints on improving the value of your house.



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