

THE TORONTO REAL ESTATE REPORT

www.mariareece.com



MAY 2011

Featured Homes



**Toronto - Queens
Quay/Yonge**
Condominium listed at
\$397,000. [Details.](#)



**Toronto - Avenue
Rd/Lawrence**
Condominium listed at
\$245,000. [Details.](#)

Check out the current
listings on available **GTA
Condos.** [Click here.](#)

Market Watch

March 2011 the second
best sales result on
record. [Click here](#)

Mortgage Rates

Please follow the link for
mortgage rates from
leading Canadian lending
institutions. [Click here.](#)

Community Events

What's happening in your
community? [Click here.](#)

Terminology

Cash-out Finance:
Occurs when a home
owner refinances his/her
mortgage at a higher

Getting Ready to Make Your Move

Welcome to the May issue of the Toronto Real Estate Report Newsletter. With fresh memories of a Happy Mother's Day behind us, this month also marks the beginning of many local activities during the Victoria Day long weekend for camping, gardening and much more.

Also, the Harbourfront Centre will be buzzing with excitement for HarbourKIDs Circus. I do hope the newsletter will be informative as you learn more about the happenings and trends within the industry.

In this month's newsletter we take a look at the different activities in the industry as Real Estate transactions are on the increase and will approach their expected peak levels in the summer months. With the new hydro billing system now in effect in a number of areas we need to be mindful of time-of-day usage as well. If you have any questions or concerns, I would like to hear them. Your suggestions and opinions are always welcome. Please feel free to call me at any time.

All the Best
Maria Reece, Realtor

"Helping You Make That Move"

Real Estate Short Sale

by Maria Reece

In the future if you, a family member or a friend are having problems keeping up with your mortgage payment short sale is your best option rather than filing for bankruptcy or foreclosure. A short sale happens when the home owner owes more on the mortgage than the house is worth. Here are a few things you should be prepared to do to should this happen to you:

- **Call the lender:** Try to obtain the name and telephone of the supervisor who is responsible for handling short sales decisions. If the lender agrees to do a short sale, it means that they will be accepting less than the total amount due.
- **Write a hardship letter:** This letter to your lender should explain honestly how you got into your current financial mishap and make a plea to the lender to accept less than full payment owing to them. Lenders do understand your situation and at times will make an effort to meet you half way.

amount than the current loan balance with the intention of pulling out money for personal use.

Prime Rate: Is the interest rate that the bank charges to their preferred customers. It is used as the indexes in some adjustable rate mortgages especially home equity lines of credit. Changes in the prime rate do not directly affect other types of mortgages. However, the factors that influence the prime rate also affect the interest rate of mortgage loans.

Archives

[January 2011](#)

[February 2011](#)

[March 2011](#)

[April 2011](#)

[2010 Newsletters](#)

Contact Us:

www.mariareece.com

mreece@terrequity.com

416.495.4155

Follow Us:



- **Obtain the legal services of a real estate lawyer:** real estate representatives are not licensed lawyers and cannot give advice on these transactions. A lawyer is better has the required knowledge, skills and experience to guide you accordingly.
- **Speak with your accountant:** An account will discuss in details short sale tax ramification.
- **Submit letter of authorization:** If you are planning to work with a lawyer and real estate agent cooperation from your lender will be better if you write a letter to the lender giving the lender permission to talk with those interested parties about your loan. Your letter should include the property address, loan reference number, your name, the contact information for all parties involved.
- **Proof of income and assets:** To prove to your lender that you cannot pay back any of the debt that it is forgiving, you will be required by the lender to submit all information about your saving accounts, stocks, bonds, cash, negotiable instruments other real estate and anything of tangible value.
- **Comparative Market Analysis (CMA):** If you cannot sell your home for enough to pay off the lender, this fact can be substantiated for the lender through a CMA. Your real estate agent can prepare a CMA for you, which will show current market prices of similar homes in your neighbourhood.
- **Purchase Agreement & Listing Agreement:** When you find a prospective purchaser, the lender must be given a copy of the offer, along with a copy of the listing agreement.
- **Credit Report Agency:** As part of the negotiation you can ask in writing to the lender not to report adverse credit to the credit reporting agencies. Please note that the lender is under no obligation to accommodate this request as credit report status is not always negotiable.

Building Permits For New Home Constructions

by Maria Reece

Thinking of building a new home? To do this you need to obtain a building permit from the local municipality. The granting of a permit is subjected to zoning compliance and documented assurances that construction standards will be rigidly maintained in accordance with the Ontario Building Code.

The documentation accompanying a building permit application typically includes:

- Architectural drawings, drawn to an acceptable scale
- Floor plan layout of the house, a framing plan for each floor, a foundation and basement plan and a roof framing plan
- Elevations for front, sides and rear of structure
- Detailed cross sections of the structure. Cross sections depict building components concealed in walls, floors and ceilings

- Site plan showing location of structure, setbacks, easements, rights-of-way, landscaping and hard surfaces such as the driveway
- Heating, ventilation and air conditioning drawings. Heat loss or heat gain calculations and duct calculations to ensure proper sizing.
- Building permit fee that is applicable for the specific municipality

When a designer is involved in preparing the house design, specific qualifications apply. Check with the local municipality for more details.

Tips on Reducing Your Monthly Electricity Bill

by Maria Reece

Each month you may be concerned about the never ending rising electricity bill. There are a few things that you can do such as:

- Switching off all appliances that are not in use
- Try switching off computers and television sets when they are not being used. Even if they are in the standby mode, they still use up about 80% of the power.
- Buy energy efficient bulbs. Tube lights or fluorescent bulbs are supposed to be the most easily available energy saving bulbs.
- Install motion detectors that plug into any wall socket or lamps. Motion detectors can be bought at your neighbourhood hardware store.
- Avoid running an air conditioner at a high level at all times.
- Remove older appliances that use more energy, such as the old refrigerator in the basement.
- Keep the time-of-use rate pamphlet that accompanies your monthly bill from Toronto Hydro to take advantage of the different rates.
- Set your clothes washer to the cold or warm setting, not hot.
- Use the energy efficient setting on your dishwasher, if available. You can also turn off the drying cycle manually. The drying cycle can save twenty percent of your dishwashing total electricity use.
- Turn down your water heater thermostat that is often set at 140 degrees F. 120 degrees F is usually fine.

Try these simple tips for about a month or two and you will surely notice the difference in your electricity bill.

Market Watch

April 2011 sales in line with previous five year sales

Greater Toronto REALTORS® reported 9,041 existing home sales through the TorontoMLS® system in April 2011. This result was down

17 per cent compared April 2010 when sales spiked to a new record of 10,898. While off last year's record result, April 2011 sales were in line with the average April sales level reported over the previous five years.

Market conditions tightened markedly over the last year. April 2011 sales accounted for 62 per cent of new listings during the month - up substantially from 53 per cent in April 2010. Tighter conditions resulted in the average April selling price growing by nine per cent annually to \$477,407.

Summary Of March Sales And Average Price				
April				
2011		2010		
	Sales	Average Price	Sales	Average Price
City of Toronto ("416")	3,519	\$528,472	4,310	\$479,340
Rest of GTA ("905")	5,522	\$444,865	6,588	\$410,293
GTA	9,041	\$477,407	10,898	\$437,600
Source: Toronto Real Estate Board				

The Toronto Real Estate Report

Our mailing address is:



Terrequity Realty
Real Estate Brokerage

Coldwell Banker Terrequity Realty Brokerage

105-211 Consumers Road

Toronto, ON M2J 4G8

Our telephone: (416) 495-4155

Copyright © 2011 Maria Reece - Realtor. All rights reserved.

[Forward](#) this Newsletter to a friend.

[Download](#) a copy of the newsletter.

Disclaimer: This is not intended to solicit buyers or sellers currently under contract with a brokerage.