



JILL
LUBINSKI

Sales Representative, MCNE



CHRISTIE'S
INTERNATIONAL REAL ESTATE

Enjoy the read!

Brought to you by the only newsletter that makes you a significantly more successful Buyer OR Seller by giving you all the factual ammunition you will ever need to "pull the trigger" on your Real Estate targets! So lets "lock and load" and get ready for the Spring 2021 Market!!

If you (or someone you know) are looking for a Realtor who cares more about YOUR concerns and YOUR Real Estate goals than about their own volume of transactions and awards, please let me know the best way for me to connect.

PS: BETTER YET....if you enjoy this newsletter and think someone in your sphere would benefit from it, please consider forwarding it to them and suggest that they sign up here to receive it themselves!

ORANGE IS THE NEW BLOG!



"People don't care what you know until they know that you care."

TORONTO MARKET STATS FOR NOVEMBER 2020

LISTINGS "THROUGH THE ROOF" SALES ON FIRE! What next??

MY MONTHLY MARKET MINUTE
JILL LUBINSKI *CNE *MCNE *SRES | DECEMBER 2020

The GTA housing market continues to ignore this pandemic and instead is presenting us with some never-before-seen stats in November



FACTS:

*Sales have surged by 24% vs 2019 in the GTA

*Average sales prices are up by 13% to \$955.6K

*New Listings soared by 36% wait! whaaaat?? That NEVER happens in November...but people are not travelling...they're buying homes!

*Total supply swelled by 15% and

*On average those sales took place in just 19 days....21% faster than last year. And last November was a great month!!

BUT.....

Here's where The Tale of Two Cities AND The tale of Two market segments kicks in! See my post on Social Media below:

A Tale of TWO Cities! 905 vs 416. "It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity, it was the season of Light, it was the season of Darkness, it was the spring of hope, it was the winter of despair, we had everything before us, we had nothing before us, we were all going direct to Heaven, we were all going direct the other way..."

Sound familiar? (we were all going direct to Toronto, we were all going direct the other way...to 905!) Only 22% of all detached home sales took place in the city. #Buckle up #maskup #meetyouin905

*only 22% of detached home sales took place in the 416. 78% of buyers found their detached homes in the 905!!

*50% of ALL sales in the GTA were CONDOS (which actually drag

the average sale prices down, so you can only imagine how the "ground level" homes are escalating in price.

*Condo Sales in the GTA grew by 7% but average prices FELL by 2%

*IN THE CITY, however....

*Sales were flat to last year and prices took a 3% hit.

MOST of the condo supply is in the 416 But when we look at the 905....sales are UP by a whopping 23% and prices rose by 5%

WHY??? you ask?....because many first time buyers and others are working virtually, at least a few days per week and no longer have to pay central Toronto prices in order to be close to their work AND average prices are lower in 905 AND there is only one land transfer tax.

That said, prices rose in the 905 by 7% compared to last year...so supply might be tightening there with increased demand for life in the burbs.

On a POSITIVE NOTE: The Vaccine has arrived!

That said, we still have a long way to go in order to be safe and to consider opening up our businesses, our former ways of doing business, and our wallets in the pursuit of buying or selling our Real Estate Assets. We anticipate a good spring 2021, as far as supply and demand for housing is concerned. You will have AMPLE SUPPLY if you're in the Condo market and you will continue to have to ELBOW YOUR WAY IN to the bidding table for ground level homes. Nothing new there.

So until then, I'm preaching to my clients to stay safe and stay home. Don't move. Don't call for showings. Don't indulge in MLS porn. Who would have thought those words would be coming from me? when this is what I do to have food with my meals? When this work matters so much to me both professionally and personally.

Until we bring these horrific stats into line, I am wishing all of you the very best of times, in the very worst of times and we'll get shopping in the New Year. I promise!!

Wishing you all the most special holidays yet **#APARTTOGETHER**

JILL'S MONTHLY MUSING....NEW!

"Diamonds are nothing more than chunks of coal that stuck to their jobs"

...so don't give up in these difficult times! Stick with it. You will be rewarded by a shiny outcome, I promise.

(Psssst: Your "House Whisperer" advises you to HAVE YOUR HOME APPRAISED in 2021) Even if you're not planning a move, you should at least KNOW how well you're doing!

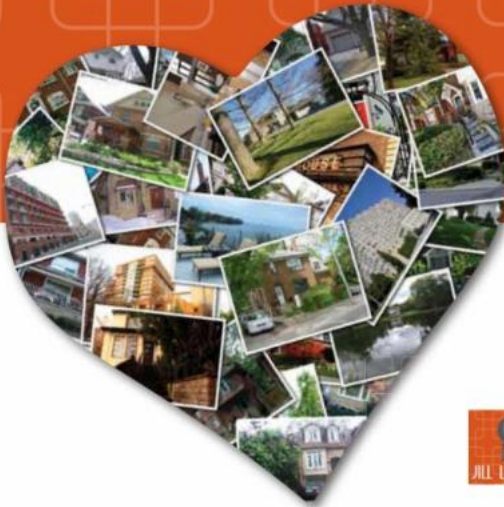
Jill's COMEDY CORNER:



**"I'm trying to sell our house online.
I can't tell if it's our computer or the
real estate market that keeps crashing!"**



I pour my heart & soul into every sale!



YOUR HOME IS WHERE MY HEART IS!

What my clients are saying:

" Jill, some women thing being tough means being a bitch. You, however, are the iron fist in the velvet glove. You're tough, but people don't even notice because they're too busy admiring your gloves!"

SOLD!

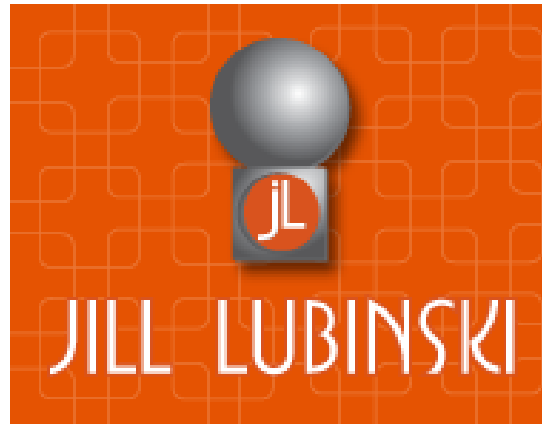


*JILL'S "BOUQUET "OF THE MONTH
My Covid Antibodies*



Happy Holidays to you all and thank you for your support over these many many years that I have been privileged to spend with you and yours.
This is my "green room" and it has been invaded by the Holiday fairy who ties a bow or a butterfly on everything in sight!

How do YOU spark joy for yourself??
Your environment must support your passions and pursuits!
#minedoes #lovenature #selfcare #staysafe #smelltheroses



Finally, Your Monthly "Orange Crush"

This has to be one of Toronto's best buys! A complete and masterful renovation from top to toe and my clients are over the moon! We were in multiples, of course, and had to mobilize ourselves very expediently in order to "take the win"! But all so worth it. I can't WAIT to see the "reveal" when they finish with their decorator and move in!!

JUST SOLD
96 GLADSTONE AVE

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#lovewhereyoulive #yagottalivehere #yourhometownadvantage

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My best, always,

Jill

"Your Toronto *HOME* Advantage!"

Grateful Award recipient for

Outstanding Sales Performance 2009-2020.

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