

Lifestyle News

with Avram Deitch



Nearly time for the Christmas holiday

I hope everyone is feeling festive and excited for what's to come in the New Year. While the market has had it's challenges over the past 12 months, we are optimistic about the future and ready to help with all of your Real Estate needs. A quick market snapshot followed by some insights and, as always, don't hesitate to contact me with any questions or comments at any time.

Market Snapshot

*REINZ Sales Statistics Latest 6 months to November 2022: Lifestyle & Horticulture

- Total Sales: 92
- Accumulated Value: \$126,196,820
- Median Sale Price: \$1,363,500
- Average days to sell: 55 days

Call me today for your free appraisal – You may be surprised at what your home is worth in today's market.

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Top 5 Market Insights

1. The market is still down, but not declining at the same pace if at all. Median price and total sales value remains consistent with the first half of the year.

2. The Residential market seems to be pulling out of the slump which signals a change coming for Lifestyle & Rural.

3. Market unknowns are the cause for the slow downs, and as

the news of change settles, people are beginning to make decisions again.

4. Property sales are more consistently being connected to other sales in a chain which takes longer to complete the process.

5. There is more choice on the market leaving the control with the buyers for the time being.



Is it the right time to sell?

The most important thing to consider for the moment is that sales are taking longer than previous years. We are still seeing good values and there are still buyers on the market, patience is key. If you're thinking of selling, it's a good idea to be on the market early and planning ahead instead of waiting until you find the right property to go to. We have many ways to protect you and your asset and are here to help guide the process.

In conclusion

In the last 10 months I have been able to achieve \$30 Million in sales and, while the market is changing, we are still achieving great results due to our knowledge and expertise, coupled with strong negotiation skills. There are always people looking to buy and many reasons why you might be considering selling. I'm here to help navigate the waters and ensure you get the best result for the sale of your property.

