

# Clearview

## WHAT'S INSIDE

### WHERE THEY SOLD

CHECK OUT THE HOMES SOLD LAST MONTH,  
INVENTORY OF HOMES FOR SALE AND  
HOW WE ARE DOING COMPARED TO  
THE LAST 7 YEARS

### OUR LISTINGS

SOME CURRENT LISTINGS  
HOME SEARCH | UPCOMING LISTINGS

### THE ADDED ADVANTAGE PROGRAM

SEE THE CREW AT THEIR BEST

THE NUMBER OF HOMES  
**SOLD** IN CLEARVIEW  
BY KLOET – APEL,  
"YOUR LOCAL REALTORS"



## 2019 RESALE MARKET OFF TO A BUMPY RIDE

**Clearview May 1:** The resale activity in Clearview last month is encouraging compared to reports published by the real estate boards serving the GTA. Both the Toronto Real Estate Board and the Oakville Real Estate Board are reporting slight decreases in both inventory and the number of sales compared to previous year. However here in Clearview, a quick look at the Year to Date Sales graph on the back-page show that, compared to 2018, 2019 is off on a good pace. Twenty-seven (27) sales to May 1st in 2019 compared to 20 sales to May 1st in 2018, an increase of about 35%.

In many neighbourhoods across the GTA, the 2019 resale market is still trying to find solid bottom. The out of control resale market stalled shortly after the Federal Government imposed the FOREIGN BUYER TAX and the mortgage STRESS TEST in April of 2017. Since April 2017, resale values spiraled downward and many of the homes purchased by Foreign Buyers, new immigrants and investors in 2017 have depreciated by about 20%. This depreciation of resale values in 2017 and 2018 make it attractive for local buyers, who were forced out of the market by the rush of foreign buyers, to once again get back in. Unfortunately for local buyers the STRESS TEST requirements have become a real obstacle when looking to purchase. The mortgage brokers we talk to are relaying that the big banks are very conservative on their appraisals and non-negotiable on the STRESS TEST requirements. In the last 4 months, at least 6 conditional sales failed to firm up due to the Buyer not meeting all the requirements of the major banks. Brokers are offering alternate financing at slightly higher rates and these lenders are a bit more flexible.

The inventory of homes in Clearview is quite low at this point in time. As of May 1, there are 13 homes listed for sale or rent. One home in Clearview is listed for sale but the realtor has indicated on the listing that the home is in another community, hence it does not show up on a "Clearview" search. It is included on the back page. Sales volume was off a bit last month and probably could have been higher had there been more inventory. The smaller linked homes are moving quite well. Although we have an inventory of 6 detached homes, a few are priced somewhat higher than established market value however they are well upgraded. Some Buyers will throw caution to the wind and pay more than market value, however when there are no competing bids, Buyers have the luxury of waiting for the "next" new listing. The rush of sales in March saw some homes sell at a higher resale value than last fall and that could explain why some Sellers listed their home at a slightly inflated list price. There could very well be a buyer at this new list price level.

For Brenda and I that has been our focus for years. Your principal residence is often your largest investment, so anything you do to improve it should offer some payback. Many homeowners get it and their home is magazine perfect by the time they decide to sell. Others need to be encouraged to do minor things like painting, decluttering and repairing minor cosmetic flaws.

Give us a call for ideas on what upgrades will keep you ahead of the rest should you need to sell.



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**GEORGE KLOET**  
Sales Representative  
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# STATISTICS THAT MAKE NO SENSE



Often, we are asked to show a potential Seller the **LIST PRICE to SALE PRICE** ratio for the homes that we have sold. For some that data is important. For me, it is often meaningless and misleading. We have all seen those ads or flyers in our mail box, **"SOLD FOR 99.9% of the list price"**, or **"SOLD 15% over list price"** or **"SOLD IN 3 DAYS"**. These flyers seem to initiate a lot of conversation. Some Sellers base their decision to list with realtor "A" or realtor "B" based on this data. Drives me bonkers.

In 2017 if you had a listing it would sell over list. You did not even need to be a good realtor.

These bold statements are often misleading. Many a time in a Buyers' market a home will be listed a bit higher

than street value. No harm in trying. After a 3- or 4-week period, the list price on that property is reduced to a much lower price. This could happen twice or even three time. Yet when the property is finally sold, the Realtor sends out a flyer claiming it **"Sold for 98% of the list price"** when in fact it was sold for 85% of the original list price. Accurate, yes...misleading? Definitely.

Another Realtor who had a property on the market for about 90 days finally cancelled the initial listing and relisted the property at a more reasonable rate. It sold in 3 days. His flyer claimed **"SOLD in 3 DAYS"** when in fact it sold in 93 days. Accurate yes...misleading? Definitely.

Many realtors will list the property 15-25% below market value to start a buying

frenzy. Several offers are presented a week or so later and the first day that offers are to be reviewed, the property sells over list price and very close to what similar homes sell for in the area. Her flyer claimed **SOLD in 1 DAY at 125%** of the list price. Accurate, yes...misleading? Definitely.

Just absorb what you read with a grain of salt. With 500 plus sales in the Clearview community alone, you will always get the most up to date information of realistic market value without misleading claims from KLOET - APEL your Clearview realtors.

TAKE ADVANTAGE OF THE



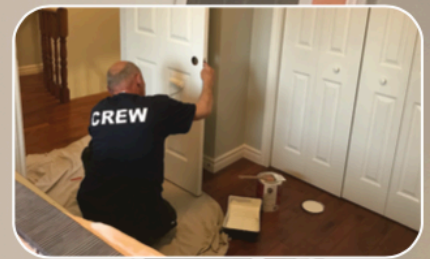
**KLOET**  
YOUR CLEARVIEW REALTORS  
**APEL**



ADDED VALUE  
ADVANTAGE

- \$1500 paid contractor repairs •
- 15 hours of handyman service •
- 10 hours of complimentary staging •
  - Unlimited boxes •
- Two months of free off site storage •

YOUR **RE/MAX** TEAM AT WORK





**4640 KIMBERMOUNT AVE  
UNIT 405**

4640 Kimbermount Unit 405 1  
Bedroom plus den 65+ offered at  
\$299,000 Enjoy all the Ammenities  
the Amica at Erin Mills has to offer.  
Restaurant, indoor pool, Crafts,  
exercises, shuttle to the shopping  
mall. Just move in and relax!  
**\$299,000**



**2515 WYNTEN WAY**

Four-bedroom SOUND Home on a  
lovely lot siding onto the Wynten  
Splash pad. Shaded front porch.  
Freshly painted throughout. Eat-in  
kitchen. Open dinette with view of the  
park. Large Master bedroom with  
sitting room plus a spacious ensuite  
washroom, separate shower, whirlpool  
bath. Finished basement. Recreation  
room. Bar and exercise room.  
Cedar closet. Huge cantina.  
**\$1,275,000**



**Park Aire Systems**  
*Heating and Air Conditioning*  
*Sales and Sertvice*  
*Greg Brown*  
905-874-1611  
[parkaire@rogers.com](mailto:parkaire@rogers.com)

**Pro Carpet**  
*New carpet and vinyl install*  
*Carpet stretching*  
*Paul and Dena Gray*  
905-599-0340  
[pgray88@hotmail.com](mailto:pgray88@hotmail.com)

**Clarkson Chiropractic Clinic**  
*CERTIFIED REFLEXOLOGIST*  
*Improving Your Well Being*  
*ANITA SMIDS*  
Clinic: 905 855 7370  
[asmids@hotmail.com](mailto:asmids@hotmail.com)

**Greer And Bush**  
*Real Estate and Family Law*  
*Steven Greer*  
905-829-2922

**Architectural Designs**  
*Windows and Doors*  
*Anna Naryzhny*  
905-906-2442  
[anna@arcdesigns.ca](mailto:anna@arcdesigns.ca)

**Storage City**  
*For all your storage needs*  
*Louise Hynds, Manager*  
905-829-1311  
[oakville@storagecity.ca](mailto:oakville@storagecity.ca)

**Alternate Wealth Strategies**  
*Financial and Estate Planning*  
*Mike Newell*  
416-857-4130  
[mnewell8@bell.net](mailto:mnewell8@bell.net)

**Perfect Electric**  
*Residential & commercial electrical*  
*Paul Strzelec*  
416-806-9113  
[paul@perfectelectric.com](mailto:paul@perfectelectric.com)

*Support local businesses*

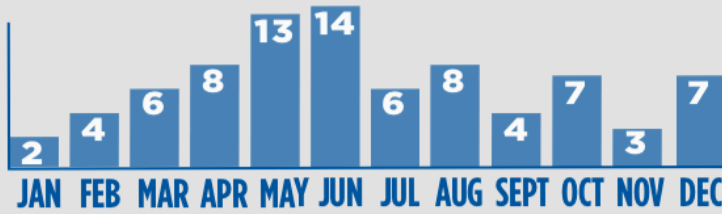
*Interested in promoting your business here?*  
*Email [george@georgekloet.com](mailto:george@georgekloet.com)*



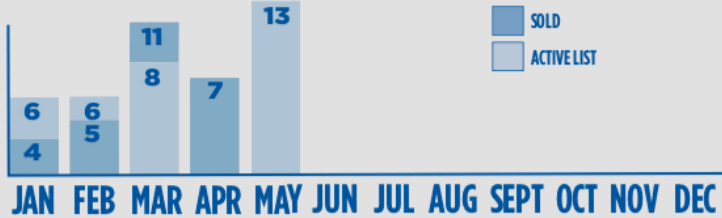
**1238 Winterbourne Drive**

PRESIDENTIAL Home. 2458 square feet above grade plus a full walkout basement. The house has been one of life and laughter but very little maintenance. Being sold "as is". Excellent opportunity to renovate and restore this home. Think blank slate. Gorgeous inground pool on a very private yard, Full sun backyard. Updated windows and patio doors. Roof shingles. **\$1,075,000**

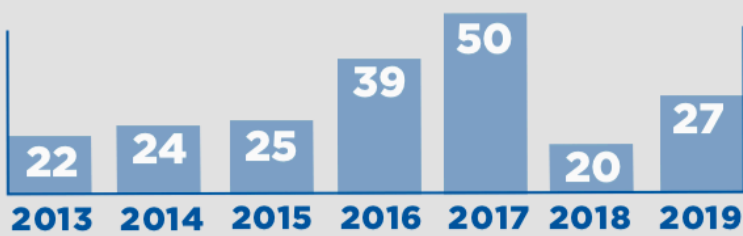
## 2018 CLEARVIEW SALES



## 2019 CLEARVIEW SALES & INVENTORY



## YEAR TO DATE SALES TO APRIL 30



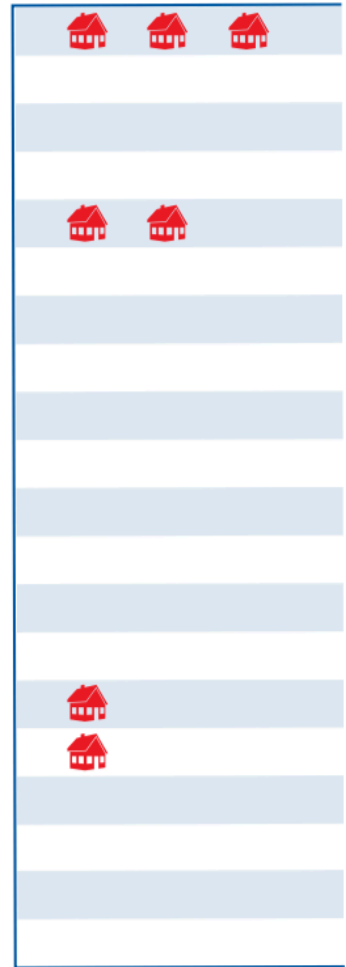
## WHERE THEY SOLD

April 2019

RENTAL

\$550-\$600,000  
 \$600-\$650,000  
 \$650-\$700,000  
 \$700-\$750,000  
 \$750-\$800,000  
 \$800-\$850,000  
 \$850-\$900,000  
 \$900-\$950,000  
 \$950-\$1,000,000  
 \$1,000-\$1,050,000  
 \$1,050-\$1,100,000  
 \$1,100-\$1,150,000  
 \$1,150-\$1,200,000  
 \$1,200-\$1,250,000  
 \$1,250-\$1,300,000  
 \$1,300-\$1,350,000  
 \$1,350-\$1,400,000  
 \$1,400-\$1,450,000  
 \$1,450-\$1,500,000

SALES



## What People Are Saying

Both Brenda and George are honest, hard working realtors with your best interest at heart. They know their business inside out and are both really, really nice people. Would highly recommend (have used twice in the past 10 years)

**Karen Heney**

## CLEARVIEW LISTINGS May 1, 2019

1275 VALERIE CRESCENT	LINK	748,800
1287 VALERIE CRESCENT	LINK	749,900
2340 SPRINGFIELD CRESCENT	TOWN HOUSE	789,900
2329 SPRINGFIELD CRESCENT	TOWNHOUSE	839,800
1238 WINTERBOURNE DRIVE	DETACHED	1,075,000
2928 REDBUD AVENUE	DETACHED	1,175,000
1542 PRINCE JOHN CIRCLE	DETACHED	1,248,000
2719 KINGSWAY DRIVE	DETACHED	1,250,000
2986 KINGSWAY DRIVE	DETACHED	1,290,000
2439 WYNTEN WAY	DETACHED	1,399,900
1381 CHALFIELD DRIVE	DETACHED	1,499,000
1146 JONATHAN DRIVE	DETACHED	1,598,000
1204 LANSDOWN DRIVE	DETACHED	1,758,000

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