



# AGENT BOSKO'S JOURNAL

Welcome to my August 2011 Newsletter!

## September Rounds Out a Strong Third Quarter

**Toronto, October 5, 2011** – Greater Toronto REALTORS® reported 7,658 transactions through the TorontoMLS® system in September – a 25 per cent increase over September 2010. Sales during the first three quarters of 2011 amounted to 70,588, representing a 2.6 per cent increase compared to the first nine months of 2010.

“We have experienced strong growth in sales so far this year, with a much more active summer compared to 2010. However, while sales have been strong, we have continued to experience a shortage of listings, resulting in more competition between home buyers,” said Toronto Real Estate Board President Richard Silver. “Over the past few months, the listing situation has started to improve, so we expect home buyers will have more homes to choose from in the months ahead.”

With annual growth in sales (+25 per cent) outstripping annual growth in new listings (+15 per cent) in September, market conditions became tighter and the average selling price continued to grow by close to 10 per cent on a year-over-year basis.

“Strong price growth through the first nine months of the year was mitigated to a great degree by low interest rates and rising incomes,” said the Toronto Real Estate Board’s Senior Manager of Market Analysis Jason Mercer. “As buyers continue to take advantage of the affordable home ownership options in the GTA, we remain on pace for the second best year for sales under the current TREB market area.”

Sincerely,

### INSIDE THIS ISSUE

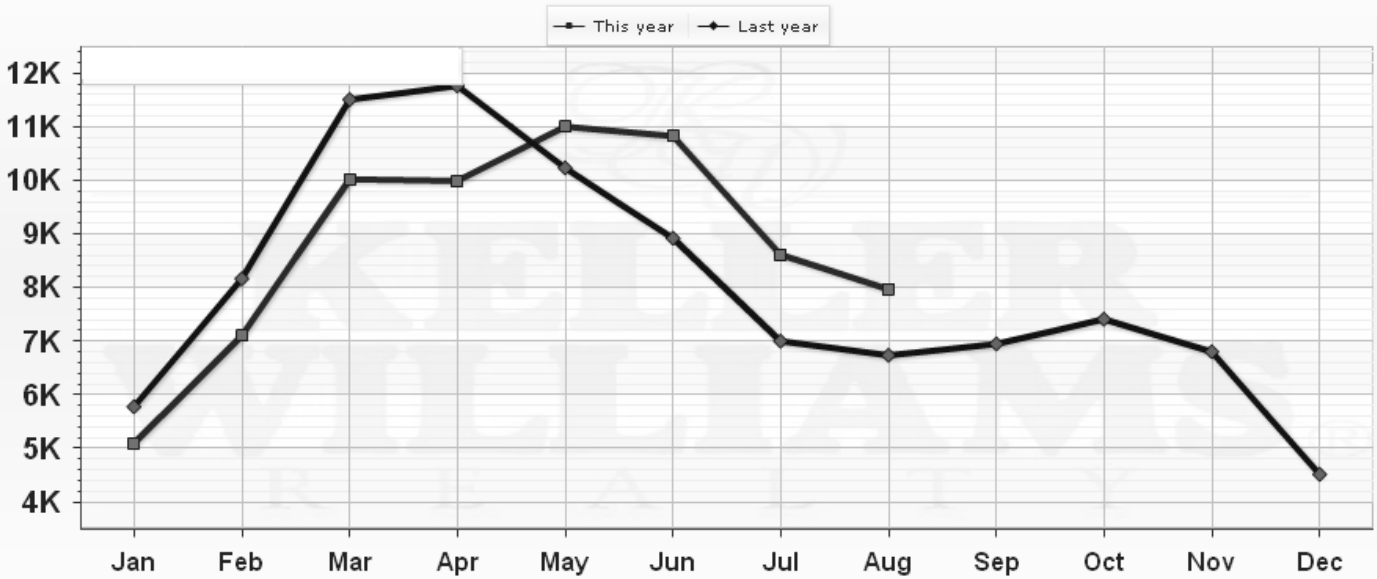
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# Market Watch ?

## Market Trends

Units sold

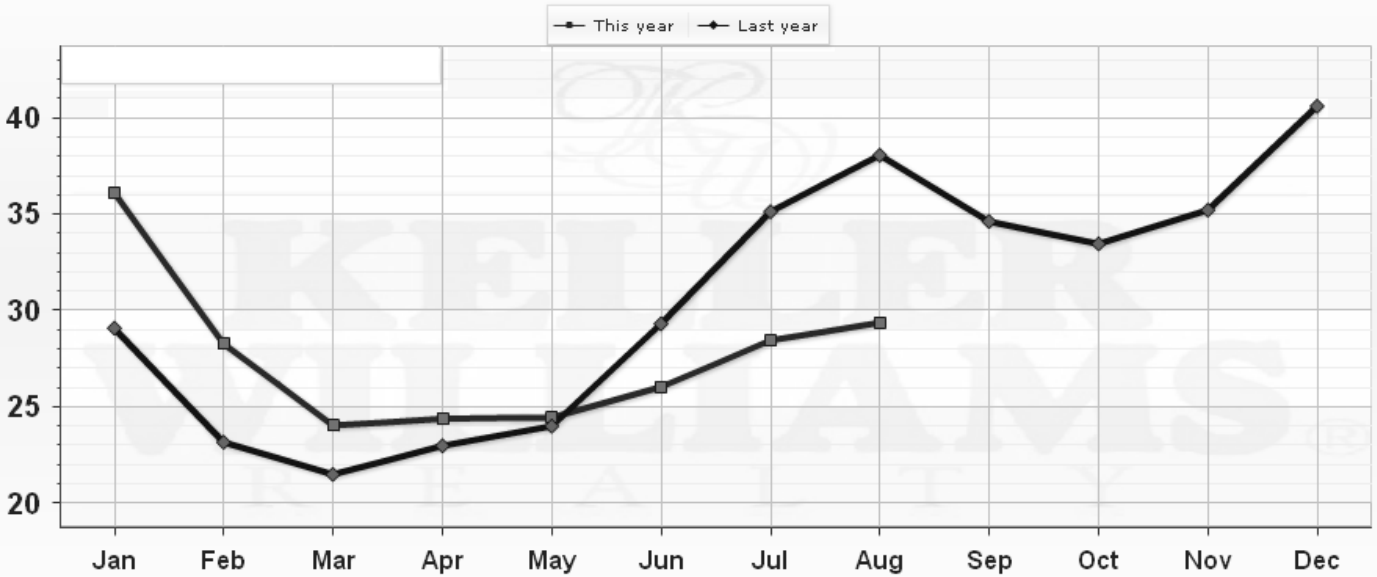


Days on market effect on Sale price

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## Market Trends

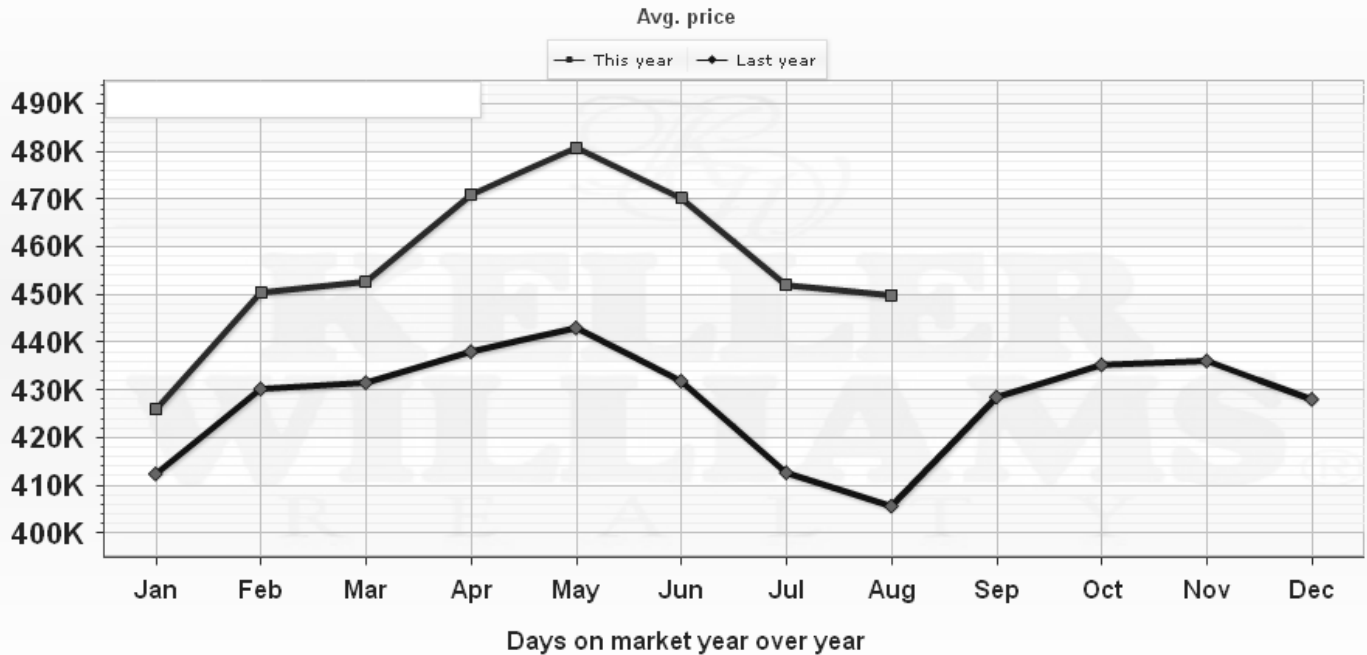
Days on market



Market Overview

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## Market Trends



## HERE ARE THE TOP 12 THINGS I HAVE LEARNED SO FAR....

1. It's all about service and servant leadership. Not subservient, but serving others so that they can achieve their goals.
2. Serve others as they would like to be treated (not how you would like to be treated).
3. People come in to your life for a reason, a season or a lifetime. Heed the message that they bring.
4. No one succeeds alone...be open to, and grateful for the wisdom, learning and assistance of others.
5. Your income is the average of the 5 people closest to you. If you want to raise your income, hang around with people who make more than you.
6. A referral is sending someone you care about to someone you trust. If you want more referrals become a person of high trust.
7. Your customers hate salespeople, and love people who consult with them and give them options...and then let them decide what to do.
8. There is enough money and business out there for you. If you have a "scarcity" mindset, you will attract scarcity. Adopt a "plenty" mindset and watch what happens next.
9. People choose to do business with people they like, trust and respect.
10. All you can do is all you can do...and all you can do is enough ( Art Williams).
11. The purpose of your life is to truly live before you die, and the purpose of business is to fund that perfect life.
12. What I focus on shows up more in my life.

HAVE A WONDERFUL DAY!!!



# Unusually Uncertain Times...



Benjamin Tal, Managing Director and Deputy Chief Economist with CIBC World markets, was recently described, as one of Canada's leading experts on the real estate market by the International Monetary Fund.

Mr. Tal is a regular commentator on financial and economic trends in the Canadian and American print and electronic media.

Less than 24 hours before speaking to us, Mr. Tal was in a meeting with the Bank of Canada for 2.5 hours! He described the meeting as, one where they don't know what to do! So, what do you do when you don't know what to do?

He said,

*Do not take chances, therefore expect an extremely conservative monetary policy the next 12-24 months.*

***Below are a number of key points he touched on:***

- Our low rates are like a cat with 9 lives, Bad things globally has kept rates low.
- This is not the same as 2008, Banks led the problems then, today it is recessionary pressures.
- No real change in the U.S. housing market.
- Greece will default... the EU countries are buying time to shore up their banks financial positions.
- Canada does not have a housing bubble.
- If you have a variable rate mortgage, accelerate your payments against future rate hikes.
- Interest rates staying low for 12-24 months.
- U.S. unemployment numbers will stay high.
- The U.S. has few options to bailout their economy.

We are trying to correct 25 years of global financial mismanagement in 2 years — it cannot be done.

The European forecast is extremely volatile and the worst is yet to come for them. That situation will help in keeping our rates low.



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