



FEATURED PROPERTY 117 LEDBURY STREET

## MARKET COMMENTARY

OCTOBER 2017

The Toronto Real Estate Board (TREB) has released its sales numbers for the month of September, and the 6,379 transactions represent a 35.1% decline in year-over-year sales. Annual price growth was up a modest 2.6% year-over-year, while the 16,469 new listings that came to market brought active listings up 69% over last year's housing pool.

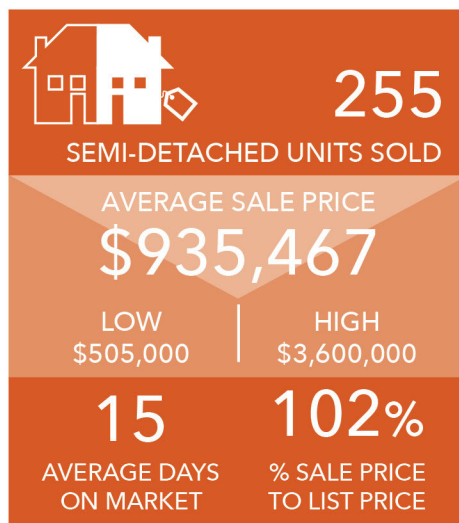
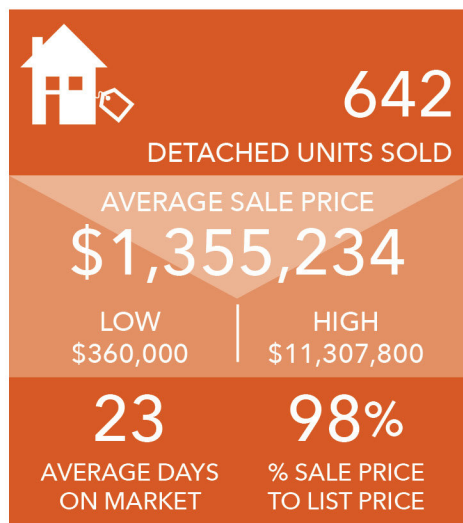
Though average annual prices were up 2.6%, it is interesting to note that the average annual sales price of \$775,546 is 5.9% higher than the average price in August, bringing to an end a short-lived four-month slide in average sales prices.

Single detached homes in the 416 continue to fetch the highest prices with an average sale price of \$1,355,234. By comparison, detached homes in the 905 averaged \$912,921. Annual price growth for single detached homes was fairly flat (+4.4% in the 416, -1.7% in the 905),

while condominium apartments continue to surge with prices up 23.2% across the region.

Condominium apartments continue to represent the bulk of housing transactions in the 416, representing nearly 55% of all sales in that area. At an average sales price of \$554,069, Toronto condos continue to represent a significantly more affordable option for urban buyers

The average time it took a home to sell last month was 24 days. This is up 50% from a year ago, however, it is slightly lower than in August when the average days on market was 25. In the 416, single detached homes sold two days faster than the previous month, and condominiums sold a day faster. These are slight movements but they help illustrate that buyers may have stopped waiting for prices to decline further and are taking action when a home meets their needs and budget.





# IN *perfect* HARMONY

Design & technology come together to create  
a luxurious, bespoke townhome

BY ARIEL MULLER

Clients of ours recently moved into a newly constructed townhome in Forest Hill and commissioned us to create a comfortable, elegant space, inspired by some of the best boutique hotels they had visited during their travels. Following their criteria, our design objective for this luxurious townhome was to create a beautiful, contemporary interior that combined custom furnishings with interesting finishes and treatments, while simultaneously integrating leading-edge technologies and home automation.

We love to balance great design with modern technology. When integrated properly, it makes the home an exciting, magical place to live, and adds convenience and efficiency to our busy lives. For this project, we collaborated with premier wiring integrator, Architronics, and selected Savant for the main control system, in conjunction with Lutron and Sonos. Instead of individual switches controlling certain lights, the automated system allows for various scenes to be programmed, complementing how the living spaces are used at different times. Settings could include a morning scene, an entertainment mode, pathway lighting for a late-night visit to the washroom, or lighting the stairs to the kitchen for a midnight snack.

Today's systems are so programmable that exterior lights can be activated upon your arrival home, turning on to brighten your path, and lighting up the interior to your preferred pre-set, as music plays from your favourite catalogue. Of course, lighting automation also has security advantages and can be programmed to learn your daily routine and mirror it even when you're not home. A variety of options also exist for keyless entry, from biometrics, to thumb recognition, to combination lock. Exterior cameras can also be triggered as people approach, with notifications sent to your smart phone, even providing you the ability to speak with the person, whether you're at home or not.



Waking up in an automated home is always a great experience, as your favourite music and preferred lighting gradually turn on. Motorized blinds can also be programmed to open from blackout mode to sheer at a predetermined time, allowing filtered sunlight to fill the bedroom while still maintaining privacy. Later, when the day is done and you're ready for bed, you can just say goodnight or tap goodnight on your bedside keypad or smart phone, and lights, audio/video, thermostat and security will go to your pre-programmed setting.

Technology, automation and design are at the heart of modern boutique, luxe living. There are many products on the market designed to transform our lives in ways that were unimaginable a few years back, and our clients are thrilled to have realized their wish for a boutique hotel inspired home, complete with all the best that modern design and technology have to offer.

*Ariel Muller is the Principal of Ariel Muller Designs Inc.  
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*This is a condensed version of an article originally published in our Fall 2017 issue of The Collection. To read the full article, visit [harveykalles.com/online-magazine](http://harveykalles.com/online-magazine)*

## WHAT'S HAPPENING OCTOBER 2017

**Month of October TORONTO OKTOBERFEST AT ONTARIO PLACE** Celebrating Bavarian heritage with food, beer and music.

**Month of October LEGENDS OF HORROR AT CASA LOMA** Audiences will be lead on a self-guided walking tour through the castle's tunnels and darkest spaces never before open to the public.

**Oct 19 To Oct 29 INTERNATIONAL FESTIVAL OF AUTHORS** The world's best writers of contemporary literature come together for readings, interviews, lectures, discussions and book signings.

**Oct 20 To Oct 22 FALL COTTAGE LIFE SHOW** Do it yourself, or leave it to the experts! Let them help you plan your next project.

**Oct 27 To Oct 30 ART TORONTO** This annual art fair presents works and lectures from leading Canadian and international galleries.



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\*DOLLAR VALUE OF ALL MLS LISTINGS SOLD (SOURCE: IMS 2016)  
OVER \$2.795 BILLION IN SALES VOLUME, 2016

### OFFICES

CENTRAL | 2145 Avenue Road Toronto  
MIDTOWN | 532 Eglinton Avenue West Toronto  
BLOOR WEST | 2316 Bloor Street West Toronto  
MUSKOKA | 1A Lee Valley Drive #6 Port Carling  
LAKE OF BAYS | 191 Mt Pleasant Court Huntsville

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INDIVIDUALS CURRENTLY UNDER CONTRACT WITH A BROKERAGE.