



Toronto Real Estate Market Charts

November 2019



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Toronto Real Estate

Monthly Market Charts

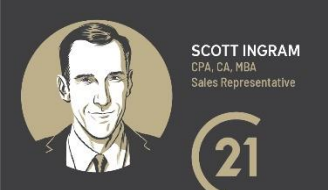
Introduction

You read sales last month were up x% over last year. What does that really mean??

Was last year a down year, an average year, or a record year? Is that GTA number you're seeing driven by the 416 or the 905? Is there a clear trend? The charts that follow will add **context** and **perspective** to Toronto's monthly real estate statistics. My focus is the **416**, so I pull those numbers out of TREB's broader GTA-wide aggregate figures.

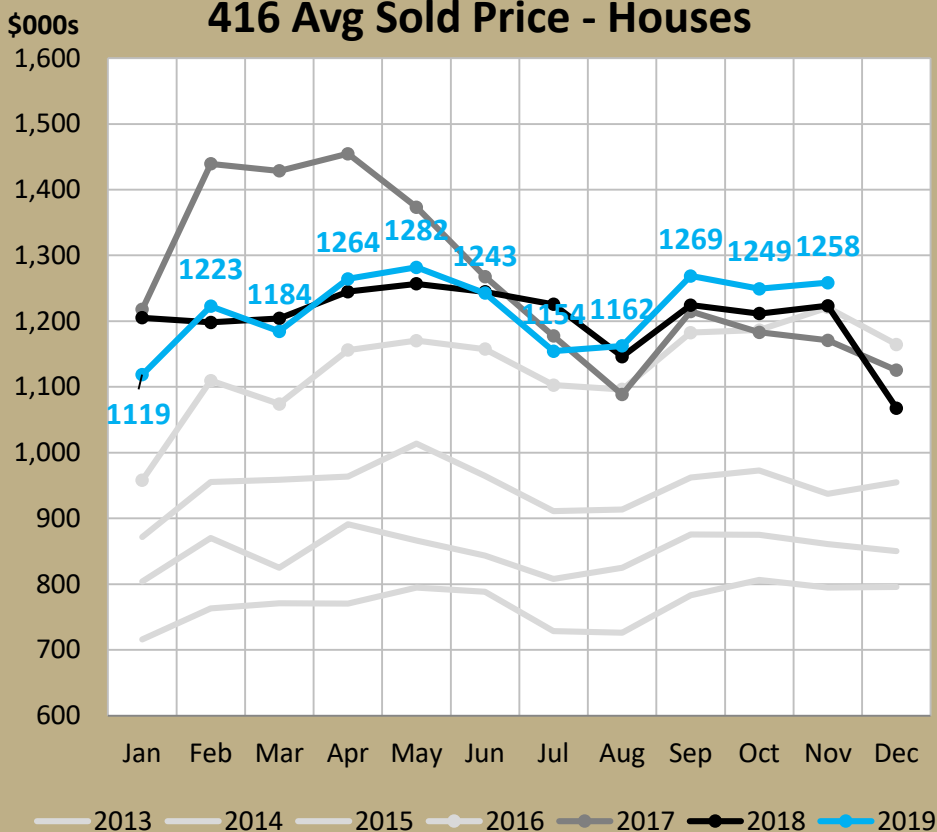
I also separate Toronto's **two distinct market segments**: houses (freeholds) and condos, because lumping them together obscures a lot of information, and you are probably more interested in one than the other. With segmentation and some historical context, I aim to give you a clearer vision of market movements and trends.

↑↓ indicator points to heating up (favours sellers), ↑↓ denotes cooling down (favours buyers)



416 Average Sold Price

(dollar volume ÷ number of transactions in the month)



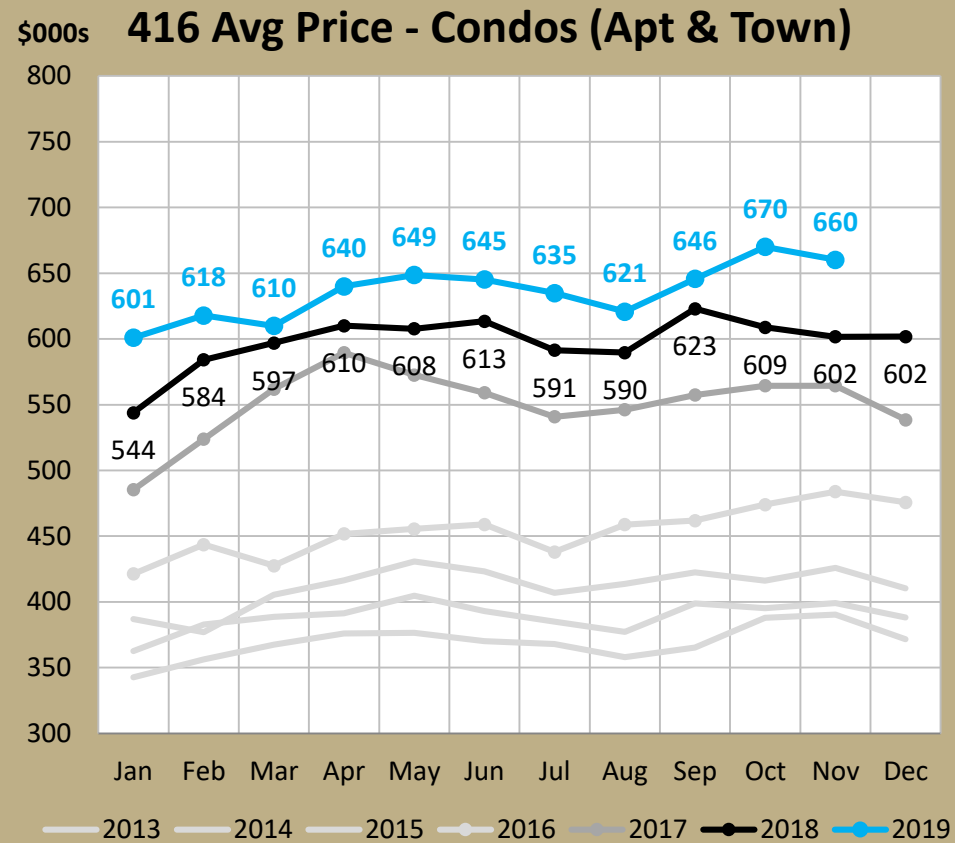
Detached \$1,360K / Semi \$1,067K / Row \$944K

Nov vs. '18: ⬆️ \$35K (2.9%)

Nov vs. '14: ⬆️ \$397K (46%)

5 year CAGR: ⬆️ 7.9%

- Semis had second November month ever
- Rowhouses actually down 2.4% vs. 2018



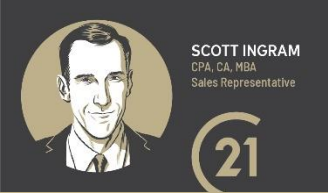
Condo Apt \$660K / Condo Townhouse \$663K

Nov vs. '18: ⬆️ \$59K (9.7%)

Nov vs. '14: ⬆️ \$261K (65%)

5 year CAGR: ⬆️ 10.6%

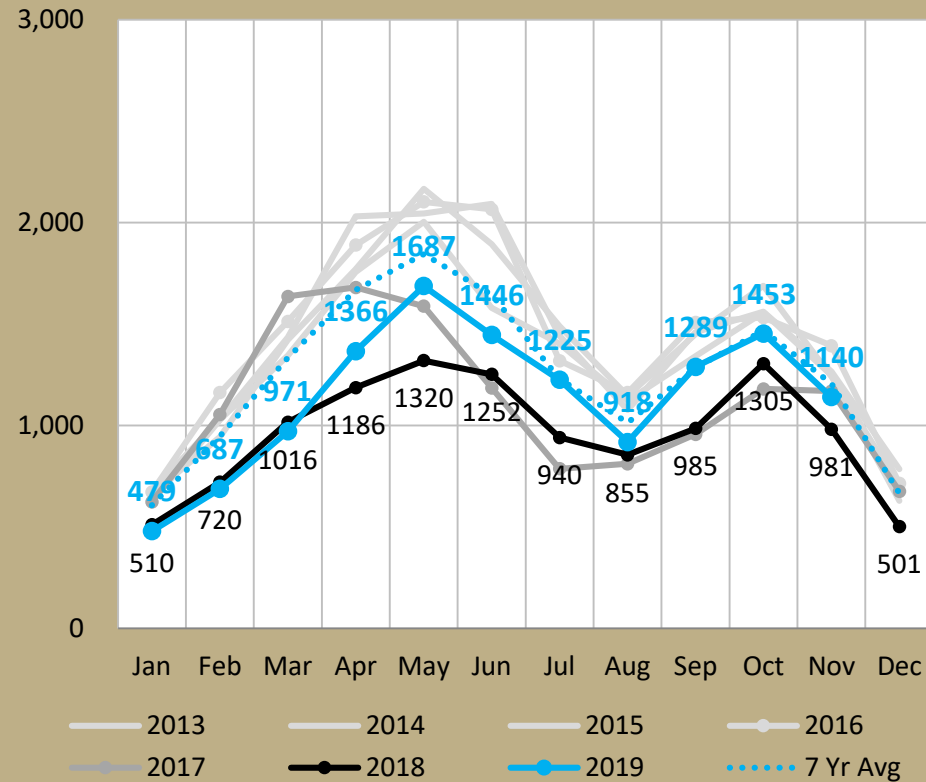
- Condos haven't had negative YoY since Feb 2015 (54 straight months and 74 of last 75)



416 Residential Sales Volume

(number of sold transactions in the month)

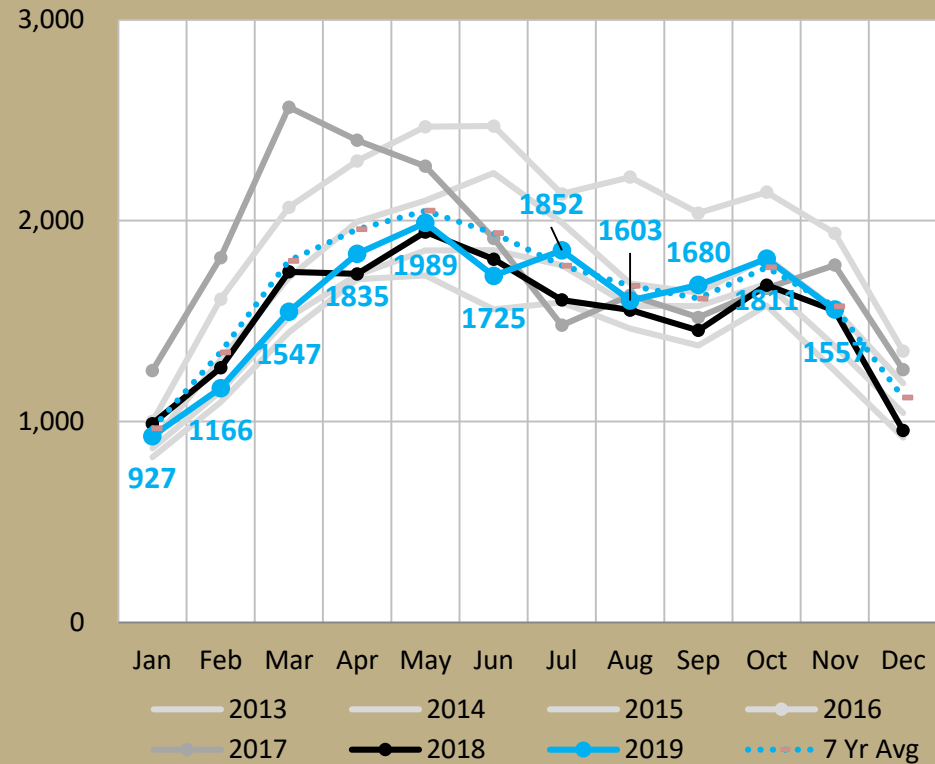
416 Sales - Houses (Det & Semi & Row)



Nov vs. '18: ▲ 16.2% (vs. 7 Yr Avg: ▼ 5%)
YTD vs. '18: ▲ 14%

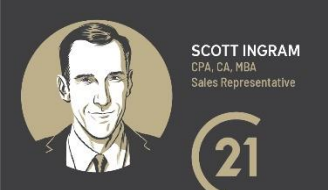
- Big turnaround from historically low Q1, with 7 of last 8 months +10% or more over last year.
- Sept was first time above 7 year average since early 2017

416 Sales - Condos (Apt & Town)



Nov vs. '18: ↔ 0.3% (vs. 7 Yr Avg: ▼ 1%)
YTD vs. '18: ▲ 2%

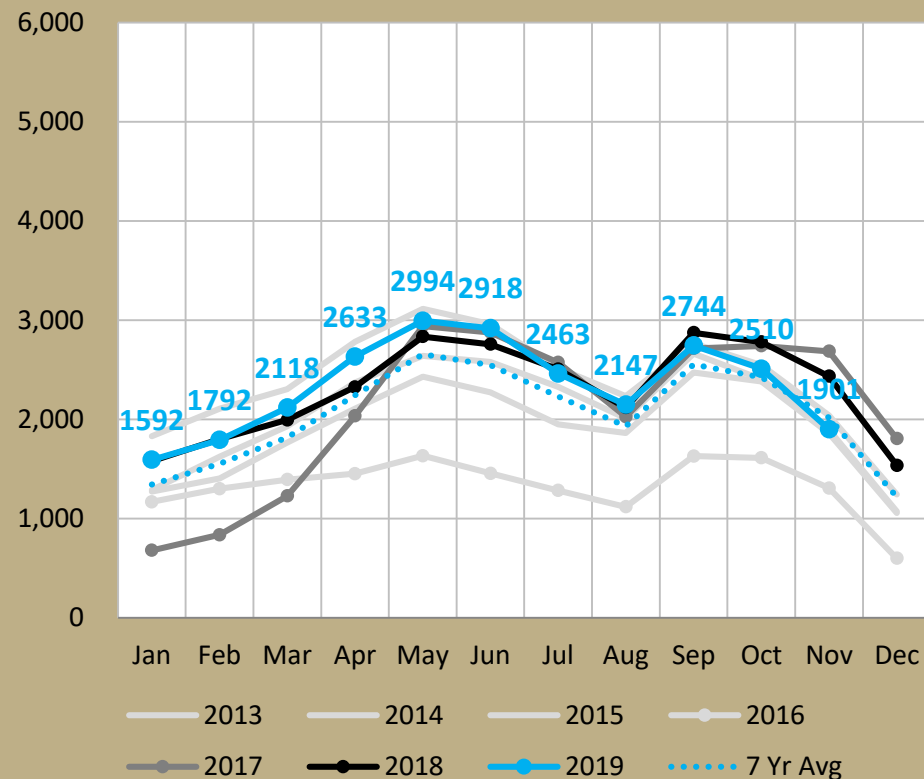
- After stretch of 21 of 23 months being lower sales than previous year, are now at 7 of the last 8 being higher



416 Active Listings

(snapshot of properties available for sale at end of each month)

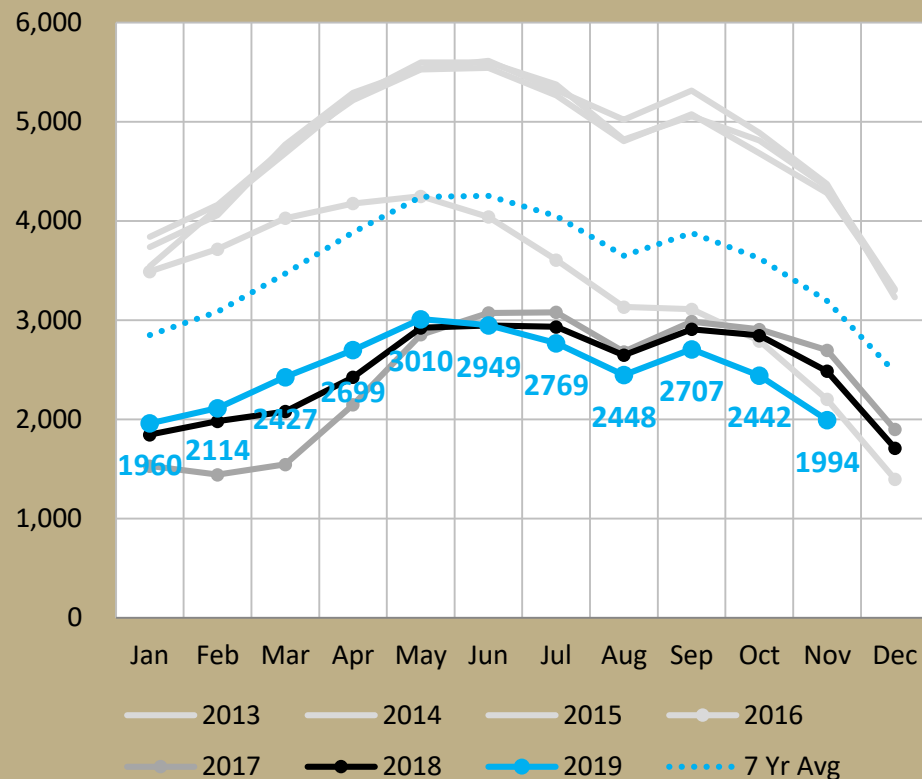
416 Active Listings - Houses



Nov vs. '18: ↓ 21.9% (vs. 7 Yr Avg: ↓ 6%)
YTD vs. '18: ↑ 1%

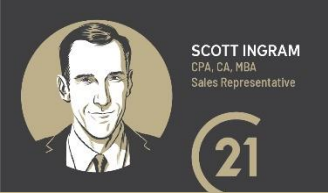
- Has been above 7 Yr Avg. all year before November
- In August was 1.3% more listings than 2018, now 3 months later has taken dive to -21.9% lower

416 Active Listings - Condos



Nov vs. '18: ↓ 19.8% (vs. 7 Yr Avg: ↓ 38%)
YTD vs. '18: ↓ 2%

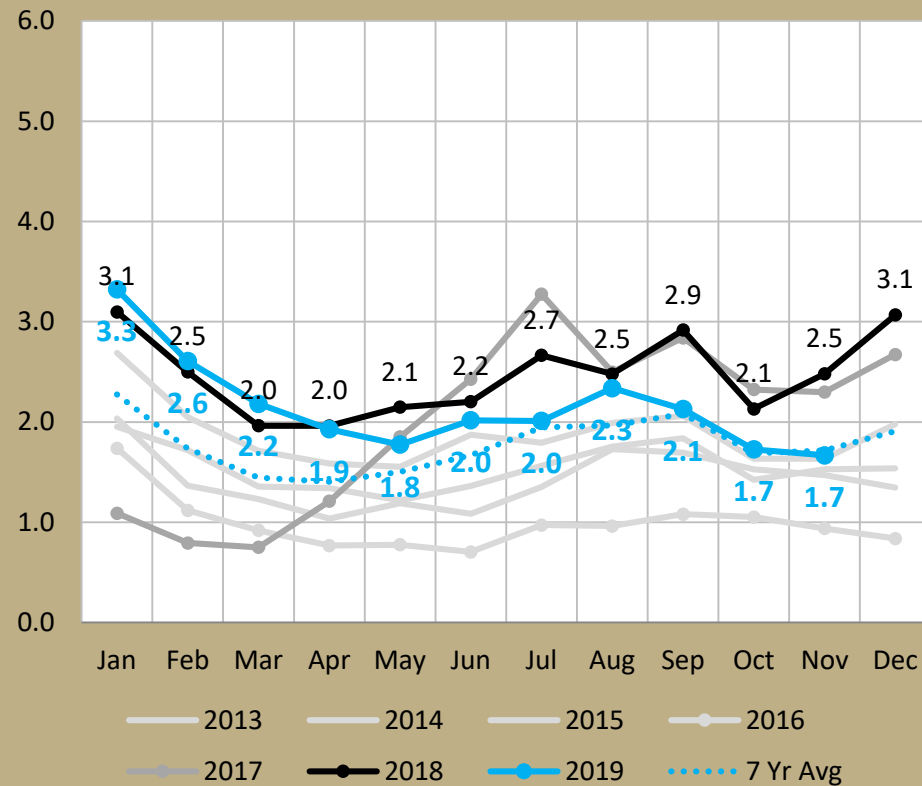
- First 6 months had higher inventory than last year, last 5 months has tightened
- Lowest November since 2001 (1,993)
- Active Listings around 1,200 less than 7 Yr Avg



416 Months Of Inventory

(active listings at month end ÷ sales for month)

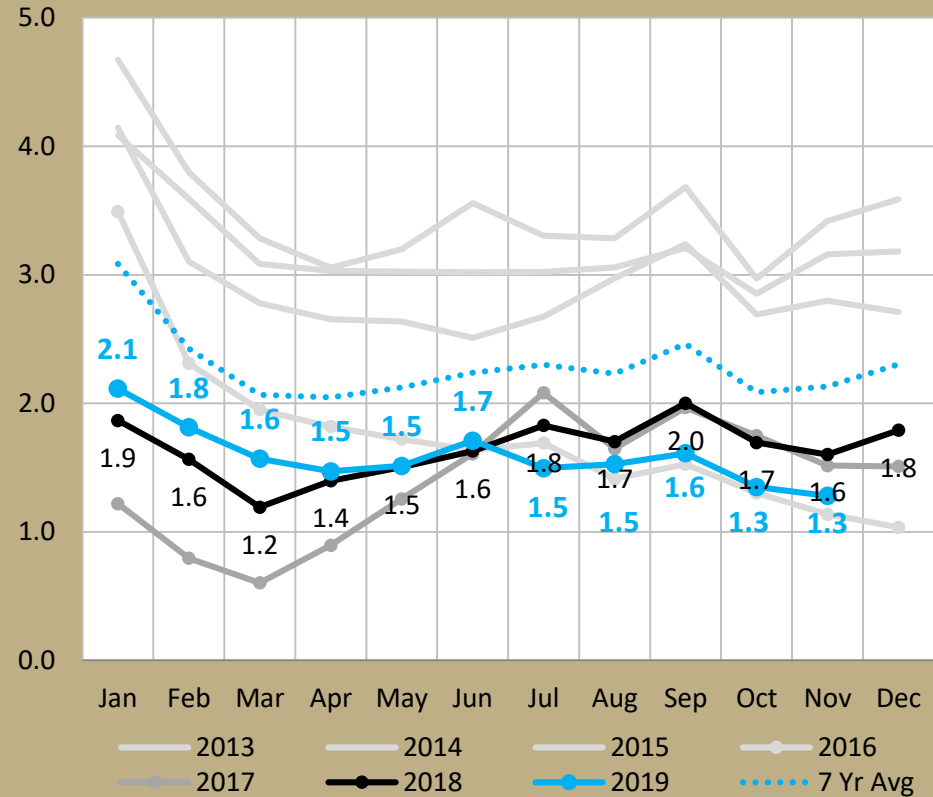
416 MOI - Houses (Det & Semi & Row)



Nov vs. '18: ▼ 0.8 months (-33%)
 Nov vs. 7 Yr Avg: ↔ 0.0 months (-3%)

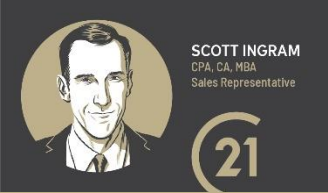
- Remains at 7 year average for third month in a row

416 MOI - Condos (Apt & Town)



Nov vs. '18: ▼ 0.3 months (-20%)
 Nov vs. 7 Yr Avg: ▼ 0.8 months (-40%)

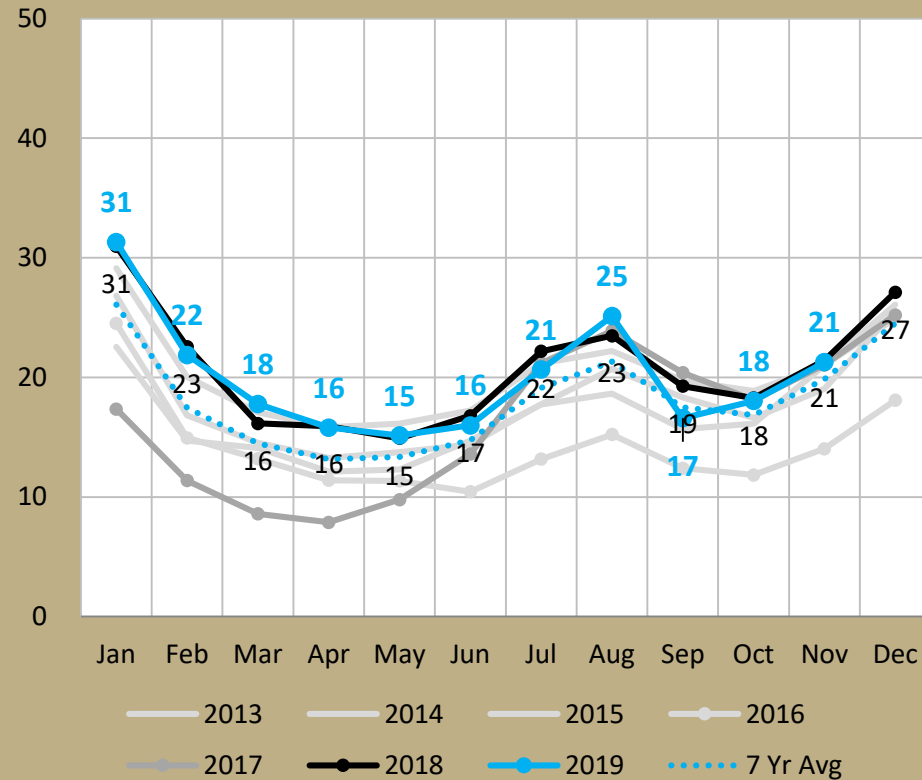
- 5 months in row < 2018 after first 6 months all above
- Below 2.000 42 of last 44 months
- Record 32 months in row condos < houses. In 254 months before March 2017, this only happened 19 times in total.



416 Average Days On Market

(days from listed to sold, for those properties sold during the month)

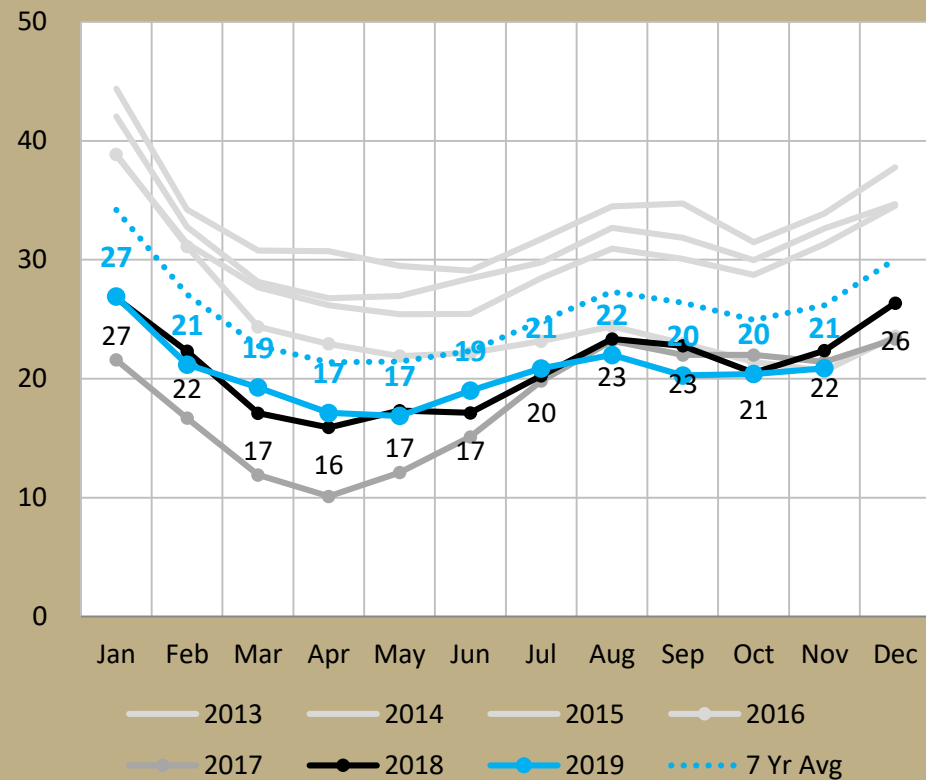
416 DOM - Houses (Det & Semi & Row)



Nov vs. '18: ↓ 0.1 days (-1%)
 Nov vs. 7 Yr Avg: ↑ 1.4 days (7%)

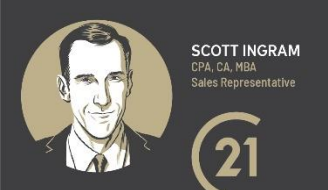
- September was only month this year below 7-year average

416 DOM - Condos (Apt & Town)



Nov vs. '18: ↓ 1.5 days (-7%)
 Nov vs. 7 Yr Avg: ↓ 5.3 days (-20%)

- Diverged lower from averages in spring 2016 and has stayed low since

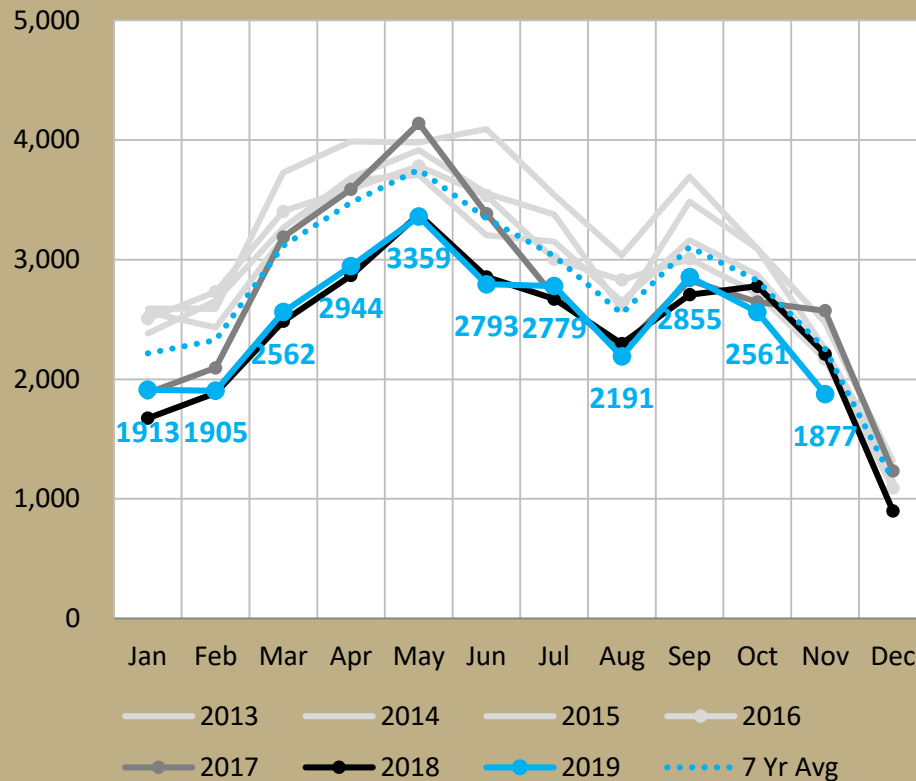
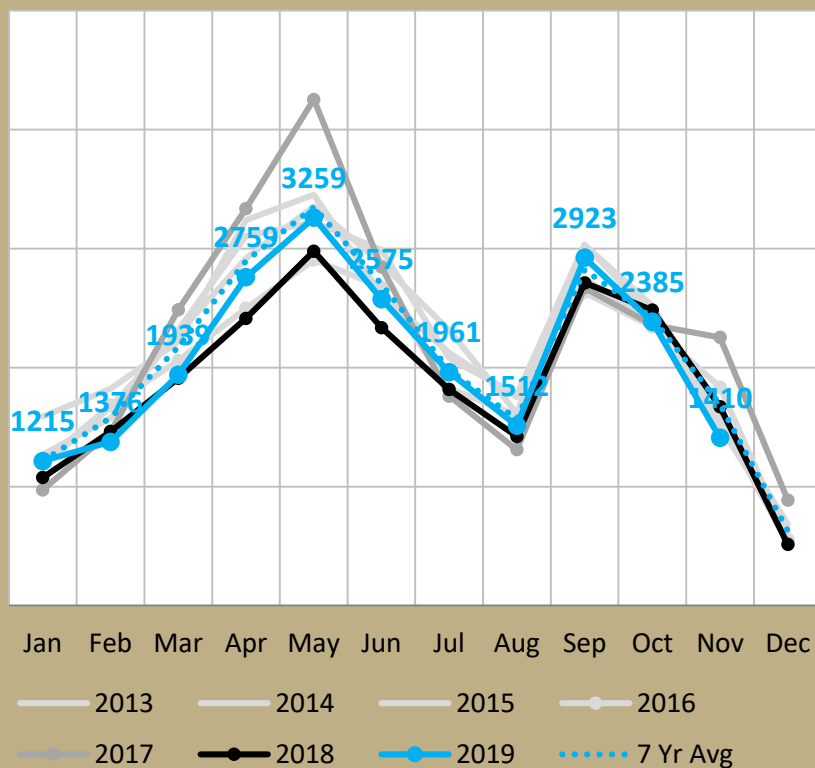


416 New Listings

(number of new MLS #s during the month – unfortunately includes re-listed properties)

416 New Listings - Houses

416 New Listings - Condos (Apt & Town)

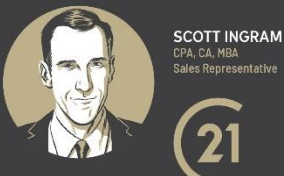


Nov vs. '18: ↓ 15.7% (vs. 7 Yr Avg: ↓ -17%)
YTD vs. '18: ↑ 5%

Nov vs. '18: ↓ 15.1% (vs. 7 Yr Avg: ↓ 17%)
YTD vs. '18: ↔ 0%

- After 7 months in a row within 5% of 7-year averages, dropped down to -17%
- terminations and re-listings distort this stat

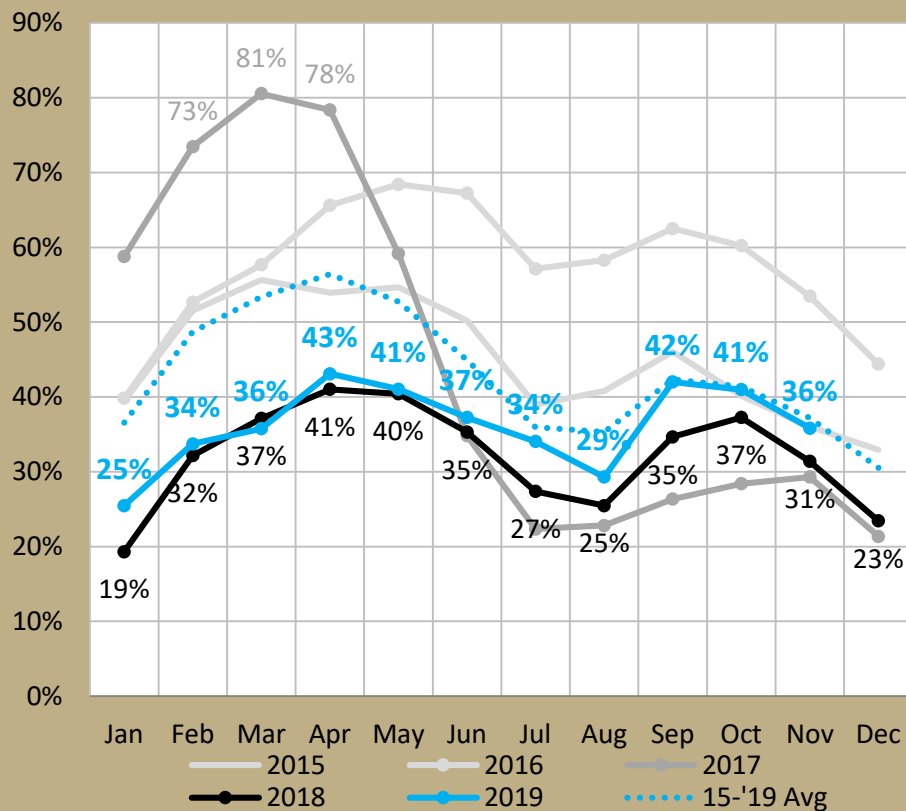
- Concerningly low
- Have to go all the way back to 2004 to find less than 2,000 November new listings November (1,877)



416 Sold Over Asking

(properties that sold at $\geq 101\%$ of list price, as percent of total monthly sales)

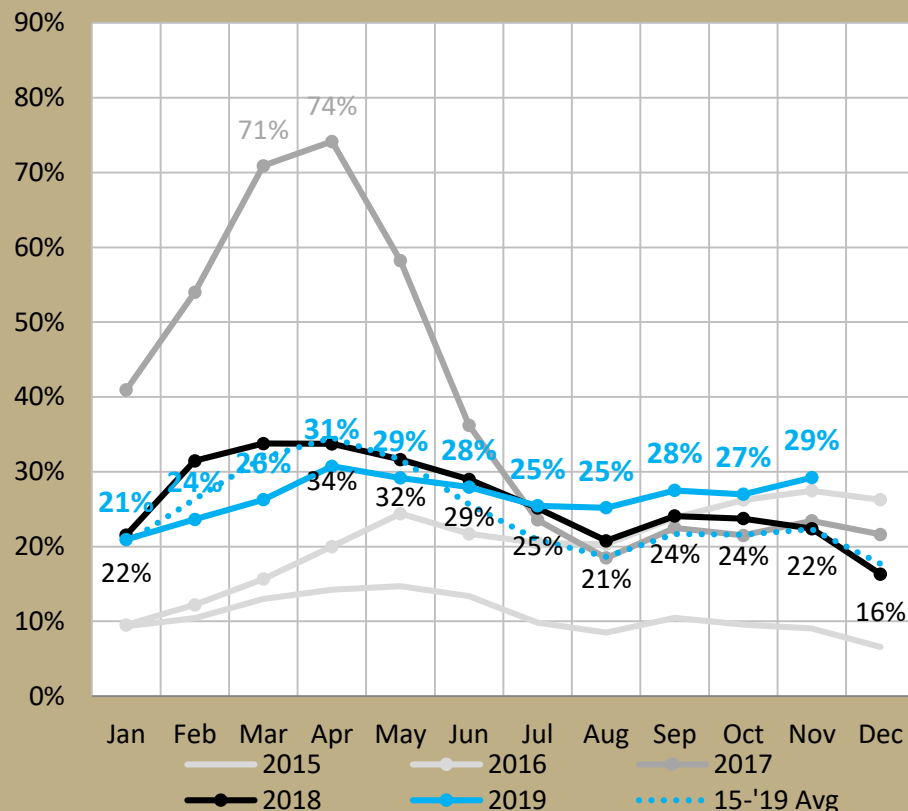
416 Sold Over Asking - Houses



101% or more of asking Nov vs. '18: ▲ 4 pp
 Month-over-month: ▼ 5 pp

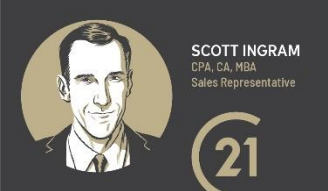
- 16 of last 17 months higher than prior year
- Full year numbers: 2015 47% • 2016 60% • 2017 49% • 2018 34% • YTD 2019 38%

416 Sold Over Asking - Condos



101% or more of asking Nov vs. '18: ▲ 7 pp
 Month-over-month: ▲ 2 pp

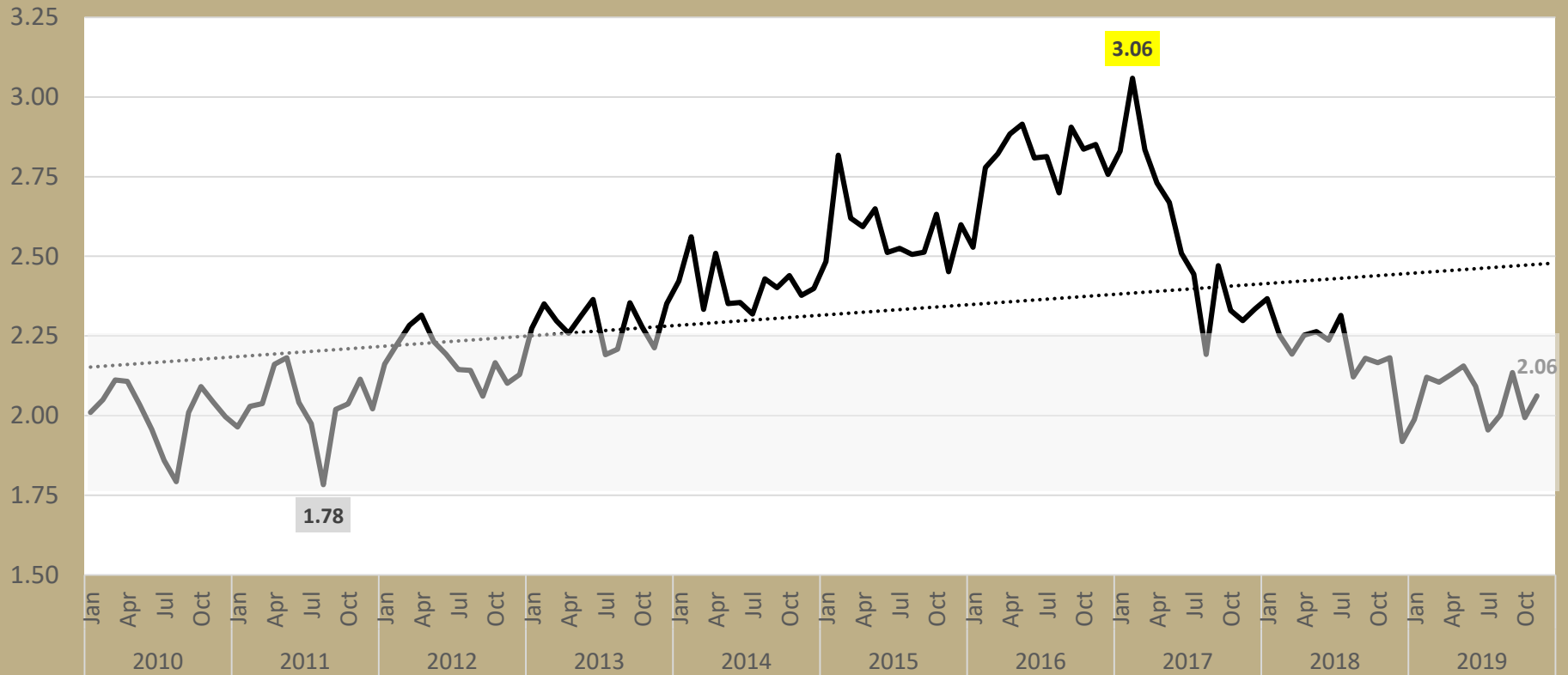
- Condos turned it up last 5 months to be > 2018
- Days of SOA for a condo being just for special properties (11% for all 2015 sales) seem to be gone (27% for all 2018 sales, 27% YTD 2019)



416 Detached/Condo price ratio

(average price for detached divided by average price of condo apartment)

Ratio of Avg Prices: 416 Detached/416 Condo Apt

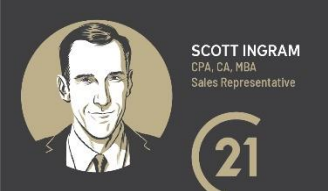


Current ratio: 2.06
Month-over-month: ▲ 0.07

- Average since Jan 1996 = 2.13
- Median since Jan 1996 = 2.06
- Max = 3.06, Min = 1.72

Current dollar gap: \$700K
Prior month dollar gap: \$659K (▲ \$42K)

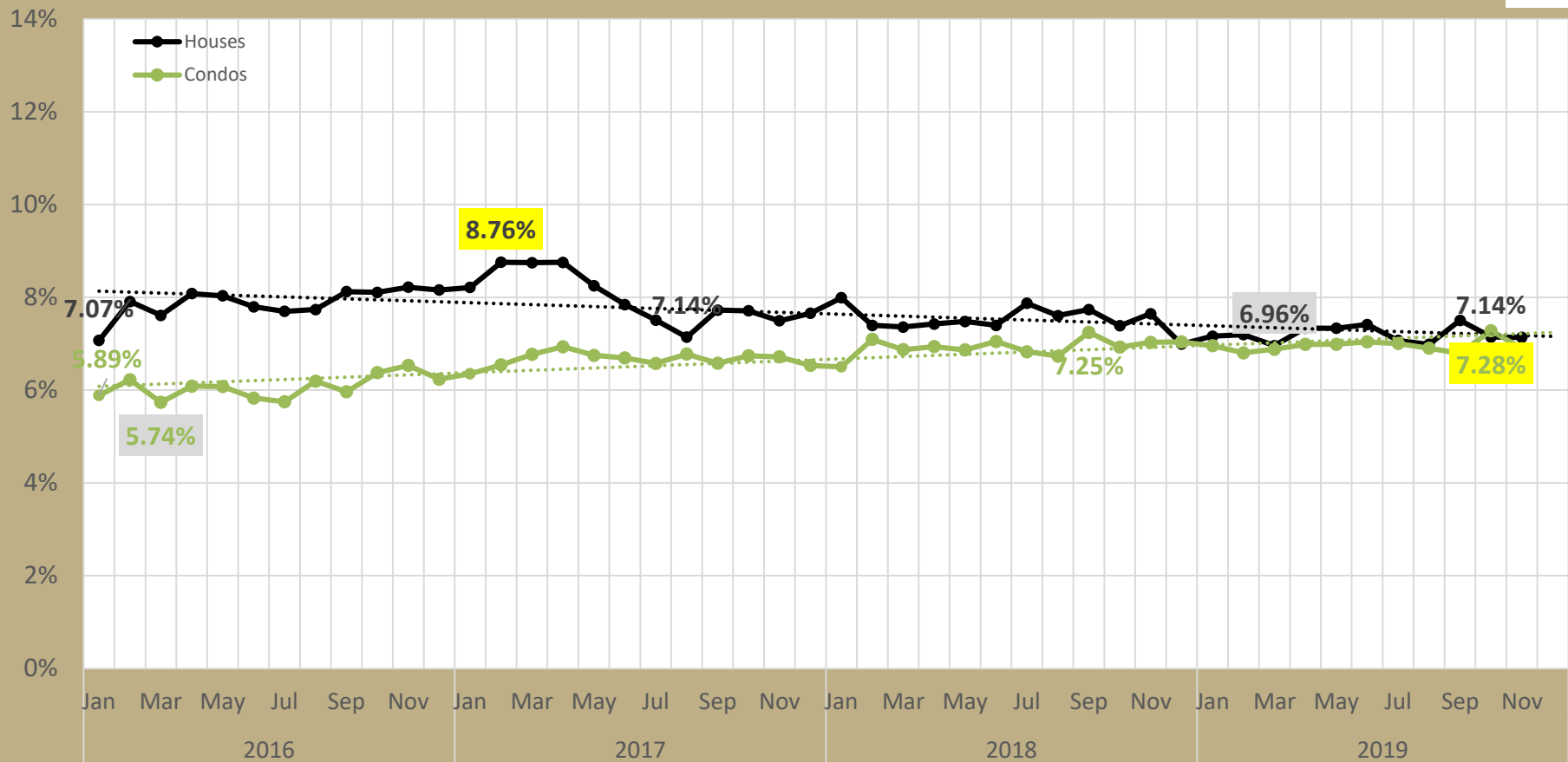
Prior year dollar gap: \$705K (▼ \$2K)
2 years prior dollar gap: \$738K (▼ \$22K)



416 20-year Price CAGR

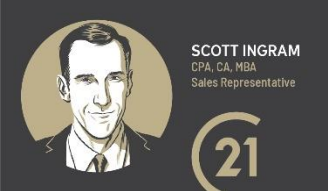
(Compound annual growth rate, current month vs. same month 20 years ago)

416 Average Prices: 20 Year CAGR



20 year **House** performance: 20 year CAGR (as at current month) is 7.14%; MoM change \leftrightarrow 0 bps

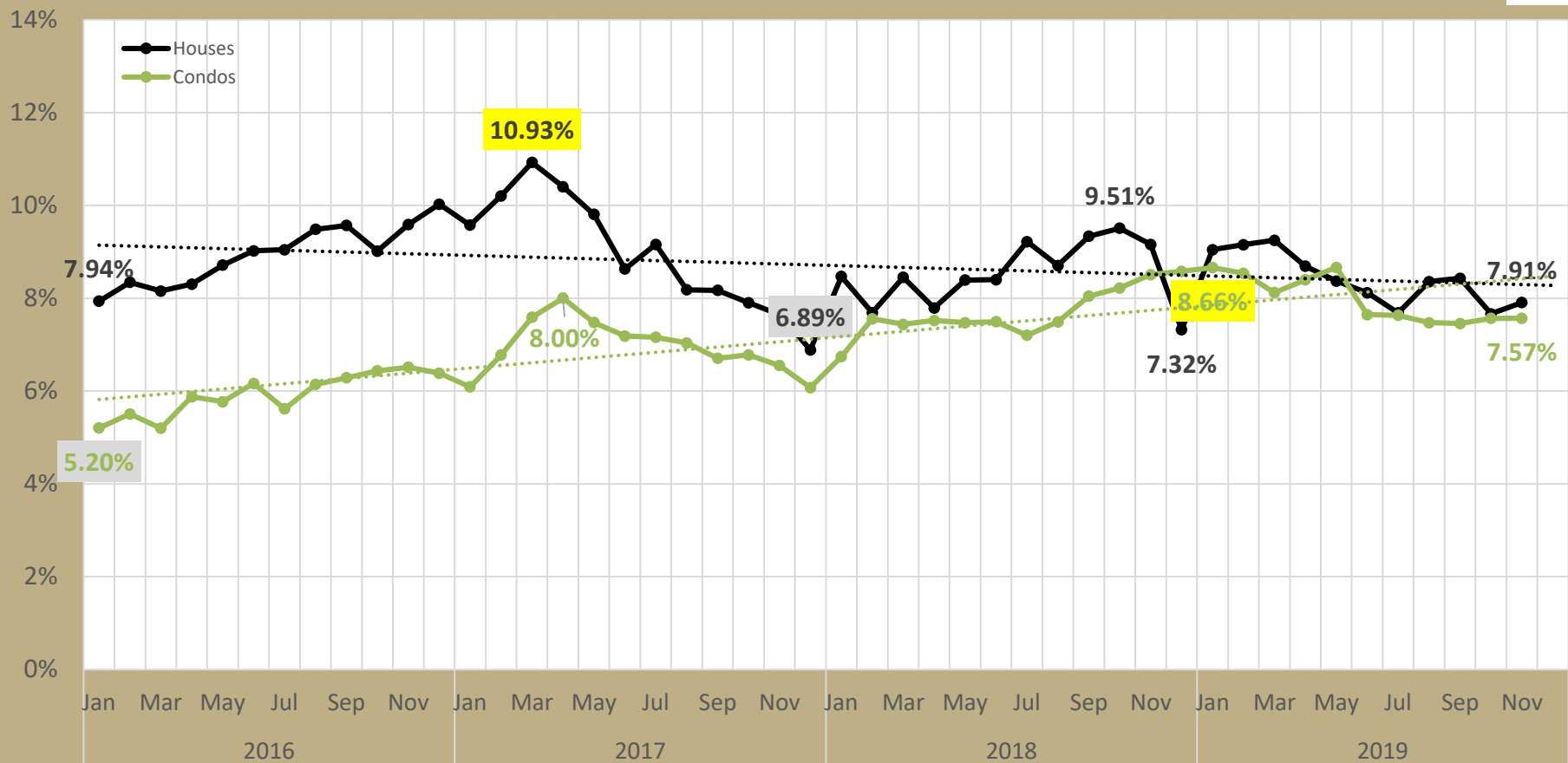
20 year **Condo** performance: 20 year CAGR (as at current month) is 6.89%; MoM change \downarrow 39 bps



416 10-year Price CAGR

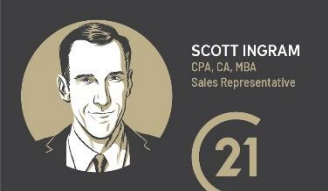
(Compound annual growth rate, current month vs. same month 10 years ago)

416 Average Prices: 10 Year CAGR



10 year **House** performance: 10 year CAGR (as at current month) is 7.91%; MoM change ▲ 24 bps

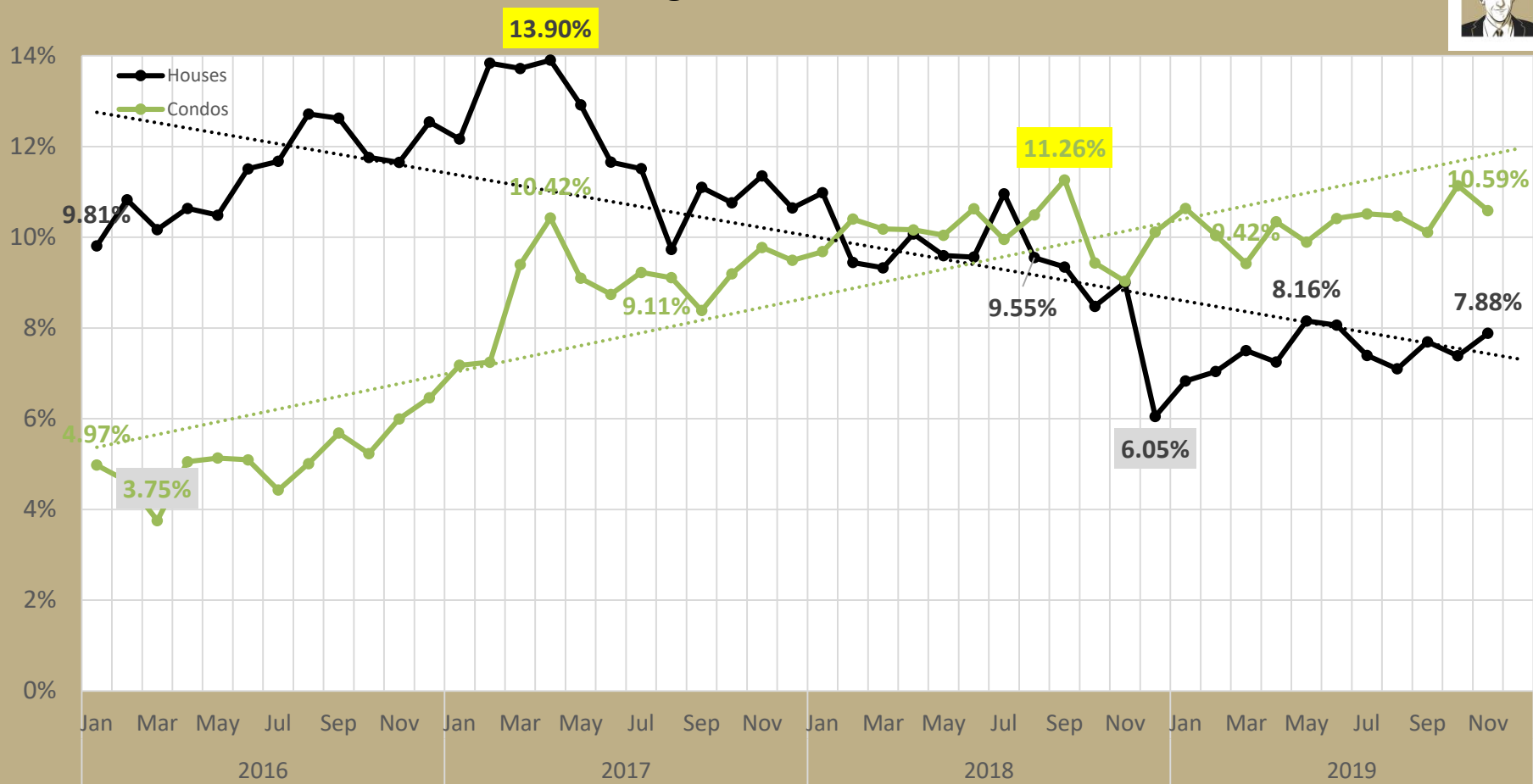
10 year **Condo** performance: 10 year CAGR (as at current month) is 7.57%; MoM change ↔ 0 bps



416 5-year Price CAGR

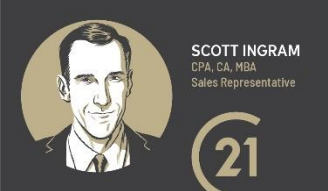
(Compound annual growth rate, current month vs. same month 5 years ago)

416 Average Prices: 5 Year CAGR



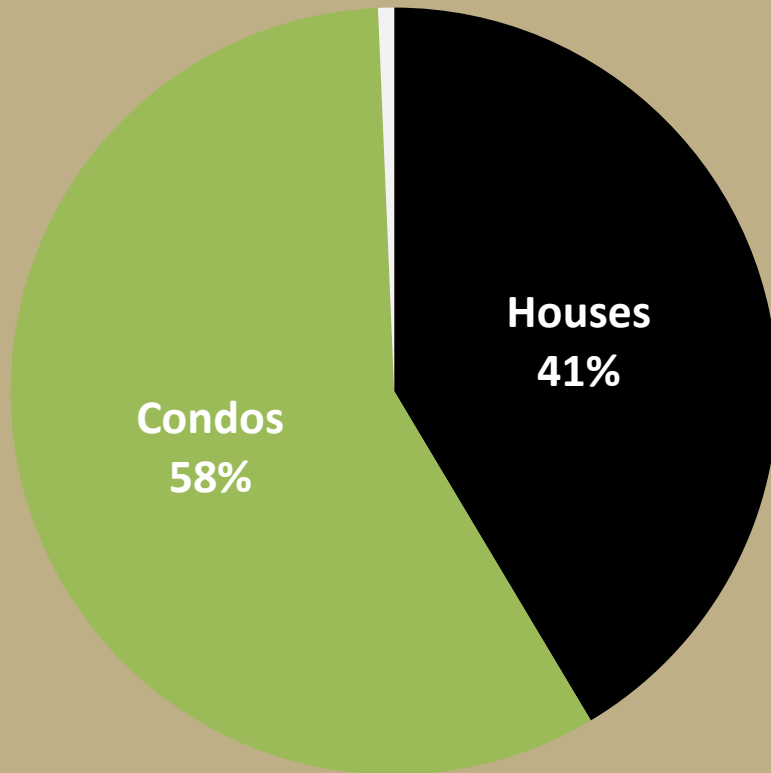
5 year **House** performance: 5 year CAGR (as at current month) is 7.88%; MoM change ▲ 50 bps

5 year **Condo** performance: 5 year CAGR (as at current month) is 10.59%; MoM change ▼ 55 bps

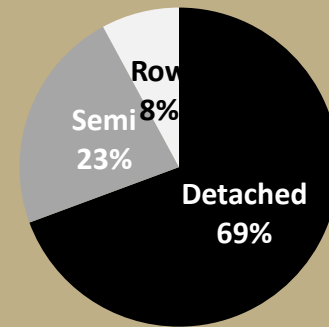


416 Market Breakdown

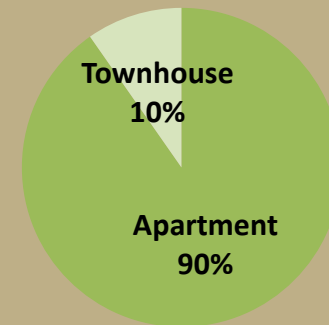
Share of Transactions - last 12 months



Share of House Transactions - last 12 months



Share of Condo Transactions - last 12 months



1 year ago: Condos 61% / Houses 38%

5 years ago: Condos 51% / Houses 48%

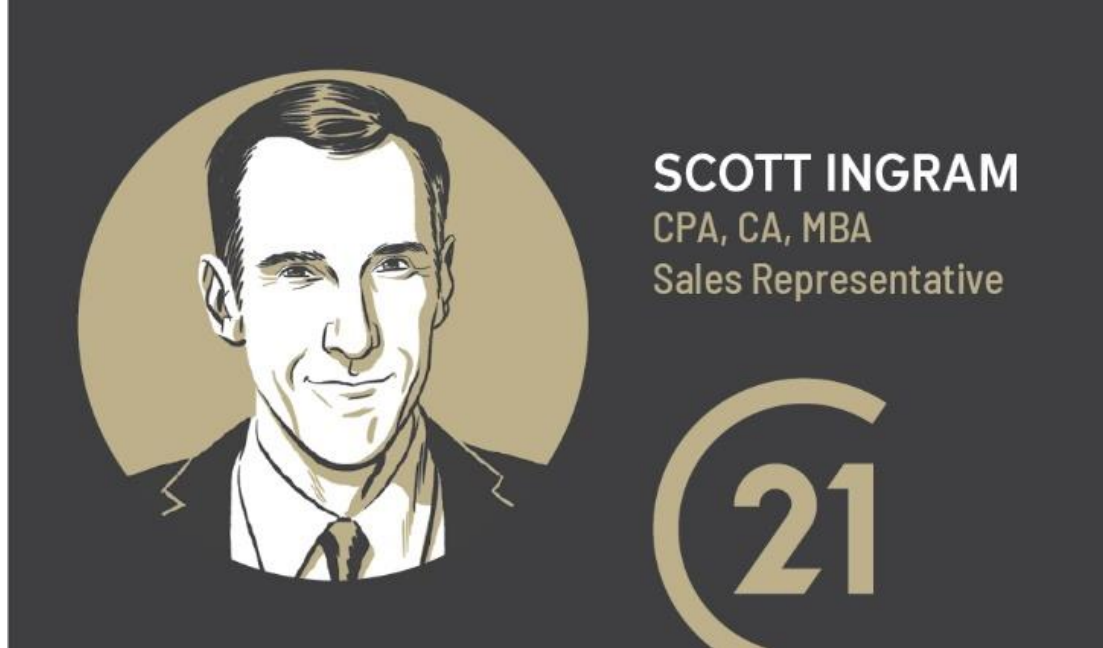
10 years ago: Condos 49% / Houses 49%

15 years ago: Condos 43% / Houses 55%

20 years ago: Condos 39% / Houses 59%

As the supply of houses is essentially fixed, and more new condos are completed, transaction share should keep **shifting towards condos**. Also, condos are often a “starter home” and not held onto as long on average as houses.

While **houses** were only 38% of 2018 sales transactions, they were **55% of dollar volume** (38% and 59% in 2017, 35% and 64% in 2016).



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