



Nikhil Oberoi

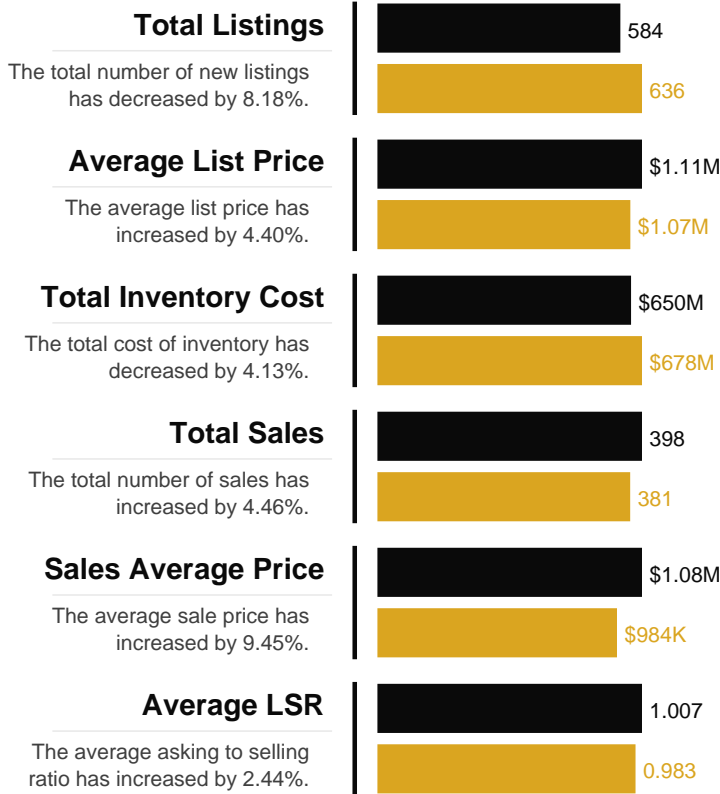
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Comparison

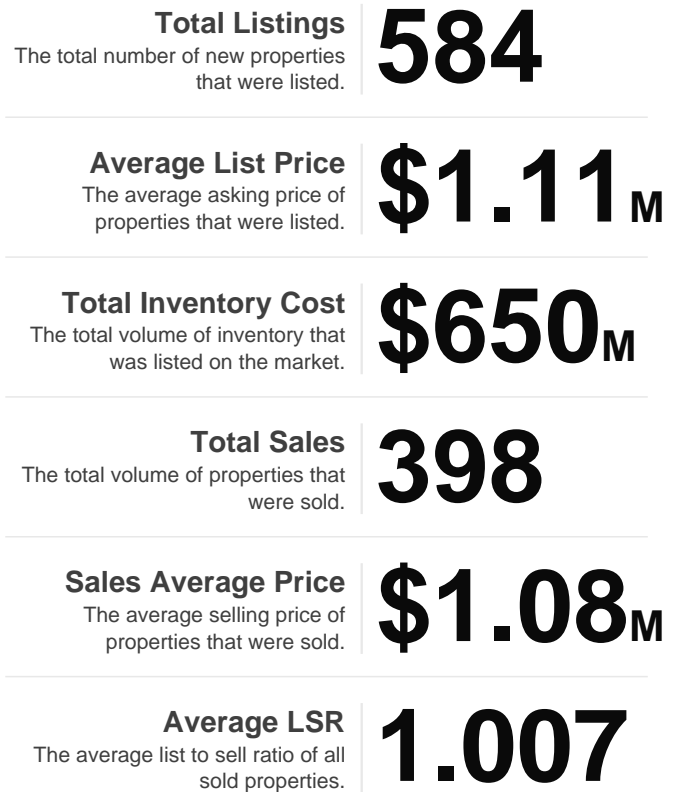
Below, we are comparing the year of 2020 to the year of 2019.

● 2020 ● 2019



Overview

Below, we are looking at the six key metrics within the year of 2020. These metrics include the total number of new properties listed and sold, average asking price and sale price and the average asking to selling ratio of all sold properties.



Average DOM

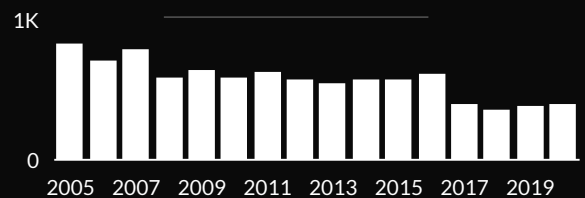
In the year of 2019, the average days on market was 22. In the year of 2020, the average days on market was 16. When compared to the year of 2019, the average days on market has decreased by 27.27%.

Total Sales Volume

In the year of 2019, the total volume of sales was \$375M. In the year of 2020, the total volume of sales was \$428M. When compared to the year of 2019, the total volume of sales has increased by 14.33%.

Total Sales | Quick Overview (See Page #5)

In the year of 2020, the total number of sales was 398.





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Total Listings

In the year of 2020, the total number of new listings was 584. In the year of 2019, the total number of new listings was 636. When compared to the year of 2019, the total number of new listings has decreased by 8.18%.

8.18%
Decrease



2020 vs 2019

In the year of 2019, the total number of new listings was 636. When compared to the year of 2019, the total number of new listings has decreased by 8.18%.

20.54%
Decrease



2020 vs 2018

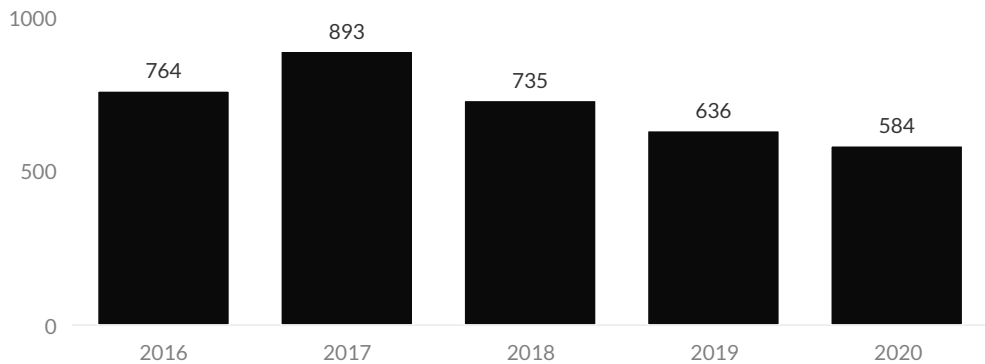
In the year of 2018, the total number of new listings was 735. When compared to the year of 2018, the total number of new listings has decreased by 20.54%.

34.60%
Decrease



2020 vs 2017

In the year of 2017, the total number of new listings was 893. When compared to the year of 2017, the total number of new listings has decreased by 34.60%.

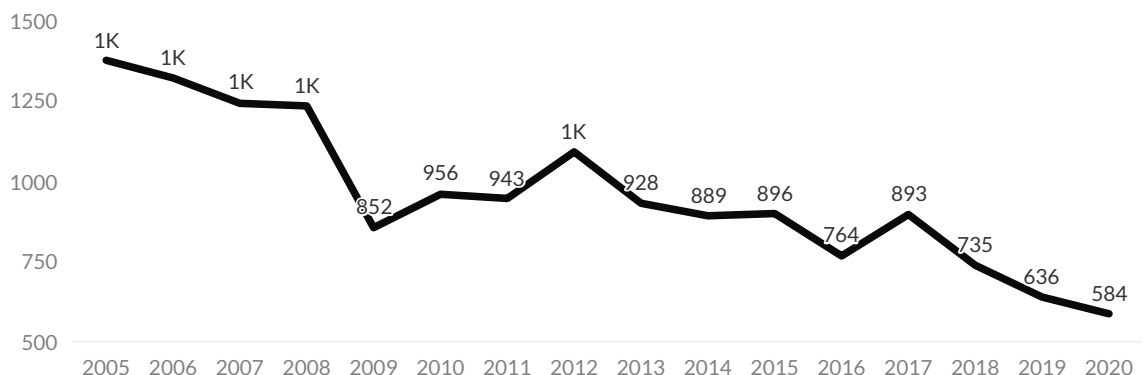


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen a total volume of 584 new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for all properties that have been listed over the last 4 years as of the end of 2020.





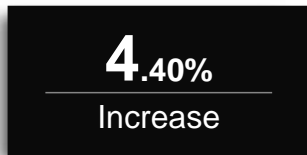
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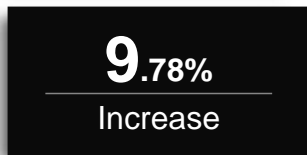
Average List Price

In the year of 2020, the average list price was \$1.11M. In the year of 2019, the average list price was \$1.07M. When compared to the year of 2019, the average list price has increased by 4.40%.



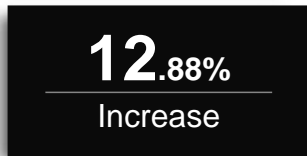
2020 vs 2019

In the year of 2019, the average list price was \$1.07M. When compared to the year of 2019, the average list price has increased by 4.40%.



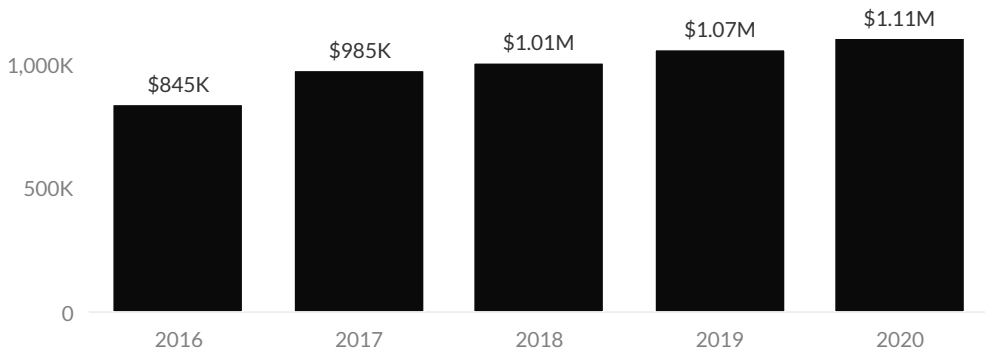
2020 vs 2018

In the year of 2018, the average list price was \$1.01M. When compared to the year of 2018, the average list price has increased by 9.78%.



2020 vs 2017

In the year of 2017, the average list price was \$985K. When compared to the year of 2017, the average list price has increased by 12.88%.

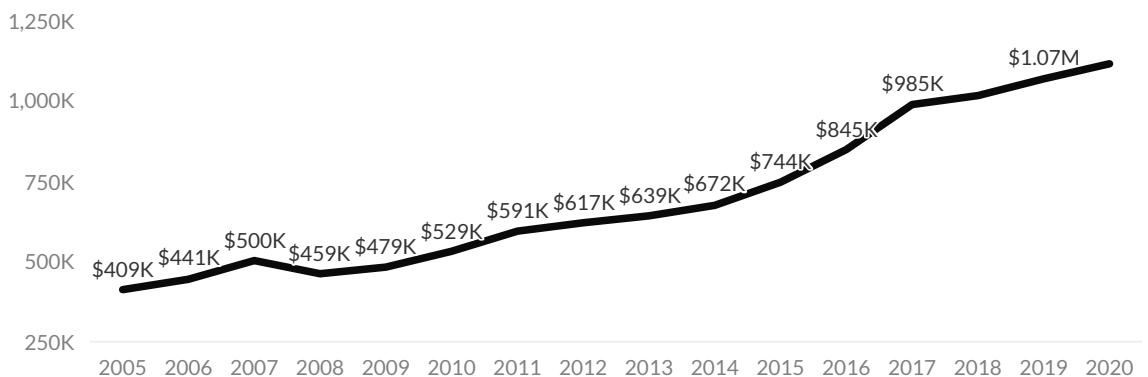


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen an average list price of \$1.11M for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average list price of all properties listed over the last 4 years as of 2020.



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Total Inventory Cost

In the year of 2020, the total cost of inventory was \$650M. In the year of 2019, the total cost of inventory was \$678M. When compared to the year of 2019, the total cost of inventory has decreased by 4.13%.

4.13%
Decrease



2020 vs 2019

In the year of 2019, the total cost of inventory was \$678M. When compared to the year of 2019, the total cost of inventory has decreased by 4.13%.

12.78%
Decrease



2020 vs 2018

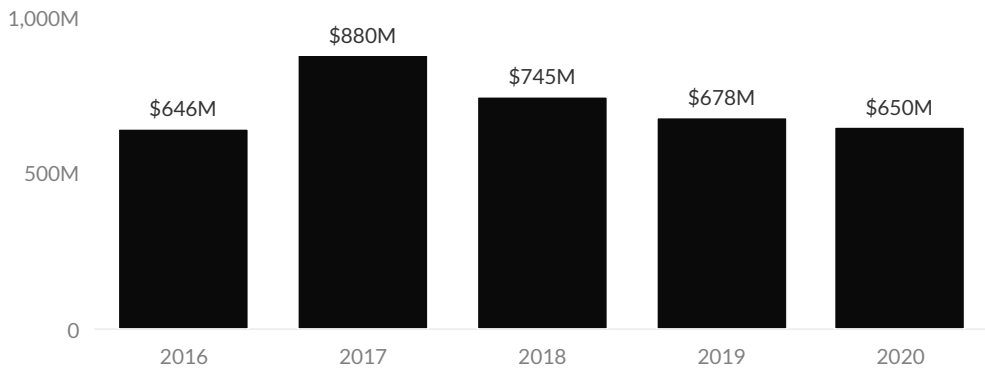
In the year of 2018, the total cost of inventory was \$745M. When compared to the year of 2018, the total cost of inventory has decreased by 12.78%.

26.18%
Decrease



2020 vs 2017

In the year of 2017, the total cost of inventory was \$880M. When compared to the year of 2017, the total cost of inventory has decreased by 26.18%.

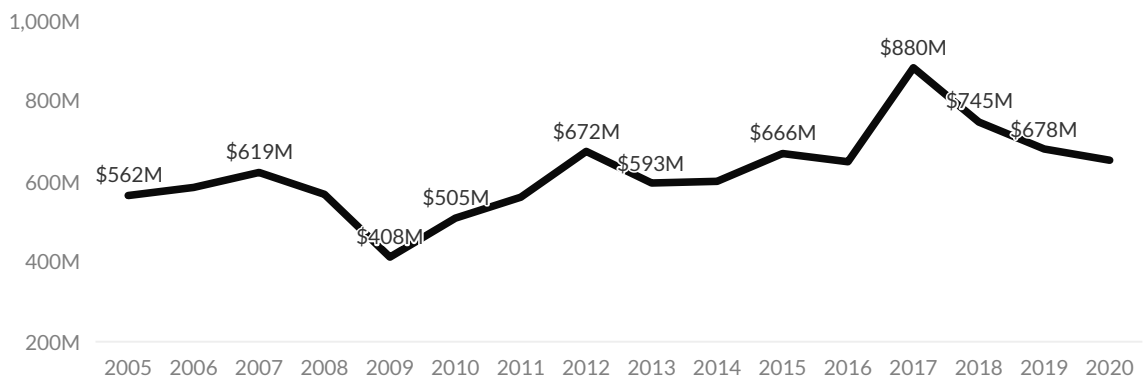


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen a total inventory volume of \$650M for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for the total cost of all new inventory over the last 4 years as of 2020.





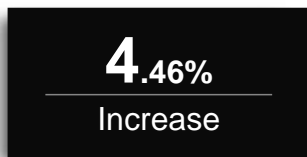
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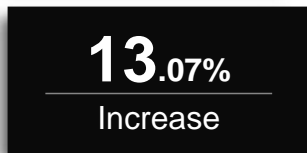
Total Sales

In the year of 2020, the total number of sales was 398. In the year of 2019, the total number of sales was 381. When compared to the year of 2019, the total number of sales has increased by 4.46%.



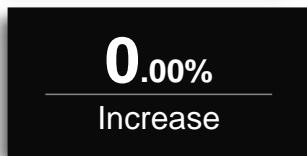
2020 vs 2019

In the year of 2019, the total number of sales was 381. When compared to the year of 2019, the total number of sales has increased by 4.46%.



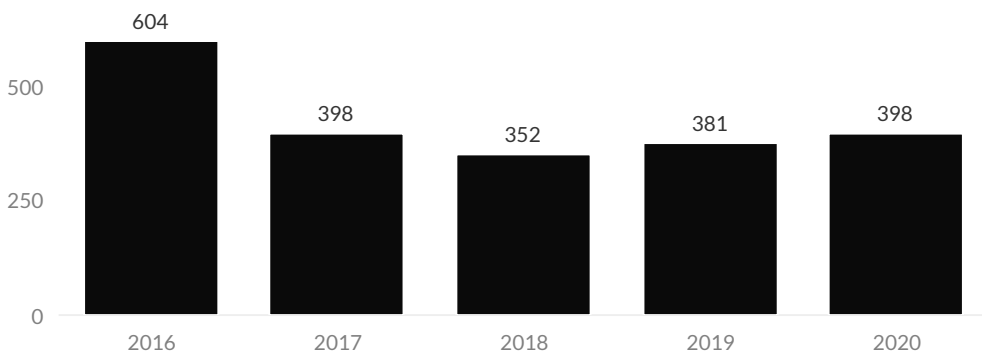
2020 vs 2018

In the year of 2018, the total number of sales was 352. When compared to the year of 2018, the total number of sales has increased by 13.07%.



2020 vs 2017

In the year of 2017, the total number of sales was 398. When compared to the year of 2017, the total number of sales has decreased by 0.00%.

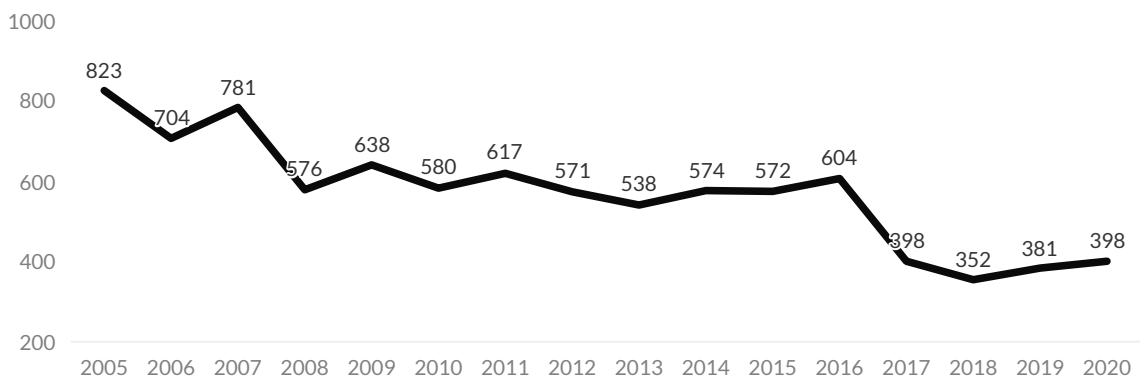


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen a total volume of 398 properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for all properties that have been sold over the last 4 years as of 2020.





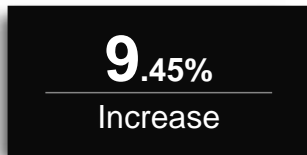
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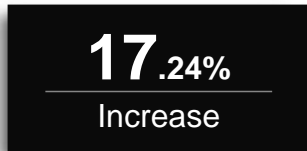
Sales Average Price

In the year of 2020, the average sale price was \$1.08M. In the year of 2019, the average sale price was \$984K. When compared to the year of 2019, the average sale price has increased by 9.45%.



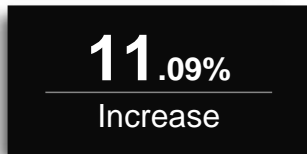
2020 vs 2019

In the year of 2019, the average sale price was \$984K. When compared to the year of 2019, the average sale price has increased by 9.45%.



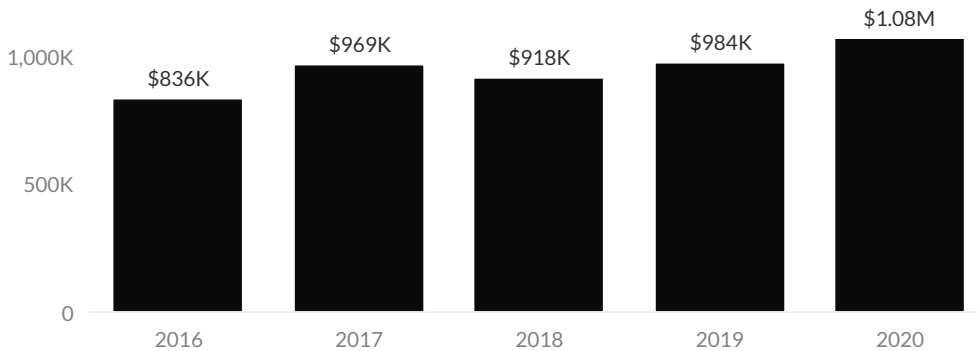
2020 vs 2018

In the year of 2018, the average sale price was \$918K. When compared to the year of 2018, the average sale price has increased by 17.24%.



2020 vs 2017

In the year of 2017, the average sale price was \$969K. When compared to the year of 2017, the average sale price has increased by 11.09%.

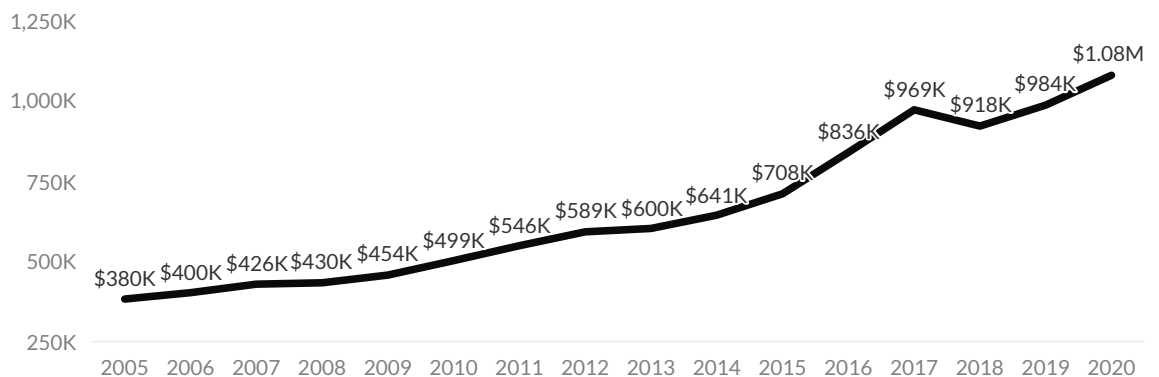


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen an average sale price of \$1.08M for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average sale price of all sold properties over the last 4 years as of 2020.



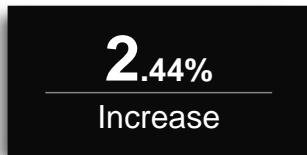


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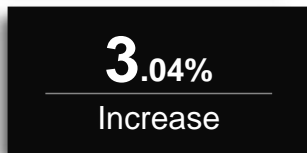
Average List to Sell Ratio

In the year of 2020, the average asking to selling ratio was 1.007. In the year of 2019, the average asking to selling ratio was 0.983. When compared to the year of 2019, the average asking to selling ratio has increased by 2.44%.



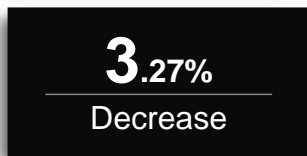
2020 vs 2019

In the year of 2019, the average asking to selling ratio was 0.983. When compared to the year of 2019, the average asking to selling ratio has increased by 2.44%.



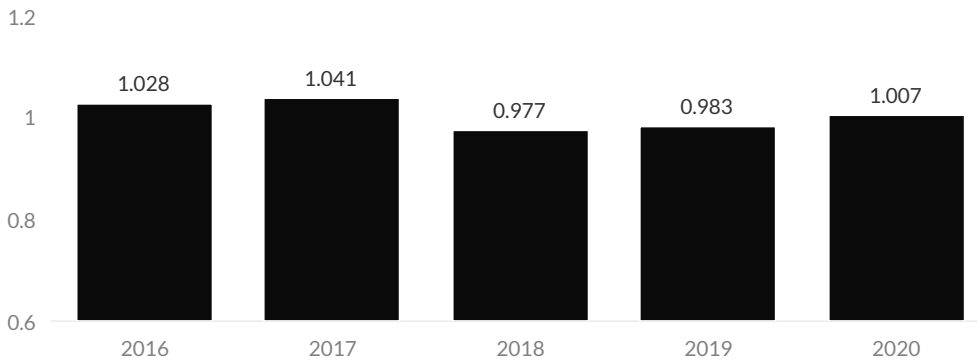
2020 vs 2018

In the year of 2018, the average asking to selling ratio was 0.977. When compared to the year of 2018, the average asking to selling ratio has increased by 3.04%.



2020 vs 2017

In the year of 2017, the average asking to selling ratio was 1.041. When compared to the year of 2017, the average asking to selling ratio has decreased by 3.27%.

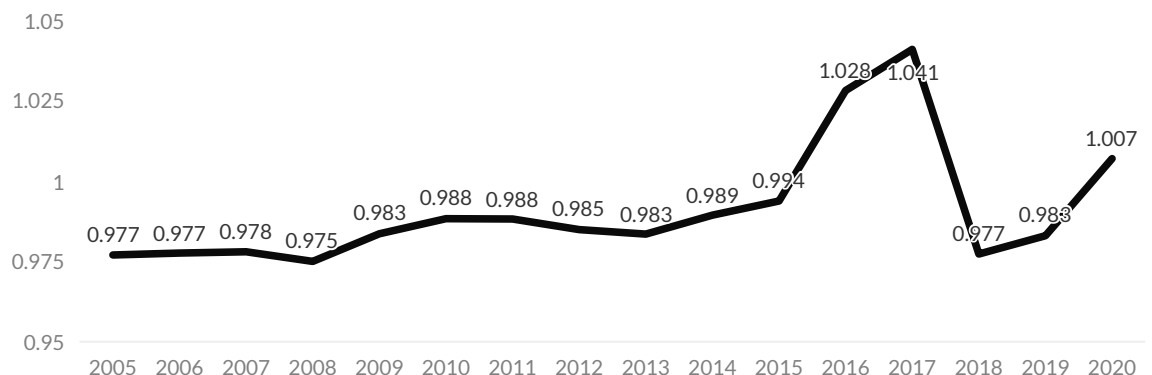


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen an average ask to sell price ratio of 1.007 for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average ask to sell price ratio of all sold properties over the last 4 years as of 2020.





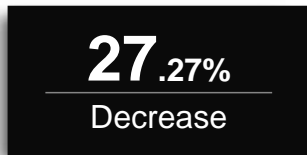
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Average Days on Market

In the year of 2020, the average days on market was 16. In the year of 2019, the average days on market was 22. When compared to the year of 2019, the average days on market has decreased by 27.27%.



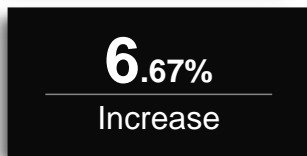
2020 vs 2019

In the year of 2019, the average days on market was 22. When compared to the year of 2019, the average days on market has decreased by 27.27%.



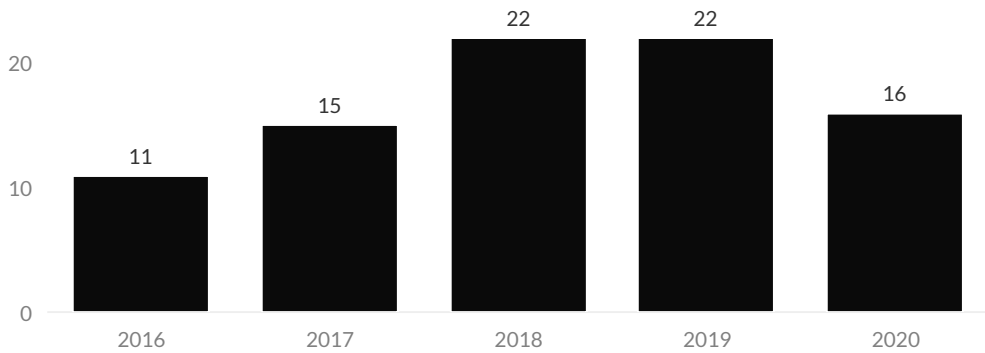
2020 vs 2018

In the year of 2018, the average days on market was 22. When compared to the year of 2018, the average days on market has decreased by 27.27%.



2020 vs 2017

In the year of 2017, the average days on market was 15. When compared to the year of 2017, the average days on market has increased by 6.67%.

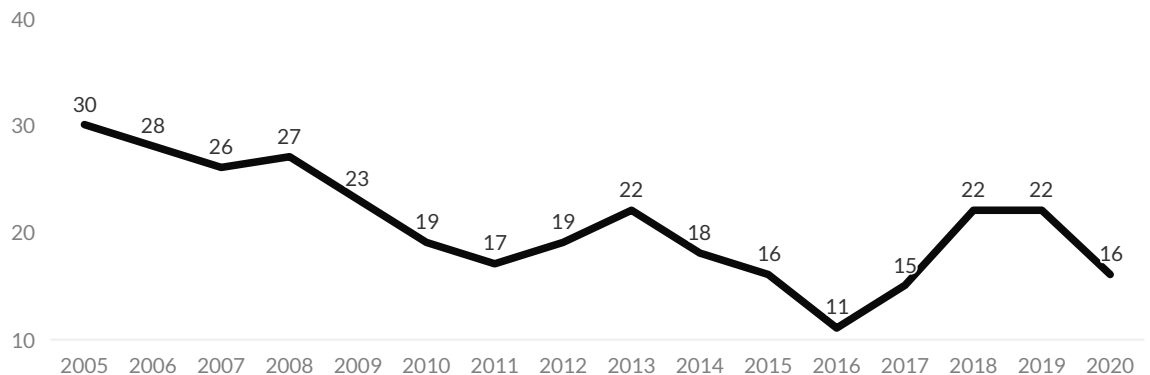


Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen an average days on market of 16 for all properties that have been sold.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends in the average days on market of all sold properties over the last 4 years as of 2020.





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Total Sales Volume

In the year of 2020, the total volume of sales was \$428M. In the year of 2019, the total volume of sales was \$375M. When compared to the year of 2019, the total volume of sales has increased by 14.33%.

14.33%
Increase



2020 vs 2019

In the year of 2019, the total volume of sales was \$375M. When compared to the year of 2019, the total volume of sales has increased by 14.33%.

32.56%
Increase



2020 vs 2018

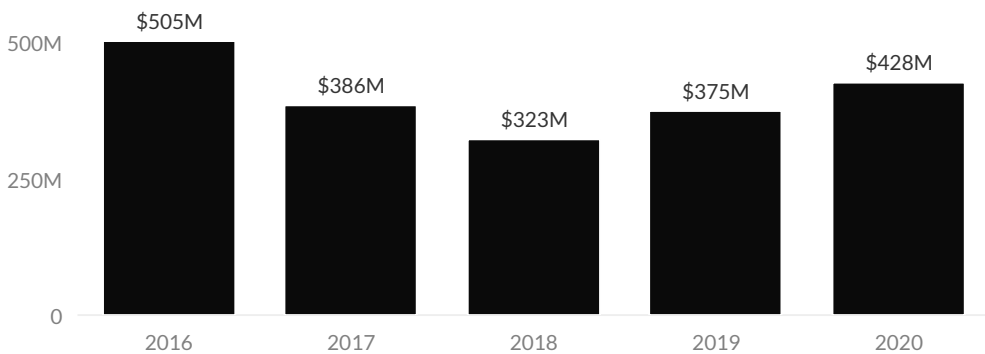
In the year of 2018, the total volume of sales was \$323M. When compared to the year of 2018, the total volume of sales has increased by 32.56%.

11.09%
Increase



2020 vs 2017

In the year of 2017, the total volume of sales was \$386M. When compared to the year of 2017, the total volume of sales has increased by 11.09%.



Overview

The bar graph to the left provides an overview of 2020 for the last 4 years leading up to 2020. In the year of 2020, we have seen a total sales volume of \$428M for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in annual (on a yearly interval) trends for the total cost of all sold properties over the last 4 years as of 2020.

