



Nikhil Oberoi

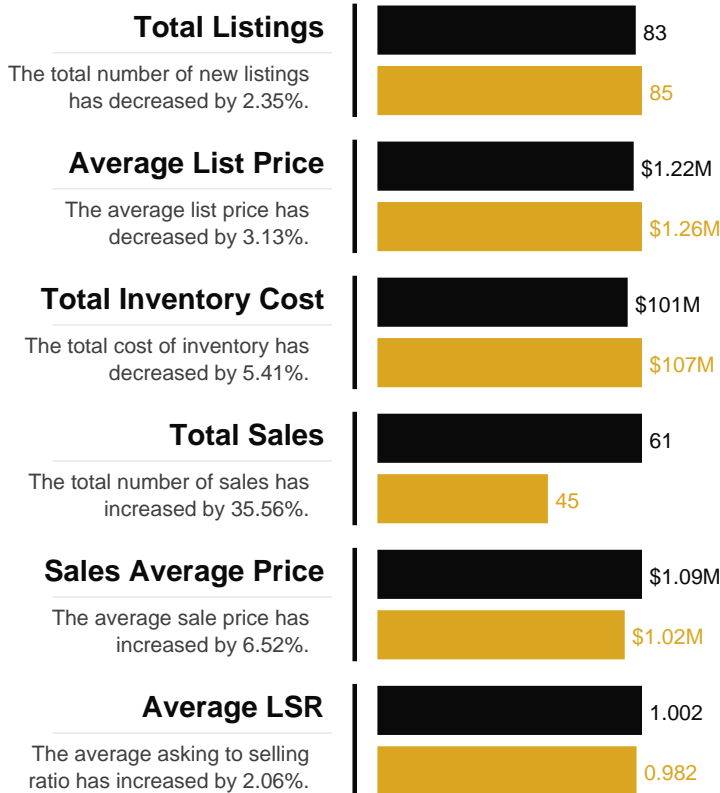
nik@thinknik.ca
647-924-0848



Comparison

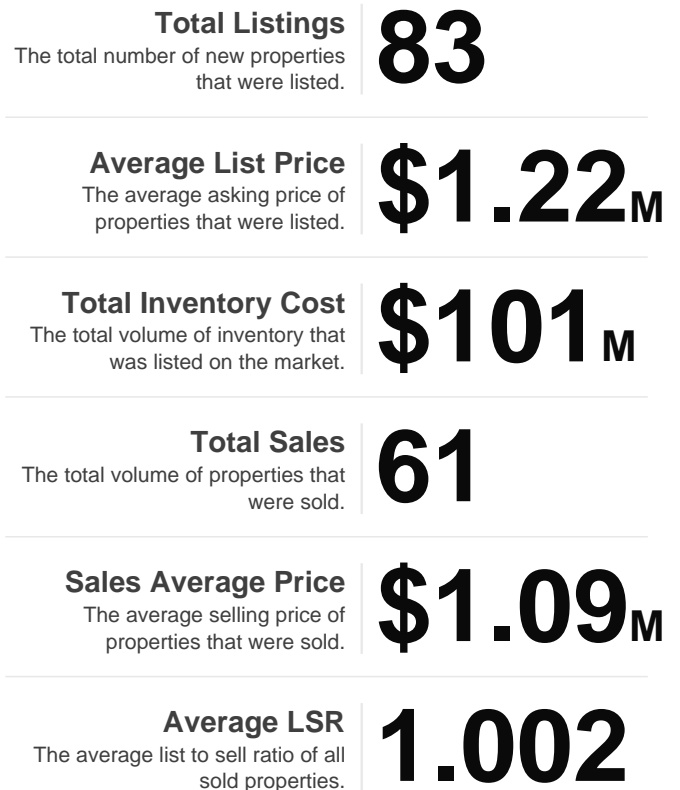
Below, we are comparing the year of 2020 to the year of 2019.

● 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

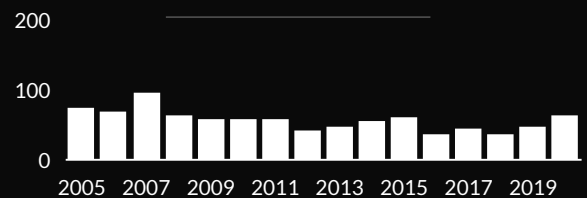
In the year of 2019, the average days on market was 22. In the year of 2020, the average days on market was 18. When compared to the year of 2019, the average days on market has decreased by 18.18%.

Total Sales Volume

In the year of 2019, the total volume of sales was \$45.9M. In the year of 2020, the total volume of sales was \$66.2M. When compared to the year of 2019, the total volume of sales has increased by 44.39%.

Total Sales | Quick Overview (See Page #5)

In the year of 2020, the total number of sales was 61.





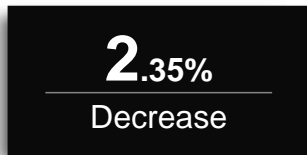
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nik@thinknik.ca
647-924-0848



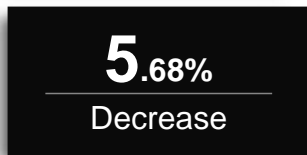
Total Listings

In the year of 2020, the total number of new listings was 83. In the year of 2019, the total number of new listings was 85. When compared to the year of 2019, the total number of new listings has decreased by 2.35%.



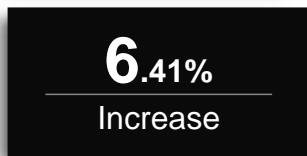
2020 vs 2019

In the year of 2019, the total number of new listings was 85. When compared to the year of 2019, the total number of new listings has decreased by 2.35%.



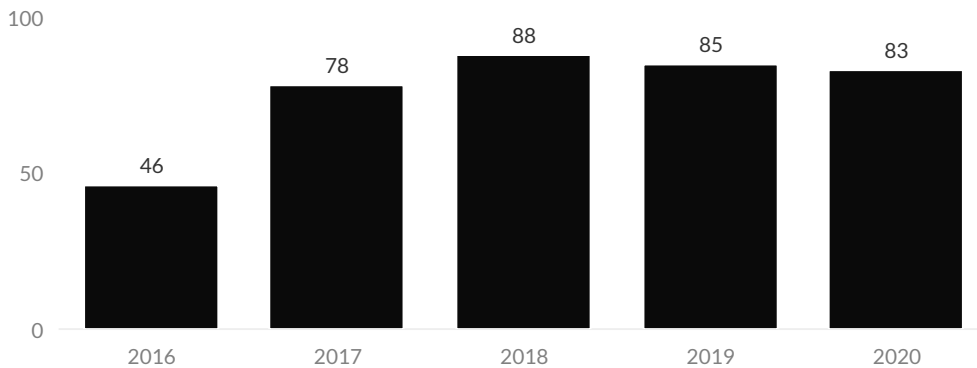
2020 vs 2018

In the year of 2018, the total number of new listings was 88. When compared to the year of 2018, the total number of new listings has decreased by 5.68%.



2020 vs 2017

In the year of 2017, the total number of new listings was 78. When compared to the year of 2017, the total number of new listings has increased by 6.41%.

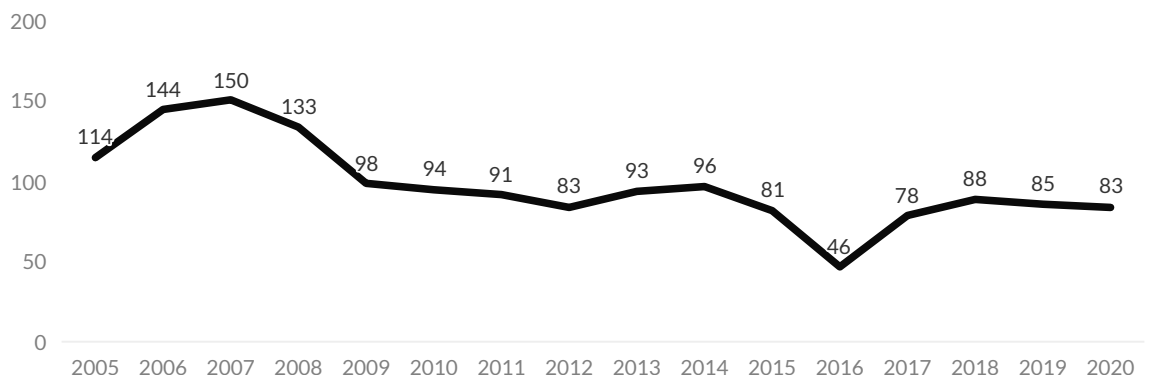


Overview

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 83 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.





Nikhil Oberoi

nik@thinknik.ca
647-924-0848



Average List Price

In the year of 2020, the average list price was \$1.22M. In the year of 2019, the average list price was \$1.26M. When compared to the year of 2019, the average list price has decreased by 3.13%.

3.13%
Decrease



2020 vs 2019

In the year of 2019, the average list price was \$1.26M. When compared to the year of 2019, the average list price has decreased by 3.13%.

4.82%
Increase



2020 vs 2018

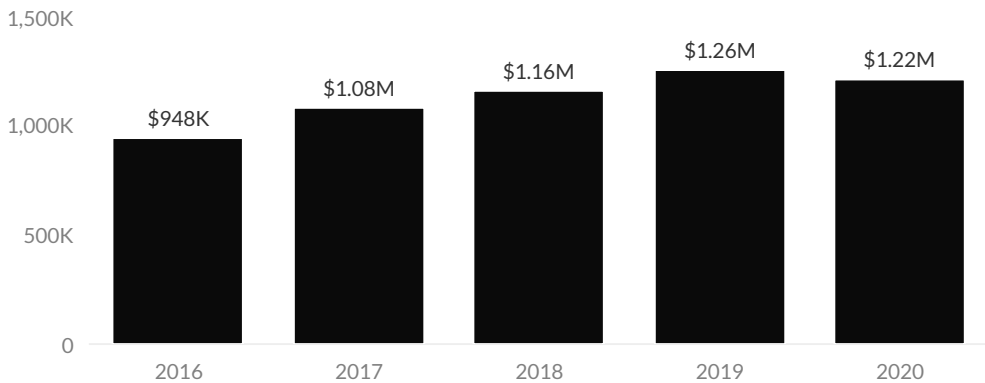
In the year of 2018, the average list price was \$1.16M. When compared to the year of 2018, the average list price has increased by 4.82%.

12.68%
Increase



2020 vs 2017

In the year of 2017, the average list price was \$1.08M. When compared to the year of 2017, the average list price has increased by 12.68%.

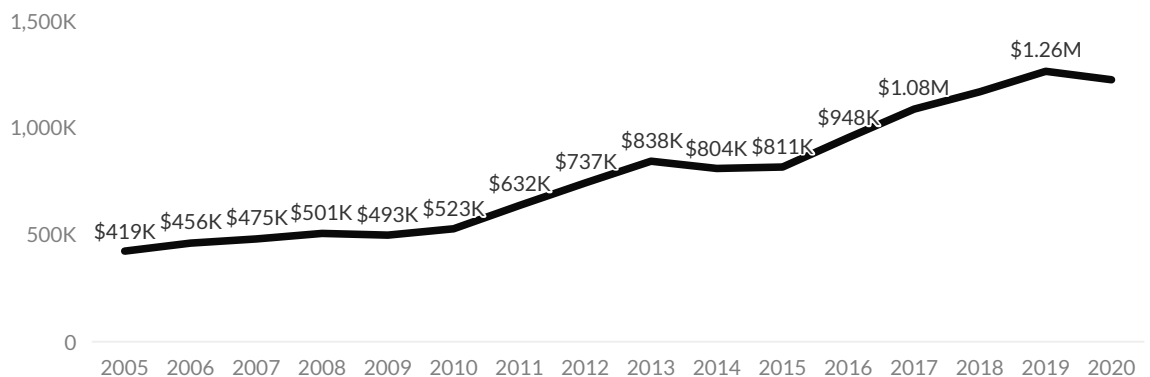


Overview

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 \$1.22M 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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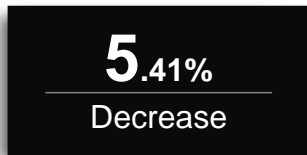
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nik@thinknik.ca
647-924-0848



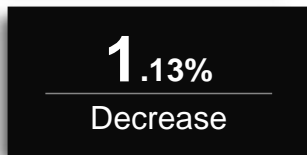
Total Inventory Cost

In the year of 2020, the total cost of inventory was \$101M. In the year of 2019, the total cost of inventory was \$107M. When compared to the year of 2019, the total cost of inventory has decreased by 5.41%.



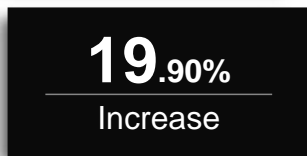
2020 vs 2019

In the year of 2019, the total cost of inventory was \$107M. When compared to the year of 2019, the total cost of inventory has decreased by 5.41%.



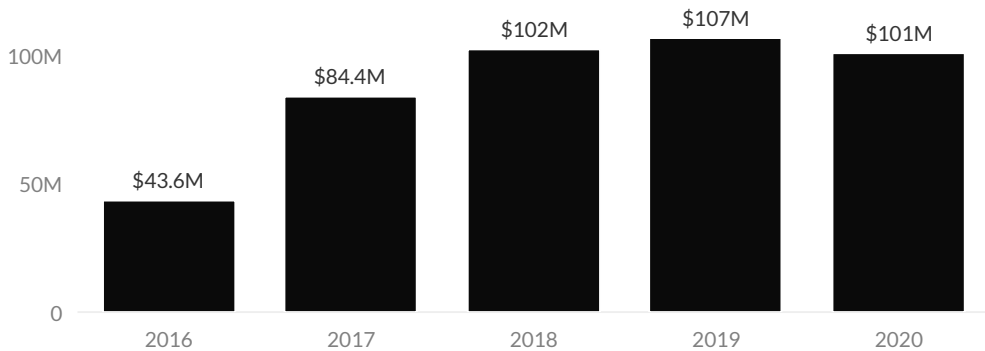
2020 vs 2018

In the year of 2018, the total cost of inventory was \$102M. When compared to the year of 2018, the total cost of inventory has decreased by 1.13%.



2020 vs 2017

In the year of 2017, the total cost of inventory was \$84.4M. When compared to the year of 2017, the total cost of inventory has increased by 19.90%.

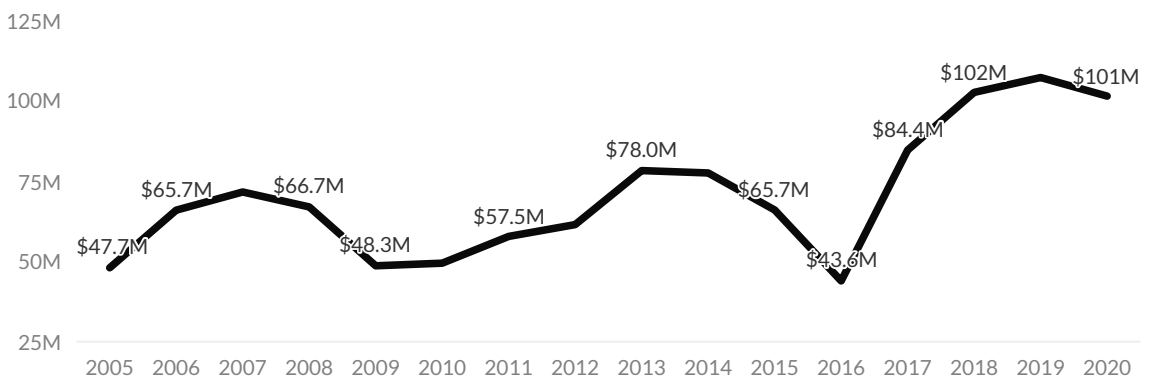


Overview

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 \$101M 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.





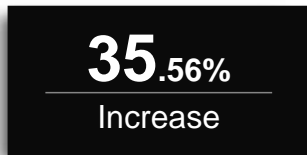
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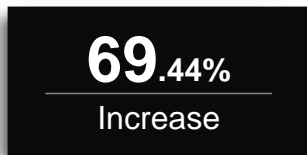
Total Sales

In the year of 2020, the total number of sales was 61. In the year of 2019, the total number of sales was 45. When compared to the year of 2019, the total number of sales has increased by 35.56%.



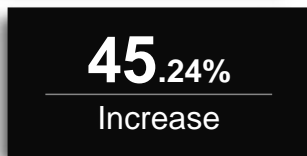
2020 vs 2019

In the year of 2019, the total number of sales was 45. When compared to the year of 2019, the total number of sales has increased by 35.56%.



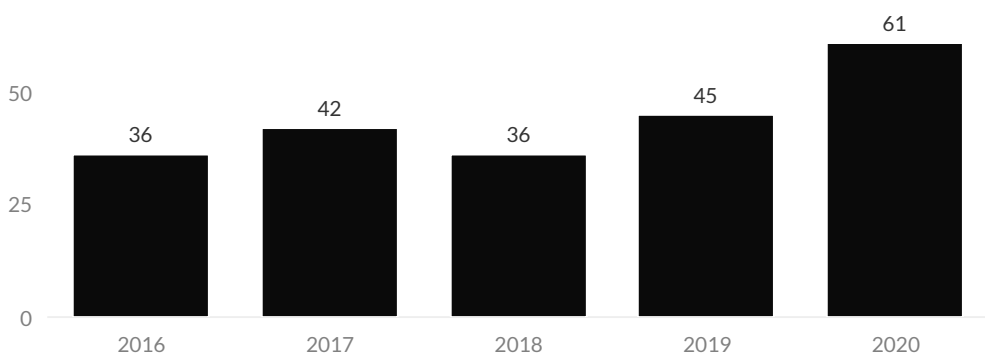
2020 vs 2018

In the year of 2018, the total number of sales was 36. When compared to the year of 2018, the total number of sales has increased by 69.44%.



2020 vs 2017

In the year of 2017, the total number of sales was 42. When compared to the year of 2017, the total number of sales has increased by 45.24%.

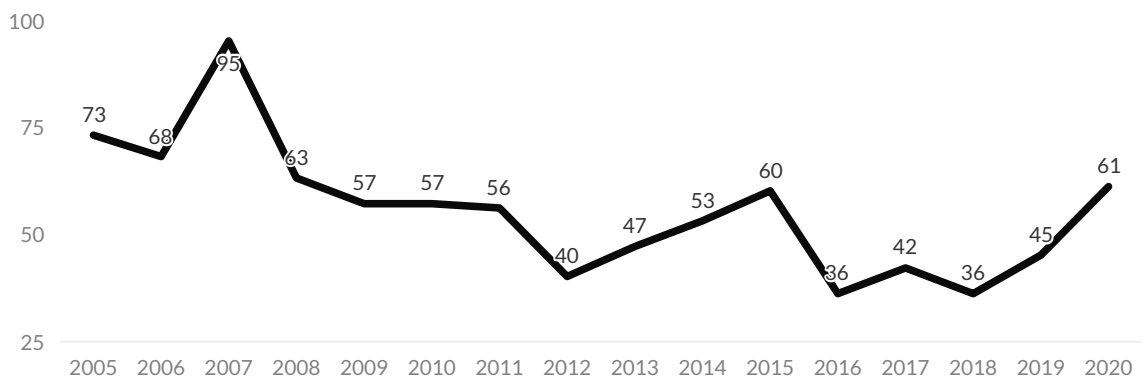


Overview

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 61 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.





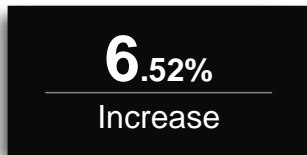
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647-924-0848



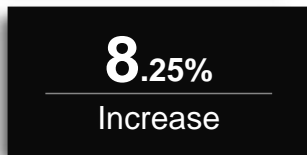
Sales Average Price

In the year of 2020, the average sale price was \$1.09M. In the year of 2019, the average sale price was \$1.02M. When compared to the year of 2019, the average sale price has increased by 6.52%.



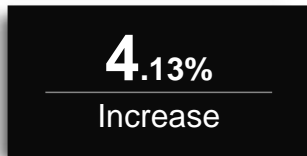
2020 vs 2019

In the year of 2019, the average sale price was \$1.02M. When compared to the year of 2019, the average sale price has increased by 6.52%.



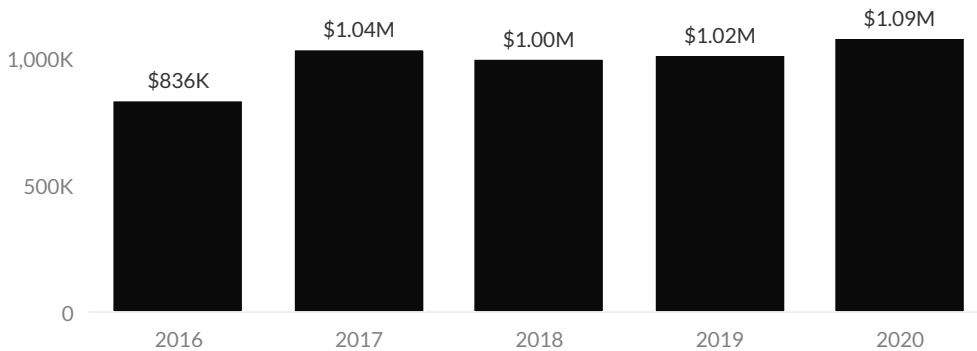
2020 vs 2018

In the year of 2018, the average sale price was \$1.00M. When compared to the year of 2018, the average sale price has increased by 8.25%.



2020 vs 2017

In the year of 2017, the average sale price was \$1.04M. When compared to the year of 2017, the average sale price has increased by 4.13%.

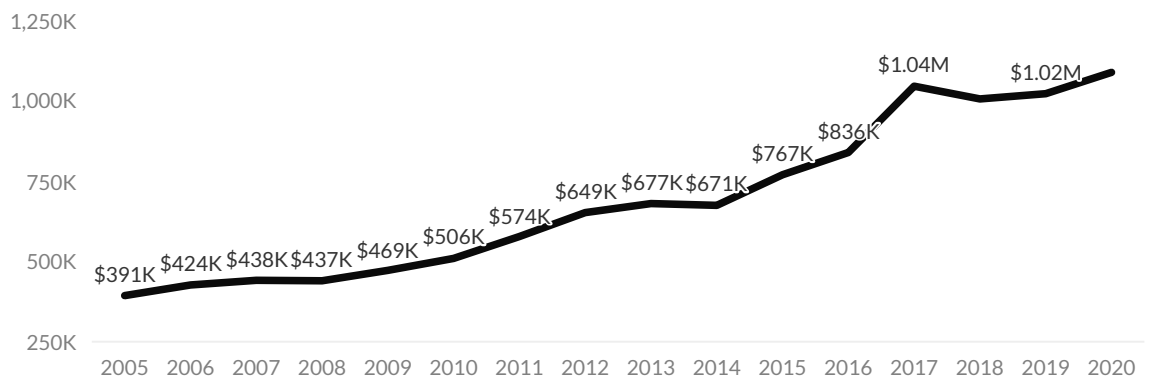


Overview

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 \$1.09M 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.





Nikhil Oberoi

nik@thinknik.ca
647-924-0848



Average List to Sell Ratio

In the year of 2020, the average asking to selling ratio was 1.002. In the year of 2019, the average asking to selling ratio was 0.982. When compared to the year of 2019, the average asking to selling ratio has increased by 2.06%.

2.06%
Increase



2020 vs 2019

In the year of 2019, the average asking to selling ratio was 0.982. When compared to the year of 2019, the average asking to selling ratio has increased by 2.06%.

3.25%
Increase



2020 vs 2018

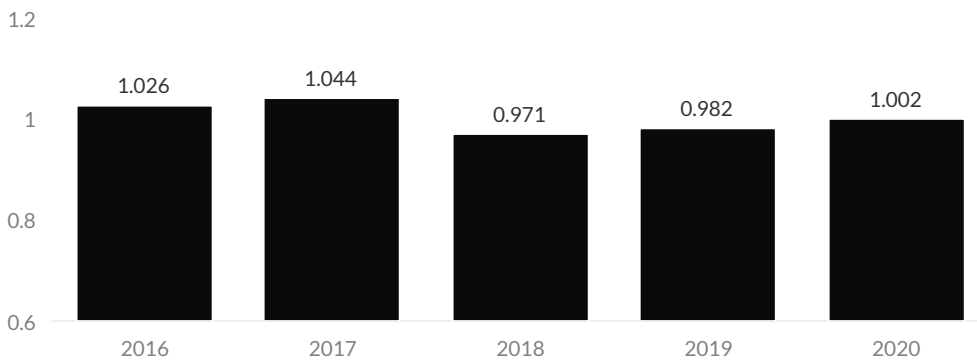
In the year of 2018, the average asking to selling ratio was 0.971. When compared to the year of 2018, the average asking to selling ratio has increased by 3.25%.

4.01%
Decrease



2020 vs 2017

In the year of 2017, the average asking to selling ratio was 1.044. When compared to the year of 2017, the average asking to selling ratio has decreased by 4.01%.

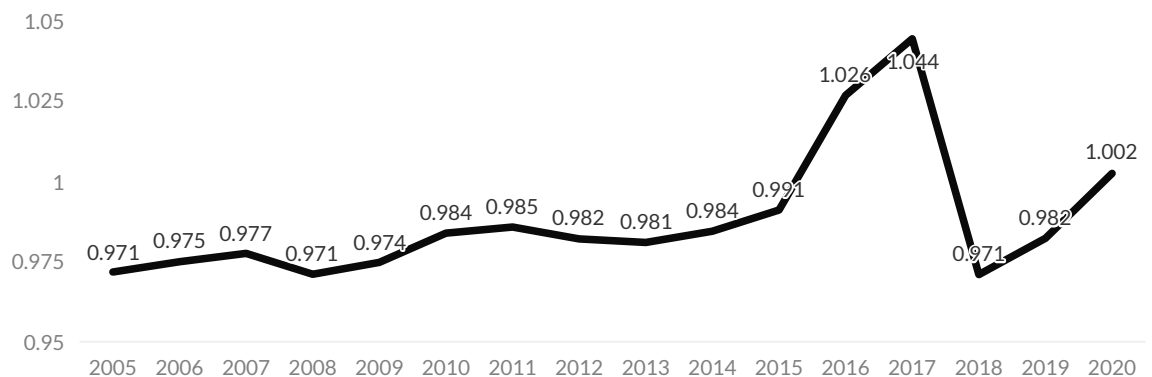


Overview

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 1.002 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.





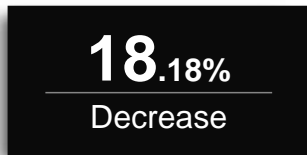
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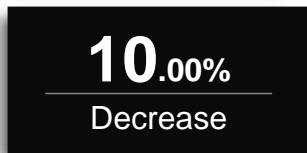
Average Days on Market

In the year of 2020, the average days on market was 18. 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 18.18%.



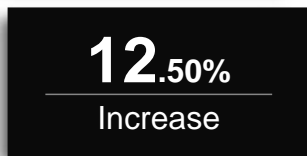
2020 vs 2019

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 18.18%.



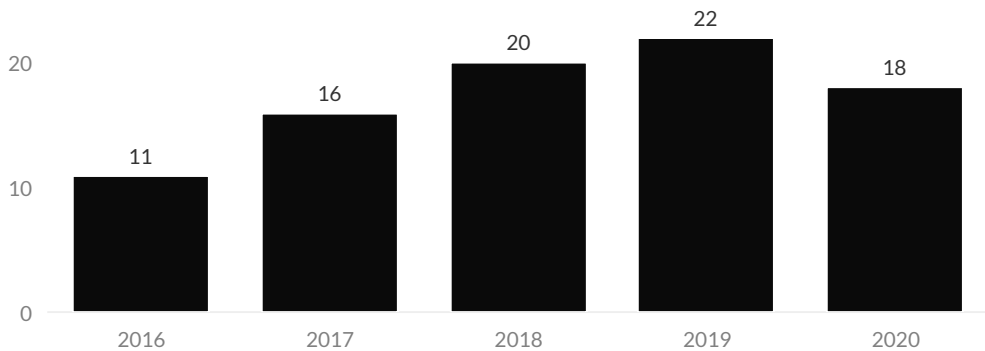
2020 vs 2018

In the year of 2018, the average days on market was 20. When compared to the year of 2018, the average days on market has decreased by 10.00%.



2020 vs 2017

In the year of 2017, the average days on market was 16. When compared to the year of 2017, the average days on market has increased by 12.50%.

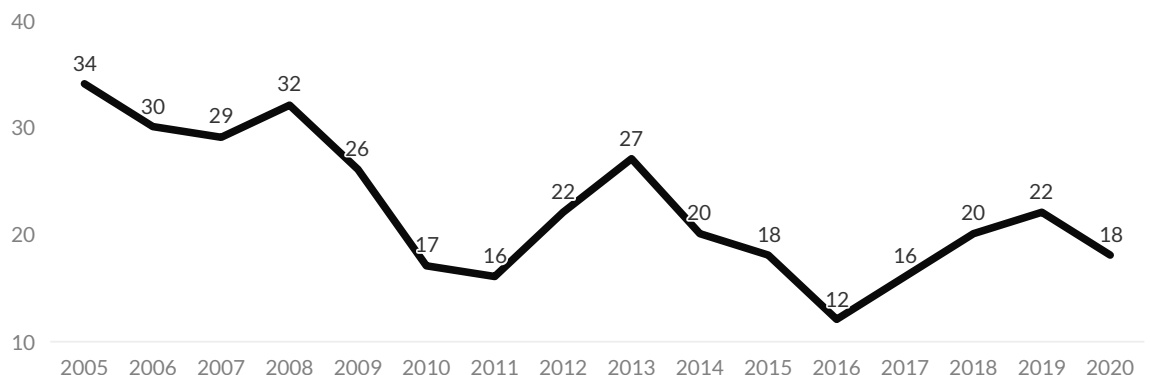


Overview

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 18 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.





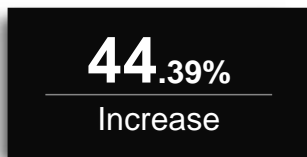
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647-924-0848



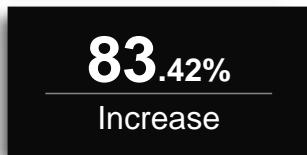
Total Sales Volume

In the year of 2020, the total volume of sales was \$66.2M. In the year of 2019, the total volume of sales was \$45.9M. When compared to the year of 2019, the total volume of sales has increased by 44.39%.



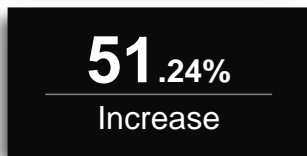
2020 vs 2019

In the year of 2019, the total volume of sales was \$45.9M. When compared to the year of 2019, the total volume of sales has increased by 44.39%.



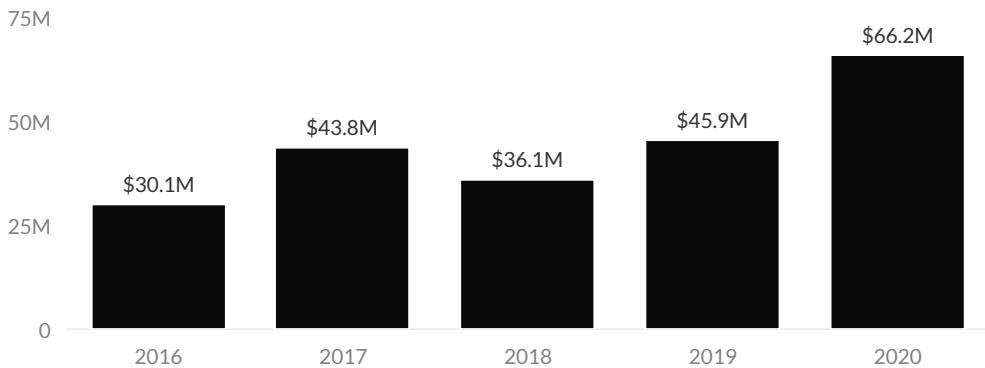
2020 vs 2018

In the year of 2018, the total volume of sales was \$36.1M. When compared to the year of 2018, the total volume of sales has increased by 83.42%.



2020 vs 2017

In the year of 2017, the total volume of sales was \$43.8M. When compared to the year of 2017, the total volume of sales has increased by 51.24%.



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 \$66.2M 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.

