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Gary A. McGowan Real Estate Team

KELLERWILLIAMS REALTYCENTRES

Quick Review

In April, 2023, we have seen 14.2K properties listed which has resulted in a 34.20% decrease from April, 2022 in which 21.6K properties were listed; We have seen a year to date volume of 48.9K in 2023 and 71.3K in 2022 resulting in a 31.43% decrease.

In April, 2023, we have seen a total volume of 8.66K sold properties which has resulted in a 3.52% decrease from April, 2022 in which 8.98K listings were sold; We have seen a year to date volume of 25.8K in 2023 and 38.2K in 2022 resulting in a 32.54% decrease.

The average sales price in April, 2023 is $1.14M, an 8.96% decrease from April, 2022. The average sales price of April, 2022 was $1.25M. We have seen a year to date average sales price of $1.10M in 2023 and $1.29M in 2022 resulting in a 14.56% decrease.

The average ask to sell ratio in April, 2023 was 1.038, a 3.92% decrease from April, 2022 with an ask to sell ratio of 1.081. We have seen a year to date average ask to sell ratio of 1.016 in 2023 and 1.136 in 2022 resulting in a 10.59% decrease.

Key Figures

	Apr, 2023	Apr, 2022	Percent Change
New Listings	14.2K	21.6K	-34.20%
Average Asking Price	$1.33M	$1.28M	+3.59%
Sold Properties	8.66K	8.98K	-3.52%
Average Sale Price	$1.14M	$1.25M	-8.96%
Days on Market Until Sale	19.00	13.00	+46.15%
Average Ask to Sell Ratio	1.038	1.081	-3.92%

Table of Contents

Market Report 1
New Listings 2
Average Asking Price 4
Sold Properties 6
Average Sale Price 8
Days on Market Until Sale 10
Average Ask to Sell Ratio 12

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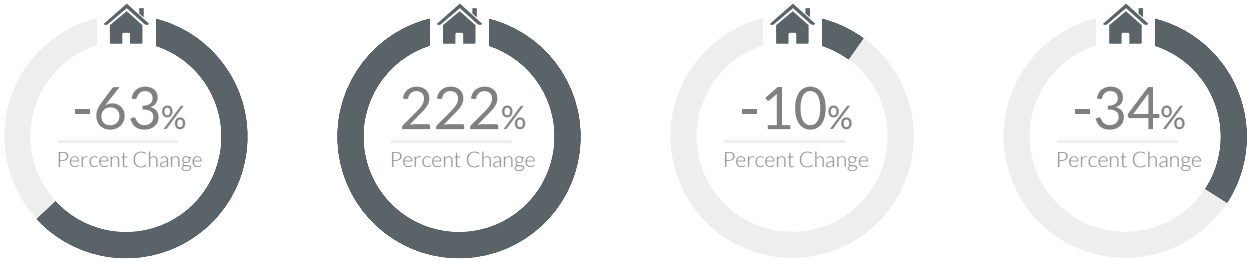
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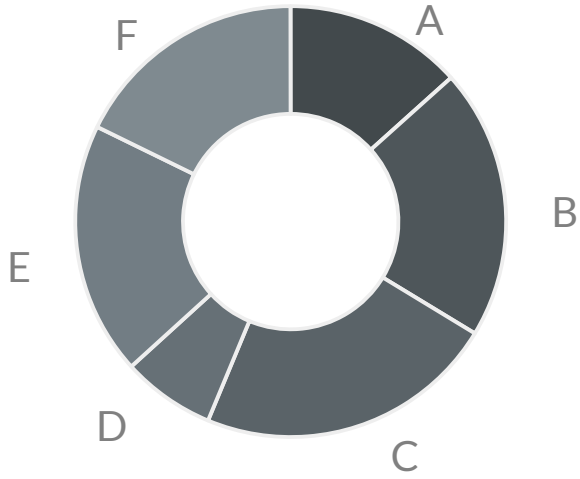
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New Listings

Overview of the number of listings which have been added to the market as of April, 2023



7.43K	24.0K	21.6K	14.2K
Apr, 2020	Apr, 2021	Apr, 2022	Apr, 2023



A APR, 2023

There were 14.2K new listings, a 34.20% decrease from April, 2022

B APR, 2022

There were 21.6K new listings, a 10.03% decrease from April, 2021

C APR, 2021

There were 24.0K new listings, a 222.99% increase from April, 2020

D APR, 2020

There were 7.43K new listings, a 63.16% decrease from April, 2019

E APR, 2019

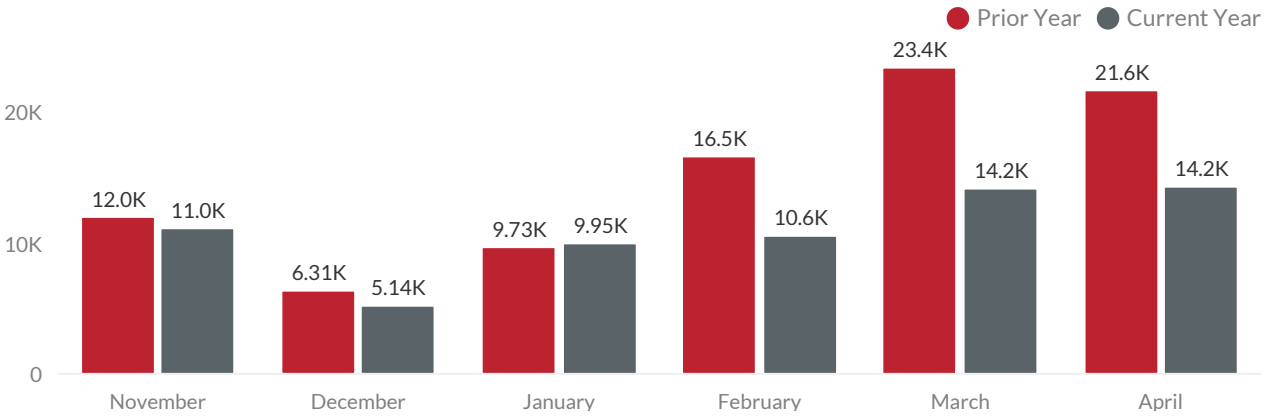
There were 20.2K new listings, a 6.93% increase from April, 2018

F APR, 2018

There were 18.9K new listings, a 24.50% decrease from April, 2017

Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



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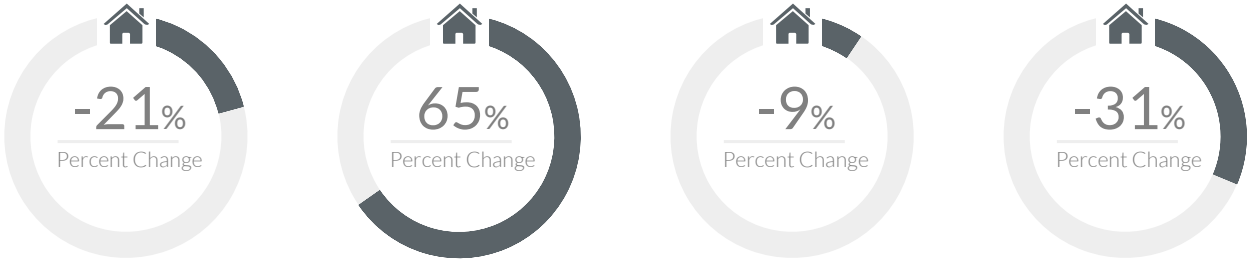
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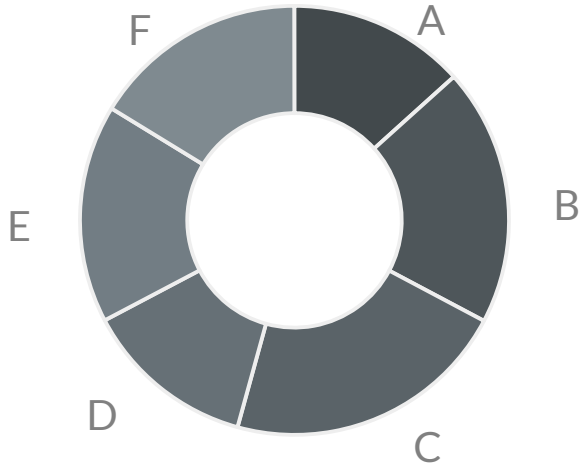
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New Listings

Overview of the number of listings which have been added to the market as of April, 2023



47.6K	78.8K	71.3K	48.9K
YTD 2020	YTD 2021	YTD 2022	YTD 2023



Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



A YTD 2023

There were 48.9K new listings, a 31.43% decrease from April, 2022

B YTD 2022

There were 71.3K new listings, a 9.63% decrease from April, 2021

C YTD 2021

There were 78.8K new listings, a 65.52% increase from April, 2020

D YTD 2020

There were 47.6K new listings, a 21.07% decrease from April, 2019

E YTD 2019

There were 60.4K new listings, a 1.35% increase from April, 2018

F YTD 2018

There were 59.5K new listings, a 10.02% decrease from April, 2017

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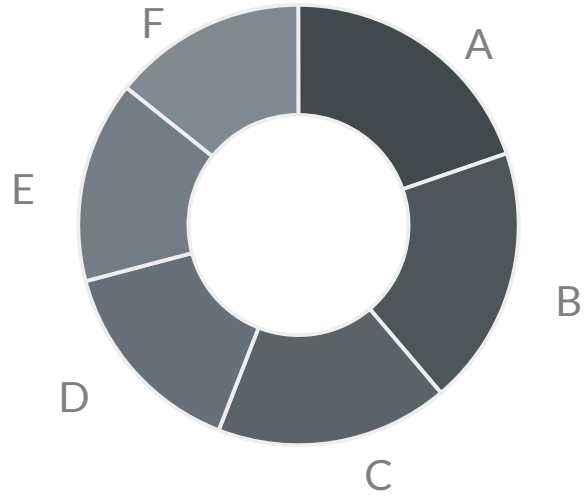


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Average Asking Price

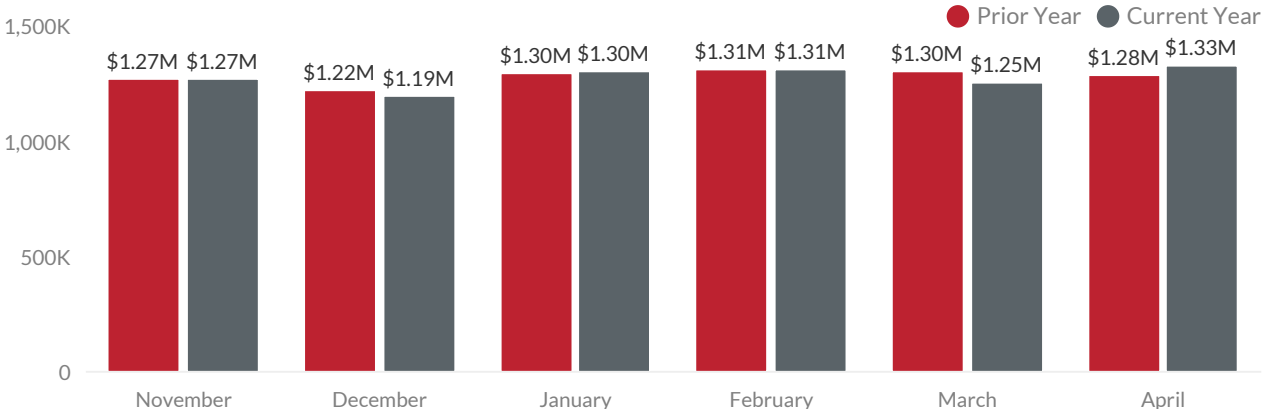
Overview of the average asking price based on new listings as of April, 2023

1%	14%	11%	3%
Percent Change	Percent Change	Percent Change	Percent Change
$1.01M	$1.15M	$1.28M	$1.33M
Apr, 2020	Apr, 2021	Apr, 2022	Apr, 2023



Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis



A APR, 2023
The average asking price was $1.33M, a 3.59% increase from April, 2022

B APR, 2022
The average asking price was $1.28M, an 11.32% increase from April, 2021

C APR, 2021
The average asking price was $1.15M, a 14.18% increase from April, 2020

D APR, 2020
The average asking price was $1.01M, a 1.07% increase from April, 2019

E APR, 2019
The average asking price was $1.00M, a 3.98% increase from April, 2018

F APR, 2018
The average asking price was $962K, a 1.82% increase from April, 2017

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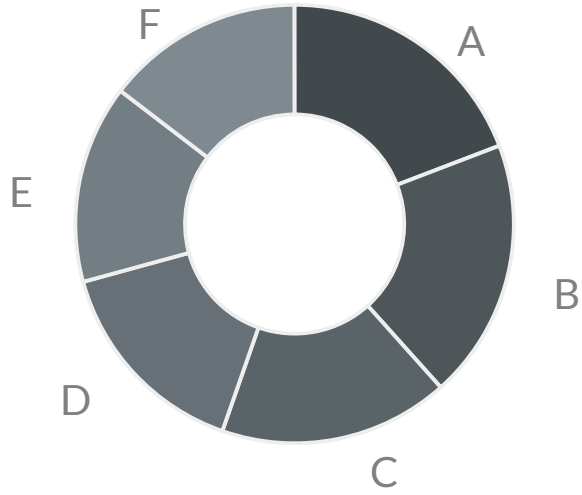
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Average Asking Price

Overview of the average asking price based on new listings as of April, 2023

5%	10%	13%	0.06%
Percent Change	Percent Change	Percent Change	Percent Change
$1.04M	$1.15M	$1.30M	$1.30M
YTD 2020	YTD 2021	YTD 2022	YTD 2023



Monthly Sales Price

Overview of the average average price based on new listings on a monthly basis



A YTD 2023

The average asking price was $1.30M, a 0.06% increase from April, 2022

B YTD 2022

The average asking price was $1.30M, a 13.11% increase from April, 2021

C YTD 2021

The average asking price was $1.15M, a 10.03% increase from April, 2020

D YTD 2020

The average asking price was $1.04M, a 5.28% increase from April, 2019

E YTD 2019

The average asking price was $990K, a 0.33% increase from April, 2018

F YTD 2018

The average asking price was $986K, a 6.25% increase from April, 2017

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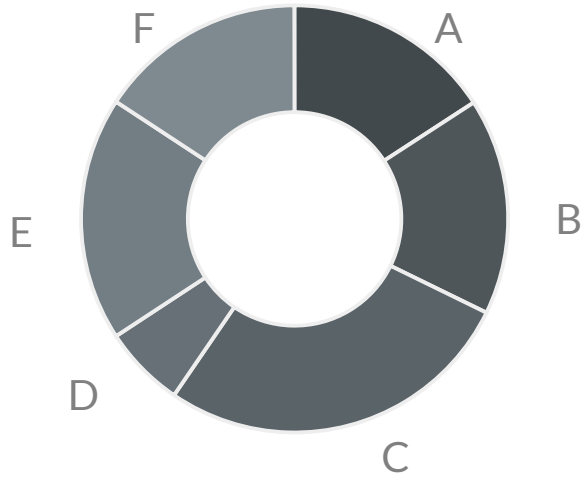


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Sold Properties

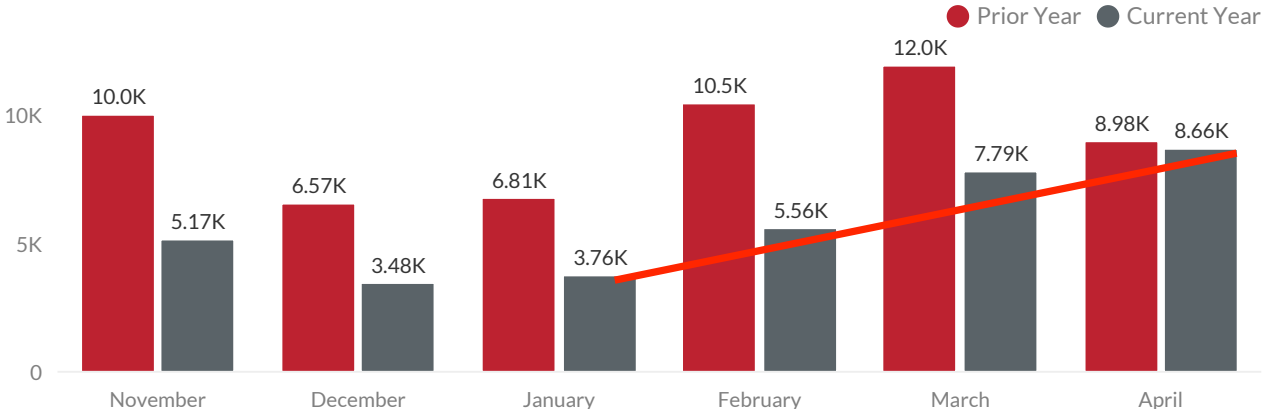
Overview of the number of sold properties as of April, 2023

-66%	339%	-39%	-3%
Percent Change	Percent Change	Percent Change	Percent Change
3.40K	**14.9K**	**8.98K**	**8.66K**
Apr, 2020	Apr, 2021	Apr, 2022	Apr, 2023



Monthly Sold Properties

Overview of the number of sold properties on a monthly basis



A APR, 2023
There were 8.66K sold properties, a 3.52% decrease from April, 2022

B APR, 2022
There were 8.98K sold properties, a 39.89% decrease from April, 2021

C APR, 2021
There were 14.9K sold properties, a 339.58% increase from April, 2020

D APR, 2020
There were 3.40K sold properties, a 66.42% decrease from April, 2019

E APR, 2019
There were 10.1K sold properties, a 17.49% increase from April, 2018

F APR, 2018
There were 8.61K sold properties, a 35.63% decrease from April, 2017

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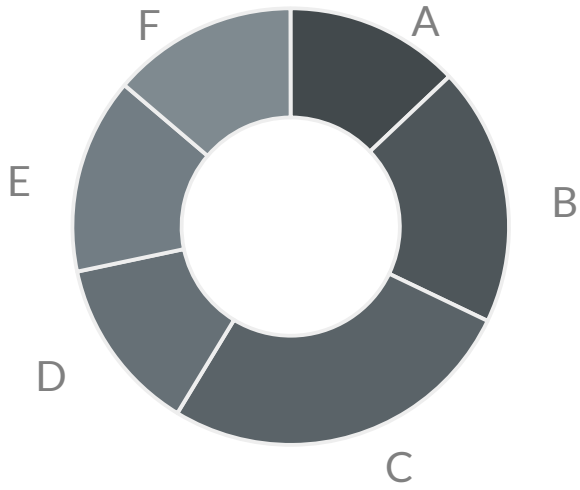


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Sold Properties

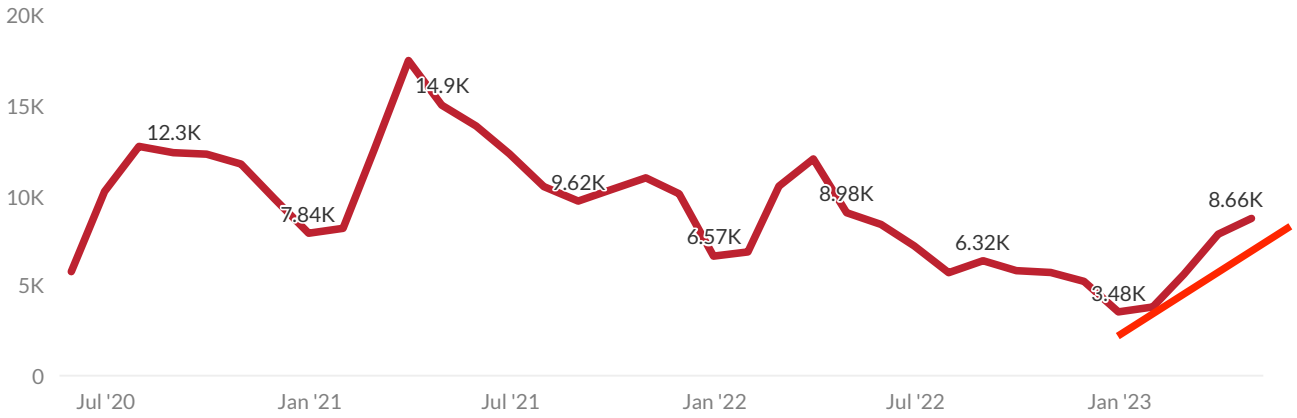
Overview of the number of sold properties as of April, 2023

-10%	104%	-27%	-32%
Percent Change	Percent Change	Percent Change	Percent Change
25.9K	**52.9K**	**38.2K**	**25.8K**
YTD 2020	YTD 2021	YTD 2022	YTD 2023



Monthly Sold Properties

Overview of the number of sold properties on a monthly basis



A YTD 2023

There were 25.8K sold properties, a 32.54% decrease from April, 2022

B YTD 2022

There were 38.2K sold properties, a 27.83% decrease from April, 2021

C YTD 2021

There were 52.9K sold properties, a 104.34% increase from April, 2020

D YTD 2020

There were 25.9K sold properties, a 10.48% decrease from April, 2019

E YTD 2019

There were 28.9K sold properties, a 5.49% increase from April, 2018

F YTD 2018

There were 27.4K sold properties, a 35.13% decrease from April, 2017

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Average Sale Price

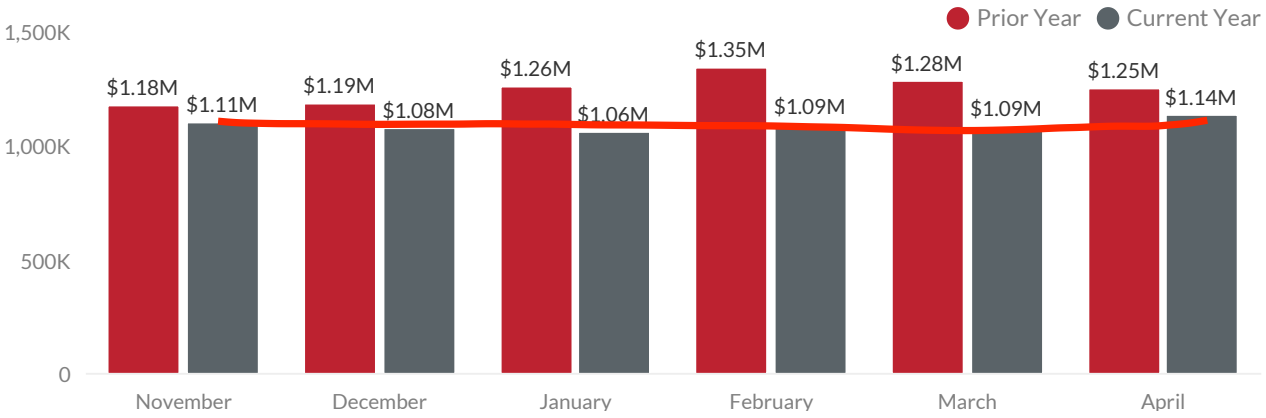
Overview of the average selling price based on sold listings as of April, 2023

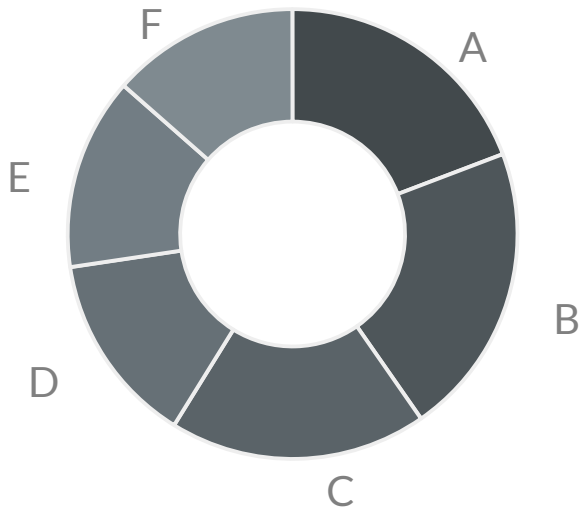
-0.23%	34%	14%	-8%
Percent Change	Percent Change	Percent Change	Percent Change

$819K	$1.10M	$1.25M	$1.14M
Apr, 2020	Apr, 2021	Apr, 2022	Apr, 2023

Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis





A APR, 2023
The average sales price was $1.14M, an 8.96% decrease from April, 2022

B APR, 2022
The average sales price was $1.25M, a 14.07% increase from April, 2021

C APR, 2021
The average sales price was $1.10M, a 34.06% increase from April, 2020

D APR, 2020
The average sales price was $819K, a 0.23% decrease from April, 2019

E APR, 2019
The average sales price was $821K, a 2.43% increase from April, 2018

F APR, 2018
The average sales price was $801K, an 11.63% decrease from April, 2017

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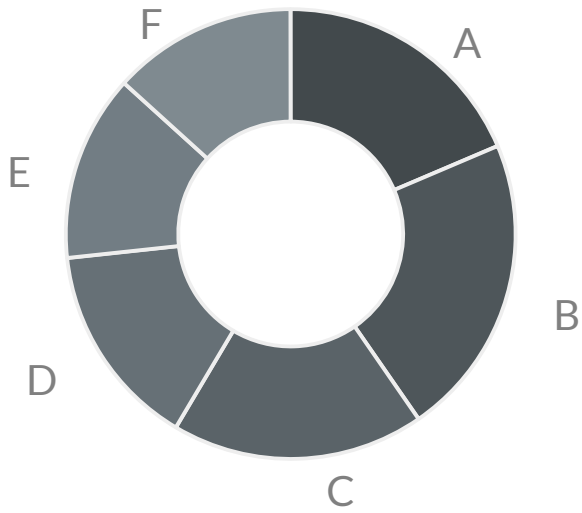
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Average Sale Price

Overview of the average selling price based on sold listings as of April, 2023

10%	22%	19%	-14%
Percent Change	Percent Change	Percent Change	Percent Change

$875K	$1.08M	$1.29M	$1.10M
YTD 2020	YTD 2021	YTD 2022	YTD 2023



A YTD 2023

The average sales price was $1.10M, a 14.56% decrease from April, 2022

B YTD 2022

The average sales price was $1.29M, a 19.91% increase from April, 2021

C YTD 2021

The average sales price was $1.08M, a 22.92% increase from April, 2020

D YTD 2020

The average sales price was $875K, a 10.07% increase from April, 2019

E YTD 2019

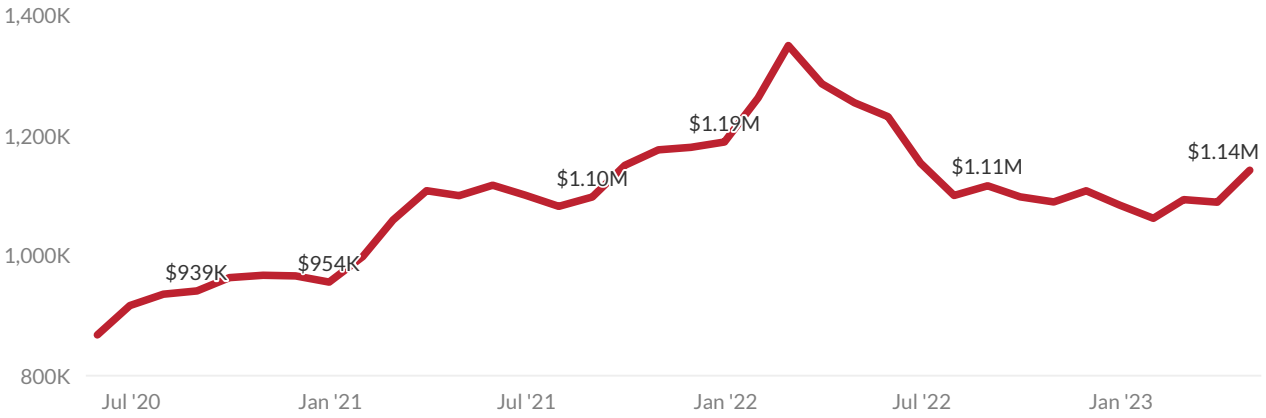
The average sales price was $795K, a 1.09% increase from April, 2018

F YTD 2018

The average sales price was $786K, a 10.66% decrease from April, 2017

Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



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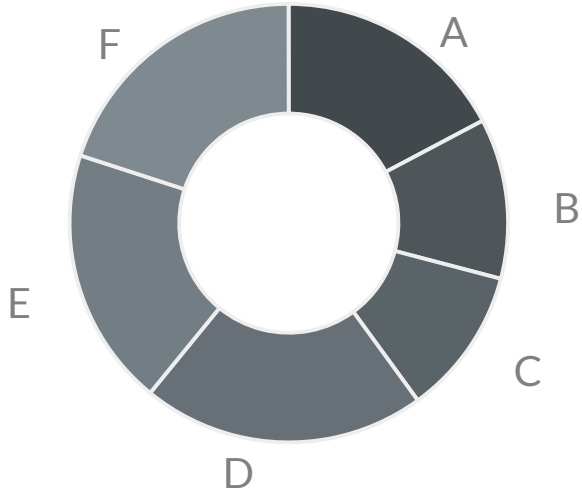
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Days on Market Until Sale

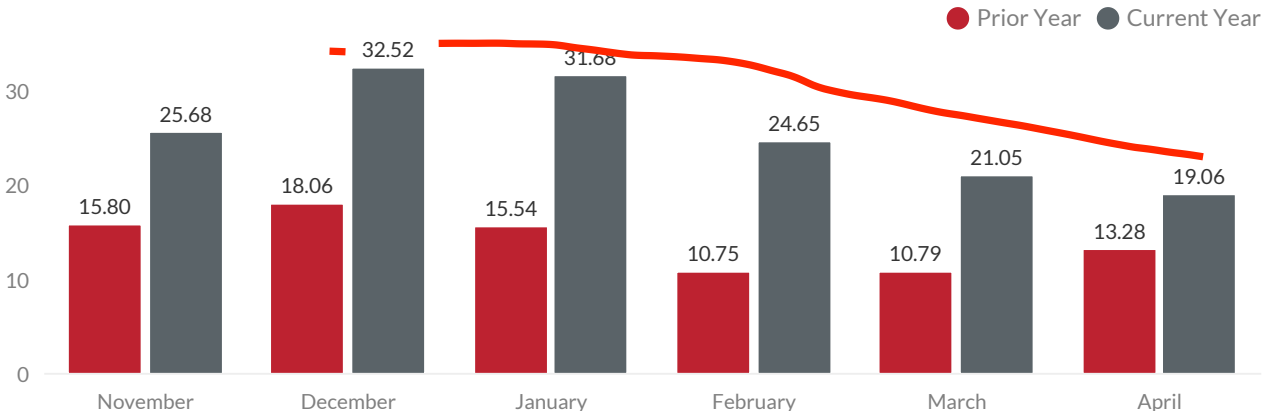
Overview of the average number of days that sold listings as of April, 2023 have been on the market for

9%	-47%	8%	46%
Percent Change	Percent Change	Percent Change	Percent Change
23.00	**12.00**	**13.00**	**19.00**
Apr, 2020	Apr, 2021	Apr, 2022	Apr, 2023



Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A APR, 2023
The average days on market was 19.00, a 46.15% increase from April, 2022

B APR, 2022
The average days on market was 13.00, an 8.33% increase from April, 2021

C APR, 2021
The average days on market was 12.00, a 47.83% decrease from April, 2020

D APR, 2020
The average days on market was 23.00, a 9.52% increase from April, 2019

E APR, 2019
The average days on market was 21.00, a 4.55% decrease from April, 2018

F APR, 2018
The average days on market was 22.00, a 100.00% increase from April, 2017

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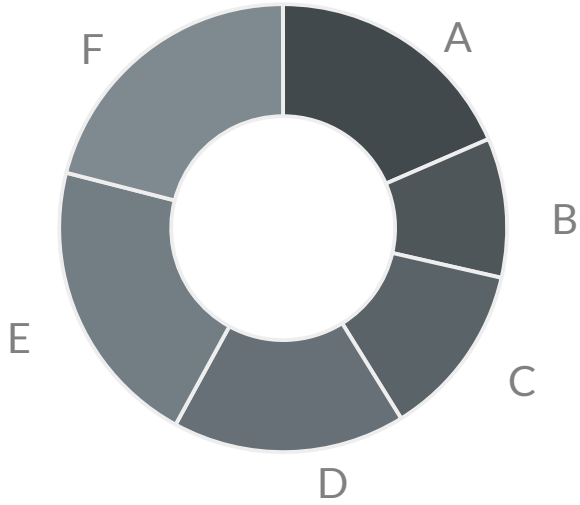
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Days on Market Until Sale

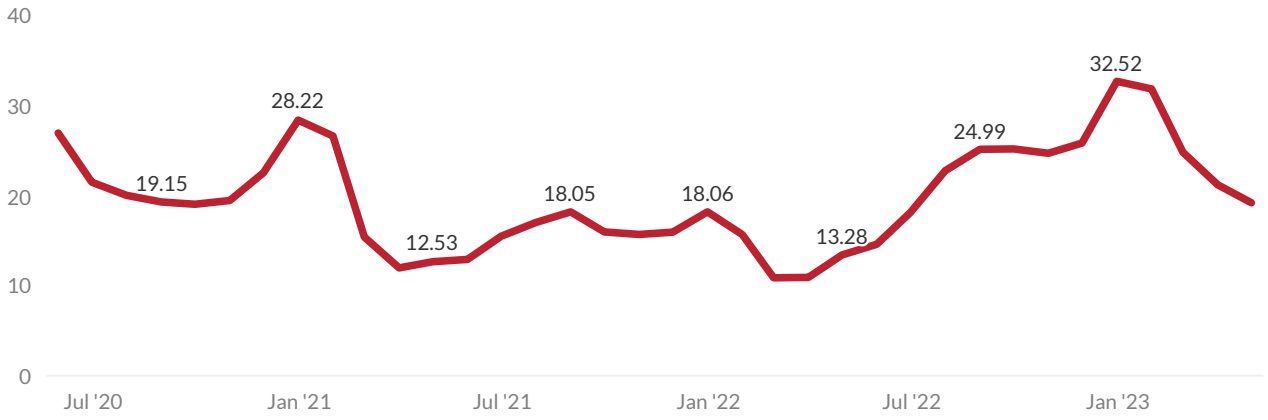
Overview of the average number of days that sold listings as of April, 2023 have been on the market for

-20%	-25%	-20%	83%
Percent Change	Percent Change	Percent Change	Percent Change
20.00	**15.00**	**12.00**	**22.00**
YTD 2020	YTD 2021	YTD 2022	YTD 2023



Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A YTD 2023
The average days on market was 22.00, an 83.33% increase from April, 2022

B YTD 2022
The average days on market was 12.00, a 20.00% decrease from April, 2021

C YTD 2021
The average days on market was 15.00, a 25.00% decrease from April, 2020

D YTD 2020
The average days on market was 20.00, a 20.00% decrease from April, 2019

E YTD 2019
The average days on market was 25.00, no increase or decrease from April, 2018

F YTD 2018
The average days on market was 25.00, a 78.57% increase from April, 2017

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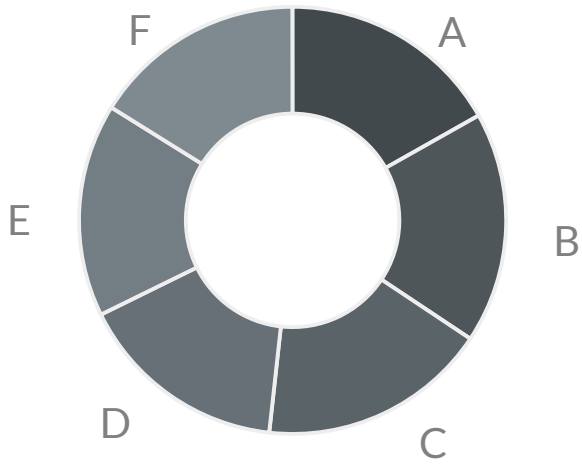


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Average Ask to Sell Ratio

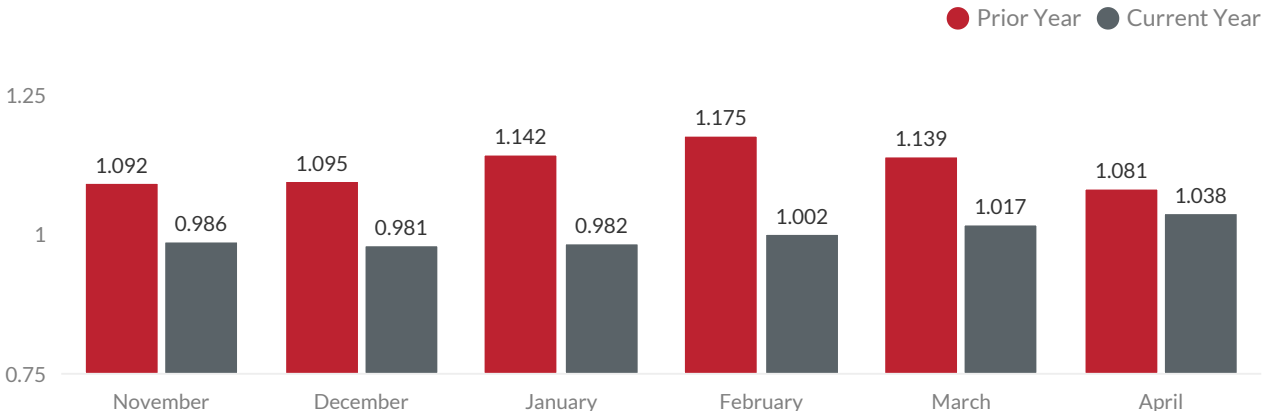
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of April, 2023

-1%	8%	0.80%	-3%
Percent Change	Percent Change	Percent Change	Percent Change
0.985	**1.072**	**1.081**	**1.038**
Apr, 2020	Apr, 2021	Apr, 2022	Apr, 2023



Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A APR, 2023
The average ask to sell ratio was 1.038, a 3.92% decrease from April, 2022

B APR, 2022
The average ask to sell ratio was 1.081, a 0.80% increase from April, 2021

C APR, 2021
The average ask to sell ratio was 1.072, an 8.86% increase from April, 2020

D APR, 2020
The average ask to sell ratio was 0.985, a 1.12% decrease from April, 2019

E APR, 2019
The average ask to sell ratio was 0.996, a 0.19% increase from April, 2018

F APR, 2018
The average ask to sell ratio was 0.994, a 9.77% decrease from April, 2017

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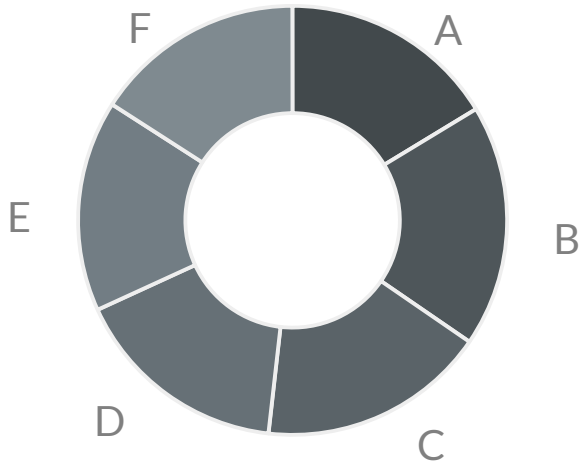


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Average Ask to Sell Ratio

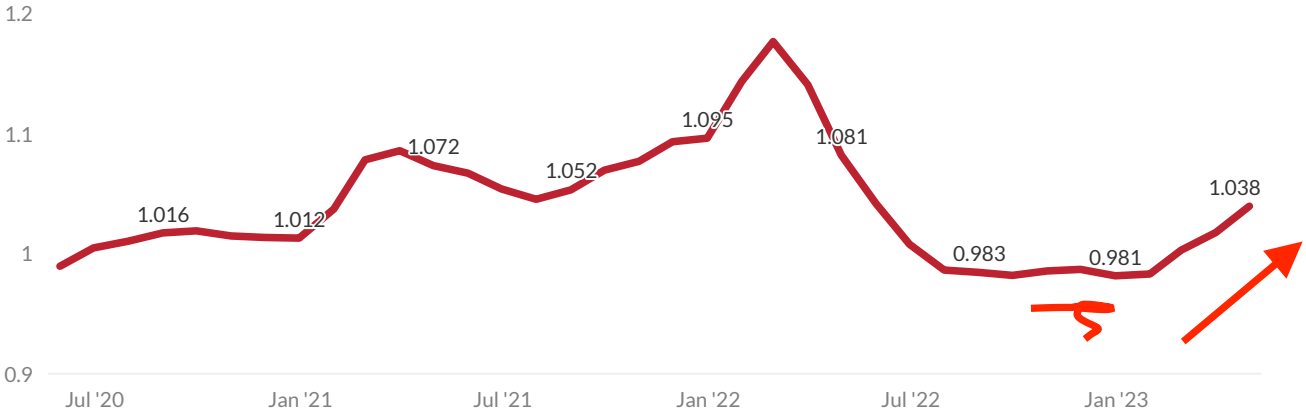
Overview comparing the asking price of listings to the selling price of listings based on sold listings as of April, 2023

2%	5%	5%	-10%
Percent Change	Percent Change	Percent Change	Percent Change
1.018	**1.072**	**1.136**	**1.016**
YTD 2020	YTD 2021	YTD 2022	YTD 2023



Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A YTD 2023

The average ask to sell ratio was 1.016, a 10.59% decrease from April, 2022

B YTD 2022

The average ask to sell ratio was 1.136, a 5.98% increase from April, 2021

C YTD 2021

The average ask to sell ratio was 1.072, a 5.29% increase from April, 2020

D YTD 2020

The average ask to sell ratio was 1.018, a 2.78% increase from April, 2019

E YTD 2019

The average ask to sell ratio was 0.991, a 0.06% increase from April, 2018

F YTD 2018

The average ask to sell ratio was 0.990, a 9.39% decrease from April, 2017

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