

The Doug Hart Real Estate Report

July 2020



June sales are up by 89% over May 2020!

The Toronto real estate market bounced back strongly in June after the slow down in April and May due to the Covid 19 virus.

1. Toronto area home sales surged ahead in June-up by 89% over May and were almost even with sales from June 2019 (down by only 1.4%).

Homes at all price levels saw sales increases in June. Buyers came back into the market after sitting on the sidelines in April and May. Multiple bids were common for houses selling for less than \$1.5 million. Houses in the upper price levels (\$3 million and over) came back on the market in June as buyers in this range are back and familiar with how to buy in Covid 19 times.

2. The average selling price was up by 8.2% over June 2019

The average selling price in June reached \$930,869- up by 8.2% over June 2019 and up by 7.7 % over May 2020. In the City of Toronto, the average value of homes sold this June was up for all types of homes.

	June 2020	June 2019	Percent change in price
• Detached houses	\$1,523,770	\$1,332,639	14.3%
• Semi-detached	\$1,287,832	\$1,066,423	20.7%
• Townhouse	855,339	\$810,039	5.6%
• Condo	672,465	\$636,606	5.6%

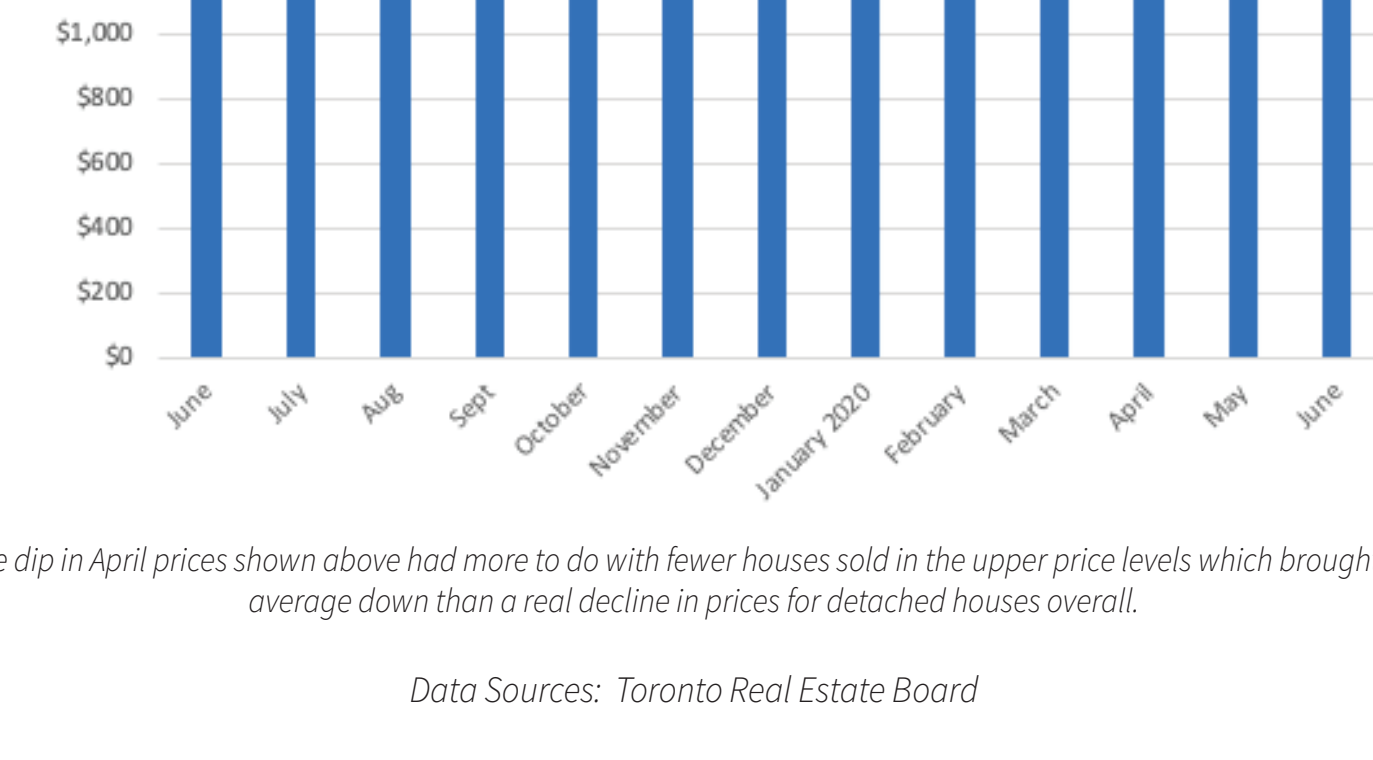
3. New listings are up - a bit. Demand outpaces supply

New listings in June were about 2% over May but are still down by 28.8% over June 2019. As a result, there is there a shortage of houses on the market in all price levels which explains the rapid sales pace in June.

4. The price of detached homes in 416 have recovered and are ahead of 2019 levels.

The price of a detached home in 416 reached \$1.524 million in June which is a new high.

Average Price of Detached Houses in 416 (June 2019 to June 2020)



The dip in April prices shown above had more to do with fewer houses sold in the upper price levels which brought the average down than a real decline in prices for detached houses overall.

Data Sources: Toronto Real Estate Board

5. The condo marketplace



Condos provide a great housing option for some people. From young people getting into the real estate market for the first time to a lifestyle option for others to downsizers who want to maintain an urban home. For others, condos have been a good way to invest in the real estate market.

The range in values and quality covers the full spectrum. From very basic condos at \$300,000 to a top of the line 4 plus bedroom with four car parking condo in Yorkville now on the market for \$14.9 million, there is a condo of most people. The average value of condos sold in June 2020 in Central Toronto was \$744,507.

Is a condo right for you?

Before setting out to find the perfect condo for clients, I walk people through a number of considerations to determine if a condo is the right choice for them.

- What is your lifestyle and do condos make sense for you?
- Condo apartment or condo townhouse?
- Should you buy an existing or a pre construction condo?
- Which amenities are important to you and which ones add to maintenance costs?
- Which condo buildings have problems you should stay clear of?
- Where are the best values for condos in the city?
- Which buildings are exposed to high future increases in maintenance fees?

I can help you cut through the maze of condo options on the market to help you buy the one that best fits your needs.

6. The Condo Rental Marketplace

Rental condos can fit the needs of younger people just starting out in their career. Long replacing standard apartment buildings for housing stock, rental condos can offer people a higher quality and location of a building.

The rental values for condos in City of Toronto: (1Q, 2020)

	One Bedroom	Two bedroom	Three bedroom
Condo apartment	\$2,222*	\$2,943	\$3,839
Townhouses	\$2,040	\$2,626	\$3,142

*one bedroom condos account for 61% of all condo apartment rentals

Vacancy rate for condo apartments in Toronto is .9% - higher than those in most other cities in Canada.

While sales and prices for homes of all types rose in June, condo rental rates have started to decline over the last few months in Toronto due to:

- Renters are moving out of rental units and buying their own condo or house
- Those usually moving in the fill this void are staying put (staying put with smaller rentals or still with parents during economic downturn)

As a result, it is not unusual now to see price reductions in condo rental listings.

If you are thinking of selling- buyers are back in and are serious.

If you have been thinking of selling, buyers are back and are serious about buying. Prices are up and there is a shortage of good homes in all price levels. If you are thinking of selling, I would be pleased to develop an effective marketing plan to help you get the best price for your home. And I can help you find your ideal next home.

I am a real estate broker with Bosley Real Estate who provides full service real estate services to families in Toronto. I know the market well and work closely with families to market their home to qualified buyers to get the best price for their home.

I provide the highest level of personalized service to make the sale of your home a smooth and successful process -especially in this market.

I would be pleased to answer any questions you have on the real estate market.



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