

Doug Hart's June 2022 Real Estate Report

1. THE TORONTO MARKET IS SLOWING DOWN.

After two years of rapid price increases the real estate market is slowing in the GTA. Prices peaked in February and have declined slightly since then.

It is a strange marketplace now- some houses sell quickly while others take longer.

The central core of Toronto is a different market. Detached homes in the central 416 core are selling fairly quickly and prices actually increased in May. Some homes in the upper price range (over \$3 million) are selling even quicker.

The 905 and other markets in Ontario are seeing price declines compared to more stable prices seen in the 416. However, rising interest rates are beginning to have a dampening effect on all markets.

This newsletter provides sales results as of the end of May. However, the market is changing in June. Some initial insights into the market today include:

- Some homes are taking longer to sell. Condos are showing more weakness than houses.
- There are fewer multiple offers and also fewer offer dates for listings.
- It is slowly becoming a buyer's market where people are taking longer to make purchase decisions but prices have not softened much- yet.
- Asking prices are starting to come down a bit, particularly at the lower end of the market. Sellers are slowly starting to realize that the heady days of February are behind them.

Home prices will likely decline more over the next few months as higher mortgage rates and stock market declines will dampen home buyer enthusiasm.

2. MAY 2022 PRICES ARE UP BUT SALES VOLUME IS DOWN FROM MAY 2021

416 Sales

The average selling price of a GTA home (detached, semis, townhomes and condos combined) in May 2022 was \$1,212,806 up by 19.4% from May 2021. Prices peaked in February and declined somewhat by end of May.

The average selling price of a detached house in the City of Toronto in May was \$1,914,890 - up by 11.6% from May 2021. The number of detached homes sold in the City of Toronto was down by 35% in May year over year.

905 Sales

The average 905 home price was \$1.42 million in May 2022. The number of homes sold in 905 declined sharply from May 2021.

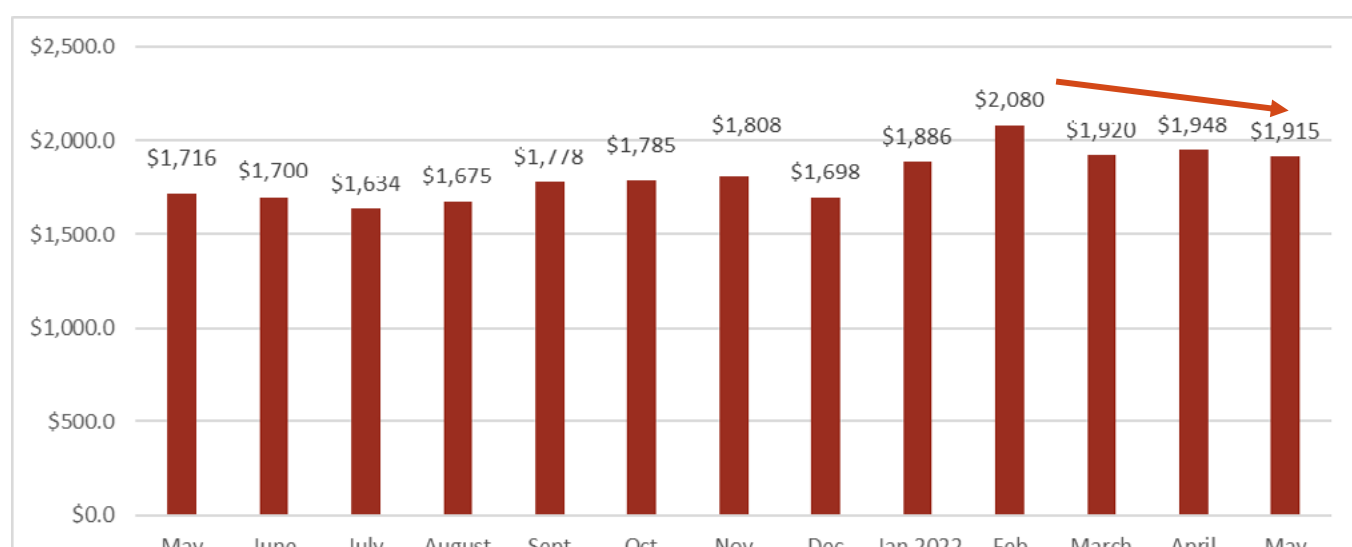
Home Sales Results for 416 and 905 (May 2022 over May 2021)

	416			905		
	Average Price	Price Change	Sales Change	Average Price	Price Change	Sales Change
Detached	\$1,914,890	11.6%	-35.1%	\$1,432,951	7.6%	-42.8%
Semi-detached	\$1,426,273	7.5%	-29.3%	\$1,044,443	14.1%	-44.5%
Townhouse	\$1,045,874	10.6%	-47.9%	\$998,558	13.8%	-41.1%
Condo	\$793,124	10.6%	-32.8%	\$722,778	19.8%	-29.6%

3. PRICES ARE UP SINCE JANUARY BUT HAVE NOW STARTED TO DECLINE.

The price of a detached home in the City of Toronto was \$1,915,00 in May - a decline of 8% from the high reached in February.

Average Price of Detached Homes in the City of Toronto - Over the Last Year (\$ Thousands)

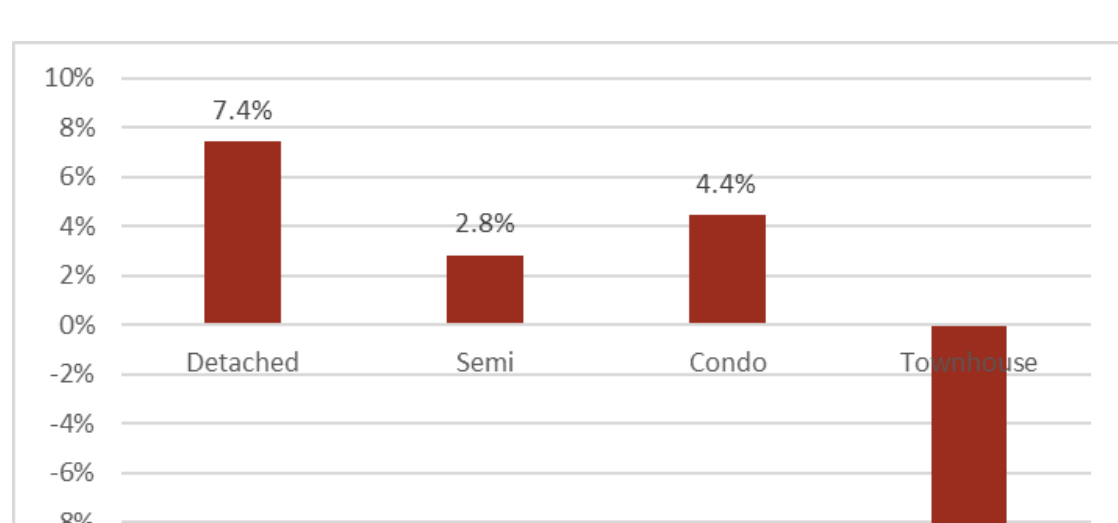


4. DETACHED HOMES IN THE CENTRAL CORE OF TORONTO ON THE OTHER HAND HAVE SHOWN STRONG PRICE GAINS SINCE JANUARY.

The year-over-year results do not show the slowing market since February. A month over month comparison provides a better perspective of price changes.

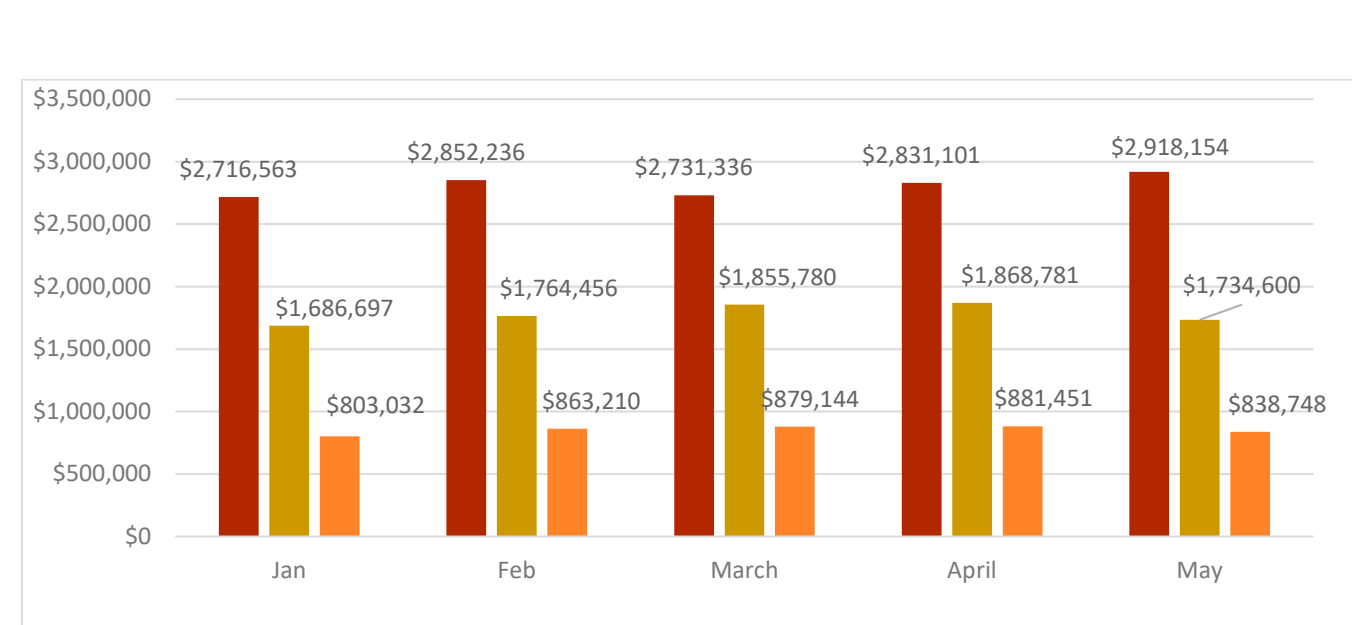
The chart below shows the change in prices for the central core Toronto homes from January 2022 to the end of May 2022 -most of the increase occurred in January and February. Prices of detached homes continued to rise in the city core - up by 7.4% since January. Townhouses were the only type of house that saw a price decline by the end of May - down almost 9%.

Price Change by type of home in the central core of Toronto (Jan-May 2022)



The chart below shows prices by type of homes sold for the months to date in 2022 for the Central core areas of Toronto. While the price of detached houses increased prices for both condos and semi-detached houses declined in May.

Sale Prices By Type of House Central Core of Toronto Year-to-Date 2022



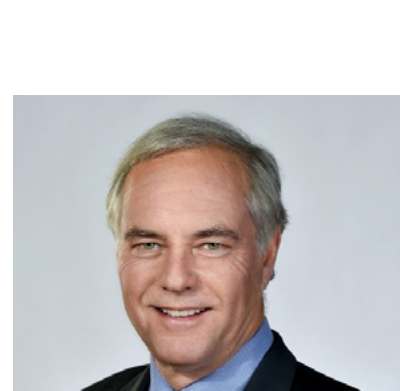
Data source: TREB

PLEASE CALL ME IF YOU WOULD LIKE TO DISCUSS YOUR REAL ESTATE PLANS.

The Toronto market has changed and getting experienced advice is more important than ever. Whether you are a first time buyer, moving up or downsizing, I would be pleased to make your purchase or sale a smooth and successful experience. I know the Toronto housing market and I can help you navigate to help you make the right decisions. An the Toronto part of my service is recommending the most effective marketing program to help you achieve the highest value for your sale in today's market.

I am an experienced real estate broker who provides full service real estate services to families in Toronto and in cottage country.

I would be pleased to provide you with a valuation of your home in today's market and help you make the right decisions for your family.



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