

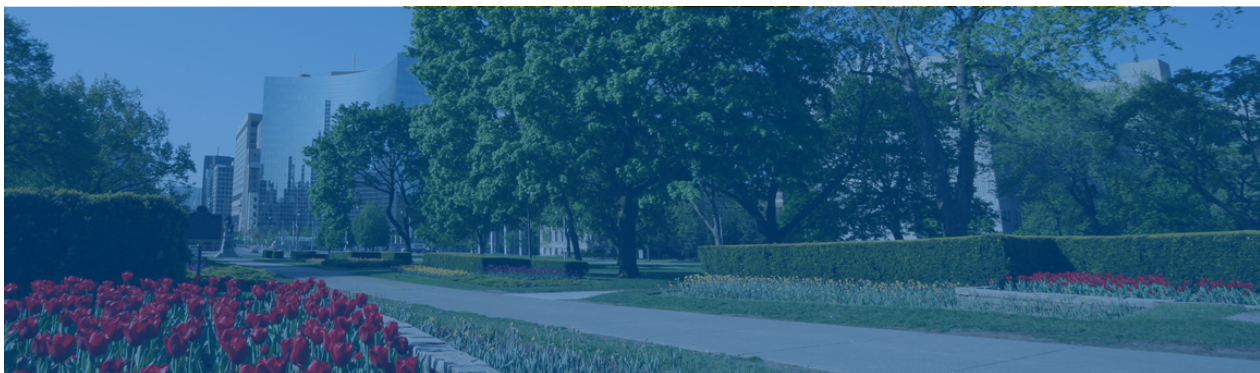


APRIL EDITION

# MARKET HANDBOOK

CARI  
AND  
PAUL

[WWW.CARIANDPAUL.COM](http://WWW.CARIANDPAUL.COM)



## Wake up and smell the possibilities! Toronto's average home price has sprung backwards and is hovering at \$1.3M

As we end the first quarter, GTA real estate has slowed its pace, providing a modest counterpoise in the market. Although unusual for the season, we can expect this ease after the quarter's initial spike. However, it's not enough to tip the scale away from Toronto's persistent seller's market.

With the lack of supply and demand for homeownership, competition remains fierce amongst homebuyers. March saw an average home price of \$1,299,591, 2.6% down from February but an 18.5% year-over-year increase. Although there is some cooling of costs, it's not enough to halt this Easter's hunt for homes, stressing the need for government counteraction.

According to TRREB President, Kevin Crigger, now is the time for the government to focus on adequate housing measures to improve the issue in a significant way. He suggests policymakers focus on new housing options versus attempts to suppress demand temporarily.

Despite concerns for choice and supply, we were seeing that buyers no longer felt the need to put all of their eggs in one basket. There were 20,038 new listings this month, down only 12% from 2021, but sufficient in exciting fatigued consumers. As a result, the twenty-plus offers per property we witnessed earlier this year have shrunk by one-third. We are now experiencing two to seven bids coming through on offer night.

All this to say, Toronto still managed to pull off its third-best March on record with 10,955 sales. As people return from Spring Break and rush to get in with locked interest rates, the market will likely stay active but at a more approachable velocity.

So if you need help navigating the market this April or have questions, give us a shout! Our team has been running price comparables across the GTA, and we'd be happy to complete a complimentary valuation on your home.

Take care,

*Cari & Paul*

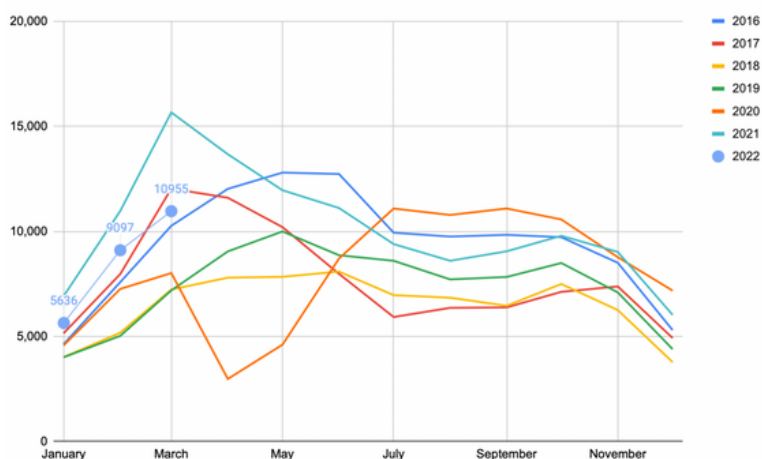
# MONTHLY OVERVIEW

ALL HOME TYPES  
 TL CITY OF TORONTO

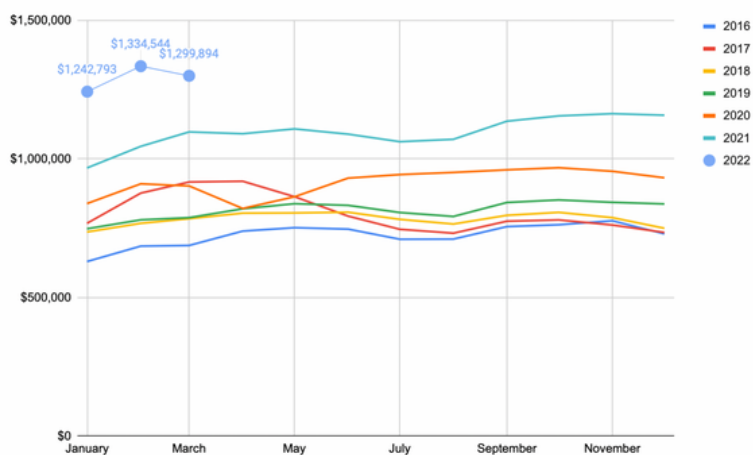
## March

<b># of Sales</b>	<b>10,955</b>
YTD Sales	25,688
% Chg M.o.M.	+20.42%
% Chg Y.o.Y.	-30.01%
<b>Average Price</b>	<b>\$1,299,894</b>
% Chg M.o.M.	-2.60%
% Chg Y.o.Y.	+18.43%
<b>New Listings</b>	<b>20,038</b>
Active Listings	10,167

## MONTHLY TRANSACTIONS BY YEAR



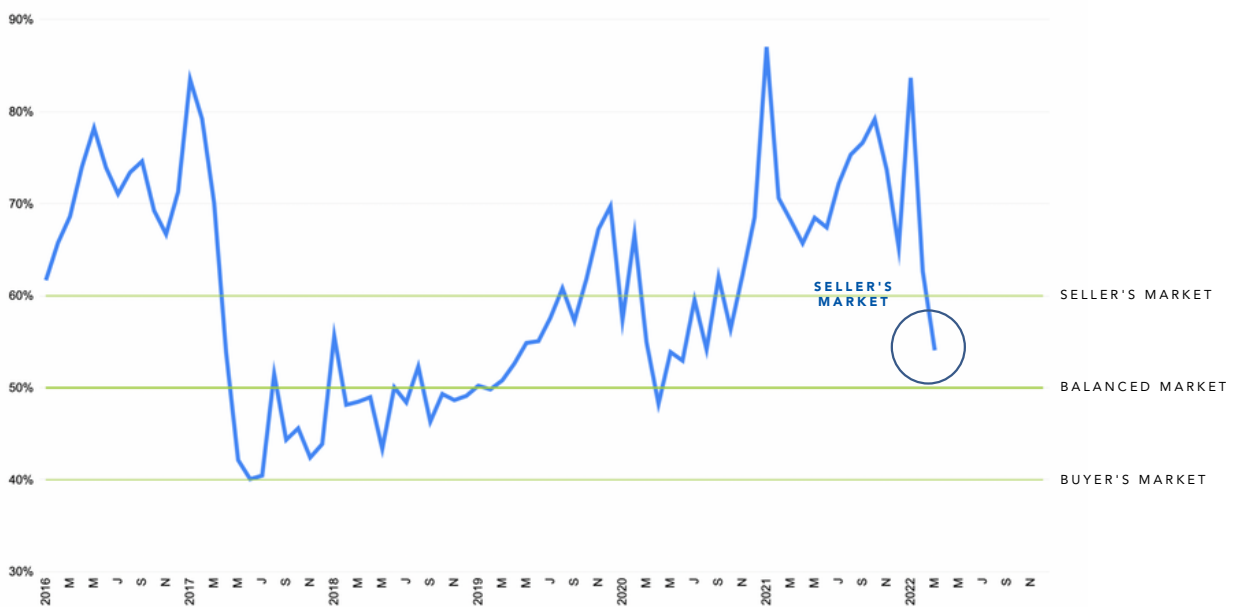
## AVERAGE PRICE BY YEAR



# MONTHLY OVERVIEW

ALL HOME TYPES  
TL CITY OF TORONTO

## SALES TO NEW LISTINGS RATIO\*



# REGIONAL OVERVIEW

ALL HOME TYPES

	# of Sales			Average Price		Days on Market
	YTD Sales	% of Sales	% Chg M.o.M	March	% Chg M.o.M	
Downtown	3,158	33.40%	+66.12%	\$1,075,089	+3.83%	19
Etobicoke	2,295	24.27%	+78.74%	\$1,117,414	+3.89%	14
Midtown	1,731	18.31%	+69.21%	\$1,447,635	+0.85%	18
East End	635	6.72%	+79.38%	\$1,421,816	+1.16%	11
Scarborough	1,636	17.30%	+77.83%	\$1,101,803	+0.09%	9
City of Toronto	9,455	100.00%	+72.47%	\$1,181,476	+2.35%	12

EAST END

	# of Sales			Average Price		Days on Market
	YTD Sales	% of Sales	% Chg M.o.M	March	% Chg M.o.M	
Leslieville	212	33.39%	+94.50%	\$1,353,761	+5.31%	8
The Beach	175	27.56%	+60.55%	\$1,598,124	-0.15%	11
Danforth & Woodbine	248	39.06%	+82.35%	\$1,355,581	+0.76%	14

# FREEHOLD & CONDO UPDATE

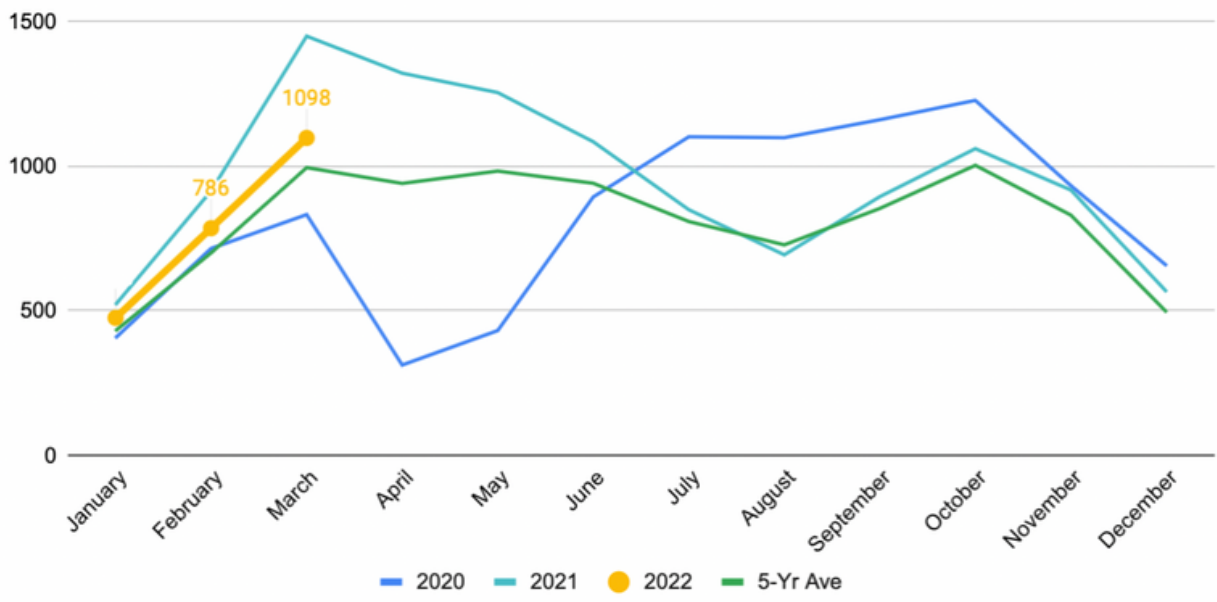
TL CITY OF TORONTO

	# of Sales			Average Price		Days on Market
	March	% of Sales	% Chg M.o.M	March	% Chg M.o.M	
Detached	1,098	27.74%	+39.69%	\$1,920,018	-7.42%	9
Semi-Detached	331	8.36%	+25.86%	\$1,545,447	+3.06%	8
Row/Townhome	119	3.01%	+4.39%	\$1,473,568	+4.06%	7
<b>Total Freehold</b>	<b>1,548</b>	<b>39.11%</b>	<b>+33.10%</b>	<b>\$1,805,606</b>	<b>-3.94%</b>	<b>9</b>
Condo Townhome	269	6.80%	+29.33%	\$959,938	-1.65%	9
Condo Apartment	2,141	54.09%	+16.23%	\$831,351	+1.13%	10
<b>Total Condo</b>	<b>2,410</b>	<b>60.89%</b>	<b>+17.56%</b>	<b>\$845,703</b>	<b>+0.95%</b>	<b>10</b>
<b>All Households</b>	<b>3,958</b>	<b>100.00%</b>	<b>-9.55%</b>	<b>\$1,221,128</b>	<b>+0.52%</b>	<b>10</b>

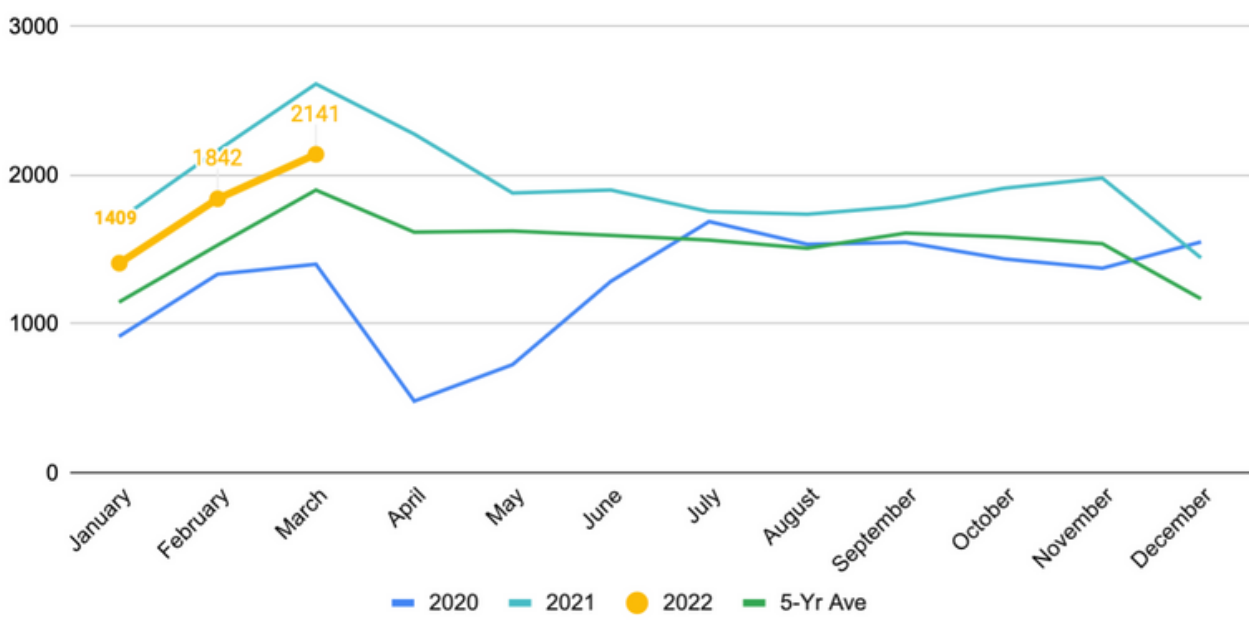
# FREEHOLD & CONDO UPDATE

TL CITY OF TORONTO

## MONTHLY DETACHED HOME SALES



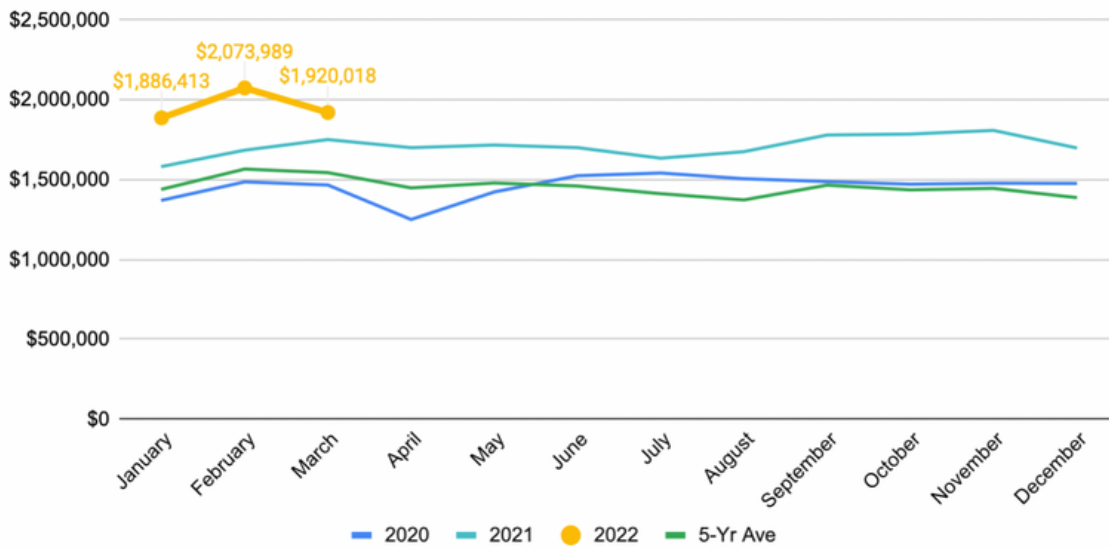
## MONTHLY CONDO SALES



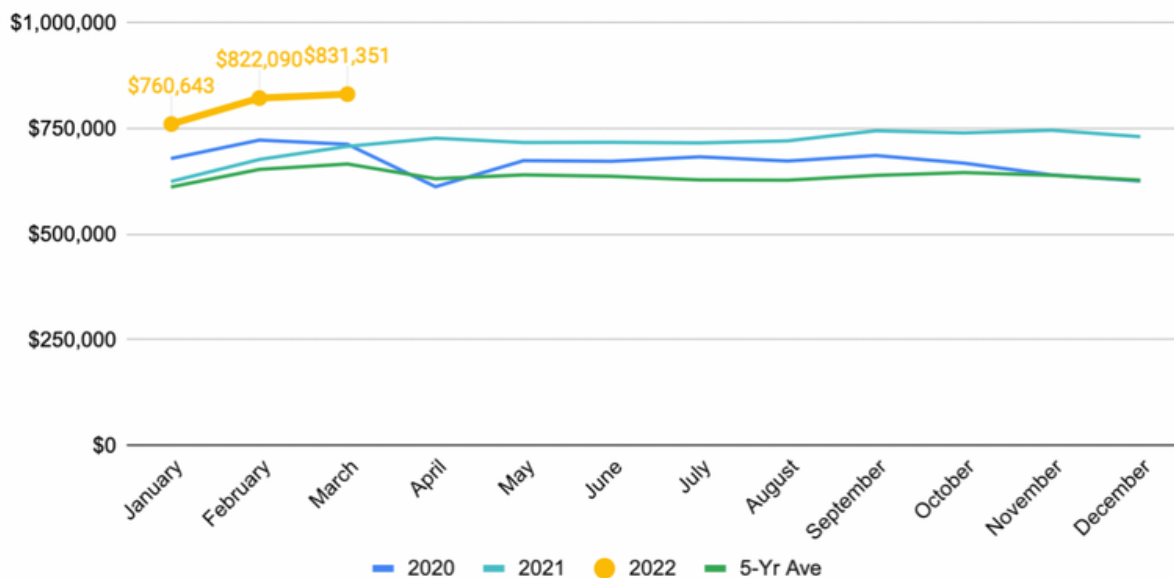
# FREEHOLD & CONDO UPDATE

TL CITY OF TORONTO

## MONTHLY AVERAGE PRICE - DETACHED



## MONTHLY AVERAGE PRICE - CONDOS

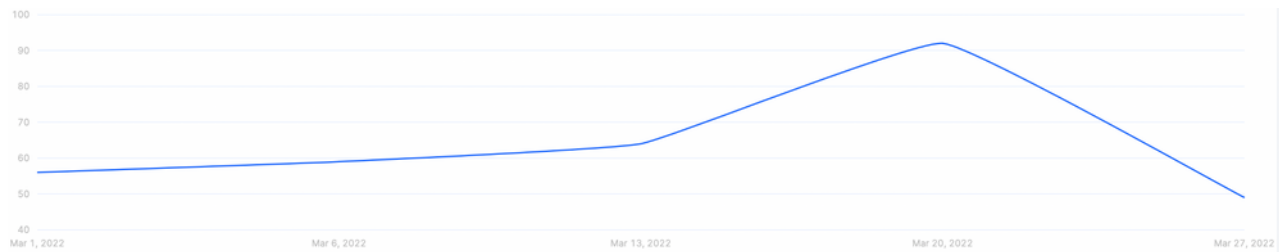




# FREEHOLD & CONDO UPDATE

TL CITY OF TORONTO

## NEW LISTING VOLUME: FREEHOLD



### NEW LISTINGS

Total Volume:320  
**+34% M.o.M**  
**+51% Y.o.Y**

### SHOWINGS

Total Volume:4,972  
**-4% M.o.M**  
**- Y.o.Y**

### OFFERS

Total Volume:336  
**-24% M.o.M**  
**-18% Y.o.Y**

= **SELLER'S MARKET**

## NEW LISTING VOLUME: CONDOS



### NEW LISTINGS

Total Volume:7,753  
**+21% M.o.M**  
**+60% Y.o.Y**

### SHOWINGS

Total Volume: 113,570  
**+23% M.o.M**  
**+31% Y.o.Y**

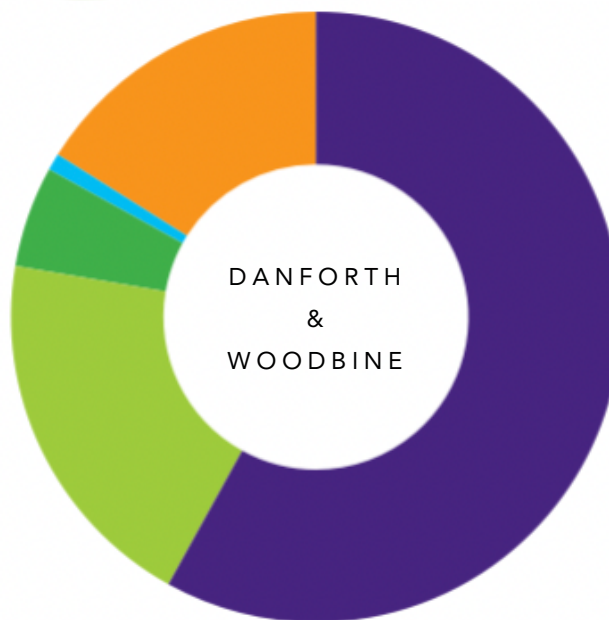
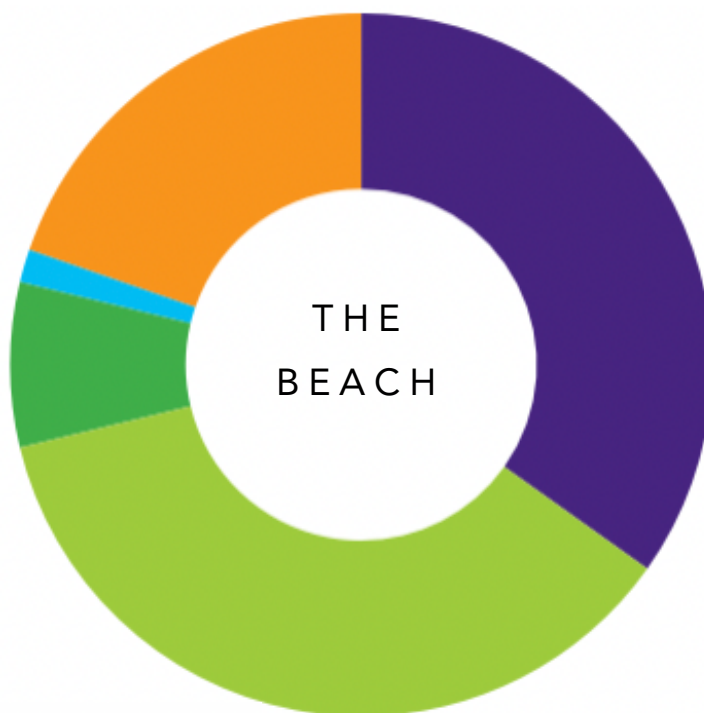
### OFFERS

Total Volume:6,584  
**+2% M.o.M**  
**+29% Y.o.Y**

= **SELLER'S MARKET**

# FREEHOLD & CONDO UPDATE

EAST END



- Detached
- Semi-Detached
- Townhome/Rowhome
- Condo Townhome
- Condo Apartment

# LET'S CONNECT

---



## CARI & PAUL LAPAS BROKERS

RE/MAX Hallmark Realty Ltd.  
2277 Queen St E.  
Toronto, Ontario, M4E 1G5  
E: [info@cariandpaul.com](mailto:info@cariandpaul.com)  
M: (416) 723-2372  
O: (416) 699-9292