

AVERAGE RESIDENTIAL SALE PRICE

January - February, Year-Over-Year

2017 **\$834,144**

2018 **\$753,747**



ESTIMATED AVERAGE RESIDENTIAL SALE PRICE FOR APRIL - JUNE IN 2018



COMPARED WITH \$852,000 FROM THE SAME PERIOD IN 2017

High demand and limited inventory continue to make the Greater Toronto Area a seller's market. The new OSFI regulations, foreign buyer's tax, rising interest rates and immigration growth have all impacted sales and activity in 2018. Activity in the Greater Toronto Area was primarily driven by move-up buyers, many making their second or third transaction. Detached single-family homes are seeing the most activity, followed by condominiums. Continued high demand for condominiums is expected for the spring market.



ONE FEATURE BUYERS SHOULD LOOK FOR

Ease of commute



THE UP-AND-COMING NEIGHBOURHOOD

Eglinton east Corridor
(Don Mills to Victoria Park)



ONE FEATURE SELLERS SHOULD PROMOTE

Proximity to work



CONDO MARKET

DRIVING DEMAND



Young Couples

YEAR-OVER-YEAR AVERAGE CONDO PRICE CHANGE

2017 **\$465,392**

2018 **\$520,002**



FIRST-TIME BUYERS

TYPICAL BUYER



Young Couples

TYPICAL PRICE RANGE FIRST-TIME BUYERS ENTER THE MARKET

\$475K - \$500K

TYPICAL PROPERTY TYPE PURCHASED BY FIRST-TIME BUYERS



Townhomes



Detached
Single-Family Homes



Condos



LUXURY HOMES

DRIVING DEMAND



Move-Up Buyers

TYPICAL PRICE RANGE FOR LUXURY HOMES

\$2M - \$4M

TOP LUXURY TREND



Boomers are passing on wealth to kids who are buying luxury homes, Retirees are selling luxury homes and buying luxury condos

UNITS SOLD

January - February

2017 **13,202**

2018 **9,194**

