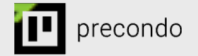




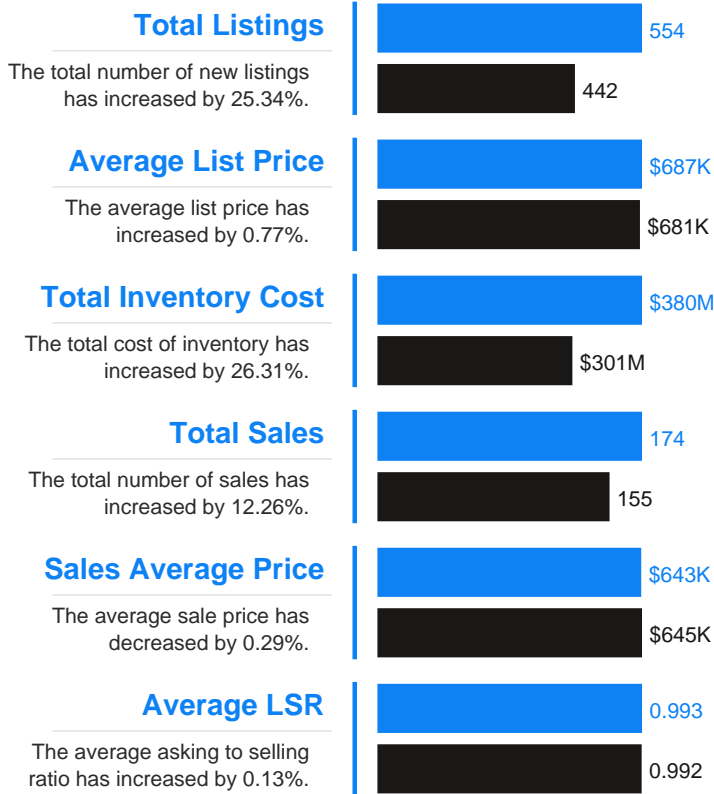
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 Broker with Precondo.ca
 647-924-0848



Comparison

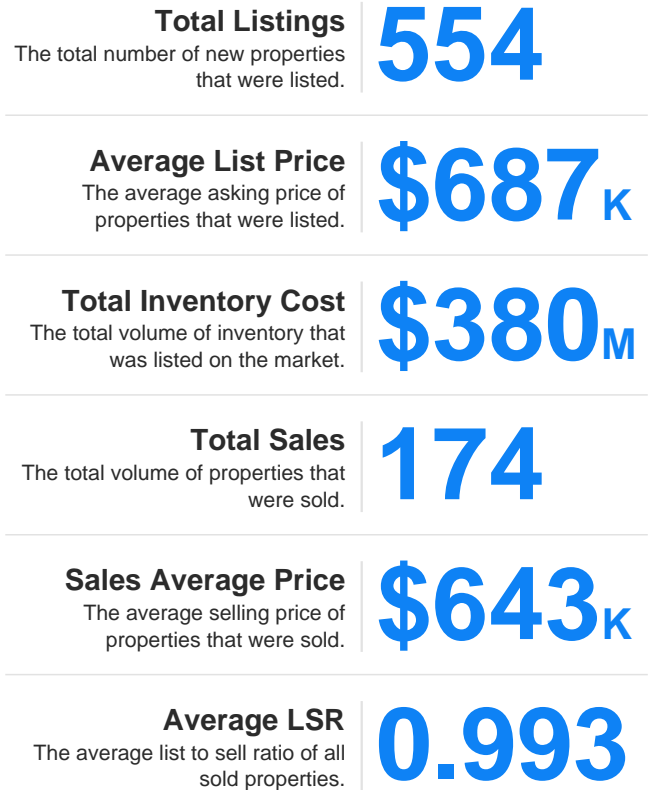
Below, we are comparing the third quarter of 2023 to the third quarter of 2022.

● Quarter 3 of 2023 ● Quarter 3 of 2022



Overview

Below, we are looking at the six key metrics within the third quarter of 2023. These metrics include the total number of new properties listed and sold, average asking price and sale price and the average asking to selling ratio of all sold properties.



Average DOM

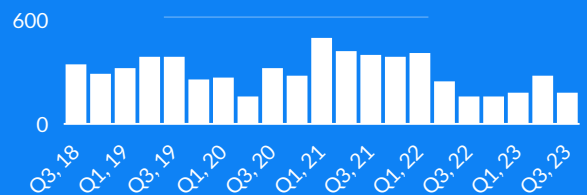
In the third quarter of 2022, the average days on market was 26. In the third quarter of 2023, the average days on market was 21. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has decreased by 19.23%.

Total Sales Volume

In the third quarter of 2022, the total volume of sales was \$99.9M. In the third quarter of 2023, the total volume of sales was \$112M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has increased by 11.93%.

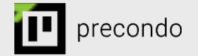
Total Sales | Quick Overview (See Page #5)

In the third quarter of 2023, the total number of sales was 174.



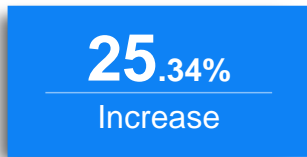


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 Broker with Precondo.ca
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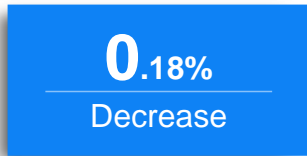
Total Listings

In the third quarter of 2023, the total number of new listings was 554. In the third quarter of 2022, the total number of new listings was 442. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has increased by 25.34%.



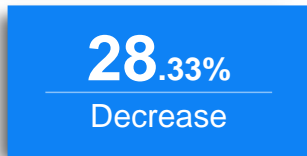
Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of new listings was 442. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of new listings has increased by 25.34%.



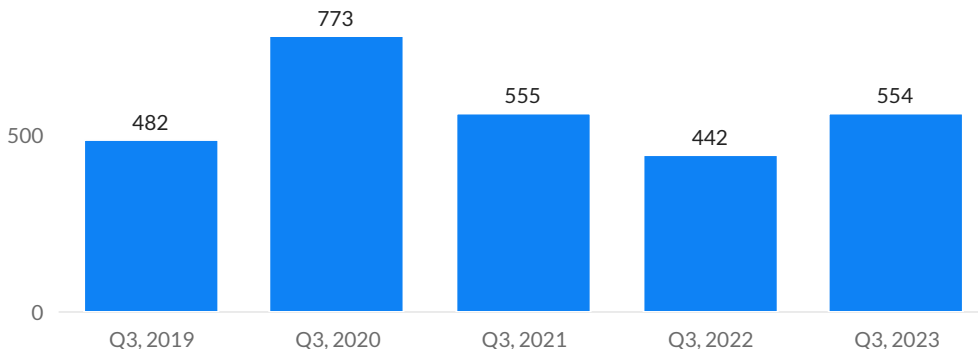
Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total number of new listings was 555. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of new listings has decreased by 0.18%.



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total number of new listings was 773. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of new listings has decreased by 28.33%.

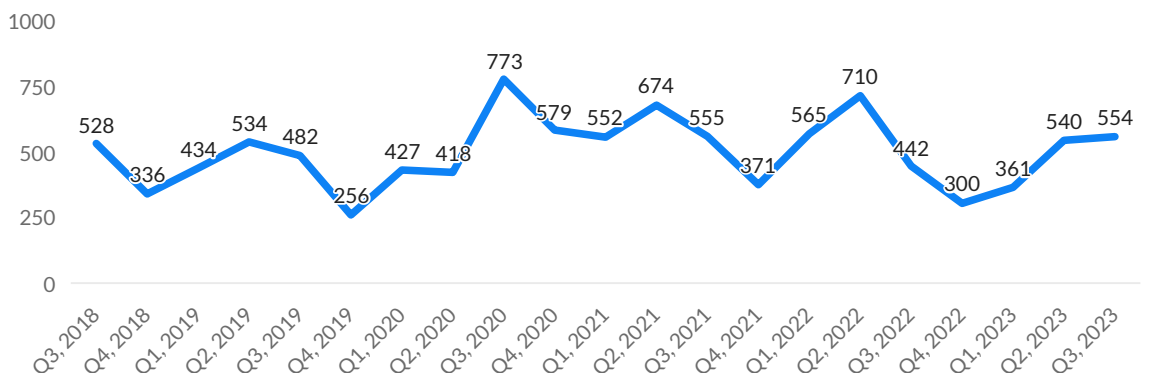


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total volume of 554 new properties that have been listed.

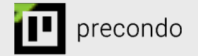
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for all properties that have been listed over the last 4 years as of the end of Quarter 3 of 2023.





Nikhil Oberoi
 Broker with Precondo.ca
 647-924-0848



Average List Price

In the third quarter of 2023, the average list price was \$687K. In the third quarter of 2022, the average list price was \$681K. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has increased by 0.77%.

0.77%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average list price was \$681K. When the third quarter of 2023 is compared to the third quarter of 2022, the average list price has increased by 0.77%.

14.89%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2021

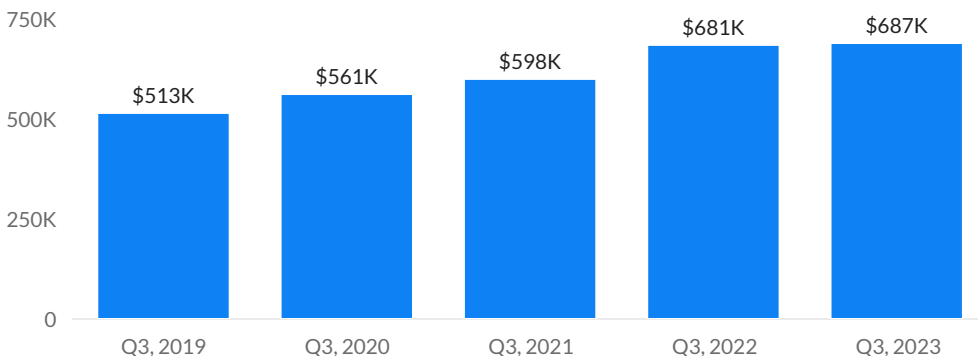
In the third quarter of 2021, the average list price was \$598K. When the third quarter of 2023 is compared to the third quarter of 2021, the average list price has increased by 14.89%.

22.49%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average list price was \$561K. When the third quarter of 2023 is compared to the third quarter of 2020, the average list price has increased by 22.49%.

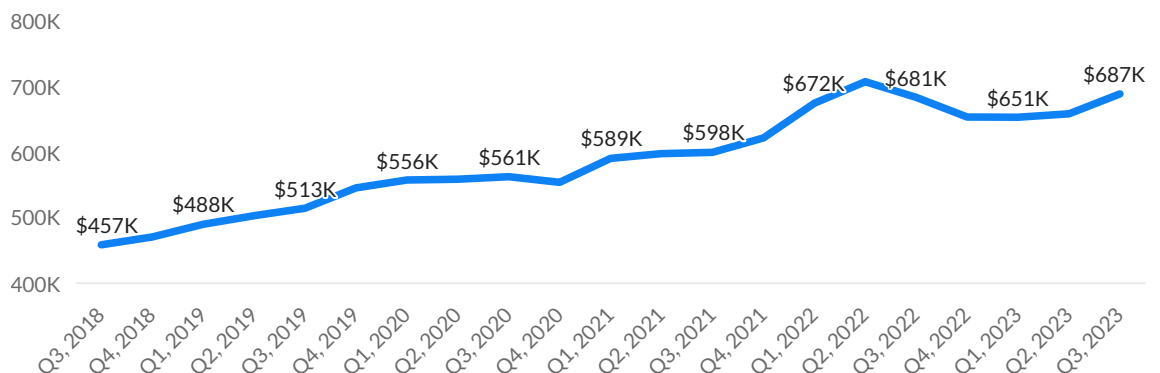


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average list price of \$687K for all new properties that have been listed.

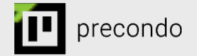
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average list price of all properties listed over the last 4 years as of Quarter 3 of 2023.





Nikhil Oberoi
 Broker with Precondo.ca
 647-924-0848



Total Inventory Cost

In the third quarter of 2023, the total cost of inventory was \$380M. In the third quarter of 2022, the total cost of inventory was \$301M. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has increased by 26.31%.

26.31%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total cost of inventory was \$301M. When the third quarter of 2023 is compared to the third quarter of 2022, the total cost of inventory has increased by 26.31%.

14.68%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2021

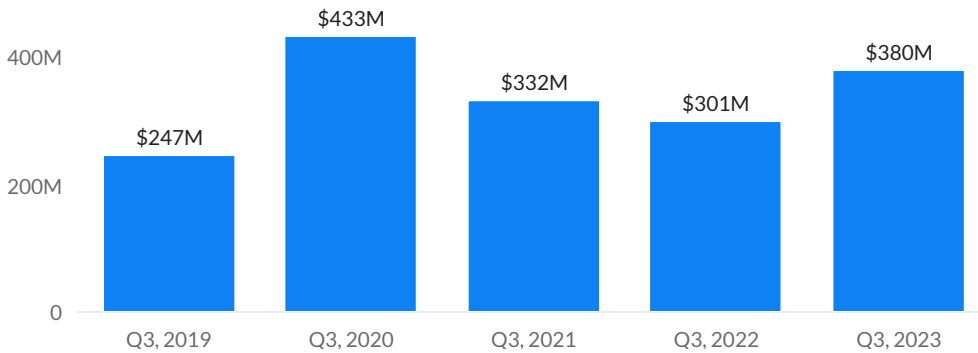
In the third quarter of 2021, the total cost of inventory was \$332M. When the third quarter of 2023 is compared to the third quarter of 2021, the total cost of inventory has increased by 14.68%.

12.22%
Decrease



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total cost of inventory was \$433M. When the third quarter of 2023 is compared to the third quarter of 2020, the total cost of inventory has decreased by 12.22%.

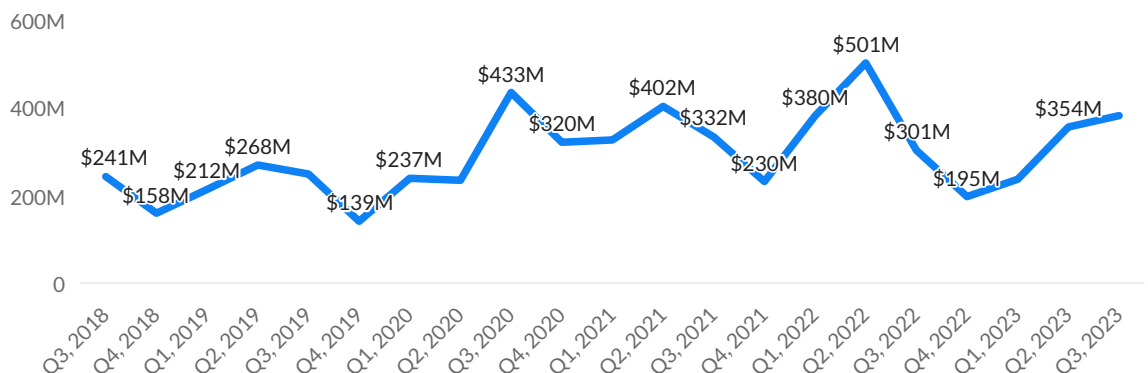


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total inventory volume of \$380M for all new properties that have been listed.

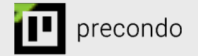
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for the total cost of all new inventory over the last 4 years as of Quarter 3 of 2023.





Nikhil Oberoi
 Broker with Precondo.ca
 647-924-0848



Total Sales

In the third quarter of 2023, the total number of sales was 174. In the third quarter of 2022, the total number of sales was 155. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has increased by 12.26%.

12.26%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total number of sales was 155. When the third quarter of 2023 is compared to the third quarter of 2022, the total number of sales has increased by 12.26%.

56.28%
Decrease



Quarter 3 of 2023 vs Quarter 3 of 2021

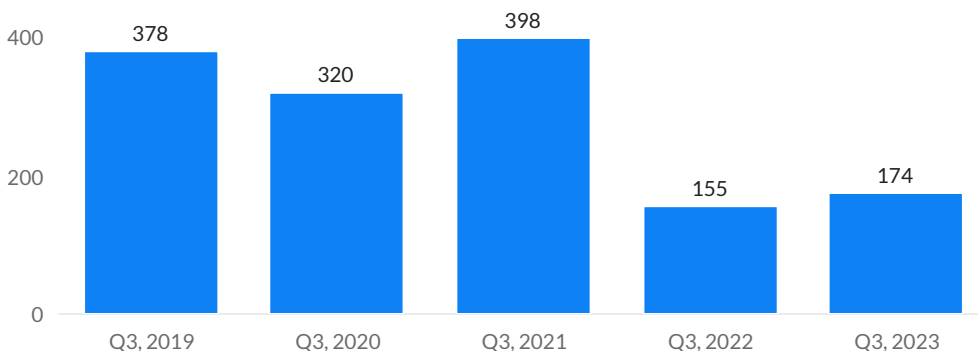
In the third quarter of 2021, the total number of sales was 398. When the third quarter of 2023 is compared to the third quarter of 2021, the total number of sales has decreased by 56.28%.

45.63%
Decrease



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total number of sales was 320. When the third quarter of 2023 is compared to the third quarter of 2020, the total number of sales has decreased by 45.63%.

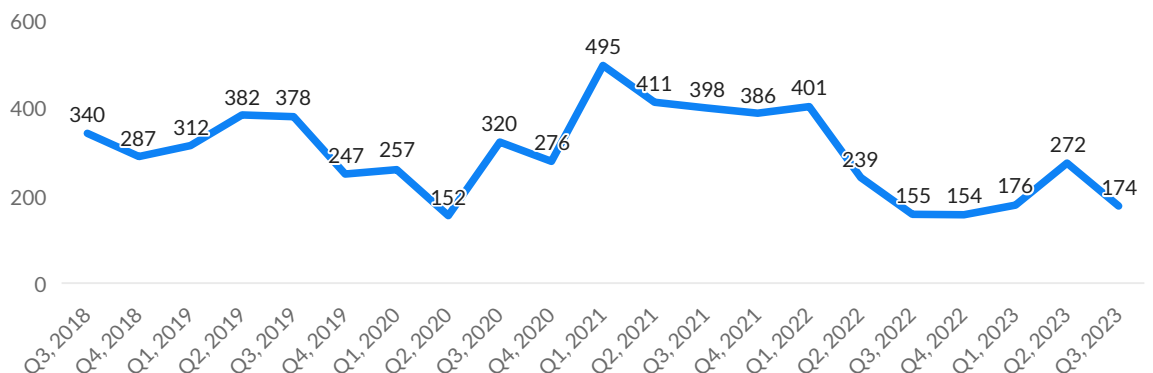


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total volume of 174 properties that have been sold.

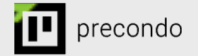
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for all properties that have been sold over the last 4 years as of Quarter 3 of 2023.





Nikhil Oberoi
 Broker with Precondo.ca
 647-924-0848



Sales Average Price

In the third quarter of 2023, the average sale price was \$643K. In the third quarter of 2022, the average sale price was \$645K. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has decreased by 0.29%.

0.29%
Decrease



Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average sale price was \$645K. When the third quarter of 2023 is compared to the third quarter of 2022, the average sale price has decreased by 0.29%.

8.79%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2021

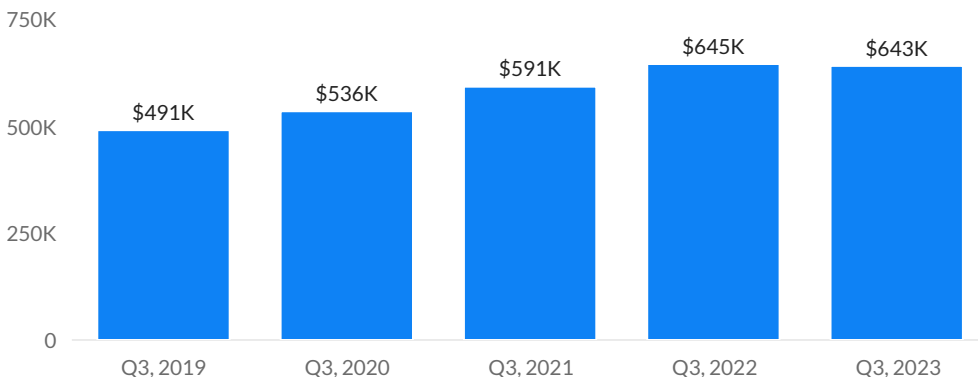
In the third quarter of 2021, the average sale price was \$591K. When the third quarter of 2023 is compared to the third quarter of 2021, the average sale price has increased by 8.79%.

19.83%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average sale price was \$536K. When the third quarter of 2023 is compared to the third quarter of 2020, the average sale price has increased by 19.83%.

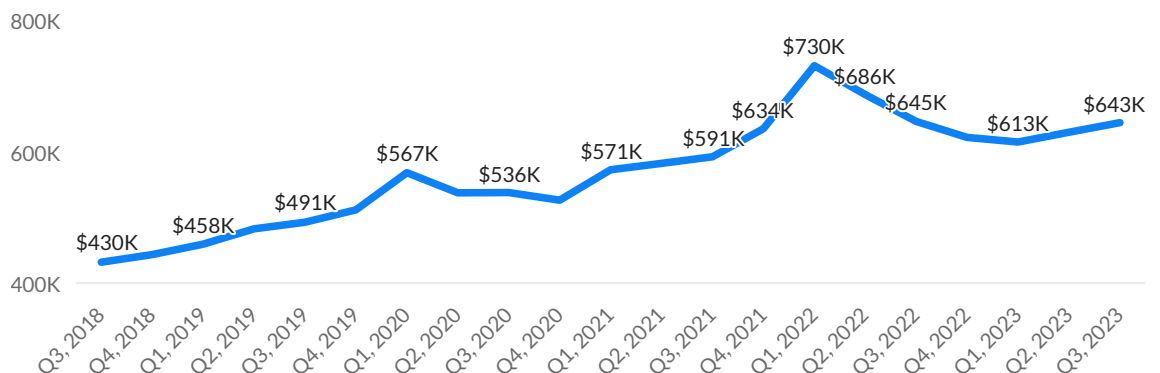


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average sale price of \$643K for all properties that have been sold.

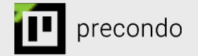
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average sale price of all sold properties over the last 4 years as of Quarter 3 of 2023.





Nikhil Oberoi
 Broker with Precondo.ca
 647-924-0848



Average List to Sell Ratio

In the third quarter of 2023, the average asking to selling ratio was 0.993. In the third quarter of 2022, the average asking to selling ratio was 0.992. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has increased by 0.13%.

0.13%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average asking to selling ratio was 0.992. When the third quarter of 2023 is compared to the third quarter of 2022, the average asking to selling ratio has increased by 0.13%.

1.23%
Decrease



Quarter 3 of 2023 vs Quarter 3 of 2021

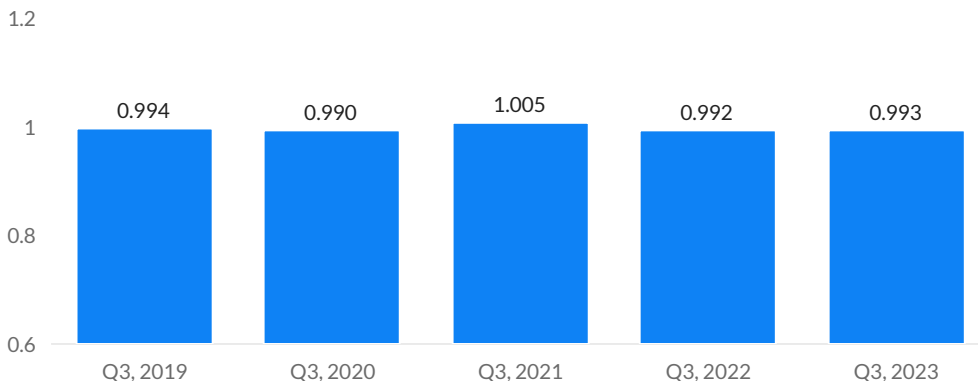
In the third quarter of 2021, the average asking to selling ratio was 1.005. When the third quarter of 2023 is compared to the third quarter of 2021, the average asking to selling ratio has decreased by 1.23%.

0.28%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average asking to selling ratio was 0.990. When the third quarter of 2023 is compared to the third quarter of 2020, the average asking to selling ratio has increased by 0.28%.

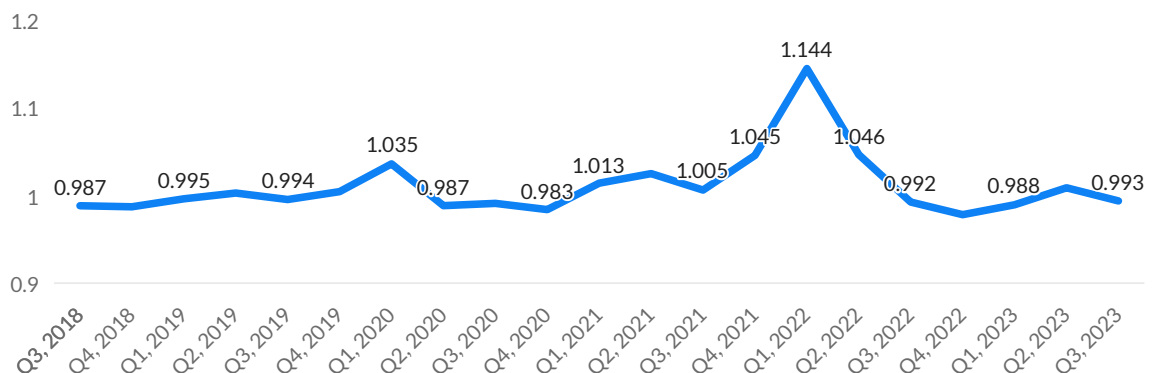


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average ask to sell price ratio of 0.993 for all properties that have been sold.

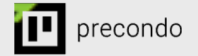
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average ask to sell price ratio of all sold properties over the last 4 years as of Quarter 3 of 2023.





Nikhil Oberoi
 Broker with Precondo.ca
 647-924-0848



Average Days on Market

In the third quarter of 2023, the average days on market was 21. In the third quarter of 2022, the average days on market was 26. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has decreased by 19.23%.

19.23%
Decrease



Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the average days on market was 26. When the third quarter of 2023 is compared to the third quarter of 2022, the average days on market has decreased by 19.23%.

23.53%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2021

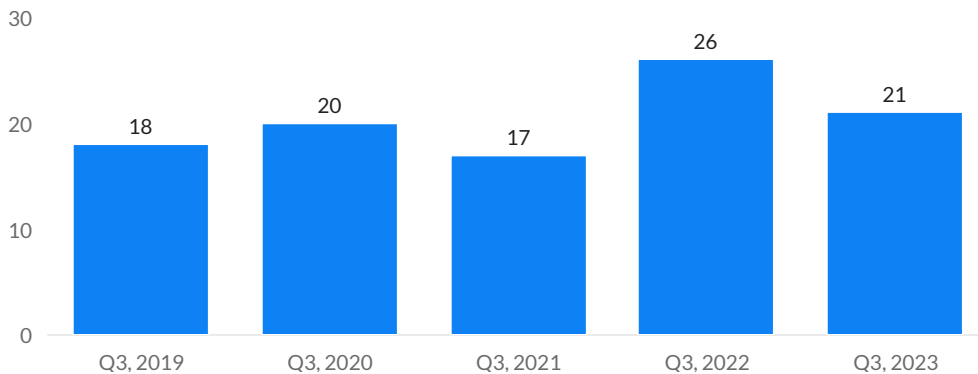
In the third quarter of 2021, the average days on market was 17. When the third quarter of 2023 is compared to the third quarter of 2021, the average days on market has increased by 23.53%.

5.00%
Increase



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the average days on market was 20. When the third quarter of 2023 is compared to the third quarter of 2020, the average days on market has increased by 5.00%.

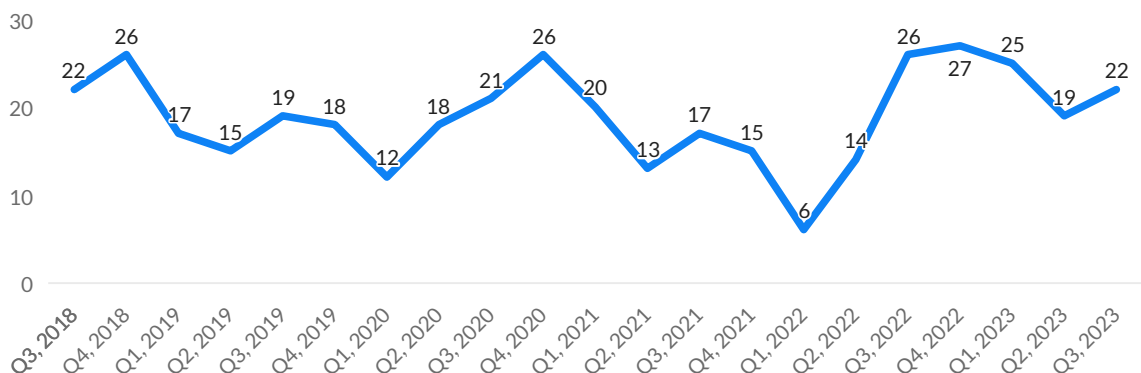


Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen an average days on market of 21 for all properties that have been sold.

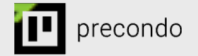
Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends in the average days on market of all sold properties over the last 4 years as of Quarter 3 of 2023.



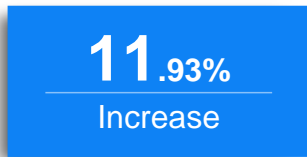


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 Broker with Precondo.ca
 647-924-0848



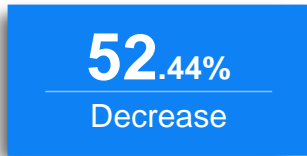
Total Sales Volume

In the third quarter of 2023, the total volume of sales was \$112M. In the third quarter of 2022, the total volume of sales was \$99.9M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has increased by 11.93%.



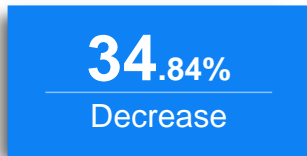
Quarter 3 of 2023 vs Quarter 3 of 2022

In the third quarter of 2022, the total volume of sales was \$99.9M. When the third quarter of 2023 is compared to the third quarter of 2022, the total volume of sales has increased by 11.93%.



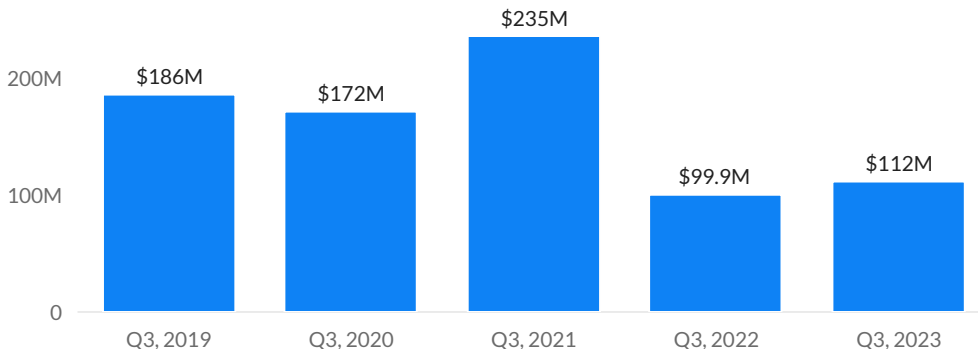
Quarter 3 of 2023 vs Quarter 3 of 2021

In the third quarter of 2021, the total volume of sales was \$235M. When the third quarter of 2023 is compared to the third quarter of 2021, the total volume of sales has decreased by 52.44%.



Quarter 3 of 2023 vs Quarter 3 of 2020

In the third quarter of 2020, the total volume of sales was \$172M. When the third quarter of 2023 is compared to the third quarter of 2020, the total volume of sales has decreased by 34.84%.



Overview

The bar graph to the left provides an overview of Q3 for the last 4 years leading up to Quarter 3 of 2023. In the third quarter of 2023, we have seen a total sales volume of \$112M for all new properties that have been listed.

Analysis

The line graph to the right, outlines and details the changes in quarterly (on a quarterly interval) trends for the total cost of all sold properties over the last 4 years as of Quarter 3 of 2023.

