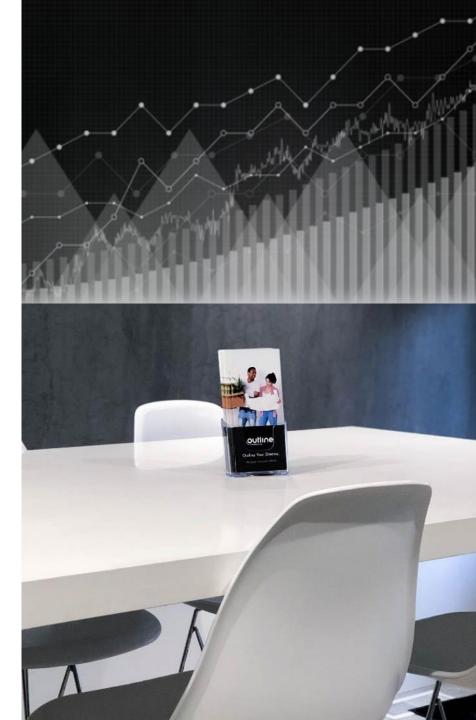
TRREB Stats Outline June 2024 & Historical Data

Outline Financial: www.outline.ca | hello@outline.ca | (416) 536-9559 | FSRA #13151





Data Note Reminder:

Data is sourced from TRREB's "New Market Stat Tool: Historical Stats Tables" published by TRREB each month.

While it is immaterial from a statistical perspective, as the TRREB Market Stat Tool is a dynamic report, some numbers may differ slightly from what TRREB publishes in their Market Watch PDF report.

For the purposes of this report, "All TRREB Territories" should be interpreted to mean all territories included in TRREB's Monthly Market Watch Report.



Contents

- High level review of June 2024 results (year-over-year & month-over-month)
- Sales results (demand) in context over past 10 years
- New listings results (supply) in context over past 10 years
- Active listings (supply) deep dive / by property type / by region
- Average Price analysis
- Additional resources

Notes (Year-Over-Year):

 On a year-over-year basis, sales decreased by -16.4%, average price decreased by -1.6%, while new and active listings continued to climb (+12.2% and +66.5% respectively).

	(Year-Over-Year)					
	All TRREB / All Property Types					
	June 2023		June 2024	%Chg		
Sales	7,429	→	6,212	-16.4%		
New Listings	16,009	→	17,967	12.2%		
Active Listings*	14,119	→	23,510	66.5%		
Average Price	\$1,181,002	→	\$1,162,330	-1.6%		
SP / LP	104%	→	100%			
Avg. LDOM	14	→	20			
Avg. PDOM	19	→	30			

*Data Source is TRREB's "New TRREB Market Stats Tool --> Historical Stats Tables". Active listings data provided within TRREB's Market Stats tool may differ slightly from what was published in TRREB's Market Watch PDF file as it was released after the Market Watch PDF.

SP / LP = Sales Price vs. List Price Ratio

(Month-To-Month)

All TRREB / All Property Types

June 2024

%Chg

May 2024*



Notes (Month-Over-Month):

Month-over-month results (i.e., May 2024 to June 2024) were as follows:

- Sales, average price, and new listings all decreased, while active listings increased.
- It is important to view month-over-month changes in context with typical seasonality. Seasonality trends will be analysed later in this report to determine if the May to June change was different than historical norms.

ne

		(Yeai	r-Over-Year)		(Month-To-Month)			
		REB /	All Property	Гурез	All TRREB / All Property Types			
	June 2023		June 2024	%Chg	May 2024*		June 2024	%
Sales	7,429	→	6,212	-16.4%	6,999		6,212	-1
New Listings	16,009	→	17,967	12.2%	18,619		17,967	-
Active Listings*	14,119	→	23,510	66.5%	21,759		23,510	į
Average Price	\$1,181,002	→	\$1,162,330	-1.6%	\$1,165,729	-	\$1,162,330	-
SP / LP	104%	→	100%		102%		100%	
Avg. LDOM	14	→	20		19		20	
Avg. PDOM	19	→	30		28		30	

(Vear Over Vear)

(Month To Month)

*Data Source is TRREB's "New TRREB Market Stats Tool --> Historical Stats Tables". Active listings data provided within TRREB's Market Stats tool may differ slightly from what was published in TRREB's Market Watch PDF file as it was released after the Market Watch PDF.

SP / LP = Sales Price vs. List Price Ratio

Sales – Historical Perspective



✓ All TRREB / All Property Types – Sales

Notes (Sales Commentary):

June 2024 sales were down by -16.4% vs. June 2023 (6,212 vs. 7,429). Overall, June 2024 sales were the lowest for a June over the past 10 years.

Year-over-year (YoY) and historical time comparisons are below:

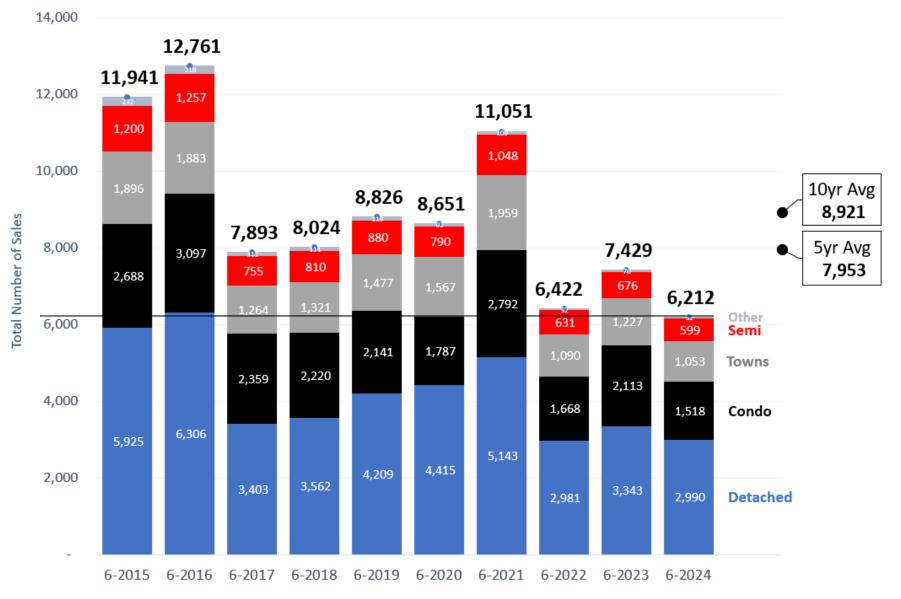
YoY: June 2024 vs. June 2023

-16.4% vs. June 2023

June 2024 vs. Historical Norms:

- -7.1% vs. 3yr June Average
- -21.9% vs. 5yr June Average
- -30.4% vs. 10yr June Average

June - Total Number of Sales By Property Type - 10 Year History - "All TRREB Territories"



Mth-Year (each bar Detached, Condo, Townhome, Semi-Detached, and Oth Property Type data)

✓ All TRREB / All Property Types – Sales

June 2024 sales results by property type compared to the previous June, and historical June averages, are as follows:

Detached (2,990 sales)

- -11% vs. June 2023
- -4% vs. 3yr June Average
- -21% vs. 5yr June Average
- -29% vs. 10yr June Average

Semi-Detached (599 sales)

- -11% vs. June 2023
- -6% vs. 3yr June Average
- -20% vs. 5yr June Average
- -31% vs. 10yr June Average

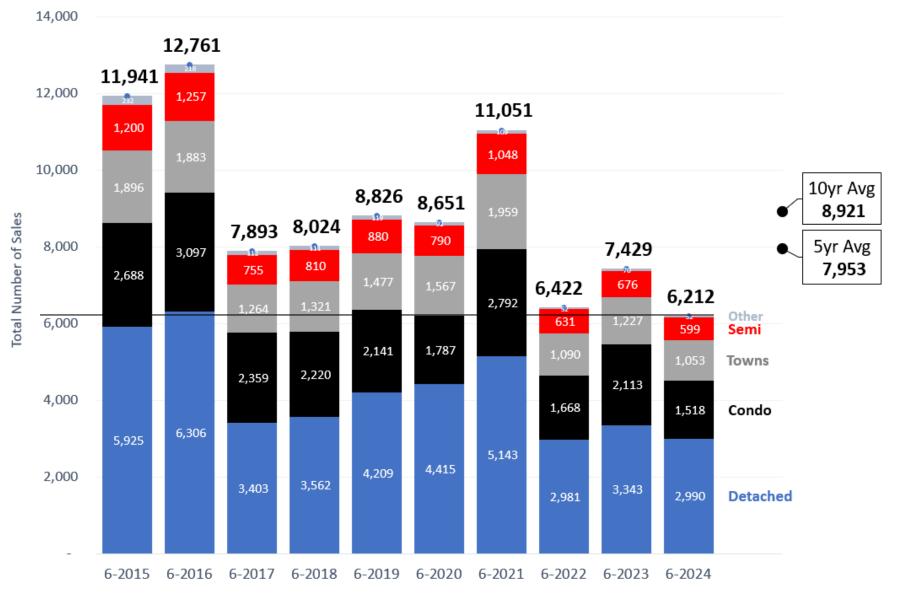
Townhomes (1,053 sales)

- -14% vs. June 2023
- -6% vs. 3yr June Average
- -24% vs. 5yr June Average
- -29% vs. 10yr June Average

Condo Apt. (1,518 sales)

- -28% vs. June 2023
- -14% vs. 3yr June Average
- -23% vs. 5yr June Average
- -32% vs. 10yr June Average

June - Total Number of Sales By Property Type - 10 Year History - "All TRREB Territories"



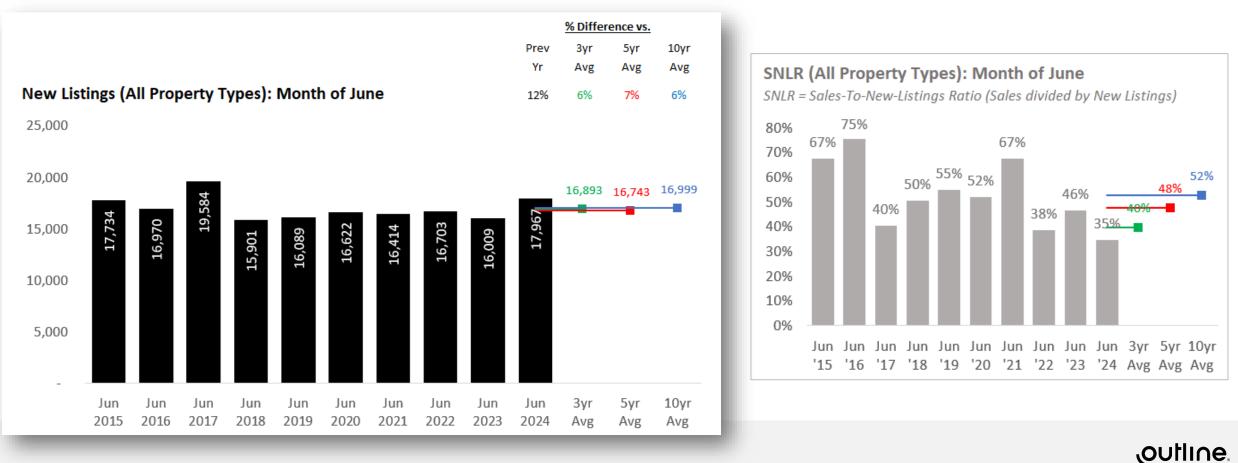
Mth-Year (each bar Detached, Condo, Townhome, Semi-Detached, and Oth Property Type data)

What about new supply?

New Listings



All TRREB / All Property Types - New Listings (10yr history & month-over-month)



New Listings Notes:

- New listings for June 2024 came in at 17,967. This was up +12% versus the previous year, and also rose above the 3, 5, and 10-year averages (+6%, +7%, +6% respectively).
- Given the heightened new listings combined with low sales, the sales-to-new-listing ratio (SNLR) for June 2024 was 35% (the lowest for a June over the past 10 years). For full year SNLR ratios (or SNLR Trend stats), please refer to the stats database link provided on the second last slide.

How many of the new listings were "re-listings" of existing inventory?

A change in trend could signal more/less property repricing, changing market dynamics, etc.



✓ All TRREB / All Property Types - Re-List Share of New Listings

Toronto Regional Real Estate Board						
Re-List Share Comparison All Home Type						Home Types
		June 2024			YTD 2024	
	New Listings	Relists	Relist Share	New Listings	Relists	Relist Share
All TRREB Areas	17,964	5,390	30.0%	86,696	19,661	22.7%
Halton Region	1,765	512	29.0%	8,605	1,807	21.0%
Burlington	462	99	21.4%	2,450	443	18.1%
Halton Hills	164	54	32.9%	831	195	23.5%
Milton	411	123	29.9%	1,886	386	20.5%
Oakville	728	236	32.4%	3,438	783	22.8%
Peel Region	3,275	1,093	33.4%	15,566	3,958	25.4%
Brampton	1,447	519	35.9%	6,897	1,861	27.0%
Caledon	255	93	36.5%	1,250	343	27.4%
Mississauga	1,573	481	30.6%	7,419	1,754	23.6%
City of Toronto	6,820	1,958	28.7%	33,653	7,446	22.1%
Toronto West	1,725	536	31.1%	8,611	2,000	23.2%
Toronto Central	3,641	1,020	28.0%	18,305	4,051	22.1%
Toronto East	1,454	402	27.6%	6,737	1,395	20.7%
York Region	3,160	908	28.7%	15,505	3,345	21.6%
Aurora	187	42	22.5%	940	208	22.1%
East Gwillimbury	116	40	34.5%	685	151	22.0%
Georgina	225	75	33.3%	1,026	268	26.1%
King	90	31	34.4%	445	120	27.0%
Markham	715	190	26.6%	3,322	599	18.0%
Newmarket	212	63	29.7%	1,134	252	22.2%
Richmond Hill	598	169	28.3%	2,920	630	21.6%
Vaughan	838	248	29.6%	4,199	941	22.4%
Stouffville	179	50	27.9%	834	176	21.1%
Durham Region	2,232	679	30.4%	9,709	2,178	22.4%
Ajax	299	83	27.8%	1,229	234	19.0%
Brock	42	8	19.0%	186	43	23.1%
Clarington	366	104	28.4%	1,634	347	21.2%
Oshawa	613	214	34.9%	2,658	637	24.0%
Pickering	352	106	30.1%	1,525	356	23.3%
Scugog	59	19	32.2%	315	74	23.5%
Uxbridge	66	17	25.8%	291	64	22.0%
Whitby	435	128	29.4%	1,870	423	22.6%
Dufferin County	99	40	40.4%	490	135	27.6%
Orangeville	99	40	40.4%	490	135	27.6%
Simcoe County	613	200	32.6%	3,168	792	25.0%
Adjala-Tosorontio	48	16	33.3%	226	43	19.0%
Bradford	89	30	33.7%	593	142	23.9%
Essa	85	25	29.4%	392	104	26.5%
Innisfil	243	88	36.2%	1,214	337	27.8%
New Tecumseth	148	41	27.7%	743	166	22.3%

"Re-Listings" = percent of the new listings that are previously listed addresses being relisted at revised price (or other material change).

Re-List Share Details

- June 2024 → 17,964 Total New Listings*
- June 2024 → 30.0% Relist Share (5,390)

*Note: This is an example where there is small difference between what TRREB publishes in their Market Watch PDF report, and what is included in TRREB's historical stats tool that is regularly updated. The historical stats tool (what this report is based on) has a June 2024 new listing count of 17,967, while the TRREB Market Watch PDF has a June 2024 new listing count of 17,964. TRREB used the Market Watch PDF number for their Relist Share report.

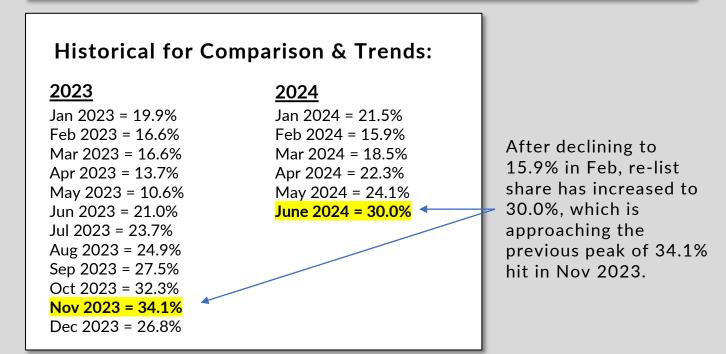
✓ All TRREB / All Property Types - Re-List Share of New Listings

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Re-List Sha	are Comparis	son	All Home Types			
		June 2024			YTD 2024	
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	42					23.1%
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-				,		
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Simcoe County	613				792	
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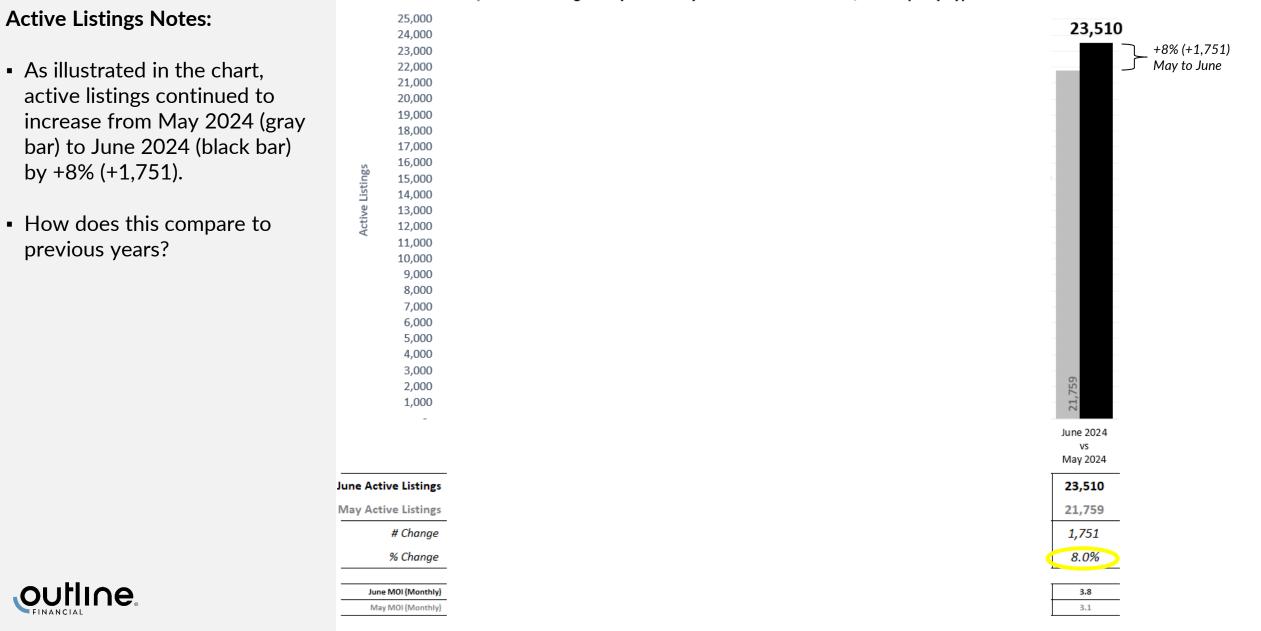


*Note: TRREB started reporting re-list share in May 2022.

How many properties are available for sale?

Active Listings





June vs. May - Active Listings - 10 year History - "All TRREB Territories / All Property Types"

May MOI (Monthly)

Active Listings Notes:

- How does the current change compare to previous years?
- Questions to ask

June vs. May - Active Listings - 10 year History - "All TRREB Territories / All Property Types"

25,000 23,510 24,000 +8% (+1,751) 23,000 May to June 22,000 21,000 20,000 How does the 23,510 June 2024 19,000 • 18,000 active listings compare to historical 17,000 16,000 Active Listings June active listings? 15,000 14,000 13,000 12,000 How does the change from May to 11,000 10,000 June (+8.0%) compare to historical 9,000 8,000 7,000 norms? 6,000 5,000 4,000 3,000 21,759 2,000 1,000 June 2024 VS May 2024 23,510 June Active Listings 21,759 May Active Listings # Change 1,751 % Change 8.0% June MOI (Monthly) 3.8

3.1



Active Listings - Notes:

There were 23,510 active listings at the end of June 2024 (all property types / all TRREB zones).

This was the highest active listing count for a June over the past 10 years.

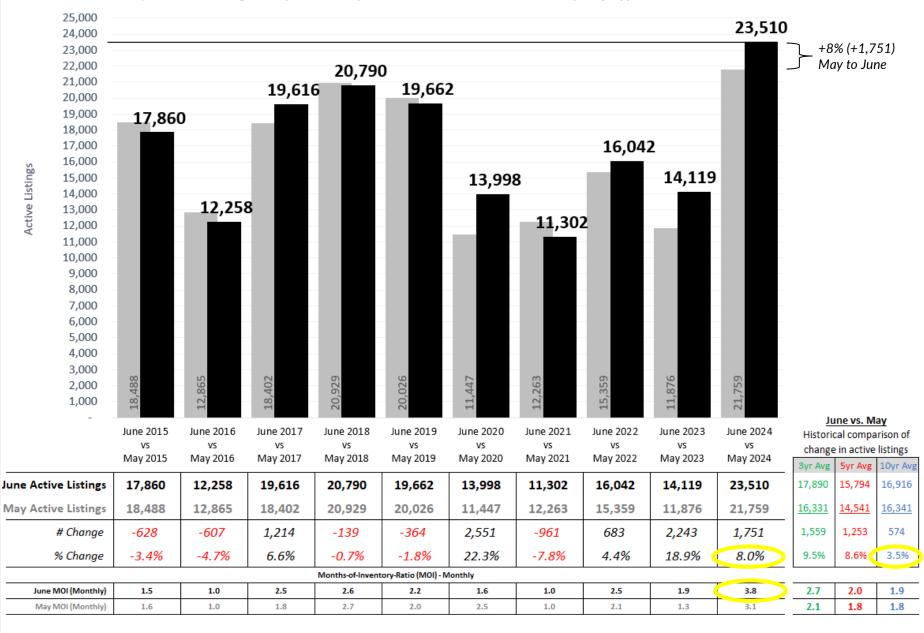
June 2024 vs historical June active listing averages were as follows:

+67% vs. June 2023 of 14,119 +31% vs. 3yr June Avg of 17,890 +49% vs. 5yr June Avg of 15,794 +39% vs. 10yr June Avg of 16,916

From a seasonality perspective, active listings increased by +8% (+1,751) from May 2024 to June 2024.

The growth was larger than typical seasonality patterns (10-year average is +3.5% from a May to June).

June vs. May - Active Listings - 10 year History - "All TRREB Territories / All Property Types"



What about active listings by property type?





Active Listings - Detached:

There were 10,085 detached active listings at the end of June 2024. This was:

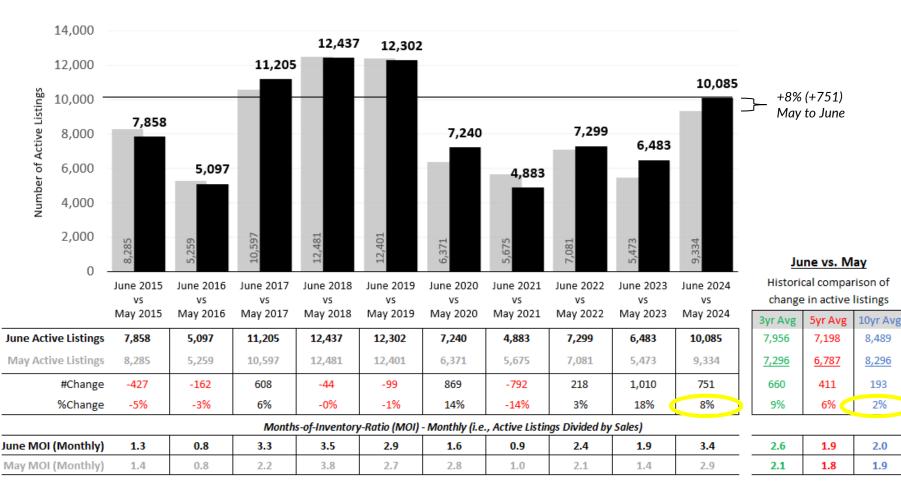
+56% vs. June 2023 of 6,483 +27% vs. 3yr June Avg of 7,956 +40% vs. 5yr June Avg of 7,198 +19% vs. 10yr June Avg of 8,489

From a seasonality perspective, active listings increased by +8% (+751) from May 2024 to June 2024.

The growth was larger than typical seasonality patterns (10-year average is +2% from a May to June).

Active Listings Analysis / Detached Only

End of June vs. End of May (end of previous month)





May MOI (Monthly)

0.8

0.5

1.7

2.0

1.0



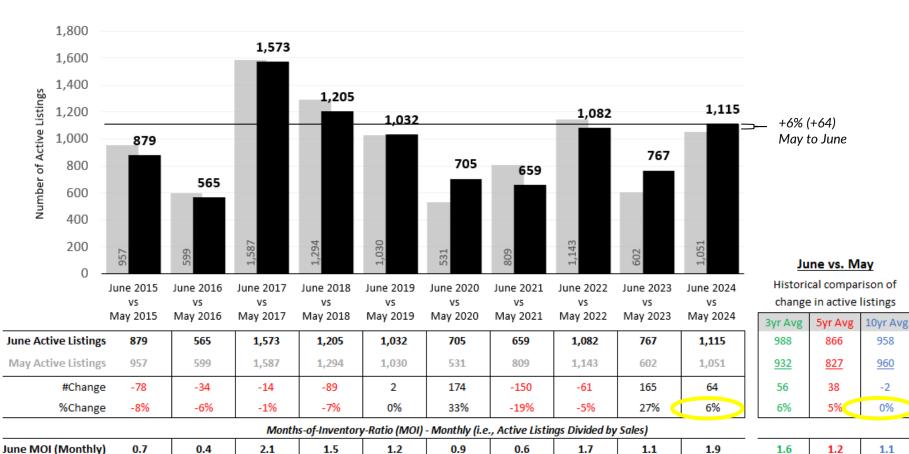
Active Listings - Semi-Det:

There were 1,115 semi-detached active listings at the end of June 2024. This was:

+45% vs. June 2023 total of 767 +13% vs. 3yr June Avg of 988 +29% vs. 5yr June Avg of 866 +16% vs. 10yr June Avg of 958

From a seasonality perspective, active listings increased by +6%(+64) from May 2024 to June 2024.

The growth was larger than typical seasonality patterns (10-year average is +0% -- flat -- from a May to June).



1.2

0.7

1.5

Active Listings Analysis / Semi-Detached Only

End of June vs. End of May (end of previous month)



1.1

1.3

1.1

0.8

1.7

958

960

-2 0%

1.1

1.1



Active Listings – Townhomes:

There were 3,392 townhome active listings at the end of June 2024. This was:

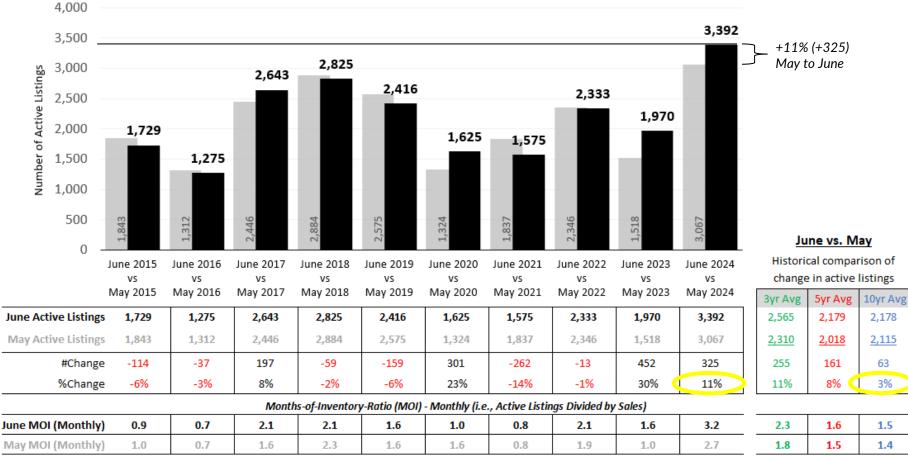
+72% vs. June 2023 total of 1,970 +32% vs. 3yr June Avg of 2,565 +56% vs. 5yr June Avg of 2,179 +56% vs. 10yr June Avg of 2,178

From a seasonality perspective, active listings increased by +11% (+325) from May 2024 to June 2024.

The growth was larger than typical seasonality patterns (10-year average is +3% from a May to June).

Active Listings Analysis / Townhomes Only

End of June vs. End of May (end of previous month)







Active Listings - Condos:

There were 8,766 Condo Apt active listings at the end of June 2024. This was:

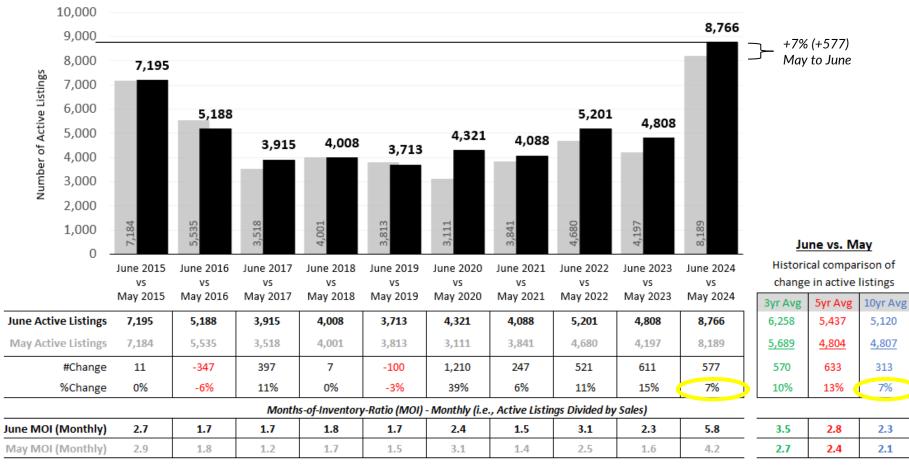
+82% vs. June 2023 total of 4,808 +40% vs. 3yr June Avg of 6,258 +61% vs. 5yr June Avg of 5,437 +71% vs. 10yr June Avg of 5,120

From a seasonality perspective, active listings increased by +7% (+577) from May 2024 to June 2024.

The growth was in-line with typical seasonality patterns (10-year average is +7% from a May to June).

Active Listings Analysis / Condos Only

End of June vs. End of May (end of previous month)

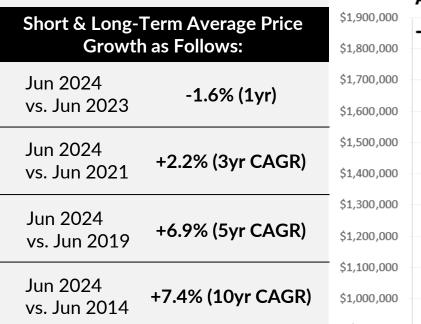




What about average price?

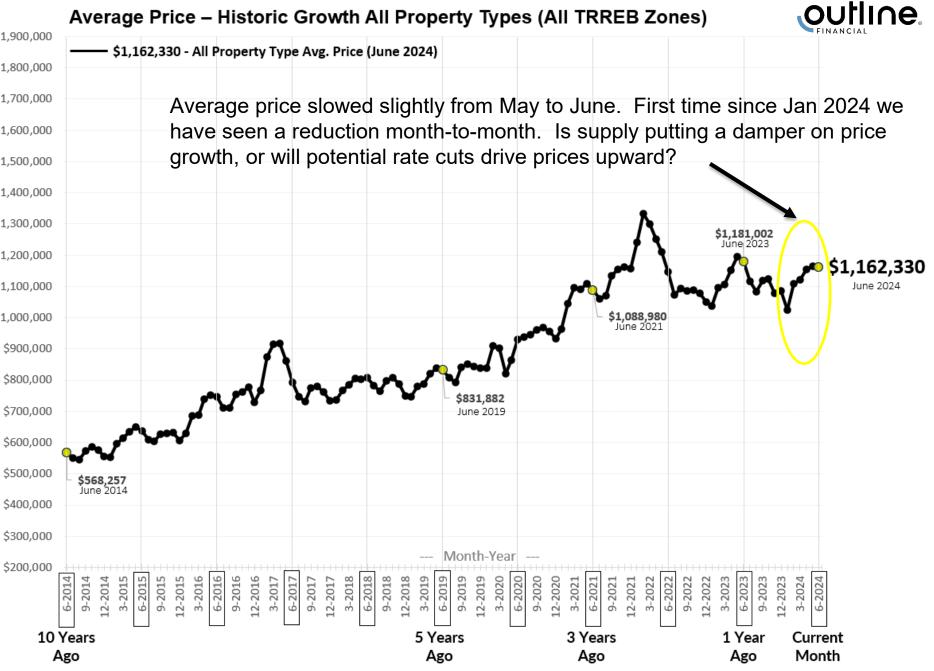


✓ All TRREB / All Property Types – Average Price

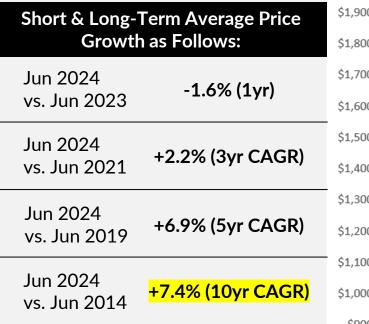


*CAGR: Compound Annual Growth Rate

- Average price slowed month-tomonth for the first time since Jan 2024 (although only slightly)
- The past 3 years has seen significant volatility, but 3yr CAGR still remains positive (+2.2% CAGR).
- Longer-term 5 & 10 year results remain strong with 6.9% CAGR and 7.4% CAGR.

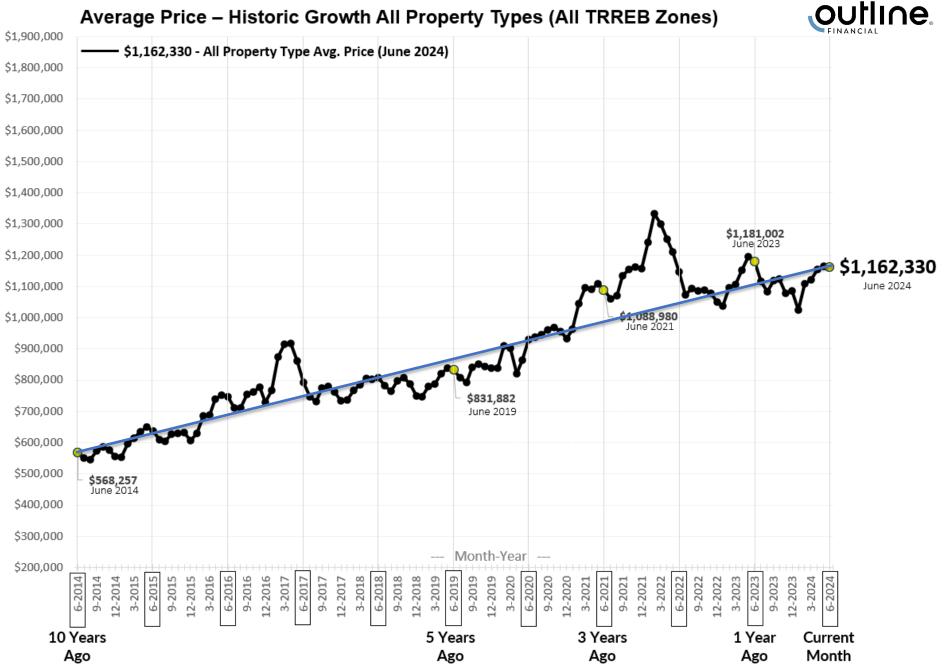


✓ All TRREB / All Property Types – Average Price



*CAGR: Compound Annual Growth Rate

- Average price slowed month-tomonth for the first time since Jan 2024 (although only slightly)
- The past 3 years has seen significant volatility, but 3yr CAGR still remains positive (+2.2% CAGR).
- Longer-term 5 & 10 year results remain strong with 6.9% CAGR and 7.4% CAGR.



Average Price by Property Type



✓ All TRREB / By Property Type – Average Price

Other growth rates as follows:

<u>1 Year</u> Avg. Price Change				
June 2024 vs. June 2023				
	% Chg			
Detached	-3.3%			
Semi-Det	-9.3%			
Towns	-4.9%			
Condos -1.5%				

5 Year Avg. Price Change

June 2024 vs. June 2019

	% Chg	CAGR*
Detached	45.5%	7.8%
Semi-Det	32.8%	5.8%
Towns	40.2%	7.0%
Condos	23.3%	4.3%

10 Year Avg. Price Change

% Chg

107.8%

105.1%

119.4%

98.0%

CAGR*

7.6%

7.4%

8.2%

7.1%

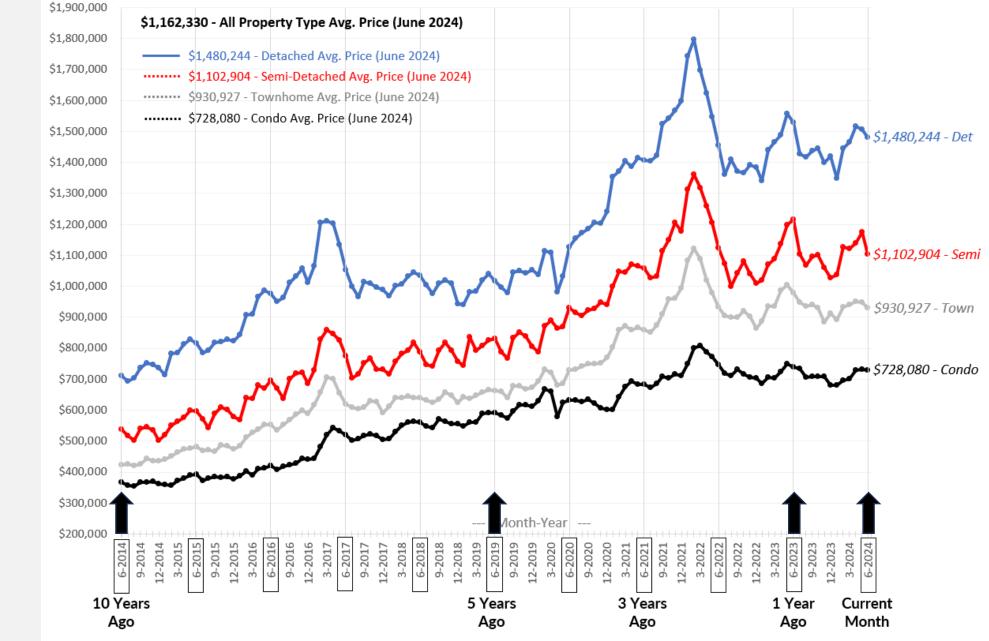
June 2024 vs. June 2014

Detached

Semi-Det

Towns

Condos



*CAGR: Compound Annual Growth Rate

Average Price – Historic Growth by Property Type (All TRREB Zones)

✓ All TRREB / By Property Type – Average Price

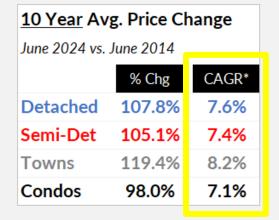
Other growth rates as follows:

<u>1 Year</u> Avg. Price Change					
June 2024 vs. June 2023					
	% Chg				
Detached	ched -3.3%				
Semi-Det -9.3%					
Towns	owns -4.9%				
Condos -1.5%					

<u>5 Year</u> Avg. Price Change

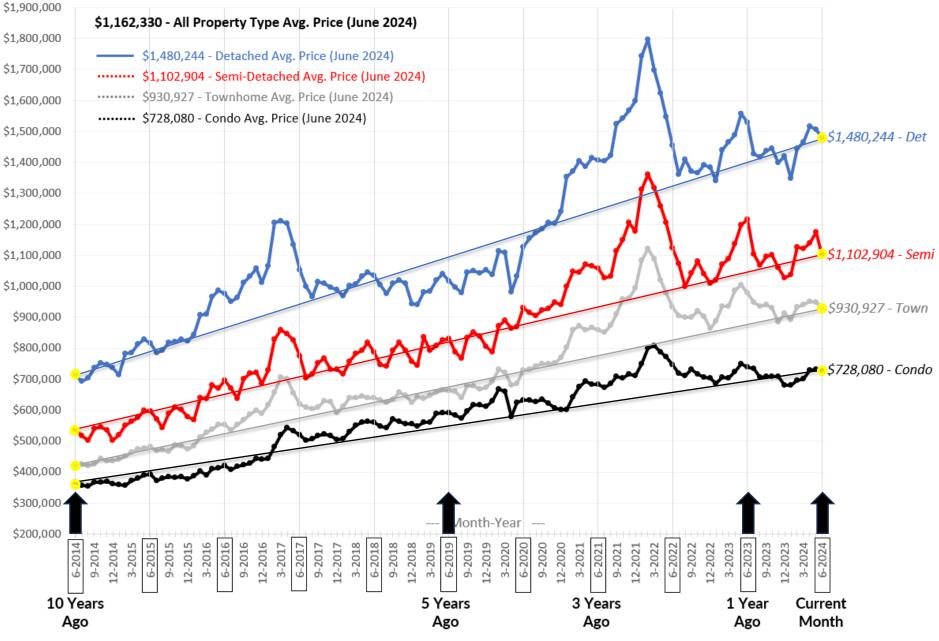
June 2024 vs. June 2019

	% Chg	CAGR*
Detached	45.5%	7.8%
Semi-Det	32.8%	5.8%
Towns	40.2%	7.0%
Condos	23.3%	4.3%



*CAGR: Compound Annual Growth Rate

Average Price – Historic Growth by Property Type (All TRREB Zones)



Looking for More Information?



Looking for Similar Stats By TRREB Zone/Region?



Looking for more details by TRREB zone?



Visit **The Monthly Outline** website to access a password protected stats portal with 4 report formats and 40 different TRREB zone combinations.

www.Outline.ca/June-2024-Custom-Trreb-Outline-Reports/



Password: VIP-2024



Thank you!

TRREB Stats Outline June 2024 & Historical Data

Outline Financial: www.outline.ca | hello@outline.ca | (416) 536-9559 | FSRA #13151

