

Gary A. McGowan homes@garyamcgowan.com (905) 895 5972



Quick Review

In August, 2022, we have seen 4.35K properties listed which has resulted in a 6.93% decrease from August, 2021 in which 4.67K properties were listed; We have seen a year to date volume of 46.9K in 2022 and 50.1K in 2021 resulting in a 6.41% decrease. In August, 2022, we have seen a total volume of 1.90K sold properties which has resulted in a 39.50% decrease from August, 2021 in which 3.15K listings were sold; We have seen a year to date volume of 22.6K in 2022 and 32.0K in 2021 resulting in a 29.26% decrease.

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The average sales price in August, 2022 is \$1.03M, a 0.61% increase from August, 2021. The average sales price of August, 2021 was \$1.03M. We have seen a year to date average sales price of \$1.19M in 2022 and \$1.07M in 2021 resulting in a 10.80% increase. The average ask to sell ratio in August, 2022 was 0.987, a 4.78% decrease from August, 2021 with an ask to sell ratio of 1.036. We have seen a year to date average ask to sell ratio of 1.078 in 2022 and 1.055 in 2021 resulting in a 2.21% increase.

Key Figures	Aug, 2022	Aug, 2021	Percent Change
New Listings	4.35K	4.67K	-6.93%
Average Asking Price	\$1.21M	\$1.09M	+11.33%
Sold Properties	1.90K	3.15K	-39.50%
Average Sale Price	\$1.03M	\$1.03M	0.61%
Days on Market Until Sale	24.00	21.00	+14.29%
Average Ask to Sell Ratio	0.987	1.036	-4.78%

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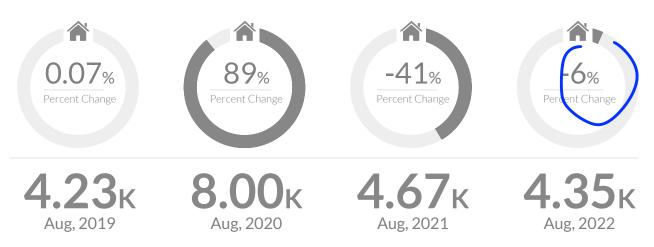
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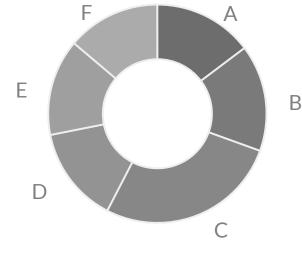


P2:: New Listings

New Listings

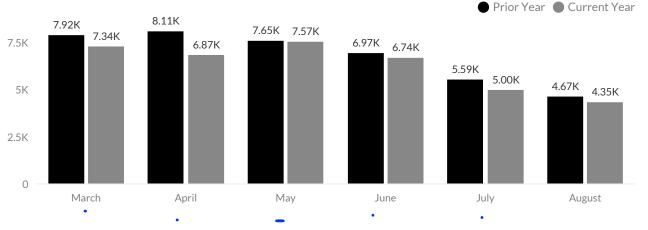
Overview of the number of listings which have been added to the market as of August, 2022





Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



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A AUG, 2022 There were 4.35K new listings, a 6.93% decrease from August, 2021

C AUG. 2020

from August, 2019

There were 8.00K new

listings, an 89.28% increase

B AUG, 2021

There were 4.67K new listings, a 41.61% decrease from August, 2020

D AUG, 2019

There were 4.23K new listings, a 0.07% increase from August, 2018

E AUG, 2018

There were 4.22K new listings, a 3.45% increase from August, 2017

F AUG, 2017 There were 4.08K new listings, an 18.49% decrease

from August, 2016

P3 :: New Listings Cont.



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B

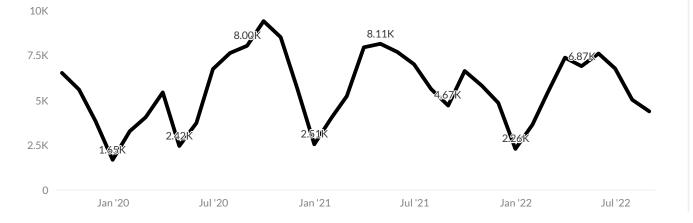
New Listings

Overview of the number of listings which have been added to the market as of August, 2022



Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



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A YTD 2022 There were 46.9K new listings, a 6.41% decrease from August, 2021

B ytd 2021

There were 50.1K new listings, a 21.92% increase from August, 2020

C YTD 2020

There were 41.1K new listings, a 2.50% decrease from August, 2019

E ytd 2018

There were 40.2K new listings, a 14.89% decrease from August, 2017

D YTD 2019 There were 42.1K new listings, a 4.76% increase from August, 2018

F YTD 2017

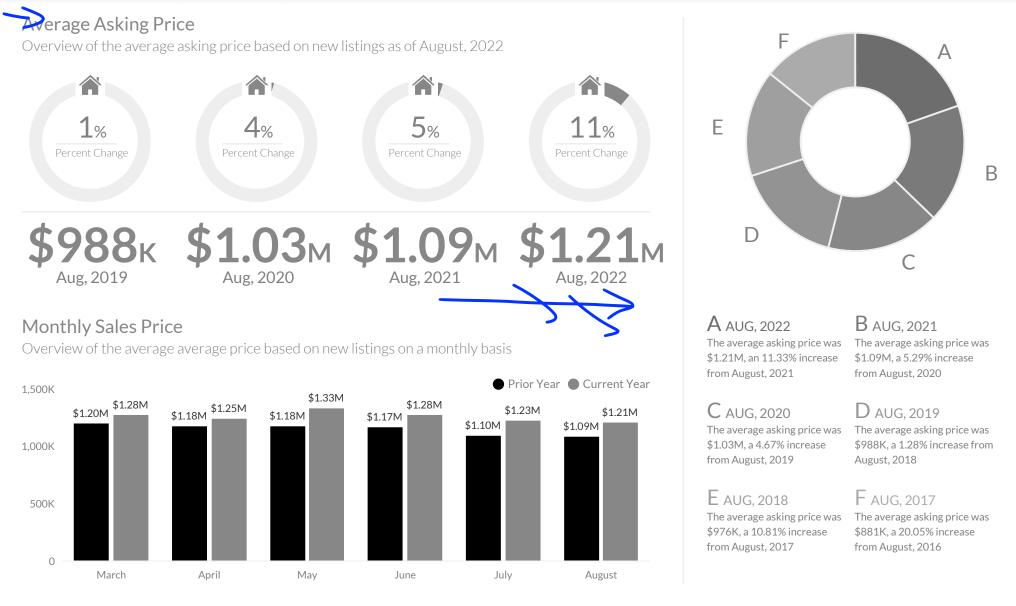
There were 47.3K new listings, a 0.34% decrease from August, 2016

P4 :: Average Asking Price



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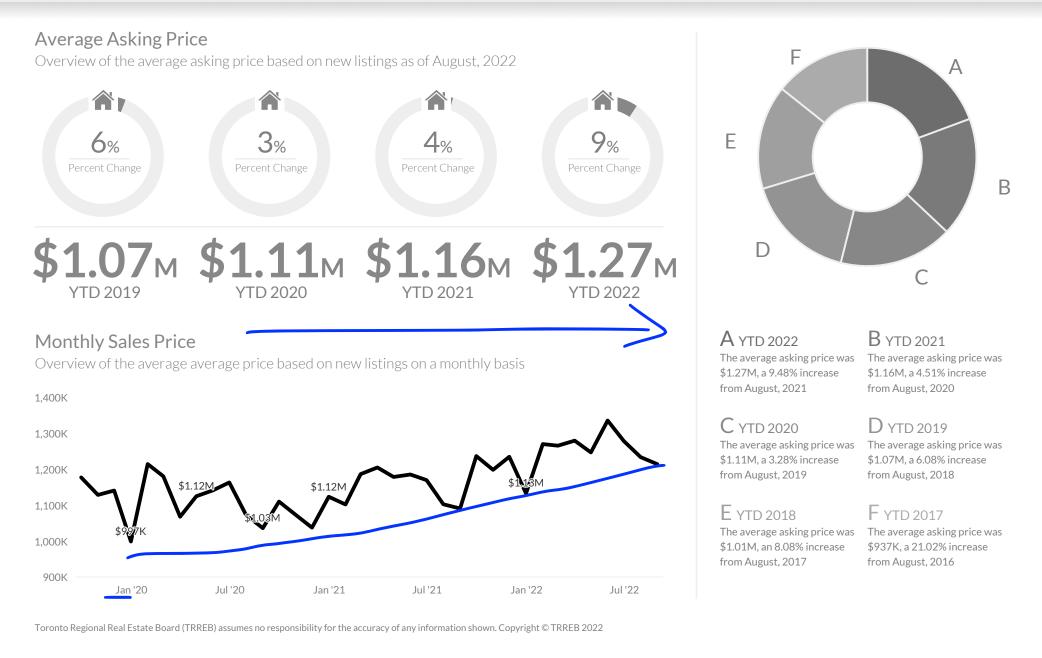


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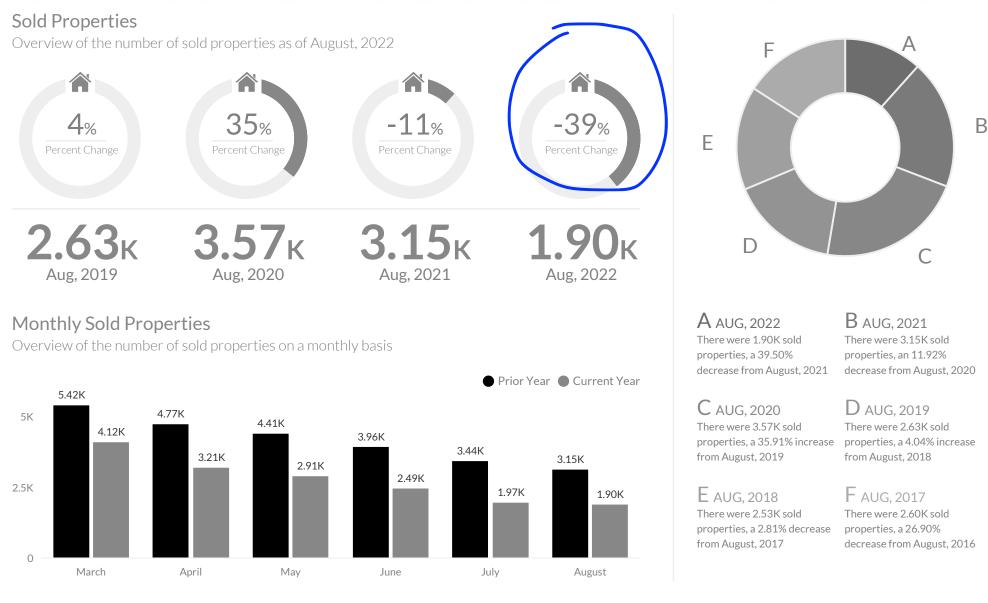






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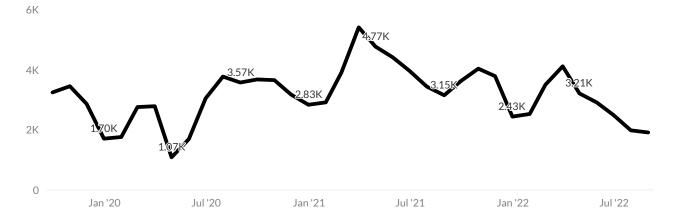
Sold Properties

Overview of the number of sold properties as of August, 2022





Overview of the number of sold properties on a monthly basis



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A YTD 2022 There were 22.6K sold properties, a 29.26% decrease from August, 2021

B YTD 2021

D YTD 2019

There were 32.0K sold properties, a 56.43% increase from August, 2020

В

C YTD 2020

There were 20.4K sold properties, an 11.35% decrease from August, 2019

E ytd 2018

There were 22.0K sold properties, an 18.32% decrease from August, 2017 There were 23.0K sold properties, a 4.66% increase from August, 2018

F YTD 2017

There were 27.0K sold properties, an 11.68% decrease from August, 2016

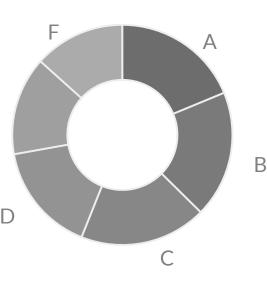


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Average Sale Price F Overview of the average selling price based on sold listings as of August, 2022 А Ε 15% 0.61% -0.08% 0/ Percent Change Percent Change Percent Change D \$890к \$1.03м \$1.03м \$1.03м С Aug, 2021 Aug, 2022 Aug, 2019 Aug. 2020 **B** AUG. 2021 **Monthly Sales Price** A AUG. 2022 The average sales price was The average sales price was Overview of the average selling price based on sold listings on a monthly basis \$1.03M, a 0.61% increase \$1.03M, a 0.08% decrease from August, 2021 from August, 2020 1,500K Prior Year Current Year \$1.28M \$1.25M \$1.23M C AUG. 2020 D AUG. 2019 \$1.11M ^{\$1.15M} \$1.13M \$1.12M \$1.10M \$1.05M \$1.02M \$1.03M \$1.03M The average sales price was The average sales price was 1,000K \$1.03M, a 15.55% increase \$890K, an 11.62% increase from August, 2019 from August, 2018 E AUG. 2018 F AUG. 2017 500K The average sales price was The average sales price was \$798K, an 8.36% increase from August, 2017 August, 2016 0 March April May July June August

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\$736K, a 3.60% increase from



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Average Sale Price С Overview of the average selling price based on sold listings as of August, 2022 А Ε 5% 12% 6% Percent Change Percent Change Percent Change Percent Change B D **\$898к \$1.01**м **\$1.07**м **\$1.19**м УТD 2019 УТD 2020 УТD 2021 **\$1.19**м УТD 2021 C **B** YTD 2021 A YTD 2022 **Monthly Sales Price** The average sales price was The average sales price was Overview of the average selling price based on sold listings on a monthly basis \$1.19M, a 10.80% increase \$1.07M, a 6.55% increase from August, 2021 from August, 2020 1,400K \$1.28M C YTD 2020 D YTD 2019 The average sales price was The average sales price was 1.200K \$1.01M, a 12.06% increase \$898K, a 5.41% increase from from August, 2019 August, 2018 \$1.03N 1.03M E YTD 2018 F YTD 2017 1,000K The average sales price was The average sales price was \$852K, a 1.94% decrease \$869K, a 16.28% increase from August, 2017 from August, 2016 800K Jan '20 Jul '20 Jan '21 Jul '21 Jan '22 Jul '22

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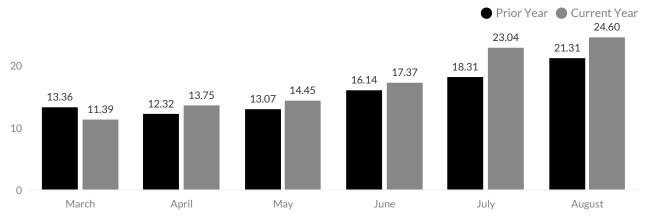
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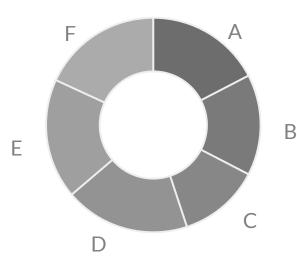
Days on Market Until Sale

Overview of the average number of days that sold listings as of August, 2022 have been on the market for





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A AUG, 2022

The average days on market was 24.00, a 14.29% increase from August, 2021

B AUG, 2021

The average days on market was 21.00, a 23.53% increase from August, 2020

The average days on market

was 26.00, a 4.00% increase

C AUG, 2020

The average days on market was 17.00, a 34.62% decrease from August, 2019

E AUG, 2018

The average days on market was 25.00, no increase or decrease from August, 2017

from August, 2018 F AUG, 2017

D AUG. 2019

The average days on market was 25.00, a 13.64% increase from August, 2016



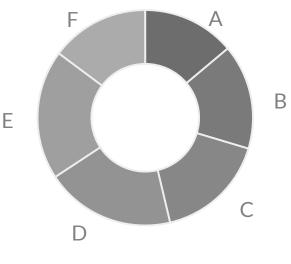
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Days on Market Until Sale

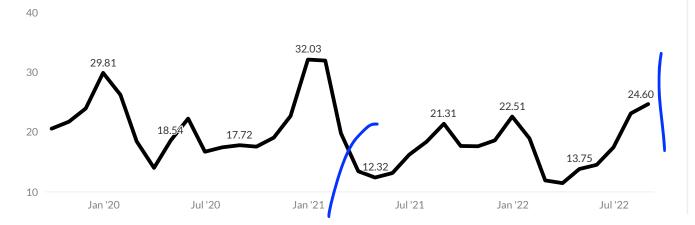
Overview of the average number of days that sold listings as of August, 2022 have been on the market for





Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



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A ytd 2022

The average days on market was 15.00, an 11.76% decrease from August, 2021

B ytd 2021

The average days on market was 17.00, a 5.56% decrease from August, 2020

C YTD 2020

The average days on market was 18.00, a 14.29% decrease from August, 2019

E ytd 2018

The average days on market was 21.00, a 31.25% increase from August, 2017

D YTD 2019 The average days on market

was 21.00, no increase or decrease from August, 2018

F YTD 2017

The average days on market was 16.00, a 23.81% decrease from August, 2016



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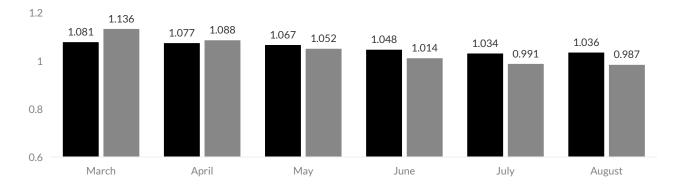
Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of August, 2022

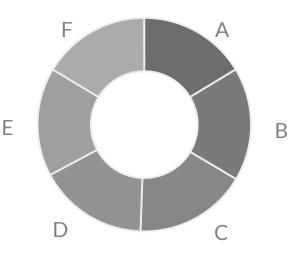


Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



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A AUG, 2022

The average ask to sell ratio was 0.987, a 4.78% decrease from August, 2021

B AUG, 2021

The average ask to sell ratio was 1.036, a 0.65% increase from August, 2020

C AUG, 2020

Prior Year Current Year

The average ask to sell ratio was 1.029, a 2.76% increase from August, 2019

E AUG, 2018

The average ask to sell ratio was 0.992, a 0.39% increase from August, 2017

D AUG, 2019 The average ask to sell ratio was 1.002, a 1.02% increase

from August, 2018

F AUG, 2017

The average ask to sell ratio was 0.988, a 3.08% decrease from August, 2016





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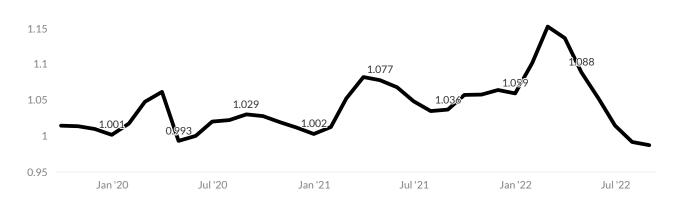
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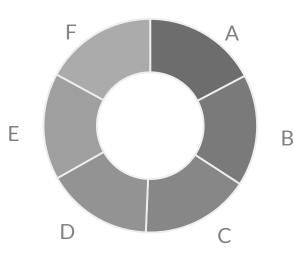




Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis 1.2



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A ytd 2022

The average ask to sell ratio was 1.078, a 2.21% increase from August, 2021

B ytd 2021

The average ask to sell ratio was 1.055, a 2.68% increase from August, 2020

C YTD 2020

The average ask to sell ratio was 1.028, a 1.98% increase from August, 2019

E ytd 2018

The average ask to sell ratio was 1.007, a 5.30% decrease from August, 2017

The average ask to sell ratio was 1.008, a 0.09% increase from August 2018

from August, 2018

F ytd 2017

D YTD 2019

The average ask to sell ratio was 1.063, a 3.50% increase from August, 2016