

# Altus Data Solutions



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## ReallInsider™ Executive Summary

March 2016 GTA New Home Market Results

*(Data as of 03/31/16)*

Official Source of New Home Information for:



# March 2016 GTA New Home Market Results

Official Source of New Home Information for:



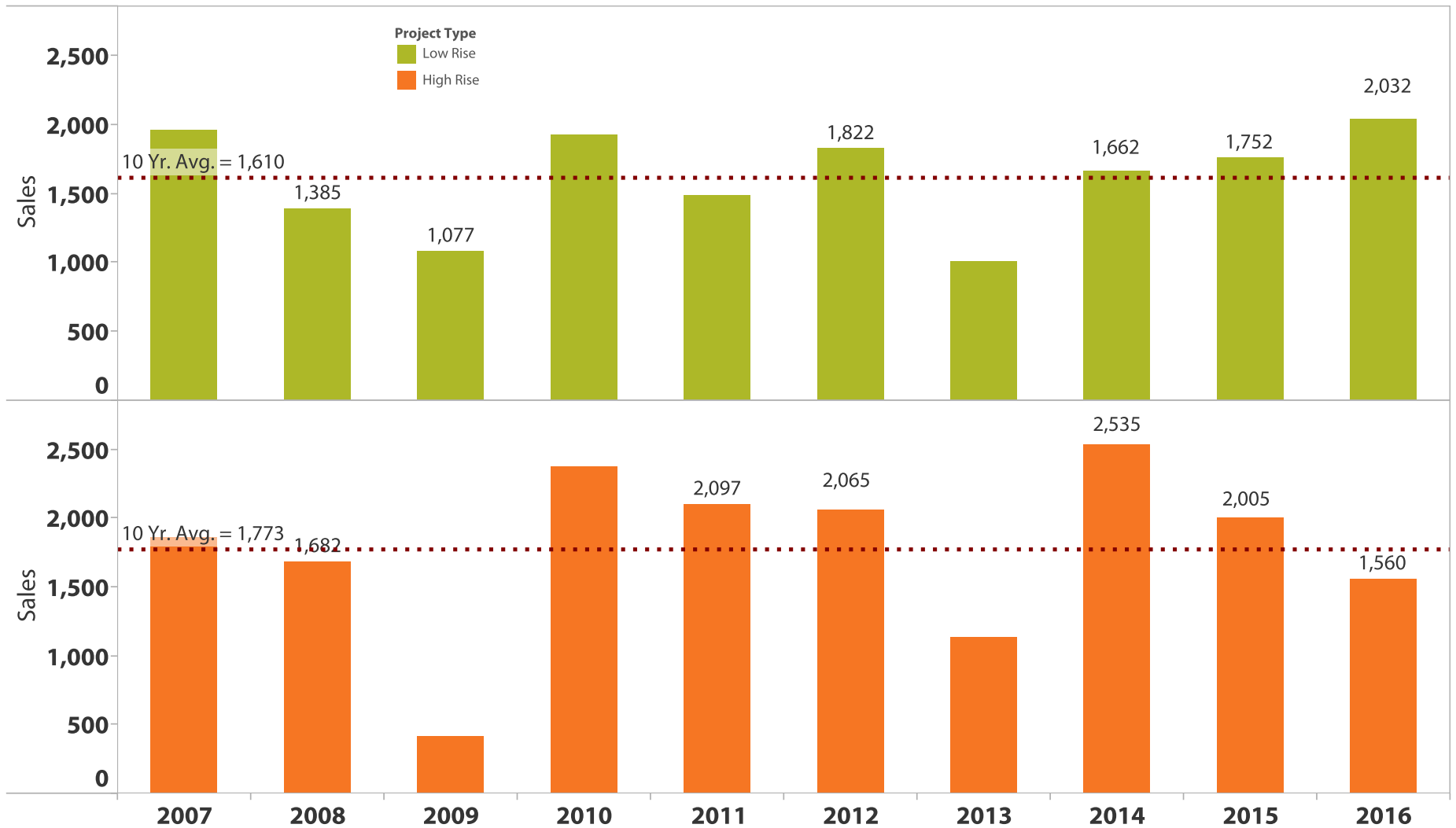
		February Sales	Year-to-Date Sales	Remaining Inventory	REALNET® Price Index
Low Rise		<b>2,032</b>	<b>4,805</b>	<b>3,036</b>	<b>\$849,312</b>
		<i>Up +16% from Prior Year</i>	<i>Up +11% from Prior Year</i>		<i>Up +15% from Prior Year</i>
High Rise		<b>1,560</b>	<b>4,547</b>	<b>18,280</b>	<b>\$459,231</b>
		<i>Down -22% from Prior Year</i>	<i>Up +2% from Prior Year</i>		<i>Up +2% from Prior Year</i>
<b>TOTAL</b>		<b>3,592</b>	<b>9,352</b>	<b>21,316</b>	

## Current Month Sales

There were 3,592 total new home sales in March 2016, with 2,032 Low Rise sales, up +16% from last March (+26% from 10yr) and 1,560 High Rise sales, down -22% from March 2015 (-12% from 10yr avg).

### March New Home Sales by Year & Project Type

Greater Toronto Area - March (2007 to 2016)





## Year to Date Sales

Through the first three months of 2016 total sales were 9,352 with Low Rise sales of 4,805 increasing +11% (+18% from 10yr avg) and High Rise sales of 4,547, up +2% from the previous year (+18% from 10yr avg).

### Year to Date (Jan. to Mar.) New Home Sales

Greater Toronto Area - Jan. to Mar. 2007 to 2016

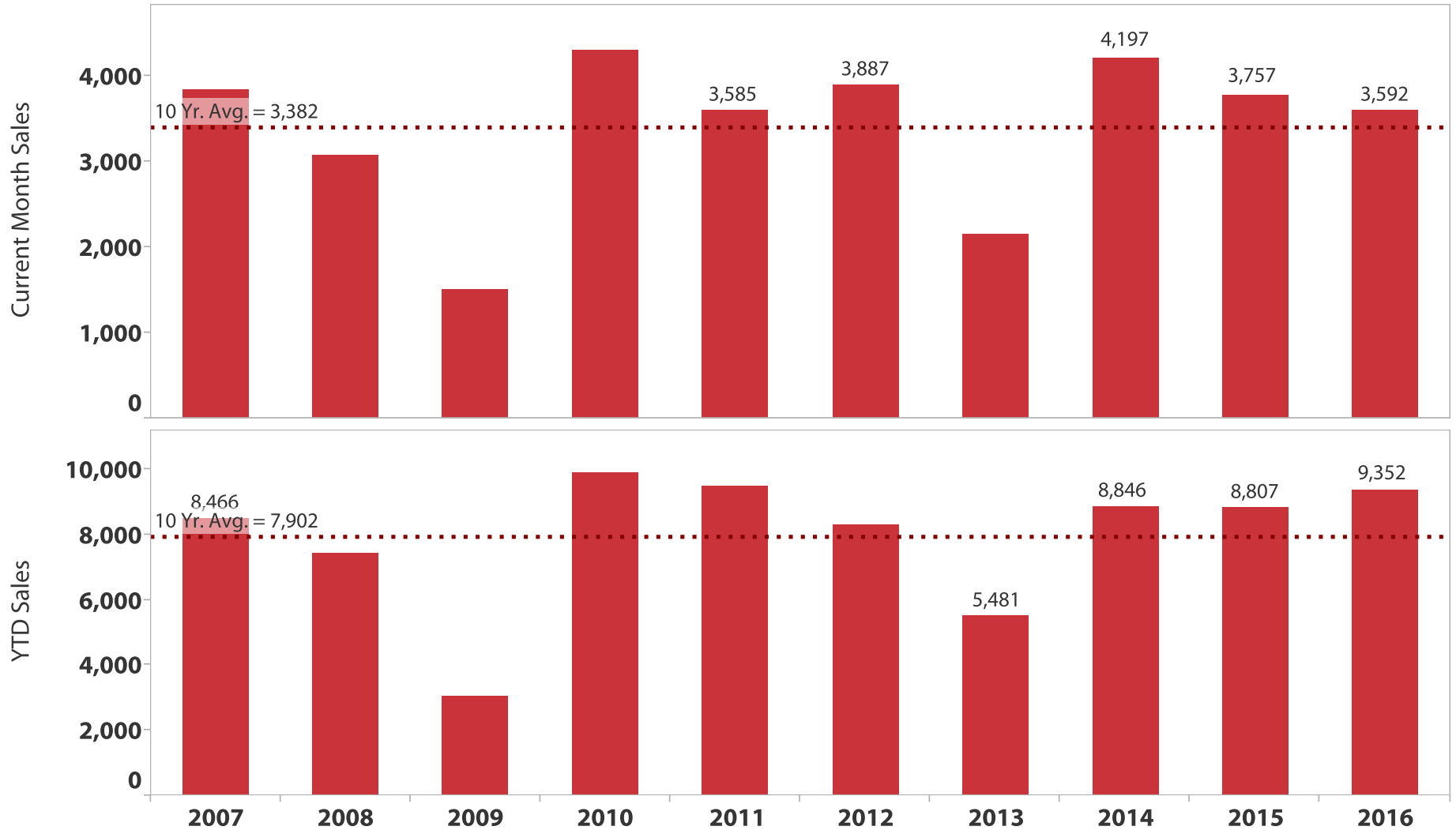


# Total New Home Sales

March 2016 Total NH sales of 3,592 were down -4% from March 2015 (+6% from 10yr avg) and Total NH sales so far in 2016 of 9,352 were up +6% from the same period in 2015 (+18% from 10yr avg).

## Total New Home Sales - Current Month & YTD

Greater Toronto Area - Mar. (top chart) & Jan. to Mar. (lower chart) 2007 to 2016



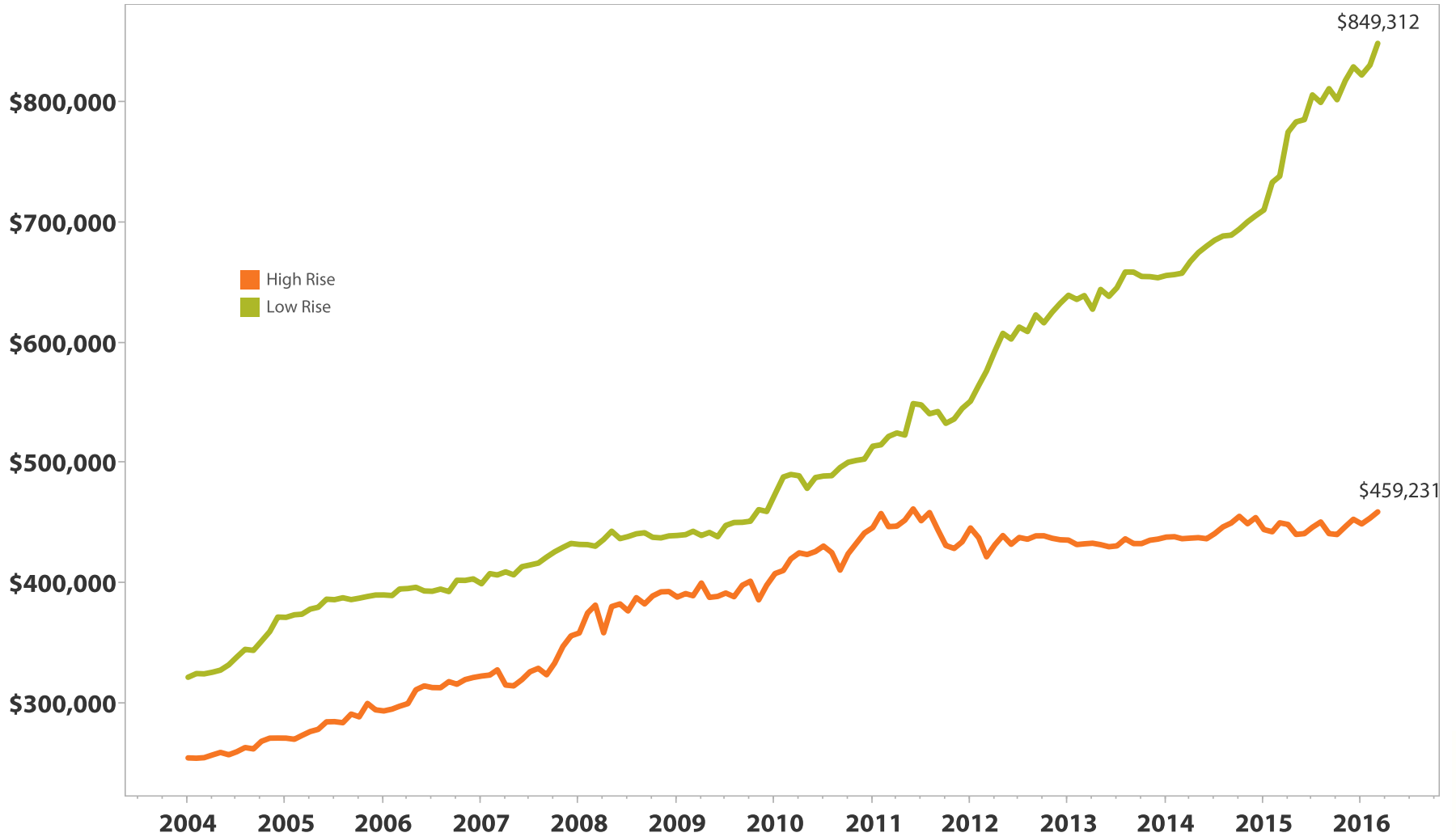


## New Home Price Index

The price index was \$849,312 for Low Rise new homes and \$459,231 for High Rise new homes at March 31, 2016. The index measures the average asking price of available new homes excluding the extremes.

### Monthly New Home Price Index

Greater Toronto Area - January 2004 to March 2016

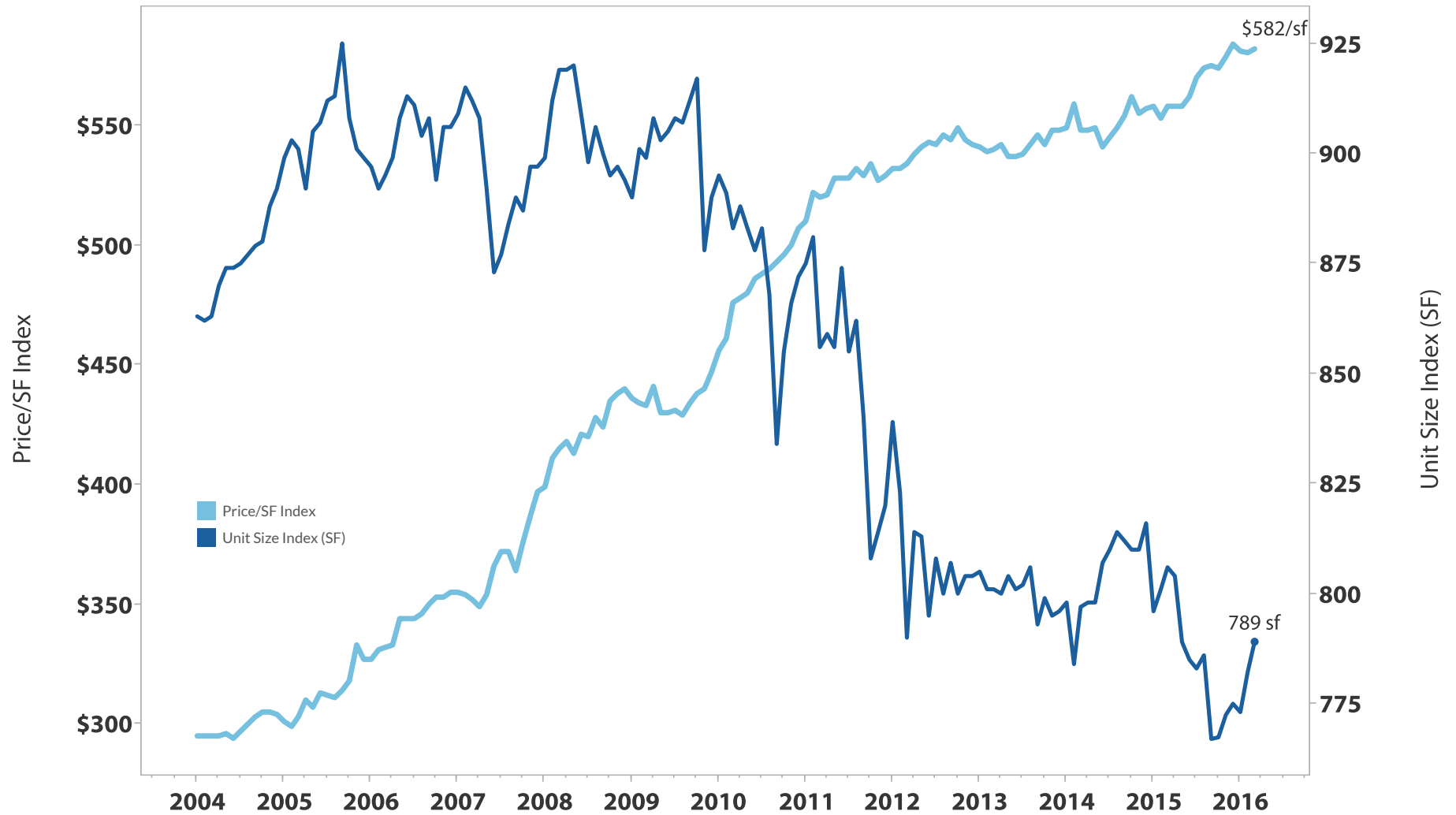


## New Home Price/SF & Unit Size Index

The High Rise unit size and price/sf components of the new home price index was 789 sf at an average of \$582/sf at March 31, 2016.

### Monthly High Rise Price/SF Index & Unit Size Index

Greater Toronto Area - March 31, 2016

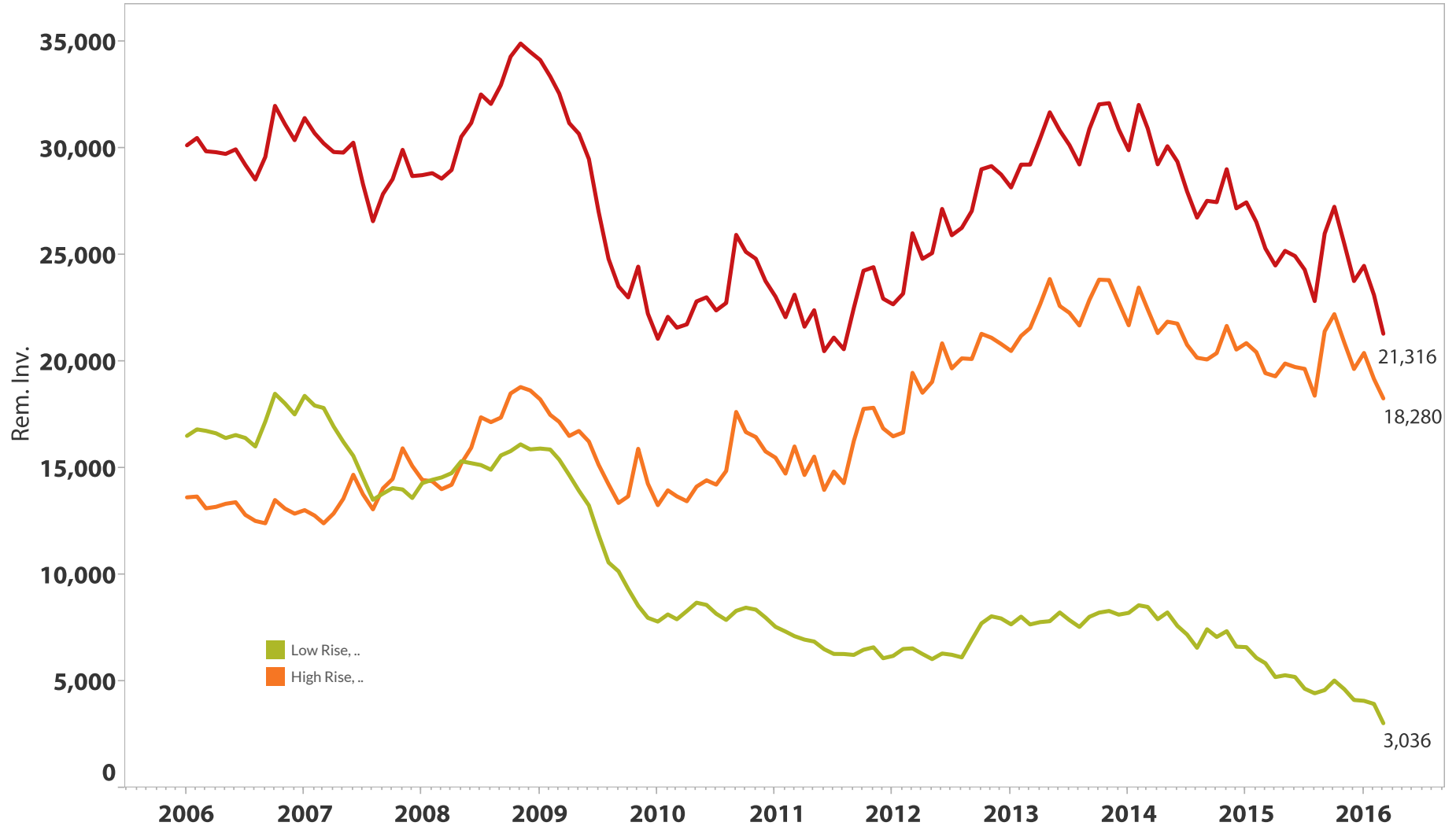


## Remaining Inventory

Current total new home remaining inventory is 21,316 units comprised of 18,280 high rise units and 3,036 low rise lots. Remaining inventory represents all the available new home choices available to purchasers.

### Monthly Remaining Inventory by Project Type

Greater Toronto Area - 2006 to March 2016



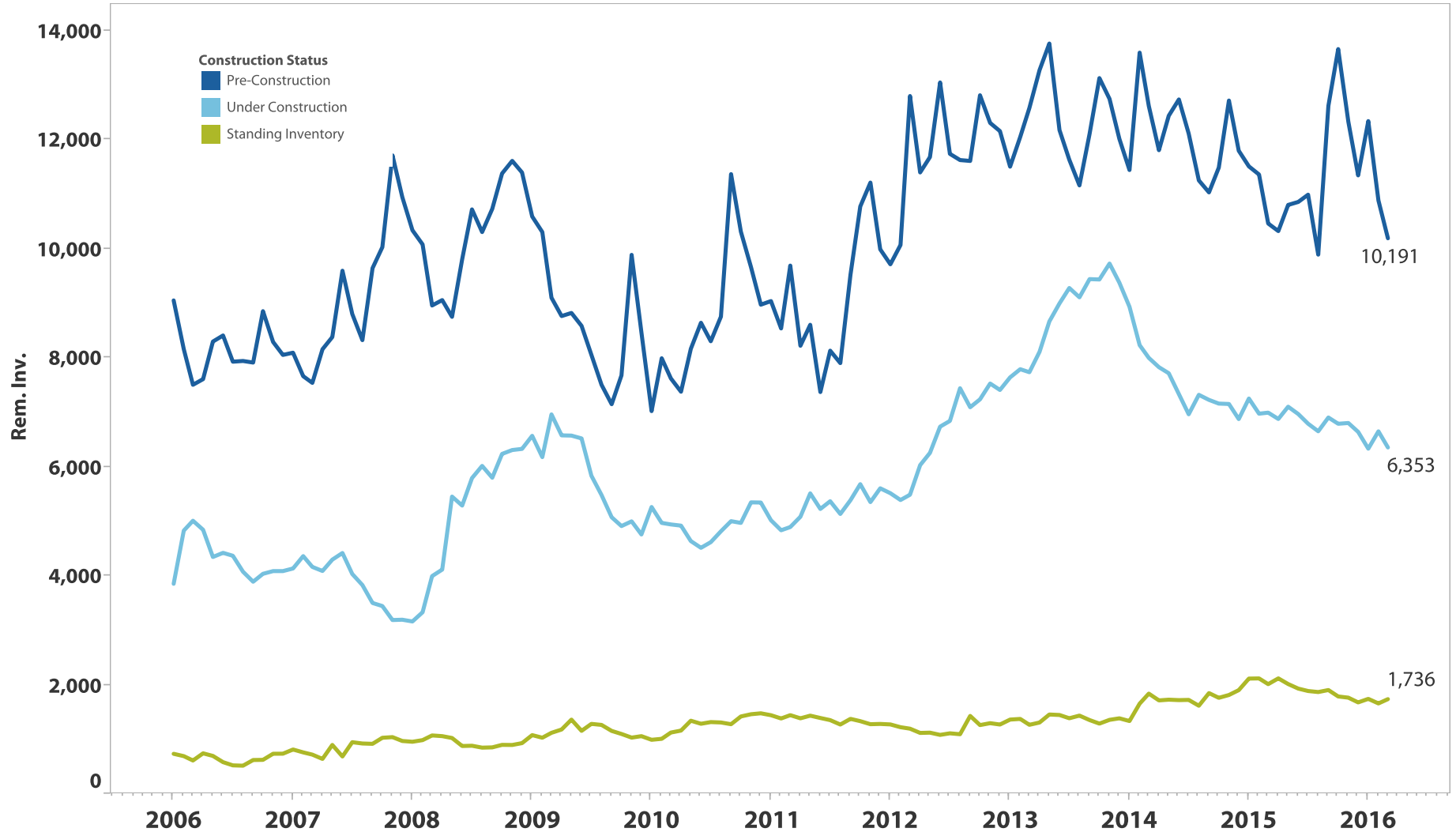


## High Rise Remaining Inventory

Current total new home high rise remaining inventory is 18,280 units comprised of 10,191 units in pre-construction projects, 6,353 units in projects currently under construction and 1,736 units in completed buildings.

### High Rise Remaining Inventory by Construction Status

Greater Toronto Area - 2006 to March 2016



These results were previously released under the *REALNET*® Canada name, whose independent and comprehensive data, analyses and insights on the commercial real estate investment and residential development markets is collected and compiled using a nationally consistent research process established in 1995. Going forward they will be released by Altus Group, powered by a proprietary data platform led by **Altus Data Solutions Canada**. This team is the formal unification of leading Canadian real estate data companies previously acquired by Altus Group, including *REALNET*® Canada.