

# Altus Data Solutions



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## ReallInsider™ Executive Summary

August 2016 GTA New Home Market Results (Data as of 08/31/16)

Official Source of New Home Information for:



# August 2016 GTA New Home Market Results

Official Source of New Home Information for:



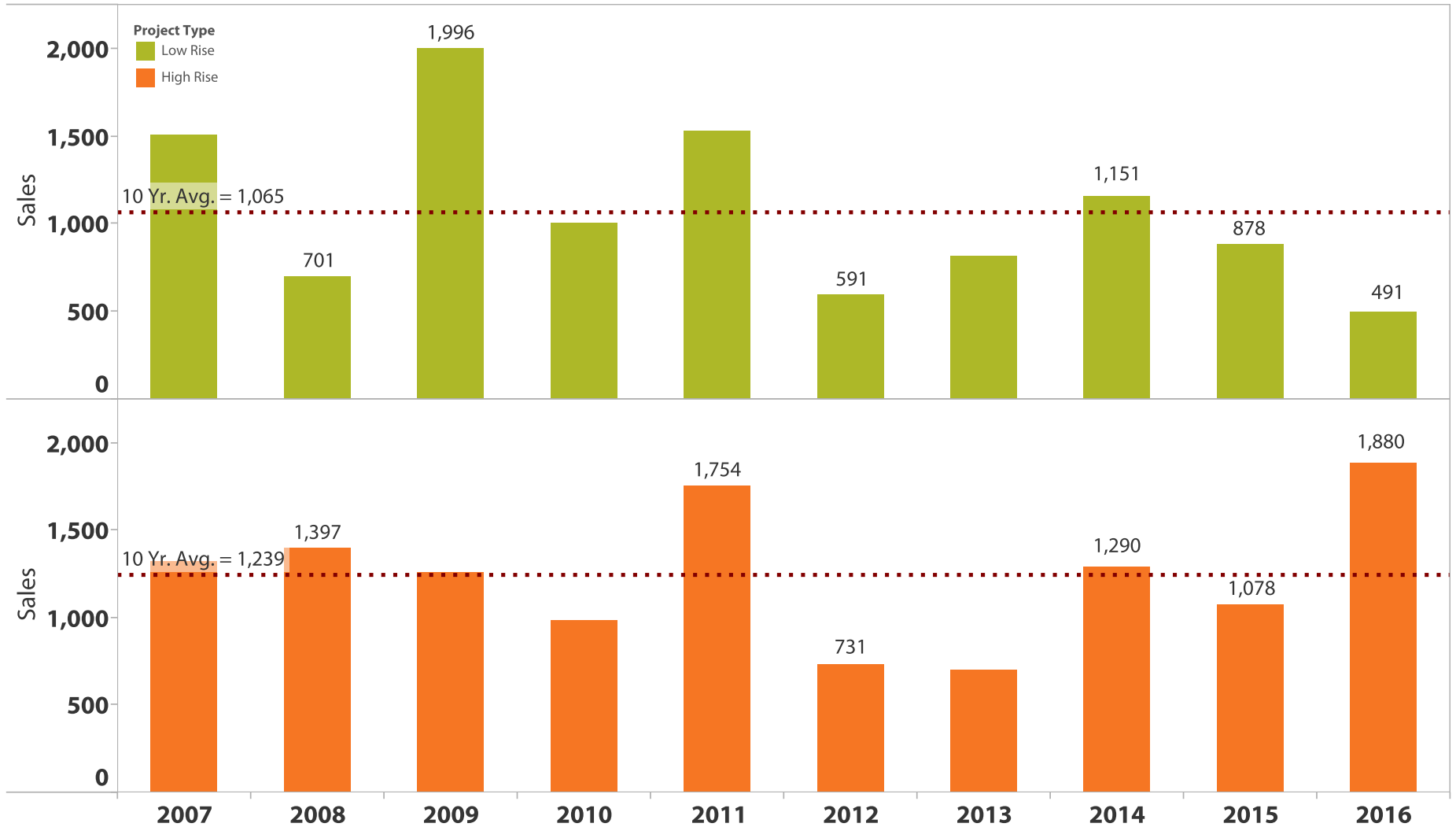
		August Sales	Year-to-Date Sales	Remaining Inventory	Price Index
Low Rise		<b>491</b>	<b>12,956</b>	<b>1,379</b>	<b>\$931,506</b>
		<i>Down -44% from Prior Year</i>	<i>Down -9% from Prior Year</i>		<i>Up +16% from Prior Year</i>
High Rise		<b>1,880</b>	<b>17,949</b>	<b>14,600</b>	<b>\$480,914</b>
		<i>Up +74% from Prior Year</i>	<i>Up +31% from Prior Year</i>		<i>Up +7% from Prior Year</i>
<b>TOTAL</b>		<b>2,371</b>	<b>30,905</b>	<b>15,979</b>	

## Current Month Sales

There were 2,371 total new home sales in August 2016, with 491 Low Rise sales, down -44% from last August (-54% from 10yr) and 1,880 High Rise sales, up +74% from July 2015 (+52% from 10yr avg).

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

Greater Toronto Area - August (2007 to 2016)

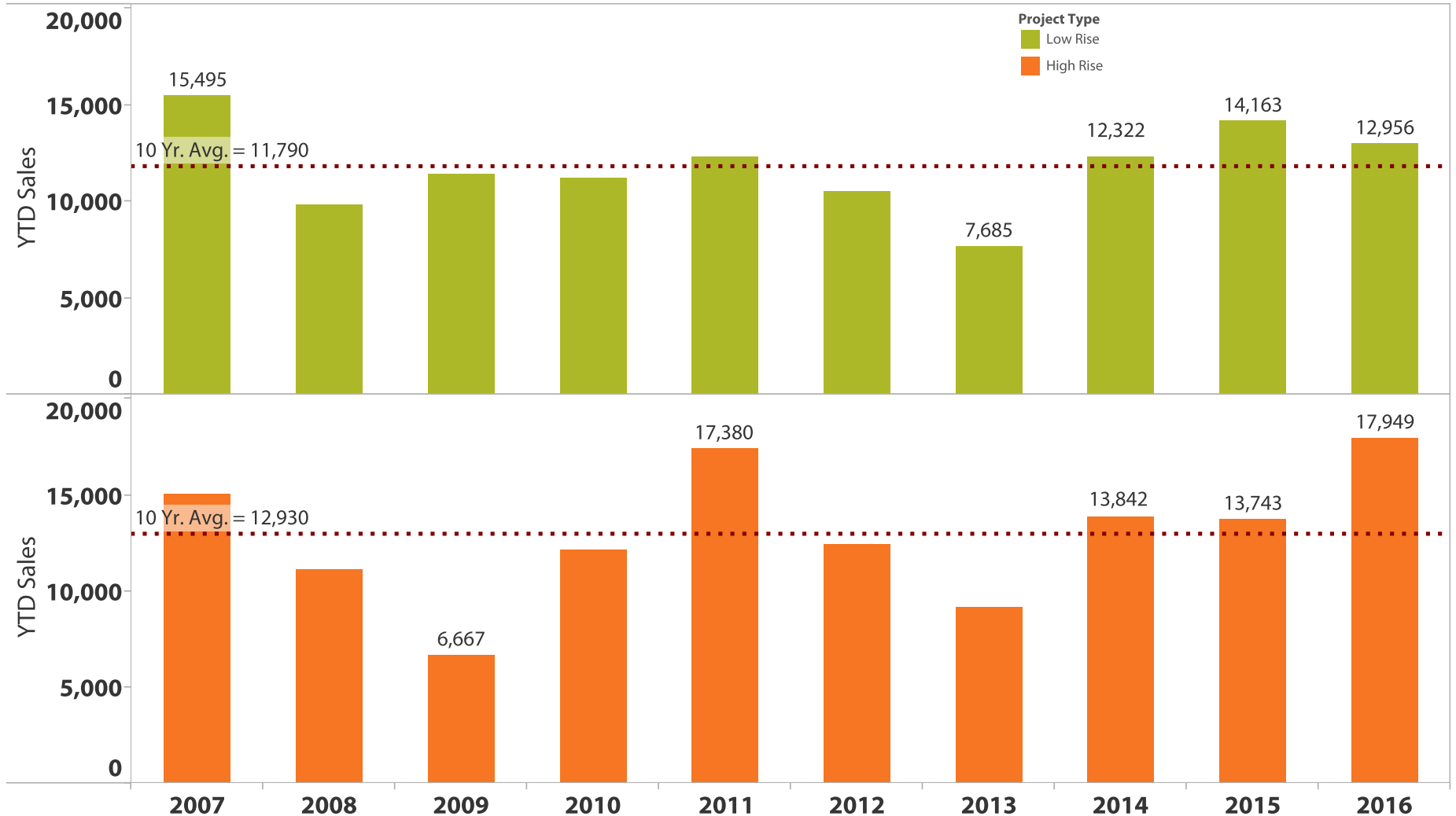


## Year to Date Sales

Through the first eight months of 2016 total sales were 30,905 with Low Rise sales of 12,956 decreasing -9% (+10% from 10yr avg) and High Rise sales of 17,949, up +31% from the previous year (+39% from 10yr avg).

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

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

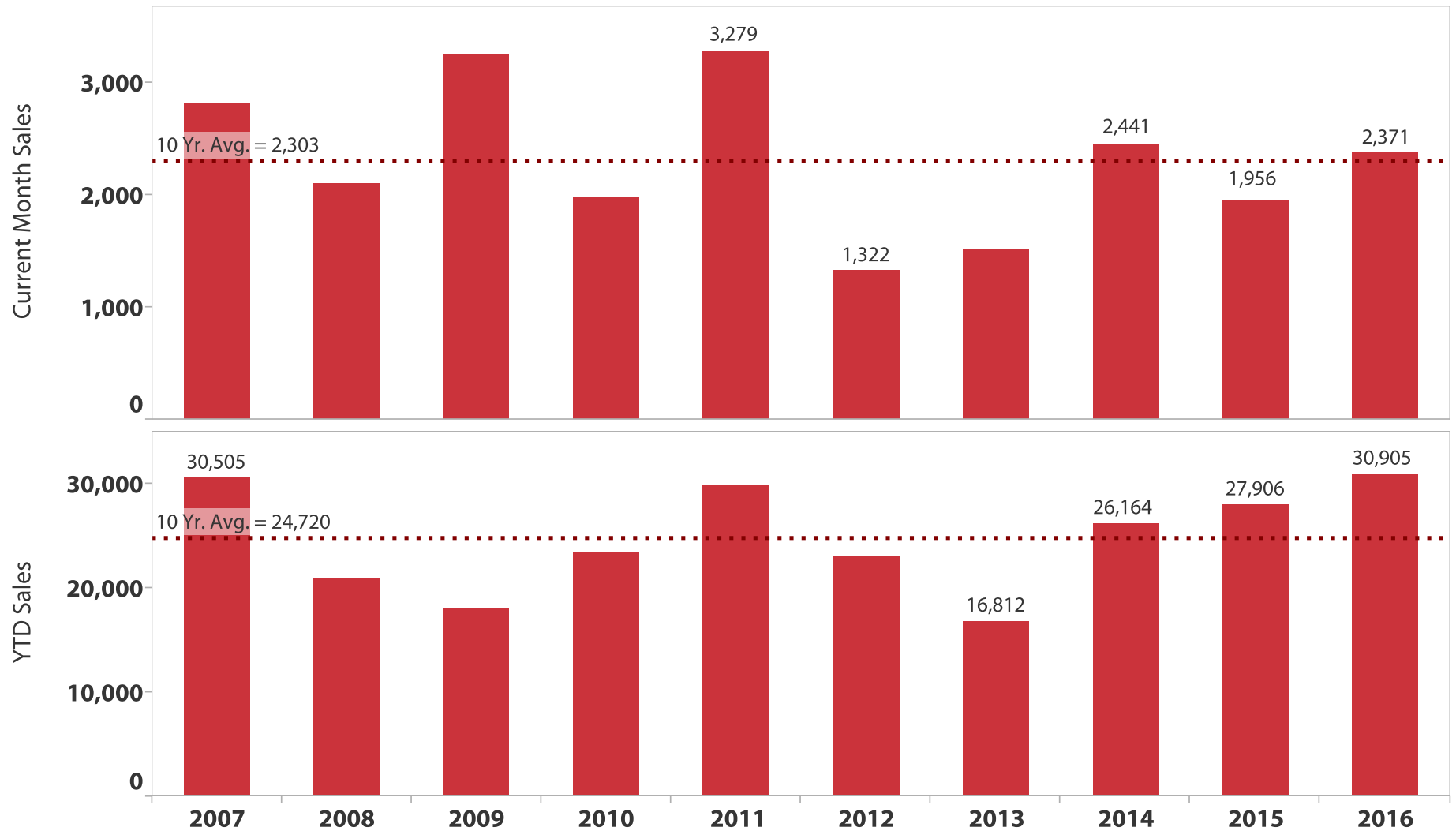


# Total New Home Sales

August 2016 Total NH sales of 2,371 were up +21% from August 2015 (+28% from 10yr avg) and Total NH sales so far in 2016 of 30,905 were up +11% from the same period in 2015 (+25% from 10yr avg).

## Total New Home Sales - Current Month & YTD

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



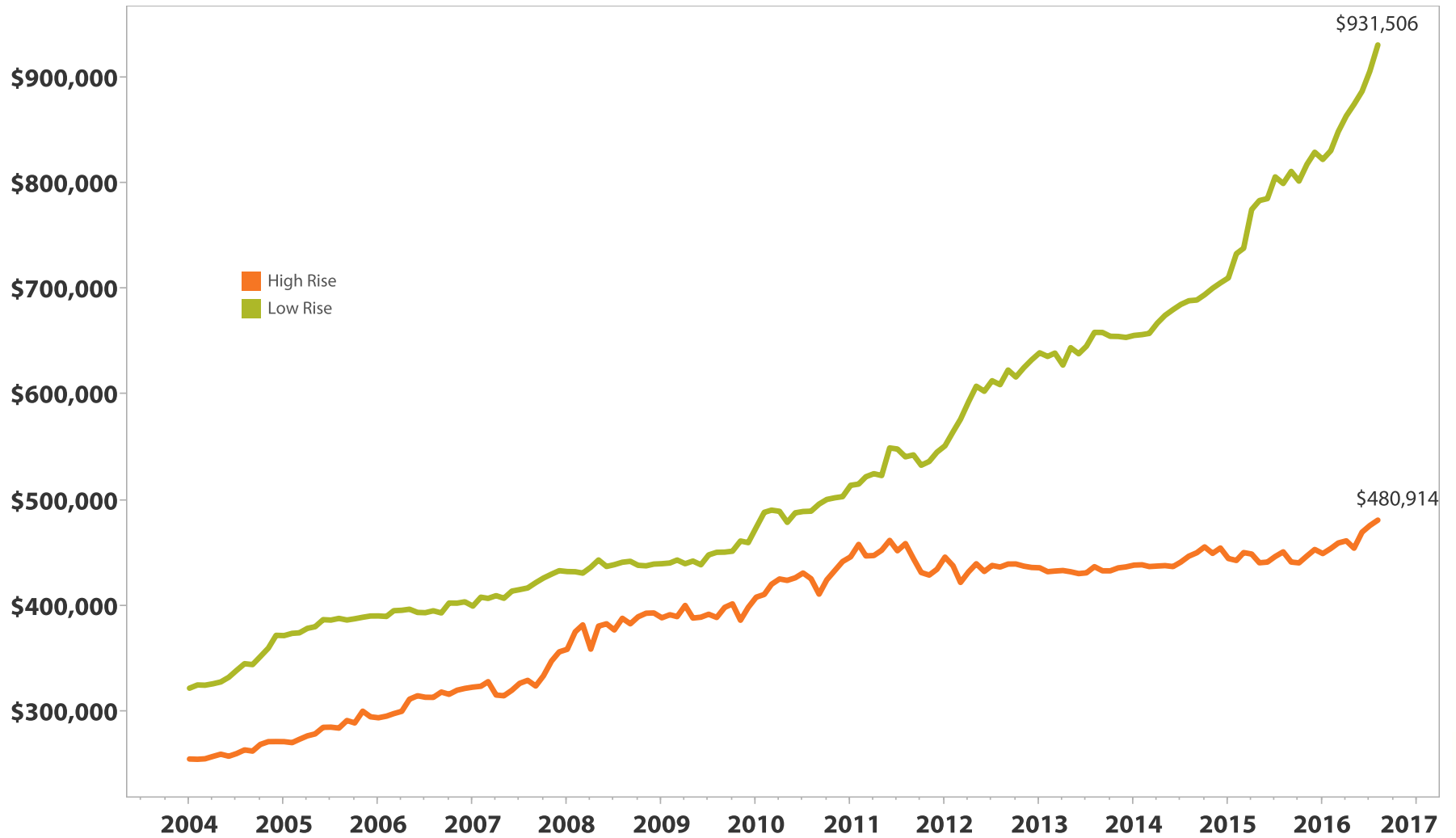


## New Home Price Index

The price index was \$931,506 for Low Rise new homes and \$480,914 for High Rise new homes at August 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 August 2016





## New Home Price/SF & Unit Size Index

The High Rise unit size and price/sf components of the new home price index was 808 sf at an average of \$595/sf at August 31, 2016.

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

Greater Toronto Area - August 31, 2016

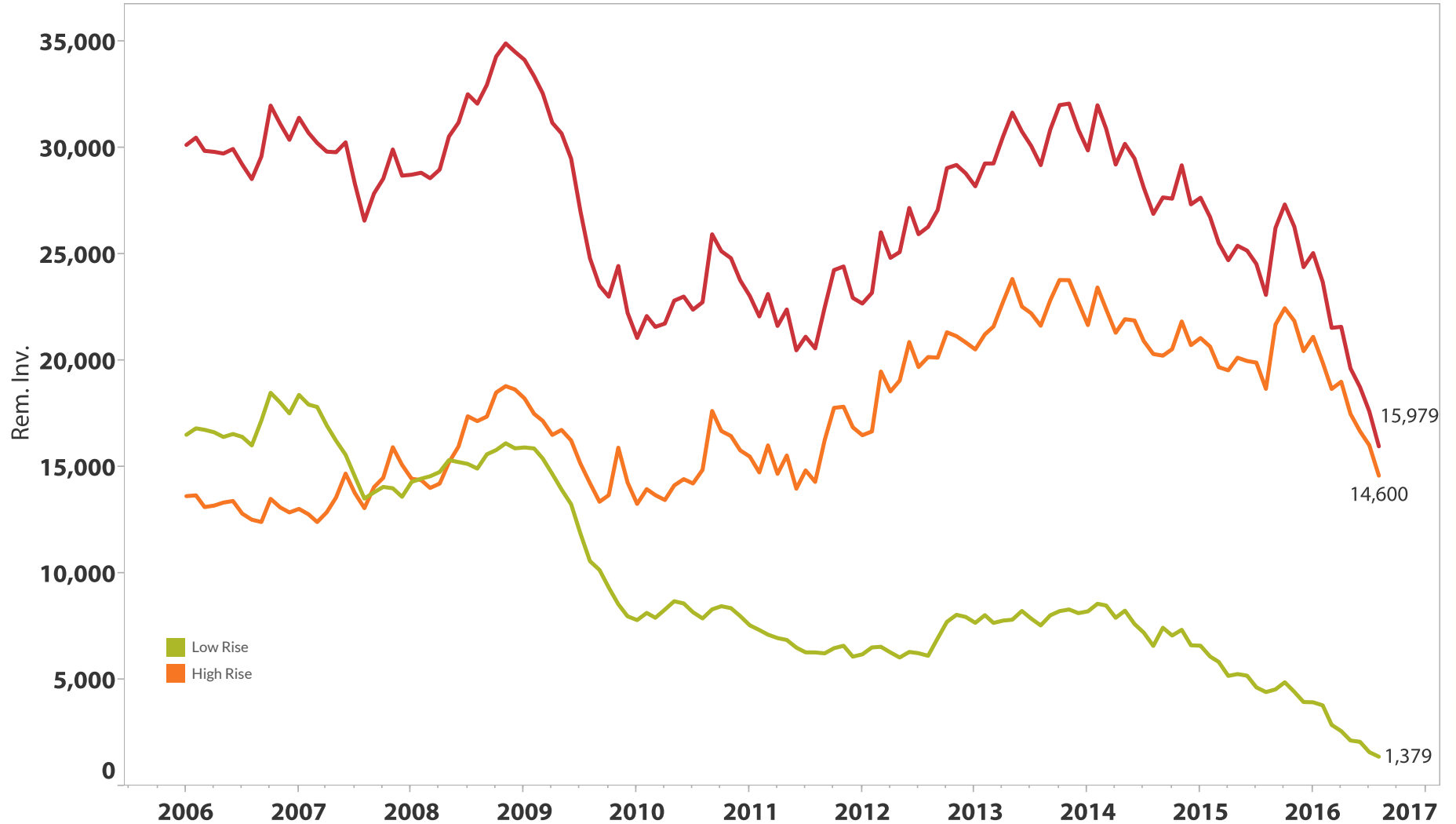


## Remaining Inventory

Current total new home remaining inventory is 15,979 units comprised of 14,600 high rise units and 1,379 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 August 2016





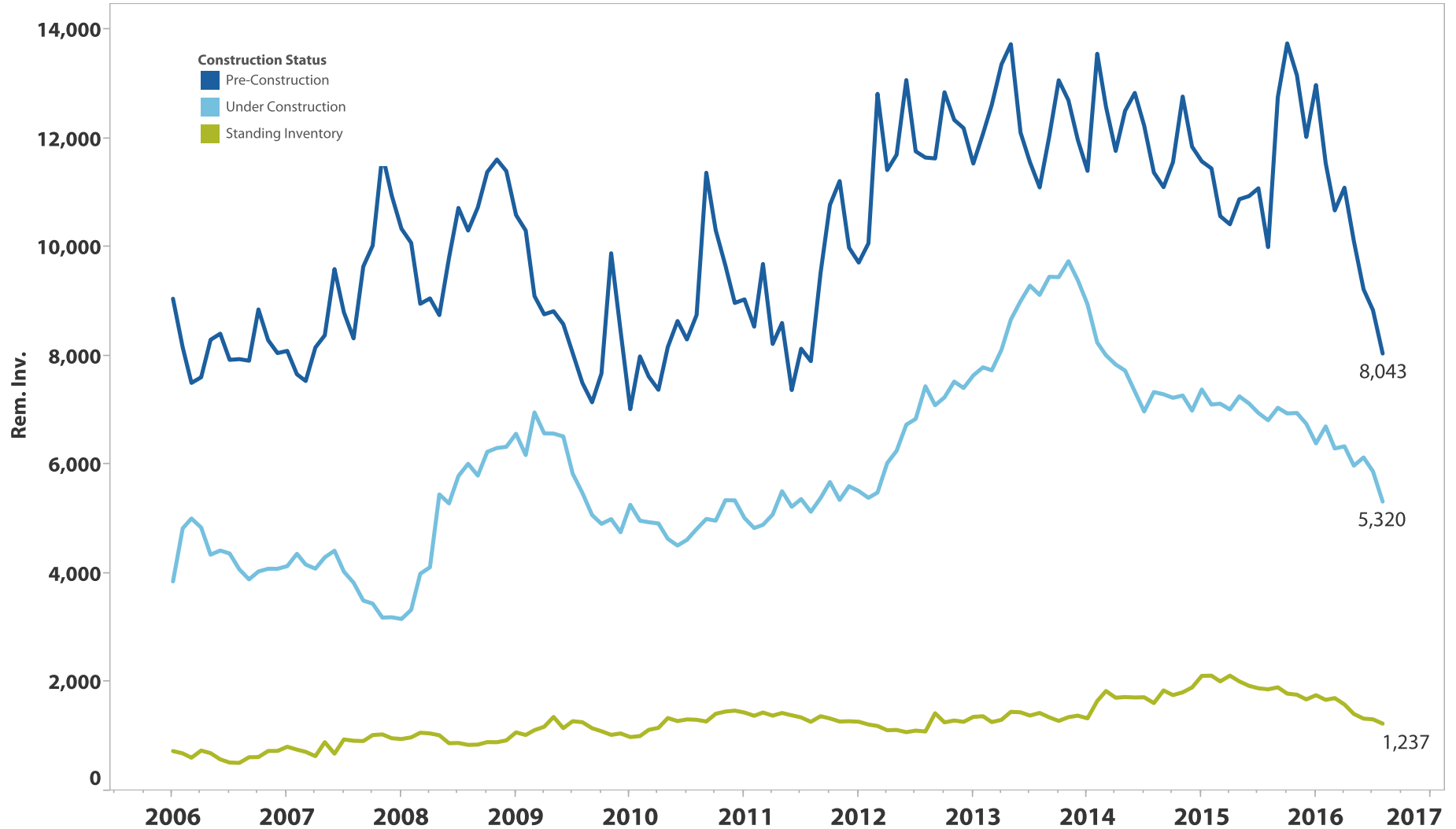


## High Rise Remaining Inventory

Current total new home high rise remaining inventory is 14,600 units comprised of 8,043 units in pre-construction projects, 5,320 units in projects currently under construction and 1,237 units in completed buildings.

### High Rise Remaining Inventory by Construction Status

Greater Toronto Area - 2006 to August 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.