

Altus Data Solutions



ReallInsider™ Executive Summary

June 2016 GTA New Home Market Results

(Data as of 06/30/16)

Official Source of New Home Information for:



June 2016 GTA New Home Market Results

Official Source of New Home Information for:



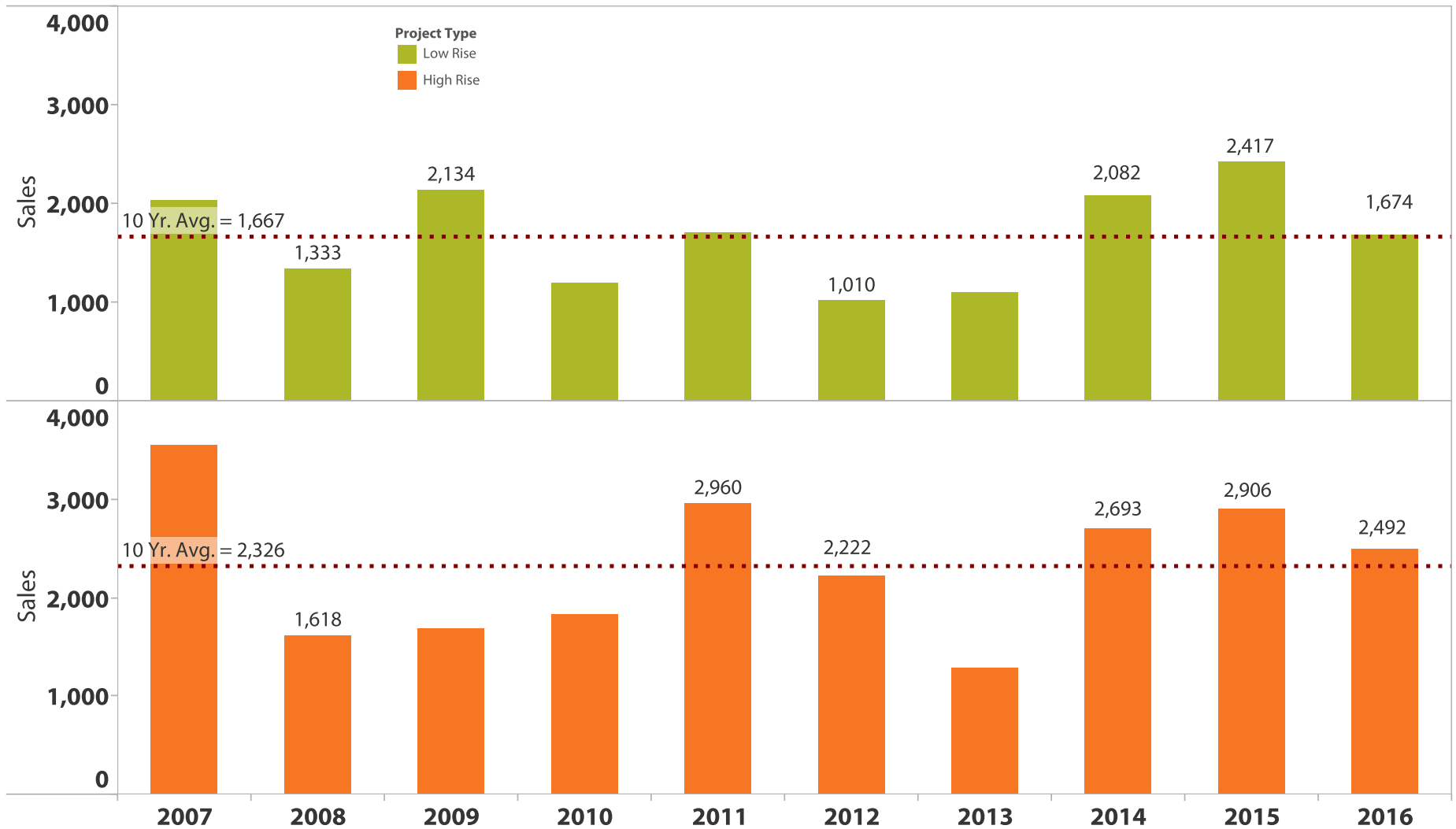
| | | June Sales | Year-to-Date Sales | Remaining Inventory | Price Index |
|--------------|--|----------------------------------|---------------------------------|---------------------|--------------------------------|
| Low Rise |  | 1,674 | 11,132 | 2,064 | \$887,543 |
| | | <i>Down -31% from Prior Year</i> | <i>Down -7% from Prior Year</i> | | <i>Up +13% from Prior Year</i> |
| High Rise |  | 2,492 | 13,121 | 16,363 | \$469,516 |
| | | <i>Down -14% from Prior Year</i> | <i>Up +17% from Prior Year</i> | | <i>Up +6% from Prior Year</i> |
| TOTAL | | 3,994 | 24,253 | 18,427 | |

Current Month Sales

There were 4,166 total new home sales in June 2016, with 1,674 Low Rise sales, down -31% from last June (equal to 10yr) and 2,492 High Rise sales, down -14% from June 2015 (+7% from 10yr avg).

June New Home Sales by Year & Project Type

Greater Toronto Area - June (2007 to 2016)

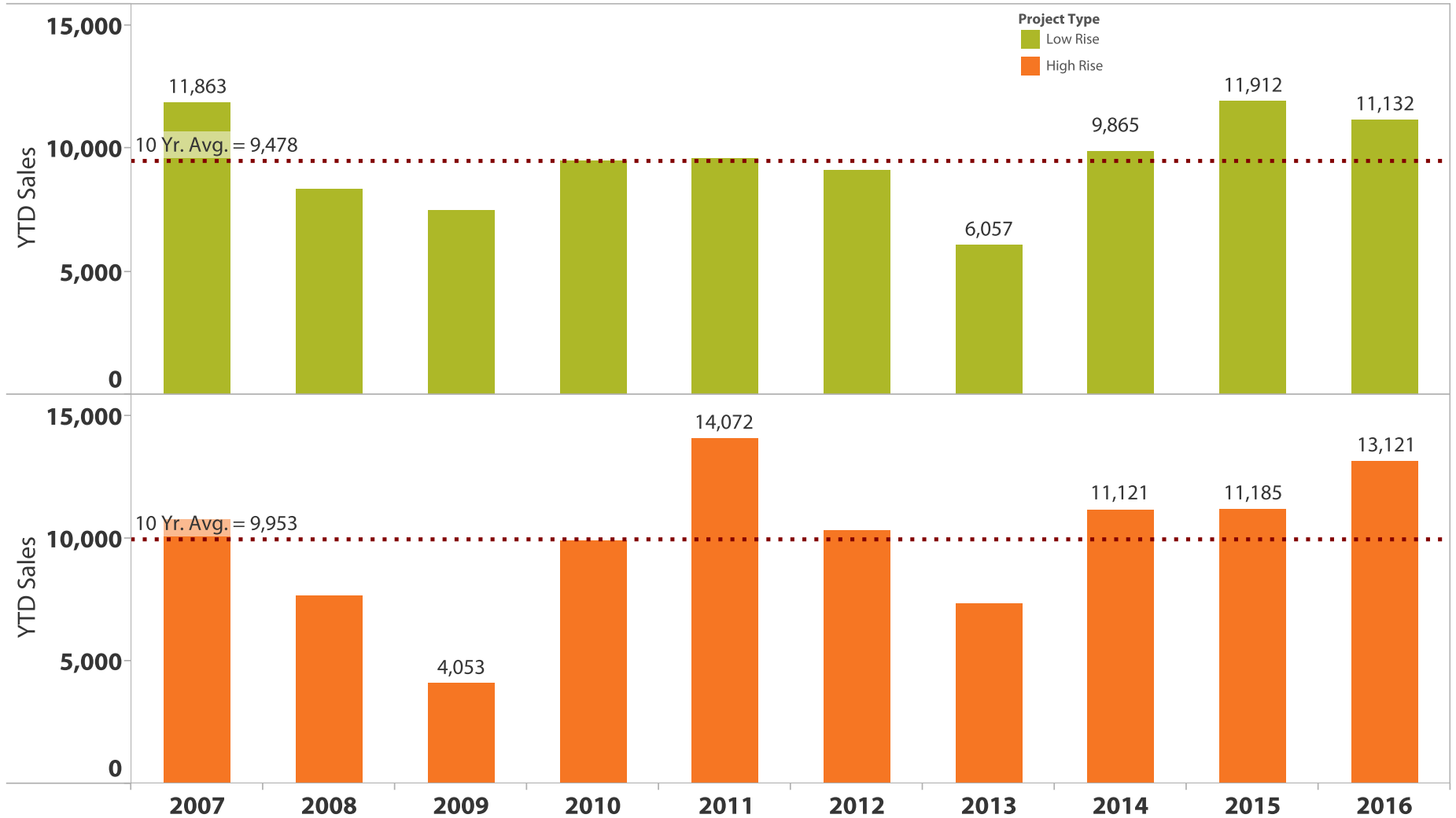


Year to Date Sales

Through the first six months of 2016 total sales were 24,253 with Low Rise sales of 11,132 decreasing -7% (+17% from 10yr avg) and High Rise sales of 10,571, up +17% from the previous year (+32% from 10yr avg).

Year to Date (Jan. to Jun.) New Home Sales

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

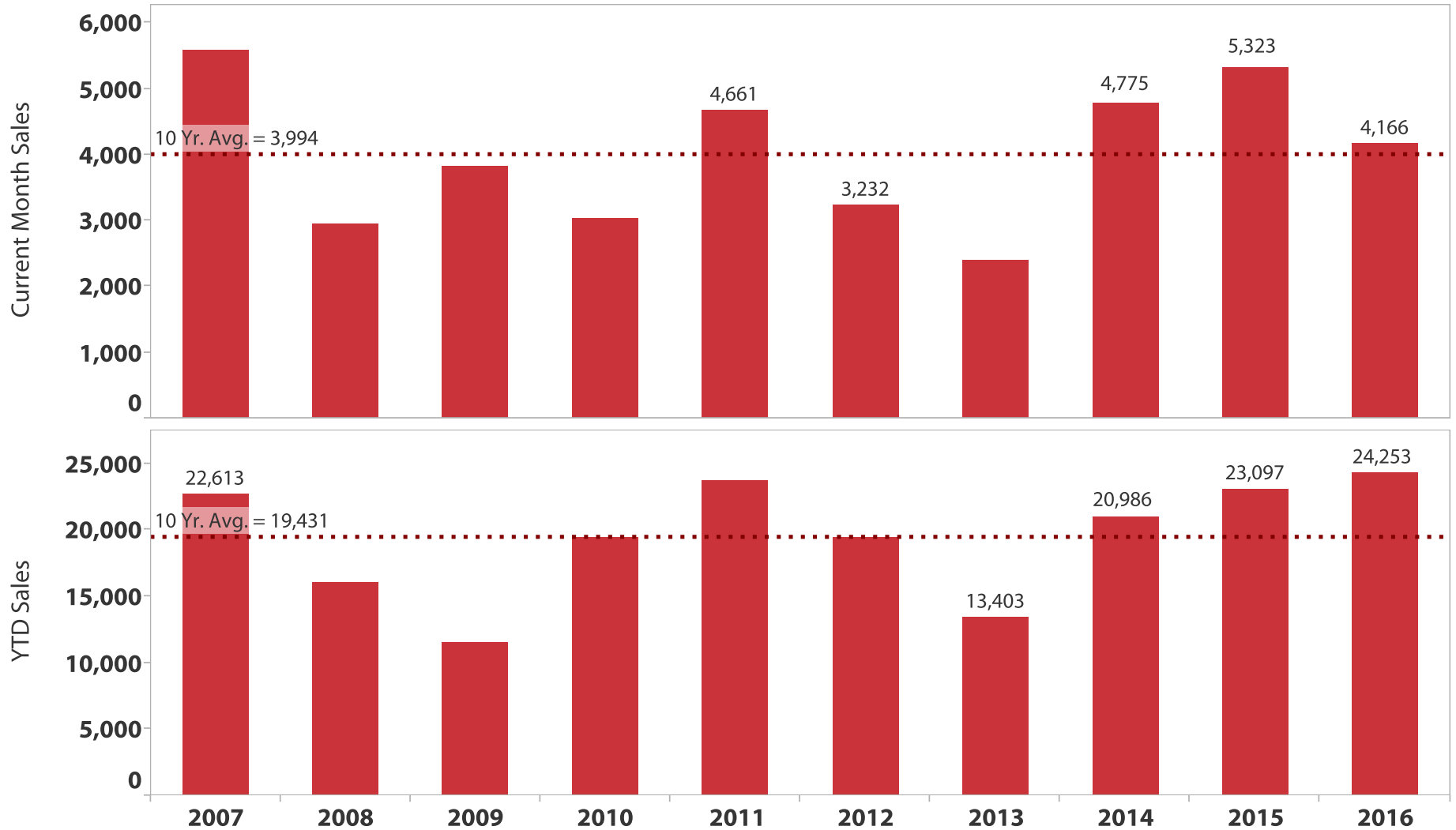


Total New Home Sales

June 2016 Total NH sales of 4,166 were down -22% from June 2015 (+4% from 10yr avg) and Total NH sales so far in 2016 of 24,253 were up +12% from the same period in 2015 (+5% from 10yr avg).

Total New Home Sales - Current Month & YTD

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



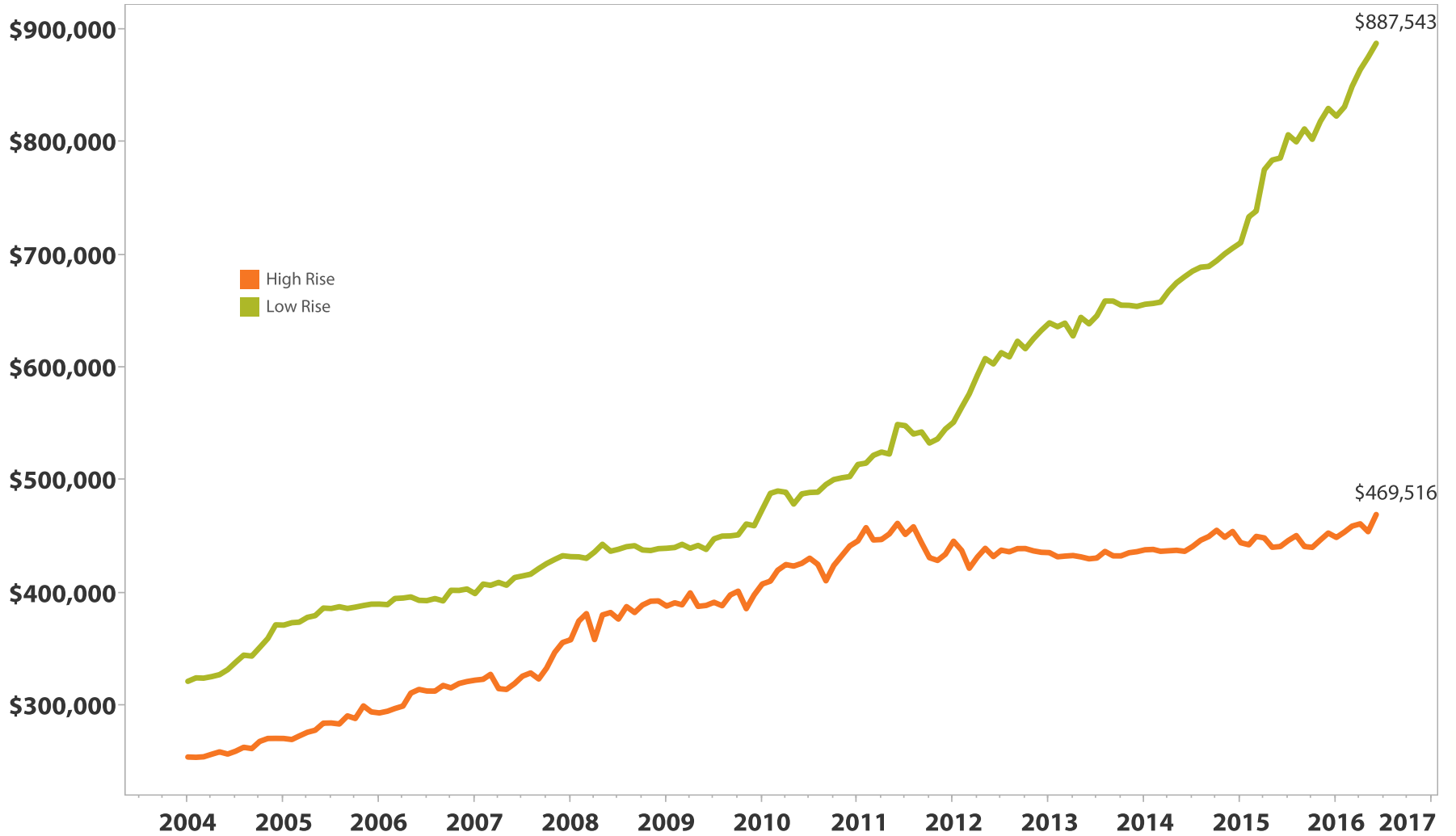


New Home Price Index

The price index was \$887,543 for Low Rise new homes and \$469,516 for High Rise new homes at June 30, 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 June 2016

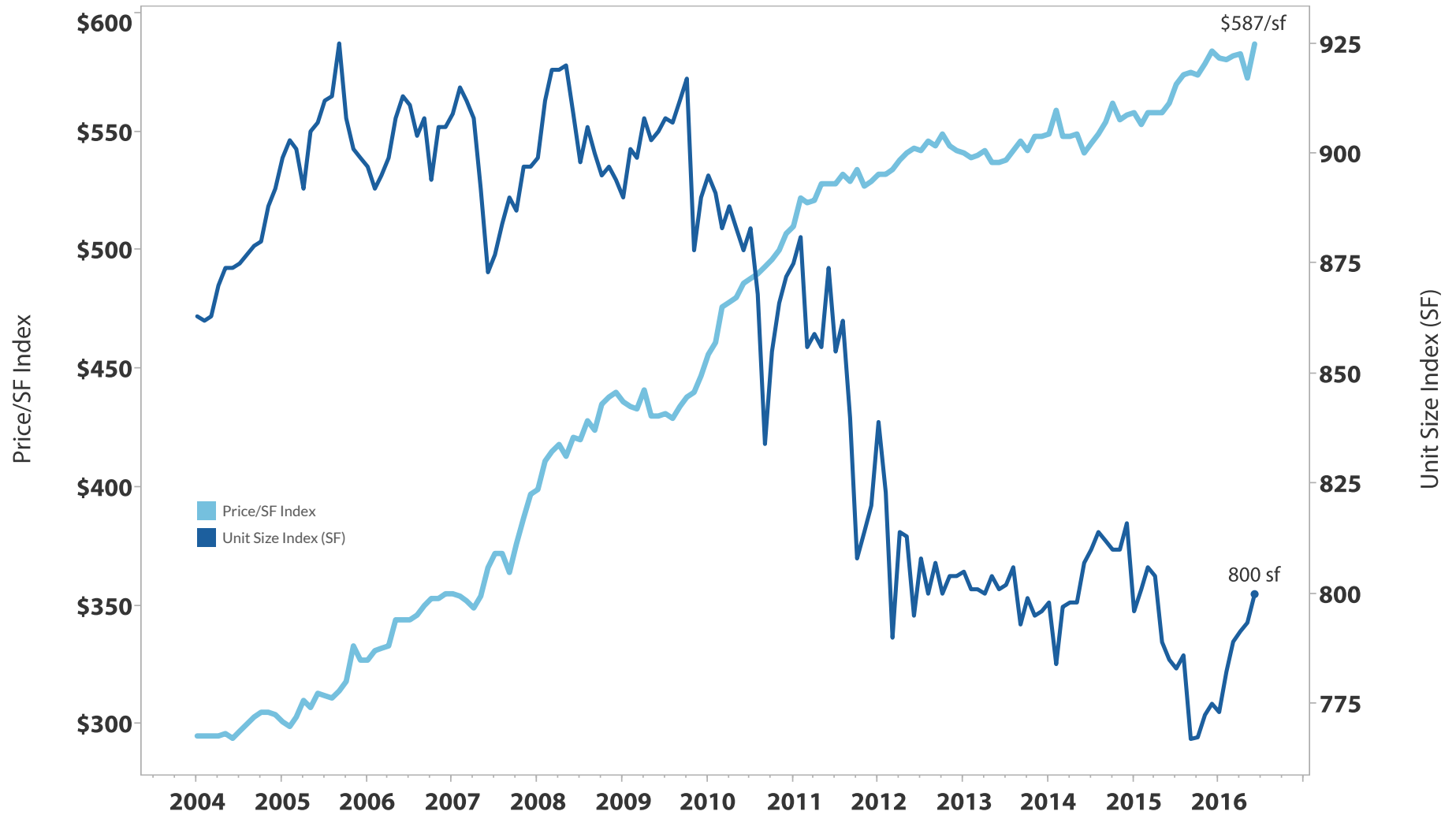


New Home Price/SF & Unit Size Index

The High Rise unit size and price/sf components of the new home price index was 800 sf at an average of \$587/sf at June 30, 2016.

Monthly High Rise Price/SF Index & Unit Size Index

Greater Toronto Area - June 30, 2016

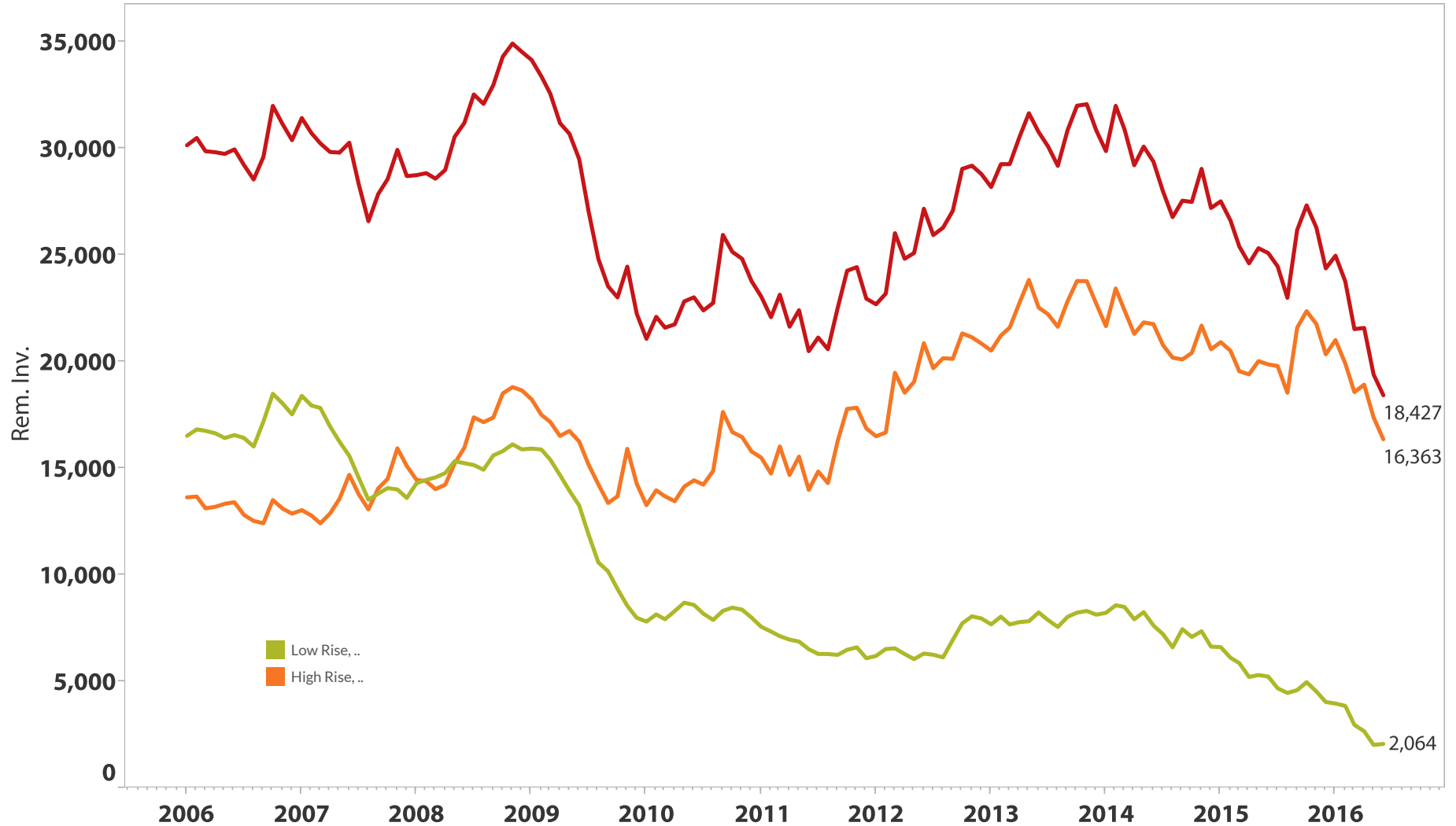


Remaining Inventory

Current total new home remaining inventory is 18,427 units comprised of 16,363 high rise units and 2,064 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 June 2016



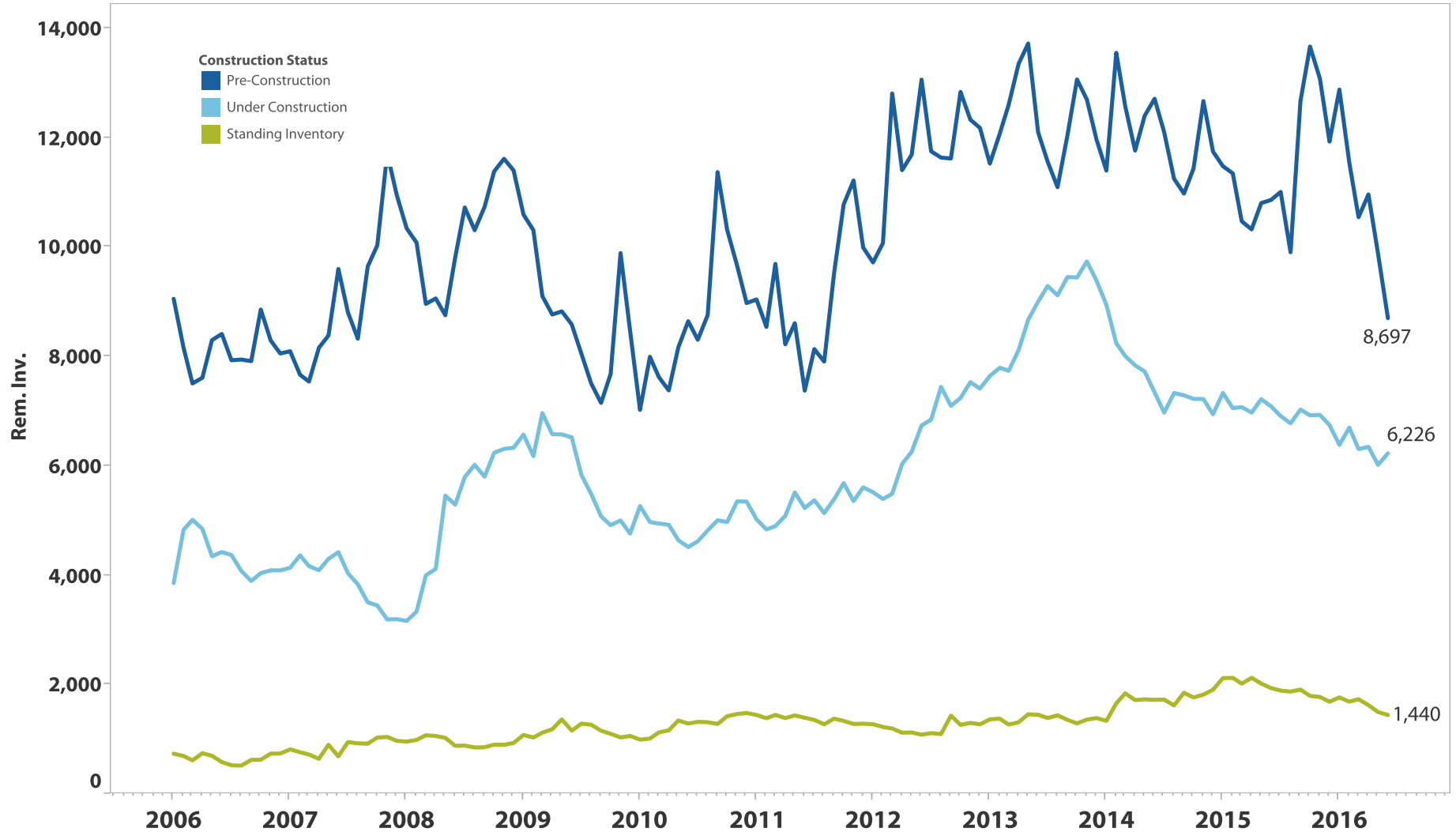


High Rise Remaining Inventory

Current total new home high rise remaining inventory is 16,363 units comprised of 8,697 units in pre-construction projects, 6,226 units in projects currently under construction and 1,440 units in completed buildings.

High Rise Remaining Inventory by Construction Status

Greater Toronto Area - 2006 to June 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.