

# Altus Data Solutions



## **ReallInsider™ Executive Summary**

October 2016 GTA New Home Market Results

*(Data as of 10/31/16)*

Official Source of New Home Information for:



# October 2016 GTA New Home Market Results

Official Source of New Home Information for:



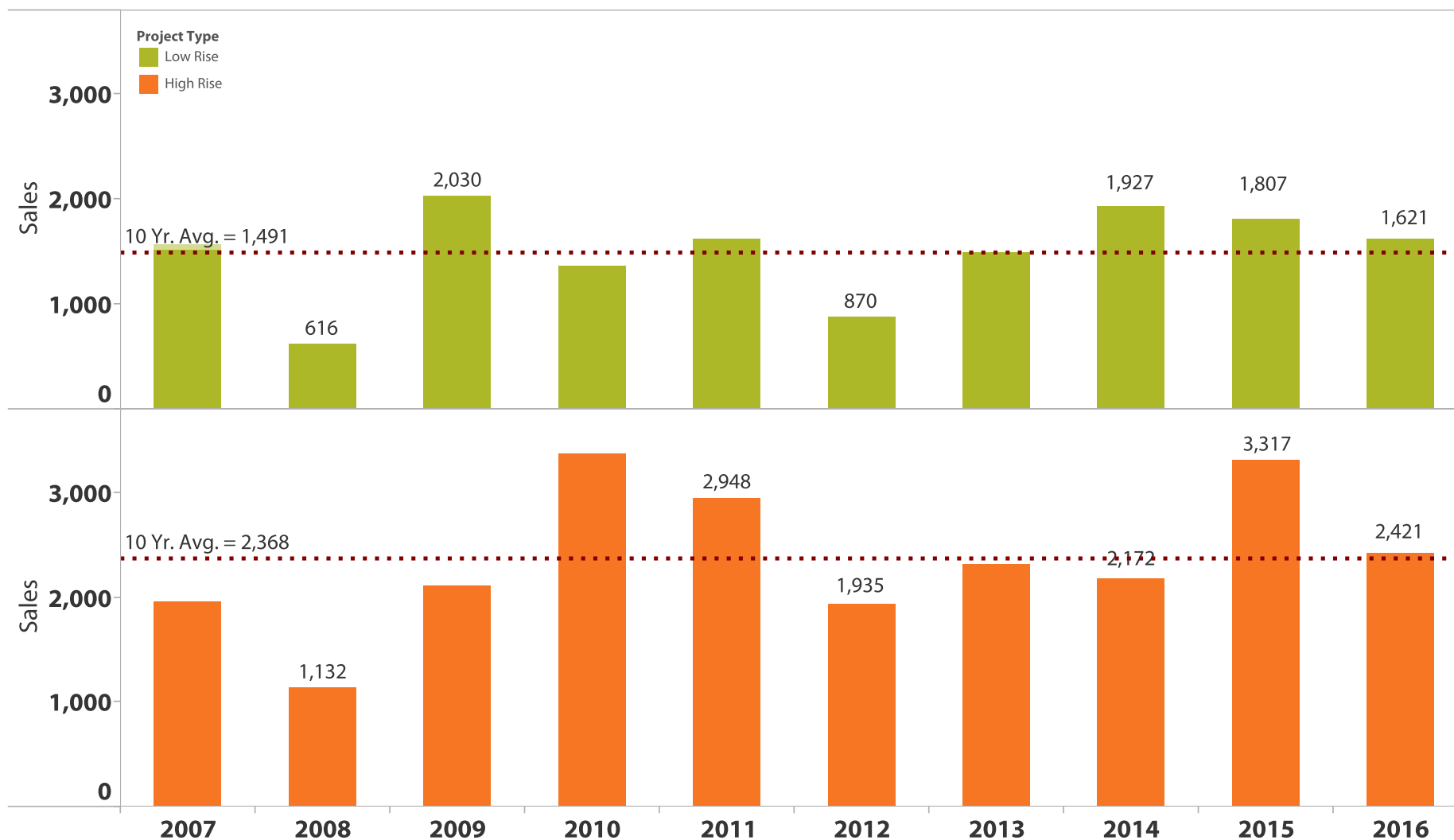
	October Sales	Year-to-Date Sales	Remaining Inventory	Price Index
 <p>Low Rise</p>	1,621	15,800	2,282	\$937,689
	<i>Down -10% from Prior Year</i>	<i>Down -8% from Prior Year</i>		<i>Up +17% from Prior Year</i>
 <p>High Rise</p>	2,421	23,189	14,210	\$483,656
	<i>Down -27% from Prior Year</i>	<i>Up +26% from Prior Year</i>		<i>Up +10% from Prior Year</i>
TOTAL	4,402	38,989	16,492	

## Current Month Sales

There were 4,042 total new home sales in October 2016, with 1,621 Low Rise sales, down -10% from last October (-9% from 10yr) and 2,421 High Rise sales, down -27% from October 2015 (+2% from 10yr avg).

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

Greater Toronto Area - October (2007 to 2016)

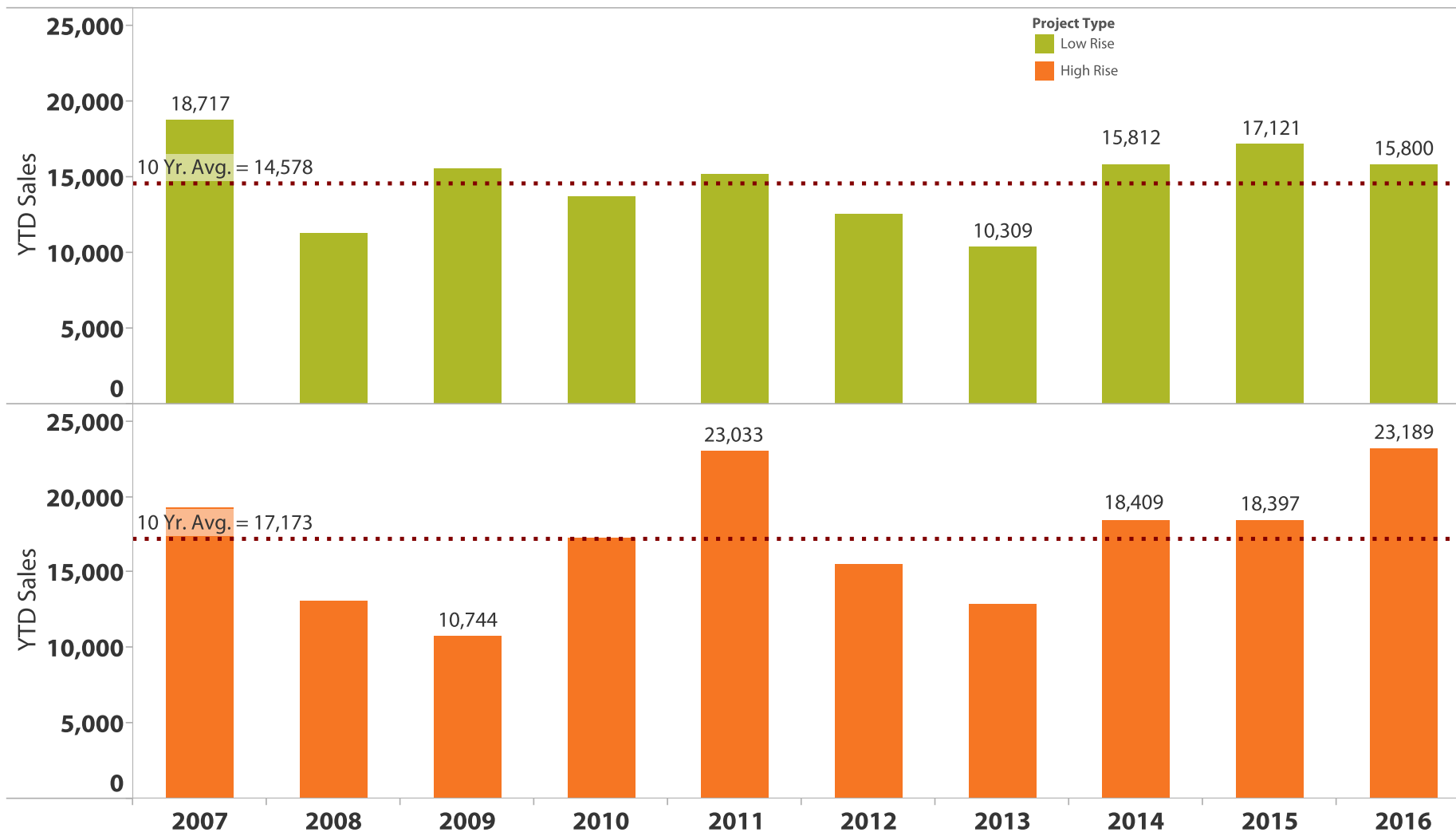


## Year to Date Sales

Through the first ten months of 2016 total sales were 38,989 with Low Rise sales of 15,800 decreasing -8% (+8% from 10yr avg) and High Rise sales of 20,596, up +26% from the previous year (+35% from 10yr avg).

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

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

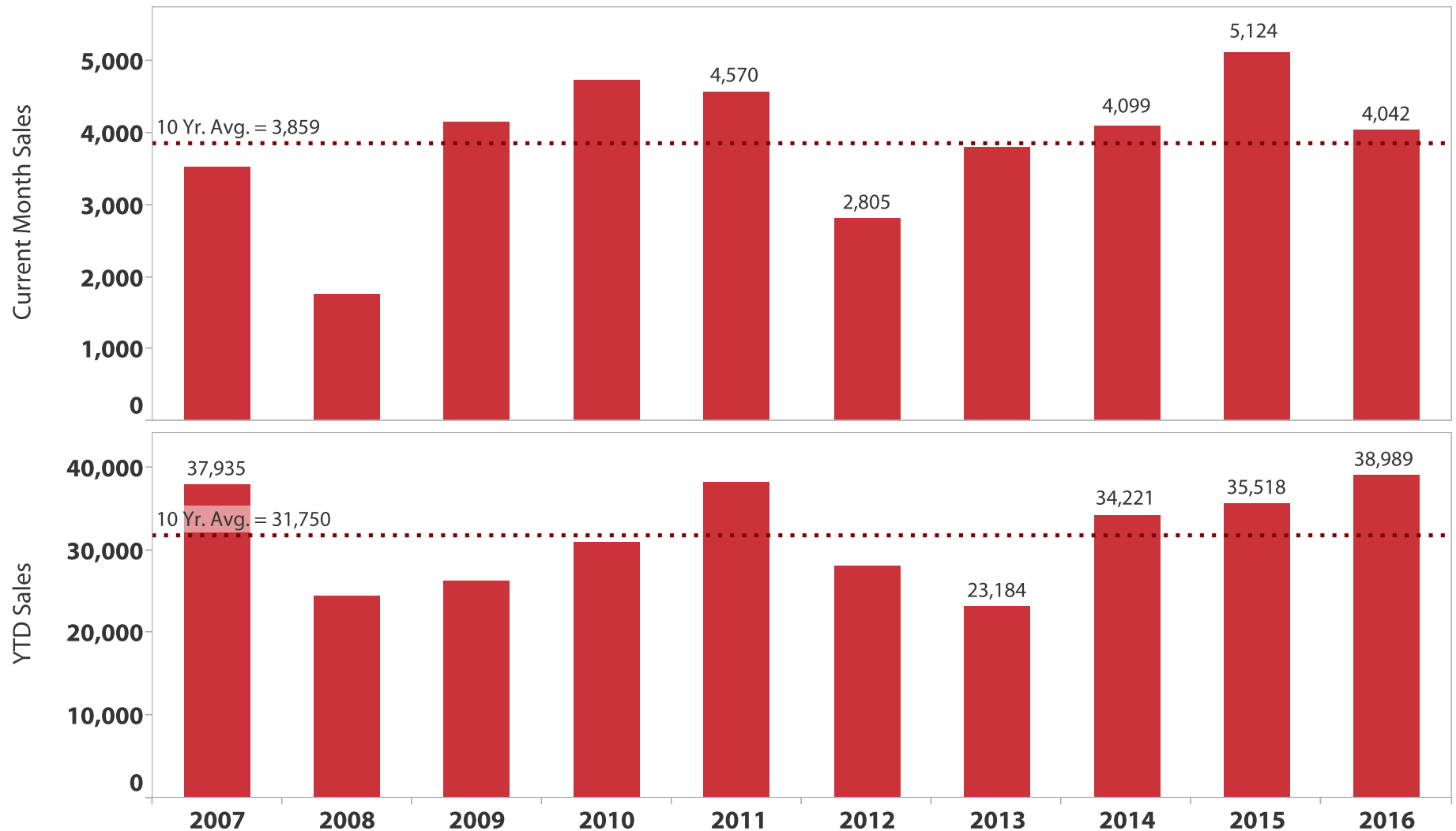


## Total New Home Sales

October 2016 Total NH sales of 4,042 were down -21% from October 2015 (+5% from 10yr avg) and Total NH sales so far in 2016 of 38,989 were up +10% from the same period in 2015 (+23% from 10yr avg).

### Total New Home Sales - Current Month & YTD

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

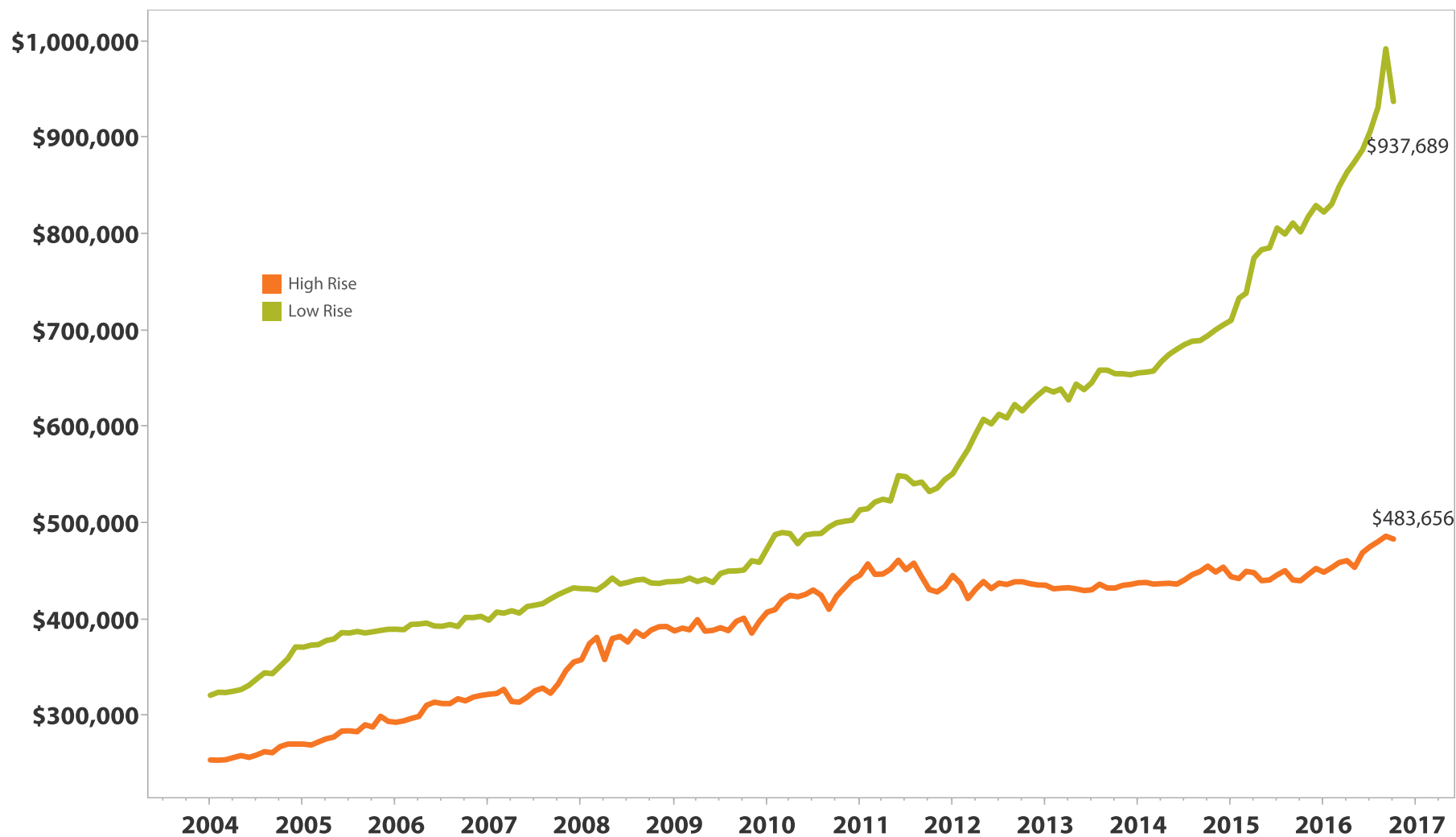


## New Home Price Index

The price index was \$937,689 for Low Rise new homes and \$483,656 for High Rise new homes at October 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 October 2016





## New Home Price/SF & Unit Size Index

The High Rise unit size and price/sf components of the new home price index was 814 sf at an average of \$594/sf at October 31, 2016.

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

Greater Toronto Area - October 31, 2016

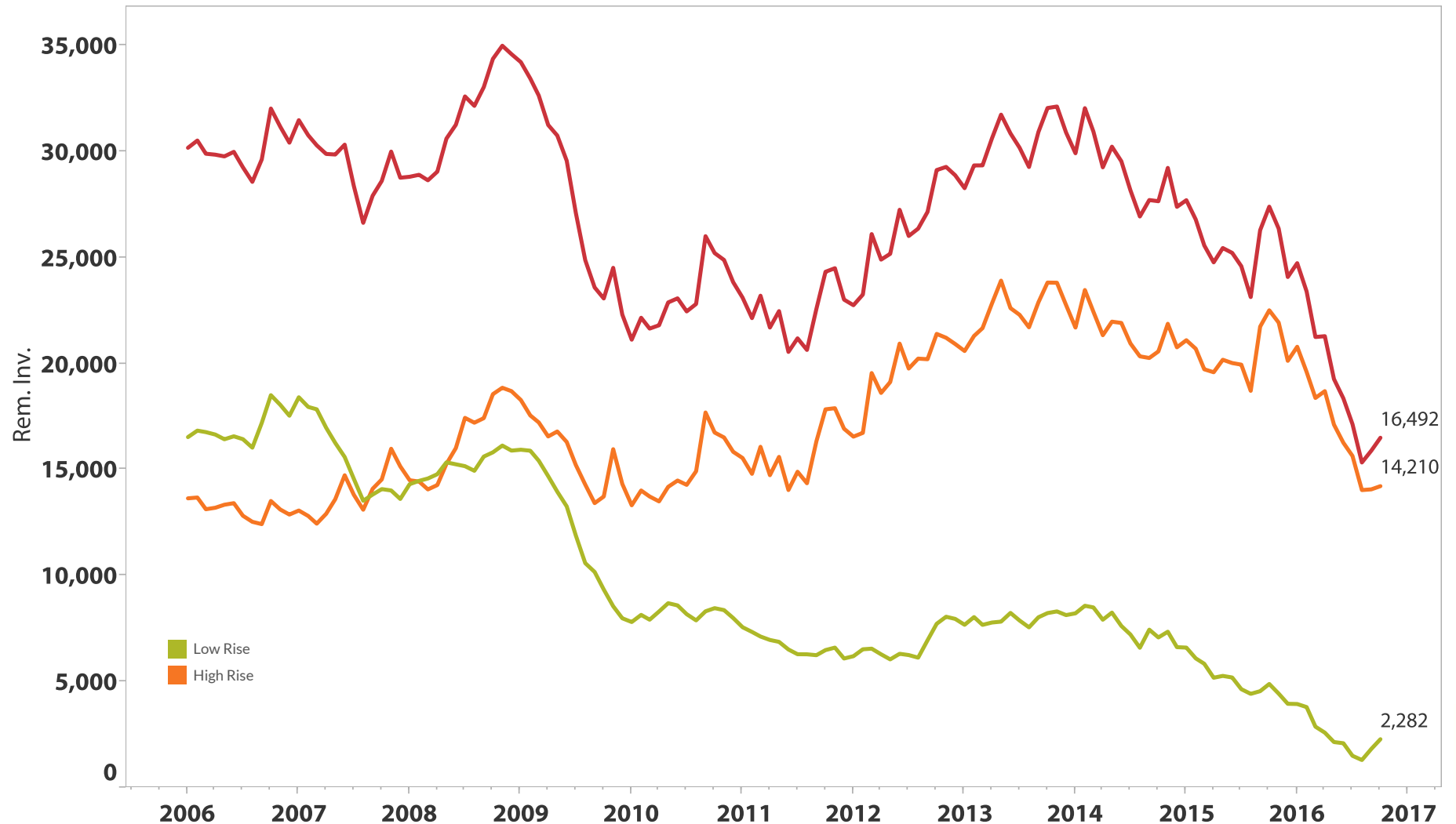


## Remaining Inventory

Current total new home remaining inventory is 16,492 units comprised of 14,210 high rise units and 2,282 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 October 2016



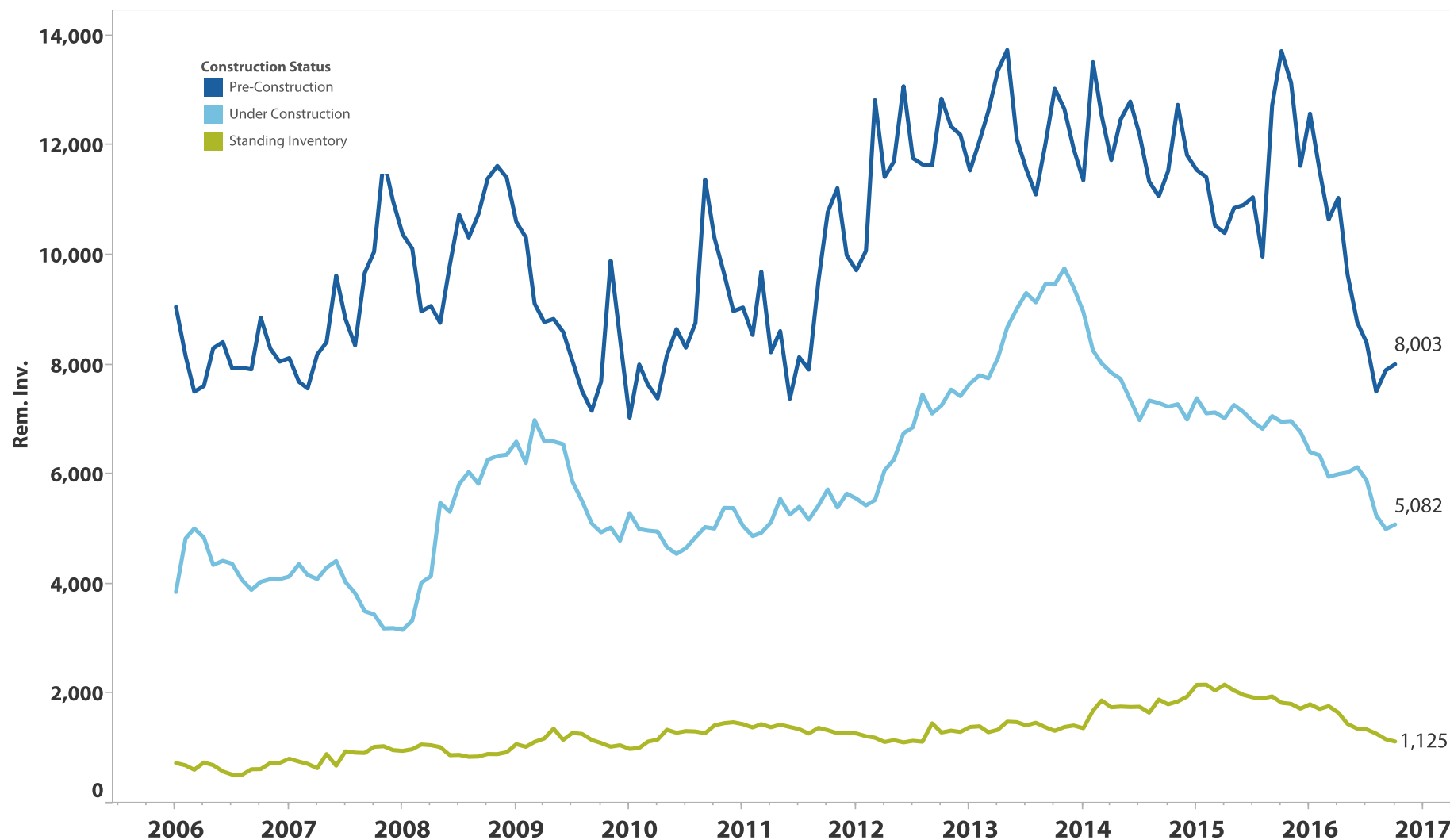


## High Rise Remaining Inventory

Current total new home high rise remaining inventory is 14,210 units comprised of 8,003 units in pre-construction projects, 5,082 units in projects currently under construction and 1,125 units in completed buildings.

### High Rise Remaining Inventory by Construction Status

Greater Toronto Area - 2006 to October 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.



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