

# TORONTO NEW HOME OUTLOOK 2017



**BUZZBUZZHOME**

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Overview

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# Introduction

Founded in 2009, BuzzBuzzHome is North America's leading online search portal for new homes. Over 500,000 home shoppers, real estate investors, and industry professionals use BuzzBuzzHome to research over 30,000 community and condominium developments every month. We also operate BuzzBuzzNews, a prominent digital media publication that covers news on major US and Canadian real estate markets and topics related to urbanism, interior design, architecture, and tech. Our research and data has been sourced by predominant media outlets, including the Toronto Star, The Globe and Mail, Bloomberg, and the Huffington Post.

**30,000+**  
New Residential  
Developments

**500,000+**  
Unique Monthly  
Visitors

This report is the result of several years of targeted market research in new residential construction across Canada and aims to provide insight towards future trends in the market by examining past and current residential construction activity and other key economic indicators.

The report is presented in three primary sections:

Section 1 focuses exclusively on the Toronto Census Metropolitan Area (CMA). We present summary analysis for various trends in both property types and price changes in 2016, compare and contrast the performance of the City of Toronto versus the CMA, select the top 5 downtown neighbourhoods to watch in 2017, and forecast 2017 new home prices.

Section 2 focuses on the top 10 CMAs in Canada based on new construction activity, comparing and contrasting the performance of various cities across 2016. This section contains a brief discussion of the data and what it might indicate for 2017.

Section 3 discusses Canada-wide new home building trends. We begin by displaying the number of active developments per dwelling type in each month of 2016, and conclude with a discussion of the top 10 developers in Canada based on 2016 data.



# Toronto

## Summary

The new residential construction market in the Toronto CMA saw strong activity throughout 2016 with median prices appreciating across almost every dwelling type on a month-over-month basis. Occasional dips appear in the data, but no dwelling type systematically depreciated in our data set (see tables 1a-c).

In contrast to the previous three quarters, Q4 experienced a much lower number of development sell-outs (see tables 4c and 4d). If this reflects a slowdown in demand, some of the reduction may be attributed to seasonality factors and new mortgage regulations passed in October. These regulations particularly limit the purchasing power of homebuyers on the lower end of the income scale, restricting would-be first-time homebuyers from entering the market.

Two measures contained in the regulations are particularly noteworthy for new home-buyers. First, prior to the enactment of the legislation, mortgage applicants needed to undergo a "stress-test" only if they had a down payment of less than 20% of the purchase price. Now, borrowers are required to pass a more stringent stress-test if they are applying for an insured mortgage, regardless of the down payment they are prepared to make. These new regulations enacted in October require banks to issue mortgages to only those lenders who qualify at the Bank of Canada's Conventional Mortgage Rate (4.64% at the time of writing), which has historically been higher than most, if not all, mortgage rates on the market. Second, all households with a down payment of less than 20% of their purchase price are required to spend no more than 39% of their gross income on home-carrying costs.

The real worry with these regulations is that they will shift the marginal real estate actor up the income scale, shifting demand to a higher price point in a market where prices are already outside the range of many Ontarians' incomes.

The market may have been temporarily propped up as a result of increased regulation in Vancouver. A new tax on property transfer to foreign entities in Metro Vancouver was introduced in July 2016. The property tax effectively amounted to an additional 15% "off the top" of any residential real estate purchase made by a foreign person or company. Though it is still too soon to assess the full impact of the tax, there are some indications that some investment shifted from Vancouver to Toronto after the introduction of the tax.

**In particular, condominium prices in the City of Toronto appreciated sharply and Q3 2016 witnessed an unusually high number of development sell-outs.**

All in all, we predict modest but healthy growth for the Toronto CMA new residential market in 2017. The bulk of this growth will be through low-volume, high-price sales, as new purchases get increasingly unattainable to consumers on the low-to-medium income scale, but increasingly appetizing to high-income residents and investors seeking a blend of stability and yield.

However, as many Canadians are priced out of the single-family and luxury condominium market, we expect to see modest growth both in prices and sales volume in the townhouse and lower-end condominium market. Furthermore, there will continue to be a shortage of availability for middle-income households. Families that are unwilling to live in cramped condominiums and unable to afford million dollar homes will be continually pushed to the edge of the CMA. As the traditional aspiration of a 4 person family living in a detached home becomes increasingly unattainable in the CMA, middle-market participants will turn to long-distance commuting as affordable housing is pushed to areas such as Kitchener, Hamilton, Barrie, Peterborough, and Cobourg.



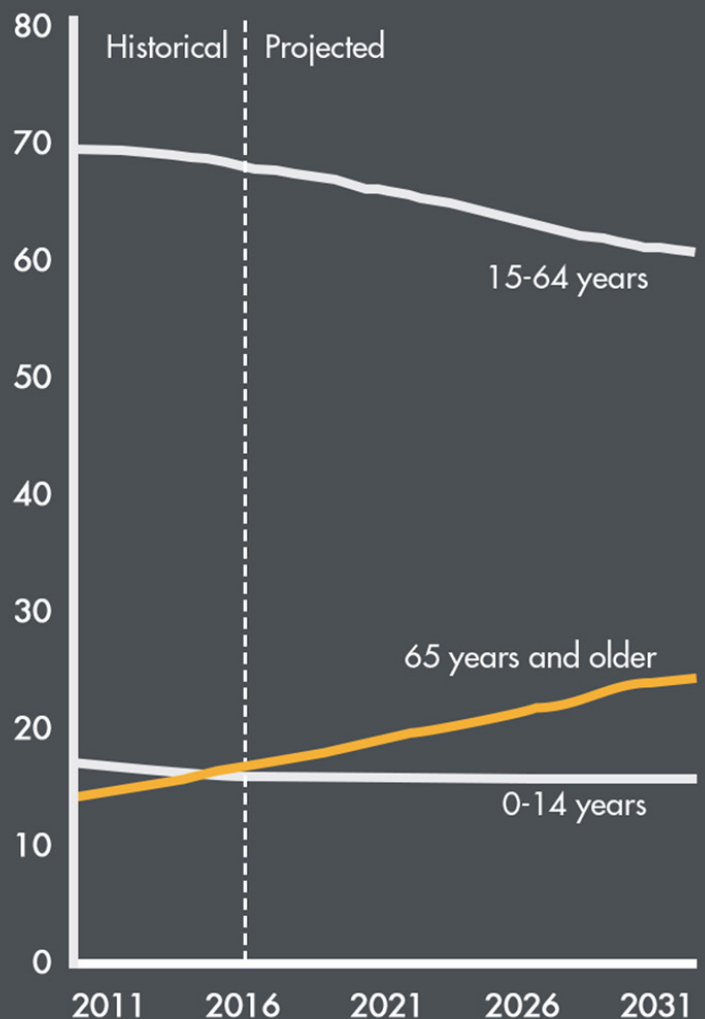
The biggest driver of the real estate market in Toronto, not only in 2017 but in years to come, will be demographics. As Baby Boomers begin to enter retirement, many of them will seek to downsize and move into luxury condominiums. Indeed, the Bank for International Settlements estimates most people begin thinking about selling their lifelong homes around the age of 70, an age which many Baby Boomers are nearing (BIS Working Paper 318). As the workforce will begin to look younger and younger, the real estate market will look more and more to Millennials, a demographic notorious for a low savings rate and a penchant for renting.

Furthermore, as domestic population growth slows, interprovincial and foreign migration will increasingly contribute to population growth. The Ministry of Finance predicts net international migration will grow around 1% per annum for the next few years, while net interprovincial migration is projected to stay between 2,500 and 8,000 people until 2020 (Ontario Populations Projections Update, Table 3).

What does this all mean for the new residential housing market? The market for detached homes will face the most pressure. Younger first-time homebuyers are simply no longer able to afford the average single-family detached home. The last reliable estimate, taken in 2014, pegs the median income of an average Millennial couple at \$73,200 (CANSIM 111-0012). Even an unrealistic expectation of 4% wage growth per year would put median income at \$82,340, well below the amount needed to pay the median price for a single-family home. Furthermore, retirement-age homeowners will increasingly sell and downsize, opting to either rent or buy luxury condominiums.

**The biggest driver of the real estate market in Toronto, not only in 2017 but in years to come, will be demographics.**

### Share of population (%) per year



Source: Ontario Ministry of Finance, *Ontario Population Projections Update, Table 2*

Accordingly, the detached new construction market in Toronto faces supply-side pressure (increased competition from the resale market, increasing costs of production) as well as demand-side pressure (a lack of affordability on the low-income range, a lack of interest on the high-income range) with most demographic trends exacerbating these tendencies. Steady inflows of foreign and domestic investment will keep prices afloat for 2017 at the very least, but the number of single-family starts will continue to decline as interest shifts to smaller sizes.

On the other hand, condominium and townhouse markets will do well. A recent survey by RE/MAX had 47% of respondents say they plan to purchase a home in the next 5 to 10 years, with 42% of Millennial respondents viewing home-ownership as a key retirement strategy (RE/MAX Housing Market Outlook, 2017). Migration to regional markets stretching all the way to Hamilton, Barrie, and Bowmanville will become more appealing, as the GO train expands its regular service and homebuyers seek lower prices per square foot. A slew of new initiatives aimed at helping first-time homebuyers may boost demand, and a steady influx of investments will help keep demand at robust and healthy levels.

Of course, there are many uncertainties looking ahead. The policies of the current US administration may strongly affect the role of Canada as an investment haven, as loosening of regulation south of the border may shift investment away from Ontario. The restructuring of NAFTA may impact markets in ways that are largely unforeseeable at this time. Still, in the absence of major structural changes, the outlook for new residential construction in the Toronto CMA remains qualified optimism.

## Purchase type of home shopper inquiries sent via BuzzBuzzHome

### Condos



15% Downsizing

23% Investment

9% Upsizing

53% First time buyer

### Townhouses



12% Downsizing

13% Investment

26% Upsizing

49% First time buyer

### Houses



8% Downsizing

11% Investment

49% Upsizing

32% First time buyer

Based on 63,319 home shopper user inquiries sent to developments in the Toronto CMA on BuzzBuzzHome throughout 2016. Of the total, 14,042 were sent for condos, 32,021 were sent for townhouses, and 17,255 were sent for houses.

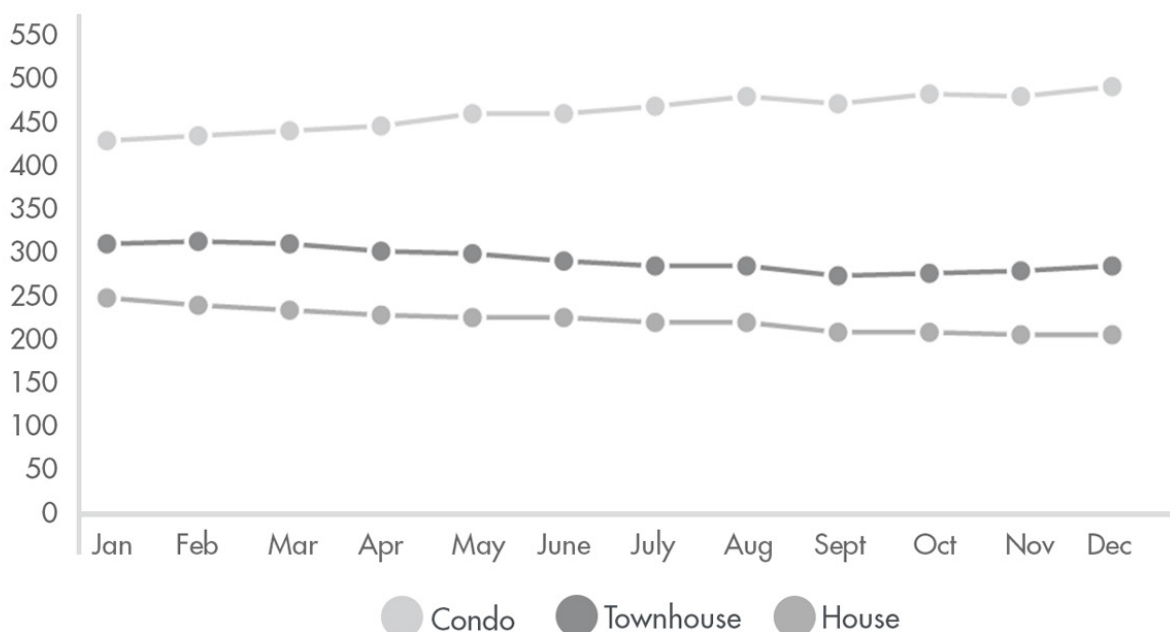
# Property Type

## Trends

### Toronto CMA

The chart below shows the number of developments active on the market on a monthly basis in 2016. The chart indicates that the number of single-family and townhouse developments on the market decreased through 2016, while the number of condo developments increased slightly.

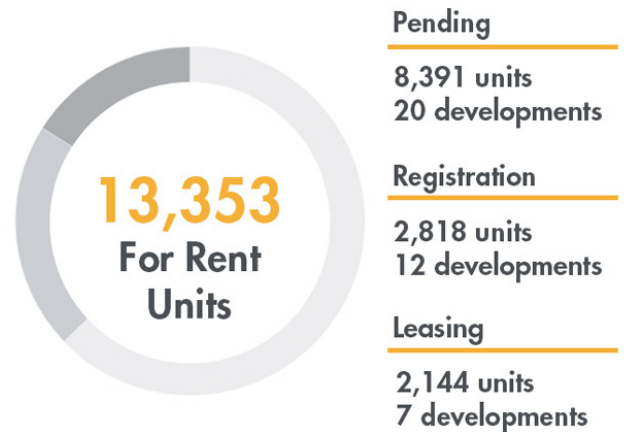
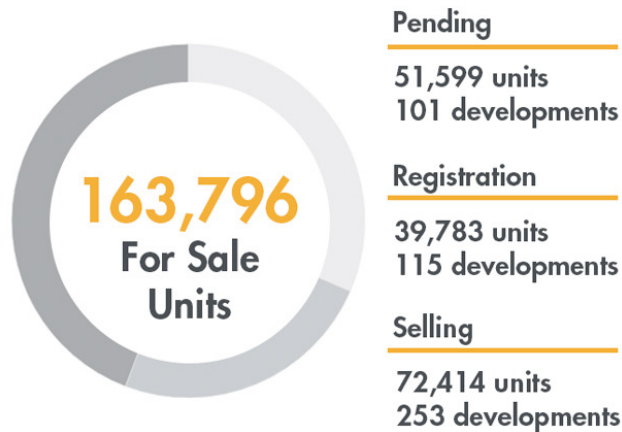
Looking at the subsequent graph on page 7, we can see that moving into 2017, the majority of pending units are in multi-family developments. This may indicate that many builders in the Toronto CMA are shifting focus from single-family developments to multiple-family developments.





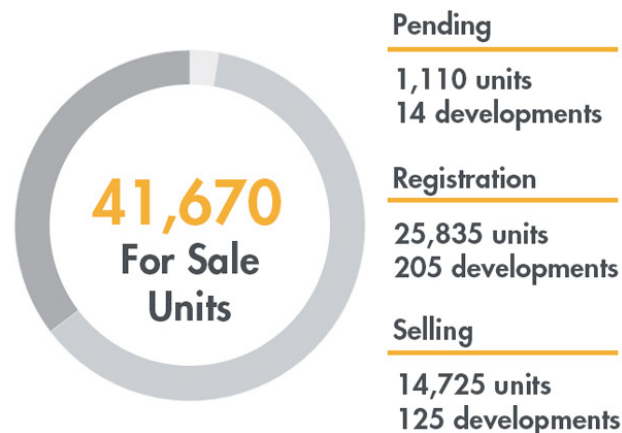
## MULTI-FAMILY DEVELOPMENTS

Average Size: 246 Units



## SINGLE-FAMILY DEVELOPMENTS

Average Size: 111 Units

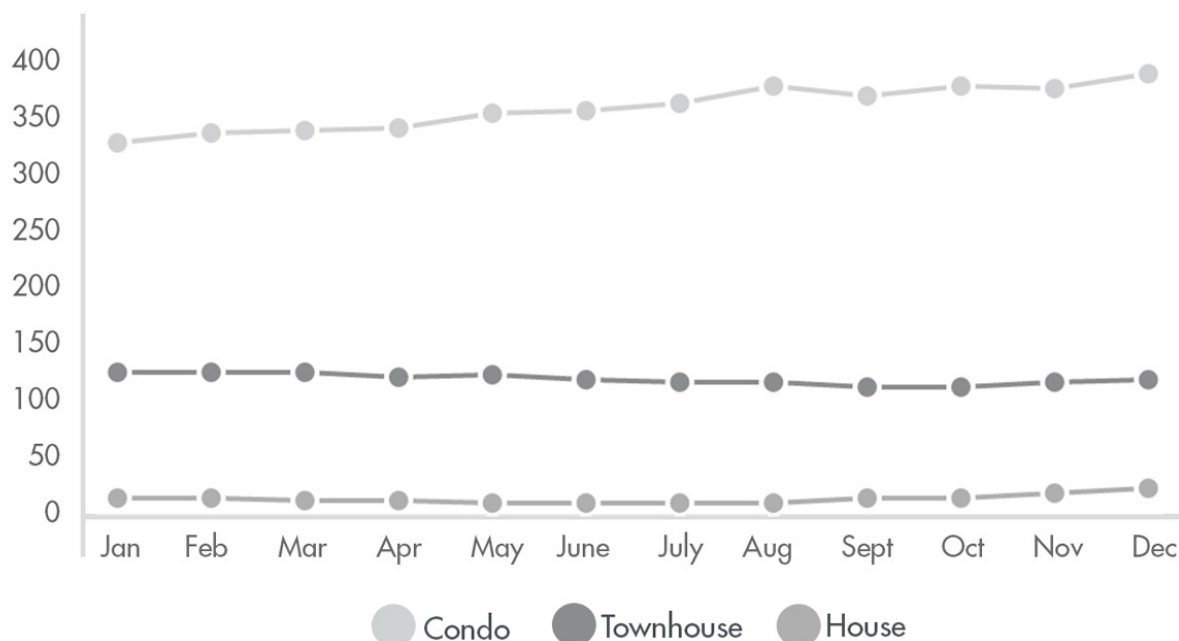


"Average" refers to the median value throughout the report.

Total number of units and developments in the Toronto CMA at the start of 2017 per property type (Multi-Family or Single-Family and For Sale or For Rent). Townhouses, semi-detached houses, and detached houses are considered Single-Family Developments. Condos and townhouses within a condo development are considered Multi-Family Developments. Pending is defined as developments that have been proposed and are in the planning stage. Registration is defined as developments that are being marketed as coming soon and accepting registrants. Selling and leasing developments are defined as available for purchase to the public.

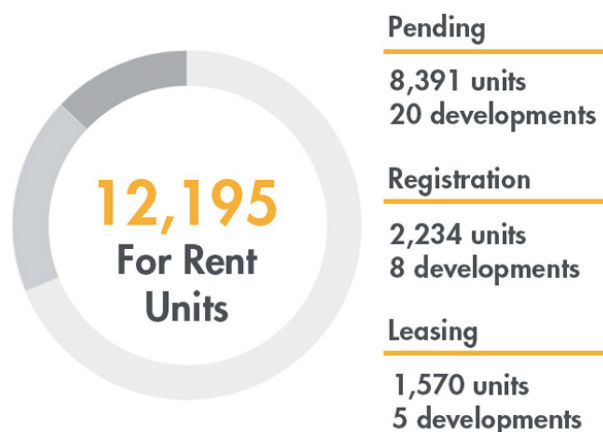
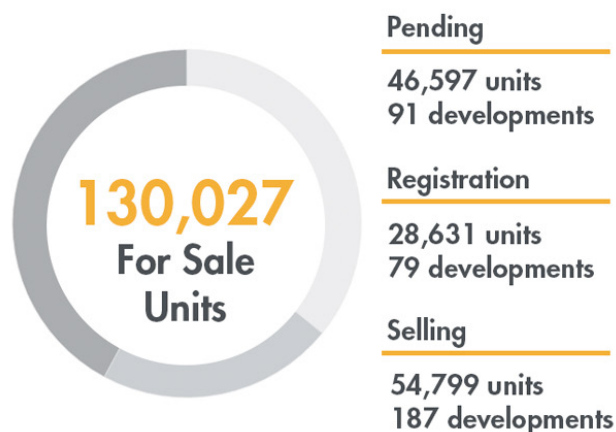
## City of Toronto

In the city, the number of active condo developments increased by 18% throughout 2016. Moving into 2017, we can see the majority of pending units are in rental developments. This may indicate a higher level of builder confidence in the rental market than in the sales market, as successive sale-price increases push more people towards the rental market.



## MULTI-FAMILY DEVELOPMENTS

Average Size: 244 Units



Total number of units and developments in the Toronto CMA at the start of 2017 per property type (Multi-Family or Single-Family and For Sale or For Rent).

# Changes in Price by Property Types

Overall, the housing market in the Toronto CMA performed well in 2016. Condo prices in the CMA saw modest price appreciation (between 0-10% depending on bedroom count), while single-family homes saw much stronger price increases (between 26-54%). Townhouses exhibited a little more variation, with price increases at the 2 and 3 bedroom level and a mild dip in prices at the 1 bedroom level.

**6%**

Difference in 2 bed  
from City to CMA

By the end of the  
year, 2 bedroom  
condos were 6%  
more expensive in  
the City than in the  
CMA.

## Toronto CMA - Average Condo Prices

Month	Studio	1 Bed	2 Bed	3 Bed
January	\$262,400	\$359,000	\$525,600	\$804,900
February	\$262,400	\$358,970	\$524,945	\$796,949
March	\$259,900	\$359,925	\$518,400	\$808,900
April	\$262,400	\$357,400	\$519,900	\$792,998
May	\$264,900	\$361,000	\$519,150	\$818,950
June	\$269,900	\$360,450	\$521,990	\$849,850
July	\$274,900	\$358,150	\$519,945	\$843,800
August	\$252,900	\$357,500	\$530,990	\$829,900
September	\$273,990	\$355,355	\$537,900	\$858,400
October	\$254,900	\$354,990	\$539,900	\$853,900
November	\$256,900	\$355,220	\$538,900	\$851,900
December	\$260,990	\$355,355	\$543,500	\$872,400

Table 1a: Average monthly price in 2016 per bedroom count of condominiums in the Toronto CMA



## Toronto CMA - Avg Townhouse Prices

Month	1 Bed	2 Bed	3 Bed
January	\$394,990	\$516,990	\$591,945
February	\$394,990	\$529,990	\$594,900
March	\$398,490	\$543,900	\$610,900
April	\$337,400	\$554,900	\$628,490
May	\$334,900	\$559,900	\$614,990
June	\$334,950	\$573,900	\$662,990
July	\$340,000	\$589,000	\$649,990
August	\$340,000	\$615,650	\$684,945
September	\$352,880	\$633,990	\$920,990
October	\$346,440	\$634,490	\$914,990
November	\$340,000	\$594,900	\$884,000
December	\$339,995	\$560,900	\$904,000

Table 1b: Average monthly price in 2016 per bedroom count of Townhouses in the Toronto CMA  
\*Data includes stacked townhomes

**8.5%**

2 Bed price increase

Townhouses showed price appreciation, with the median price for a 2 bedroom townhouse appreciating 8.5% over the year.

## Toronto CMA - Avg House Prices

Month	3 Bed	4 Bed	5 Bed
January	\$578,990	\$804,450	\$1,163,400
February	\$578,445	\$815,445	\$1,147,400
March	\$552,990	\$805,990	\$1,163,400
April	\$588,445	\$804,945	\$1,267,500
May	\$553,900	\$794,990	\$1,360,000
June	\$544,900	\$949,900	\$1,302,000
July	\$539,900	\$942,990	\$1,367,995
August	\$537,200	\$959,990	\$2,199,000
September	\$679,000	\$1,069,490	\$1,406,400
October	\$678,990	\$1,174,990	\$1,406,400
November	\$829,490	\$1,254,990	\$1,407,900
December	\$789,900	\$1,240,490	\$1,475,490

Table 1c: Average monthly price in 2016 per bedroom count of houses in the Toronto CMA

**54.2%**

4 Bed price increase

In the Toronto CMA, 4 Bedroom Houses saw the biggest median price increase at 54.2%.

## Studio Condos

across the CMA saw  
very little change in  
price at less than 1%

## 3 Bedroom Townhouses

were 2.6x the price  
of a 1 bedroom  
townhouse by the  
end of the year

## 5 Bedroom Houses

were 2.29X more  
expensive than a 3  
bedroom home

## City of Toronto - Average Condo Prices

Month	Studio	1 Bed	2 Bed	3 Bed
January	\$265,900	\$364,900	\$559,200	\$809,900
February	\$265,900	\$362,900	\$552,950	\$793,998
March	\$259,900	\$362,449	\$549,900	\$796,949
April	\$266,900	\$363,450	\$554,400	\$791,998
May	\$267,400	\$367,900	\$550,900	\$817,900
June	\$274,400	\$364,803	\$549,900	\$840,350
July	\$279,900	\$361,695	\$554,900	\$836,900
August	\$259,900	\$362,400	\$577,199	\$848,850
September	\$282,900	\$362,900	\$597,200	\$919,900
October	\$268,900	\$359,900	\$602,900	\$929,000
November	\$270,400	\$357,900	\$579,900	\$930,450
December	\$272,945	\$356,200	\$576,998	\$912,450

Table 1d: Average monthly price in 2016 per bedroom count of condominiums in the City of Toronto

# Neighbourhoods

## To Watch

As part of our mission to provide leading, current information on the state of the new residential construction market in Toronto, we have identified the 5 most promising neighbourhoods in Toronto for new condominium development.

We selected these neighbourhoods based on the number of condominium units currently selling and coming to market in 2017. We also highlighted the most popular development in each neighbourhood based on the number of unique visitors on BuzzBuzzHome in the fourth quarter of 2016.



*Photo: James Bombales*



## ST. LAWRENCE



Straddling the Distillery District and Old Toronto, this area promises stable value and a pleasant living space.



- 1,144 Pending Units
- 4,106 Registration Units
- 1,909 Selling Units

★ **ST. LAWRENCE CONDOMINIUMS - CITYZEN DEVELOPMENT GROUP & FERNBROOK HOMES**  
Selling, Under Construction

## ENTERTAINMENT DISTRICT



The Entertainment District has long been a staple of Toronto's cultural attractiveness thanks to its theatres, sports arenas, and the performing arts centre.



- 3,094 Pending Units
- 3,712 Registration Units
- 4,431 Selling Units

★ **STUDIO 2 - ASPEN RIDGE HOMES**  
Selling, Completed Construction

## GARDEN DISTRICT



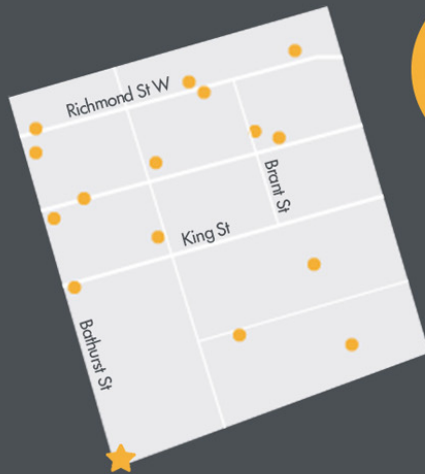
Ripe with cultural heritage sights, the Garden District (aka Moss Park) is home to renovated Victorian Villas, apartment co-ops, and brand new condo developments.



- 533 Pending Units
- 2,494 Registration Units
- 2,752 Selling Units

★ **THE MASSEY TOWER - MOD DEVELOPMENTS & INTRACORP**  
Selling, Under Construction

## FASHION DISTRICT



**\$650**  
AVG PPSF

Full of trendy lofts, studios, tech offices, and restaurants, this area is looking very promising for 2017 condo development.



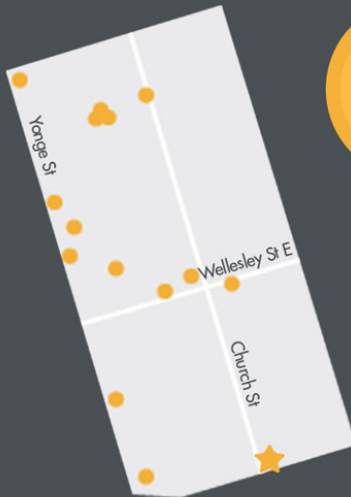
552  
Pending Units

2,015  
Registration Units

1,943  
Selling Units

★ **MINTO WESTSIDE - MINTO**  
Selling, Under Construction

## CHURCH-WELLESLEY VILLAGE



**\$871**  
AVG PPSF

Rich in culture and diversity, 2017 will see Church-Wellesley Village's real estate appeal increase as well.



2,073  
Pending Units

1,103  
Registration Units

4,404  
Selling Units

★ **STANLEY CONDOS - TRIBUTE COMMUNITIES**  
Selling, Under Construction

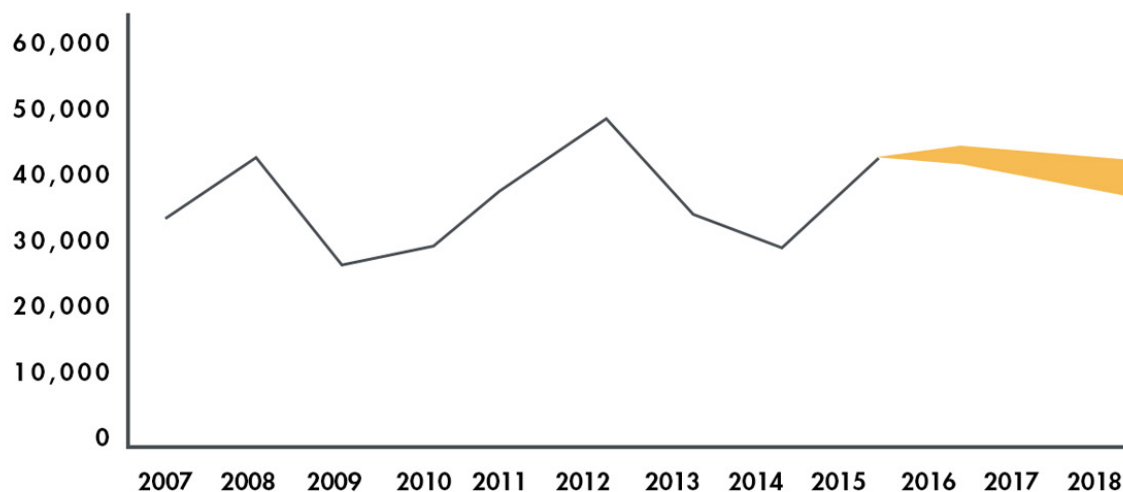


Starred developments are the most popular projects in the neighbourhood as per total number of listing views on BuzzBuzzHome in Q4 2016. For more information about each development, visit [buzzbuzzhome.com](http://buzzbuzzhome.com).

# Toronto CMA

## Housing Starts

The CMHC forecasts a 20% year-over-year decrease in the number of single-family detached housing starts. The number of resales is expected to drop as well, though not nearly as significantly, hinting at competition between the two markets. On the other hand, housing starts for attached homes are staying relatively flat, indicating confident builder sentiment toward the townhouse and condominium markets.



New Home Market	2015	2016	2017	2018
Single-Detached	10,223	11,000	9,000	6,500
Multiples	32,064	31,000	31,000	32,000
Resale Market	2015	2016	2017	2018
MLS Sales	101,846	108,500	99,500	94,000

Table 2. Source: Canadian Mortgage and Housing Corporation, *Housing Market Outlook, Greater Toronto Area, Fall 2016*.



# 2017 Price Forecasts

The following forecasts were calculated using historical real estate data collected by analysts at BuzzBuzzHome between 2012 and 2017. All forecasts reflect various assumptions made by BuzzBuzzHome concerning anticipated trends, market conditions, and average unit sizes. These assumptions may or may not accurately represent current and future market conditions.



## City of Toronto Condo

City	Jan-June 2017 Studio	Jan-June 2017 1 Bedroom	Jan-June 2017 2 Bedroom	July-Dec 2017 Studio	July-Dec 2017 1 Bedroom	July-Dec 2017 2 Bedroom
Entertainment District	\$311,676	\$399,672	\$644,365	\$320,187	\$410,586	\$661,960
Church-Wellesley Village	\$329,964	\$423,124	\$682,174	\$338,974	\$434,678	\$700,802
Garden District	\$288,096	\$369,439	\$595,615	\$295,963	\$379,527	\$611,879
Fashion District	\$272,513	\$349,455	\$563,397	\$279,954	\$358,997	\$578,781
St. Lawrence	\$300,064	\$384,781	\$620,357	\$308,254	\$395,288	\$637,290

Table 3a: Price forecasts for five Neighbourhoods to Watch in the City of Toronto. See page 11-12 for neighbourhood details.

## Toronto CMA Condo

City	Jan-June 2017 Studio	Jan-June 2017 1 Bedroom	Jan-June 2017 2 Bedroom	July-Dec 2017 Studio	July-Dec 2017 1 Bedroom	July-Dec 2017 2 Bedroom
Toronto	\$300,232	\$383,115	\$599,913	\$309,815	\$395,347	\$619,068
Brampton	\$210,531	\$268,651	\$420,677	\$217,251	\$277,229	\$434,109
Vaughan	\$266,154	\$339,629	\$531,820	\$274,649	\$350,473	\$548,800
Mississauga	\$238,539	\$304,395	\$476,646	\$246,156	\$314,110	\$491,865
Richmond Hill	\$268,050	\$342,049	\$535,615	\$276,609	\$352,971	\$552,711
Milton	\$170,703	\$217,828	\$341,093	\$176,152	\$224,783	\$351,984
Oakville	\$257,246	\$328,263	\$514,021	\$265,457	\$338,741	\$530,434
Markham	\$279,752	\$356,985	\$558,997	\$288,685	\$368,380	\$576,840
Halton Hills	\$219,452	\$280,035	\$438,502	\$226,457	\$288,976	\$452,503

Table 3b: Price forecasts for cities within the Toronto CMA



## Toronto CMA Houses

City	Jan-June 2017 3 Bedroom	Jan-June 2017 4 Bedroom	July-Dec 2017 3 Bedroom	July-Dec 2017 4 Bedroom
Toronto	\$1,011,050	\$1,306,797	\$1,056,646	\$1,365,662
Brampton	\$691,086	\$893,248	\$721,942	\$933,074
Vaughan	\$991,565	\$1,281,613	\$1,035,982	\$1,338,955
Mississauga	\$879,809	\$1,137,166	\$918,824	\$1,187,523
Richmond Hill	\$1,153,291	\$1,490,646	\$1,204,759	\$1,557,091
Milton	\$695,586	\$899,064	\$726,773	\$939,319
Oakville	\$956,054	\$1,235,727	\$998,640	\$1,290,693
Newmarket	\$852,919	\$1,102,433	\$891,526	\$1,152,253
Markham	\$851,922	\$1,101,122	\$890,252	\$1,150,607
Caledon	\$694,377	\$897,492	\$725,198	\$937,282
Halton Hills	\$938,436	\$1,212,943	\$979,738	\$1,266,262

Table 3c: Price forecasts for cities within the Toronto CMA

## Toronto CMA Townhouses

City	Jan-June 2017 2 Bedroom	Jan-June 2017 3 Bedroom	July-Dec 2017 2 Bedroom	July-Dec 2017 3 Bedroom
Toronto	\$724,509	\$983,104	\$791,401	\$1,073,860
Brampton	\$461,880	\$626,729	\$504,519	\$684,586
Vaughan	\$624,696	\$847,664	\$682,372	\$925,917
Mississauga	\$613,595	\$832,593	\$670,239	\$909,454
Richmond Hill	\$616,140	\$836,047	\$673,020	\$913,227
Milton	\$491,698	\$667,190	\$537,089	\$728,782
Oakville	\$541,344	\$734,555	\$591,318	\$802,366
Newmarket	\$491,069	\$666,336	\$536,402	\$727,850
Markham	\$582,870	\$790,903	\$636,678	\$863,915
Caledon	\$432,929	\$587,446	\$472,896	\$641,683
Halton Hills	\$476,184	\$646,139	\$520,143	\$705,788

Table 3d: Price forecasts for cities within the Toronto CMA.

**+ 4.5%**  
Average price increase  
for houses in  
Toronto CMA

By the end of 2017, average  
price of 4 bed homes will be  
**over \$1 Million**  
in most Toronto CMA cities

Homes in Richmond  
Hill will be  
**1.5X the price**  
of homes in Caledon



# **Top 10 Cities in Canada**



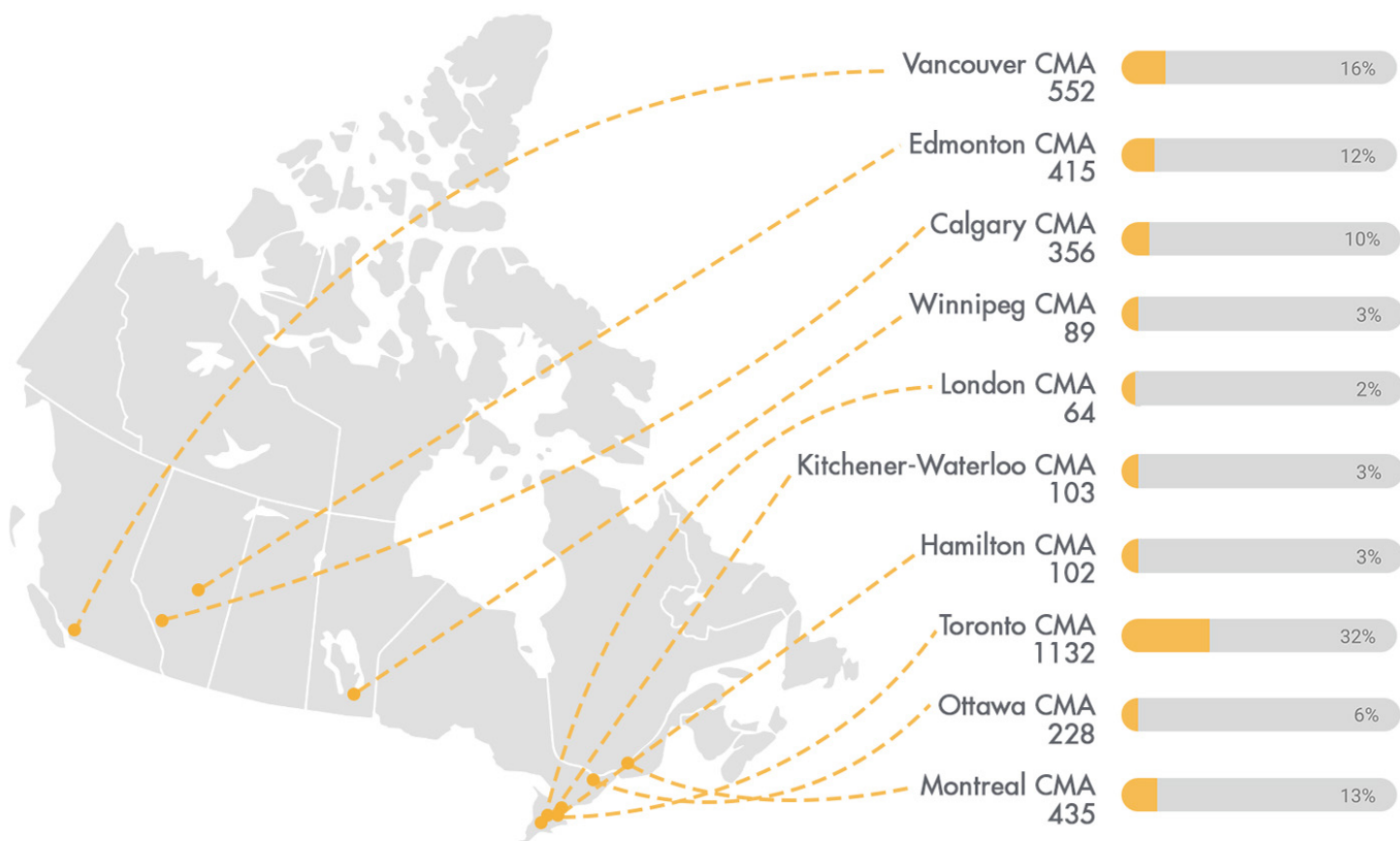
# Overview

When considered as a whole, the new construction home market in Canada showed signs of health and stability throughout 2016. Every quarter, at least 170 new home developments sold out, and in most areas, prices did not change either way by more than 10%.

Regionally, the story does diverge slightly. In particular, markets in Eastern Canada performed well in 2016, with Toronto, Ottawa, Hamilton, and London showing either high single-digit or low double-digit price growth. Other than a few price dips in London and Kitchener-Waterloo, the most dramatic change in Eastern Canada was a staggering 48% increase in the average price of a detached home in the Toronto CMA, with no corresponding sharp increase in the average square footage.

With the exception of Vancouver, markets in Western Canada did not fare so well. The effect of the oil crash in 2015 made itself very present in 2016, with new home price decreases in almost every dwelling type for both Edmonton and Calgary. Still, as oil prices slowly bounce back and as many consumers are getting priced out of Toronto and Vancouver, homebuyers and investors may start to look back to the Calgary-Edmonton corridor for affordable housing options.

## 3,476 Total Developments in 2016 between the top 10 CMAs



# Comparison Tables



TORONTO HAS MORE ACTIVE DEVELOPMENTS THAN EDMONTON & VANCOUVER COMBINED



MEDIAN HOUSE PRICE INCREASED IN EVERY CMA IN 2016 OTHER THAN EDMONTON, WINNIPEG, AND LONDON.

## Q1 2016

City CMA	Available Developments	Developments Sold	Avg Condo Price	Avg Condo Sq.Ft.	Avg House Price	Avg House Sq.Ft.	Avg Townhouse Price	Avg Townhouse Sq.Ft.
Toronto CMA	891	53	\$439,900	750	\$749,990	2,875	\$594,945	1,736
Edmonton CMA	394	3	\$270,000	934	\$487,200	1,859	\$327,925	1,416
Vancouver CMA	365	64	\$385,900	851	\$617,485	2,534	\$639,900	1,501
Montreal CMA	354	20	\$261,336	935	\$288,900	1,757	\$359,900	1,795
Calgary CMA	305	5	\$389,900	897	\$479,900	2,128	\$349,000	1,397
Ottawa CMA	218	6	\$369,570	916	\$486,900	2,245	\$339,900	1,825
Kitchener-Waterloo CMA	90	9	\$415,000	928	\$485,800	2,260	\$295,900	1,449
Winnipeg CMA	84	4	\$276,253	984	\$464,254	1,749	\$307,400	971
Hamilton CMA	80	6	\$359,900	810	\$540,084	2,318	\$339,990	1,444
London CMA	55	3	\$270,450	1,100	\$413,700	2,034	\$255,000	1,571

Table 4a: Data comparison tables of the top 10 city CMAs in Canada

## Q2 2016

City CMA	Available Developments	Developments Sold	Avg Condo Price	Avg Condo Sq.Ft.	Avg House Price	Avg House Sq.Ft.	Avg Townhouse Price	Avg Townhouse Sq.Ft.
Toronto CMA	908	68	\$442,900	746	\$909,990	2,861	\$646,945	1,743
Edmonton CMA	398	3	\$274,950	934	\$485,578	1,881	\$324,974	1,425
Vancouver CMA	348	45	\$392,900	860	\$809,960	2,708	\$782,500	1,511
Montreal CMA	349	12	\$255,210	926	\$292,868	1,686	\$359,900	1,795
Calgary CMA	311	6	\$393,000	897	\$499,950	2,138	\$349,000	1,411
Ottawa CMA	216	7	\$379,000	914	\$493,950	2,250	\$342,150	1,825
Kitchener-Waterloo CMA	89	9	\$309,750	922	\$509,900	2,273	\$314,900	1,449
Winnipeg CMA	77	0	\$274,400	985	\$449,900	1,749	\$283,900	990
Hamilton CMA	80	9	\$349,900	790	\$814,945	2,279	\$359,999	1,500
London CMA	55	0	\$270,450	1,178	\$399,900	2,017	\$255,000	1,571

Table 4b: Data comparison tables of the top 10 city CMAs in Canada. CMA's ranked by the total number of active (non sold-out) developments each had during a given quarter. CMA boundaries defined as per Statistics Canada.



**MEDIAN TOWNHOUSE PRICE WAS  
CONSISTENTLY HIGHER IN VANCOUVER  
THAN TORONTO**



**LONDON HAD THE LOWEST PPSF FOR  
CONDOS IN Q4 2016**



**Q3 SAW THE MOST DEVELOPMENTS  
SOLD OUT IN CANADA TOTAL (205)**

## Q3 2016

City CMA	Available Developments	Developments Sold	Avg Condo Price	Avg Condo Sq.Ft.	Avg House Price	Avg House Sq.Ft.	Avg Townhouse Price	Avg Townhouse Sq.Ft.
Toronto CMA	941	110	\$440,900	751	\$1,020,990	2,902	\$799,900	1,692
Edmonton CMA	403	3	\$275,000	939	\$464,925	1,838	\$316,334	1,426
Vancouver CMA	361	33	\$489,900	851	\$809,960	2,571	\$807,400	1,494
Montreal CMA	359	19	\$256,900	927	\$304,447	1,656	\$364,900	1,585
Calgary CMA	317	5	\$393,450	897	\$507,500	2,131	\$359,400	1,408
Ottawa CMA	209	7	\$377,875	902	\$497,900	2,251	\$345,900	1,825
Kitchener-Waterloo CMA	82	10	\$375,999	915	\$540,400	2,307	\$307,445	1,444
Winnipeg CMA	86	4	\$279,428	992	\$439,900	1,749	\$254,078	1,046
Hamilton CMA	81	8	\$399,900	871	\$1,025,900	2,278	\$337,499	1,475
London CMA	60	6	\$299,500	1,178	\$379,400	2,014	\$288,900	1,505

Table 4c: Data comparison tables of the top 10 city CMAs in Canada

## Q4 2016

City CMA	Available Developments	Developments Sold	Avg Condo Price	Avg Condo Sq.Ft.	Avg House Price	Avg House Sq.Ft.	Avg Townhouse Price	Avg Townhouse Sq.Ft.
Toronto CMA	901	41	\$445,900	758	\$1,109,490	2,900	\$699,990	1,730
Edmonton CMA	406	6	\$252,999	915	\$425,050	1,793	\$322,787	1,432
Vancouver CMA	410	17	\$671,900	877	\$976,980	2,499	\$709,900	1,527
Montreal CMA	384	33	\$259,900	917	\$304,046	1,639	\$370,700	1,749
Calgary CMA	340	10	\$373,450	897	\$491,000	2,140	\$339,900	1,404
Ottawa CMA	208	11	\$390,000	914	\$500,900	2,253	\$349,900	1,833
Kitchener-Waterloo CMA	75	12	\$405,000	954	\$551,990	2,365	\$344,900	1,420
Winnipeg CMA	81	4	\$294,900	1,005	\$429,900	1,689	\$254,078	1,061
Hamilton CMA	79	9	\$379,900	809	\$1,029,900	2,259	\$374,900	1,538
London CMA	55	3	\$299,500	1,178	\$399,650	1,980	\$319,900	1,571

Table 4d: Data comparison tables of the top 10 city CMAs in Canada





# **Notable Trends in Canada**

# Overview

## First-time Buyer Incentives Introduced

As single family homes become less and less affordable, first-time home buyers are looking more towards condominiums. Both B.C. and Ontario created new incentives for first time home buyers in an attempt to alleviate the pressure new home shoppers are feeling in the current competitive markets.



## Nowhere To Go But Up

New housing in Canada is getting denser. While the number of condo developments across Canada increased on average by 11%, the number of housing developments listed on the market decreased by 10%, reflecting an increasing demand for city-living and walkable communities generated in part by unaffordable single-family pricing.



## Online Home Shopping

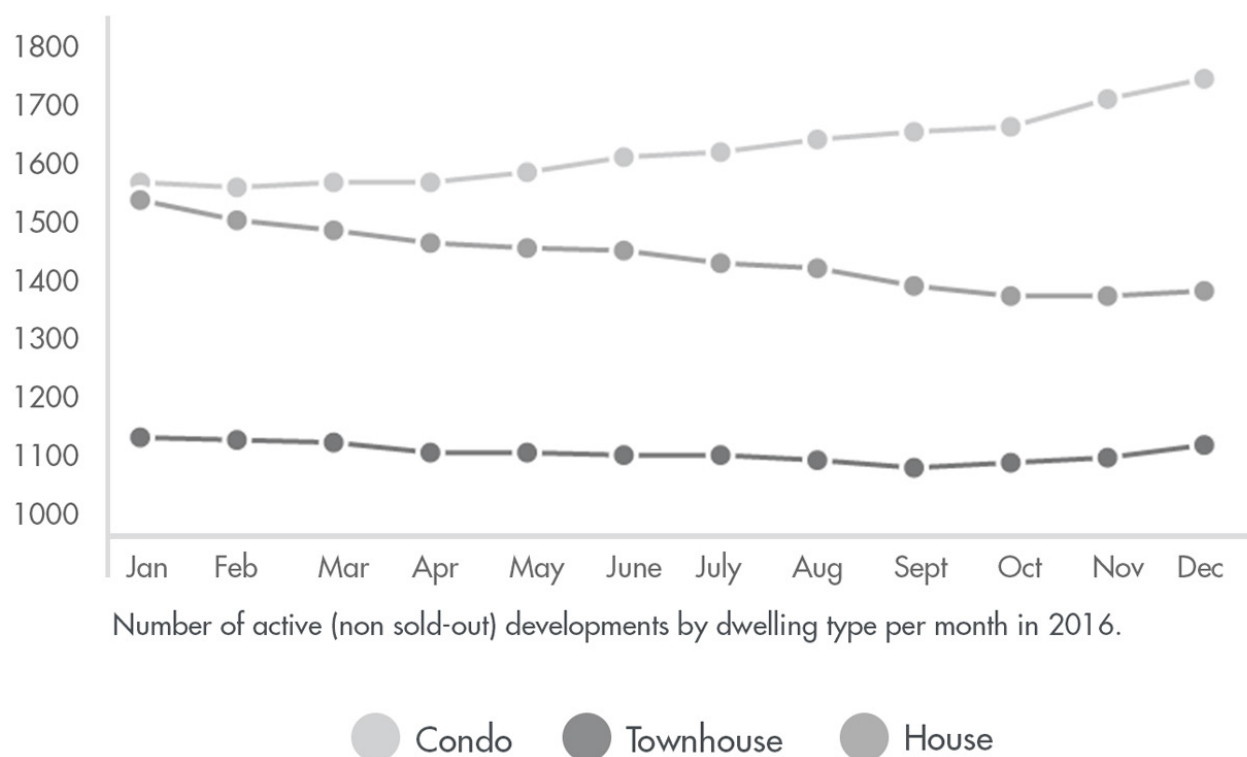
2016 saw an increase in consumers researching and purchasing items online, and it appears this trend may continue in real estate. Surveys conducted by National Association of Realtors (NAR) found that 95% of people rely on the internet for new home research, while 51% of buyers said they found the home they purchased online.



# Changes by Property Types

Townhouses show a steady, healthy flatline as developments are bought and sold. Looking at tables 4a-4d, we see that townhomes also display modest price appreciation, indicating stability in the townhouse market.

The contrasting trends between the number of new condominium developments and the number of detached-home developments are striking. Part of the divergence can be explained by shifting demographics. Increased competition from the (essentially costless) re-sale market decreases incentives for builders to focus on detached homes. Baby Boomers and Millennials have shown demand towards condos, both at low and high price points. The perceived profit margins on building condos make them more attractive to builders, while increasing costs of detached subdivisions make them less desirable.





# Buzzworthy Developers

9 out of 10 people start their home search online, so which developers were viewed the most in 2016?

1

## MATTAMY HOMES

Market: Toronto, Ottawa, Edmonton, Calgary

**122,376  
VISITORS!**



11 Selling  
Developments



9 Developments  
in Registration



1 Pending  
Development

2

## ONNI GROUP

Market: Toronto, Vancouver

**76,073  
VISITORS!**



14 Selling  
Developments



6 Developments  
in Registration



4 Pending  
Developments

3

## FORTRESS REAL DEVELOPMENTS

Market: Toronto, Regina, Winnipeg, Edmonton, Calgary

**74,857  
VISITORS!**



17 Selling  
Developments



10 Developments  
in Registration



4 Pending  
Developments

4

## GREAT GULF

Market: Toronto, Calgary

**67,227  
VISITORS!**



4 Selling  
Developments



9 Developments  
in Registration



0 Pending  
Developments

5

## MINTO

Market: Toronto, Ottawa

**66,920  
VISITORS!**



11 Selling  
Developments



3 Developments  
in Registration



2 Pending  
Developments

6

## PINNACLE INTERNATIONAL

Market: Toronto, Vancouver

**57,508  
VISITORS!**



9 Selling  
Developments



2 Developments  
in Registration



1 Pending  
Development

7

## POLYGON HOMES

Market: Vancouver

**55,435  
VISITORS!**



10 Selling  
Developments



5 Developments  
in Registration



0 Pending  
Developments

8

## THE CONSERVATORY GROUP

Market: Toronto

**52,783 VISITORS!**



9 Selling Developments



7 Developments in Registration



1 Pending Development

9

## ASPEN RIDGE HOMES

Market: Toronto

**49,516 VISITORS!**



6 Selling Developments



4 Developments in Registration



1 Pending Development

10

## TRIDEL

Market: Toronto

**46,245 VISITORS!**



17 Selling Developments



0 Developments in Registration



1 Pending Development





This report is the product of data collection and analysis conducted by BuzzBuzzHome Research.

BuzzBuzzHome Research publishes subscription-based new residential construction data reports and undertakes industry and market research consultancy projects.

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