

VANCOUVER 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 Vancouver 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 Vancouver 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.

Vancouver

Summary

Although 2016 was largely a strong year for new housing in Vancouver, the market began to show signs of strain as price appreciation continued to outperform growth in economic fundamentals. The new condo market in Q2 underwent a slight price correction, but prices recovered in Q3 and Q4. On the other hand, the new townhouse market performed very well through 2016, with small decreases in price near the end of the year.

A few major regulatory changes affected market participants at the top end of the income-scale (foreign investors) and at the bottom (first-time homebuyers).

First, in February the government raised the minimum down payment for houses worth more than \$500,000. Prior to the change, a 5% down payment was required for any home worth less than \$1 million. Now, if your home value is between \$500,000 and \$1 million, you must put up a 5% down payment on the first \$500,000 of the value of your home and 10% on the remainder. This may have affected the purchasing power of many Vancouver residents on the margin, who were barely able to afford property at the \$500,000 under the old regulations.

The second major regulatory action was the addition of a foreign-buyer property transfer tax implemented in August 2016 which increases the price of any real estate transaction made by a foreign entity by 15%. We believe it is too soon to measure the full impact of the tax on the housing market. Though the number of development sell-outs in Vancouver slowed down in Q4, this may be due to seasonality and cannot be taken as proof of a slowing market.

Furthermore, our data does not indicate a decrease in median prices in the condo or single-family market, which would be expected if investment did decrease sharply.

The third regulatory change that happened in 2016 was a change to the mortgage approval process in October of 2016. New regulations restrict the ability of banks to lend unless borrowers meet a “stress-test” where the borrower must qualify for a mortgage at the Bank of Canada’s conventional mortgage rate, which has historically been higher than most if not all market rates (it currently stands at 4.64%). Though the stress-test existed before for borrowers who had less than a 20% down payment secured, it now applies to anyone getting an insured mortgage. Furthermore, if you fail to secure at least a 20% down payment, your total house-carrying cost (including mortgages, property taxes, and utilities) must be less than 39% of your gross annual income.

In contrast to the foreign-buyer tax, these regulations are particularly restrictive on first-time and low-income homebuyers, who may have been on the margin of affordability before the implementation of the regulations. In particular, townhouse developments, which have for a number of years been increasingly attractive to residents who can no longer afford soaring detached home and condo prices, saw price decreases throughout Q4 (see table 1 a).

Strong market fundamentals, including employment growth in B.C. of 3% and 1% in 2016 and 2017, respectively, should help bolster demand once the initial shock from new regulations have passed (RBC Provincial Outlook, 2016). The fact that median townhouse prices are lower than they were 6 months ago should allow homebuyers to enter the market, implying that the regulations may have had the intended effect of cooling the market before it undergoes a serious correction.

Accordingly, we predict steady but modest growth in the townhouse market and the condo market at the lower price points, both in terms of price appreciation and number of sales.

Furthermore, although current zoning laws in Metro Vancouver dictate that about 80% of the land must be dedicated to single-family detached homes, many industry experts and academics have been clamouring for change, hopefully opening up even more space for townhouse and lower-priced condominium development (Lauster 2016, *The Death and Life of the Single-Family House*).

The single-family detached market and the luxury condominium market seem slightly riskier in 2017. The lack of new housing supply in the detached home market will continue to keep prices at a truly unaffordable level for most residents.

As their cohort ages, Baby Boomers will sell their homes in order to downsize, possibly into luxury condominiums. That sharp increase in competitive supply may depress the single-family market enough to get it in line with fundamentals, but until that happens the risk of a damaging correction or firesale market will remain. Furthermore, new luxury condominium values continue to appreciate. If the foreign-buyer tax didn't scare investors away (or if they found ways around it), this is not a huge cause for concern in the near term, but the rise in the stock of new condominium properties reflected in our data indicates that people just might not be buying as much as in previous years.

Overall, it is fairly unlikely that the Vancouver market experiences a serious crash in 2017. But unless prices re-adjust to fundamentals, the current state of the market is ultimately unsustainable. Based on 2014 government statistics and generous assumptions of income growth, the median income of a couple below the age of 34 is around \$75,000 going into 2017 (CANSIM 111-0012). For this demographic, townhouses and lower-end condos seem to be the best and most affordable option, but zoning laws and builder incentives may not allow the type of development as needed. Single-family markets have dwindling supply, with price-to-income ratios well outside the recommended (and now legal) sizes. Demographics will ease the transition moving forward, as Baby Boomers sell their homes and stabilize both the condo and the detached market, but we wonder will this be soon enough?

User inquiries sent via BuzzBuzzHome

Condos



12% Downsizing

20% Investment

12% Upsizing

56% First time buyer

Townhouses



16% Downsizing

8% Investment

25% Upsizing

51% First time buyer

Houses



13% Downsizing

6% Investment

46% Upsizing

35% First time buyer

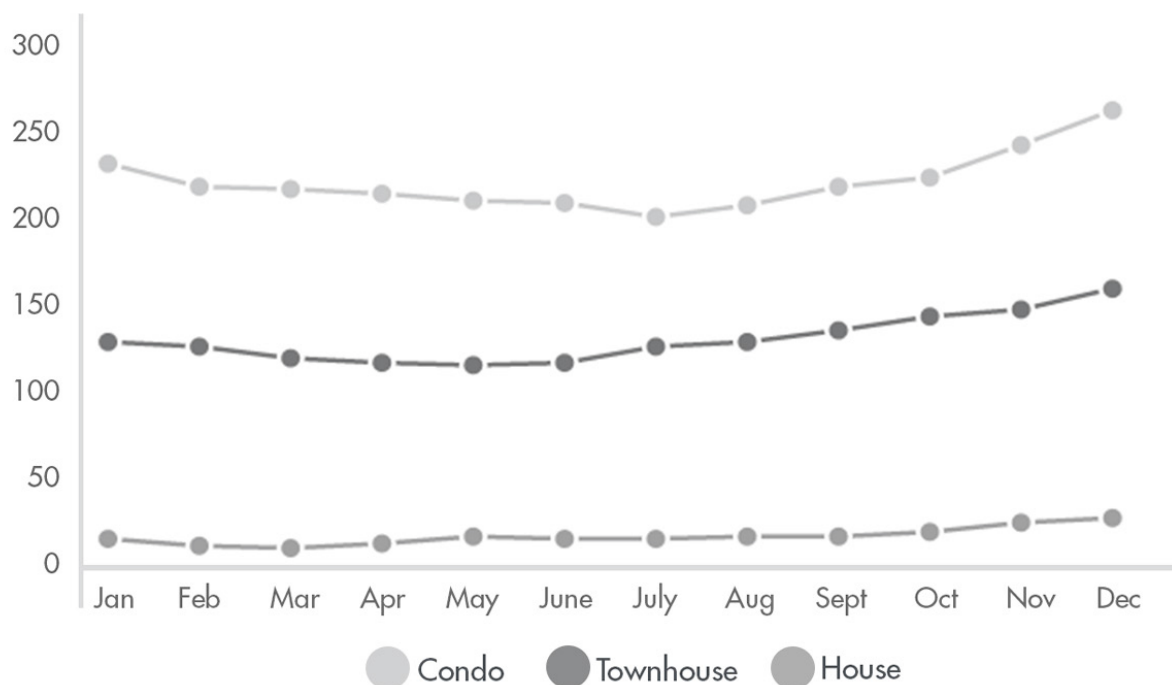
Based on 19,324 home shopper user inquiries sent to developments in the Vancouver CMA on BuzzBuzzHome in 2016. Of the total, 12,284 inquiries were for condos, 5,926 inquiries were for townhouses, and 1,114 were for houses.

Property Type

Trends

Vancouver CMA

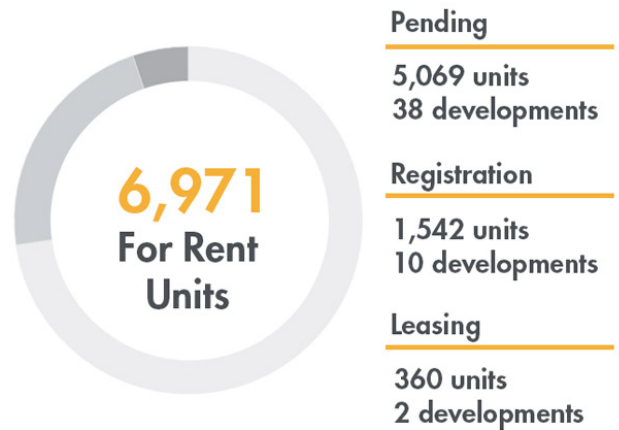
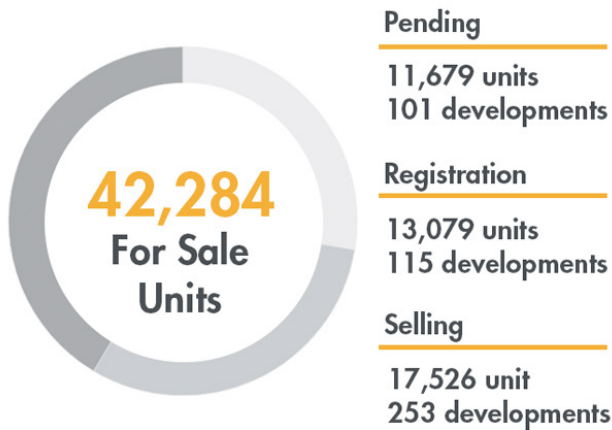
The number of active townhouse and condo developments rose steadily in the second half of 2016 in the Vancouver CMA. The chart on page 6 indicates that 33% of all units on the market in the Vancouver CMA are pending, which indicates a significant amount of planned builder activity and accordingly a high level of builder confidence in both single and multi-family developments.



Changes in property type: tracking the number of developments active on the market (with a status of pending, registration, selling, or leasing), per month throughout 2016.

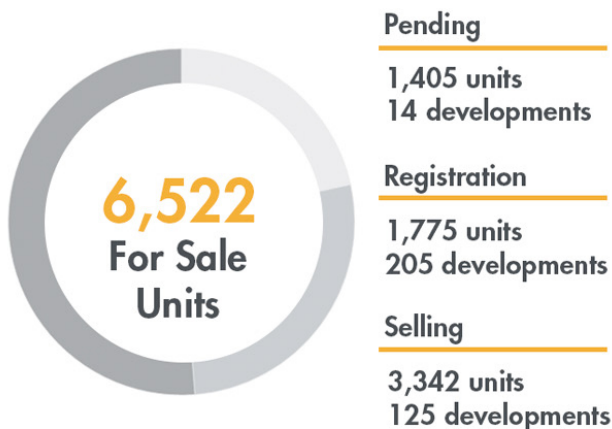
MULTI-FAMILY DEVELOPMENTS

Average Size: 101 Units



SINGLE-FAMILY DEVELOPMENTS

Average Size: 32 Units

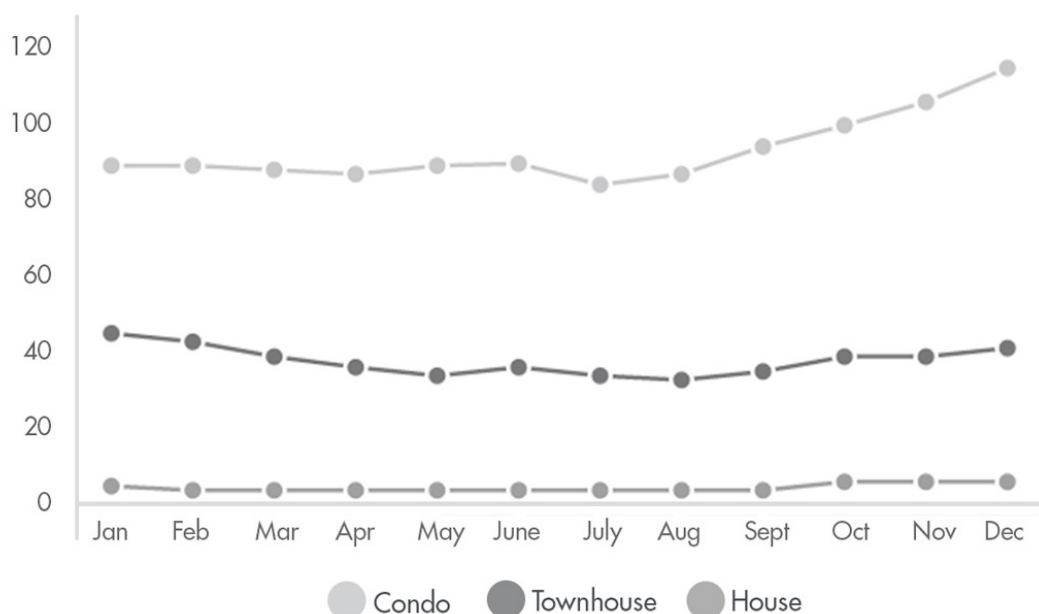


"Average" refers to the median value throughout the report.

Total number of units and developments in the Vancouver 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.

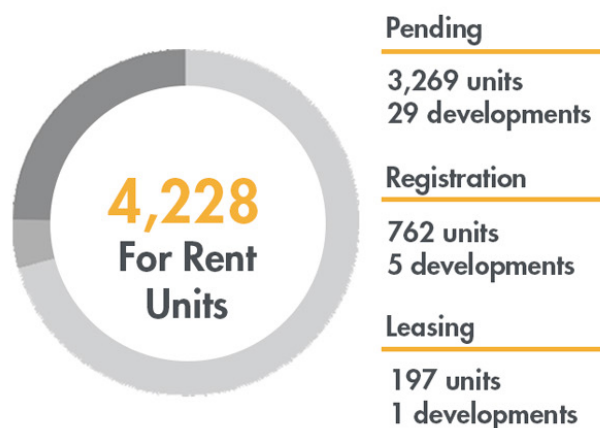
City of Vancouver

Within the City of Vancouver, the number of condo developments increased around 30%, while the number of townhouse developments on the market stayed fairly constant throughout the year. Moving into 2017, we note that the number of units pending is about the same in the ownership market as it is in the rental market, indicating builder confidence in both segments looking forward.



MULTI-FAMILY DEVELOPMENTS

Average Size: 244 Units



Total number of units and developments in the City of Vancouver 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

The following table gives the average price of a new construction home in Vancouver through 2016. As this data contains only units that were active on the market during that particular month, the addition of a new luxury development (or sell-out of a low-to-medium income community) could skew prices. Accordingly, month-over-month changes might not be indicative of underlying market conditions, but longer-term trends will accurately reflect market trends in the new residential space.

Townhouse prices across the CMA appreciated at healthy rates for 1 and 2 bedroom dwellings. On the other hand, condo prices, both at the CMA level and at the City level, appreciated at alarming —and, in our view, ultimately unsustainable — rates. Across the CMA, condo prices appreciated more than 100% for 3 bedroom units, while condo prices increased more than 50% across all bedroom types in the city.

Vancouver CMA - Average Townhouse Prices

Month	1 Bed	2 Bed	3 Bed
January	\$599,900	\$499,900	\$449,900
February	\$599,900	\$499,900	\$459,900
March	\$599,900	\$499,900	\$560,616
April	\$599,900	\$753,900	\$769,500
May	\$599,900	\$940,900	\$749,900
June	\$564,900	\$779,900	\$933,950
July	\$657,900	\$774,900	\$1,249,900
August	\$669,900	\$649,900	\$979,900
September	\$669,900	\$768,950	\$979,900
October	\$719,900	\$626,450	\$749,000
November	\$709,900	\$585,000	\$729,900
December	\$684,900	\$585,000	\$729,900

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

62%

Price increase for 3
bed townhouses

3 bed townhouses
started at \$449,900
in January 2016 and
increased to
\$729,900 by
December.

Vancouver CMA - Average Condo Prices

Month	1 Bed	2 Bed	3 Bed
January	\$289,900	\$444,900	\$767,000
February	\$272,900	\$419,900	\$823,900
March	\$262,900	\$424,400	\$823,900
April	\$248,900	\$394,900	\$869,900
May	\$256,900	\$396,900	\$869,900
June	\$248,900	\$428,300	\$1,047,400
July	\$246,900	\$434,950	\$711,690
August	\$246,900	\$432,400	\$705,400
September	\$272,900	\$489,900	\$1,138,000
October	\$319,450	\$625,400	\$1,139,900
November	\$339,900	\$664,450	\$1,728,400
December	\$339,900	\$670,000	\$1,780,900

Table 1b: Average monthly price in 2016 per bedroom count of condos in the Vancouver CMA.
*Data includes stacked townhomes.

132%

3 bed price increase

The median price for a 3 bedroom condo increased 132% throughout 2016 in the Vancouver CMA

Vancouver City - Average Condo Prices

Month	1 Bed	2 Bed	3 Bed
January	\$407,900	\$712,900	\$1,250,900
February	\$419,900	\$786,980	\$1,250,900
March	\$419,900	\$779,760	\$1,250,900
April	\$399,950	\$820,400	\$1,250,900
May	\$399,950	\$771,400	\$1,250,900
June	\$429,900	\$989,550	\$1,250,900
July	\$561,250	\$1,053,000	\$1,773,900
August	\$742,500	\$1,074,600	\$1,773,900
September	\$644,850	\$1,177,100	\$1,809,900
October	\$644,850	\$1,249,950	\$1,857,600
November	\$659,900	\$1,054,900	\$2,111,900
December	\$659,900	\$1,298,950	\$2,178,900

Table 1c: Average monthly price in 2016 per bedroom count of condos in the City of Vancouver.

7.2%

Studio condo price decrease

The median price for a studio condo decreased 7.2% throughout 2016 in the Vancouver across the CMA

Neighbourhoods

To Watch

As part of our mission to provide leading, current information on the state of the new residential construction market in Vancouver, we have identified the 5 most promising neighbourhoods in Vancouver 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: Alex Costin

RILEY PARK - LITTLE MOUNTAIN



\$969
AVG PPSF

Home to the Hillcrest Centre and countless parks, this neighbourhood has long been a favourite of baseball fans, nature lovers, and retrophiliacs.



116
Pending Units

1,664
Registration Units

65
Selling Units



HENRY - HOMEI PROPERTIES
Registration, Pre-construction

DOWNTOWN VANCOUVER



\$1,567
AVG PPSF

Near the Financial Centre and the Rogers Arena, the downtown core needs no introduction.



918
Pending Units

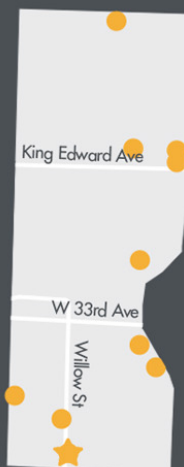
484
Registration Units

1123
Selling Units



8X ON THE PARK - BRENHILL DEVELOPMENTS
Selling, Pre-construction

CAMBIE



\$1,250
AVG PPSF

Right in the middle of Richmond and the downtown core, Cambie boasts an array of hip coffee shops, tasty patisseries, and several wonderful parks.



36
Pending Units

238
Registration Units

244
Selling Units



APERTURE - BUFFALO INVESTMENTS
Selling, Under Construction

MOUNT PLEASANT



\$1,264
AVG PPSF

Mount Pleasant is one of the most up-and-coming neighbourhoods in Vancouver. This area, once known as a quiet suburb, is now filled with cafes, restaurants, jazz bars, and breweries.



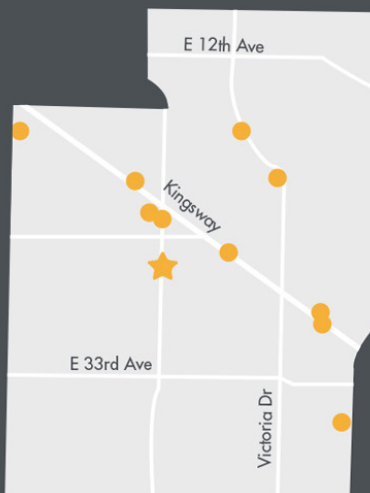
● **183**
Pending Units

● **174**
Registration Units

● **1351**
Selling Units

★ **SYNCHRO - BOLD PROPERTIES**
Selling, Under Construction

KENSINGTON-CEDAR COTTAGE



\$842
AVG PPSF

Though this area has long been known for its diversity, recently it has also become a trendy area for new real estate development, as young professionals are getting priced out of the downtown core.



● **11**
Pending Units

● **52**
Registration Units

● **41**
Selling Units

★ **BROWNSTONES AT KINGCREST PARK
- EPIX DEVELOPMENTS LTD.**
Selling, Under Construction

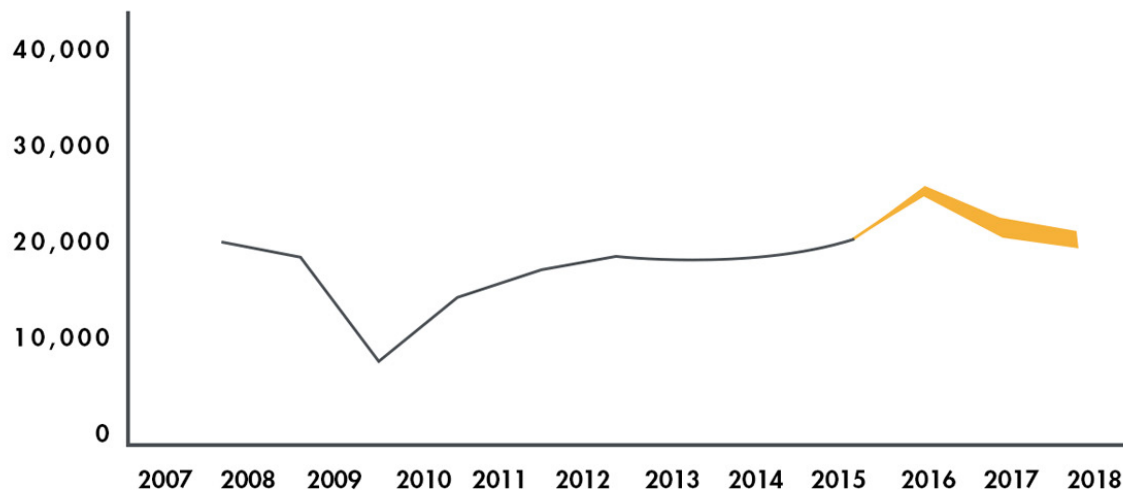


Starred developments are the most popular projects in the neighbourhood as per total number of listing views on BuzzBuzzHome in Q4 2016. For more information about each development, visit buzzbuzzhome.com.

Vancouver

Housing Starts

The Canada Mortgage and Housing Corporation (CMHC) forecasts a decrease in the number of housing starts across all dwelling types in the Vancouver CMA. Since the foreign homebuyers tax has not been in place long enough to really stunt the market, there is no reason demand would be falling enough to support a sharp decrease in housing starts. Looking further at the decreasing number of MLS sales and the historically low rental vacancy rates going into 2017 and 2018, this data indicates a steep and worrying imbalance between demand and supply.



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, Vancouver and Abbotsford CMAs, 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.



+16.5%
average price
increase for condos
in the City of
Vancouver

Condo prices in the
City of Vancouver
will cost
2x more
than condos in
Surrey

2 bedroom condos in
Downtown Vancouver will be
\$300K-\$400K
more expensive
than 1 bedroom condos

City of Vancouver Condo

Neighbourhood	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
Riley Park - Little Mountain	\$346,404	\$435,287	\$720,283	\$403,572	\$507,124	\$839,154
Downtown Vancouver	\$442,272	\$555,753	\$919,624	\$515,267	\$647,471	\$1,071,393
Cambie	\$438,331	\$550,802	\$911,430	\$510,676	\$641,702	\$1,061,847
Kensington-Cedar Cottage	\$330,747	\$415,609	\$687,722	\$385,332	\$484,203	\$801,227
Mt. Pleasant	\$409,999	\$515,200	\$852,518	\$477,663	\$600,225	\$993,213

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

Vancouver CMA Condos

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
Vancouver	\$346,521	\$444,084	\$660,644	\$366,378	\$469,531	\$698,500
Surrey	\$173,783	\$222,709	\$331,313	\$183,741	\$235,470	\$350,298
Burnaby	\$283,470	\$363,277	\$540,430	\$299,713	\$384,093	\$571,397
Coquitlam	\$224,758	\$288,039	\$428,502	\$237,637	\$304,544	\$453,056
Langley	\$153,511	\$196,730	\$292,667	\$162,308	\$208,003	\$309,437
North Vancouver	\$301,402	\$386,258	\$574,618	\$318,673	\$408,391	\$607,544
Maple Ridge	\$158,771	\$203,473	\$302,698	\$167,869	\$215,133	\$320,043
New Westminister	\$228,653	\$293,027	\$435,923	\$241,755	\$309,818	\$460,902
Richmond	\$256,607	\$328,854	\$489,216	\$271,311	\$347,695	\$517,249
Delta	\$186,999	\$239,646	\$356,511	\$197,098	\$253,379	\$376,940

Table 3b: Price forecasts for cities within the Vancouver CMA.

Vancouver CMA Townhouses

City	Jan-June 2017 2 Bedroom	Jan-June 2017 3 Bedroom	July-Dec 2017 2 Bedroom	July-Dec 2017 3 Bedroom
Vancouver	\$676,914	\$790,689	\$766,125	\$894,894
Surrey	\$282,567	\$330,060	\$319,806	\$373,559
Burnaby	\$454,935	\$531,400	\$514,886	\$601,433
Coquitlam	\$386,265	\$451,188	\$437,167	\$510,650
Langley	\$251,450	\$293,716	\$284,589	\$332,422
North Vancouver	\$571,534	\$667,604	\$646,857	\$755,587
Maple Ridge	\$245,804	\$287,118	\$278,198	\$324,958
New Westminister	\$376,137	\$439,358	\$425,704	\$497,261
Richmond	\$516,650	\$603,487	\$584,738	\$683,020
Delta	\$368,498	\$430,434	\$417,062	\$487,161

Table 3c: Price forecasts for cities within the Vancouver CMA.

+13%
increase in
townhouse
prices throughout
2017

Langley
will have the lowest
condo prices
throughout the CMA





Top 10 Cities in Canada

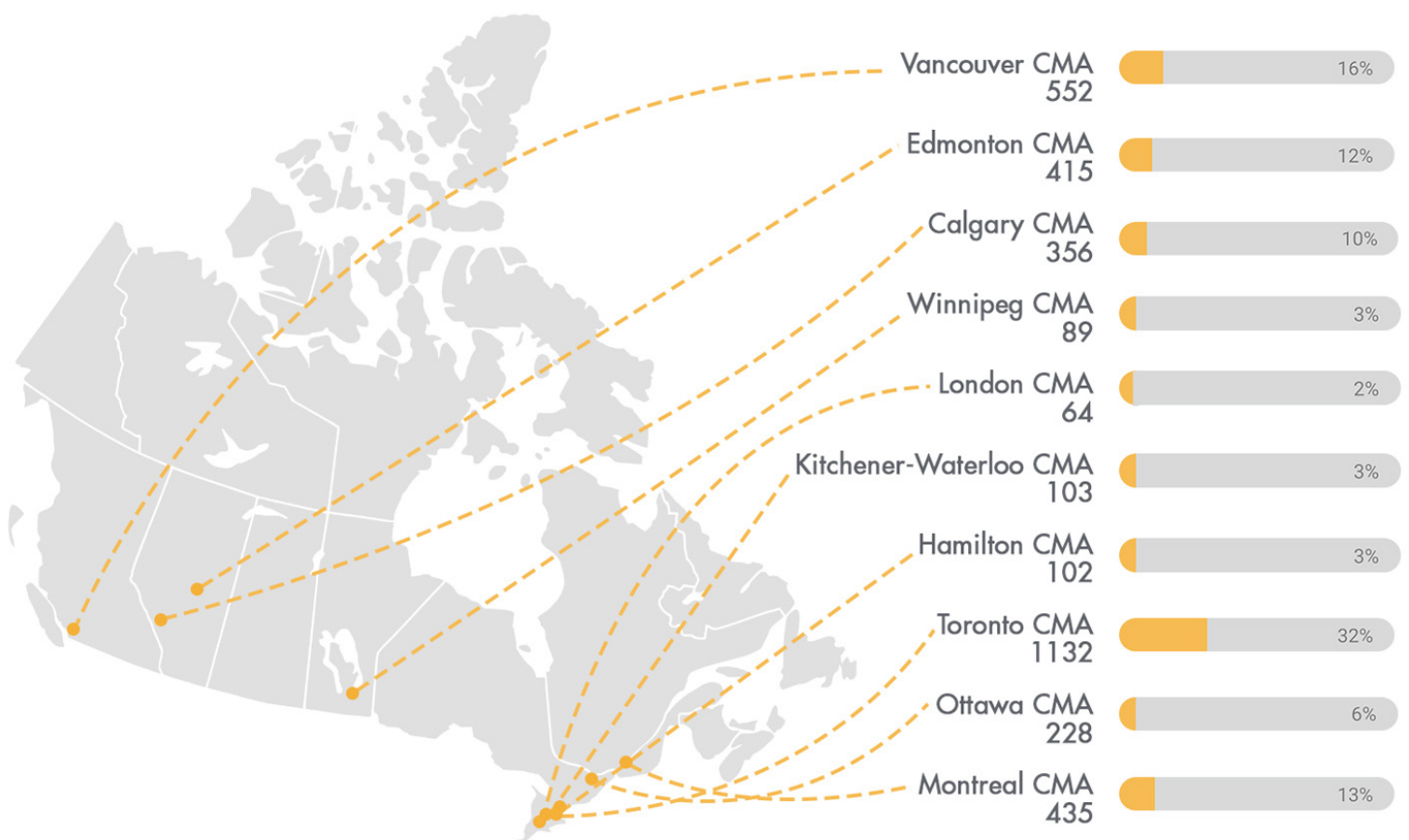
Overview

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

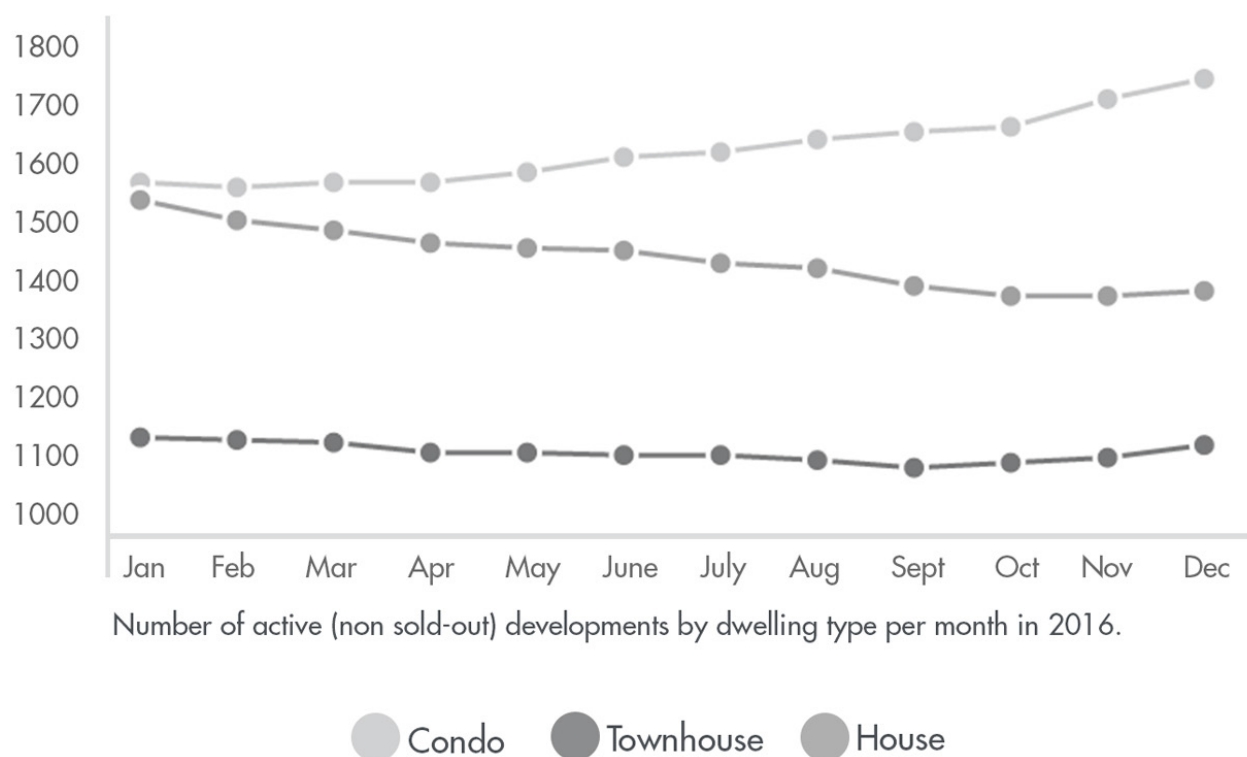
2016 saw an increase in consumers researching and purchasing items online, and it appears this trend may continue in real estate. Surveys conducted by National Association of Realtors (NAR) found that 95% of people rely on the internet for new home research, while 51% of buyers said they found the home 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
Developments9 Developments
in Registration0 Pending
Developments

5

MINTO

Market: Toronto, Ottawa

**66,920
VISITORS!**11 Selling
Developments3 Developments
in Registration2 Pending
Developments

6

**PINNACLE
INTERNATIONAL**

Market: Toronto, Vancouver

**57,508
VISITORS!**9 Selling
Developments2 Developments
in Registration1 Pending
Development

7

POLYGON HOMES

Market: Vancouver

**55,435
VISITORS!**10 Selling
Developments5 Developments
in Registration0 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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