

# ReallInsider™ Executive Summary

*October 2013 GTA New Home Market Results*

Official Source of New Home Information for:



**INFORMED ADVANTAGE**





# October 2013 GTA New Home Market Results

Official Source of New Home Information for:



**October Sales**

**Year-to-Date Sales**

**Remaining Inventory**

**REALNET® Price Index**

1,465

10,349

7,910

\$655,237

Up +67%  
from  
Prior Year

Up +6% from  
Prior Year

**Low Rise**

2,403

12,940

23,515

\$432,825

Up+17%  
from  
Prior Year

Down -1.5% from  
Prior Year

**High Rise**

**TOTAL**

3,868

23,289

31,425



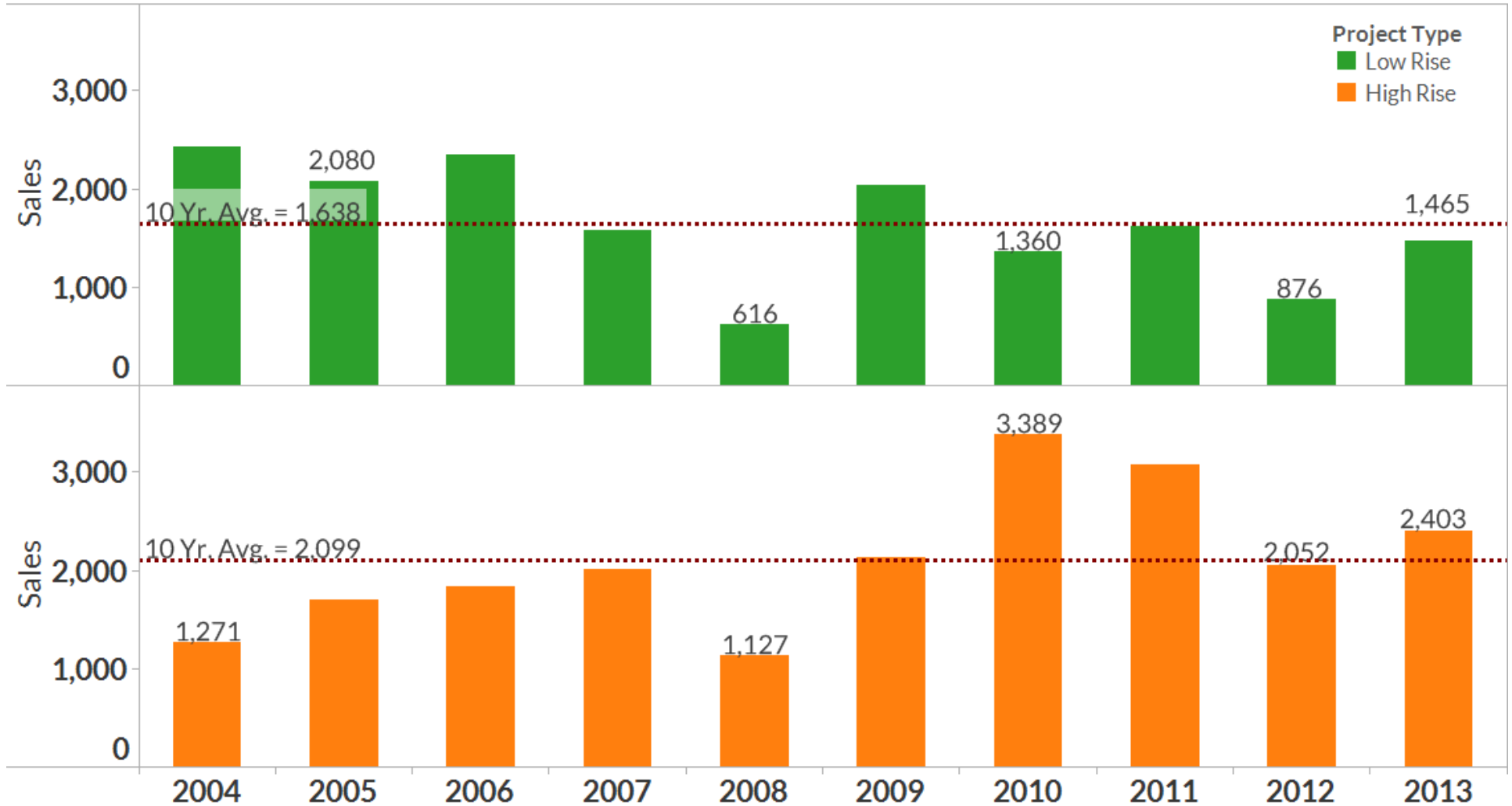


# October Sales

October 2013 sales were up +32% over last October (+4% from 10yr avg) with Low Rise sales increasing +67% (-11% from 10yr) and High Rise sales up +17% (+14% from 10yr).

## October New Home Sales by Year & Project Type

Greater Toronto Area - October (2004 to 2013)



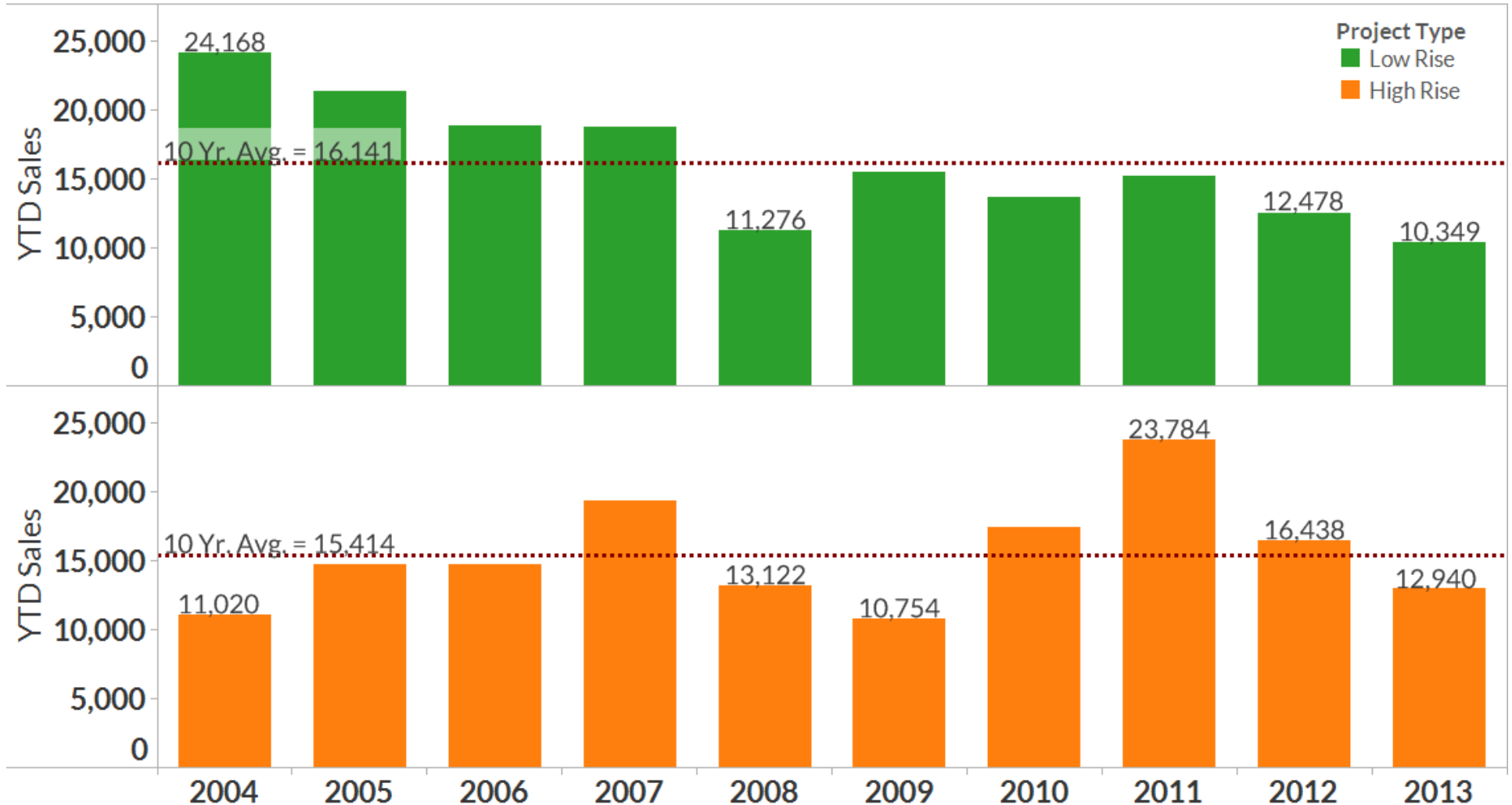


# Year to Date - January through October

YTD 2013 total sales were down -19% over last YTD 2012 (-26% from 10yr avg) with Low Rise sales decreasing -17% (-36% from 10yr avg) and High Rise sales down -21% (-16% from 10yr avg).

## YTD (Jan. to Oct.) New Home Sales

Greater Toronto Area - YTD (2004 to 2013)



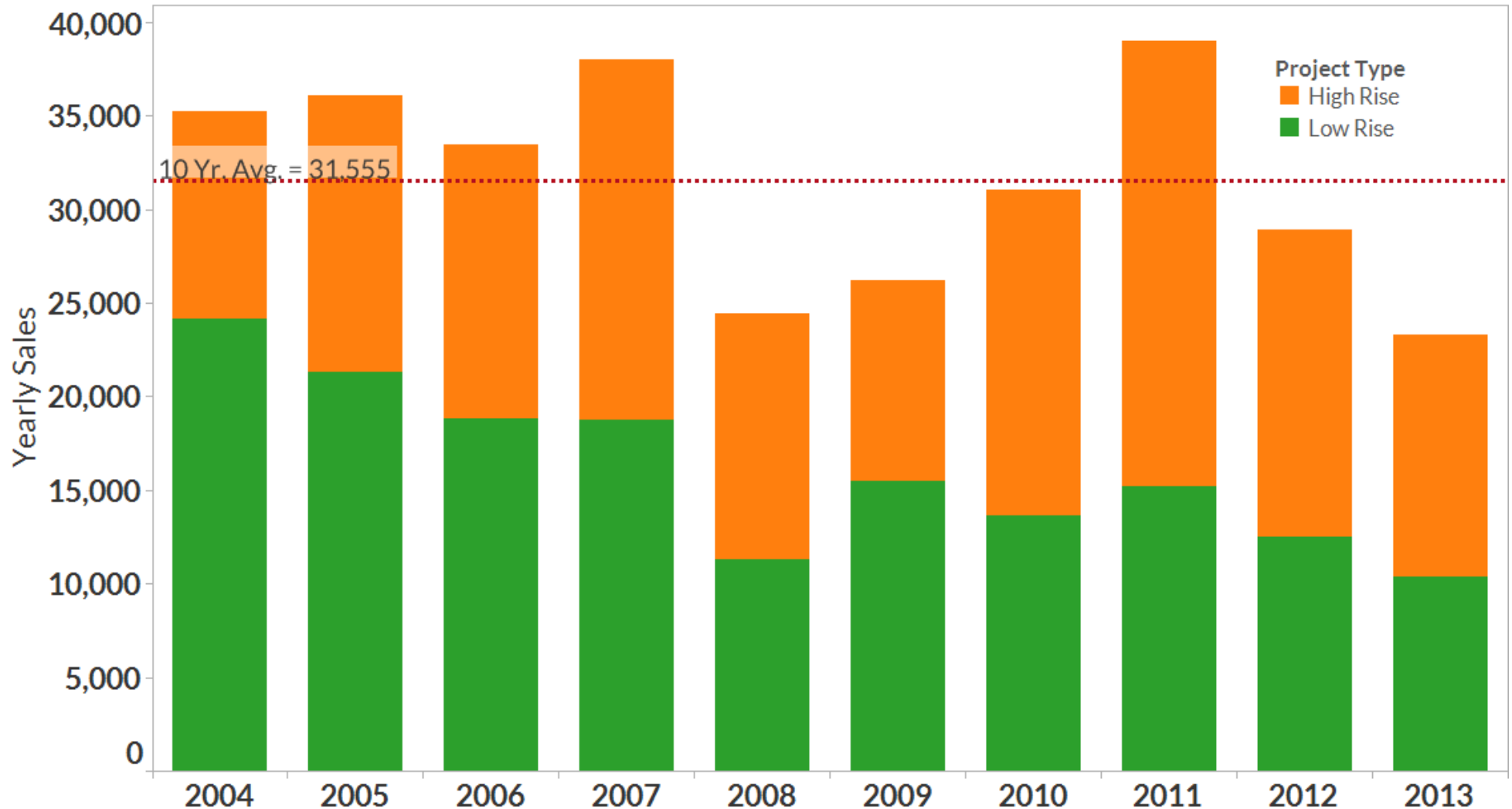


# Year to Date – Total New Home Sales

Still the lowest total new home sales over the first 10 months of any of the last 10 years. Down -19% from YTD 2012 and down -40% from YTD 2011.

## YTD (Jan. to Oct.) Total New Home Sales

Greater Toronto Area - 2000 to October 31, 2013



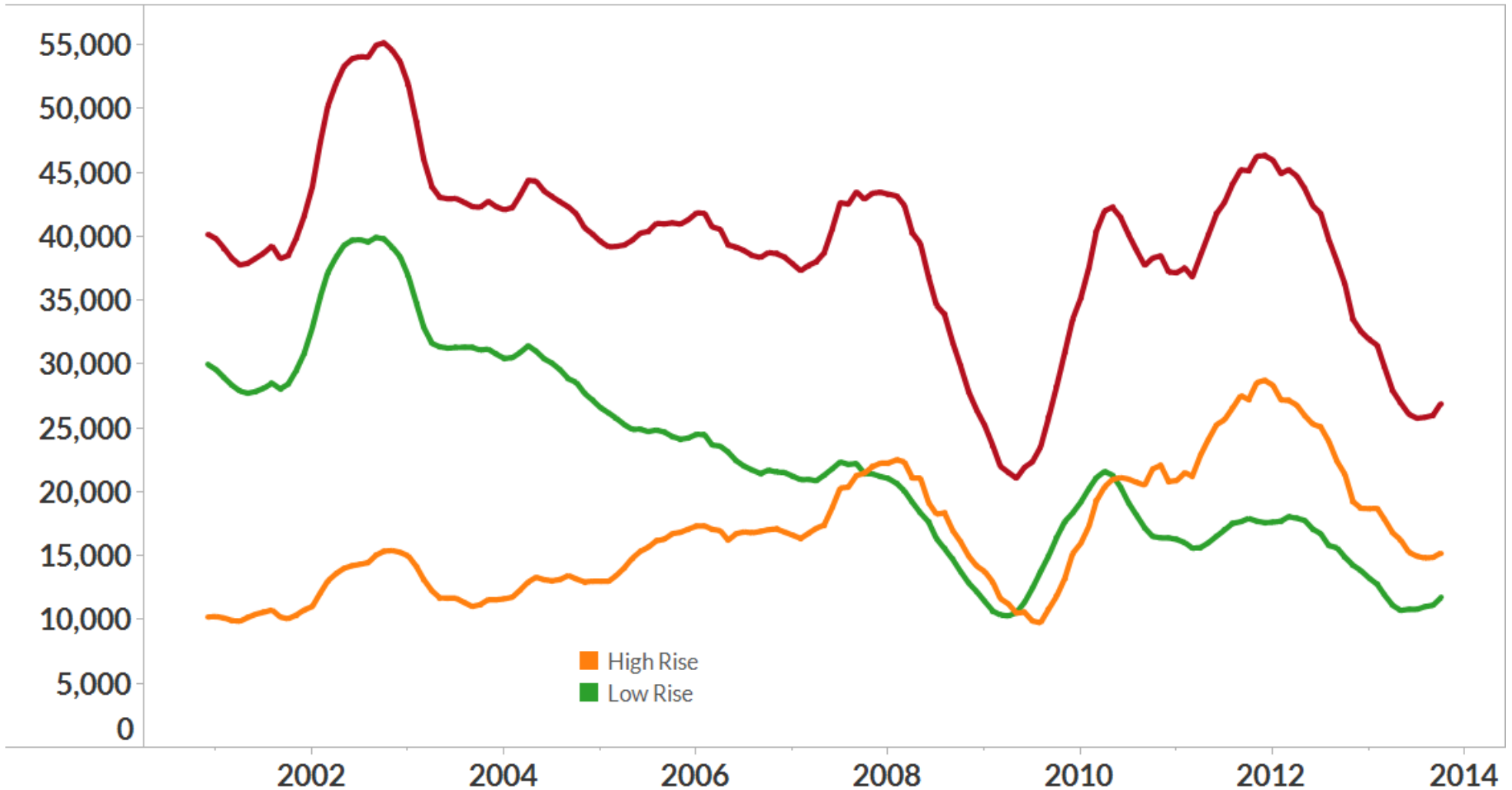


# 12 Month Rolling Sales

Total new home sales have now increased year-over-year for 3 months in a row. That's after 16 months of decreases when compared to the same month of the previous year.

## 12 Month Rolling New Home Sales by Project Type

Greater Toronto Area - December-2000 to October-2013



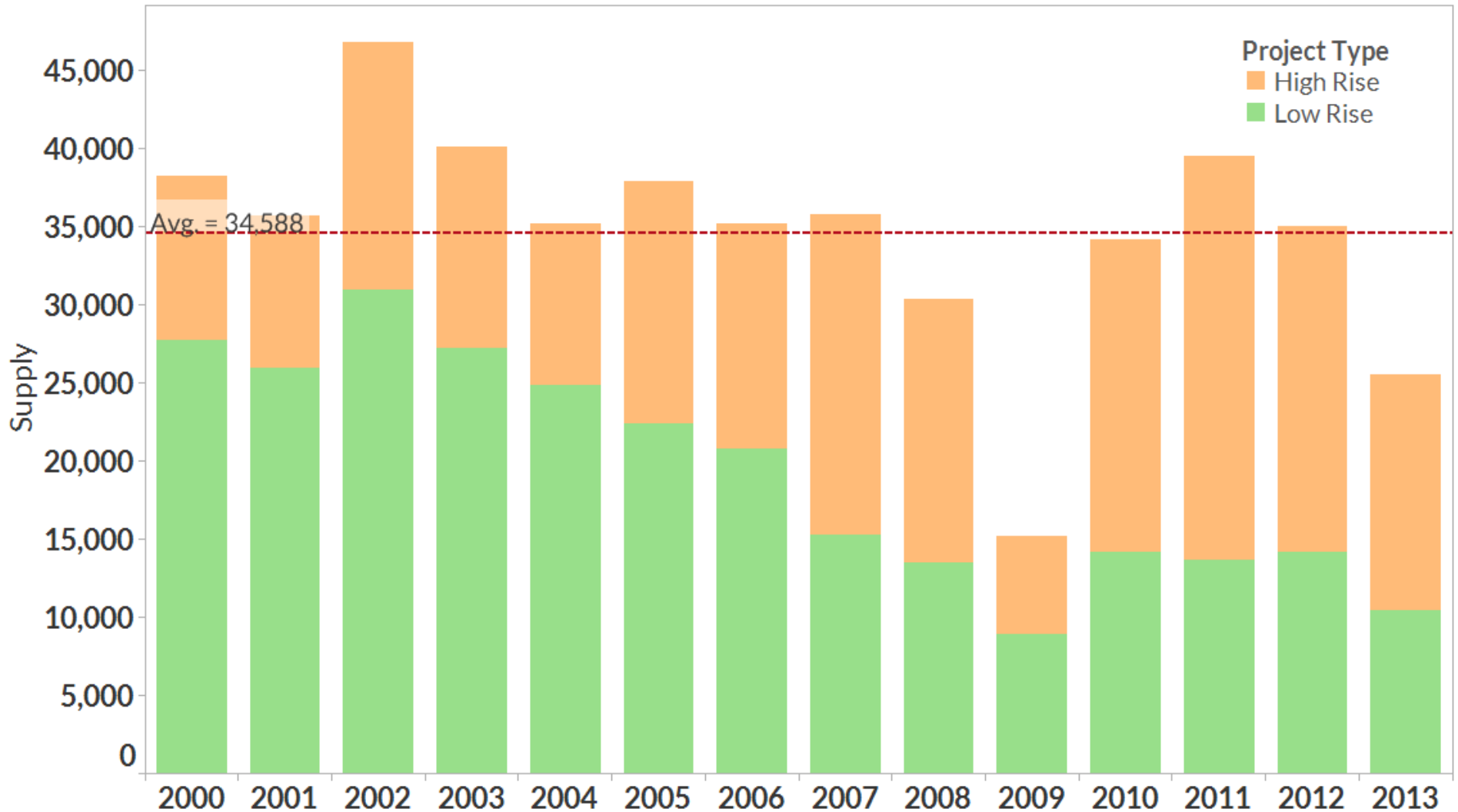


# Total New Home Supply

Year to date new home supply (new projects/releases commencing sales) is at its 2<sup>nd</sup> lowest level of the past 14 years. Total supply so far this year (25,491 units or lots) is down -27% from same period in 2012.

## YTD (Jan. to Oct.) New Home Supply by Project Type

Greater Toronto Area - 2000 to 2013



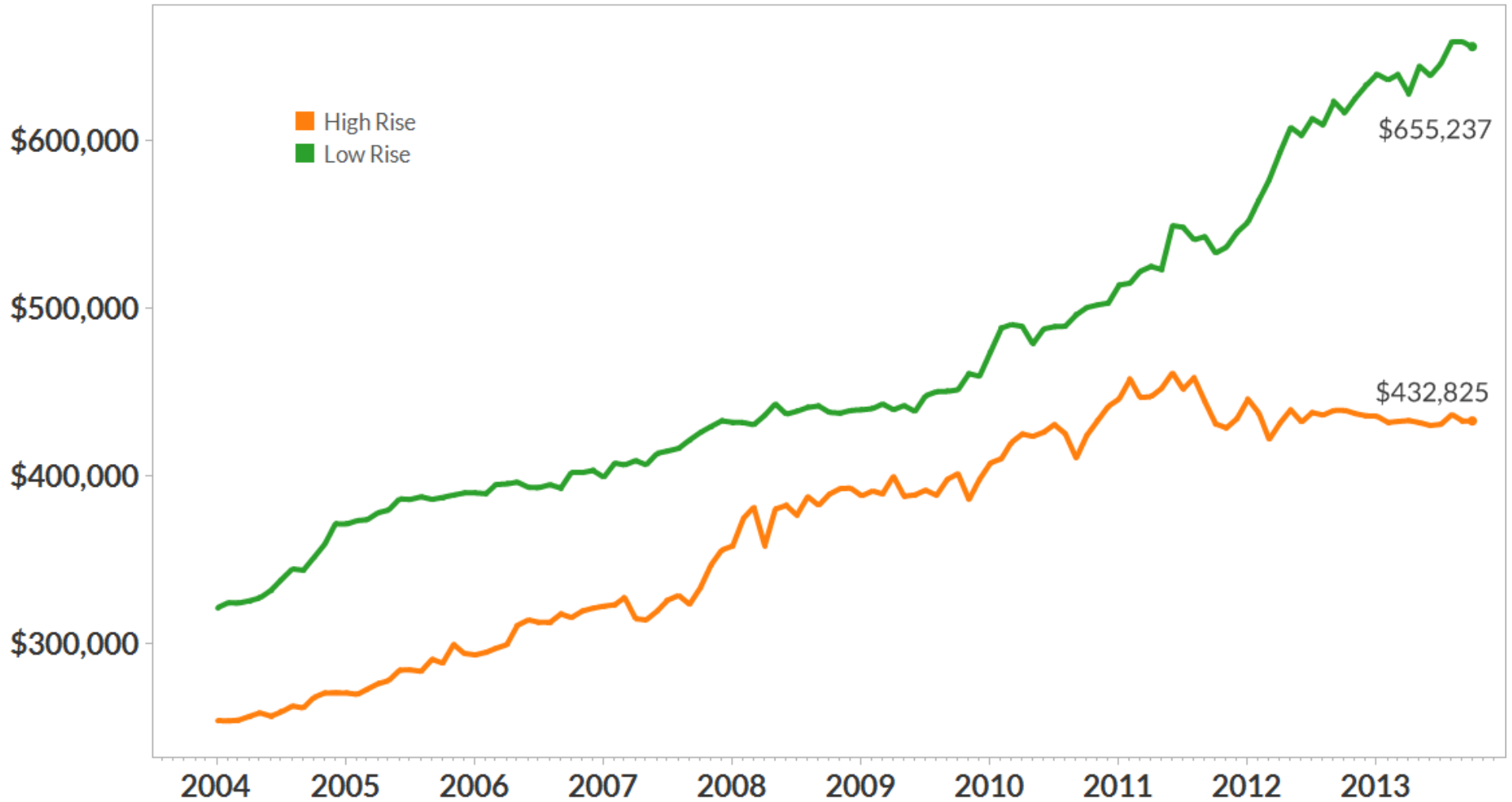


# RealNet New Home Price Index

Low Rise price index is \$655,237 as at October 31, 2013. That's up +6.3% from last year. High Rise price index now at \$432,825 which is down -1.5% from the same period last year.

## Monthly RealNet New Home Price Index

Greater Toronto Area - January 2004 to October 2013







# More Detailed Information Available

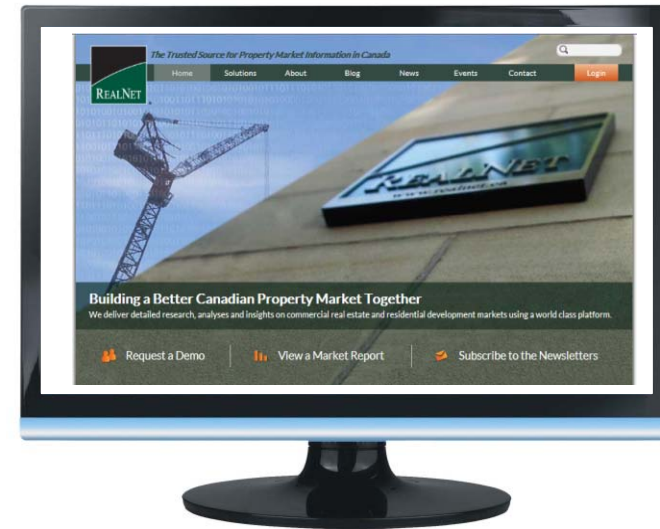
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