

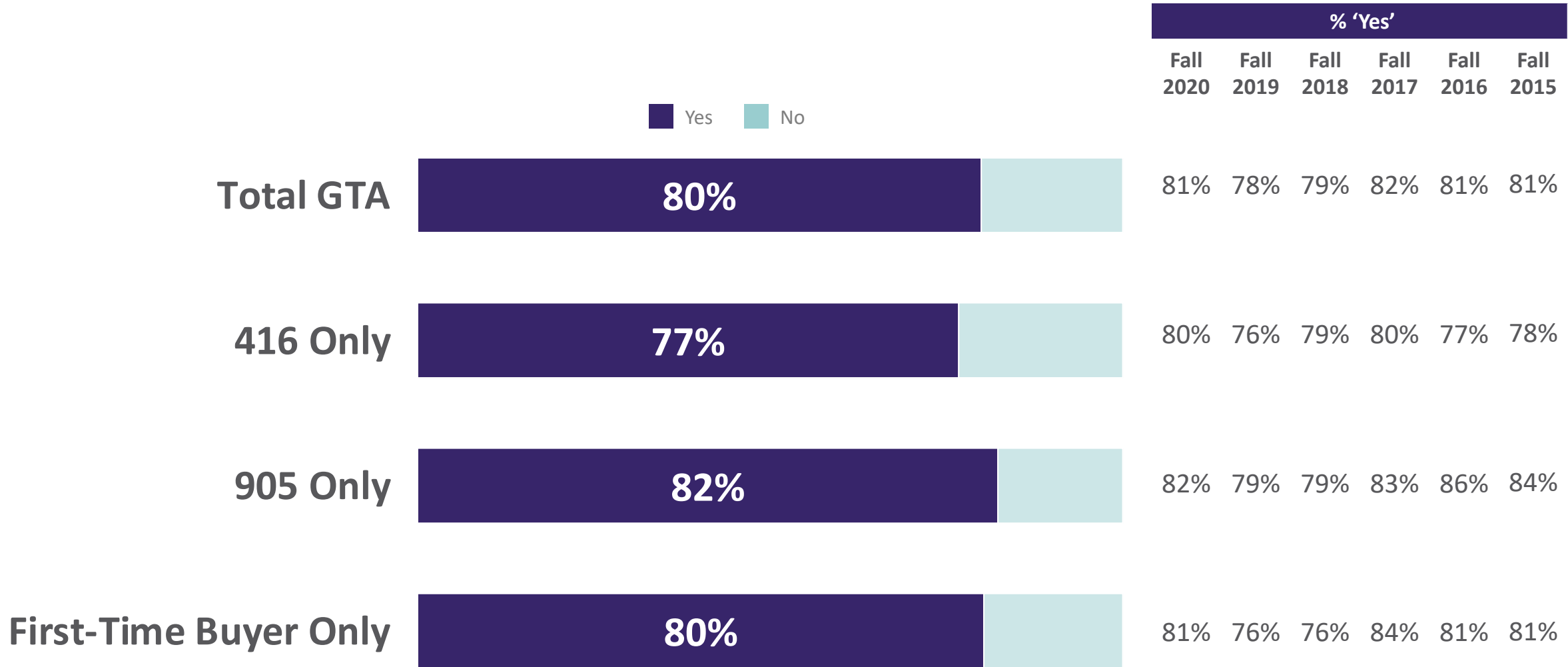
2022 Market Overview

Kevin Crigger
TRREB President

November 2022



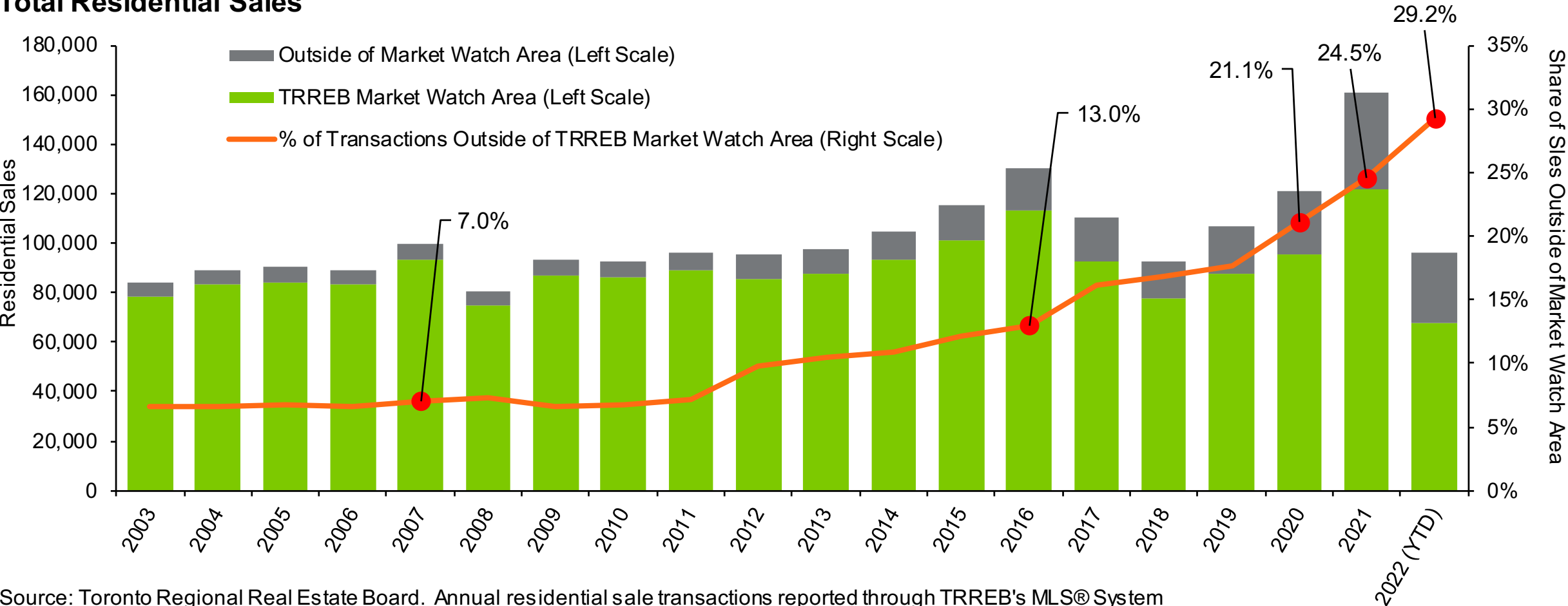
REALTOR® Usage Among Likely Buyers



13. Will you be using a REALTOR® to help you find and purchase the home?
Base: Likely to Purchase. Fall 2021 (n=1,000); 416 (n=463); 905 (n=537); First Time Home Buyers (n=364). Fall 2020 (n=1,000); 416 (n=471); 905 (n=529); First Time Home Buyers (n=407). Fall 2019 (n=1,000); 416 (n=489); 905 (n=511). Fall 2018 (n=1,001); 416 (n=462); 905 (n=539) First Time Home Buyers (n=373). Fall 2017 (n=1,000); 416 (n=472); 905 (n=528) First Time Home Buyers (n=360). Fall 2016 (n=1,001); 416 (n=324); 905 (n=369). Fall 2015 (n=1000); 416 (n=450); 905 (n=400); First Time Home Buyers (n=360); Spring 2015 (n=768), 416 (n=347); 905 (n=312); First Time Home Buyers (n=360)

Share of TRREB Sales Outside of GTA Increasing

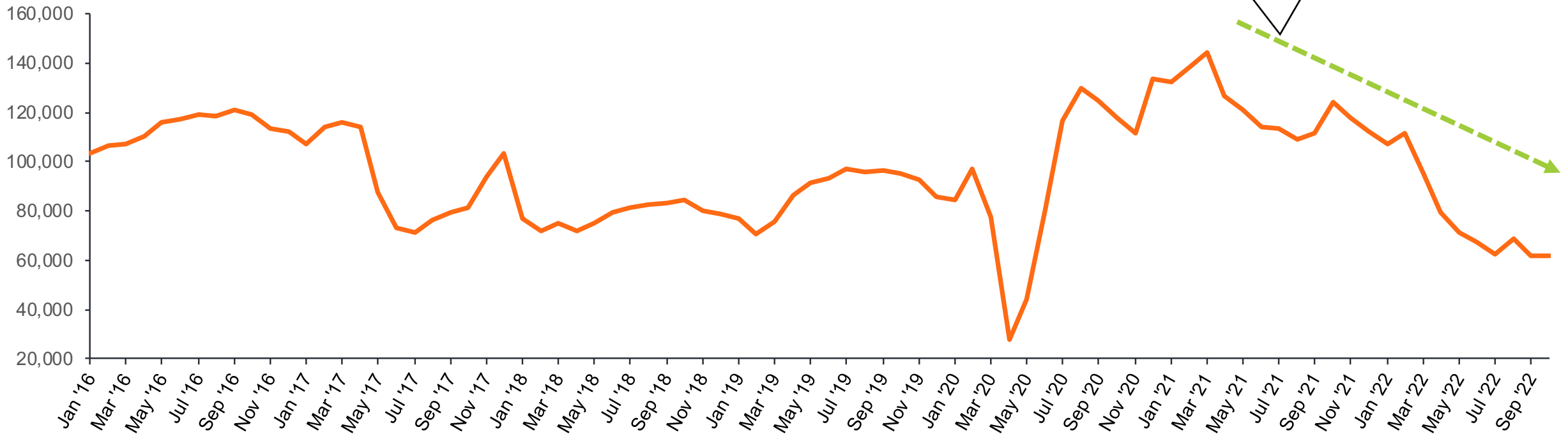
Total Residential Sales



Source: Toronto Regional Real Estate Board. Annual residential sale transactions reported through TRREB's MLS® System

Monthly Sales Progression Since 2016

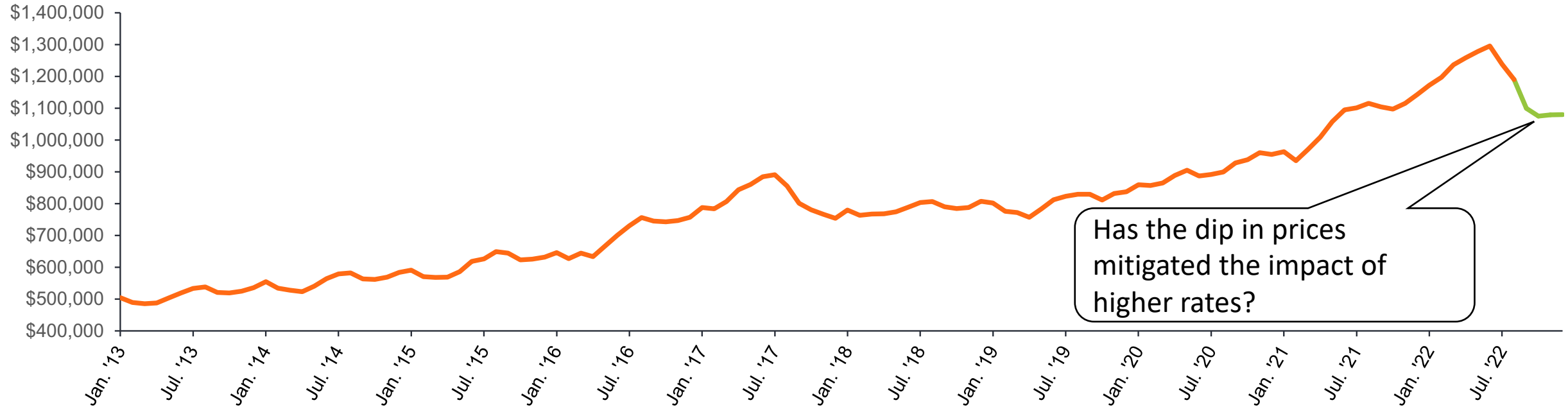
Annualized Monthly TRREB MLS® System Sales



Source: TRREB; CREA Seasonal Adjustment

Home Prices Dropped, Mortgage Rates Increased

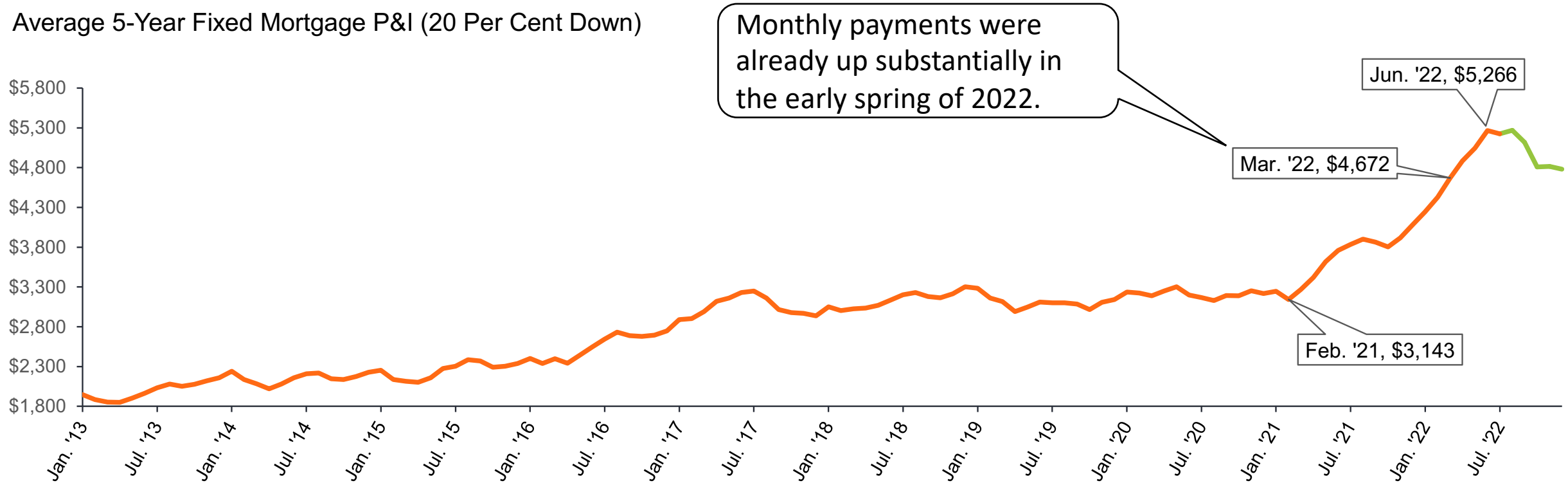
Average **Closing** Price



Source: TRREB Actuals and Forecast

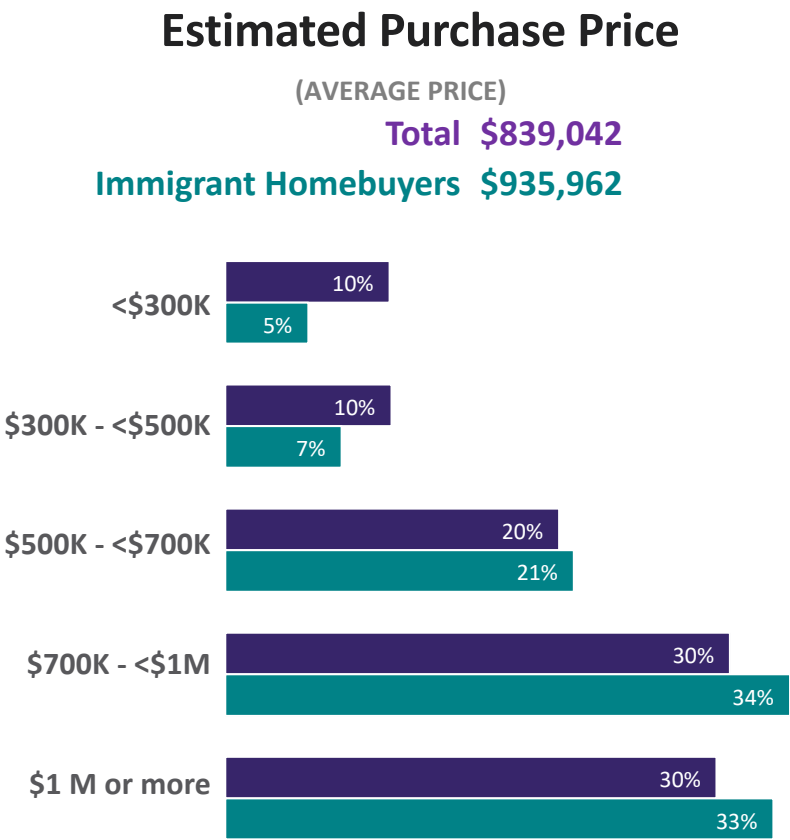
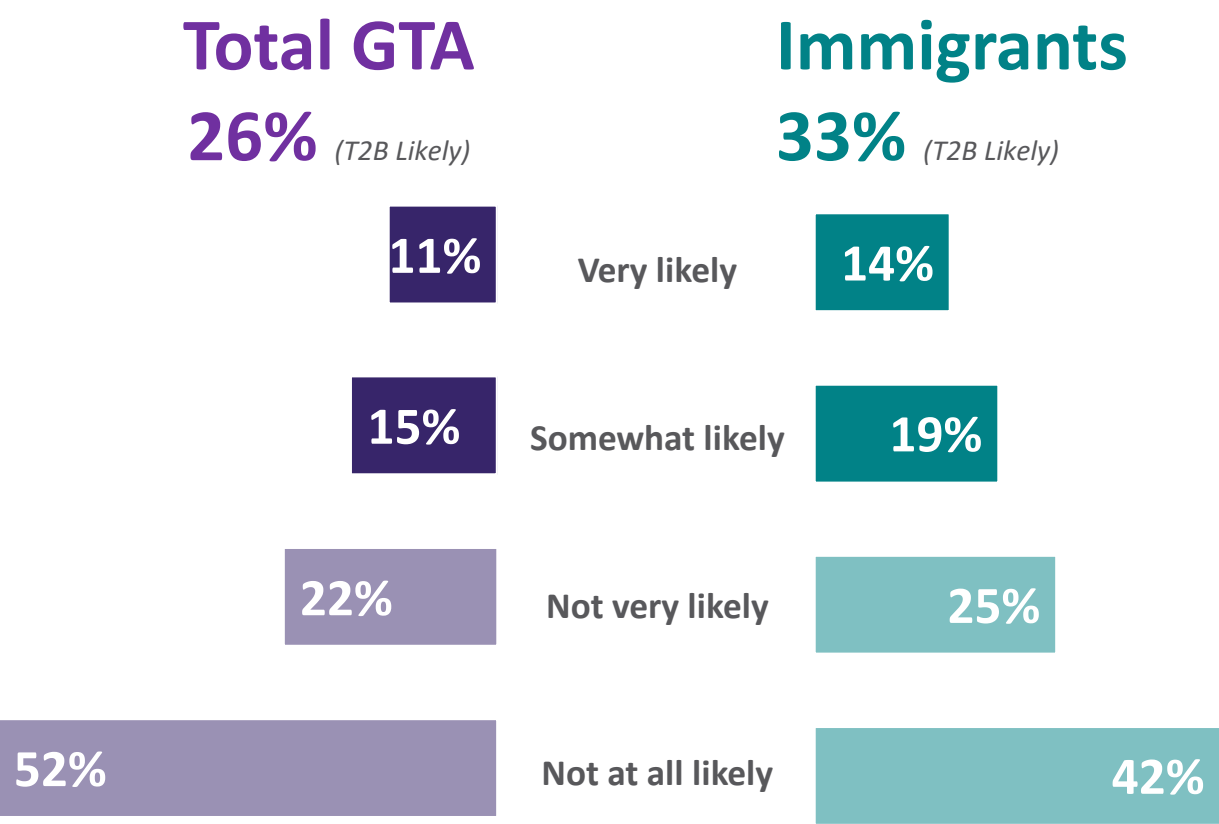
Mortgage Payments Should Dip from Summer Peak

Average 5-Year Fixed Mortgage P&I (20 Per Cent Down)



Source: TRREB Estimates and Forecast

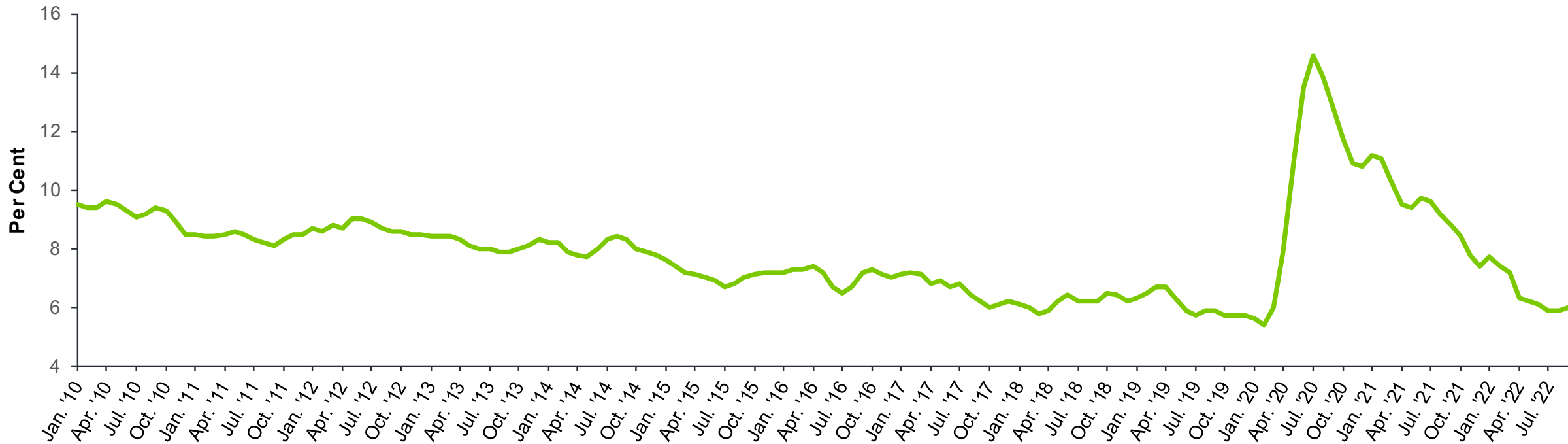
Likelihood To Purchase A Home



Q.1. How likely are you to purchase a home in which to live over the next year?
Base: All respondents, including incompletes and those disqualified. Fall 2021 (n=3718); Immigrated to Canada (n=1227)
7. What do you think the purchase price of this home will be?
Base: Likely to Purchase. Fall 2021 (n=1000); Immigrated to Canada (n= 434)

GTA Unemployment Rate Trending Lower

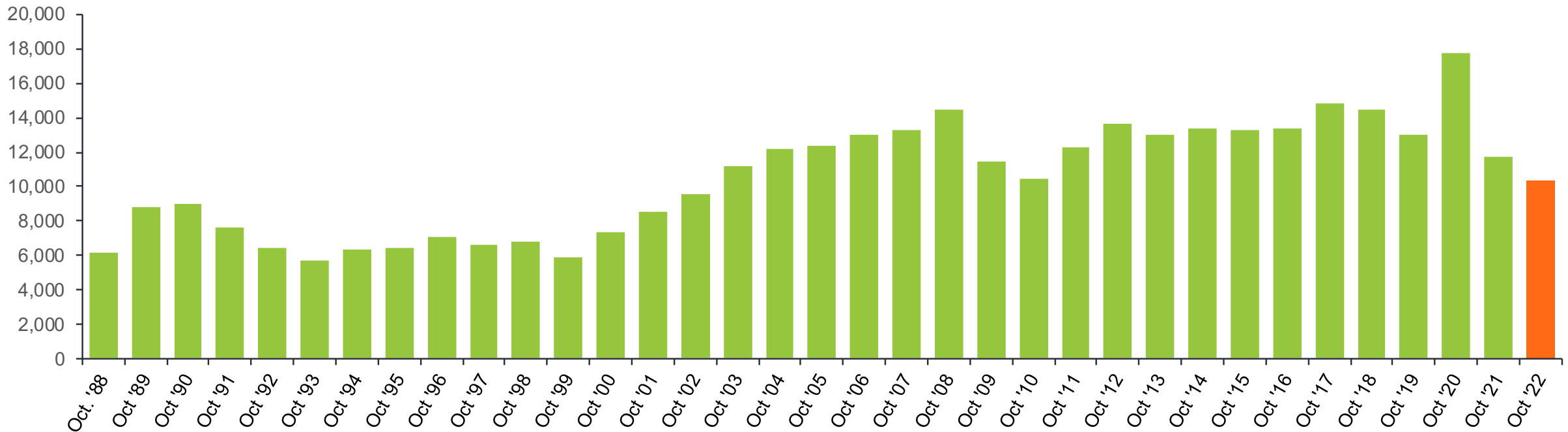
Toronto CMA Unemployment Rate (Seasonally Adjusted)



Source: Statistics Canada

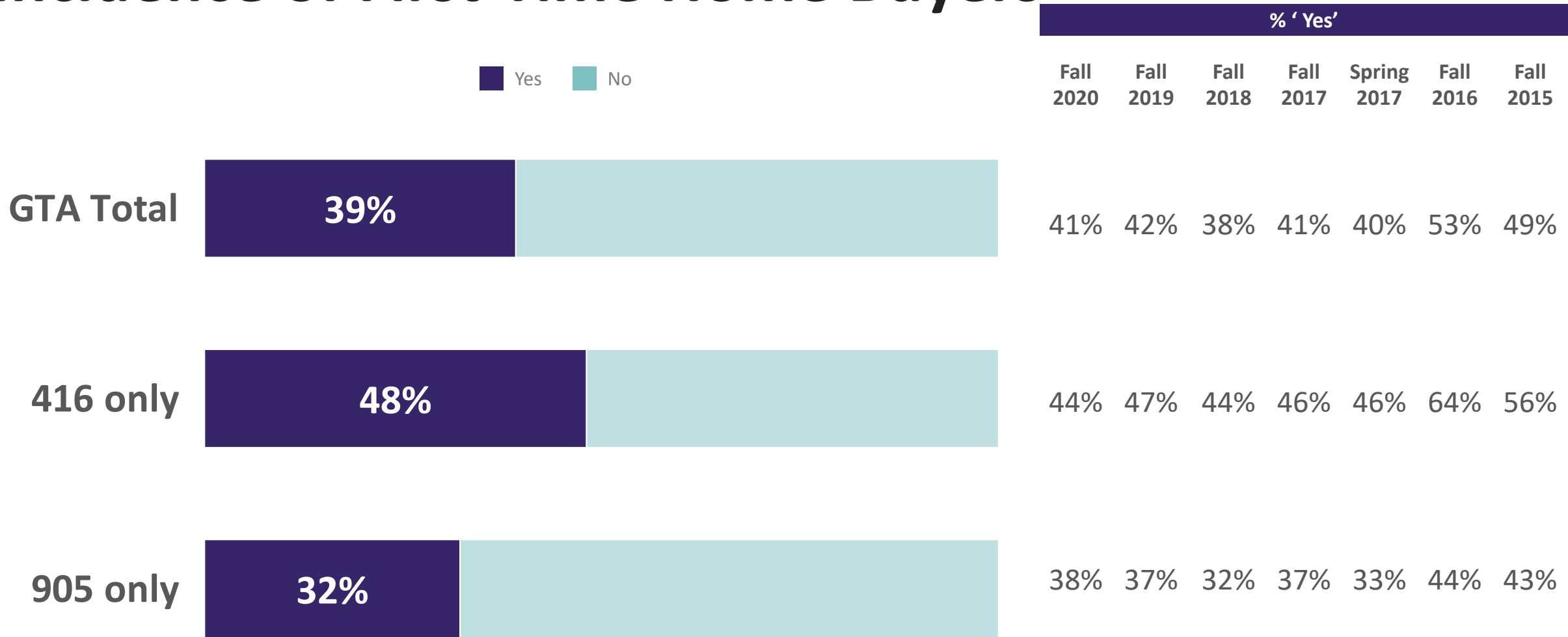
The REAL Problem is Lack of Inventory

Annual Toronto MLS System New Listings



Source: Toronto Regional Real Estate Board

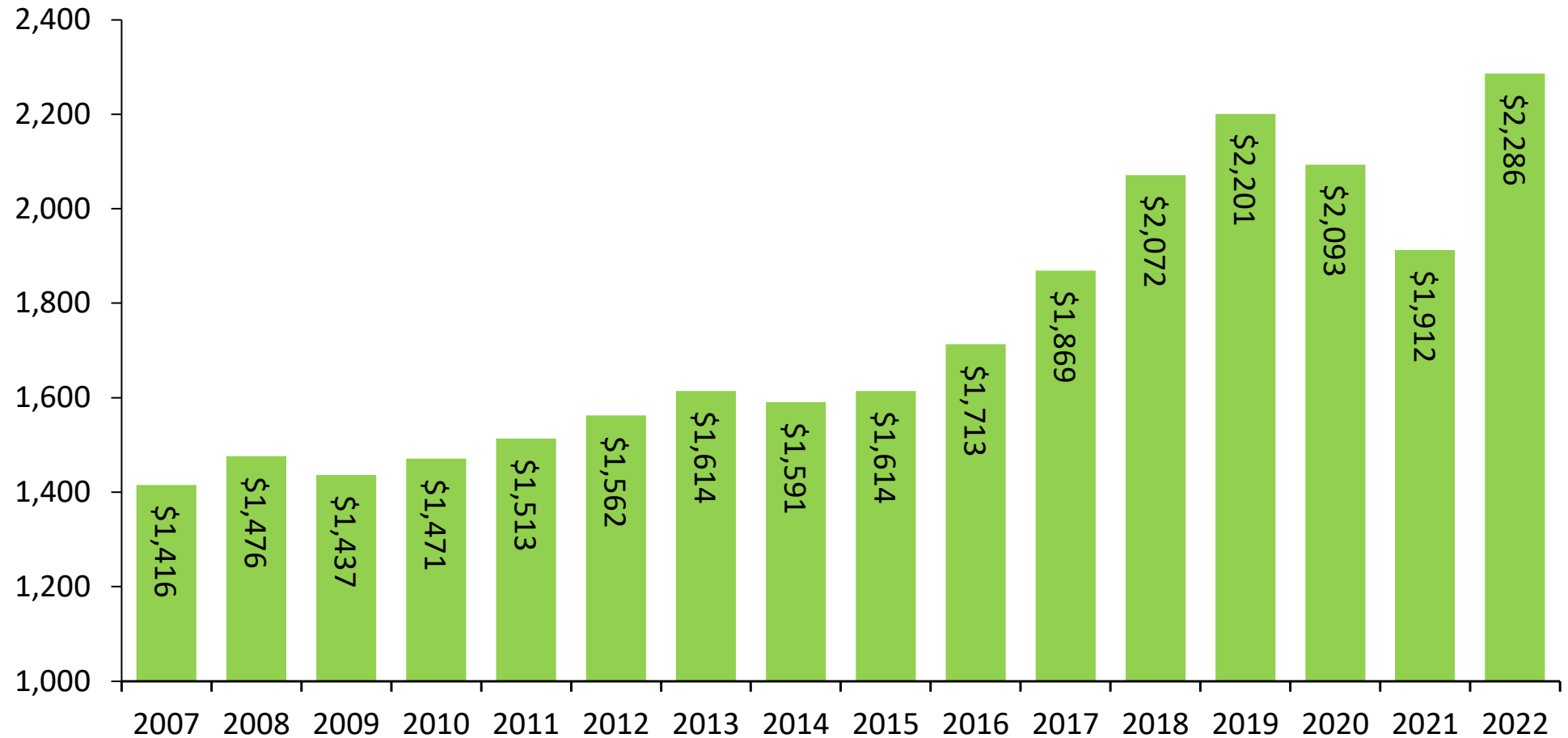
Incidence of First-Time Home Buyers



3. Will you be a first-time home buyer?
Base: Likely To Purchase. Fall 2021 (n=1,000); 416 (n=463); 905 (n=537). Fall 2020 (n=1000); 416 (n=471); 905 (n=529). Fall 2019 (n=1,000); 416 (n=489); 905 (n=511). Fall 2018 (n=1,001); 416 (n=462); 905 (n=539). Fall 2017 (n=1,000); 416 (n=472); 905 (n=528). Spring 2017 (n=1376); 416 (n=781); 905 (n=595). Fall 2016 (n=1,001); 416 (n=455); 905 (n=546). Fall 2015 (n=1000); 416 (n=490); 905 (n=510); Spring 2015 (n=768); 416 (n=387); 905 (n=381).

Average One-Bedroom Condo Rents

TRREB MLS® System Average 1-Bdrm Condo Rents (YTD)



Source: TRREB

Introducing the Latest Condo Project



210 Bloor Street, Toronto





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TECH

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ILL

Canadians Investing in Florida

3.5 million Canadians travel to the Sunshine State

500,000 snowbirds make the state their home



Economic Benefits

\$7.7 billion in bilateral trade

\$3.5 million tourists per year

600 companies, employing over **58,000 Floridians**

\$60 billion in residential real estate

Over \$600 million annually in local property taxes



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Save the Date!

May 17 and 18, 2023
Toronto Congress Centre

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Thank You!

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