

# ***August 2016 TREB Market Stats Update***

**THE LANG TEAM**  
REAL ESTATE FINANCING ADVISORS

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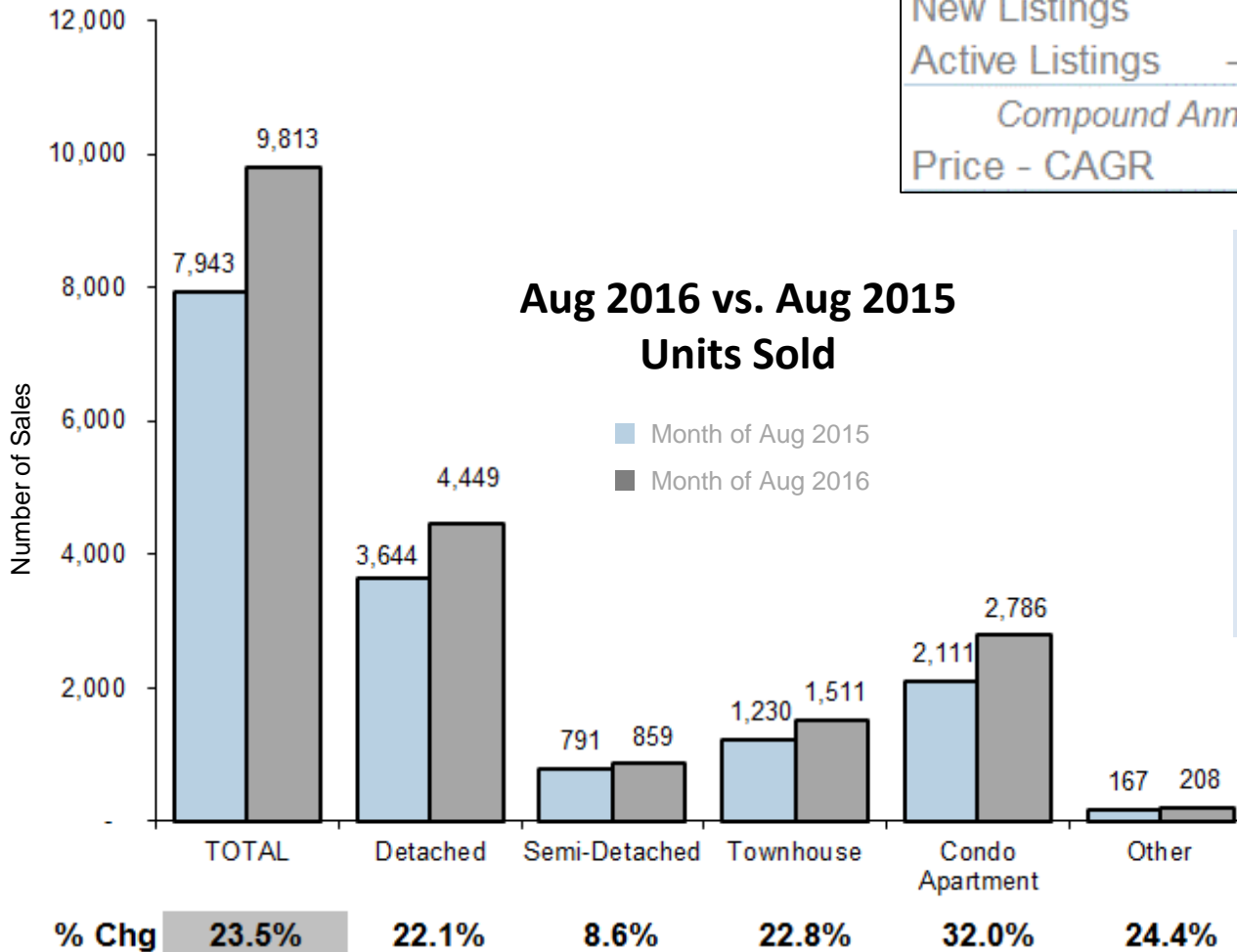
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*\*Note to Reader: Please note that all raw data is sourced from the monthly TREB Market Watch report. The Lang Team has compiled this data and created the attached graphs/charts, etc. Should TREB make changes/revisions to their historical data, The Lang Team will update the files/graphs accordingly. If detailed change data is not available or immaterial, then the monthly figures presented will match to the TREB Market Watch report as originally published in any given month, and any year over year, or monthly comparison figures will be based upon those numbers.*

# Aug 2016 – TREB Results

## August 2016 Snap Shot

Statistic	Percentage Change vs. Previous		
	1 Year	5 Years	10 Years
Sales	23.5%	34.5%	36.4%
New Listings	-1.2%	2.5%	4.9%
Active Listings	-37.8%	-44.1%	-48.3%
<i>Compound Annual Price Growth (CAGR)</i>			
Price - CAGR	17.7%	9.5%	7.7%



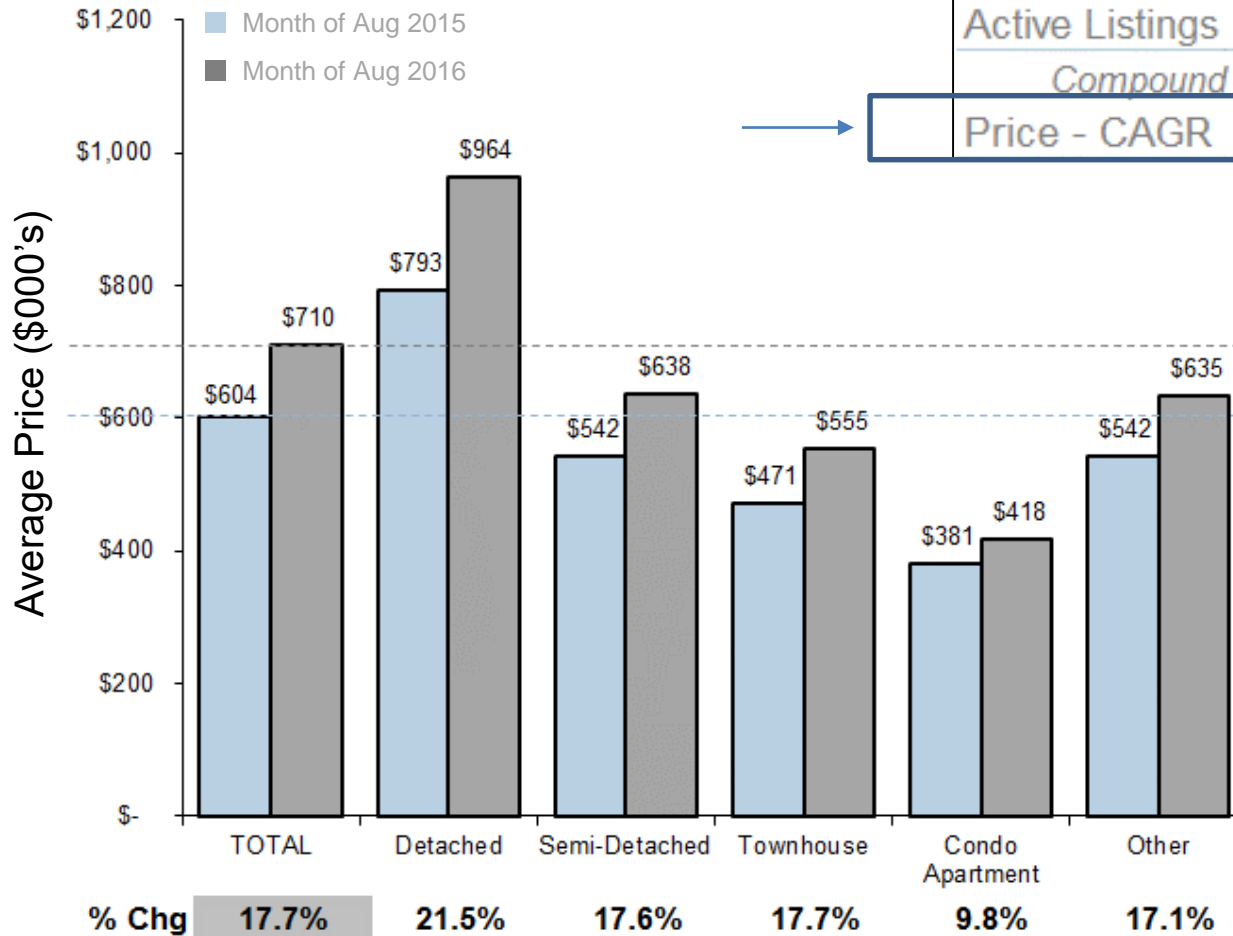
### Rolling 12-mth year-over-year change in # of sales for comparison\*

- Detached: +8.5%
- Semi-Detached: +6.0%
- Townhouse: +7.8%
- Condo Apt: +16.9%

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# Aug 2016 – TREB Results

## Aug 2016 vs. Aug 2015 Average Price



## August 2016 Snap Shot

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Price - CAGR	17.7%	9.5%	7.7%

### Rolling 12-mth year-over-year avg. price change for comparison\*

- Detached: +17.0%
- Semi-Detached: +14.0%
- Townhouse: +13.2%
- Condo Apt: +7.1%

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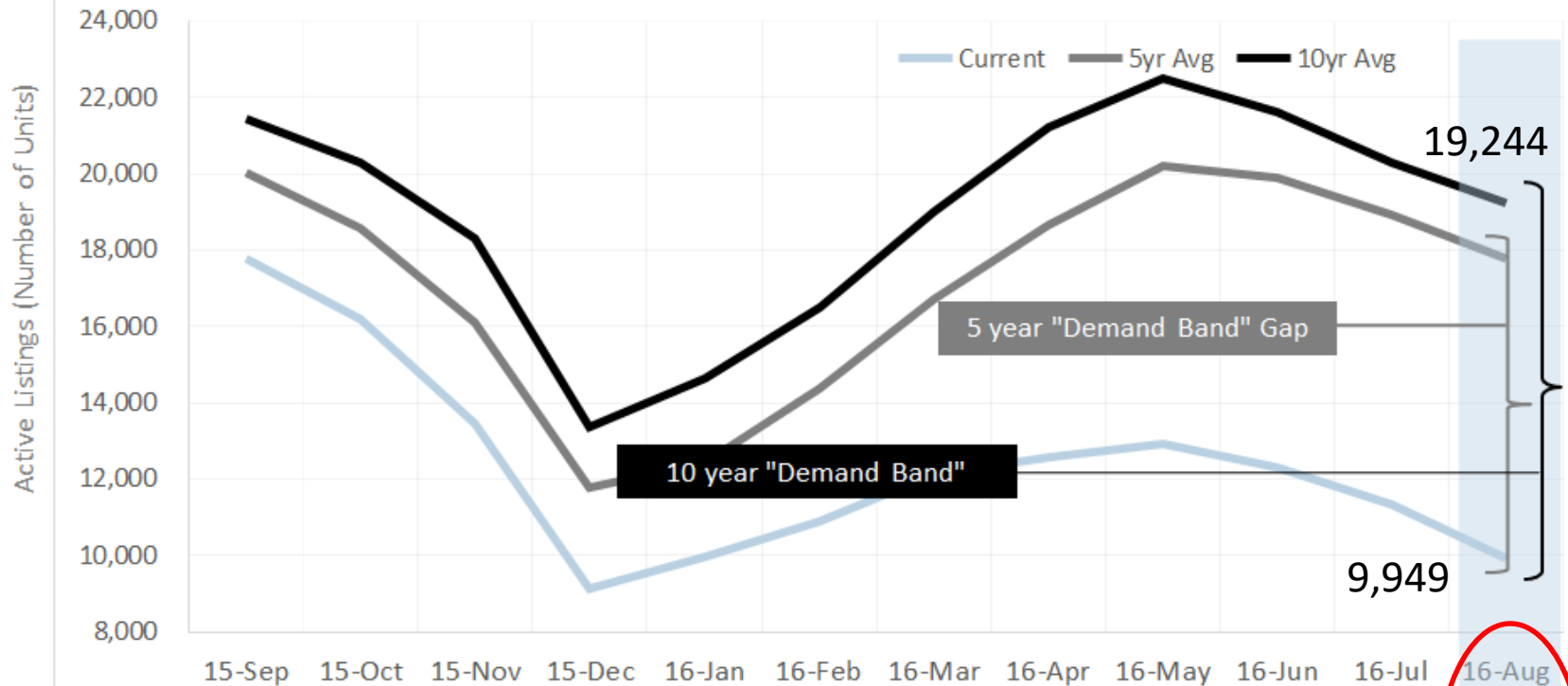
# Aug 2016 – TREB Results (active listing snapshot)

**6,048** fewer active listings to choose from versus the previous May

**7,840** fewer active listings to choose from versus the past 5 year May average, and

**9,295** fewer active listings to choose from versus the past 10 year May average.

## ROLLING 12 MONTH "DEMAND BAND" STATS

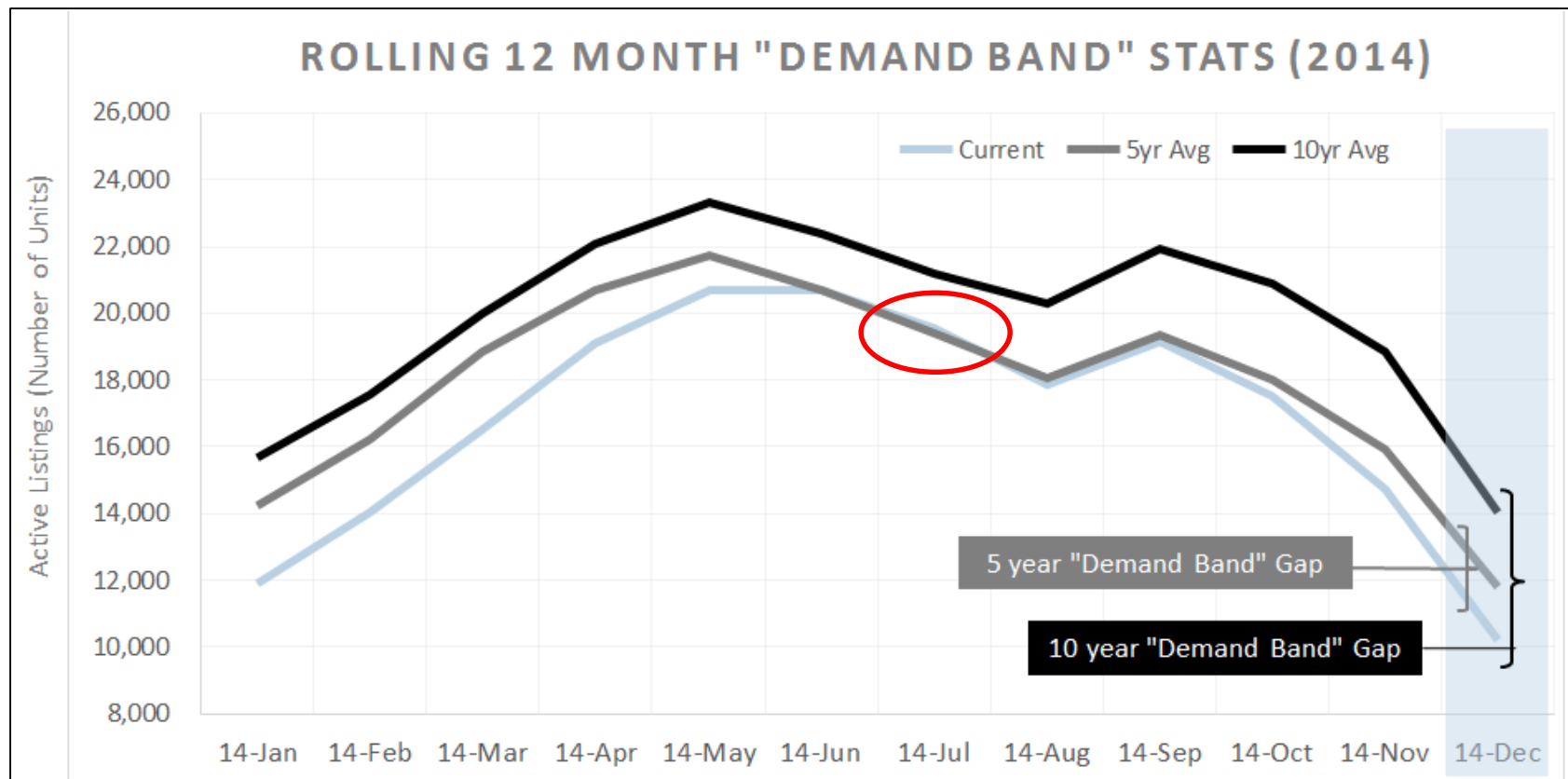


"Demand Band" Stats = lack of active listings vs. 5 and 10 year historical average

<b>5yr Gap</b>	(2,256)	(2,398)	(2,641)	(2,654)	(2,460)	(3,468)	(4,609)	(6,095)	(7,269)	(7,583)	(7,568)	(7,840)
<b>10yr Gap</b>	(3,652)	(4,101)	(4,836)	(4,251)	(4,684)	(5,616)	(6,900)	(8,678)	(9,586)	(9,278)	(8,949)	(9,295)

\*5yr/10yr Gap = Current monthly active listing minus the 5/10year average number of active listings for each month.

# Full Year 2014 – The Last Time the “5 Year Demand Band” Crossed



"Demand Band" Stats = lack of active listings vs. 5 and 10 year historical average

<b>5yr Gap</b>	(2,323)	(2,180)	(2,296)	(1,565)	(1,056)	(17)	154	(180)	(202)	(536)	(1,200)	(1,573)
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<b>10yr Gap</b>	(3,791)	(3,543)	(3,464)	(2,967)	(2,647)	(1,678)	(1,612)	(2,432)	(2,765)	(3,369)	(4,129)	(3,794)
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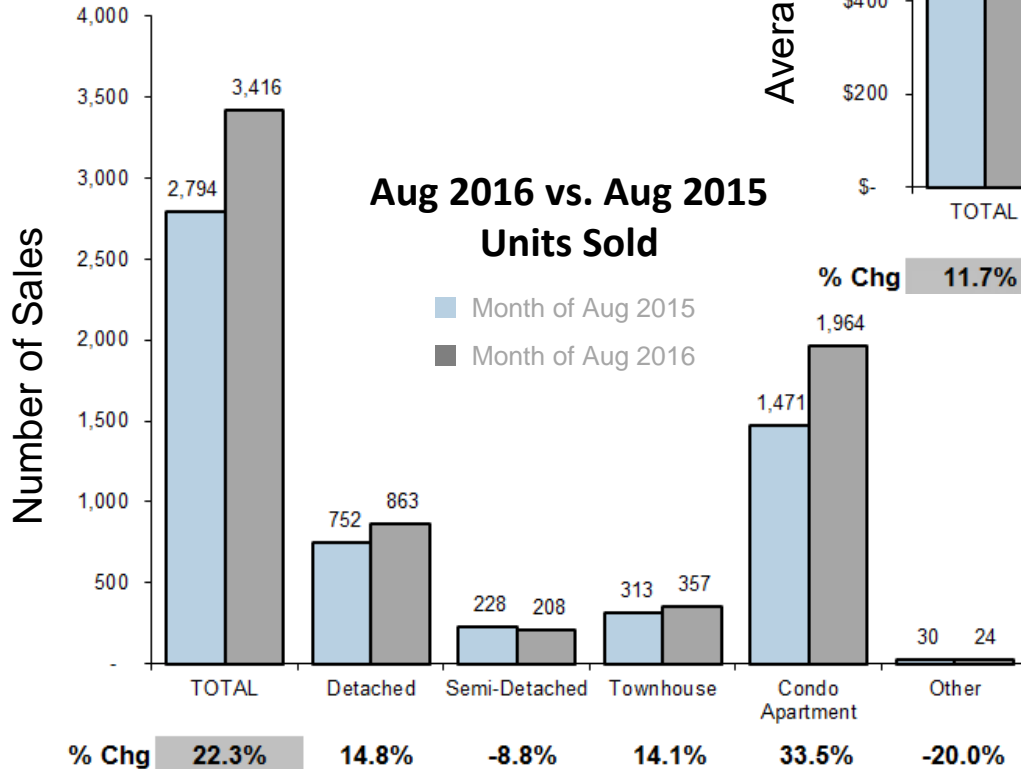
\*5yr/10yr Gap = Current monthly active listing minus the 5/10year average number of active listings for each month.

# Aug 2016 – TREB Results – 416 Price/Sales

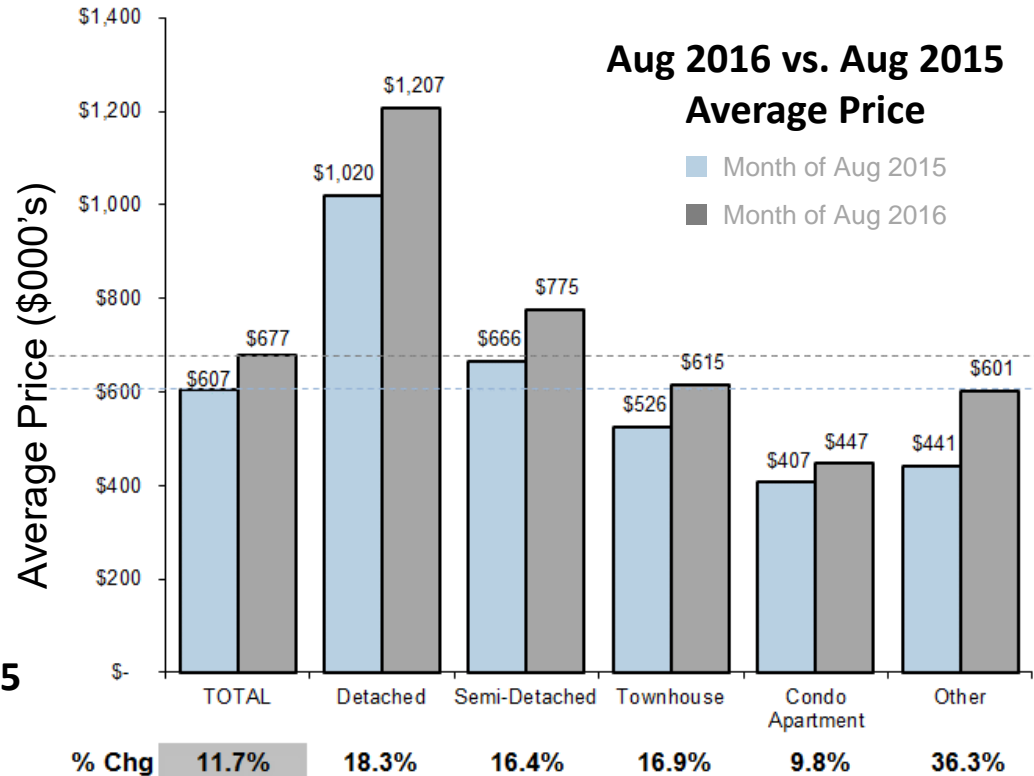
**Rolling 12-mth year-over-year change in # of sales for comparison\***

- Detached: +2.1%
- Semi-Detached: -1.0%
- Townhouse: +3.6%
- Condo Apt: +16.5%

**Aug 2016 vs. Aug 2015  
Units Sold**



**Aug 2016 vs. Aug 2015  
Average Price**



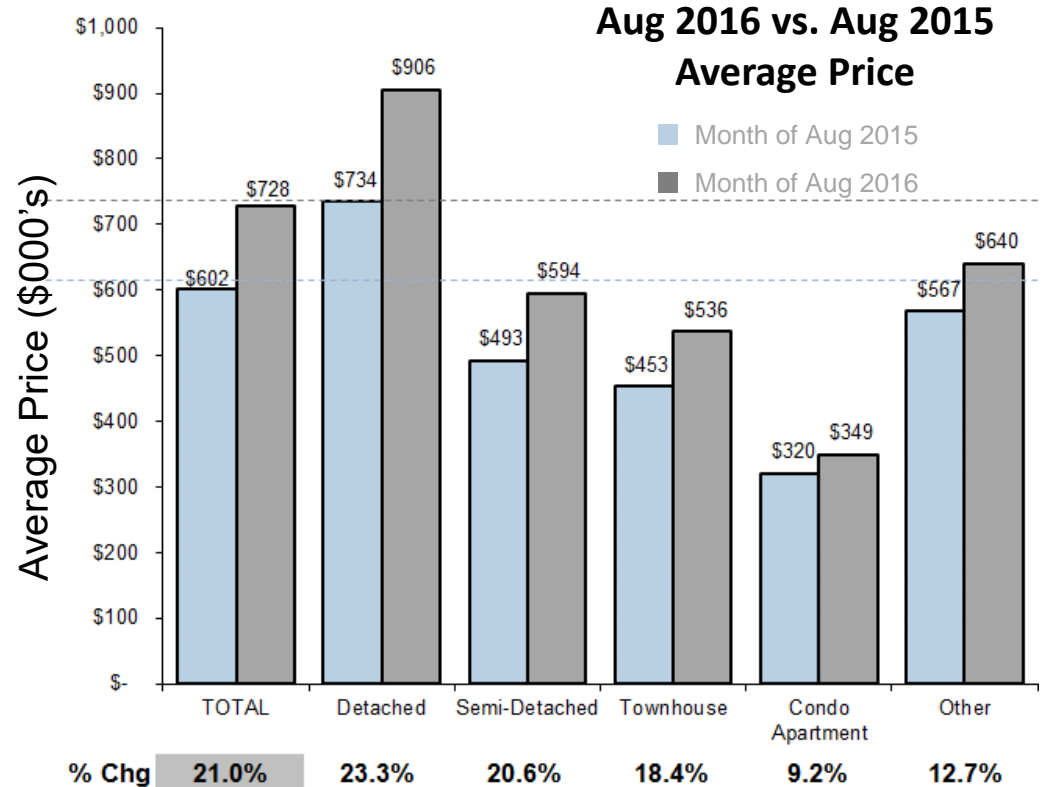
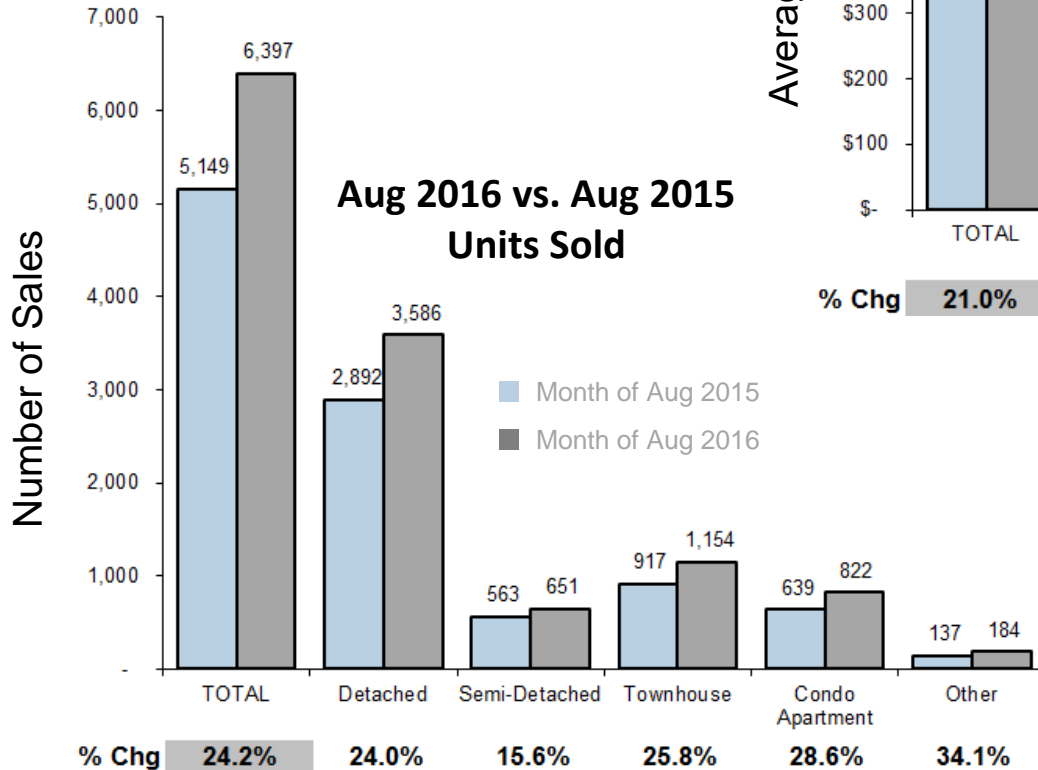
**Rolling 12-mth year-over-year avg. price change for comparison\***

- Detached: +15.5%
- Semi-Detached: +14.3%
- Townhouse: +12.1%
- Condo Apt: +7.1%

# Aug 2016 – TREB Results – 905 Price/Sales

**Rolling 12-mth year-over-year change in # of sales for comparison\***

- Detached: +10.7%
- Semi-Detached: +9.8%
- Townhouse: +9.2%
- Condo Apt: +17.6%



**Rolling 12-mth year-over-year avg. price change for comparison\***

- Detached: +18.6%
- Semi-Detached: +15.8%
- Townhouse: +13.9%
- Condo Apt: +7.0%



# *Thank you*

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