

January 2018



New Home Sales \uparrow 24.5% • YTD Sales \uparrow 11.5% • Resales \uparrow 7.2%

New Home Sales

in January 2018 were 396, a 24.5% increase compared to the same month last year with sales at 355 and is 36% higher than the 10-year average. Townhomes lead the market with a 47.5% share, singles are second with 38.6% for a combined total of 86% of total new home sales.

According to CMHC Housing Now Tables published in January, December 2017 housing starts were trending at 8,414 units, compared to 5,997 in December 2016. Actual starts in December were 811, a 54% increase from December 2016.

Resale sold 712 residential properties in January compared to 664 in January 2017, an increase of 7.2%. The five-year average for January sales is 638. The breakdown of sales is 173 condominiums and 539 residential.

The average sale price of a residential home was \$427,487 an increase of 8.6% over January 2017. The average price for condominium properties was \$263,744, an 8.6% decrease in one year.

Market Wrap-Up Thank you to those of you who attended GHOBA's 2017 Market Review and Outlook for 2018, where PMA presented last year's market research data and insights for the year ahead. Also at the event, Josh Kardish, GOHBA's Chairman of the Board, announced its recently formed partnership with PMA Brethour. Both GOHBA and PMA look forward to serving and delivering greater value to Ottawa's new home builder community.

The outlook for this year is positive. The pent-up demand that we saw in 2017 is expected to continue, and as long as supply is sufficient, Ottawa new home sales can match and possibly surpass 2017 numbers.

January's new mortgage rule and interest rate increase had little affect on new home buyers, and the increase in sales indicates that the Ottawa market is already heating up. DND employees relocating to new headquarters, Toronto buyers, and investors will fuel new home sales this year.

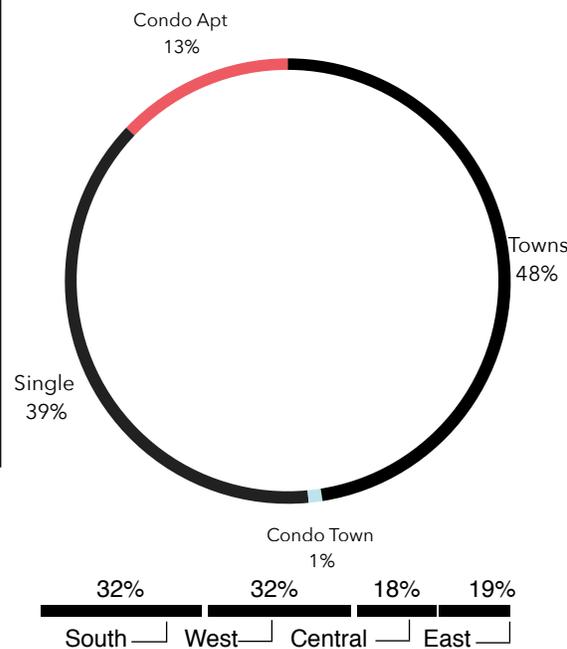
live positive!

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In partnership with the Greater Ottawa Home Builders' Association.



NEW HOME SALES **396** (+11.5%)
YTD 396



RESALES **712** (+8.4%)
YTD 712
January 2018



KEY ECONOMIC INDICATORS

mortgage rate 1yr **3.24%** (0.0%)
mortgage rate 5yr **4.99%** (0.0%)
new home pricing index **104.6** (0.5%)
consumer pricing index **130.1** (-0.6%)
unemployment rate **5.7%** (-0.2%)
avg weekly earnings **\$1127** (-0.9%)

Sources: PMA Brethour Research, Conference Board of Canada, The Ottawa Citizen, The Star, CMHC, Stats Canada, Globe and Mail