

# GTA Real Estate & Renovation

## Market Trends

Construct Canada 2003

**Presented By:**

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# Key Questions

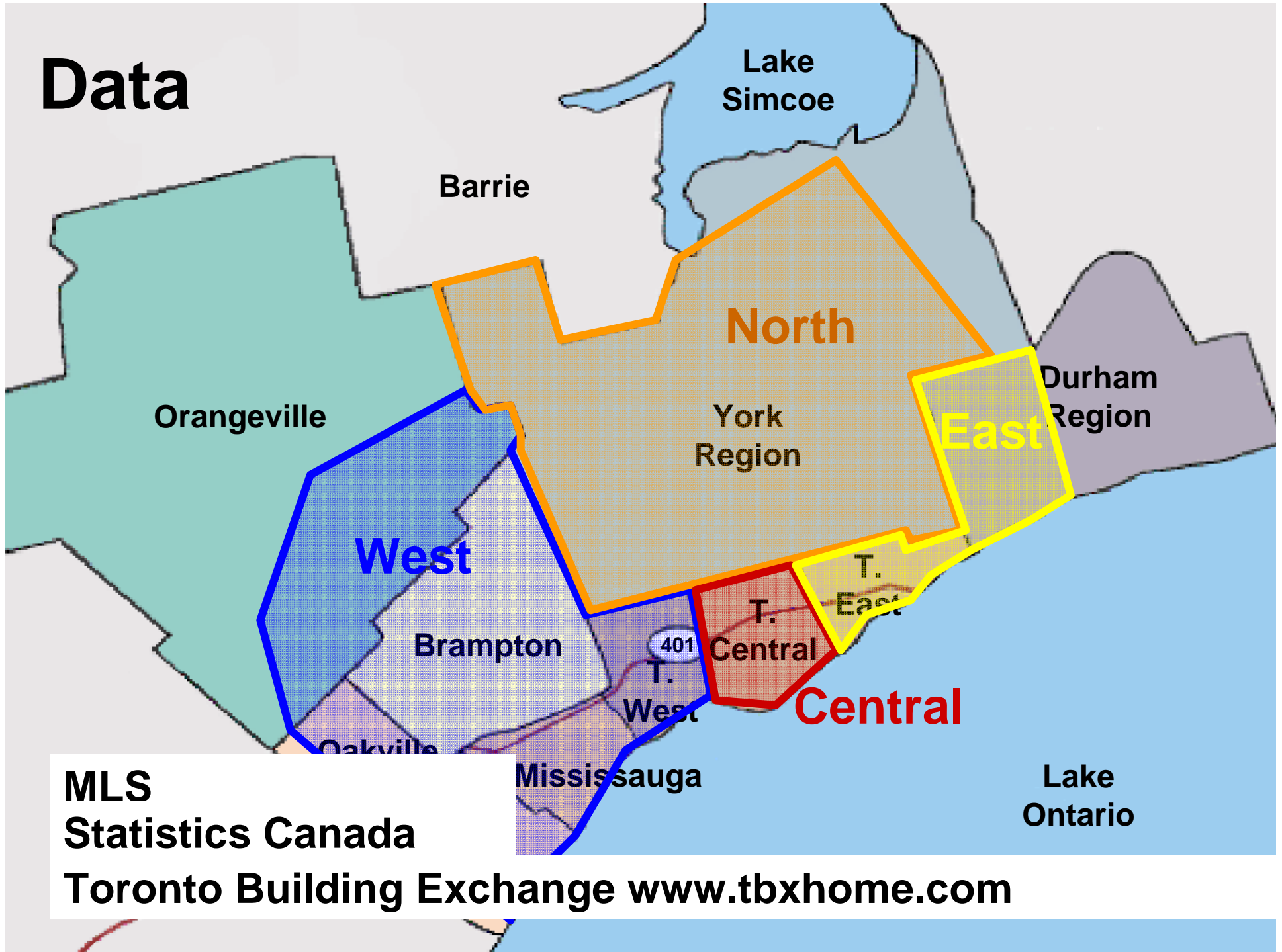
Why Real Estate Trends?

GTA Generally – Is the market overheated?

GTA Districts – What is moving and how?

Conclusion

# Data

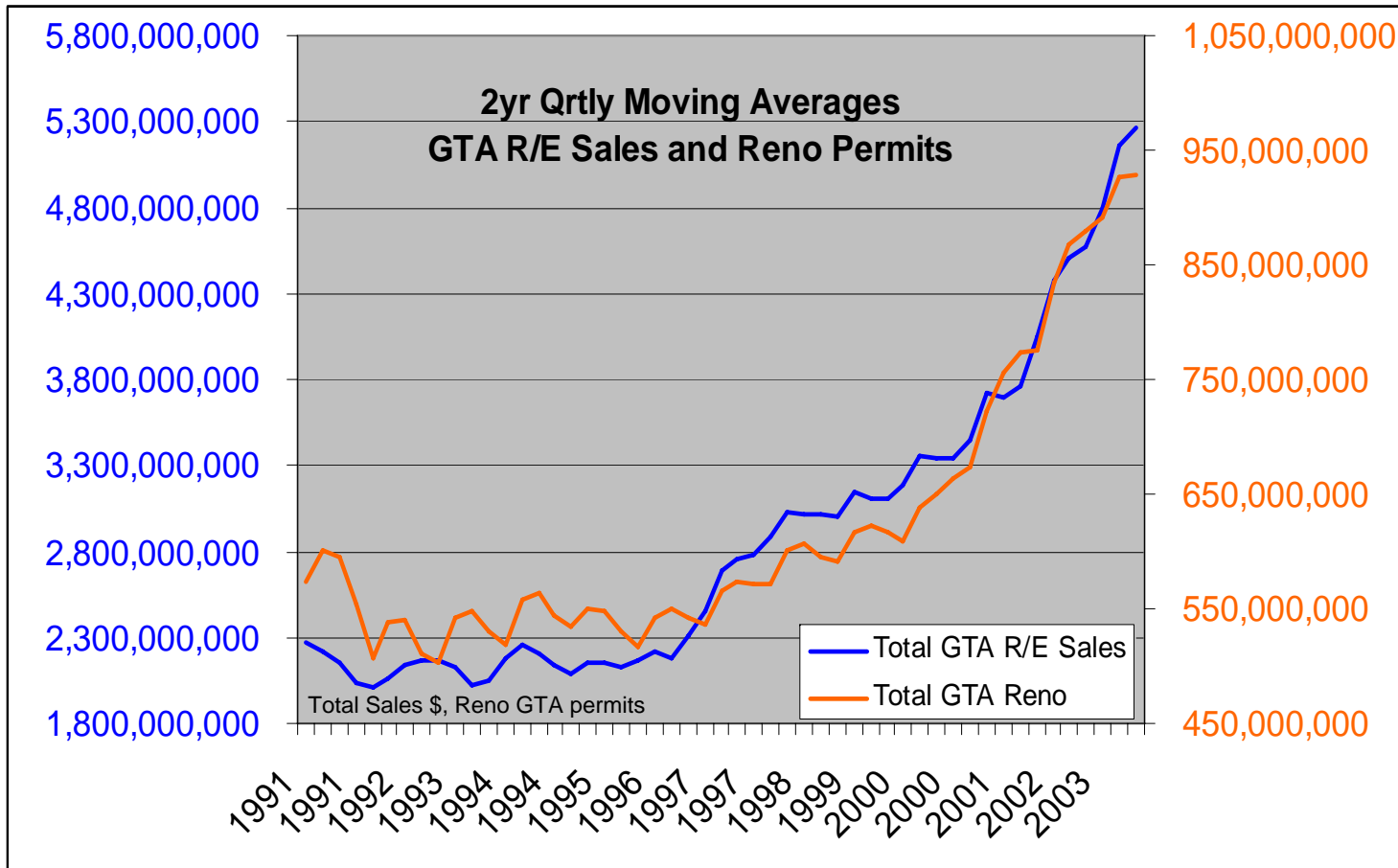


MLS

Statistics Canada

Toronto Building Exchange [www.tbxhome.com](http://www.tbxhome.com)

# Why Real Estate Trends for Renovation Signals?

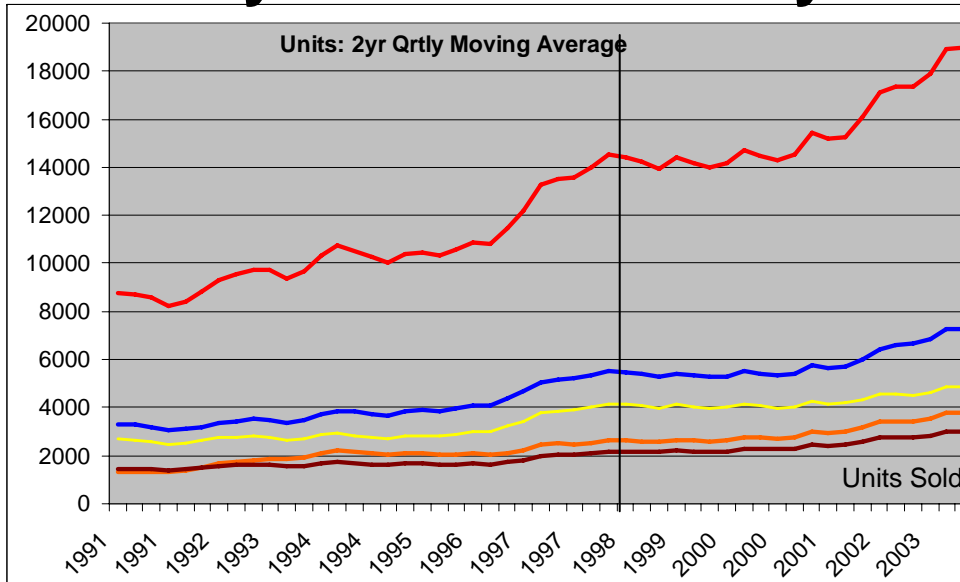


Correlation of Actual Quarterly Data is 66%. 43% of Reno is explained



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# Sales by Unit and Sales by Price

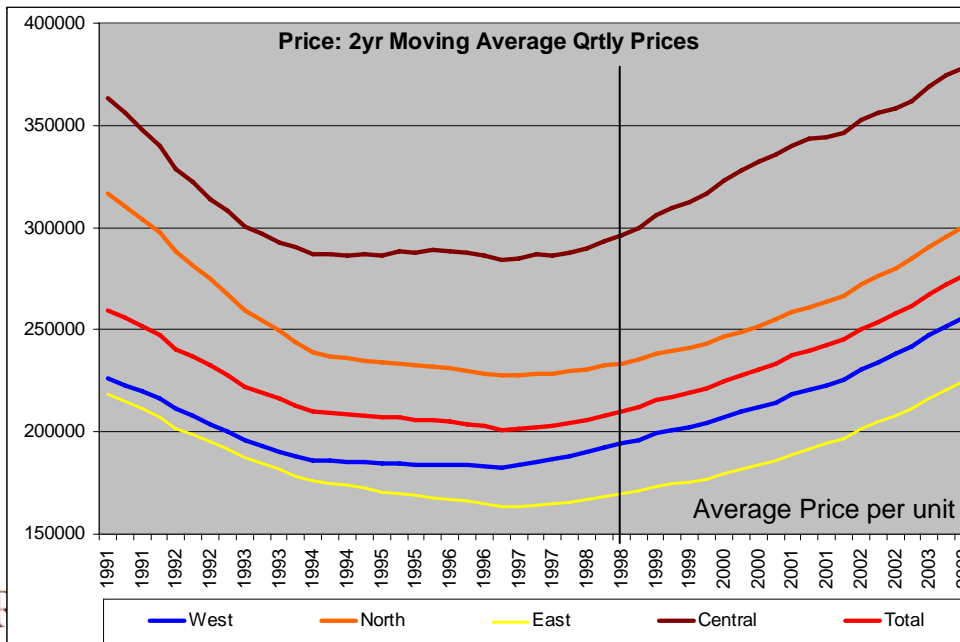


## Sales by Units

Correlation of Actuals 58%

Correlation of 2yr Moving Average 86%

**74% Explained**



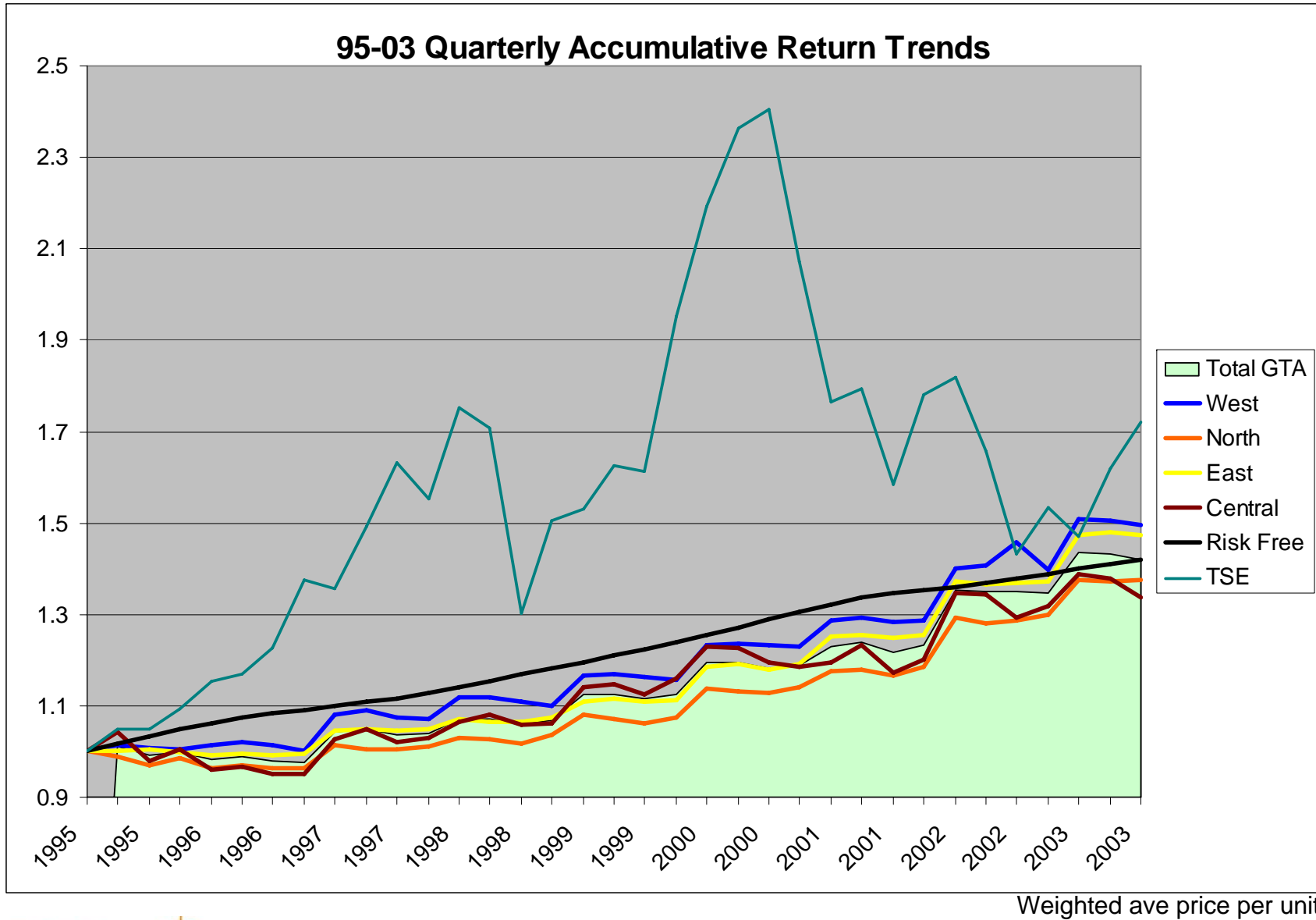
## Sales by Price

Correlation of Actuals 58%

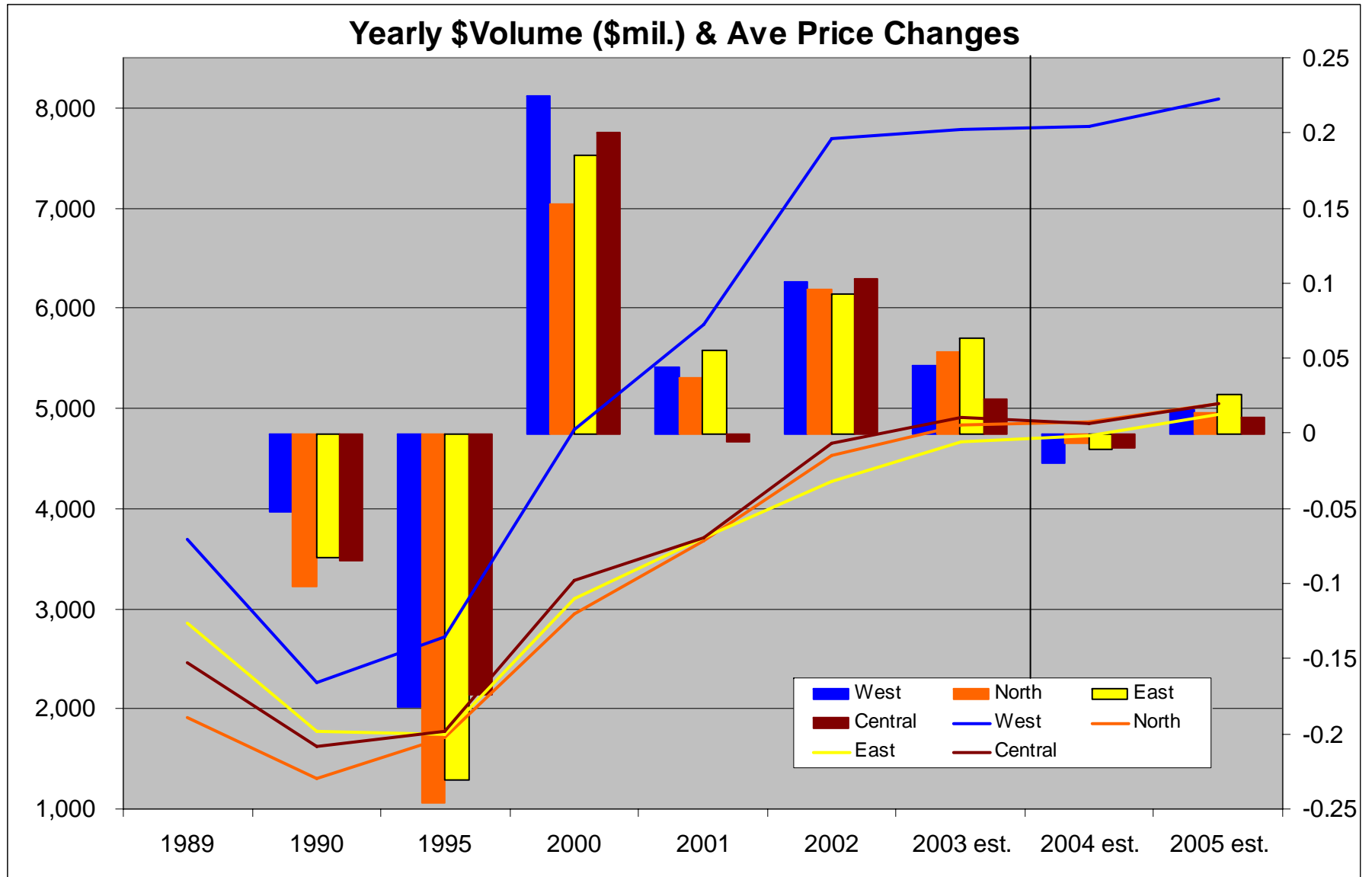
Correlation of 2yr Moving Average 77%

**58% Explained**

# Is GTA Real Estate Market Overheated?



# GTA Market Generally



Weighted ave price per unit change, total sales

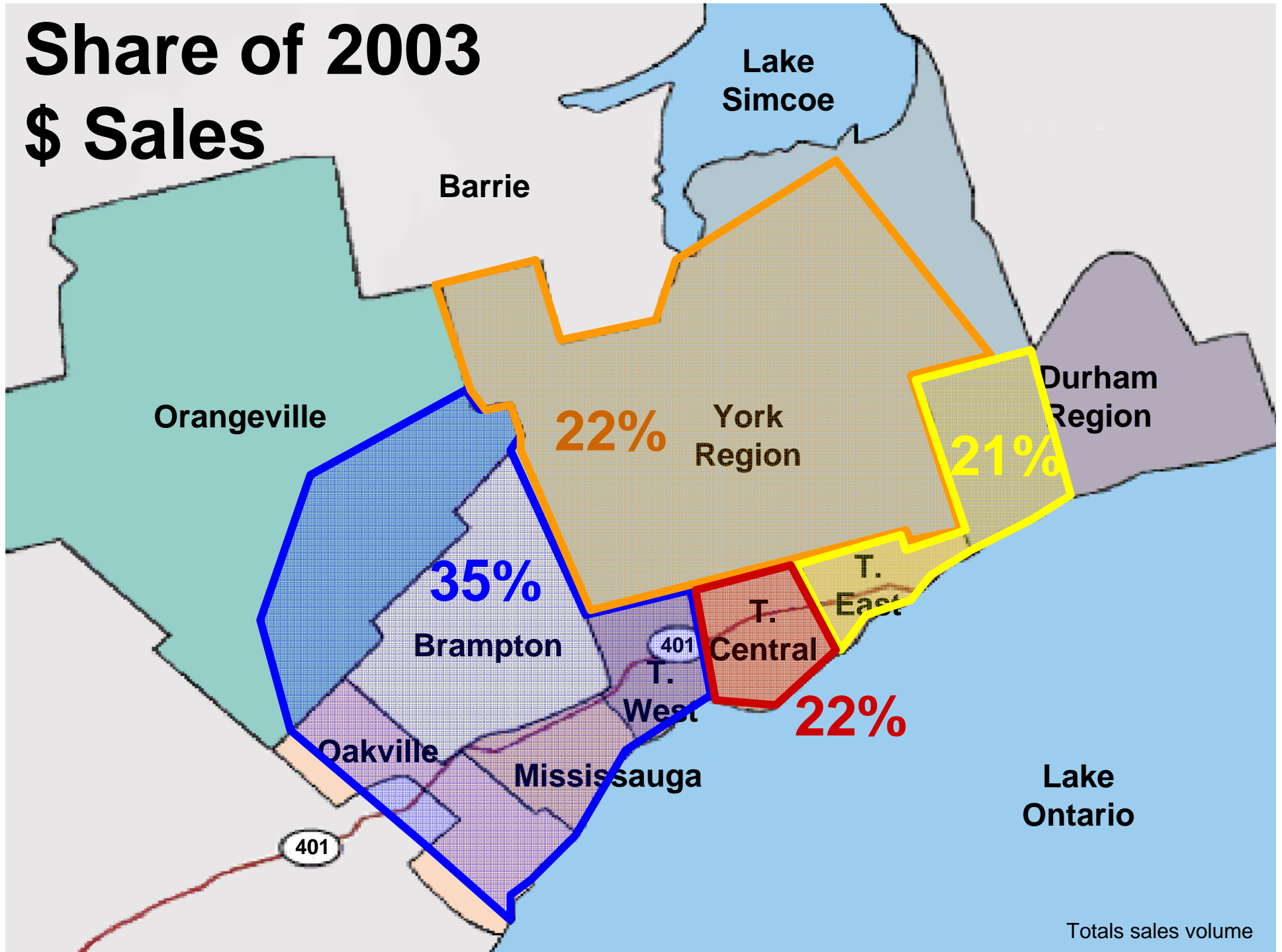


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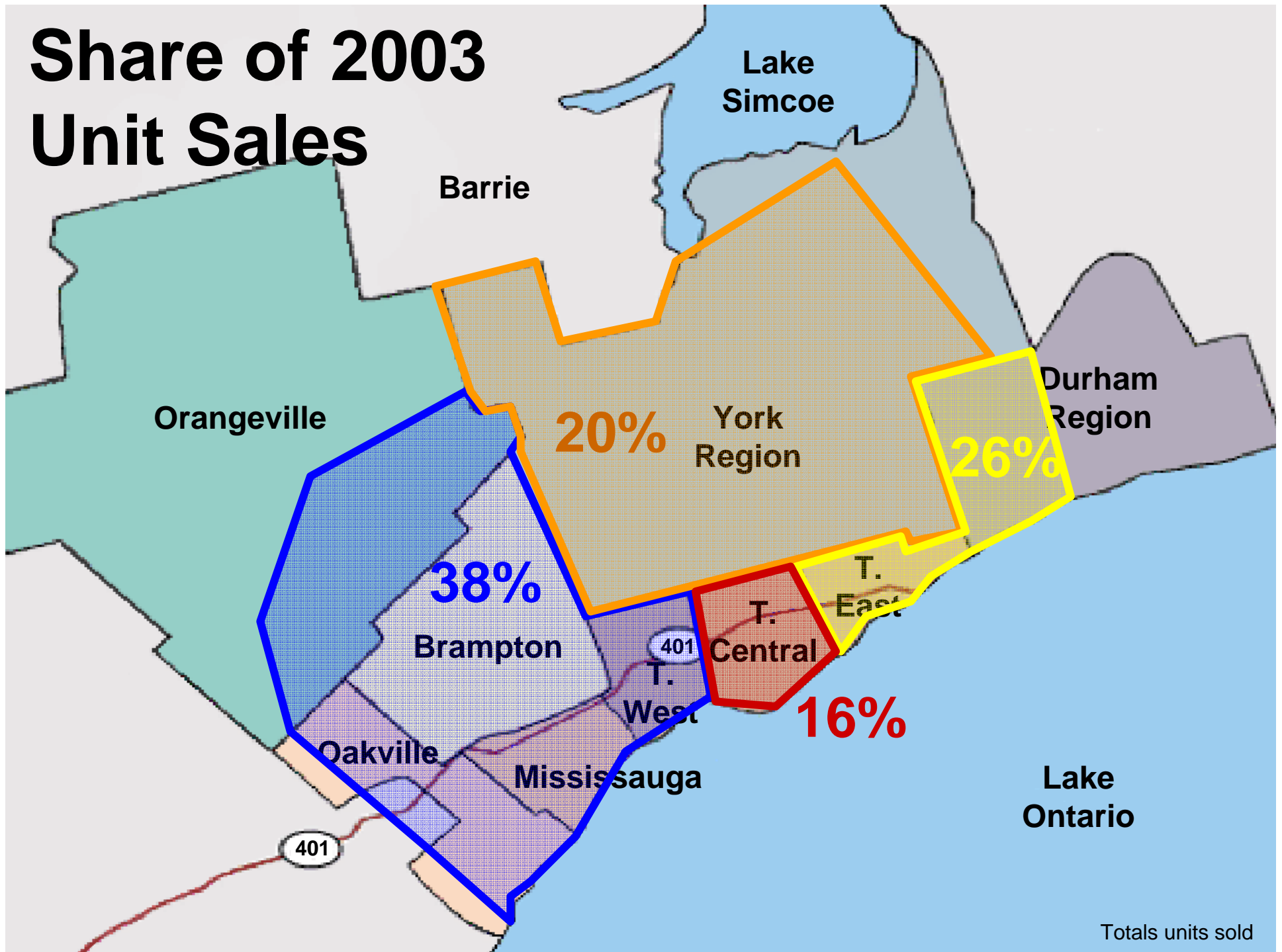
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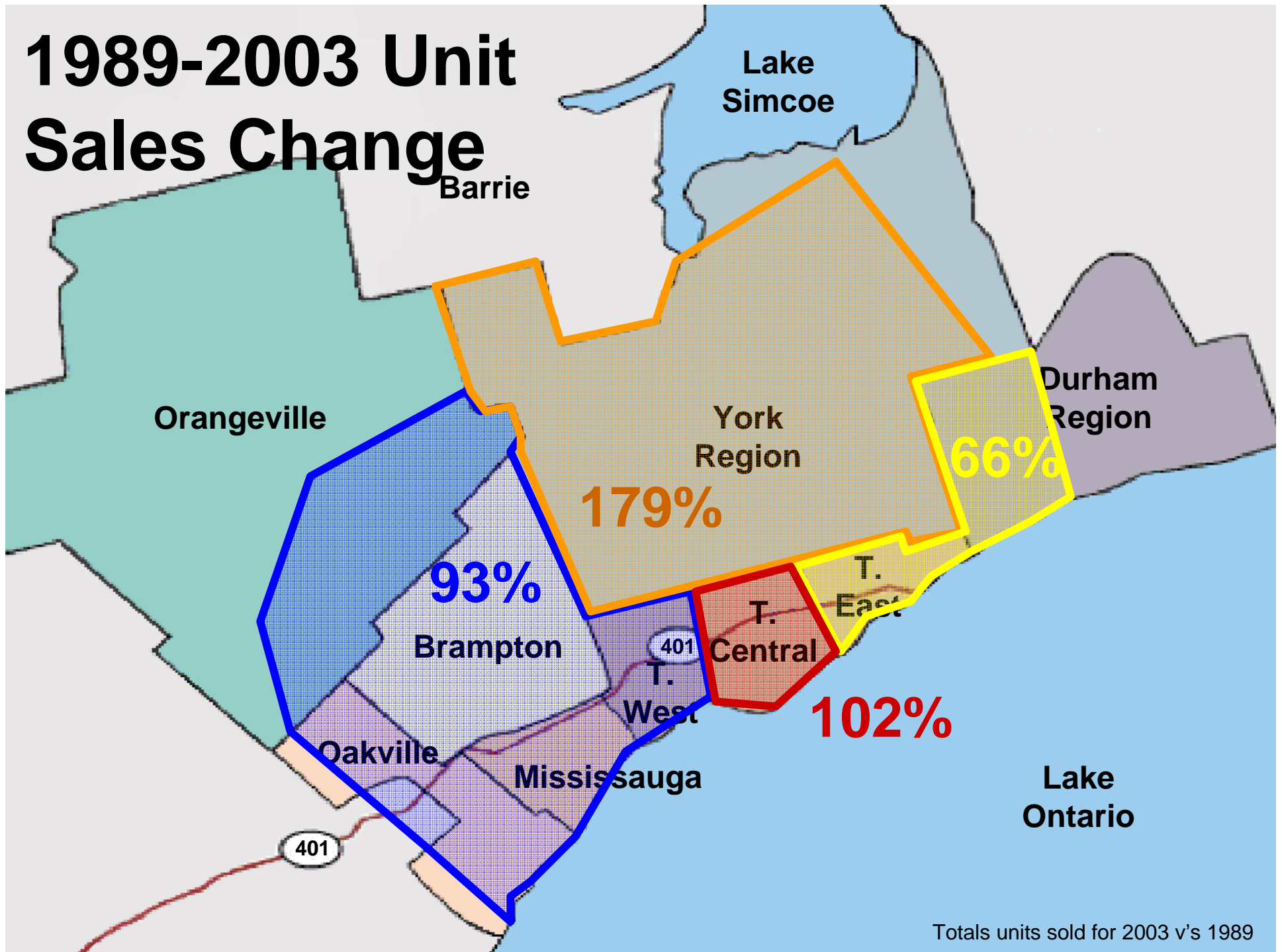
# Share of 2003 \$ Sales



# Share of 2003 Unit Sales

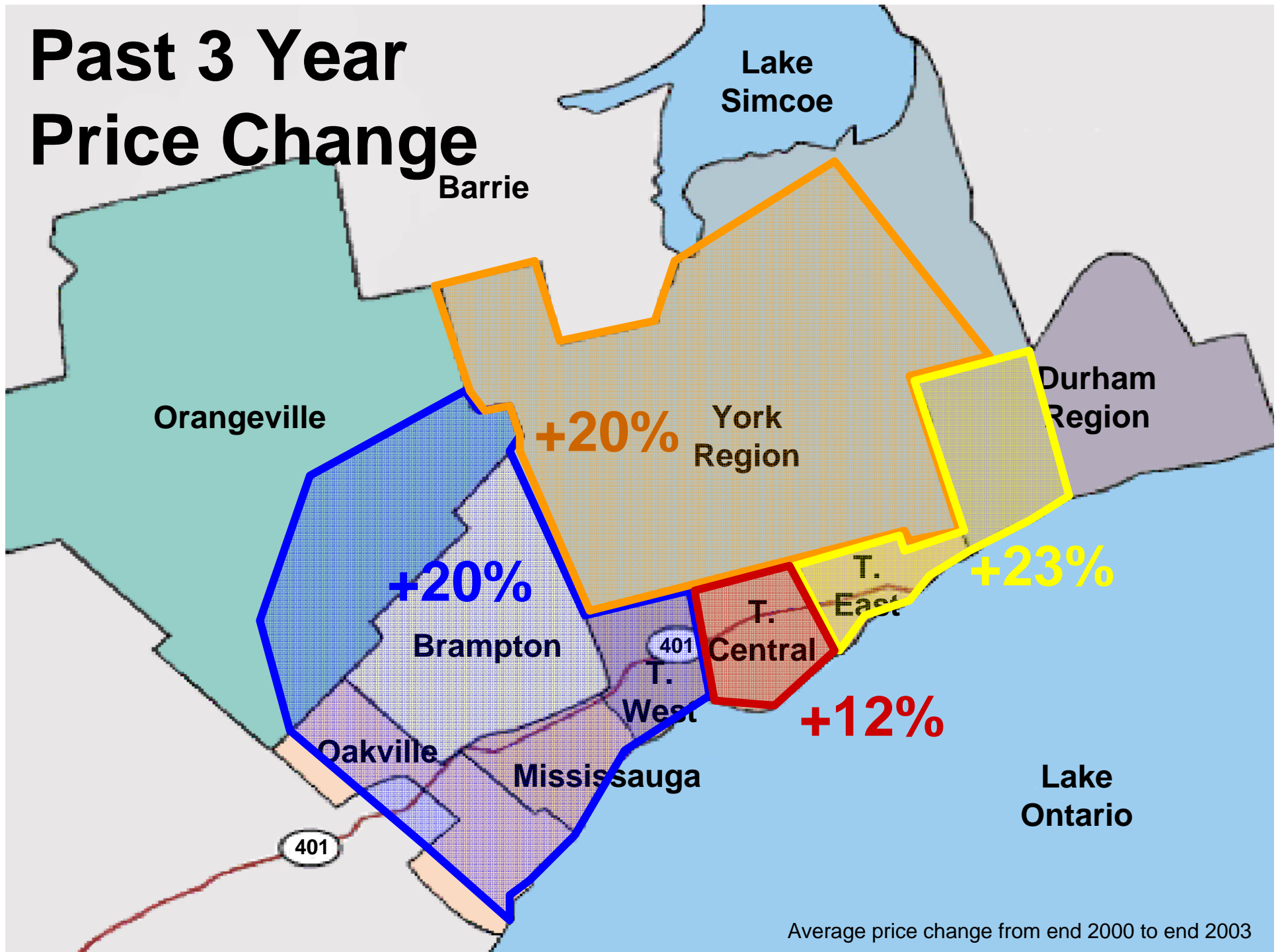


# 1989-2003 Unit Sales Change



Totals units sold for 2003 v's 1989

# Past 3 Year Price Change



# GTA Districts: What is Moving?

## Above Average Unit Sales Growth for 2003-2002

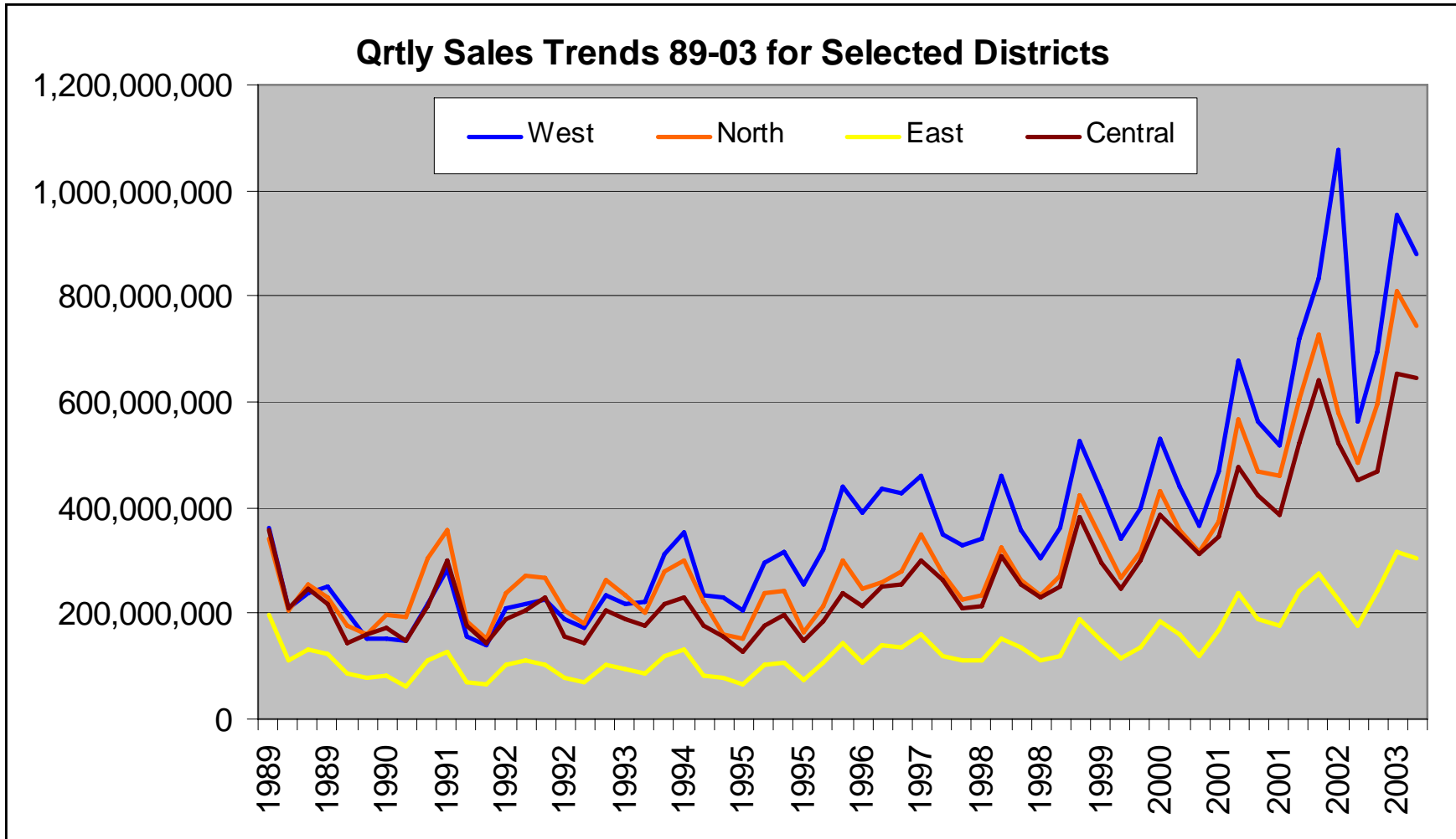
Area	District	Growth	2yr Sales	
West	23	45%	7,466	Brampton West
West	19	41%	5,307	Mississauga
Central	1	63%	4,557	Toronto
North	8	78%	3,868	Vaughan
North	11	37%	3,485	Unionville/Markham
West	21	157%	2,830	Oakville
Central	14	56%	2,677	North York
North	4	40%	2,058	Richmond Hill/Markham
West	18	52%	934	Brampton South
North	5	131%	639	Richmond Hill

# Above Average Unit Sales Growth for 2001-2000

Cover 40% of Sales  
Vol. for 2003.

Area	District	Growth	2yr Sales	
West	23	8%	5,292	Brampton West
West	20	10%	4,271	Mississauga West
West	24	9%	4,191	Brampton East
West	19	15%	3,959	Mississauga
Central	1	14%	3,004	Toronto
North	11	15%	2,651	Unionville/Markham
North	3	15%	2,453	Richmond Hill/Markham
North	8	29%	2,434	Vaughan West
East	15	10%	2,318	Whitby
Central	15	8%	2,182	North York Bayview
Central	8	11%	2,144	Toronto
Central	14	20%	1,837	North York Yonge
East	11	9%	1,795	Scarborough North East
West	5	10%	1,766	North York Allen Rd
East	9	14%	1,701	Scarborough
North	4	20%	1,600	Richmond Hill/Vaughan
East	4	7%	1,478	Scarborough West
North	10	9%	1,474	Markham
West	27	9%	1,471	Halton Hills
North	6	10%	1,445	Aurora
West	6	8%	1,422	Etobicoke South
Central	7	8%	1,417	Toronto Don River
West	4	10%	1,240	North York/York Eglinton
West	28	9%	1,218	Caledon
West	21	9%	1,160	Oakville
West	9	7%	1,025	Etobicoke Eglinton
Central	11	8%	904	East York

# 1989-2003 Sales Trends

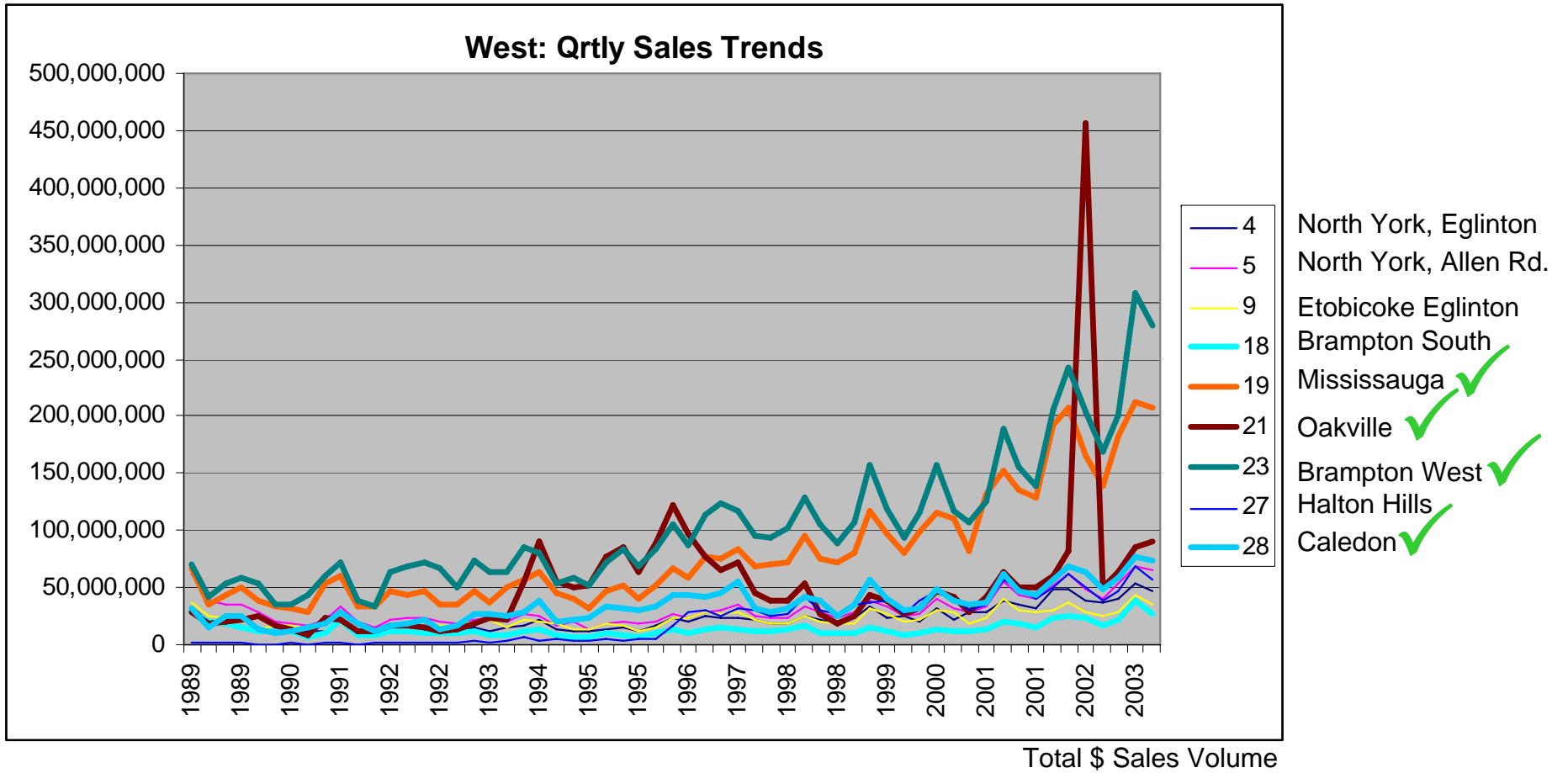


Total \$ Sales Volume

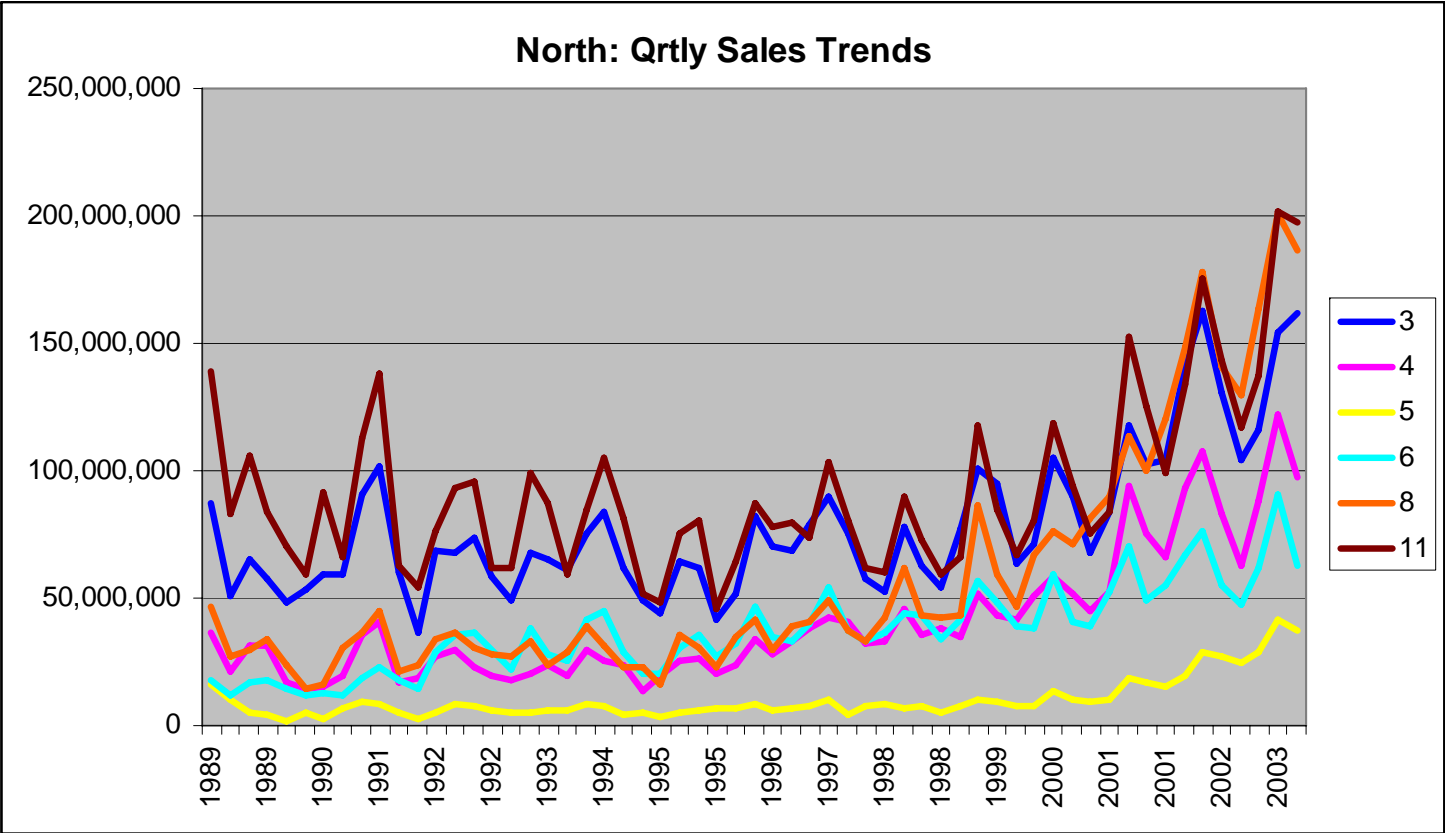


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# WEST: 1989-2003 Sales Trends



# NORTH: 1989-2003 Sales Trends

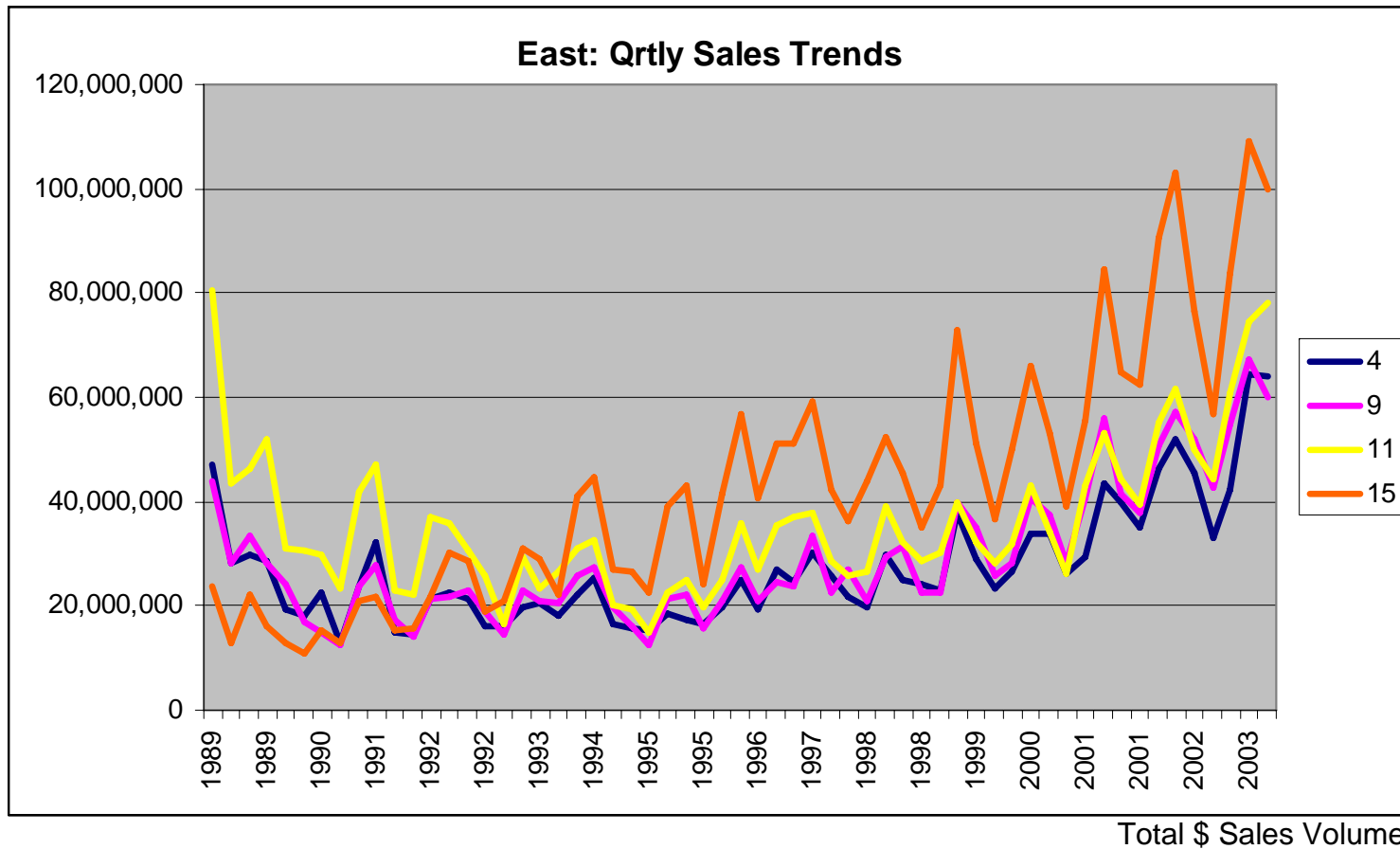


- 3 Richmond Hill/Markham ✓
- 4 Richmond Hill/Vaughan ✓
- 5 Richmond Hill
- 6 Aurora
- 8 Vaughan West ✓
- 11 Unionville/Markham ✓

Total \$ Sales Volume

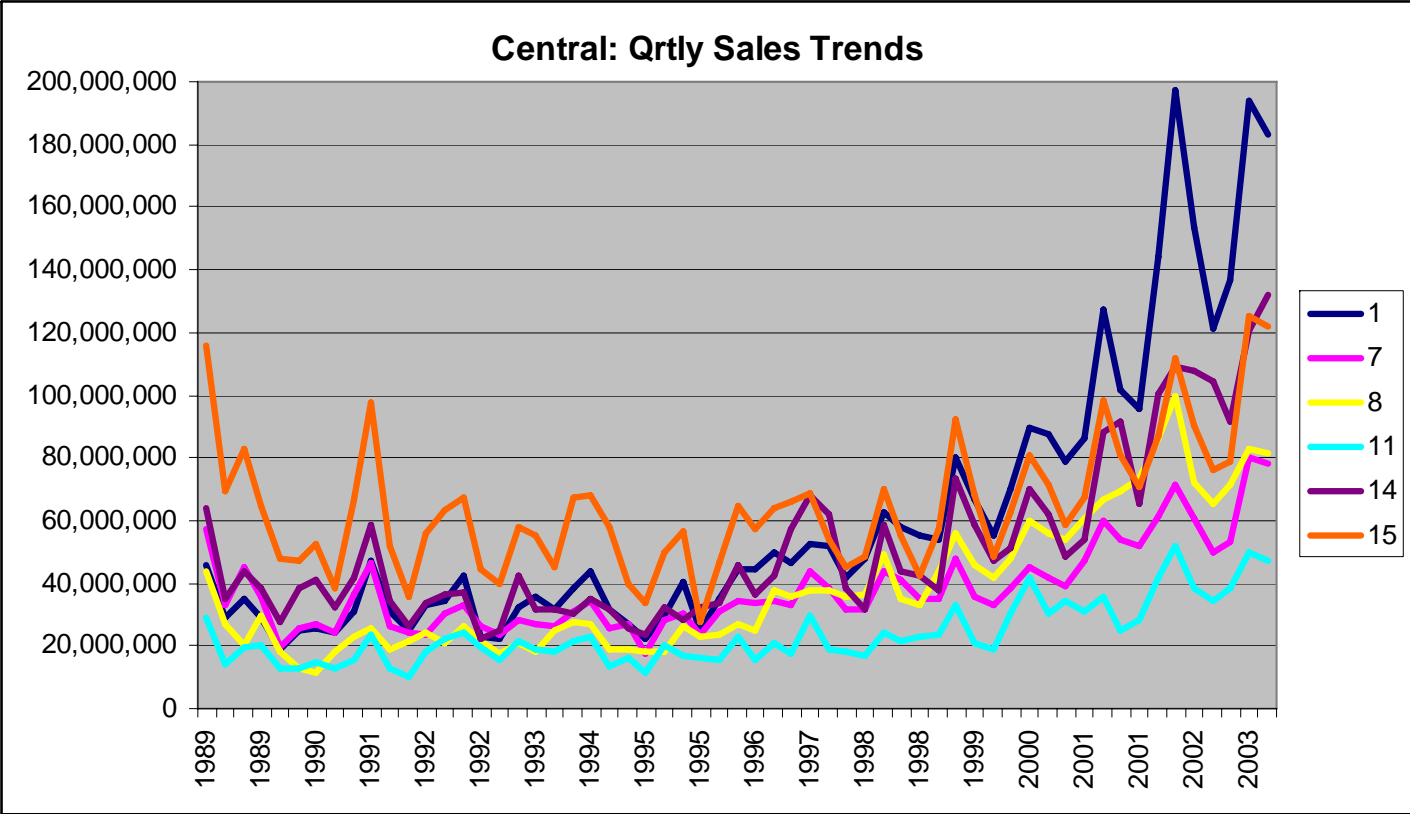


# EAST: 1989-2003 Sales Trends

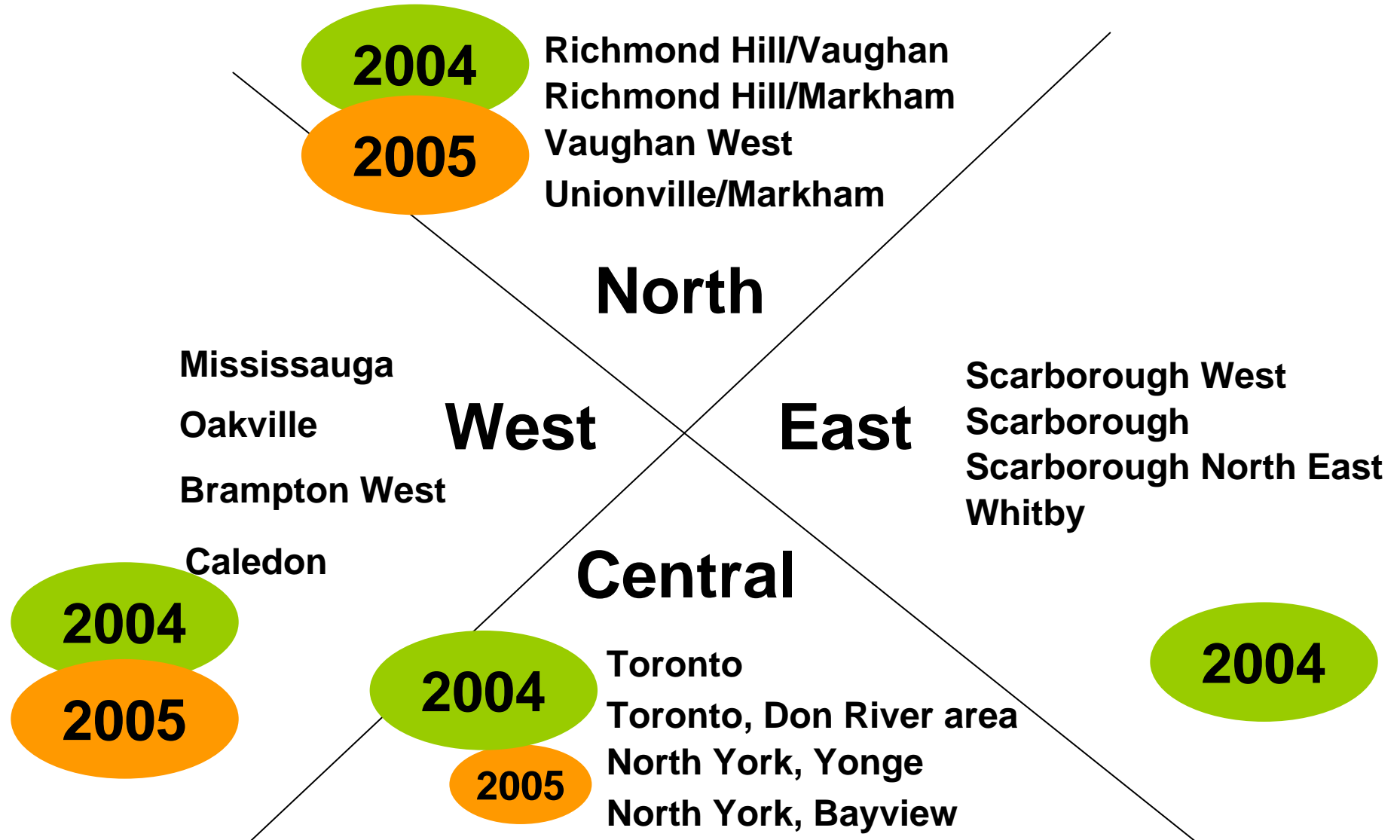


- 4 Scarborough West ✓
- 9 Scarborough ✓
- 11 Scarborough North East ✓
- 15 Whitby ✓

# CENTRAL: 1989-2003 Sales Trends



# District Conclusions: Key Performers



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