



Jubilant June

New Home Sales \uparrow 90.8% • YTD Sales \uparrow 24.3% • Resales \uparrow 8.9%

New Home Sales in June 2017 reached 702, a substantive 90.8% record breaking increase compared to the same month last year with sales at 368. June sales were also 23.16% higher than the five-year average of 570. Ottawa South and West led the market with 48% and 28% of sales, respectively.

According to CMHC, June housing starts are trending at 6,515 units, compared to 5,546 in June 2016. Actual starts in June were 638, a 21.5% increase from June 2016.

Comparative market figures indicate a strong performance from EQ Homes, increasing its overall market share from 1.6% to 5.4% over the same month last year after a dramatic increase in its Towns sales. Richcraft has also outperformed over the same period, totalling a 14.1% share in June up from 8.2%. This can be attributed to an explosion in Singles and Town sales, thanks in part to its opening in Bradley Commons, alongside Urbandale. Credit is also due to Minto on its grand launch of the Harmony project, selling out all 51 of its released Singles and Towns.

Resale sold 2,162 residential properties in June compared to 1,985 in June 2016, an increase of 8.9%. The five-year average for June sales is 1,818. The breakdown of June sales is 408 condominiums and 1,754 residential.

The average sale price of a residential home was \$434,502, an increase of 8.8% over June 2016. The average price for condominium properties was \$289,905, a 9.4% increase just the same over June 2016.

Market Wrap-Up They finally did it. The Bank of Canada has raised the interest rate to 0.75%, a 0.25% increase, according to a [CBC](#) press release distributed on July 12. This comes as no surprise, as BoC officials have been for several weeks socializing the rationale for an increase. Some economists expect we'll see another similar increase in the 4th quarter, acknowledging that current interest rates are still very low. Assuming the Canadian economy continues to perform well, we expect that sales for Ottawa's resale and new home markets will remain un-fluttered for the remainder of the year and into 2018, in spite of any incremental increases to the interest rate.

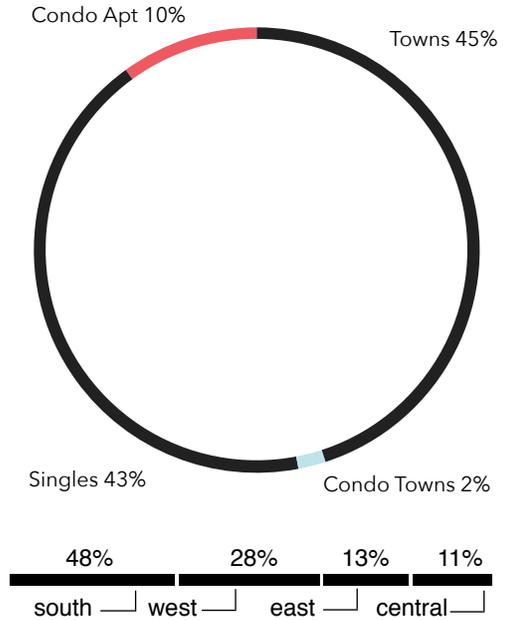
While the Toronto market cools, the Ottawa market heats up. It's difficult to quantify the impact this yin and yang affect has had on Ottawa sales, but it's definitely been positive. According to a recent article published in [MoneySense](#), Ottawa ranks #1 as the best place to live in Canada. Ottawa is safe, affordable, and offers well-paying jobs, excellent access to health care, culture, cuisine, and a backdrop of stunning architecture new and old. Ottawa has it all!

Live positive!

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YTD 2900 **702**
NEW HOME SALES (+24.3%)



RESALES **2162** (+08.90%)
YTD 9398



residential \$434,502 | condo \$289,905



KEY ECONOMIC INDICATORS

- mortgage rate 1yr **3.14%** (+0.0%)
- mortgage rate 5yr **4.64%** (+0.0%)
- new home pricing index **101.1** (+0.3%)
- consumer pricing index **130.0** (-0.2%)
- unemployment rate **6.1%** (+1.1%)
- avg weekly earnings **\$1106** (+1.5%)

Sources: PMA Brethour Research, Ontario Real Estate Board, CMHC, MoneySense, Toronto Real Estate Board (TREB), CBC