



June 2012 Market Results

Greater Toronto Area

New Home Market

SUMMARY HIGHLIGHTS & PERSPECTIVES

June Sales Results

- 3rd highest June High Rise sales on record
- Lowest June Low Rise sales on record
- Total June sales 9% below the long term average

Q2 Sales Results

- 2nd highest Q2 High Rise sales on record, 51% higher than the long term average
- 3rd lowest Q2 Low Rise sales on record, 30% lower than the long term average
- 5th highest Q2 Total new home sales on record, 4% higher than the long term average

Year-to-Date Sales Results

- 2nd highest YTD High Rise sales on record, 38% higher than the long term average
- 4th lowest YTD Low Rise sales on record, 27% lower than the long term average
- Total YTD new home sales 2% lower than the long term average

RealNet Index Price

- High Rise Index Price 6.4% decline from prior year
- Low Rise Index Price 9.8% increase from prior year
- Largest price gap on record between Low Rise and High Rise new homes

Remaining Inventory

- Remaining High Rise inventory at highest level on record
- Remaining Low Rise inventory at 2nd lowest level on record
- Remaining Total new home inventory at the low end of the long term normal range

Market Results

July 19, 2012

New Home Sales

	Monthly	Quarterly	Year-to-Date
	June 2012	Q2 2012	Jan. - Jun. 2012
Low Rise	1,088	4,645	9,293
High Rise	<u>2,373</u>	<u>7,500</u>	<u>11,492</u>
Total	3,461	12,145	20,785

Remaining Inventory

	June 30 2012
Low Rise	5,797
High Rise	<u>20,133</u>
Total	25,930

RealNet Index Price

	June 30 2012
Low Rise	\$ 603,102
High Rise	\$ 432,256

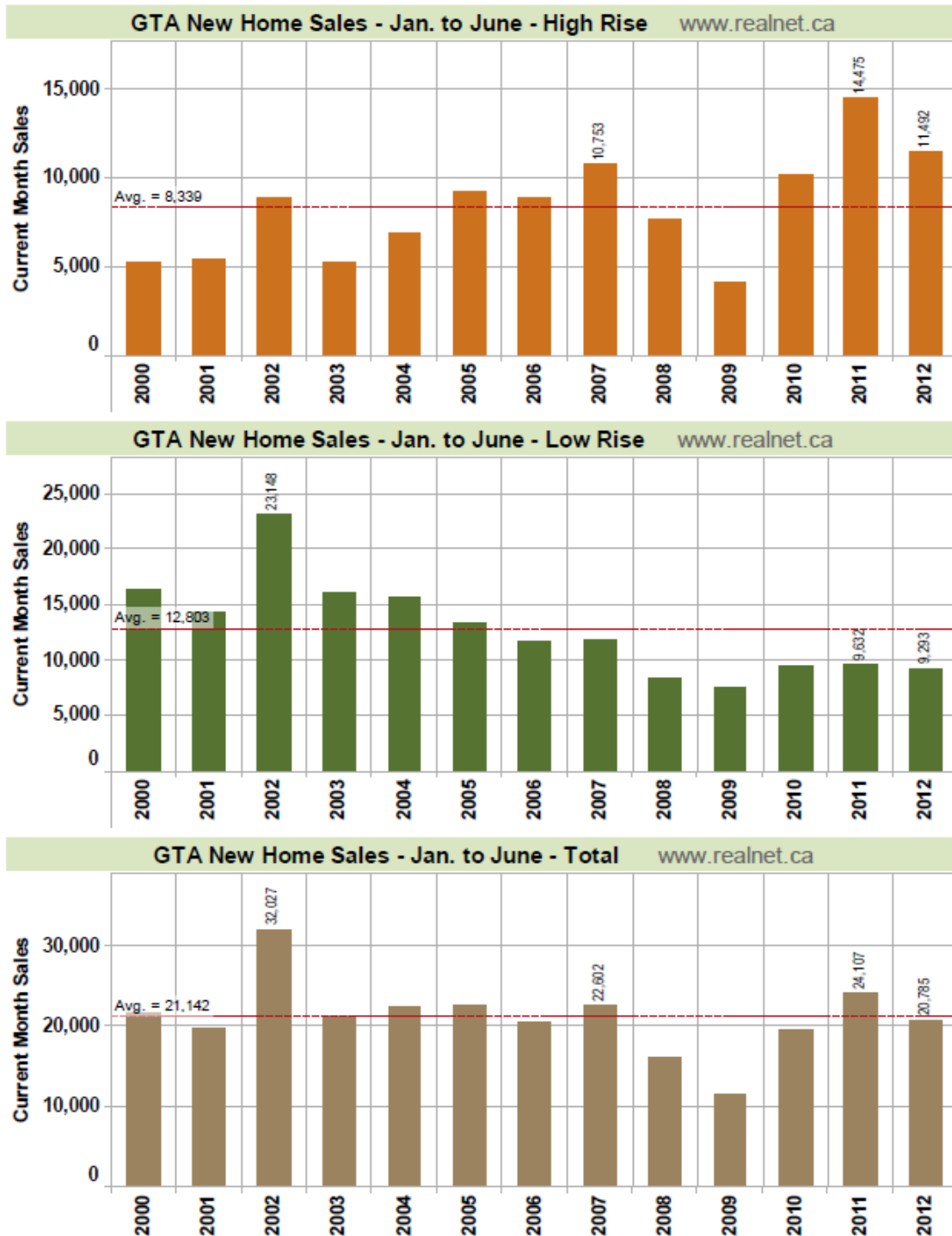


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New Home Sales Perspective

July 19, 2012

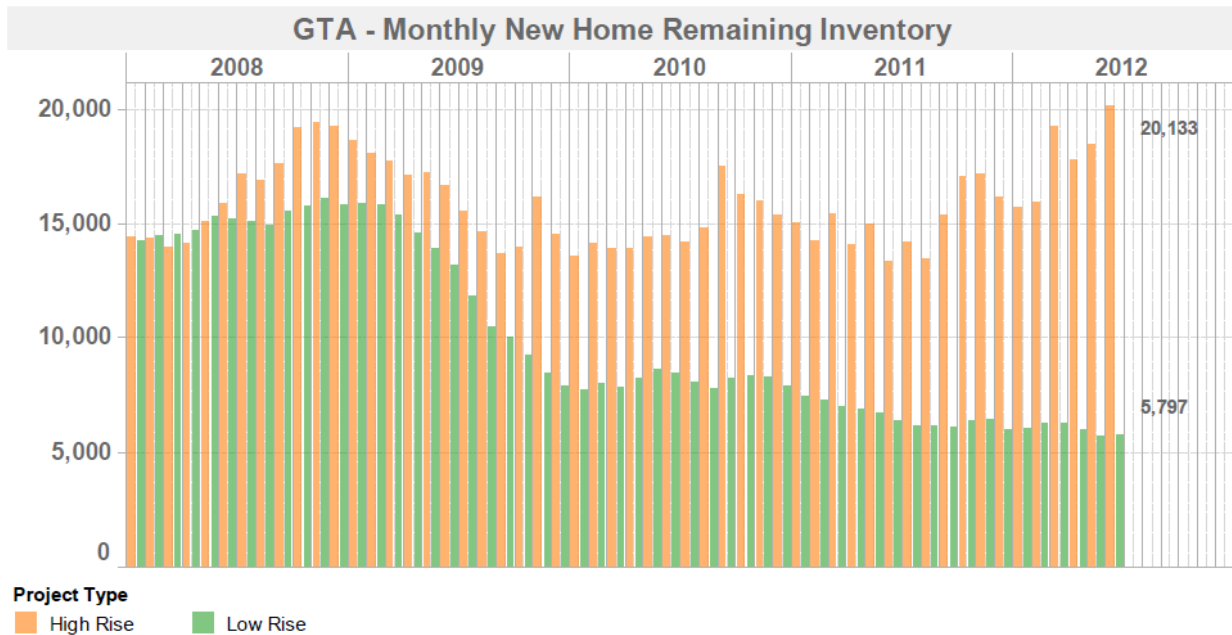
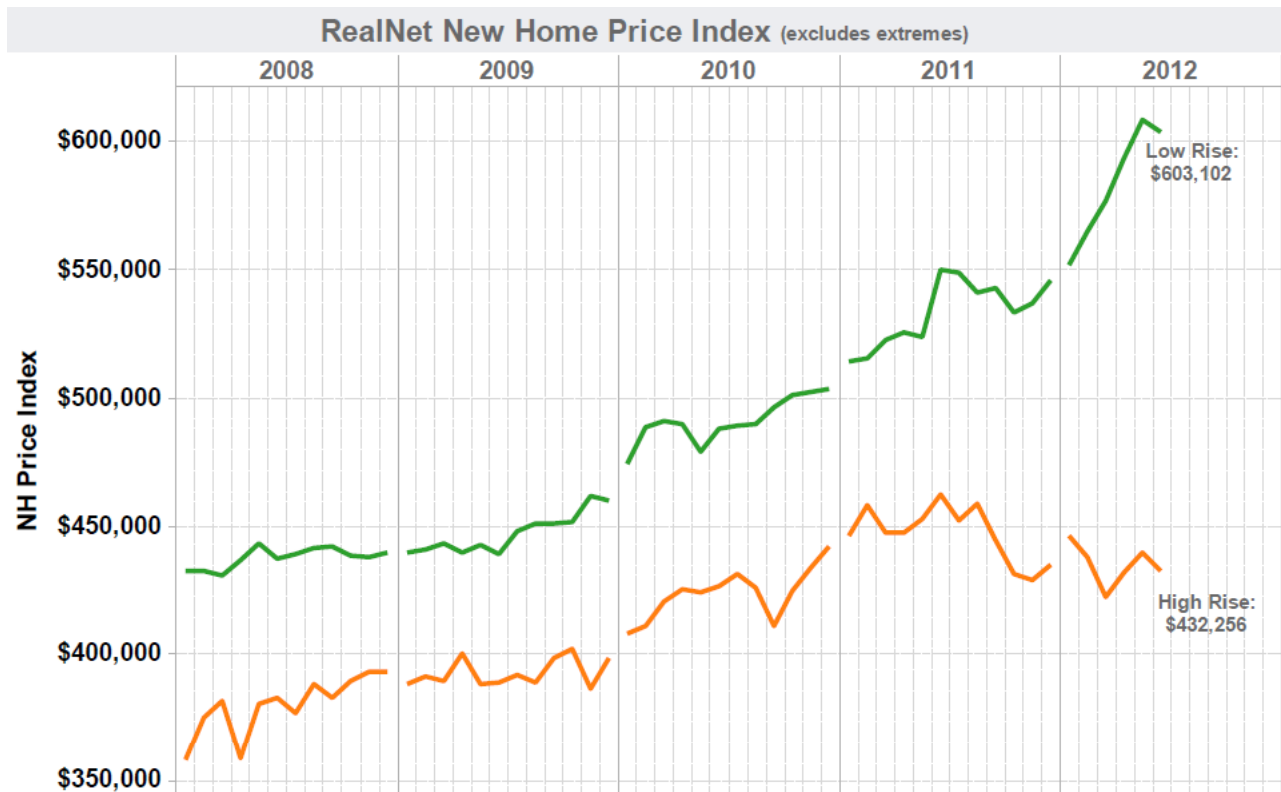


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New Home Pricing and Remaining Inventory

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RealNet Canada Inc. is the most trusted central source of real estate information and information services in Canada, in both commercial real estate and new homes and condominiums. RealNet is the official source of new home information for the Building Industry and Land Development Association (BILD) and the Toronto Real Estate Board (TREB).

RealNet provides information products and services to over 40,000 industry professionals across North America.

The RealNet New Home Market Results for the Greater Toronto Area (GTA) are based on all active new home projects in the GTA with more than 15 units in either Low Rise (detached, semi-detached, townhouse or link) or High Rise (apartment, loft or stacked townhouse) new home projects.

For More Information, Please Contact:

George M. Carras P. Eng.

President

Tel: 416-596-7676

Email: gmcarras@realnet.ca



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