The Baker New Condominium Market Wrap: An Overview of Where We Are And Where We Are Going





AGENDA

2012 in Review

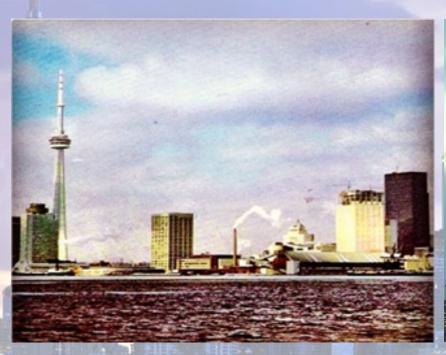
Strong Market Fundamentals for 2013 and Beyond

Coming Soon

Q & A



TORONTO SKYLINE

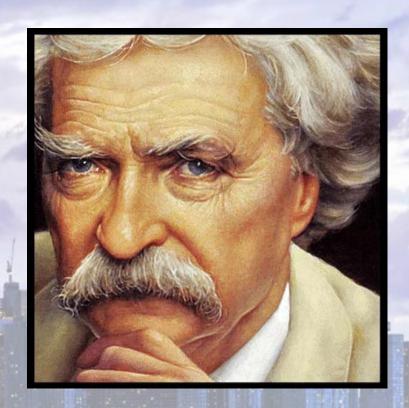




1976 2013



"If you don't read the newspaper, you're uninformed. If you read the newspaper, you're informed."



-- Mark Twain



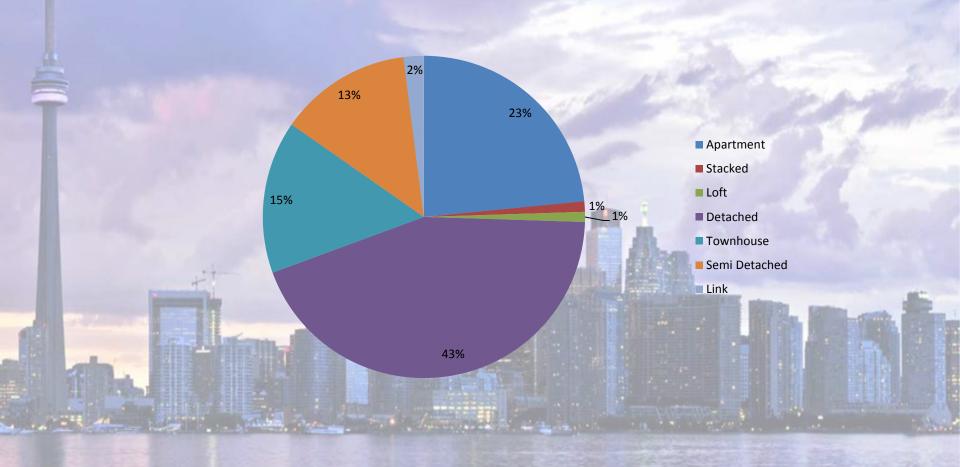


OFFICIAL 2012 NEW HOME MARKET RESULTS

	Low Rise	High Rise	Total
Sales	14,069	18,755	32,824
Remaining Inventory	7,524	20,998	28,522
Months of Active Supply	6.4	13.4	10.4
Index Price	\$632,868	\$436,024	

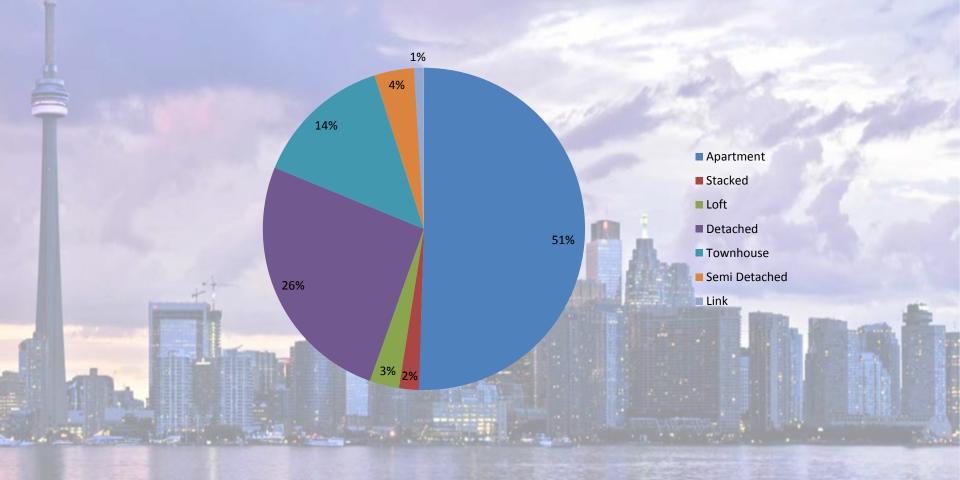


New Home Sales By Product Type Year – 2000 GTA





NEW HOME SALES BY PRODUCT TYPE YEAR – 2012 GTA





MARKET SHARE BY UNIT TYPE









HOUSING NEEDS TO KEEP PACE WITH OUR POPULATION GROWTH



IN 2012, TORONTO HAS ATTRACTED

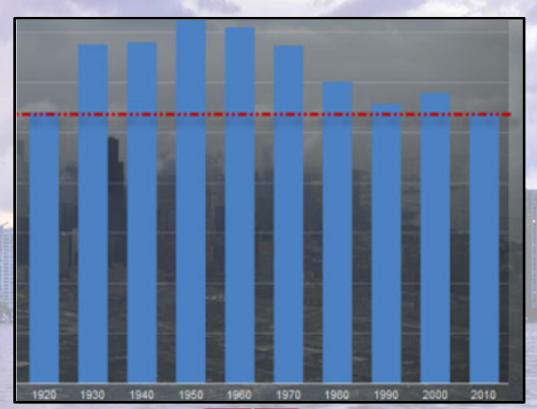
120,000 NEW COMERS!

- THE SIZE OF FREDERICTON, NB!



CHICAGO POPULATION SINKS TO 1920 LEVELS

THE WALL STREET JOURNAL.





THE GTA - NEXT 2 DECADES



GTA to be one of the fastest growth region

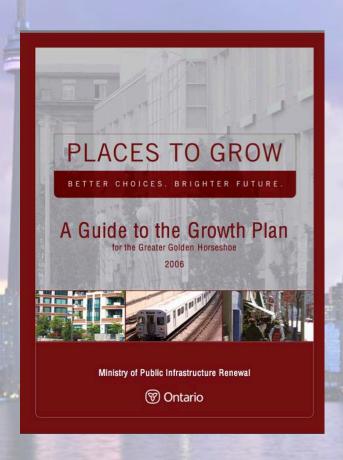
Population to grow 44.6%

9.2M in GTA by 2036

Source: Government of Ontario



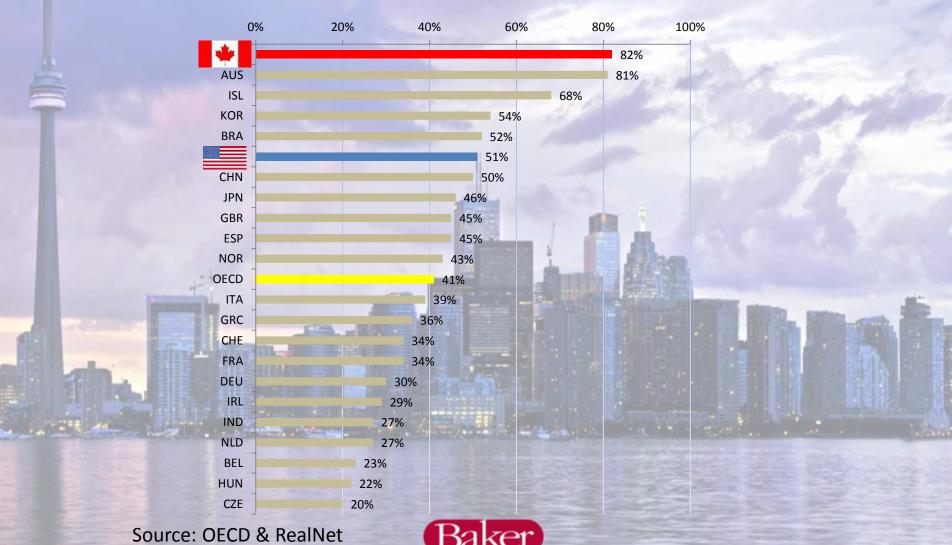
PLACES TO GROW LEGISLATION: THE GTA TO GROW UP NOT OUT



The shift from low-density to high-density housing has been directed by provincial intensification policies encouraging a more sustainable approach to urban development. Homebuyers want to choose the type of home that suits their lifestyle through the various stages of life — and choice in the low-rise market is diminishing.



OECD INDEX GEOGRAPHIC CONCENTRATION OF POPULATION (%)



BANK OF CANADA TO KEEP INTEREST RATES LOW THROUGHOUT 2013

THE GLOBE AND MAIL





FEBRUARY – Bank of Canada announces that interest rates will remain low throughout 2013.





POPULATION GROWTH + NO NEW RENTAL STOCK= VERY LOW VACANCY RATES



Toronto condominium index rental rates have an annual increase of 3.2% (\$2.21/sq.ft.).

Condominium rental activity remains strong. In 2012, more condos were leased than resold (15,355 vs. 15,292)

Source: Urbanation & RealNet



GTA - A GREAT INVESTMENT



In 2008 the TSX lost 1/3 of its value.

In the past 30 years the worst national decline in home values was just 4.6%.



FOR 5 YEARS IN A ROW, WORLD ECONOMIC FORUM RANKED CANADA'S BANKS AS THE MOST SOUND IN THE WORLD.



CIBC (CM) was No. 3 in Bloomberg Markets' second annual ranking of the world's strongest banks, followed by three of its Canadian rivals: Toronto-Dominion Bank (TD) (No. 4), National Bank of Canada (NA) (No. 5) and Royal Bank of Canada (No. 6), the country's largest lender. Bank of Nova Scotia ranked 18th, and Bank of Montreal was 22nd.





UPCOMING SPRING BAKER PROJECTS

Yonge + **Rich**

Carlaw Townhomes

The Link

Downtown Markham

2221 Yonge

222 St. Clair West

Ordnance Street

55 Charles Street West

Point Zero

Dorchester

1200 The Ocean

Bridgewater Villas

Toronto

Toronto

Burlington

Markham

Toronto

Toronto

Toronto

Toronto

Montreal

Montreal

Florida

Florida



THANK YOU!

Q&A

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