



TOP-TIER REAL ESTATE REPORT

2017 MID-YEAR REPORT

Sotheby's | Canada
INTERNATIONAL REALTY

CONTENTS

Introduction 3

National Summary 4

Vancouver Market Summary 9

Overall Market 16

Condominiums 17

Attached Homes 18

Single Family Homes 19

Sample Neighbourhoods 20

Calgary Market Summary 26

Overall Market 28

Condominiums 29

Attached Homes 30

Single Family Homes 31

Sample Neighbourhoods 32

Greater Toronto Area Market Summary 38

Overall Market 45

Condominiums 46

Attached Homes 47

Single Family Homes 48

Sample Neighbourhoods 49

Montréal Market Summary 55

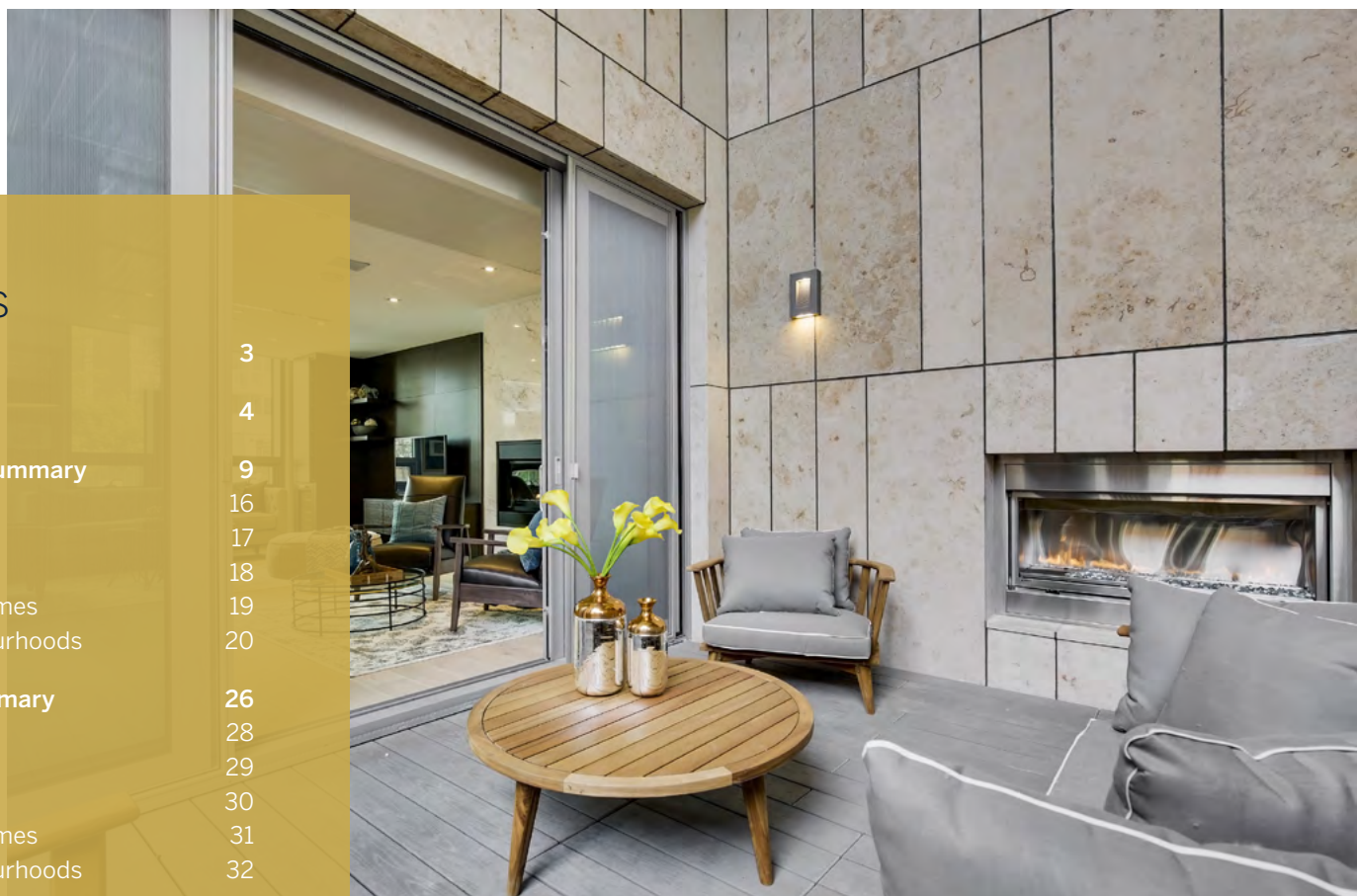
Montréal Overall Market 57

Montréal Condominiums 58

Montréal Attached Homes 59

Montréal Single Family Homes 60

Montréal Sample Neighbourhoods 61



Introduction

Sotheby's International Realty Canada's Top-Tier Real Estate Report is a bi-annual study highlighting market trends for residential properties with values over \$1 million in Canada's largest urban centres.¹

It is the only Canadian report to compare data for sales volume, average days on market and percentage of properties sold over asking price for condominiums, attached homes and single family homes sold between \$1–2 million, \$2–4 million and over \$4 million on MLS.

As the benchmark price for conventional housing rises above \$1 million in several metropolitan markets across the country, the report also provides insight into the price and market performance of luxury real estate in a sampling of premier Canadian neighbourhoods.

This report analyzes year-over-year data and key market variables for the first half of 2017, offering insight into trends in the market for real estate over \$1 million in Vancouver, Calgary, the Greater Toronto Area (GTA) and Montréal.

A database of active and sold listings is also available on the Sotheby's International Realty Canada website at sothebysrealty.ca.

¹ The information contained in this report references market data from MLS boards across Canada. Sotheby's International Realty Canada cautions that MLS market data can be useful in establishing trends over time, but does not indicate actual prices in widely divergent neighborhoods or account for price differentials within local markets. This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information and analysis presented in this report, no responsibility or liability whatsoever can be accepted by Sotheby's International Realty Canada or Sotheby's International Realty Affiliates for any loss or damage resultant from any use of, reliance on or reference to the contents of this document.



National Summary

Performance of Canada's \$1 million-plus real estate market shifted within each of the country's four major metropolitan centres in the first half of 2017, departing from precedents set in 2016. While the Greater Toronto Area (GTA) continued to lead the nation in top-tier real estate market gains overall, sales activity over \$1 million pulled back upon the introduction of the Ontario Fair Housing Plan in April 2017. In the City of Vancouver, total sales volume over \$1 million fell 23% year-over-year, and luxury sales over \$4 million contracted 52% from record heights achieved in 2016. In contrast, sales activity in Calgary's \$1 million-plus real estate market revived in the first half of 2017, and Montreal outperformed industry expectations by maintaining healthy momentum into the first half of 2017, with a significant lift in luxury condo market performance. Local market forces such as regional housing supply constraints, local economic performance, and evolving consumer sentiment and demand, remained dominant forces in shaping all four markets. While a significant market correction is not anticipated in the third quarter of 2017, the Bank of Canada has signaled the likelihood that interest rates will rise in the latter half of the year, which has the potential to affect \$1 million-plus sales activity.

The GTA (Durham, Halton, Peel, Toronto and York) continued to lead Canada's \$1 million-plus residential real estate market (condominiums, attached and single family homes), demonstrating the strongest year-over-year sales gains of Canada's four key urban markets with an increase of 41% to 14,292 units sold from January 1 – June 30, 2017. However, activity contracted slightly in May and June 2017 as consumer sentiment changed following the introduction of the Ontario Fair Housing Plan on April 20, 2017, which included sixteen new policies and controls aimed at cooling the market. Despite this,

activity in the \$4 million-plus real estate market continued at a fevered pace, with sales in the first half of 2017 increasing 93% to 258 units sold compared to one year prior.

Following a sales slowdown in the latter half of 2016 due to the implementation of a 15% foreign buyers tax in August 2016, the pace of sales activity calmed in the City of Vancouver's \$1 million-plus real estate market in the first half of 2017, decreasing 23% to 2,385 units sold overall. \$4 million-plus sales activity fell a more dramatic 52% to 211 units sold from January 1 to June 30, 2017. Monthly data from the beginning of 2017 revealed uneven performance in top-tier real estate sales, as the market shifted from a period of clear uncertainty earlier in the year to resumed market participation by May 2017. Although the \$1 million-plus market slowly regained traction as months progressed, affordability remained a flashpoint for Vancouver homebuyers as the composite benchmark price for all residential properties in Greater Vancouver rose to \$981,100 in May 2017¹. Real estate priced between \$1–2 million attracted the most demand in the city's top-tier market, resulting from limited condominium and attached home inventory relative to supply as buyers priced out of the single family home market continued to shift to other housing types.

Luxury real estate sales activity in the City of Calgary renewed in the first half of the year, as consumer and industry sentiment transitioned to cautious optimism, and seller and buyer expectations aligned to market conditions. This contributed to the sale of 395 \$1 million-plus residential units between January 1 to June 30, 2017, an increase of 24% compared to the first half of 2016.

After several years of consistent annual gains, Montreal's \$1 million-plus real estate market continued to thrive in the

¹ Real Estate Board of Greater Vancouver, May 2017

first half of 2017, with sales from January 1 to June 30, 2017 up another 17% year-over-year to 372 units as the province and city's economy strengthened. Industry experts expect an upward trend in both sales and prices as local market confidence continues, and as the city draws additional international interest.

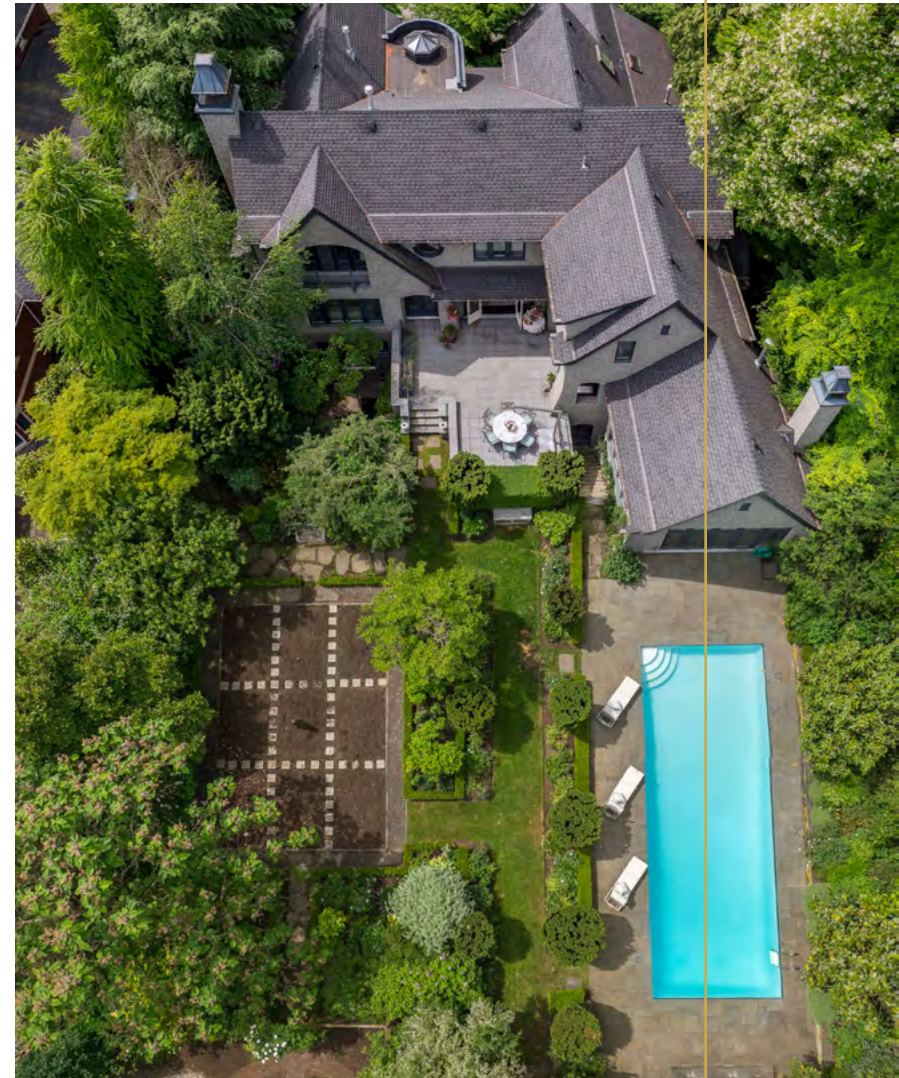
Highlights in top-tier real estate market performance in the first half of 2017 reflected the following trends:

SINGLE FAMILY HOME MARKETS RETURNING TO 'NEW EQUILIBRIUM' OUTSIDE TORONTO

The market for single family homes over \$1 million trended towards new levels of "normal" in Vancouver, Calgary and Montreal as each market absorbed the impact of external influences. Relative to Vancouver's frenzied market activity in the first half of 2016 that lifted the city's single family home sales and pricing to historic highs, sales over \$1 million deflated 34% year-over-year in the first half of 2017, while sales over \$4 million decreased 53% during the same period. Prices however, remained elevated in Vancouver East and Vancouver West where the benchmark price of a detached single family home reached \$1,513,800 and \$3,588,300 respectively in May 2017². Sales activity in Calgary's single family market continued on a course towards more balanced conditions, with \$1 million-plus sales up 22% year-over-year in the first half of 2017, while Montreal sales saw healthy 17% year-over-year gains, lifted in part by the city's improving economy.

Single family home sales in the GTA continued on a rapid, upward trajectory, with sales over \$1 million up another 33% year-over-year and sales over \$4 million up 92%. Within the City of Toronto itself, sales activity trended up 13% and 82% in the market for \$1 million-plus and \$4 million-plus homes respectively. According to the Toronto Real Estate Board, the

² Real Estate Board of Greater Vancouver, May 2017



average sale price of a detached single family home increased 15.6% and 16.6% in the GTA and Toronto in May 2017, reaching \$1,141,041 and \$1,503,868³.

TOP-TIER ATTACHED HOME SUPPLY SHORTAGE CONTINUES FIVE YEAR TREND

The severe shortfall between top-tier attached home inventory relative to consumer demand continued for a fifth year in the GTA and Vancouver markets. In total, \$1 million-plus attached home sales were up 111% in the GTA during the first half of 2017 compared to one year prior, with 80% of attached homes over \$1 million selling above list price. While overall sales volume of \$1 million-plus attached homes decreased 12% year-over-year in Vancouver during the first half of the year, market demand was reflected in an increase in multiple offer scenarios that resulted in 44% of \$1 million-plus units selling above listing price. Attached home sales comprised less than 10% of residential sales over \$1 million in Calgary, but soared 65% year-over-year in the first half of 2017. Activity in Montreal's top-tier attached home market remained comparatively stable, with a slight 4% gain in the first half of 2017 over the first half of 2016.

MONTREAL, TORONTO LUXURY CONDO MARKETS ESCALATE

A strengthening luxury condo market in Montreal resulted in a 51% year-over-year escalation in \$1 million-plus sales in the first half of 2017, surpassed only by gains in the GTA market which spiked 98% over 2016 across the region, as City of Toronto condo sales over \$1 million rose 66% year-over-year.

In spite of a mild slowdown following the introduction of the 15% foreign buyers tax in August 2016, Vancouver condo sales strengthened as 2017 progressed. In the first half of the year, \$1 million-plus condo sales in Vancouver were up

5% compared to the same period in 2016 overall. Despite slight year-over-year decreases in \$1 million-plus sales in the months of January to March 2017 (down 12%, 27% and 8% respectively), the market rebounded with 36% year-over-year gains in April and May saw an 18% year-over-year gain. June sales volume contracted 8% year-over-year. Calgary's market for condominiums over \$1 million remained soft in the first half of the year, with sales down 25% compared to the same period in 2016.

CAUTIONARY LESSONS EMERGE FROM POLICY INTERVENTION

As governments continue to seek solutions to affordability challenges in major cities such as Toronto and Vancouver, and as recently introduced municipal, provincial and federal policy changes affecting home buyers, owners and sellers take effect across Canada, cautionary lessons are emerging from Metro Vancouver market data. To date there is little indication that the foreign buyers' tax, and other government policy and measures implemented in 2016 to address affordability, have substantively improved access to more affordable housing solutions. Although the introduction of a foreign buyers' tax in Vancouver in August 2016 had an initial dampening effect on sales, interest from both local and international buyers remain strong, a trend expected to continue into the third quarter of the year. While total sales volume over \$1 million was down 23% year-over-year in Vancouver in the first half of 2017, monthly data revealed that the top-tier market is regaining momentum, albeit inconsistently. More importantly, housing prices have not receded from record highs.

Although the scope of the Ontario Fair Housing Plan introduced in April 2017 is broader than the various measures implemented in Metro Vancouver and addresses both demand and supply-side issues, industry experts are cautioning that in spite of the initial cooling of consumer sentiment, policy

³ Toronto Real Estate Board, May 2017

intervention may result in unintended consequences with limited impact on affordability.

LOCAL DEMAND VS. SUPPLY LIMITS TRUMP FOREIGN INFLUENCES

In 2017, global political instability and international security concerns remain influences in top-tier metropolitan markets across the country. Canada's position as a safe haven continues to attract ongoing global interest in Canadian residency and real estate. The dispersal of Chinese capital worldwide remains a topical issue: according to Juwai.com's recently released Chinese Global Property Investment Report, Chinese international real estate investment is expected to be approximately \$80 billion USD in 2017; Canada ranks fourth in terms of outbound Chinese property investment by dollar amount, behind the U.S., Australia and Hong Kong⁴. Despite recent advancement of the Canadian dollar which strengthened to a two-month high against the US dollar⁵ at the end of the second quarter, Canada's \$1 million-plus residential real estate market remains relatively affordable in comparison to leading international markets, contributing to sustained foreign interest, particularly in Vancouver, Toronto, and Montreal.

Sotheby's International Realty Canada experts in every market continue to underscore the fact that while international interest plays a role in the top-tier real estate markets of Canada's urban centres, local market forces, and in particular, inventory levels in relation to local demand remains the predominant driver of market performance within each city. The gap between supply and demand has translated to further price increases in both the conventional and top-tier real estate markets in the first half of 2017, specifically in Toronto and Vancouver, sparking significant concerns regarding

affordability, and contributing to high performance in the \$1 million-plus condo and attached markets as buyers continue to be priced out of single family homes.

Even as global influences dominate headlines, local market forces are expected to continue to play the strongest role in shaping the top-tier real estate market across all four major metropolitan cities as 2017 unfolds.



⁴ A Sea of Money: Evaluating Chinese International Property Investment, Juwai.com, 2017
⁵ Bank of Canada, 2017



Top-Tier Real Estate Report

VANCOUVER

2017 MID-YEAR REPORT

Vancouver Market Summary¹

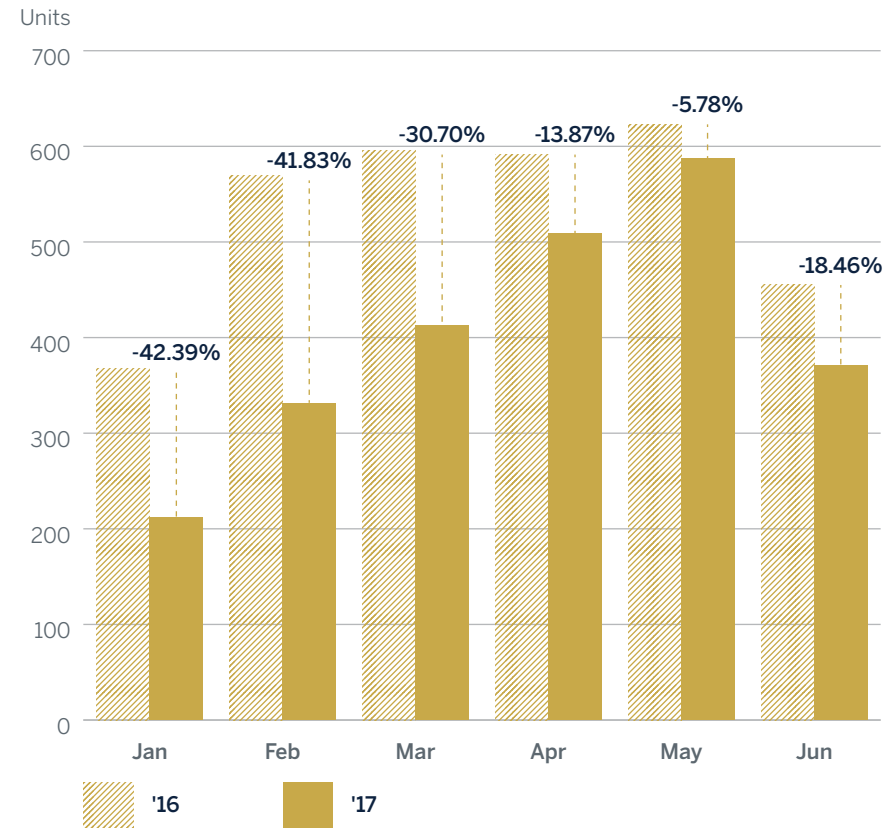
Following the implementation of a 15% foreign buyers' tax that came into effect on August 2, 2016, sales activity in the City of Vancouver's \$1 million-plus housing market normalized. As a result, annual 2016 sales over \$1 million stabilized within 1% (decline) of record 2015 levels.

Overall sales activity returned to near record levels across Metro Vancouver in May 2017, according to the Real Estate Board of Greater Vancouver (REBGV), supported by strong economic fundamentals. Meanwhile, in the first half of 2017, a total of 2,385 residential properties over \$1 million (condominiums, attached and single family homes) sold across the City of Vancouver, a decrease of 23% compared to the same period in 2016. Sales between \$1–2 million experienced an 11% decrease with 1,507 transactions between January 1 and June 30, 2017, compared to 1,697 during the same period the year prior. Properties in the \$2–4 million category experienced a 32% sales decline, with 667 units sold compared to 975 sold in the first half of 2016. The volume of real estate sales over \$4 million fell 52% year-over-year to 211 units sold between January and June 2017.

As buyers continue to be priced out of the single family housing market, the greatest strength in the market for real estate over \$1 million was seen in the condominium and

attached home markets, where top-tier supply has been readily absorbed by consumer demand.

All Homes: \$1M+ Year-Over-Year Sales Volume (Condominiums, Attached and Single Family Homes)

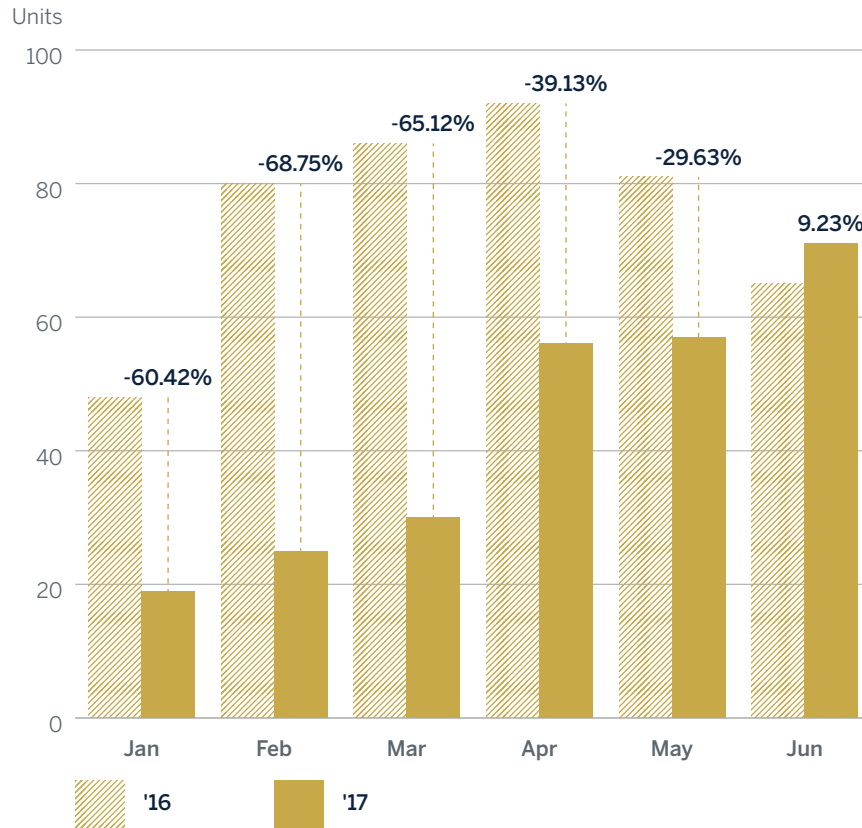


Although sales volume over \$1 million was down in comparison to the first half of 2016's historic highs, monthly data revealed that the market regained momentum as 2017 progressed. While \$1 million-plus residential sales dropped 42% year-over-year in both January and February 2017, March and April 2017

¹ The information contained in this report references market data from MLS boards across Canada. Sotheby's International Realty Canada cautions that MLS market data can be useful in establishing trends over time, but does not indicate actual prices in widely divergent neighborhoods or account for price differentials within local markets. This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information and analysis presented in this report, no responsibility or liability whatsoever can be accepted by Sotheby's International Realty Canada or Sotheby's International Realty Affiliates for any loss or damage resultant from any use of, reliance on or reference to the contents of this document.

sales were down a more modest 31% and 14% compared to the same record spring months in 2016. May saw a slight 6% decrease while June sales over \$1 million were down 18% year-over-year.

All Homes: \$4M+ Year-Over-Year Sales Volume (Condominiums, Attached and Single Family Homes)



As the Vancouver real estate market absorbed the impact of the foreign buyers' tax, as well as multiple federal, provincial and municipal measures implemented in 2016 to address

affordability, there has been little indication that these measures have improved housing affordability.

Since the beginning of 2017, housing prices have continued to climb at record-setting rates according to the REBGV. The composite benchmark price for all residential properties in Greater Vancouver was \$981,100 in May 2017, a 9.2% increase from a year ago², and benchmark prices for conventional detached single family, attached and condominium properties were all up year over year in May 2017 in the City of Vancouver. During that time, the Teranet-National Bank Composite House Price Index for Vancouver rose 8.2% year-over year, setting a new high³.

Strong local economic conditions are expected to sustain the conventional and top-tier real estate markets into the year, overshadowing the impact of lingering political and policy repercussions. According to the Conference Board of Canada⁴ the city's GDP is projected to strengthen by 2.4% in 2017. The unemployment rate of 5.2% has decreased more than a full percentage point below the national unemployment rate of 6.6% in May 2017.⁵ Ongoing housing and rental supply challenges are expected to continue to pressure the conventional and luxury housing markets as the year progresses.

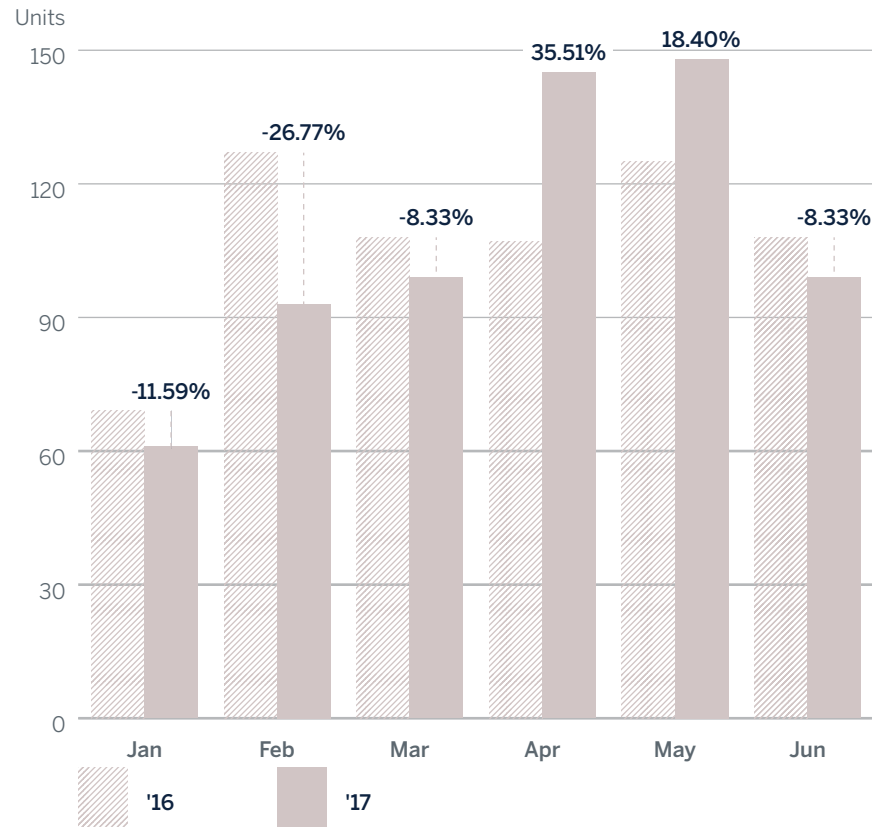
CONDOMINIUMS

Vancouver's \$1 million-plus condominium sales volume saw a slight uptick of 5% year-over-year in 2017 over 2016, in spite of the introduction of measures intended to cool the housing market last year. While the foreign buyers' tax in August 2016 calmed the condo market in the immediate months following

² Real Estate Board of Greater Vancouver, May 2017
³ Teranet-National Bank Composite House Price Index
⁴ Conference Board of Canada, May 2017
⁵ Statistics Canada, May 2017

its implementation, consumer engagement and confidence returned in the first half of 2017.

Condominiums: \$1M+ Year-Over-Year Sales Volume

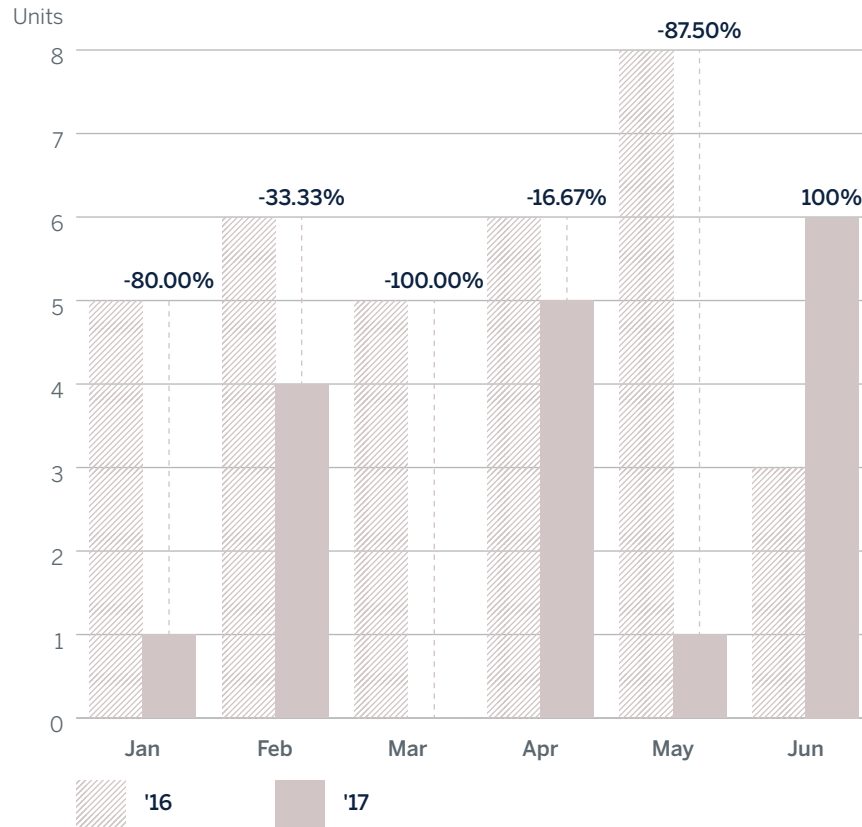


648 condominiums sold over \$1 million in the first half of 2017. Condominiums in the \$1–2 million range saw sales increase 6% to 514 units, while \$2–4 million sales increased 16% compared to the first six months of 2016 with 117 units sold. Condominiums sales over \$4 millions fell 47% year-over-year to 17 units sold between January 1 and June 30, 2017. Multiple



offer scenarios remained common within the \$1 million-plus condominium market, with 27% of homes selling over the asking price in the first half of 2017.

Condominiums: \$4M+ Year-Over-Year Sales Volume



Data for the first six months of 2017 revealed that sales activity in the \$1 million-plus market returned to previous years' levels as the spring market progressed. Overall, the \$1 million-plus condominium sales fell 12% and 27% year over-year in January and February 2017 respectively. In March 2017 sales were

down 8% compared to March 2016, but surged to register 36% year-over-year gains in April 2017. May sales volume was up 18% in 2017 over 2016 sales volume, and June 2017 were down 8% year-over-year.

In contrast, \$4 million-plus condominium sales, which comprised only a small fraction of the market with 17 sales out of 648 over \$1 million in the first half of 2017, cooled from the heated pace of recent years. Sales volume was down 80%, 33% and 100% year-over-year in January, February and March respectively. In April and May sales were down 17% and 88%, however June sales increased 100% from the same month in 2016.

The top-tier condominium market continues to be driven by increasing demand from buyers priced out of both the attached and single family housing markets, as well as demographic pressures as a generation of affluent, urban first-time home buyers compete with downsizers for limited housing options between \$1–\$2 million. As prices for all types of residential housing continue to climb, these trends are expected to continue into 2017.

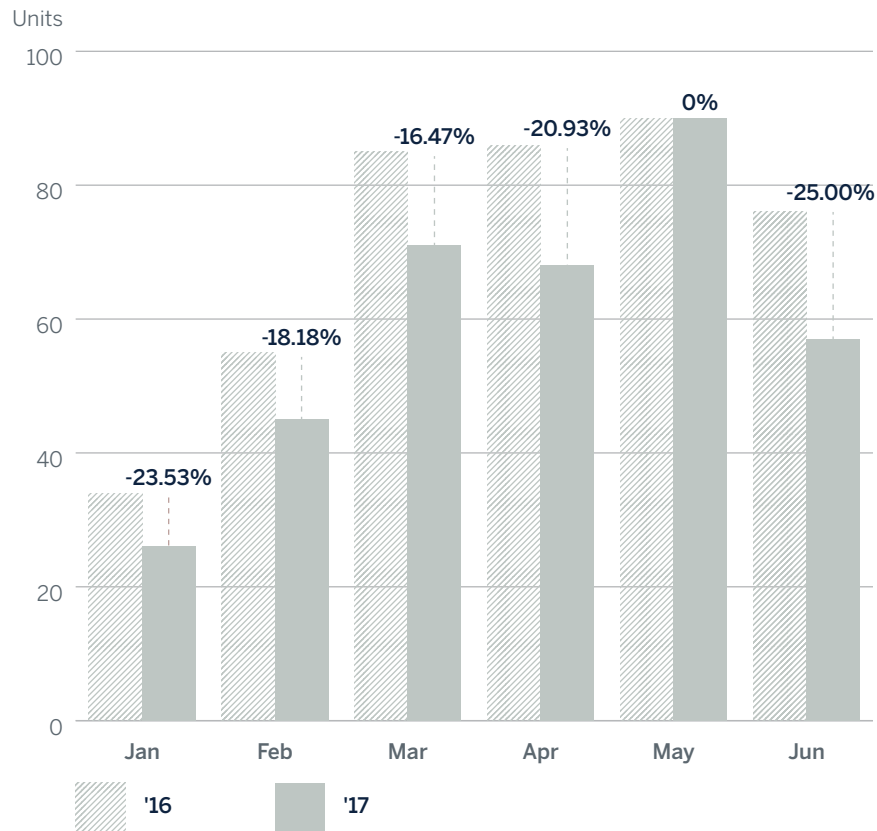
ATTACHED HOMES

Sales of attached homes over \$1 million decreased 12% to 358 units in the first half of 2017. Sales between \$1–2 million were down 11% year-over-year to 321 units, while sales between \$2–4 million decreased 23% to 34 homes sold. Attached homes over \$4 million decreased in sales by 25% to three units sold in the first half of 2017.

Although top-tier attached home sales activity was down year-over-year, the market continued to reflect strong consumer demand and insufficient inventory: 44% of \$1 million-plus attached homes sold over list price, the highest percentage of the residential housing types. Further, in spite of year-over-year moderation in sales activity, attached home prices saw

significant price gains across the conventional and luxury markets. The benchmark price for townhomes in Vancouver West rose to \$1,202,100 in May 2017, an increase in the MLS Home Price Index of 11% year-over-year, while the benchmark price of attached homes in Vancouver East increased 8.9% to \$797,000 over the same period.⁶

Attached Homes: \$1M+ Year-Over-Year Sales Volume



⁶ Real Estate Board of Greater Vancouver, May 2017



SINGLE FAMILY HOMES

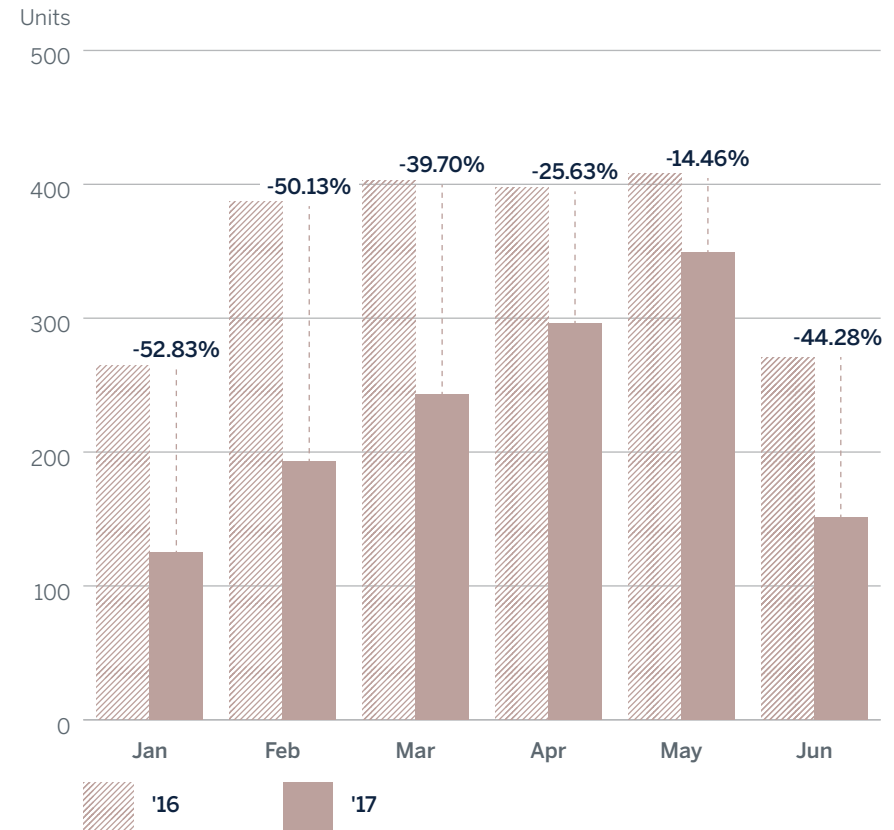
Single family home sales over \$1 million decreased by 34% in the first half of 2017 when compared to the same period in 2016, with the steepest year-over-year declines in sales over \$4 million. Sales between \$1 – 2 million decreased 21% with 672 units sold. Sales in the \$2–4 million range decreased to 516 homes sold in the first six months of 2017, a 38% drop from the 830 homes sold in the same period in 2016. \$4 million-plus single family home sales saw the greatest percentage reduction with 191 properties selling in the first half of 2017, a decrease of 53% year-over-year. This was in stark contrast to 2016, when detached home sales over \$4 million experienced a 34% increase over 2015, surpassing percentage gains in the \$1–2 million and \$2–4 million range.

Monthly data for the first six months of 2017 reveals that while sales activity in the \$1 million-plus market showed tentative signs of a return to previous levels as the year progressed, the sales of homes over \$4 million calmed from previous records. Overall, \$1 million-plus sales volume fell 53% and 50% year-over-year in January and February 2017 respectively, and dropped 40% and 26% in March and April 2017 compared to the same months in 2016. May and June 2017 saw 14% and 44% declines in sales volume. In comparison, \$4 million-plus home sales fell 60% and 73% year-over-year in January and February 2017 compared to the same months in 2016, and were down 63% and 40% in March and April 2017. May and June 2017 saw 23% and 70% year-over-year declines in sales volume.

Moderation in sales activity however, did not deflate prices. In Vancouver East the MLS Home Price Index rose 3.9% year-over-year and the benchmark price rose to \$1,513,800 in May 2017 for a conventional home. Similarly, the benchmark price for a conventional detached single family home in Vancouver West increased 4.2% in May 2017 compared to one-year prior,

reaching \$3,588,300.⁷ The average sale price for a detached single family home in May 2017 was \$6,474,375 in the luxury neighbourhood of Shaughnessy, \$3,941,375 in Kerrisdale and \$4,282,454 in Point Grey/UBC.

Single Family Homes: \$1M+ Year-Over-Year Sales Volume

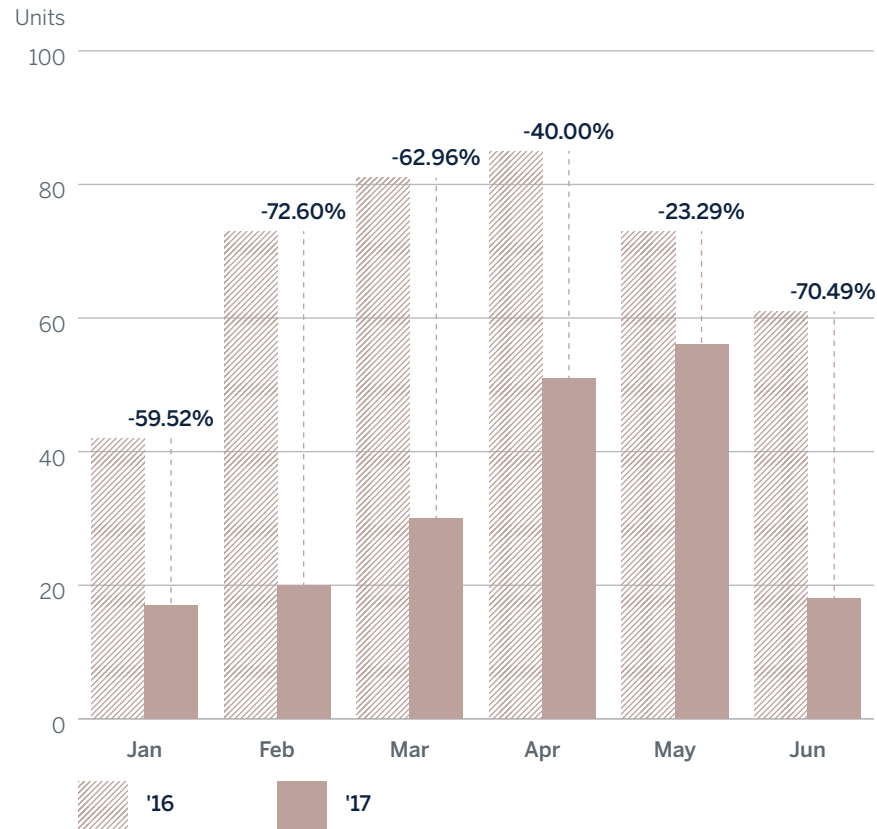


While bidding wars and multiple offer scenarios have receded from heated levels in 2015 and early 2016, 31% of single family

⁷ Real Estate Board of Greater Vancouver, May 2017

homes over \$1 million sold over asking price in the first half of 2017. The most common price band for homes selling above asking price was in the \$1–2 million range, with 37% of these units transacting above list price.

Single Family Homes: \$4M+ Year-Over-Year Sales Volume



As the dust from the flurry of policies implemented in 2016 settles and as market activity calms, affordability remains a monumental challenge for Vancouver as market moves into the third quarter of 2017.



VANCOUVER OVERALL MARKET

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	1,507	667	211
Jul 1- Dec 31 2016	889	381	134
Jan 1 - Jun 30 2016	1,697	975	439
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	27	31	51
Jul 1- Dec 31 2016	78	84	107
Jan 1 - Jun 30 2016	20	22	37
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	36.56%	26.84%	13.74%
Jul 1- Dec 31 2016	24.97%	26.25%	17.91%
Jan 1 - Jun 30 2016	29.52%	46.26%	31.66%



VANCOUVER CONDOMINIUMS

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	514	117	17
Jul 1- Dec 31 2016	308	65	17
Jan 1 - Jun 30 2016	485	101	32
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	23	29	44
Jul 1- Dec 31 2016	26	34	60
Jan 1 - Jun 30 2016	28	40	85
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	30.74%	12.82%	23.53%
Jul 1- Dec 31 2016	18.83%	12.31%	23.53%
Jan 1 - Jun 30 2016	38.97%	25.74%	6.25%



VANCOUVER ATTACHED HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	321	34	3
Jul 1- Dec 31 2016	183	22	0
Jan 1 - Jun 30 2016	359	44	4

Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	23	35	53
Jul 1- Dec 31 2016	20	21	N/A
Jan 1 - Jun 30 2016	18	13	16

% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	44.24%	41.18%	33.33%
Jul 1- Dec 31 2016	31.15%	18.18%	N/A
Jan 1 - Jun 30 2016	59.05%	59.09%	75%



VANCOUVER SINGLE FAMILY HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	672	516	191
Jul 1- Dec 31 2016	398	294	117
Jan 1 - Jun 30 2016	853	830	403
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	31	31	52
Jul 1- Dec 31 2016	32	29	47
Jan 1 - Jun 30 2016	16	21	34
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	37.35%	29.07%	12.57%
Jul 1- Dec 31 2016	26.88%	29.93%	17.09%
Jan 1 - Jun 30 2016	67.29%	60.48%	40.45%



VANCOUVER SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	25	31	30	20
Avg. Sold Price	\$1,237,068	\$2,278,439	\$1,558,933	\$1,827,215
Avg. # of Days on Market for Solds	22	16	30	19
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	2	1	0	1
Avg. Sold Price	\$2,375,000	\$1,490,000	N/A	\$799,000
Avg. # of Days on Market for Solds	87	3	N/A	59
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	0
Avg. Sold Price	N/A	N/A	N/A	N/A
Avg. # of Days on Market for Solds	N/A	N/A	N/A	N/A

VANCOUVER SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	6	12	16	9
Avg. Sold Price	\$1,066,854	\$1,009,916	\$1,065,568	\$912,722
Avg. # of Days on Market for Solds	31	21	41	13
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	2	1
Avg. Sold Price	N/A	N/A	\$1,764,750	\$1,810,000
Avg. # of Days on Market for Solds	N/A	N/A	1	9
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	8	10	12	3
Avg. Sold Price	\$4,477,250	\$3,859,330	\$3,941,375	\$4,466,333
Avg. # of Days on Market for Solds	70	44	24	68

VANCOUVER SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	6	12	3
Avg. Sold Price	\$677,375	\$1,102,500	\$819,258	\$941,000
Avg. # of Days on Market for Solds	17	27	14	7
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	2	2	0	1
Avg. Sold Price	\$2,114,000	\$1,056,500	N/A	\$651,000
Avg. # of Days on Market for Solds	15	10	N/A	11
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	14	12	22	10
Avg. Sold Price	\$4,273,170	\$4,001,757	\$4,282,454	\$5,009,600
Avg. # of Days on Market for Solds	30	38	25	25

VANCOUVER SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	1	1	0	0
Avg. Sold Price	\$459,101	\$435,000	N/A	N/A
Avg. # of Days on Market for Solds	9	5	N/A	N/A
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	2	1	0
Avg. Sold Price	N/A	\$1,436,000	\$2,341,500	N/A
Avg. # of Days on Market for Solds	N/A	33	42	N/A
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	1	7	8	2
Avg. Sold Price	\$3,550,000	\$5,629,400	\$6,474,375	\$8,090,000
Avg. # of Days on Market for Solds	12	103	57	7

VANCOUVER SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	71	66	68	52
Avg. Sold Price	\$1,028,128	\$1,113,612	\$1,095,556	\$1,269,853
Avg. # of Days on Market for Solds	19	24	14	11
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	7	3	2
Avg. Sold Price	N/A	\$1,858,857	\$1,615,566	\$1,585,000
Avg. # of Days on Market for Solds	N/A	9	5	7
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	0
Avg. Sold Price	N/A	N/A	N/A	N/A
Avg. # of Days on Market for Solds	N/A	N/A	N/A	N/A



Top-Tier Real Estate Report

CALGARY

2017 MID-YEAR REPORT

Calgary Market Summary¹

Calgary's \$1 million-plus real estate market showed signs of renewal and a return to stability in the first half of the year, as a revival in consumer activity resulted in an active, transactional top-tier market. Low interest rates, housing inventory priced to align with market expectations, returning consumer confidence, and signals of an improving provincial economy resulted in overall sales of \$1 million-plus real estate (condominiums, attached and single family homes) in Calgary increasing 24% to 395 units in the first six months of the year compared to one year prior. This follows a year in which 2016 sales volume over \$1 million increased 19% over 2015.

The \$1–\$2 million segment of the market, which continued to comprise over 90% of top-tier transactions, experienced a modest yet notable 26% increase in year-over-year sales activity.

Although recently released economic reports such as ATB Financial's May 2017 Alberta Economic Outlook indicate that the province has turned a corner on the recession, fluctuating oil prices and continued uncertainty in the oil and gas sector continue to pose as risks to the \$1 million-plus real estate market in Calgary.² The city's unemployment rate of 9.3% which remains several points above the national unemployment rate of 6.6%,³ as well as continued strains in

the business environment, have also resulted in a cautious tone to returning optimism. While macro-economic conditions remain unpredictable, top-tier sales activity is expected to stabilize in the third quarter of 2017. With the Teranet-National Bank Composite House Price Index up a nominal 1.28% year-over-year for the city in May 2017,⁴ home prices across the conventional and luxury real estate markets are expected to see only minimal fluctuations as real estate activity resumes in what remains a buyers' market in Calgary.

CONDOMINIUMS⁵

Following 2016, a year in which \$1 million-plus condominium sales activity remained flat with a 0% change from 2015, Calgary's top-tier condominium market softened in the first half of 2017.

The market for condominiums over \$1 million contracted in the first half of the year, with sales down 25% compared to the same period in 2016 as overall supply was unmet by consumer demand. Four units sold in the \$1–2 million range, representing a 33% decrease in sales volume compared to the first half of 2016. One condominium sold between \$2–4 million, and a single unit sold above the \$4 million-plus price point.

While the majority of top-tier sales in first half of 2017 occurred in the \$1–2 million price category, Sotheby's International Realty Canada's sale of a \$2.4 million sub-penthouse in The Guardian, as well as the company's sale of a \$6 million condominium at The River reflected the fact that demand for luxury condominiums, while selective, continues to endure.

The market for luxury Calgary condominiums is expected to continue to favour buyers as the city heads into the summer season.

¹ The information contained in this report references market data from MLS boards across Canada. Sotheby's International Realty Canada cautions that MLS market data can be useful in establishing trends over time, but does not indicate actual prices in widely divergent neighborhoods or account for price differentials within local markets. This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information and analysis presented in this report, no responsibility or liability whatsoever can be accepted by Sotheby's International Realty Canada or Sotheby's International Realty Affiliates for any loss or damage resultant from any use of, reliance on or reference to the contents of this document.

² ATB Financial's Alberta Economic Outlook, May 2017

³ Statistics Canada, May 2017

⁴ Teranet–National Bank National Composite House Price Index, May 2017

⁵ Condominiums - CREB Property Type: Apartment; Condo Type: Conventional; Building Type: Lowrise Apartment, High Rise Apartment, Multi Unit

ATTACHED HOMES⁶

Sales of attached homes over \$1 million increased 65% year-over-year to 38 units in the first half of the year. 38 properties sold in the \$1–2 million price range, a 73% increase compared to the same period one year prior. There were no attached homes sold in the \$2–4 million segment or in the \$4 million-plus market in the first six months of 2017.

SINGLE FAMILY HOMES⁷

Sales of single family homes, which comprised over 90% of the city's \$1 million-plus residential sales in the first half of 2017, remained stable compared to 2016 levels. Overall, in the first half of the year, single family home sales over \$1 million increased 22% compared to the same period in 2016. There were 321 single family homes sold between \$1–2 million, a 23% year-over-year gain over the first half of 2016. Sales of single family homes priced between \$2–4 million increased by 12% to 29 units, while one luxury home sold over \$4 million.

During the first half of the year, 11% of home sales over \$1 million transacted above list price.

Industry experts at Sotheby's International Realty Canada maintain that sales conditions in the top-tier Calgary market remain unpredictable from neighbourhood to neighbourhood, and in some cases from block to block. In some high-end areas, low inventory relative to demand has resulted in consistent multiple offers, while sales activity in others remains quiet. With conditions in Calgary's top-tier real estate market rapidly evolving, those navigating the market are advised to do so with current, hyper-local information and data in hand to ensure that pricing, marketing and bidding strategies are relevant.



⁶ Attached Homes - CREB Property Type: Attached; Condo Type: Bare Land, Conventional, Not a Condo

⁷ Single Family Homes - CREB Property Type: Detached; Condo Type: Bare Land, Conventional, Not a Condo.
This data as been updated to reflect adjustments made to CREB MLS statistics (Matrix TM).

CALGARY OVERALL MARKET

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	363	30	2
Jul 1- Dec 31 2016	253	37	4
Jan 1 - Jun 30 2016	289	29	0
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	47	70	107
Jul 1- Dec 31 2016	63	93	32
Jan 1 - Jun 30 2016	52	64	N/A
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	9.37%	16.67%	0%
Jul 1- Dec 31 2016	3.95%	5.41%	0%
Jan 1 - Jun 30 2016	6.57%	13.79%	N/A



CALGARY CONDOMINIUMS

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	4	1	1
Jul 1- Dec 31 2016	6	3	2
Jan 1 - Jun 30 2016	6	2	0
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	35	81	55
Jul 1- Dec 31 2016	36	102	23
Jan 1 - Jun 30 2016	79	9	N/A
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	N/A	N/A	N/A
Jul 1- Dec 31 2016	16.67%	0%	0%
Jan 1 - Jun 30 2016	16.67%	50%	N/A



CALGARY ATTACHED HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	38	0	0
Jul 1- Dec 31 2016	22	0	0
Jan 1 - Jun 30 2016	22	1	0
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	60	N/A	N/A
Jul 1- Dec 31 2016	66	N/A	N/A
Jan 1 - Jun 30 2016	52	82	N/A
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	2.63%	N/A	N/A
Jul 1- Dec 31 2016	0%	N/A	N/A
Jan 1 - Jun 30 2016	0%	0%	N/A



CALGARY SINGLE FAMILY HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	321	29	1
Jul 1- Dec 31 2016	225	34	2
Jan 1 - Jun 30 2016	261	26	0
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	45	70	159
Jul 1- Dec 31 2016	63	92	41
Jan 1 - Jun 30 2016	51	67	N/A
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	10.3%	17.2%	0%
Jul 1- Dec 31 2016	4%	5.88%	0%
Jan 1 - Jun 30 2016	6.89%	11.54%	N/A



C A L G A R Y S A M P L E N E I G H B O U R H O O D S

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	0	0	2
Avg. Sold Price	\$310,125	N/A	N/A	\$202,500
Avg. # of Days on Market for Solds	101	N/A	N/A	38
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	13	8	12
Avg. Sold Price	\$810,313	\$763,154	\$740,063	\$802,058
Avg. # of Days on Market for Solds	40	54	43	43
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	5	6	9	6
Avg. Sold Price	\$1,104,100	\$1,342,083	\$805,056	\$1,058,333
Avg. # of Days on Market for Solds	50	24	25	24

CALGARY SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	3	2	2	3
Avg. Sold Price	\$349,633	\$370,575	\$441,000	\$399,567
Avg. # of Days on Market for Solds	34	56	30	53
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	2	4	3	4
Avg. Sold Price	\$384,825	\$394,250	\$393,467	\$431,125
Avg. # of Days on Market for Solds	73	69	40	24
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	12	14	15	13
Avg. Sold Price	\$1,105,782	\$1,019,977	\$1,007,667	\$980,453
Avg. # of Days on Market for Solds	36	36	31	24

CALGARY SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	0
Avg. Sold Price	N/A	N/A	N/A	N/A
Avg. # of Days on Market for Solds	N/A	N/A	N/A	N/A
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	0
Avg. Sold Price	N/A	N/A	N/A	N/A
Avg. # of Days on Market for Solds	N/A	N/A	N/A	N/A
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	5	6	5
Avg. Sold Price	\$1,959,125	\$1,213,980	\$1,324,083	\$1,514,000
Avg. # of Days on Market for Solds	95	51	17	28

CALGARY SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	5	4	5	6
Avg. Sold Price	\$311,200	\$335,250	\$294,800	\$343,750
Avg. # of Days on Market for Solds	74	43	62	58
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	1	2	0	1
Avg. Sold Price	\$686,000	\$1,200,000	N/A	\$558,900
Avg. # of Days on Market for Solds	38	21	N/A	45
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	1	0	0
Avg. Sold Price	N/A	\$672,000	N/A	N/A
Avg. # of Days on Market for Solds	N/A	21	N/A	N/A

CALGARY SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	0
Avg. Sold Price	N/A	N/A	N/A	N/A
Avg. # of Days on Market for Solds	N/A	N/A	N/A	N/A
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	1	0	0
Avg. Sold Price	N/A	\$530,000	N/A	N/A
Avg. # of Days on Market for Solds	N/A	216	N/A	N/A
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	5	1	4	4
Avg. Sold Price	\$2,624,000	\$688,000	\$1,993,750	\$2,054,750
Avg. # of Days on Market for Solds	70	62	67	61



Top-Tier Real Estate Report

GREATER TORONTO AREA

2017 MID-YEAR REPORT

Greater Toronto Area¹ Market Summary²

Following unsurpassed year-over-year gains in 2016, \$1 million-plus residential real estate sales in the Greater Toronto Area (Durham, Halton, Peel, Toronto and York) continued to rise in the first half of 2017, cementing the region's position as the leader in top-tier sales growth across Canada's key urban markets for the third straight year. Despite a slight contraction in sales activity resulting from newly implemented policy in the second quarter, continued economic strength, steady in-migration and immigration, and low interest rates contributed to a market characterized by sales increases at every price bracket: \$1–2 million, \$2–4 million and \$4 million-plus, and every product category: condominiums, attached homes and single family homes.

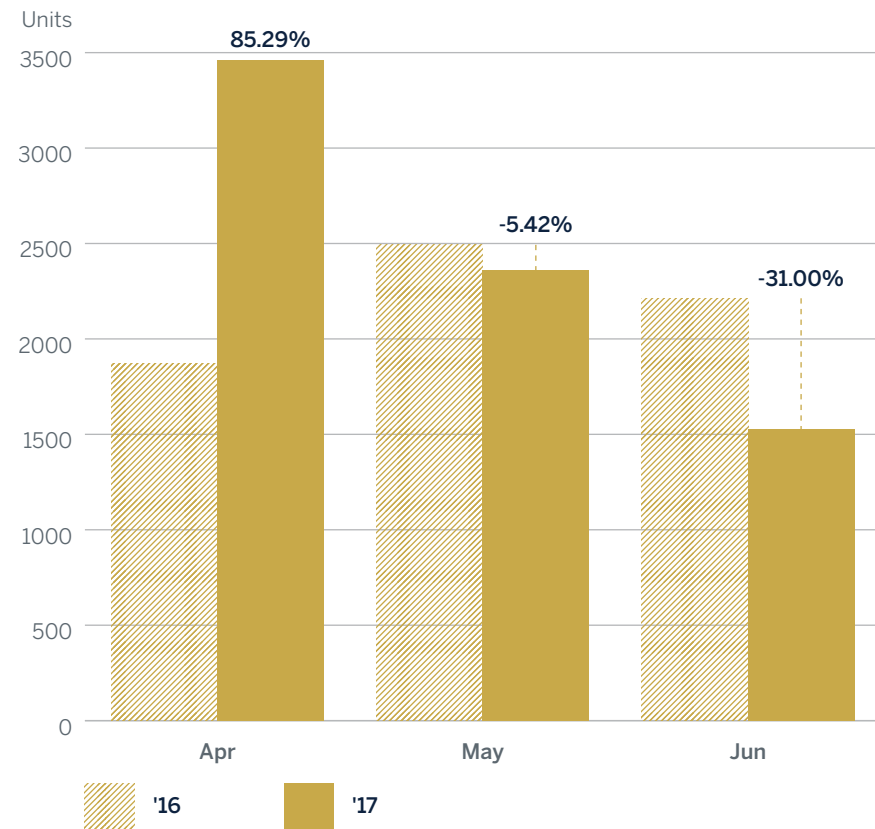
During the first half of 2017, a total of 14,292 properties (condominiums, attached and single family detached) over \$1 million sold in the GTA, a 41% increase compared to the same period in 2016. The \$1–2 million and \$2–4 million price categories experienced 38% and 51% year-over-year increases in units sold in the first half of 2017. Sales over \$4 million saw the highest year-over-year percentage gains in overall units sold in the GTA with a 93% leap in the first half of 2017, compared to the same period the year prior.

¹ Durham, Halton, Peel, Toronto & York

² The information contained in this report references market data from MLS boards across Canada. Sotheby's International Realty Canada cautions that MLS market data can be useful in establishing trends over time, but does not indicate actual prices in widely divergent neighborhoods or account for price differentials within local markets. This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information and analysis presented in this report, no responsibility or liability whatsoever can be accepted by Sotheby's International Realty Canada or Sotheby's International Realty Affiliates for any loss or damage resultant from any use of, reliance on or reference to the contents of this document.

Strong buyer demand remained unmatched by available GTA inventory, resulting in multiple offer scenarios and 70% of home sales over \$1 million selling above list price. \$1–2 million and \$2–4 million real estate saw the majority of homes selling over list price from January 1 – June 30, 2017, with 73% and 58% of transactions in these segments selling above original posted prices.

All Homes: \$1M+ Year-Over-Year Sales Volume Post-Ontario Fair Housing Plan (Condominiums, Attached and Single Family Homes)



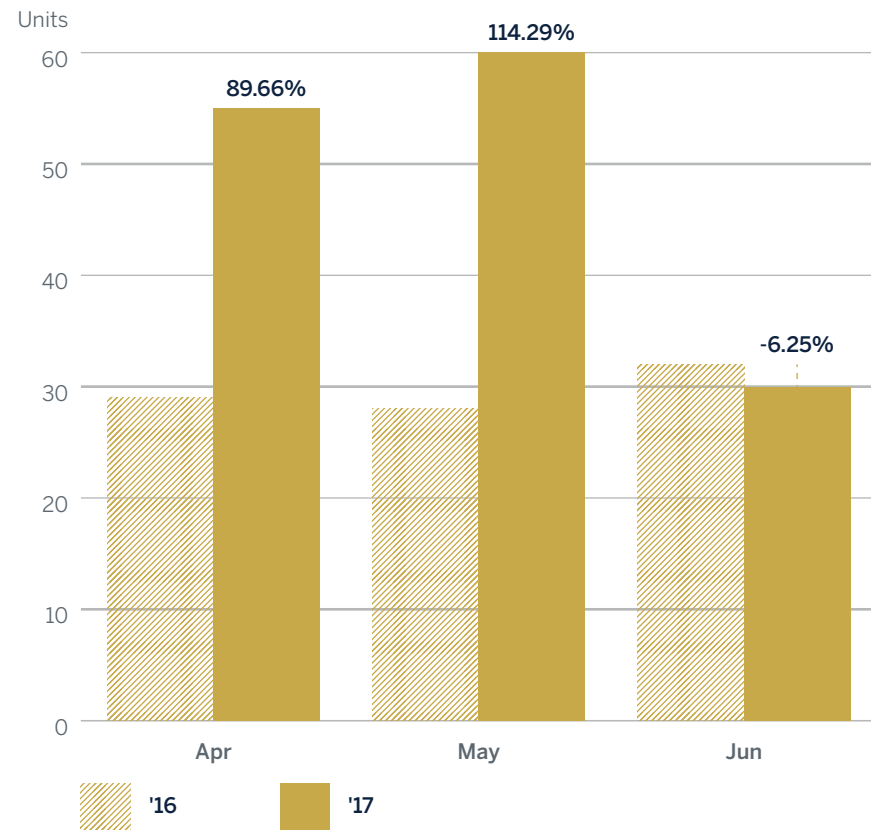
With record-setting price gains and affordability remaining a critical issue, provincial policy makers introduced the Ontario Fair Housing Plan³ on April 20, 2017, which included sixteen new measures aimed at curbing further price increases, bringing market stability and protecting the investment of homeowners⁴.

The comprehensive package of measures includes a 15% Non-Resident Speculation Tax (NRST) on non-Canadian citizens, non-permanent residents and non-Canadian corporations buying residential properties containing up to six units in the Greater Golden Horseshoe (GGH). It also lay out a plan to expand rent control to all private rental units in Ontario, including those built after 1991 with an increase capped at a maximum of 2.5%. Additionally, the package introduced legislation that aimed to strengthen the Residential Tenancies Act to further protect tenants and ensure predictability for landlords. The plan also empowers Toronto and potentially other interested municipalities, to introduce a tax on vacant homes to encourage owners to sell or rent unoccupied units. The government also introduced actions to increase housing supply by leveraging surplus provincial land assets across the province to develop a mix of market housing and new, permanent, affordable housing. Research practices were also proposed to identify homeowners that may be contributing to tax avoidance and excessive speculation in the housing market.

Although it is still too early to discern whether these measures will have a long-term impact on the market, they have had the short-term effect of muting activity, particularly in the market outside of the City of Toronto. While overall residential sales over \$1 million in the GTA were up 85% in April 2017 compared to April 2016, activity was down year-over-year by 5% and

31% in May and June 2017 after the announcement of these measures. The market for GTA real estate over \$4 million continued to surge ahead with sales up 90% year-over-year in April 2017, and 114% in May and decreasing only slightly by 6% year-over-year in June 2017.

**All Homes: \$4M+ Year-Over-Year Sales Volume
Post-Ontario Fair Housing Plan
(Condominiums, Attached and Single Family Homes)**



³ Ontario Fair Housing Plan, 2017

⁴ Ontario Fair Housing Plan, 2017

The average selling price for all conventional home types combined continued to increase steadily in May 2017, rising 15% year-over-year to \$863,910 in the GTA, while the average price in the City of Toronto reached \$899,728, up 15% year over year.⁵ During the same month, Toronto also led the country with a record 28.7% year-over-year gain in the Teranet–National Bank Composite House Price Index.⁶

The average sale price of a single family home held strong in Toronto's traditional luxury neighbourhoods of Bridle Path, Rosedale-Moore Park, Forest Hill, and Lawrence Park at \$5,085,884, \$3,576,662, \$3,607,818 and \$2,279,764 respectively in May 2017.

As 2017 progresses, a slight contraction in sales activity is expected as buyers and sellers wait and see how the market weathers after the provincial introduction of the Fair Housing Plan. However, with Toronto expected to post the fastest-growing metropolitan economy this year with a predicted 2.7% expansion in GDP according to the Conference Board of Canada⁷, solid fundamentals are expected to sustain demand in conventional and top-tier real estate in the GTA into the third quarter of 2017.

CONDOMINIUMS⁸

Top-tier condominium market activity was strong in the first half of 2017, with overall sales over \$1 million rising 98% year-over-year in the GTA to 758 units, while sales over \$4 million in the region were up 150% year-over-year to 15 units. In the City of Toronto, sales over \$1 million were up 66% year-over-year to 641 units, while sales over \$4 million saw 150% year-over-year gains to 15 units.

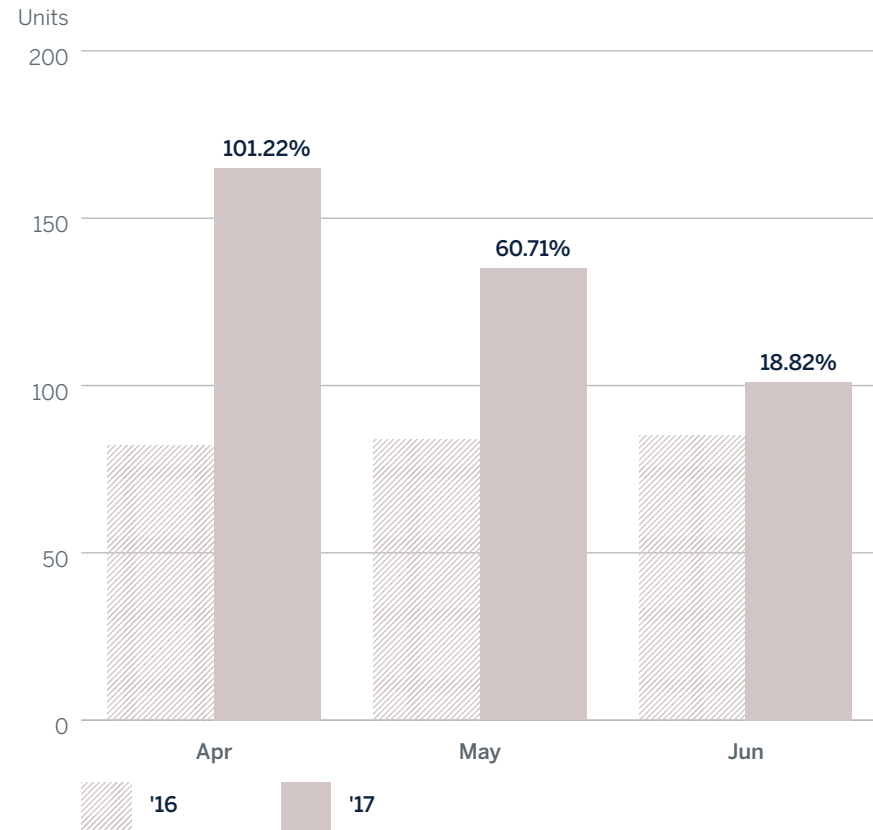
⁵ Toronto Real Estate Board, May 2017

⁶ Teranet–National Bank National Composite House Price Index, May 2017

⁷ Conference Board of Canada: Metropolitan Outlook, Spring 2017

⁸ Condominiums - All Condo Types (Residential Condo & Other): Common Element Condo, Condo Apt, Condo Townhouse, Co-op Apt, Co-Ownership Apt, Detached Condo, Leasehold Condo, Locker, Other, Parking Space, Phased Condo, Semi-detached Condo, Time Share, Vacant Land Condo

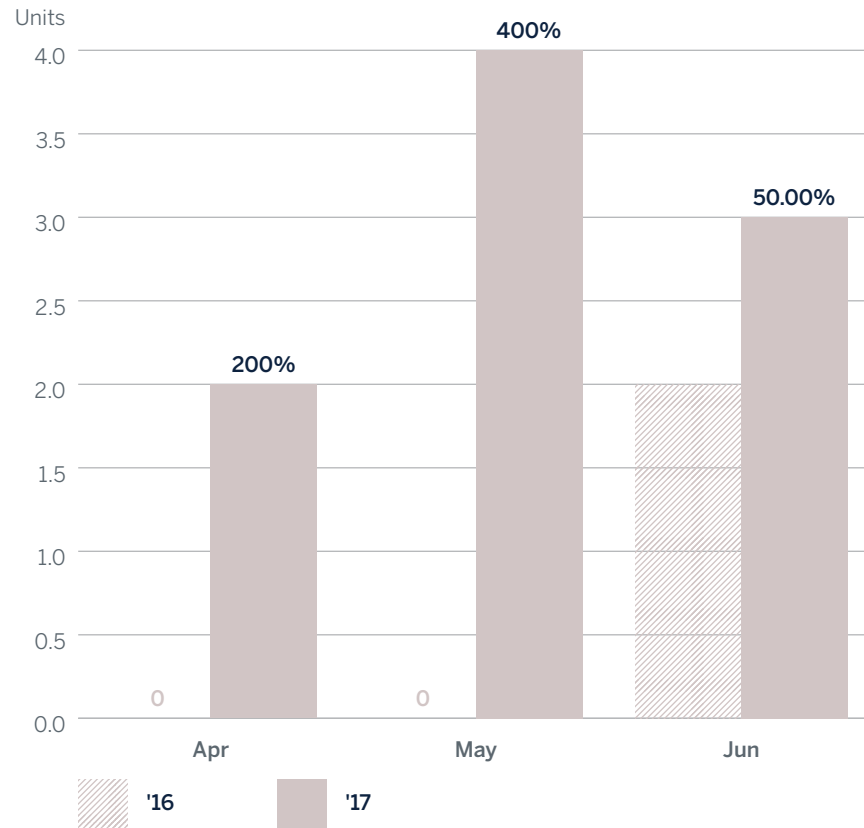
Condominiums: \$1M+ Year-Over-Year Sales Volume Post-Ontario Fair Housing Plan



The most significant sales activity was in the \$1 – 2 million price bracket, which increased from 336 units sold between January 1 and June 30, 2016 in the GTA, to 670 units sold in the same months of 2017, a 99% gain. This category represents 88% of all condominium units sold over \$1 million in the GTA. Condominium sales in the \$2 – 4 million segment also increased considerably in the GTA with 73 units sold in this category in the first half of 2017, compared to 40 units sold in

the same months the year prior, representing an 83% increase. The \$4 million-plus condominium segment saw sale gains with 15 units sold, a 150% increase from the six units sold in 2016 during the same period.

Condominiums: \$4M+ Year-Over-Year Sales Volume Post-Ontario Fair Housing Plan



The average days on market decreased for condominiums between \$1 – 2 million and \$2 – 4 million in the first half of 2017 to 18 days and 46 days respectively. 61% of the 758

condominiums over \$1 million in the GTA were sold over the list price, indicating heightened consumer demand. Activity in the \$1 million-plus condominium market continued to surpass previous years' record-setting heights, following the introduction of the Ontario Fair Housing Plan on April 20, 2017: condominium sales over \$1 million in the GTA were up 101% in April 2017 compared to April 2016, and saw 61% and 19% year-over-year gains in May and June 2017.

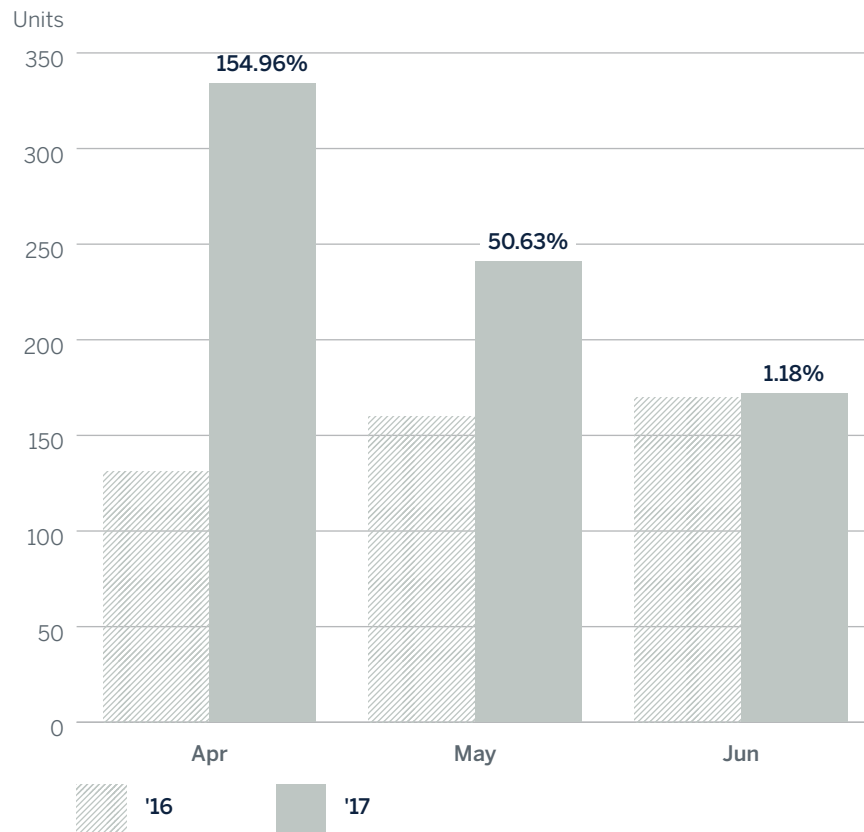
The market for GTA real estate over \$4 million also remained active: two units sold in April 2017 and four units sold in May 2017 compared to zero in the same months in 2016. In June 2017, three units sold over \$4 million compared to two units in June 2016.



ATTACHED HOMES⁹

Sales of attached homes priced over \$1 million in the GTA experienced the greatest percentage gains of the residential housing types during the first half of 2017, up 111% from the same period in 2016 to 1,388 units sold. 80% of those homes sold over list price.

Attached Homes: \$1M+ Year-Over-Year Sales Volume Post-Ontario Fair Housing Plan



⁹ Attached Homes - Attached/Row/Townhouse, Semi-Detached, Duplex (Residential Freehold)

Each price category in the top-tier attached home market saw sales increase sharply, with the \$1–2 million segment of the market experiencing a 114% year-over-year increase to 1,295 units in the first half of 2017, \$2–4 million sales up 80% to 90 units and \$4 million-plus sales remaining consistent with 2016 at three units sold.



SINGLE FAMILY HOMES¹⁰

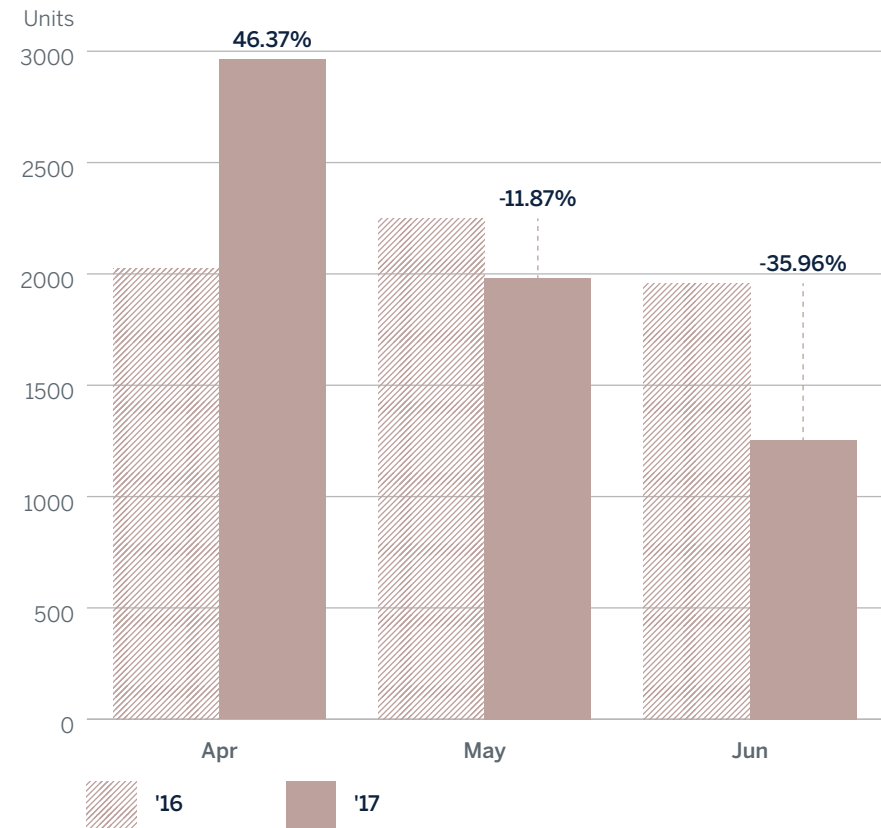
Top-tier single family home sales sustained heated growth in the first half of 2017. Sales over \$1 million were up 33% in the GTA to 12,146 units. \$1–2 million sales in the region increased 29% to 9,823 units. Additionally, single family homes priced between \$2–4 million increased 49% year-over-year to 2,083 properties sold from January 1 to June 30, 2017. Sales over \$4 million increased 92% to 240 units.

Competition for limited product resulted in bidding wars and multiple offers: 73% of single family homes in the \$1–2 million price segment sold above asking price in the GTA. The number of units sold over list price also rose in the \$2–4 million and \$4 million-plus categories: 58% and 35% of sales transactions within these price brackets took place above the homes' listed price.

The City of Toronto also experienced sales gains in the \$1 million-plus market. Overall, 3,645 single family homes sold from January 1 to June 30, 2017, up 13% compared to the same period one-year prior. Meanwhile, the \$4 million-plus luxury home segment saw sales accelerate 82% year-over-year to 171 units sold.

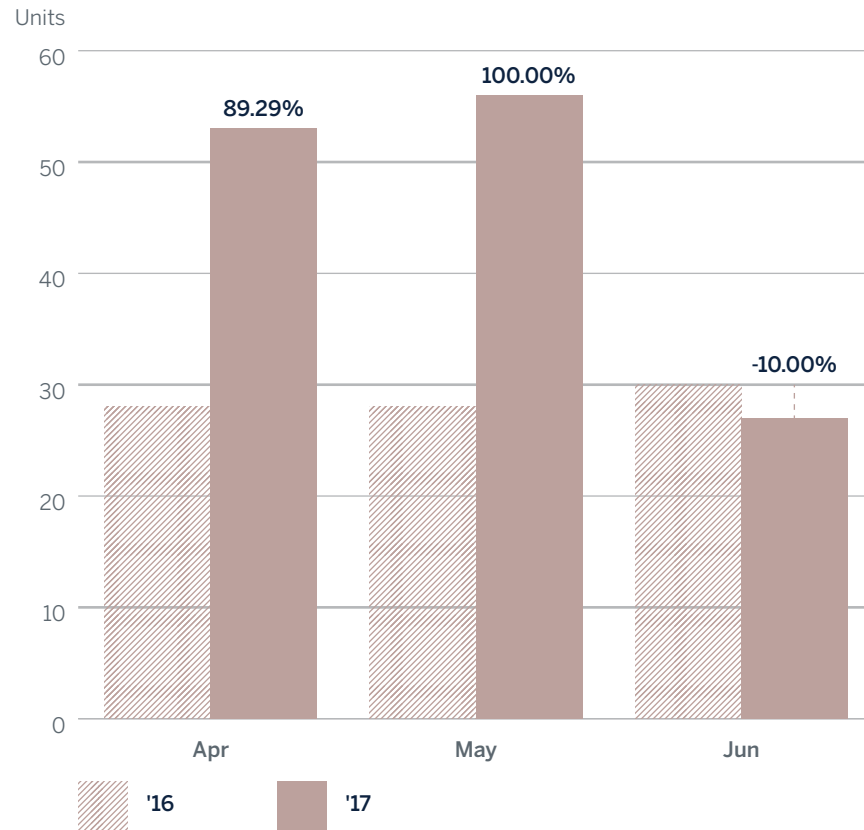
Following the introduction of the Ontario Fair Housing Plan on April 20, 2017, the \$1 million-plus single family home market contracted across the GTA. Home sales over \$1 million in the GTA were up 46% in April 2017 compared to April 2016, but fell by 12% and 36% year-over-year in May and June 2017. The market for single family homes over \$4 million continued to rise with sales up 89% year-over-year in April 2017, and 100% in May before dropping 10% year-over-year in June 2017.

Single Family Homes: \$1M+ Year-Over-Year Sales Volume Post-Ontario Fair Housing Plan

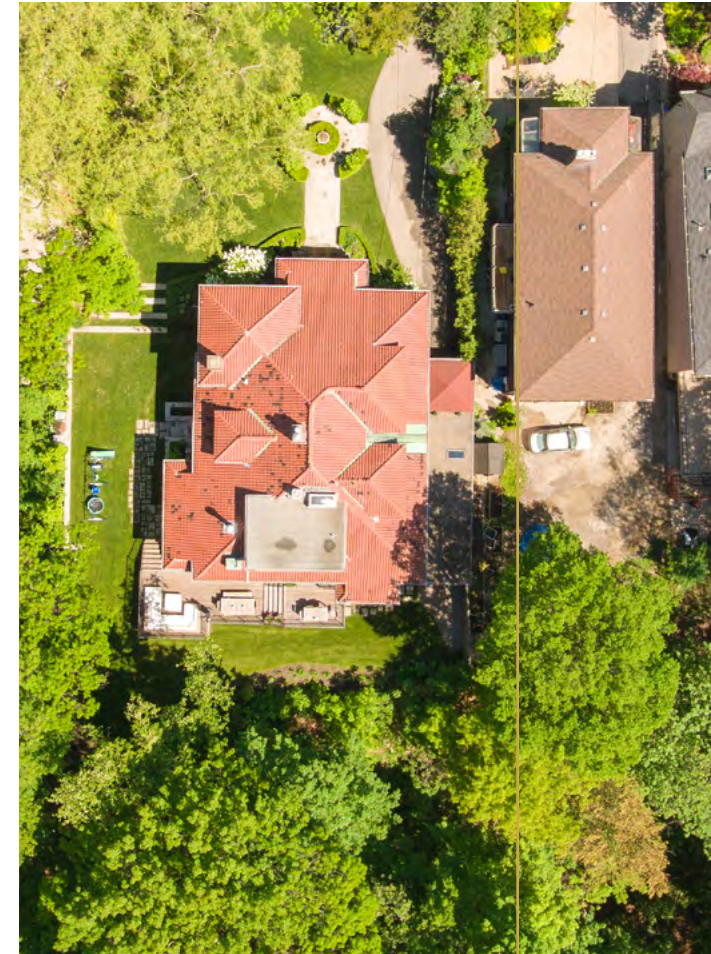


¹⁰ Single Family Homes - Detached, Detached with Common Elements, Links (Residential Freehold)

Single Family Homes: \$4M+ Year-Over-Year Sales Volume Post-Ontario Fair Housing Plan



A period of adjustment is expected within the GTA top-tier real estate market in the third quarter of 2017 as consumers pause to weigh policy impact on market opportunities. In the mid to longer term however, the region's strong economic pulse is expected to sustain healthy demand.



GREATER TORONTO AREA OVERALL MARKET

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	11,788	2,246	258
Jul 1- Dec 31 2016	7,983	1,381	156
Jan 1 - Jun 30 2016	8,551	1,487	134
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	46	77	114
Jul 1- Dec 31 2016	21	32	35
Jan 1 - Jun 30 2016	20	30	50
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	73.39%	58.41%	34.88%
Jul 1- Dec 31 2016	58.26%	39.46%	12.82%
Jan 1 - Jun 30 2016	64%	42.03%	18.66%



GREATER TORONTO AREA CONDOMINIUMS

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	670	73	15
Jul 1- Dec 31 2016	367	61	5
Jan 1 - Jun 30 2016	336	40	6
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	18	46	68
Jul 1- Dec 31 2016	32	48	37
Jan 1 - Jun 30 2016	32	50	85
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	63.28%	53.42%	20%
Jul 1- Dec 31 2016	35.69%	27.87%	40%
Jan 1 - Jun 30 2016	36.61%	27.50%	0%



GREATER TORONTO AREA ATTACHED HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	1,295	90	3
Jul 1- Dec 31 2016	625	37	4
Jan 1 - Jun 30 2016	605	50	3
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	12	12	12
Jul 1- Dec 31 2016	14	22	10
Jan 1 - Jun 30 2016	12	13	11
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	80.77%	72.22%	66.67%
Jul 1- Dec 31 2016	75.52%	40.54%	25%
Jan 1 - Jun 30 2016	77.85%	56%	0%



GREATER TORONTO AREA SINGLE FAMILY HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	9,823	2,083	240
Jul 1- Dec 31 2016	6,991	1,283	147
Jan 1 - Jun 30 2016	7,610	1,397	125
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	16	19	34
Jul 1- Dec 31 2016	17	27	58
Jan 1 - Jun 30 2016	15	27	53
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	73.10%	57.99%	35.42%
Jul 1- Dec 31 2016	57.90%	39.98%	11.56%
Jan 1 - Jun 30 2016	64.11%	41.95%	20%



GREATER TORONTO AREA SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	31	41	31	23
Avg. Sold Price	\$1,074,089	\$1,304,637	\$1,237,948	\$1,632,300
Avg. # of Days on Market for Solds	22	30	23	29
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	11	15	16	8
Avg. Sold Price	\$1,707,000	\$1,984,072	\$1,722,500	\$1,934,875
Avg. # of Days on Market for Solds	11	9	8	9
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	16	3	7	8
Avg. Sold Price	\$2,038,456	\$3,441,667	\$2,056,286	\$2,642,750
Avg. # of Days on Market for Solds	14	7	7	5

GREATER TORONTO AREA SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	7	10	6	4
Avg. Sold Price	\$1,530,429	\$1,300,669	\$1,193,833	\$845,250
Avg. # of Days on Market for Solds	10	6	37	30
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	0
Avg. Sold Price	N/A	N/A	N/A	N/A
Avg. # of Days on Market for Solds	N/A	N/A	N/A	N/A
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	15	15	14	4
Avg. Sold Price	\$4,894,987	\$4,494,059	\$5,085,884	\$5,095,000
Avg. # of Days on Market for Solds	31	9	23	31

GREATER TORONTO AREA SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	11	15	12	8
Avg. Sold Price	\$1,008,000	\$672,793	\$843,750	\$894,375
Avg. # of Days on Market for Solds	32	8	15	20
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	0	0	1
Avg. Sold Price	N/A	N/A	N/A	\$1,587,000
Avg. # of Days on Market for Solds	N/A	N/A	N/A	28
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	16	15	17	3
Avg. Sold Price	\$3,521,931	\$3,389,133	\$3,607,818	\$2,735,000
Avg. # of Days on Market for Solds	16	7	19	9

GREATER TORONTO AREA SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	5	11	4	2
Avg. Sold Price	\$653,000	\$837,864	\$902,500	\$1,178,500
Avg. # of Days on Market for Solds	11	16	12	51
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	1	8	6	10
Avg. Sold Price	\$1,150,000	\$1,751,350	\$1,482,167	\$1,237,800
Avg. # of Days on Market for Solds	7	7	8	12
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	24	49	38	25
Avg. Sold Price	\$2,498,890	\$2,842,088	\$2,279,764	\$2,463,024
Avg. # of Days on Market for Solds	8	11	10	16

GREATER TORONTO AREA SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	15	13	20	12
Avg. Sold Price	\$974,073	\$1,483,669	\$1,183,599	\$1,273,486
Avg. # of Days on Market for Solds	17	19	15	14
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	3	3	7	1
Avg. Sold Price	\$2,555,333	\$2,142,333	\$2,597,143	\$3,025,000
Avg. # of Days on Market for Solds	5	10	14	21
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	22	24	15
Avg. Sold Price	\$4,600,750	\$3,029,945	\$3,576,662	\$3,254,706
Avg. # of Days on Market for Solds	12	8	14	15



Top-Tier Real Estate Report

MONTREAL

2017 MID-YEAR REPORT

Montréal Market Summary¹

Following a brisk 2016 market that saw \$1 million-plus sales activity increase 23% over 2015, Montreal's conventional and top-tier markets outperformed industry expectations by maintaining healthy momentum into the first half of 2017.

Montreal's \$1 million-plus real estate market (condominiums, attached and single family homes) experienced a 17% year-over-year uptick in the first six months of the year compared to one-year prior, resulting in 372 unit sales in the first half of 2017 compared to 317 during the same period in 2016. The market for condominiums over \$1 million experienced the most notable gains, with a 51% surge in year-over-year sales activity.

Luxury real estate sales over \$4 million increased 150% to five units sold in the first half of 2017. Demand and confidence in the conventional and top-tier markets strengthened with continued political stability, as well as improving economic conditions: according to The Conference Board of Canada's Metropolitan Outlook released in the spring of 2017, Montreal's economy is expected to grow by 1.9% in 2017 and 2018, the strongest gains in six years with expectations that the unemployment rate will drop from 7.6% in 2016 to 7.1% in 2018.²

¹ The information contained in this report references market data from MLS boards across Canada. Sotheby's International Realty Canada cautions that MLS market data can be useful in establishing trends over time, but does not indicate actual prices in widely divergent neighborhoods or account for price differentials within local markets. This report is published for general information only and not to be relied upon in any way. Although high standards have been used in the preparation of the information and analysis presented in this report, no responsibility or liability whatsoever can be accepted by Sotheby's International Realty Canada or Sotheby's International Realty Affiliates for any loss or damage resultant from any use of, reliance on or reference to the contents of this document.

² The Conference Board of Canada's Metropolitan Outlook (Spring), May 2017

While local consumer optimism supported healthy real estate market conditions in Montreal, the first half of 2017 also revealed an uptick in interest in Montreal real estate from foreign buyers. Canada Mortgage and Housing Corporation reported that an upward trend in foreign ownership was maintained over the first part of 2017 (January to April) with a year-over-year increase of 37% to 236 transactions, but represented only about 2% of all transactions in the residential market.³ Within the luxury market, Sotheby's International Realty Canada noted an uptick in interest from French and European buyers specifically looking for a safe haven as a result of instability in the European Union, as well as Chinese buyers attracted to Canadian lifestyle, educational and investment opportunities.

Overall pricing trends maintained a healthy balance, even as the city's residential real estate market set a new record for sales volume in May 2017.⁴ According to data from the Teranet-National Bank Composite House Price Index, home prices in Montreal are on a modest upward trajectory, with the index up 1.67% year-over-year in May 2017.⁵ Prices within the top-tier market also remained relatively stable. As a result, Montreal's luxury real estate is expected to continue to offer considerable value to buyers and investors when compared to markets such as Vancouver and Toronto.

CONDOMINIUMS

The \$1 million-plus condominium market posted the greatest gains in sales activity of the residential housing types within Montreal's luxury real estate market in the first half of 2017. Sales over \$1 million increased 51% to 65 units compared to the same period in 2016. The percentage of \$1 million-plus condominiums selling above list price nearly doubled, with

³ Canada Mortgage and Housing Corporation, Housing Market Insight, June 2017

⁴ Greater Montreal Real Estate Board, May 2017

⁵ Teranet-National Bank National Composite House Price Index, May 2017

14% sold above asking price in the first six months of 2017 compared to 7% during the same period in 2016.

55 condominium units sold in the \$1–2 million price range from January 1 – June 30, 2017, 57% more than last year. Sales between \$2–4 million increased 43% year-over-year to 10 units sold in the first half of 2017. No condominiums sold over \$4 million in the first half of 2017.

With strengthening demand in the high-end condominium market, modest price gains are expected as 2017 progresses.

ATTACHED HOMES

In the first half of the year, \$1 million-plus attached home sales increased 4% compared to the same period in 2016 and prices remained stable. Days on market diminished and 15% of homes sold above \$1 million transacted at above the listing price.

Attached home sales between \$1–2 million increased 7% year-over-year with 105 units sold in the first six months of the year. \$2–4 million attached home sales fell 50% compared to the first half of 2016 with three units sold, while the \$4 million-plus segment saw no home sales, consistent with 2016.

SINGLE FAMILY HOMES

The market for \$1 million-plus single family homes, which comprised over 50% of residential real estate sales in the top-tier price bracket in Montreal, had surged 25% in 2016 over 2015. These gains were maintained in the first half of 2017, as sales of top-tier single family homes increased by 17% from the same period in 2016.

Single family home sales increased in the \$1–2 million price range with 156 units sold in the first half of 2017, up 15% year-over-year. \$2–4 million sales increased 15% to 38 units, while \$4 million-plus single family homes saw the sale of five

properties in comparison to the one sold in the same time period in 2016.

Montreal's top-tier detached single family home real estate market is expected to strengthen into the third quarter of 2017 as a result of a strong economy, healthy job market and an uptick market confidence.⁶



⁶ Quebec Federation of Real Estate Boards, May 2017

MONTRÉAL OVERALL MARKET

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	316	51	5
Jul 1- Dec 31 2016	242	47	7
Jan 1 - Jun 30 2016	269	46	2

Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	98	206	262
Jul 1- Dec 31 2016	129	208	283
Jan 1 - Jun 30 2016	127	250	231

% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	11.08%	5.88%	0%
Jul 1- Dec 31 2016	5.37%	8.51%	0%
Jan 1 - Jun 30 2016	5.20%	6.52%	50%



MONTRÉAL CONDOMINIUMS

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	55	10	0
Jul 1- Dec 31 2016	32	7	0
Jan 1 - Jun 30 2016	35	7	1

Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	117	318	N/A
Jul 1- Dec 31 2016	163	148	N/A
Jan 1 - Jun 30 2016	198	225	211

% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	10.91%	30%	N/A
Jul 1- Dec 31 2016	3.13%	28.57%	N/A
Jan 1 - Jun 30 2016	2.86%	14.29%	100%



MONTRÉAL ATTACHED HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	105	3	0
Jul 1- Dec 31 2016	90	3	0
Jan 1 - Jun 30 2016	98	6	0

Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	64	168	N/A
Jul 1- Dec 31 2016	103	123	N/A
Jan 1 - Jun 30 2016	107	205	N/A

% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	15.24%	0.00%	N/A
Jul 1- Dec 31 2016	7.78%	33.33%	N/A
Jan 1 - Jun 30 2016	6.12%	16.67%	N/A



MONTRÉAL SINGLE FAMILY HOMES

# of Units Sold	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	156	38	5
Jul 1- Dec 31 2016	120	37	7
Jan 1 - Jun 30 2016	136	33	1
Avg. # of Days on Market for Solds	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	114	179	262
Jul 1- Dec 31 2016	140	226	283
Jan 1 - Jun 30 2016	124	263	251
% of Homes Sold Over List Price	\$1-2M	\$2-4M	\$4M+
Jan 1 - Jun 30 2017	8.33%	0%	0%
Jul 1- Dec 31 2016	4.17%	2.70%	0%
Jan 1 - Jun 30 2016	5.15%	3.03%	0%



MONTRÉAL SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	54	41	66	54
Avg. Sold Price	\$412,778	\$382,441	\$406,820	\$353,981
Avg. # of Days on Market for Solds	99	89	89	104
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	17	14	11	20
Avg. Sold Price	\$776,354	\$732,214	\$778,482	\$777,977
Avg. # of Days on Market for Solds	37	65	72	44
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	11	10	8	10
Avg. Sold Price	\$842,636	\$551,900	\$841,250	\$802,365
Avg. # of Days on Market for Solds	51	48	132	61

MONTRÉAL SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	1	1	2	1
Avg. Sold Price	\$543,750	\$299,000	\$540,000	\$312,500
Avg. # of Days on Market for Solds	103	28	49	429
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	2	1	2	0
Avg. Sold Price	\$965,203	\$887,149	\$655,750	N/A
Avg. # of Days on Market for Solds	115	93	142	N/A
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	0	2	8	7
Avg. Sold Price	N/A	\$1,011,000	\$1,142,659	\$1,085,500
Avg. # of Days on Market for Solds	N/A	138	193	102

MONTRÉAL SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	17	16	25	11
Avg. Sold Price	\$524,465	\$552,500	\$535,219	\$517,718
Avg. # of Days on Market for Solds	61	39	86	82
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	9	6	5	0
Avg. Sold Price	\$1,087,778	\$949,500	\$1,286,300	N/A
Avg. # of Days on Market for Solds	56	11	25	N/A
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	5	2	2
Avg. Sold Price	\$1,846,750	\$2,193,400	\$2,112,500	\$1,600,000
Avg. # of Days on Market for Solds	106	66	213	118

MONTRÉAL SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	8	5	11	6
Avg. Sold Price	\$381,378	\$320,684	\$493,909	\$318,917
Avg. # of Days on Market for Solds	164	141	172	158
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	4	9	14	4
Avg. Sold Price	\$991,000	\$811,167	\$785,036	\$819,250
Avg. # of Days on Market for Solds	101	45	56	41
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	10	6	12	16
Avg. Sold Price	\$1,282,000	\$1,082,333	\$1,192,500	\$1,405,438
Avg. # of Days on Market for Solds	53	91	81	68

MONTRÉAL SAMPLE NEIGHBOURHOODS

CONDOMINIUMS	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	5	5	9	10
Avg. Sold Price	\$810,800	\$749,100	\$714,222	\$711,650
Avg. # of Days on Market for Solds	68	78	178	104
ATTACHED HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	18	13	18	12
Avg. Sold Price	\$1,238,519	\$1,411,000	\$1,299,778	\$1,461,625
Avg. # of Days on Market for Solds	54	42	55	31
SINGLE FAMILY HOMES	MAR 2017	APR 2017	MAY 2017	JUN 2017
# of Units Sold	5	9	6	3
Avg. Sold Price	\$1,995,500	\$2,853,889	\$2,467,000	\$2,463,333
Avg. # of Days on Market for Solds	292	162	233	25



Sotheby's | Canada
INTERNATIONAL REALTY

Born from Tradition. Built for Innovation.

SOTHEBYSREALTY.CA

Sotheby's International Realty Canada, Brokerage. Real estate agency. Independently Owned & Operated.