



2019 Market Outlook Hamilton-Burlington

Canada 



How Did Your 2018 Forecast for Hamilton-Burlington Turn Out?

	2018 Forecast		2018 Jan-Oct
	High	Low	
MLS [®] Sales	-2%	-10%	-15%
Average MLS [®] Price	+3%	-6%	-2%



Source: CMHC forecast, Realtors[®] Association of Hamilton-Burlington



What are the Macro Economic Fundamentals Telling Us?

Bank of Canada Benchmark Mortgage Rate (5 Year)

Nov 14, 2018

5.34%

2019 Forecast

5.4% to 6.2%



Source: CMHC forecast, Bank of Canada

What are Local Economic Fundamentals Telling Us?

Ratio of Full-time Jobs to MLS[®] Sales (Hamilton-Burlington)

2001-2017

18-24 per sale

2018

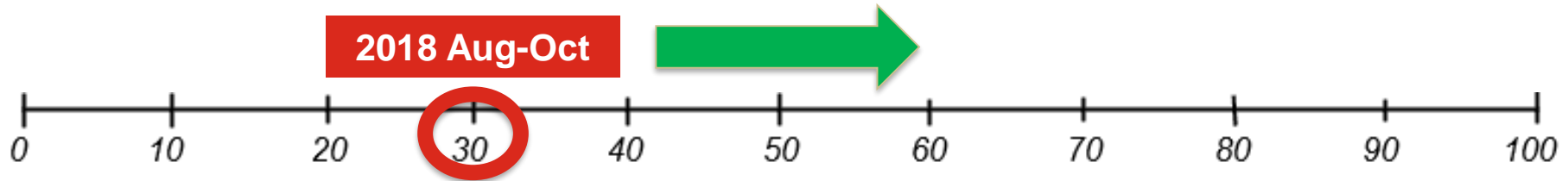
28 per sale



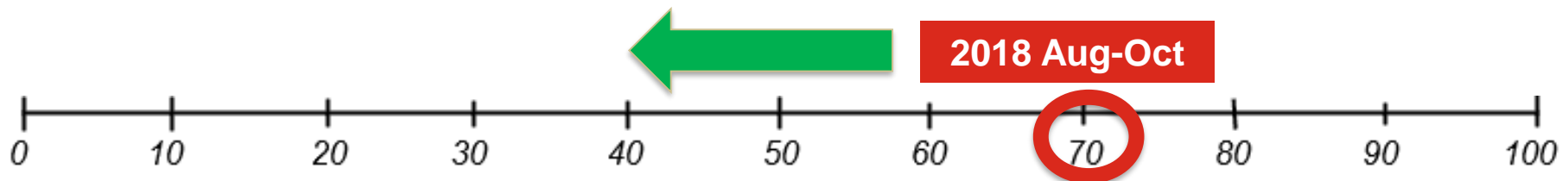
Source: CMHC, adapted from Statistics Canada (Labour Force Survey)

What are the Key Housing Indicators Telling Us?

MLS® Sales Percentile (Hamilton-Burlington)



Months Supply Percentile (Hamilton-Burlington)



Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington

What is Your Sales and Average Price Forecast for 2019?

Hamilton-Burlington

High

Low

2019 MLS[®] Sales

+18%
(13,600)

+11%
(12,800)

2019 Average MLS[®] Price

+10%
(\$620,000)

+4%
(\$585,000)

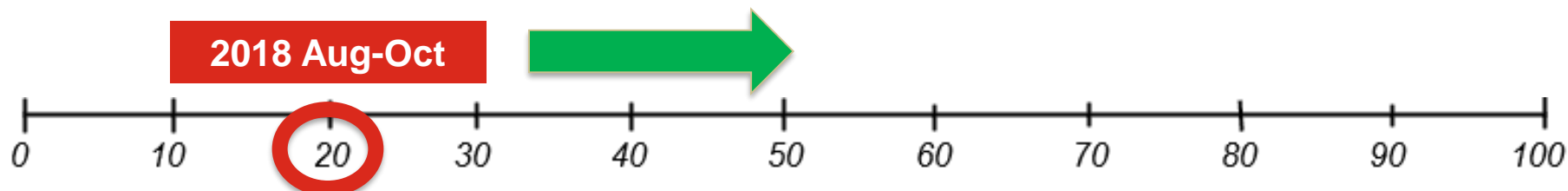


Source: CMHC forecast

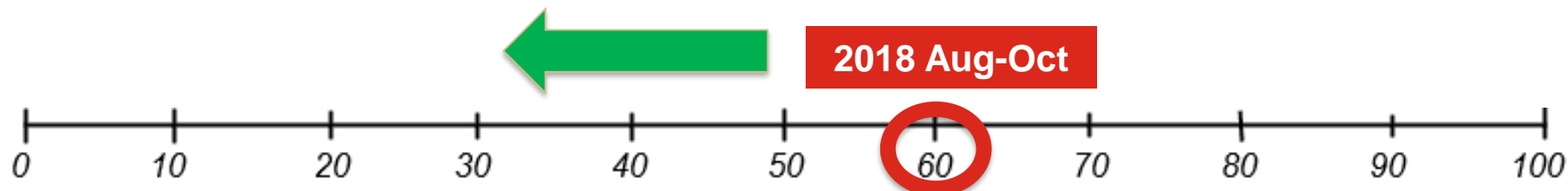


Where Are Housing Indicators in Burlington Relative to the Last 5 Years?

MLS® Sales Percentile (City of Burlington)

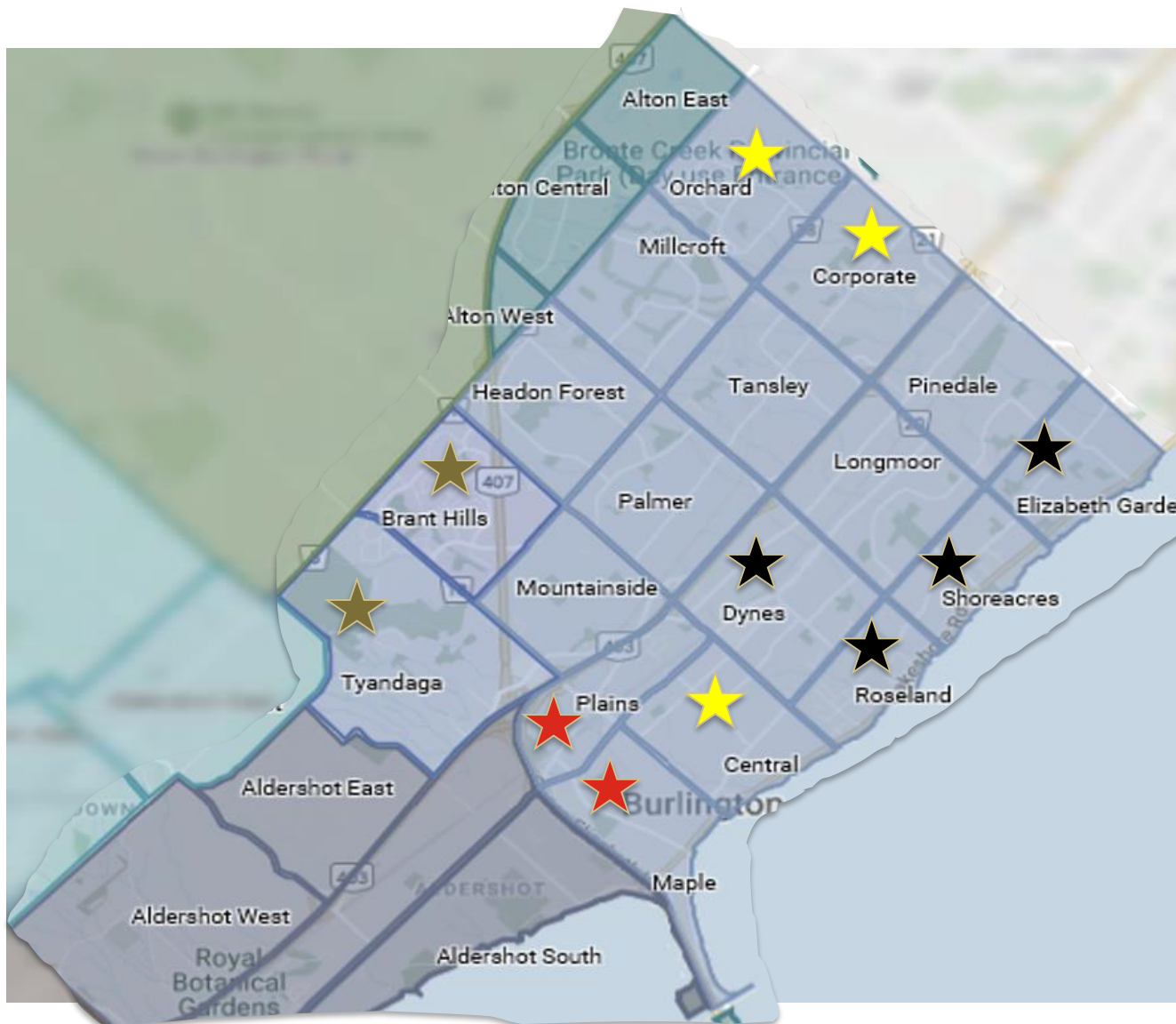


Months Supply Percentile (City of Burlington)



Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington

What Areas of Burlington Are Outperforming or Underperforming?



2018 Aug-Oct

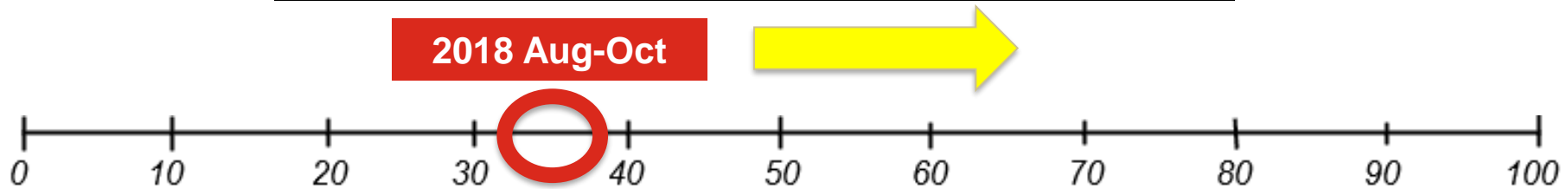
-  **Sales Outperform**
-  **Sales Underperform**
-  **Price Growth Outperform**
-  **Price Growth Underperform**

Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington

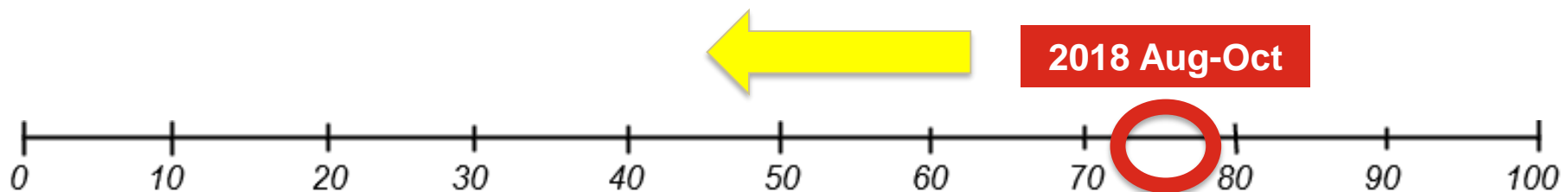


Where Are Housing Indicators in Hamilton Relative to the Last 5 Years?

MLS® Sales Percentile (City of Hamilton)

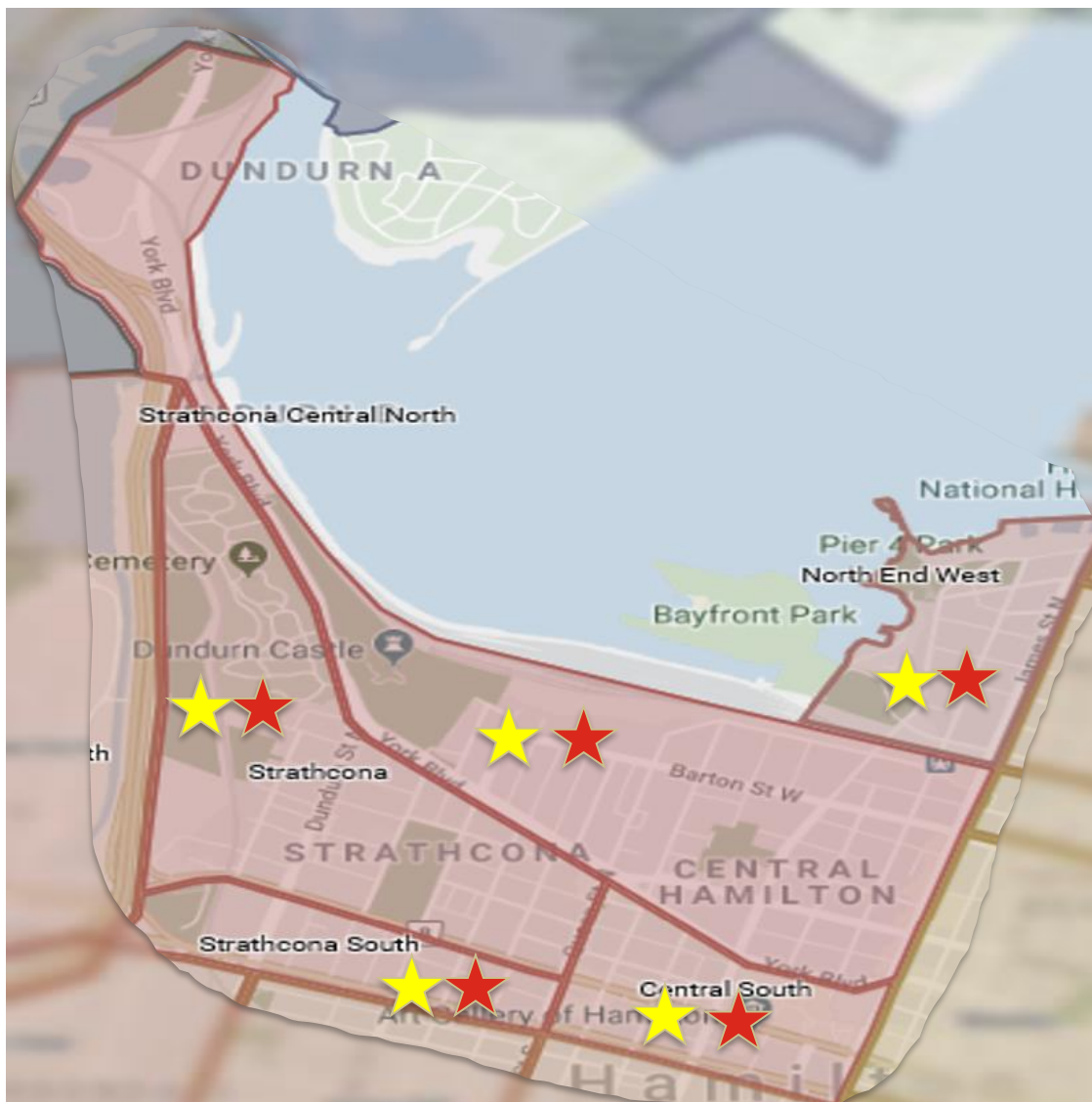


Months Supply Percentile (City of Hamilton)



Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington

Does Hamilton West Have Outperforming or Underperforming Areas?



2018 Aug-Oct



**Sales
Outperform**



**Price Growth
Underperform**

Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington



Does Hamilton Mountain Have Outperforming or Underperforming Areas?



2018 Aug-Oct



Sales Underperform

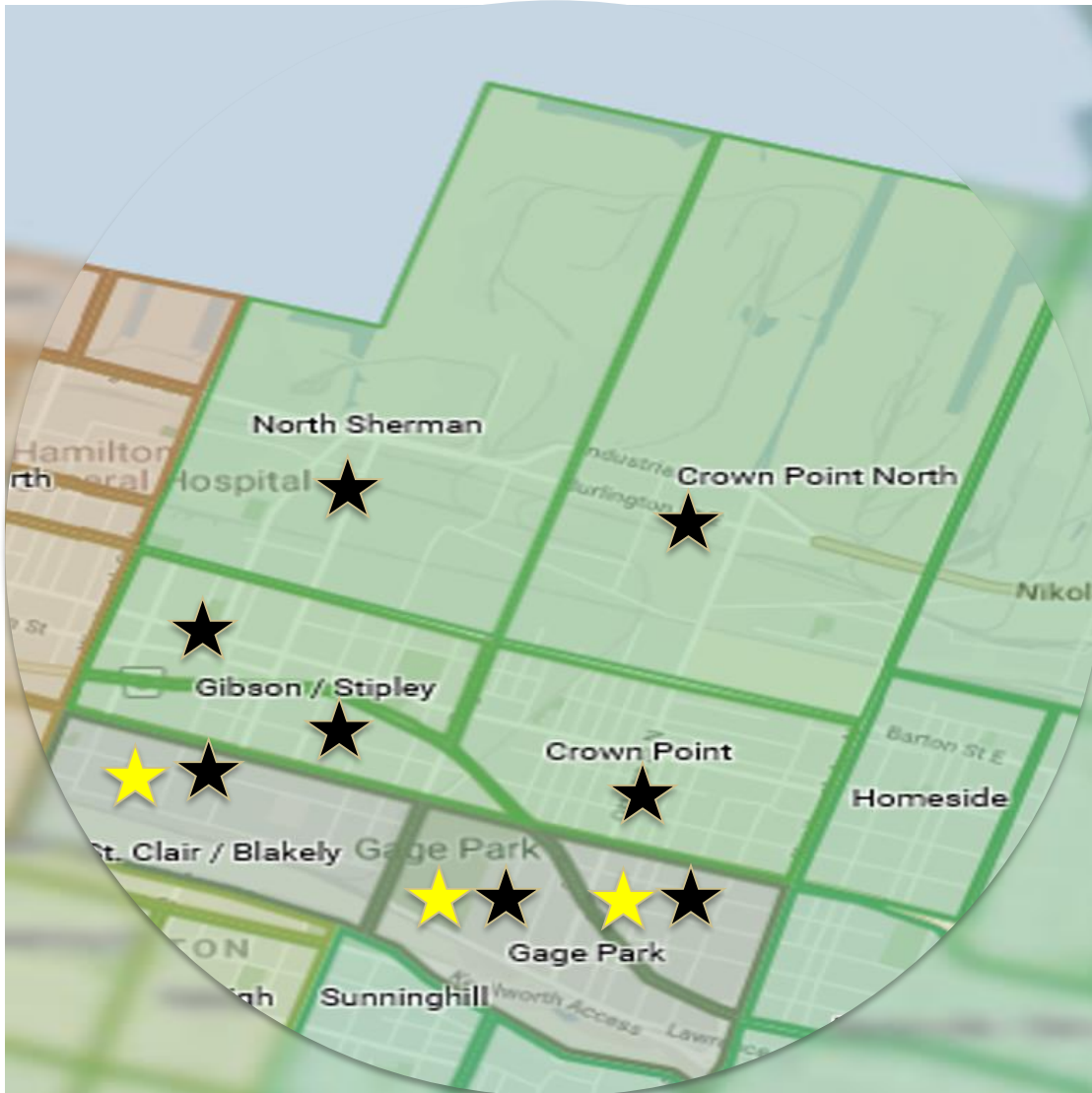


Price Growth Underperform

Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington



Does Hamilton Centre Have Outperforming or Underperforming Areas?



2018 Aug-Oct



**Sales
Outperform**

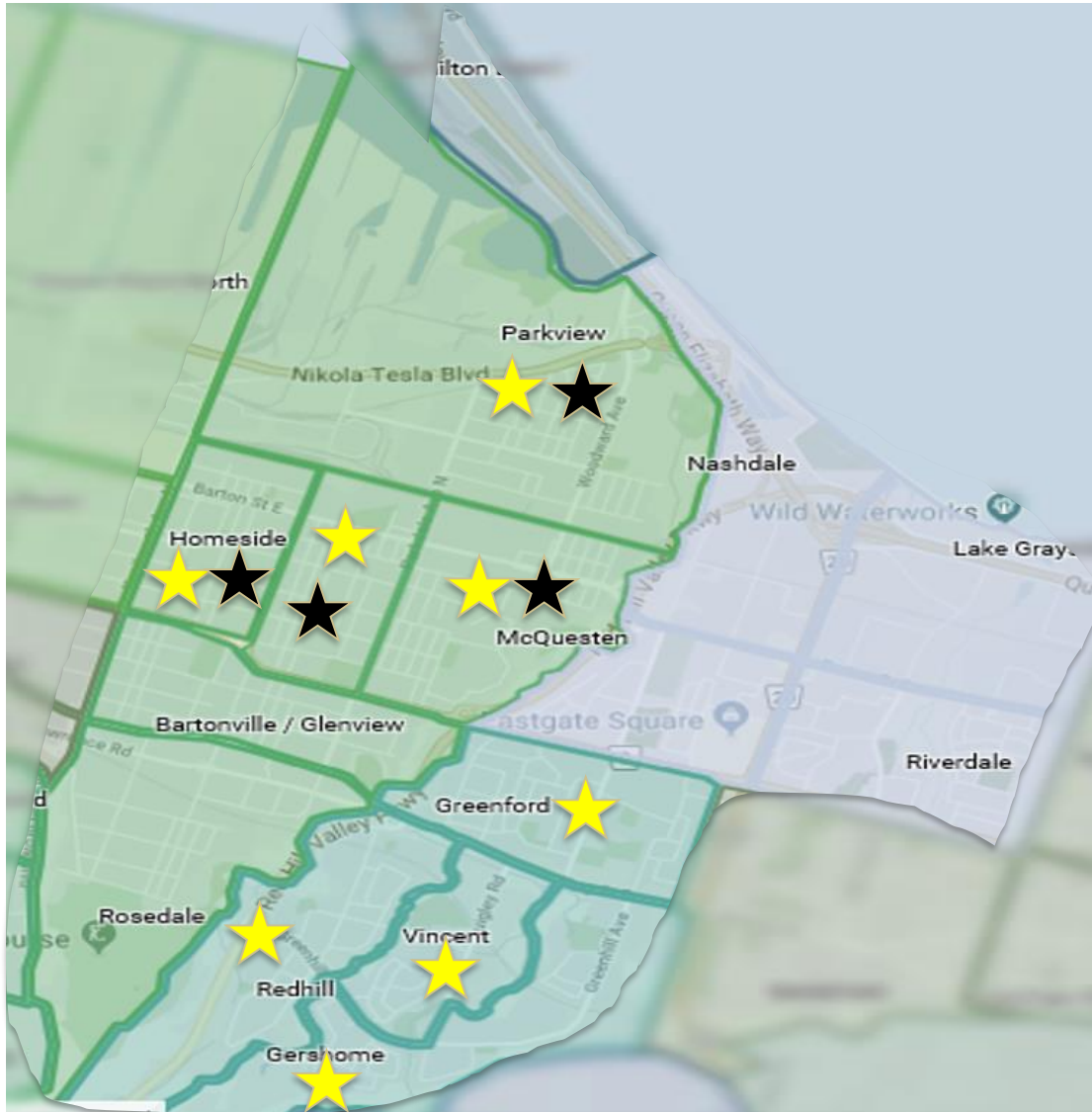


**Price Growth
Outperform**

Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington



Does Hamilton East Have Outperforming or Underperforming Areas?



2018 Aug-Oct



**Sales
Outperform**



**Price Growth
Outperform**

Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington



Does Stoney Creek Have Outperforming or Underperforming Areas?

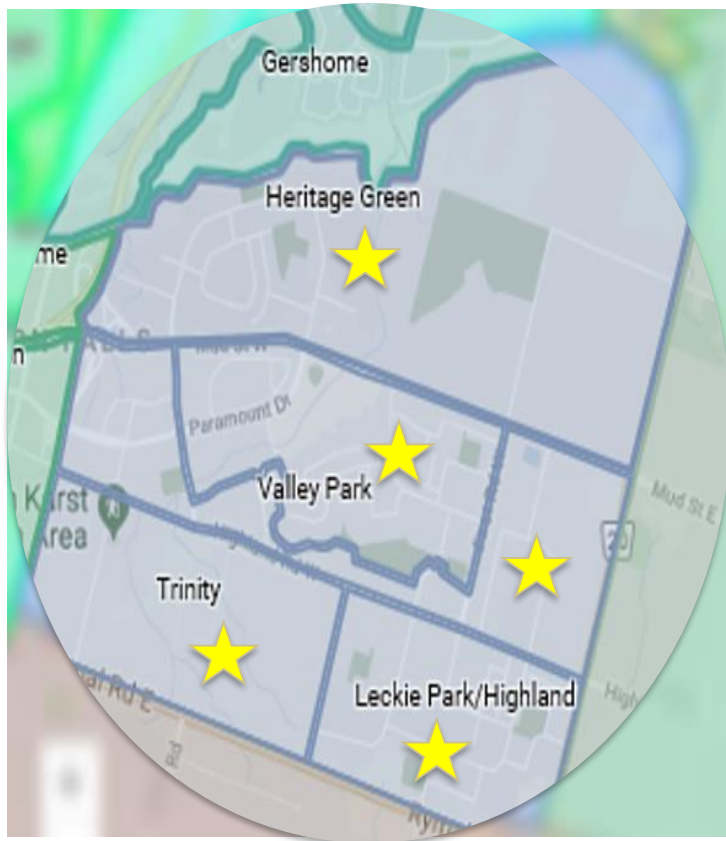
2018 Aug-Oct



**Sales
Outperform**



**Price Growth
Underperform**



Source: CMHC, adapted from Realtors® Association of Hamilton-Burlington



What is Your Outlook for the New Home Market?

Housing Starts (Hamilton-Burlington)

2012-2017 Average

2,788 units

2018 Jan-Oct

3,292 units

2019 Forecast

2,650 to 3,150 units



Source: CMHC (Starts and Completions Survey), CMHC forecast

Are Apartment Starts Going to Remain High?

Apartments (Hamilton-Burlington)

2012-2017 Starts Average

737 units

2018 Jan-Oct Starts

1,803 units

**Active or Sold Out Projects
(Estimated Completion Dates 2020-2021)**

1,647 units



Will Starts of Low-rise Homes Increase or Decrease Next Year?

	Townhome	Single-detached
2012-2017 Starts Average	903 units	1,059 units
2018 Jan-Oct Starts	789 units	608 units
Active or Sold Out Projects	718 units	451 units



Source: CMHC, adapted from Altus



Thank You



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