

# Welcome to TRREB's 2022 Market Outlook & 2021 Year in Review Virtual Event

Kevin Crigger,  
TRREB President





# 2022 Market Outlook & 2021 Year in Review

February 3, 2022 at 10:00 a.m.

## Presenters & Panelists:

- Kevin Crigger, TRREB President
- John DiMichele, TRREB CEO
- Jason Mercer, TRREB Chief Market Analyst
- Sean Simpson, Ipsos Senior Vice President
- Craig Ruttan, Toronto Region Board of Trade Policy Director
- John Wright, Maru Public Opinion Executive Vice President





**2022 Market Outlook  
& 2021 Year in Review**

# Highlights of the Report

**John DiMichele,  
TRREB CEO**





# Where Price, Sales and Listings are Headed





2022 Market Outlook  
& 2021 Year in Review

The  
**Post-Pandemic  
Future:**  
Communities, Housing & Employment



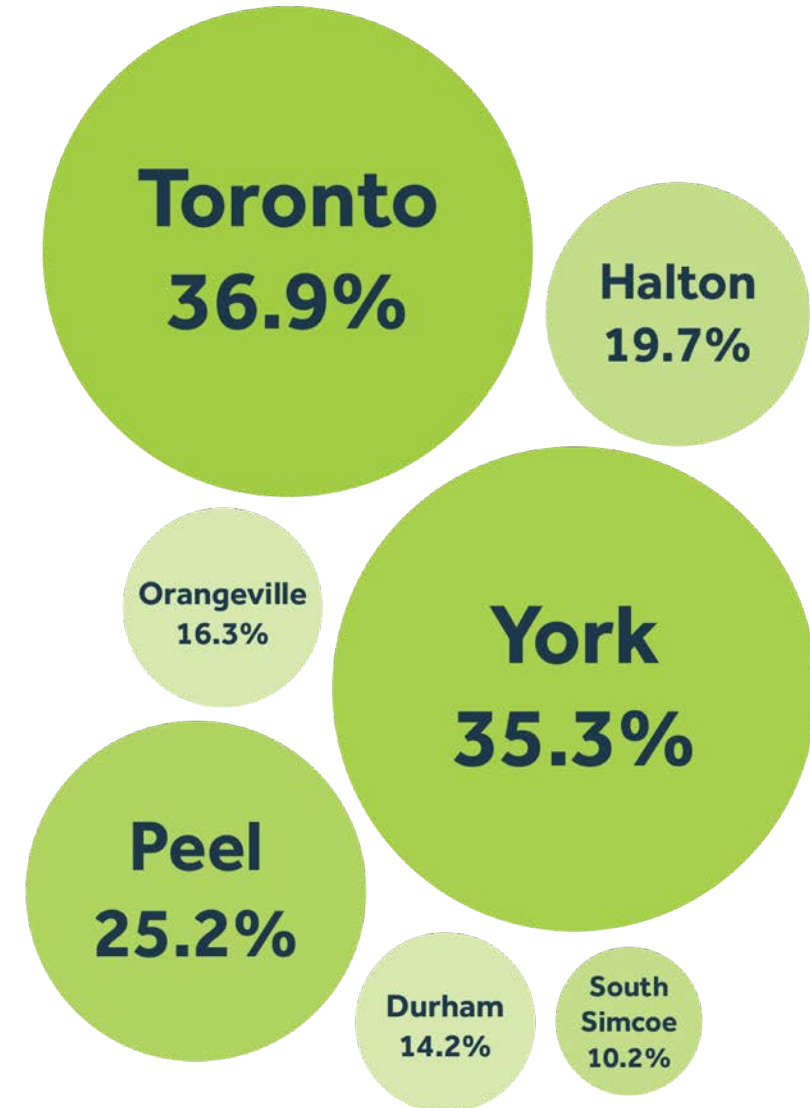


## Record Average Price Near \$1.1M



## Strong Sales Growth Across the GTA

A resurgent condo segment resulted in very strong sales in Toronto.





# Demand Isn't Going Away







# Moving Back to In-Person



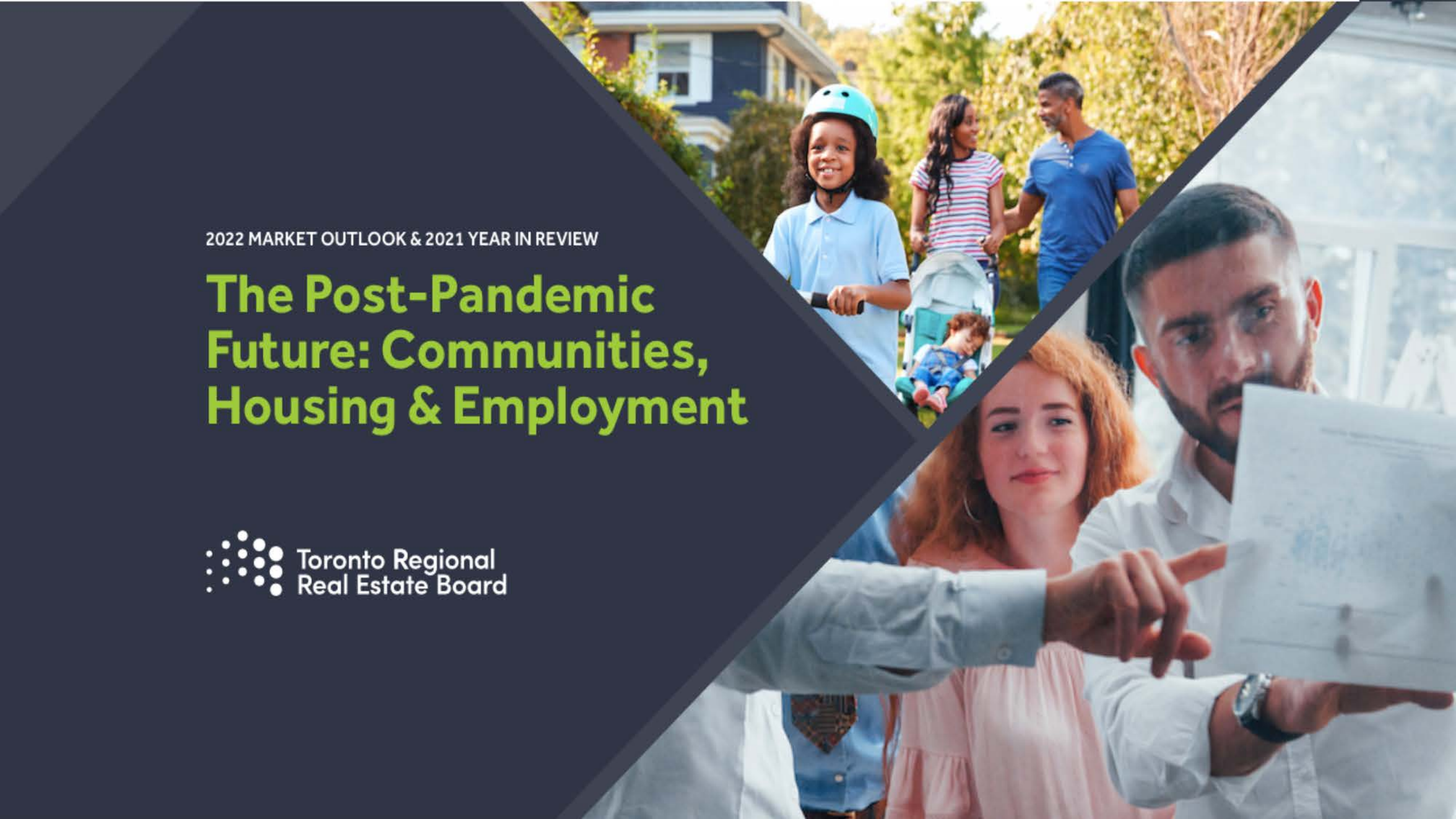




**Why Industrial Spaces Led the Way**







2022 MARKET OUTLOOK & 2021 YEAR IN REVIEW

# The Post-Pandemic Future: Communities, Housing & Employment

 Toronto Regional  
Real Estate Board



2022 Market Outlook  
& 2021 Year in Review

# Housing Market Outlook

Jason Mercer,  
TRREB Chief Market Analyst





**2022 Market Outlook  
& 2021 Year in Review**

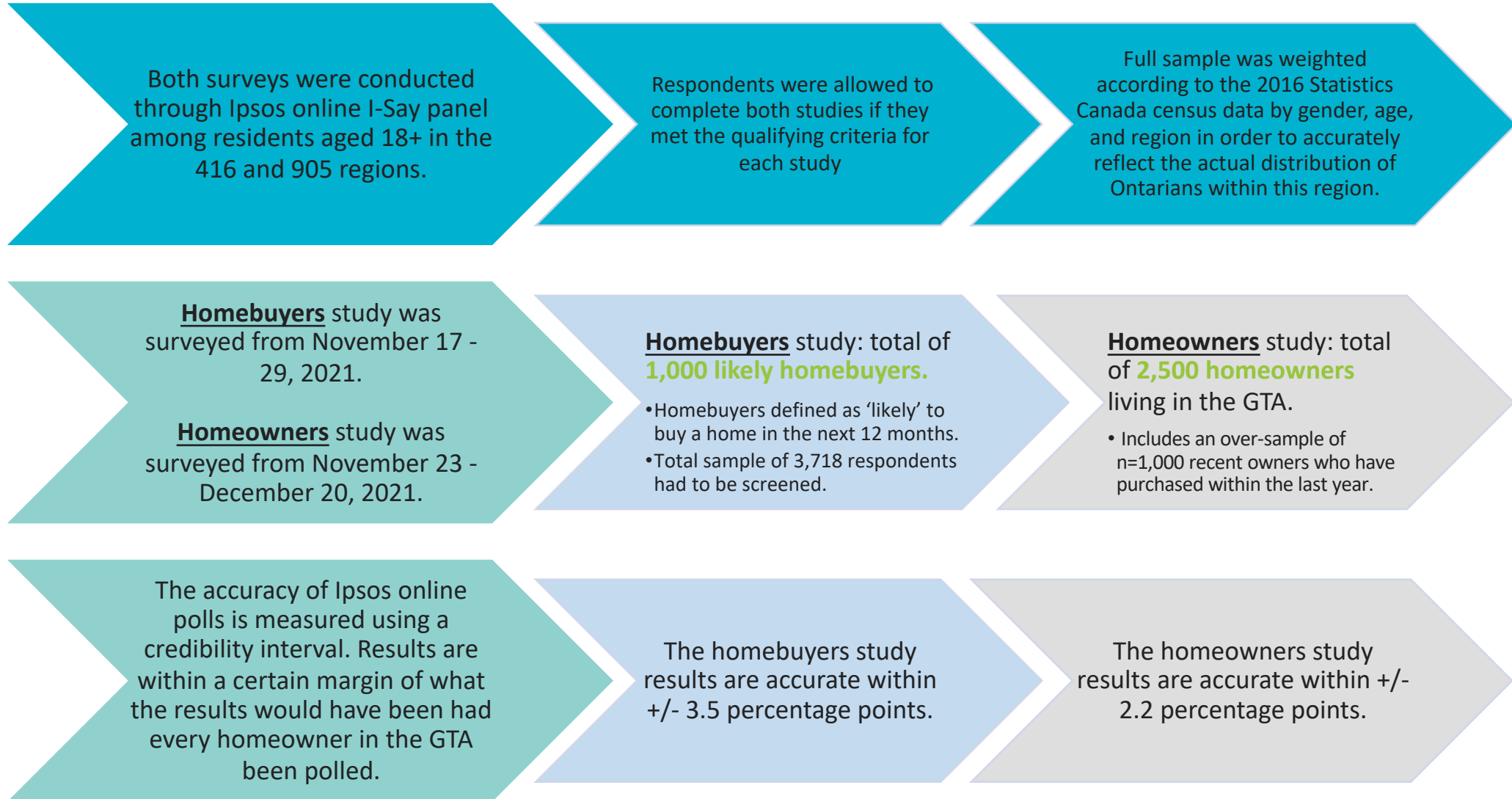
# Buying and Selling Intentions

**Sean Simpson,  
Ipsos Senior Vice President**



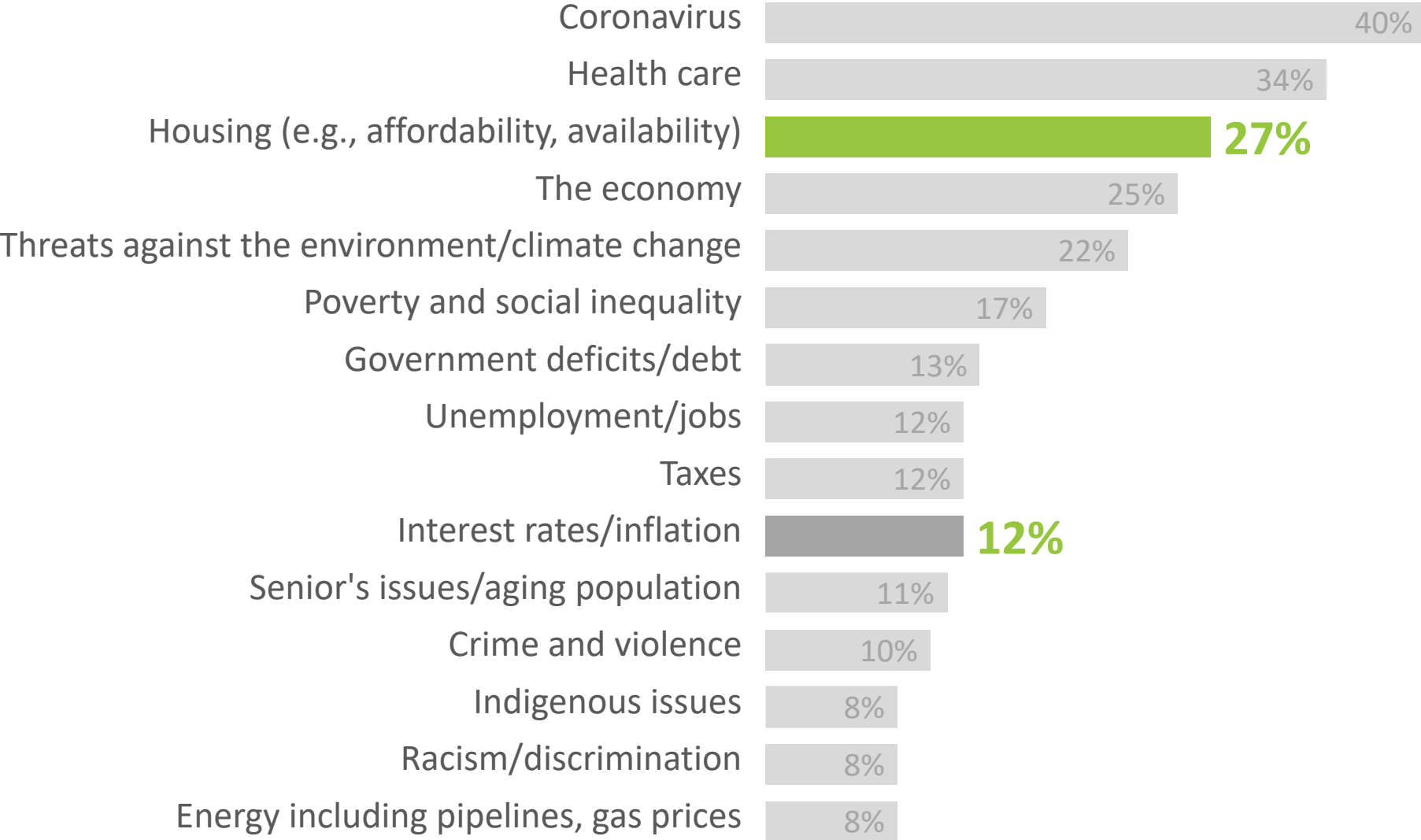


# Methodology





# Top Issues at End of 2021 (Mentioned in Top 3)

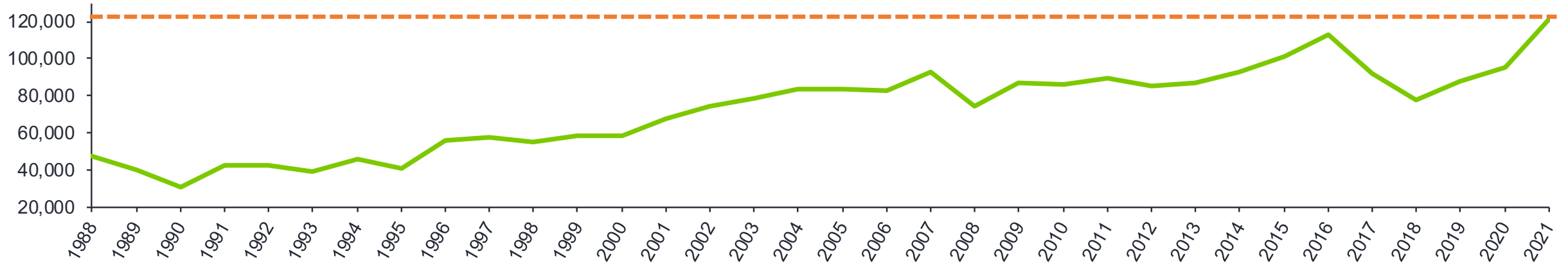


Which of the following issues do you think are most important in Canada today?  
Source: Ipsos Context Now Canada report, Dec 2021 (n=2,000).

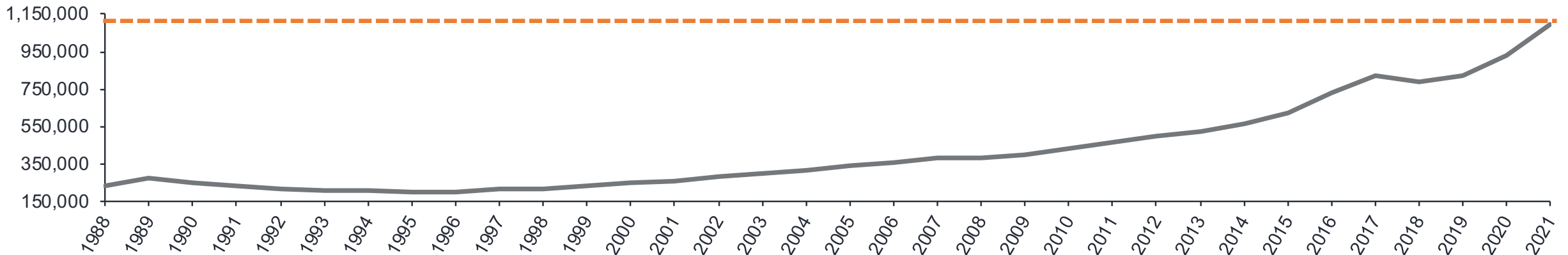


# Sales and Average Price Reached New Records

## Sales



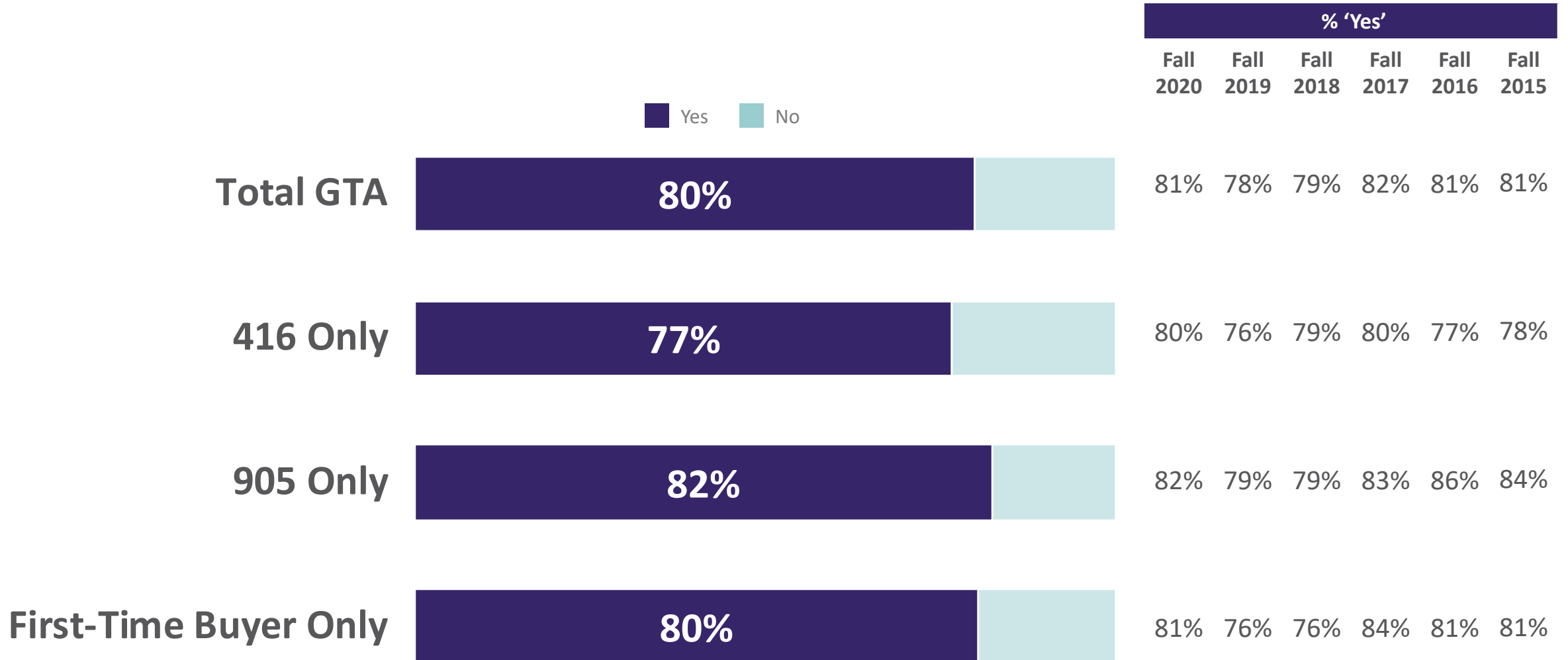
## Average Price



Source: Toronto Regional Real Estate Board



# REALTOR® Usage Among Likely Buyers



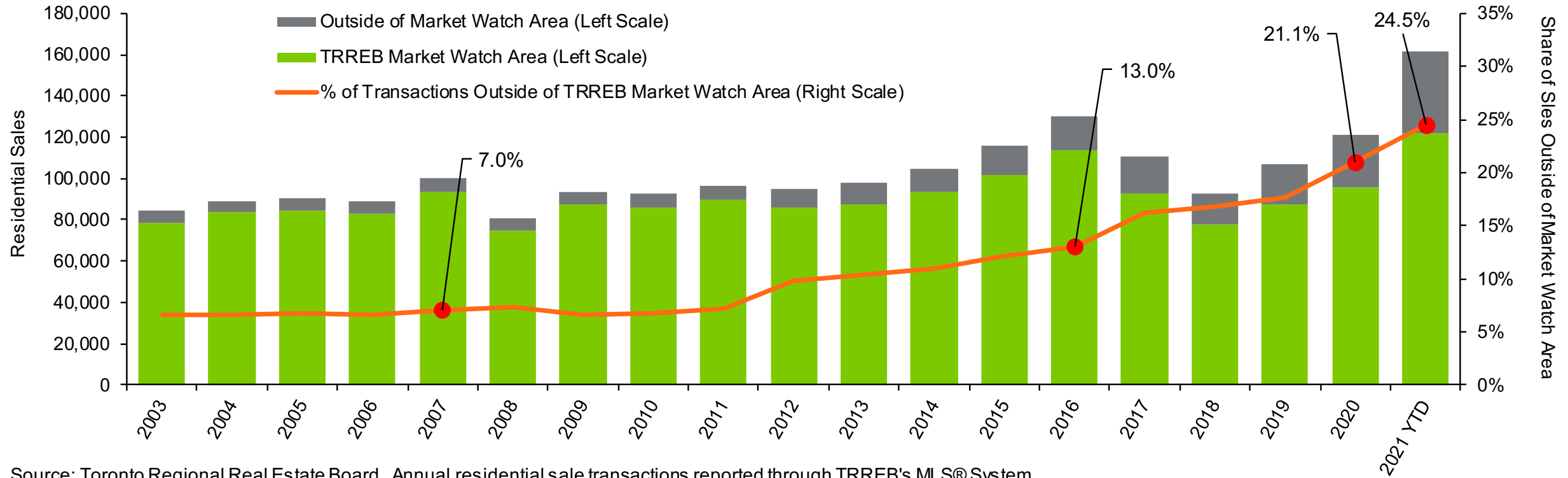
13. Will you be using a REALTOR® to help you find and purchase the home?

Base: Likely to Purchase. Fall 2021 (n=1,000); 416 (n=463); 905 (n=537); First Time Home Buyers (n=364). Fall 2020 (n=1,000); 416 (n=471); 905 (n=529); First Time Home Buyers (n=407). Fall 2019 (n=1,000); 416 (n=489); 905 (n=511). Fall 2018 (n=1,001); 416 (n=462); 905 (n=539) First Time Home Buyers (n=373). Fall 2017 (n=1,000); 416 (n=472); 905 (n=528) First Time Home Buyers (n=360). Fall 2016 (n=1,001); 416 (n=324); 905 (n=369). Fall 2015 (n=1000); 416 (n=450); 905 (n=400); First Time Home Buyers (n=360); Spring 2015 (n=768), 416 (n=347); 905 (n=312); First Time Home Buyers (n=360)



# Share of TRREB Sales Outside of GTA Increasing

## Total Residential Sales

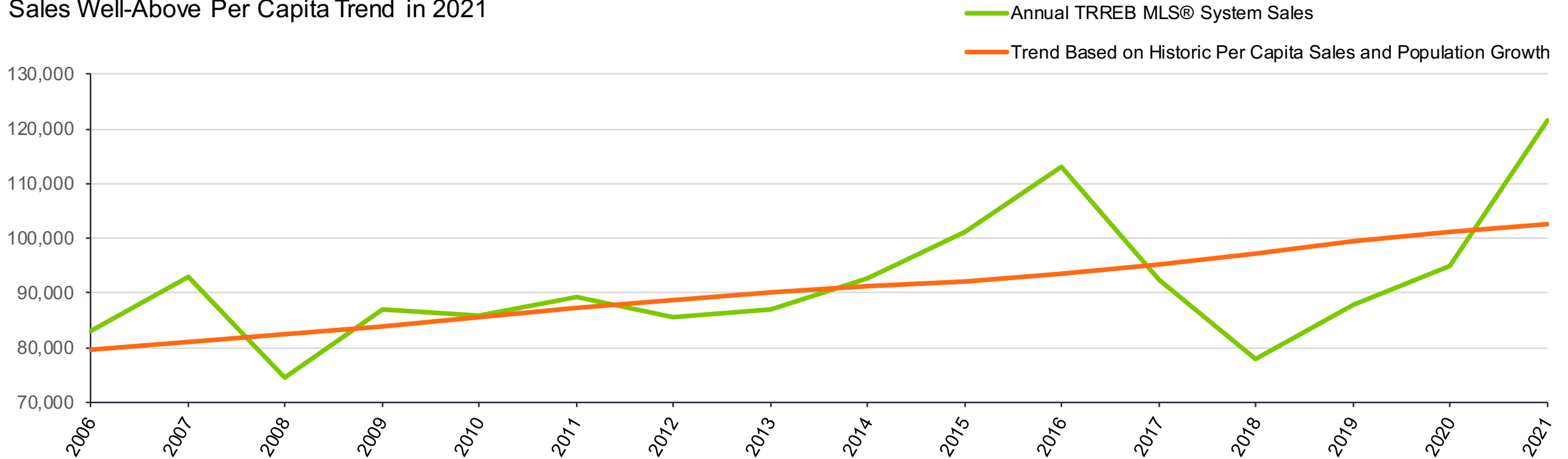


Source: Toronto Regional Real Estate Board. Annual residential sale transactions reported through TRREB's MLS® System



# 2021 Sales Were Well-Above the Per Capita Norm

Sales Well-Above Per Capita Trend in 2021



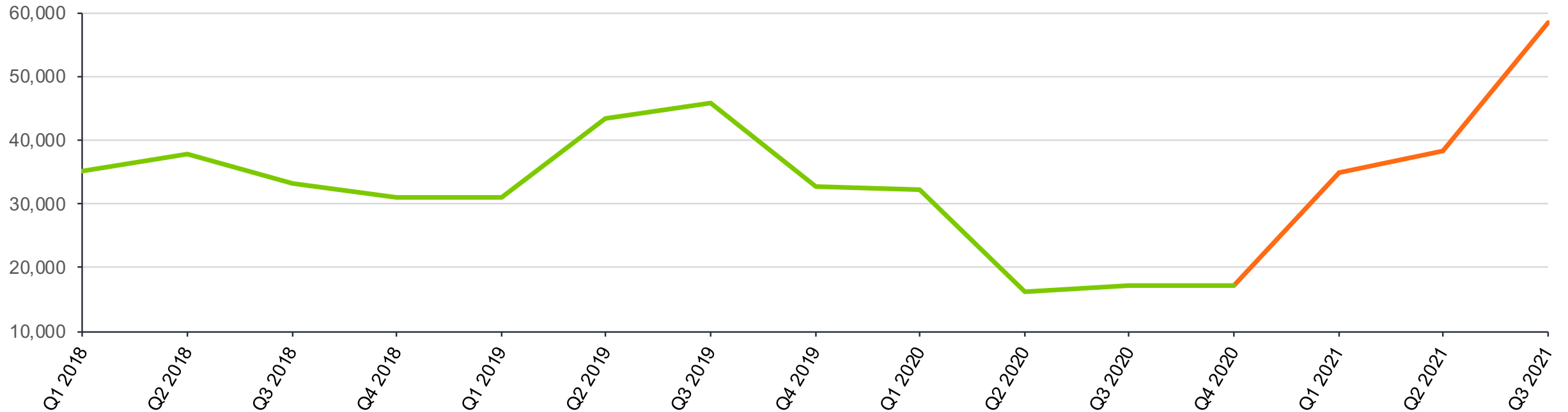
Source: TRREB





# Immigration Spiked to a Record Level in Q3 2021

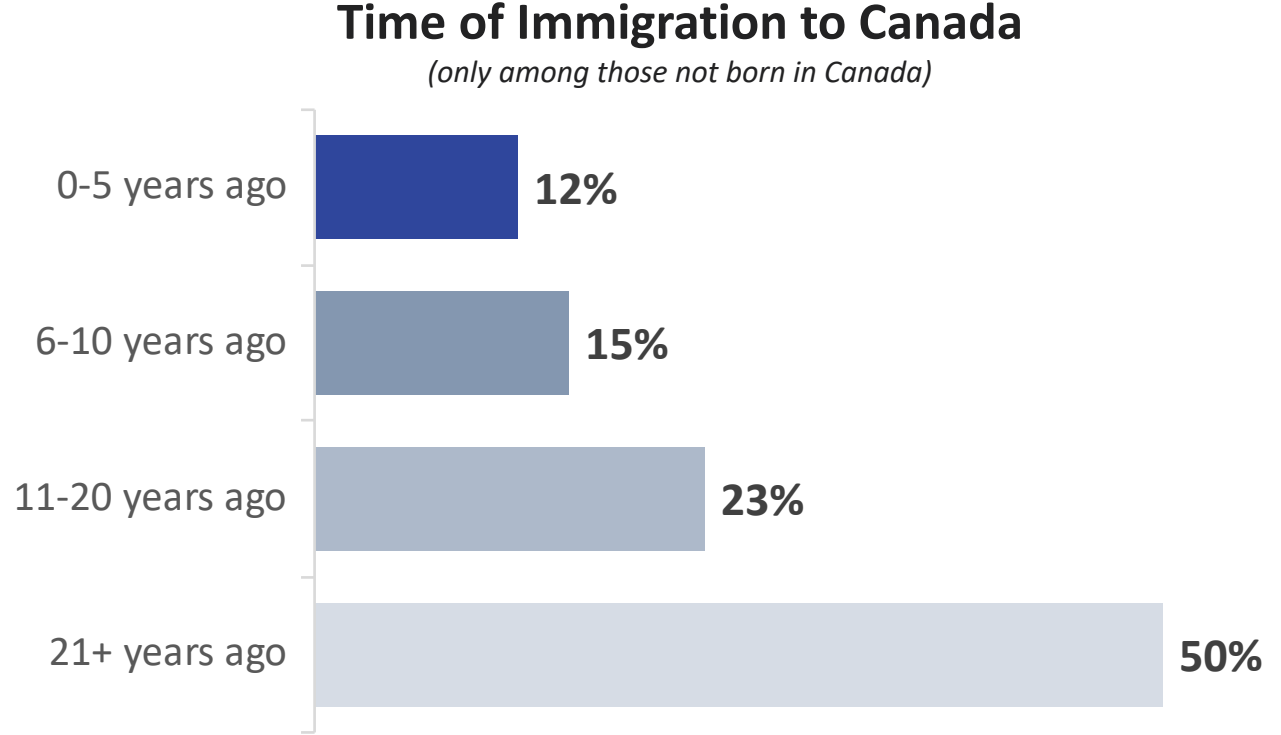
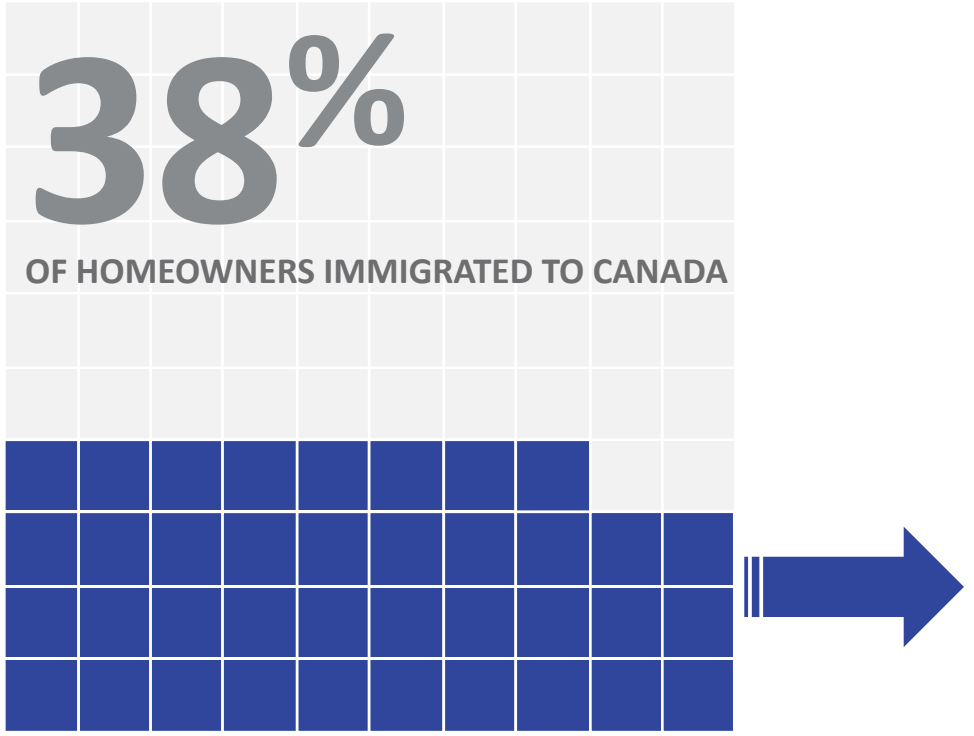
Ontario Immigration Surpassed the Previous 2019 Peak in 2021



Source: Statistics Canada



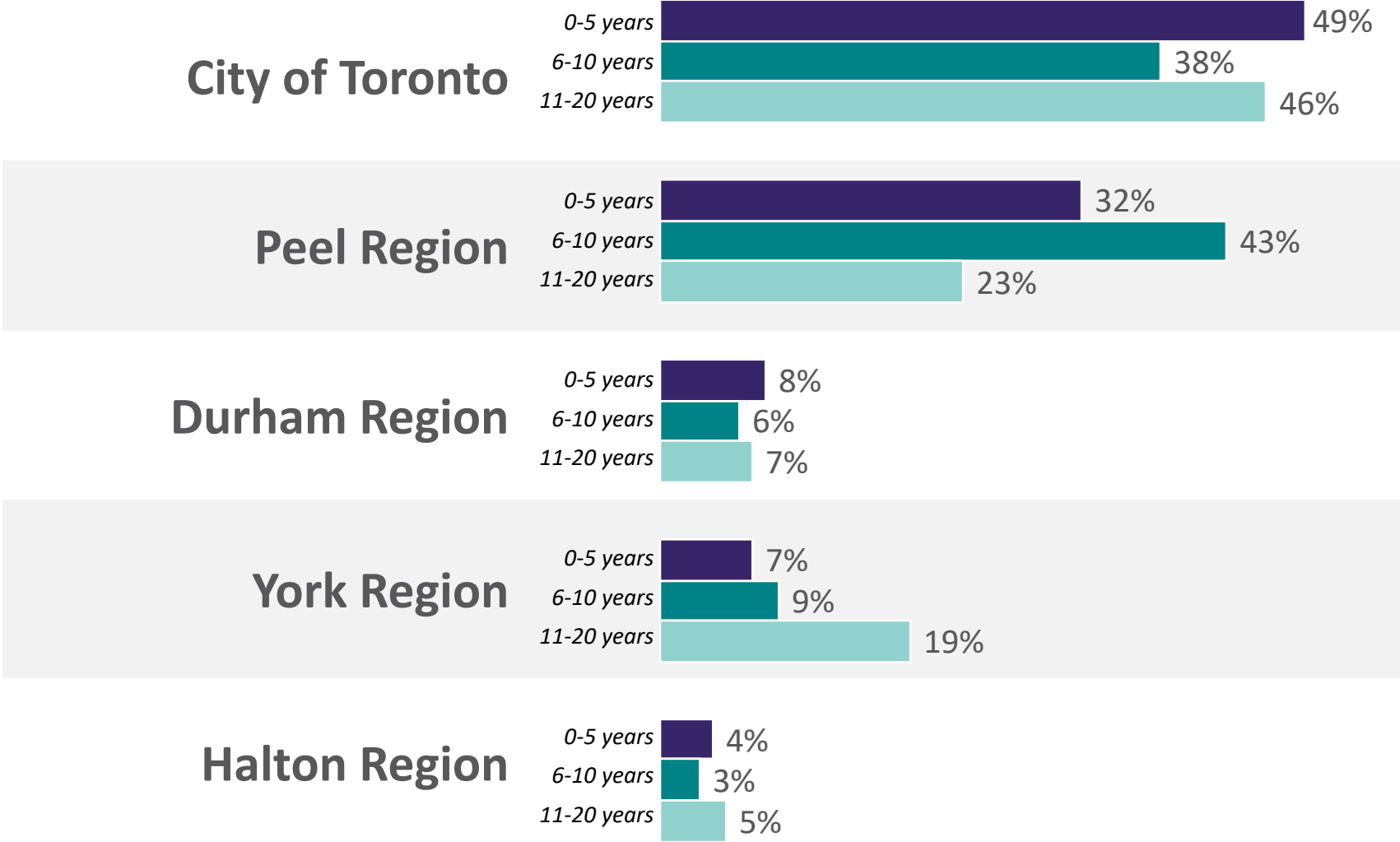
# Homeowners who Immigrated to Canada



Q.S2. Were you born in Canada or did you immigrate to Canada from another country?  
Base: All Respondents Fall 2021 (n=2,500);  
Q.S3 In what year did you immigrate to Canada?  
Base: Immigrated to Canada Fall 2021 (n=917)



# Immigrant Homeowners by Region and Tenure in Canada

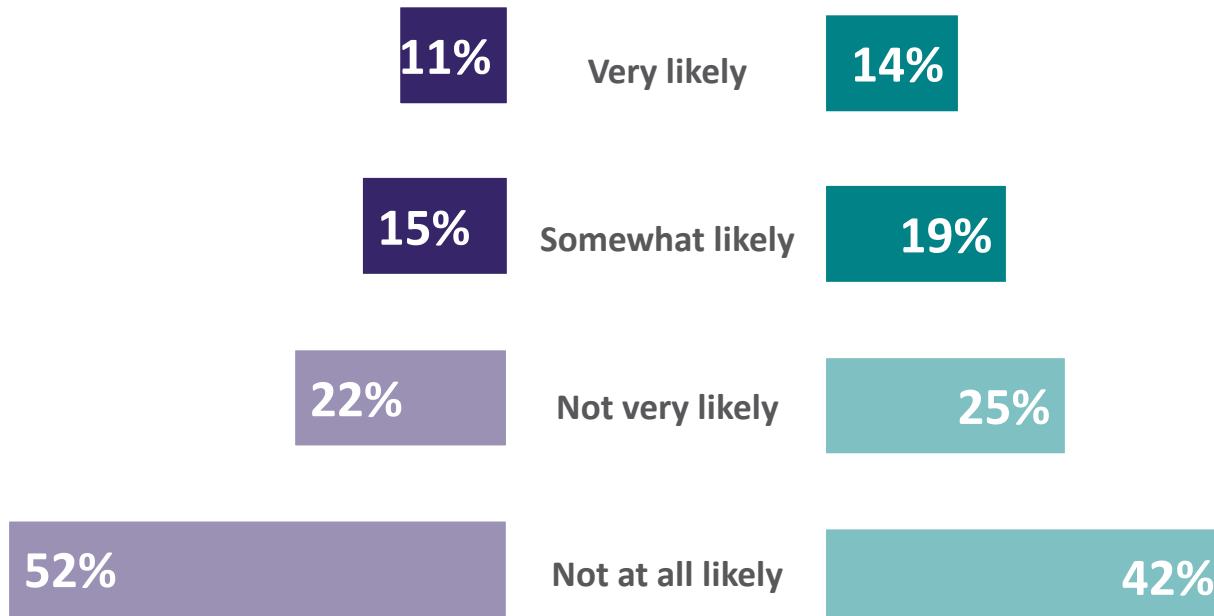


Q.Region x Q.S3  
 Base: Immigrated to Canada 20 years or less. 0-5 years(n= 110), 6-10 years (n=130), 11-20 years (n=210)

# Likelihood To Purchase A Home

## Total GTA

**26%** (T2B Likely)



## Immigrants

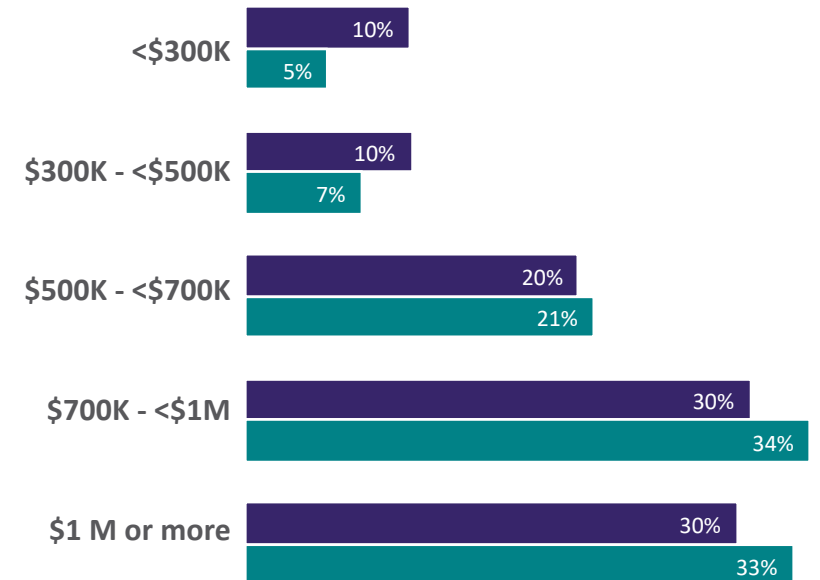
**33%** (T2B Likely)

## Estimated Purchase Price

(AVERAGE PRICE)

**Total \$839,042**

**Immigrant Homebuyers \$935,962**



Q.1. How likely are you to purchase a home in which to live over the next year?

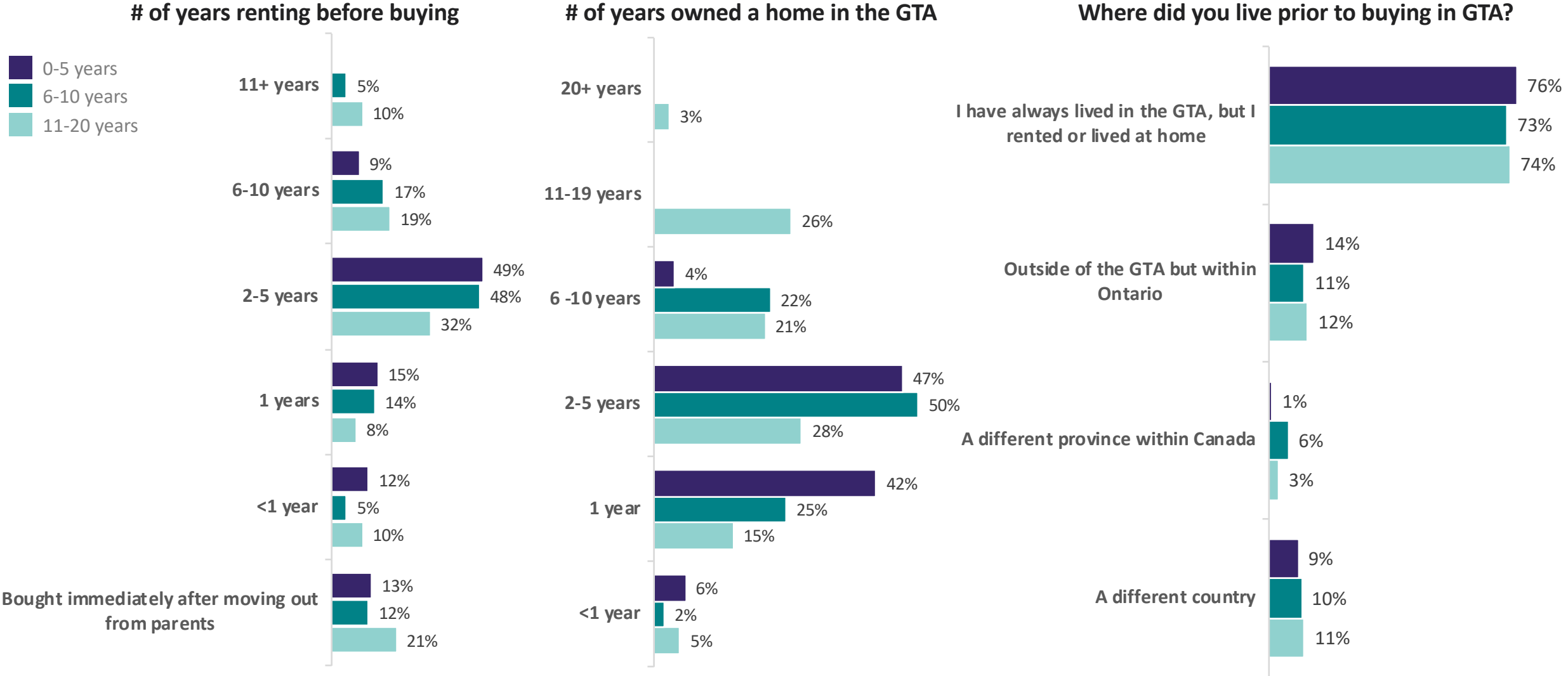
Base: All respondents, including incompletes and those disqualified. Fall 2021 (n=3718); Immigrated to Canada (n=1227)

7. What do you think the purchase price of this home will be?

Base: Likely to Purchase. Fall 2021 (n=1000); Immigrated to Canada (n= 434)



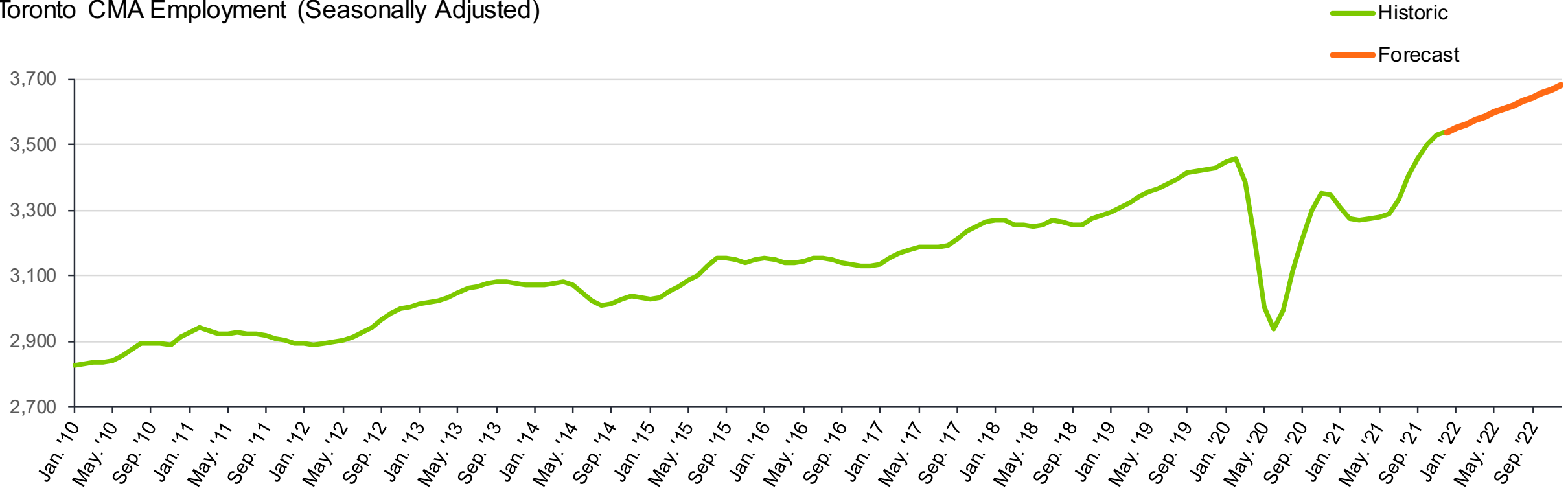
# Journey Towards GTA Home (Immigrated to Canada)



Q6B. For how long did you rent a home before buying? Base: Immigrated to Canada 20 years or less. 0-5 years(n= 110), 6-10 years (n=130), 11-20 years (n=210)  
 Q6C. For how many years have you owned a home in the GTA? Base: Immigrated to Canada 20 years or less. 0-5 years(n= 110), 6-10 years (n=130), 11-20 years (n=210)  
 Q6D. Where did you live prior to buying a home in the GTA? Base: Immigrated to Canada 20 years or less. 0-5 years(n= 110), 6-10 years (n=130), 11-20 years (n=210)

# Job Growth Has Been Strong in High-Paying Sectors

Toronto CMA Employment (Seasonally Adjusted)



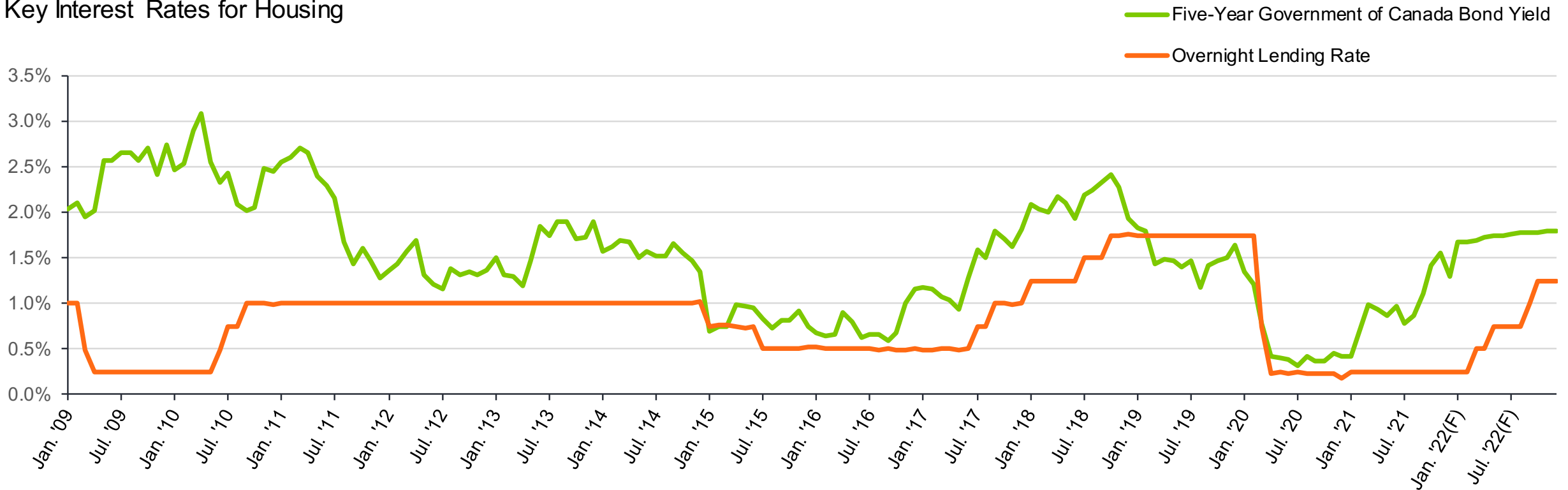
Source: Statistics Canada; TRREB Forecast





# Borrowing Costs Will Trend Upward in 2022

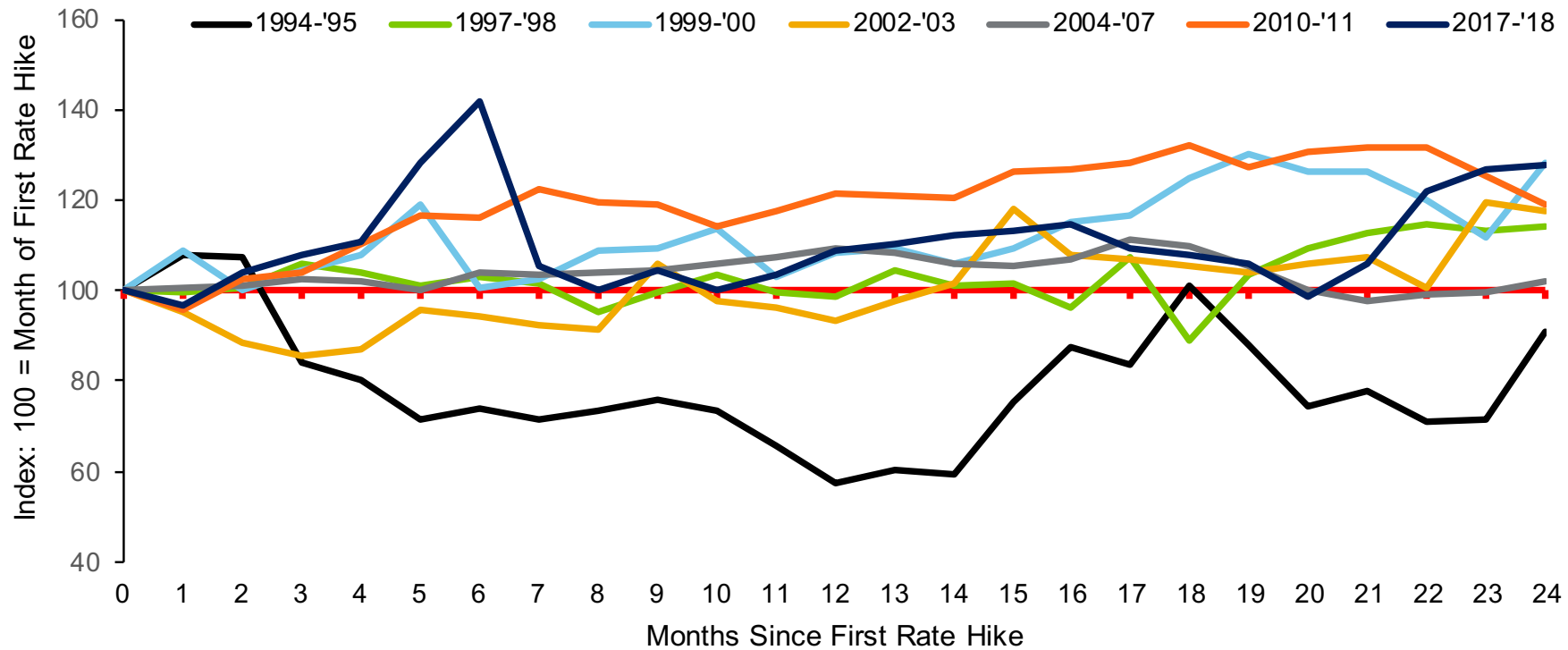
Key Interest Rates for Housing



Source: TRREB

# Potential Impact of Higher Rates on Sales

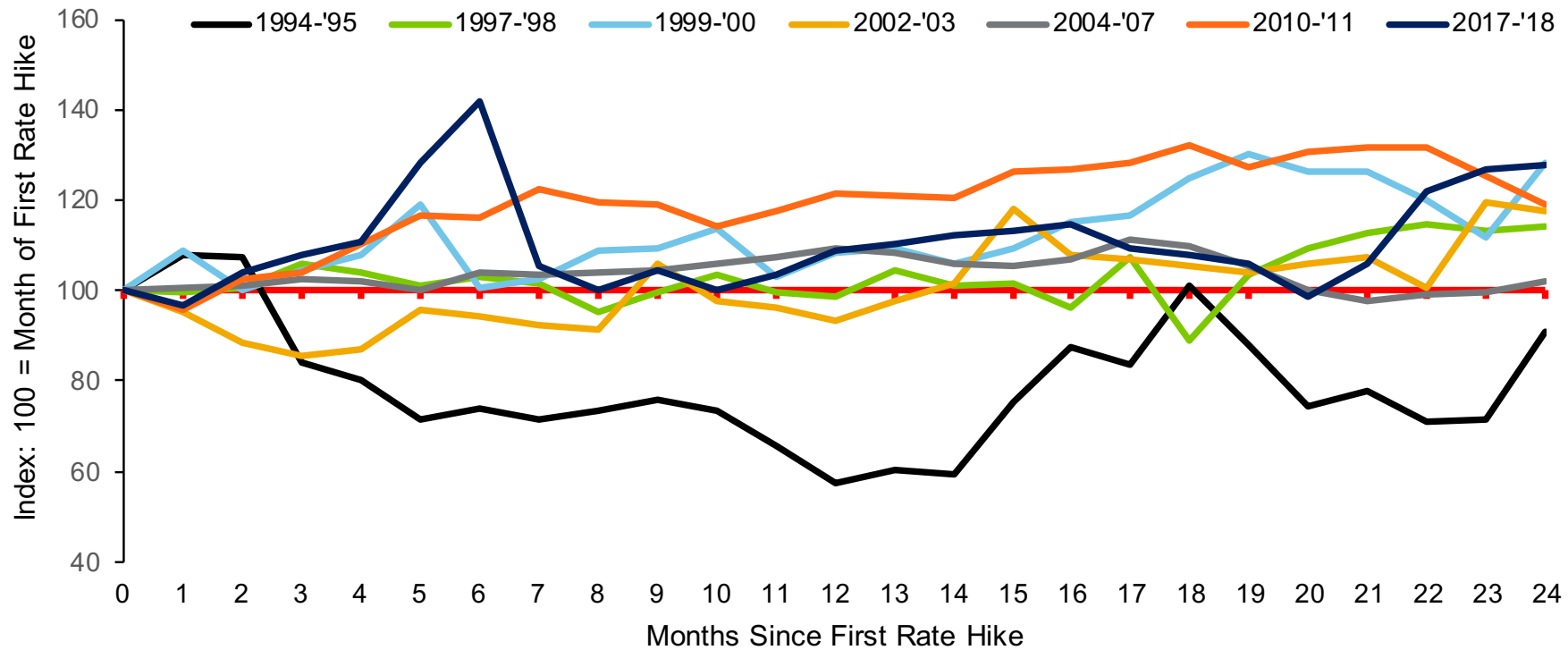
## Sales Trend During Last Seven BoC Tightening Cycles





# Potential Impact of Higher Rates on Sales

## Sales Trend During Last Seven BoC Tightening Cycles



Average Sales Decline

**-11%**

Average Sales Level After 24 Months

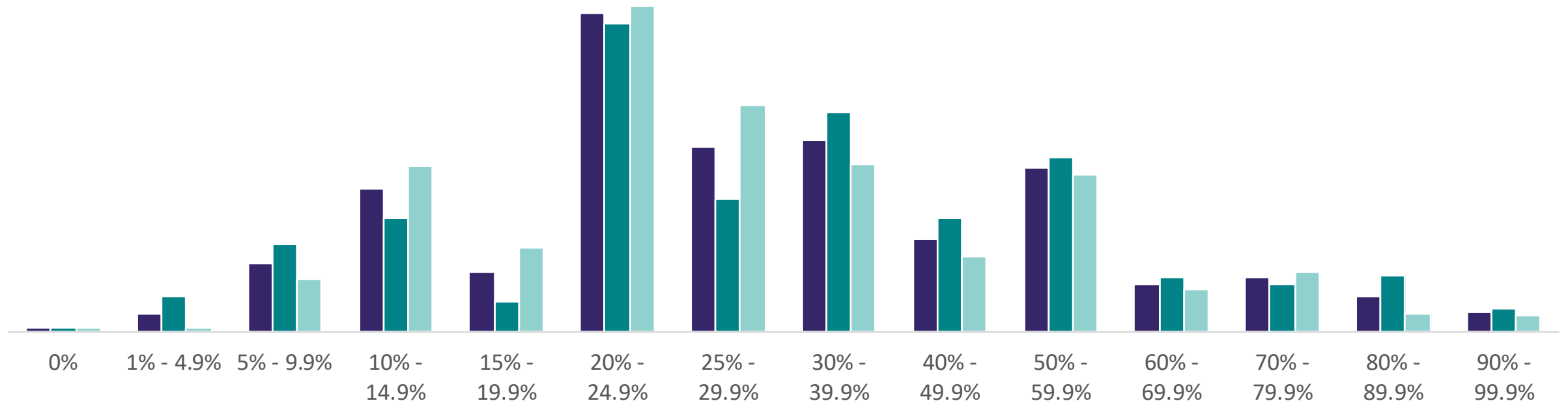
**+14%**



# Future Down Payment Percentage (Among Those Who Will Need a Mortgage)

\*Note: '416' and '905' indicate the region in which respondent intends to buy, not where they currently live

	MEAN						
	Fall 2021	Fall 2020	Fall 2019	Fall 2018	Fall 2017	Fall 2016	Fall 2015
<b>Total</b>	<b>31.0%</b>	30.4%	30.1%	29.9%	31.4%	27.6%	27.8%
<b>416</b>	<b>32.5%</b>	30.6%	31.2%	31.8%	30.7%	25.8%	28.7%
<b>905</b>	<b>29.8%</b>	29.9%	29.3%	29.2%	22.3%	30.8%	27.2%

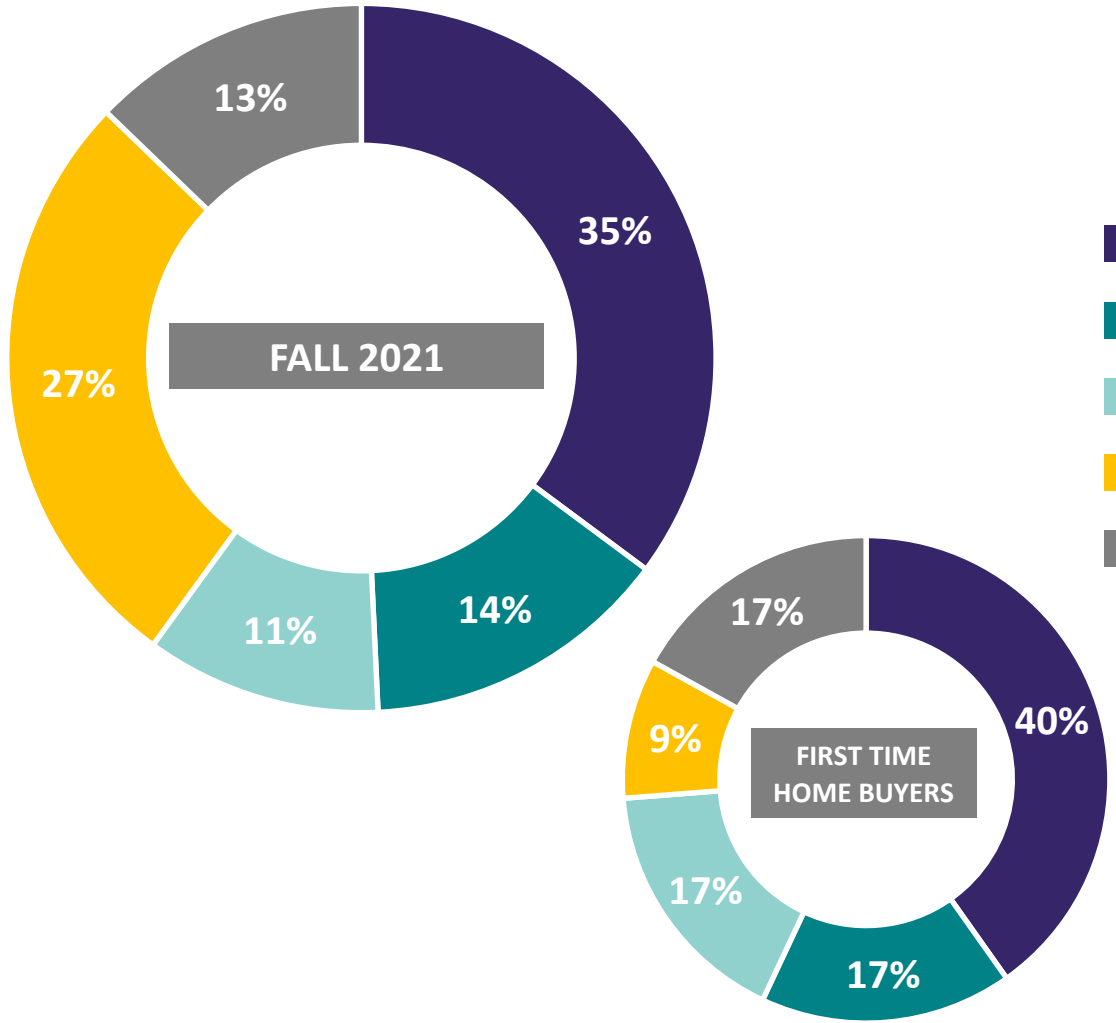


8. What percentage of your purchase price will be covered by a down payment towards a mortgage?

Base: Planning to use mortgage with home purchase. Fall 2021 (n=721); 416 (n=335); 905 (n=386). Fall 2020 (n=793); 416 (n=288); 905 (n=372). Fall 2019 (n=798); 416 (n=391); 905 (n=407). Fall 2018 (n=831); 416 (n=385); 905 (n=446); Fall 2017 (n=1000); 416 (n=176); 905 (n=109); First Time Home Buyers (n=285). Fall 2016 (n=1001); 416 (n=324); 905 (n=369); First Time Home Buyers (n=524). Fall 2015 (n=825); 416 (n=379); 905 (n=344); First Time Home Buyers (n=436)



# Source of Down Payment



	Fall 2020	Fall 2019	Fall 2018	Fall 2017	Fall 2016	Fall 2015
Savings outside of RRSP	36%	36%	37%	32%	31%	31%
Savings within RRSP	13%	13%	12%	13%	13%	13%
Gift from family/friends	11%	12%	11%	11%	12%	12%
Equity from current home	25%	22%	22%	29%	25%	26%
Other	15%	17%	18%	15%	19%	19%

9. What will be your source(s) of down payment? Please indicate the share of your down payment that will come from each of the sources below. Base: Planning to use mortgage with home purchase. Planning to use mortgage with home purchase. Fall 2021 (n=721); First-time homebuyers (n=287). Fall 2020 (n=793); First-time homebuyers (n=337). Fall 2019 (n=798); First-time homebuyers (n=328). Fall 2018 (n=831); First-time Homebuyers (n=311). Fall 2017 (n=741); First-time Homebuyers (n=336). Fall 2016 (n=762); First-time Homebuyers (n=436). Fall 2015 (n=825); First-time Homebuyers (n=444)

# TRREB Sales Outlook

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## Market Driver

## Impact

Per Capita Sales Above Trend



Increased Immigration



Labour Market Conditions



Borrowing Costs



# TRREB Sales Outlook

## Market Driver

## Impact

Per Capita Sales Above Trend



Increased Immigration



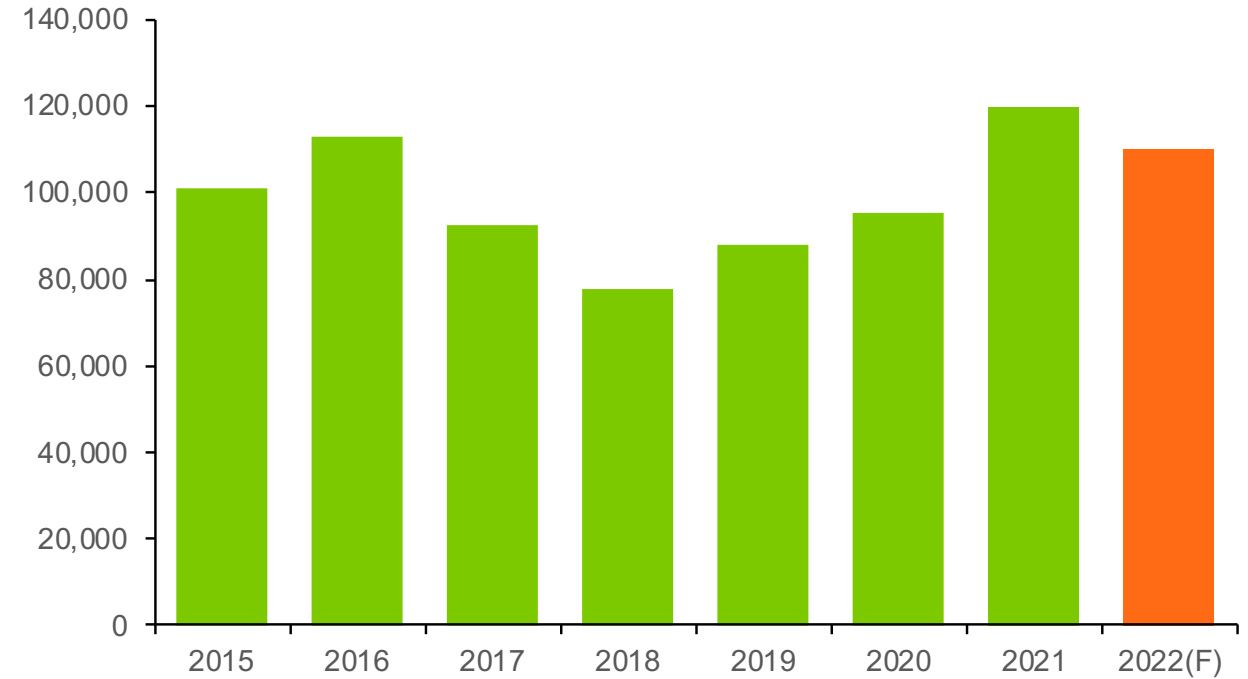
Labour Market Conditions



Borrowing Costs



### TRREB Sales Outlook

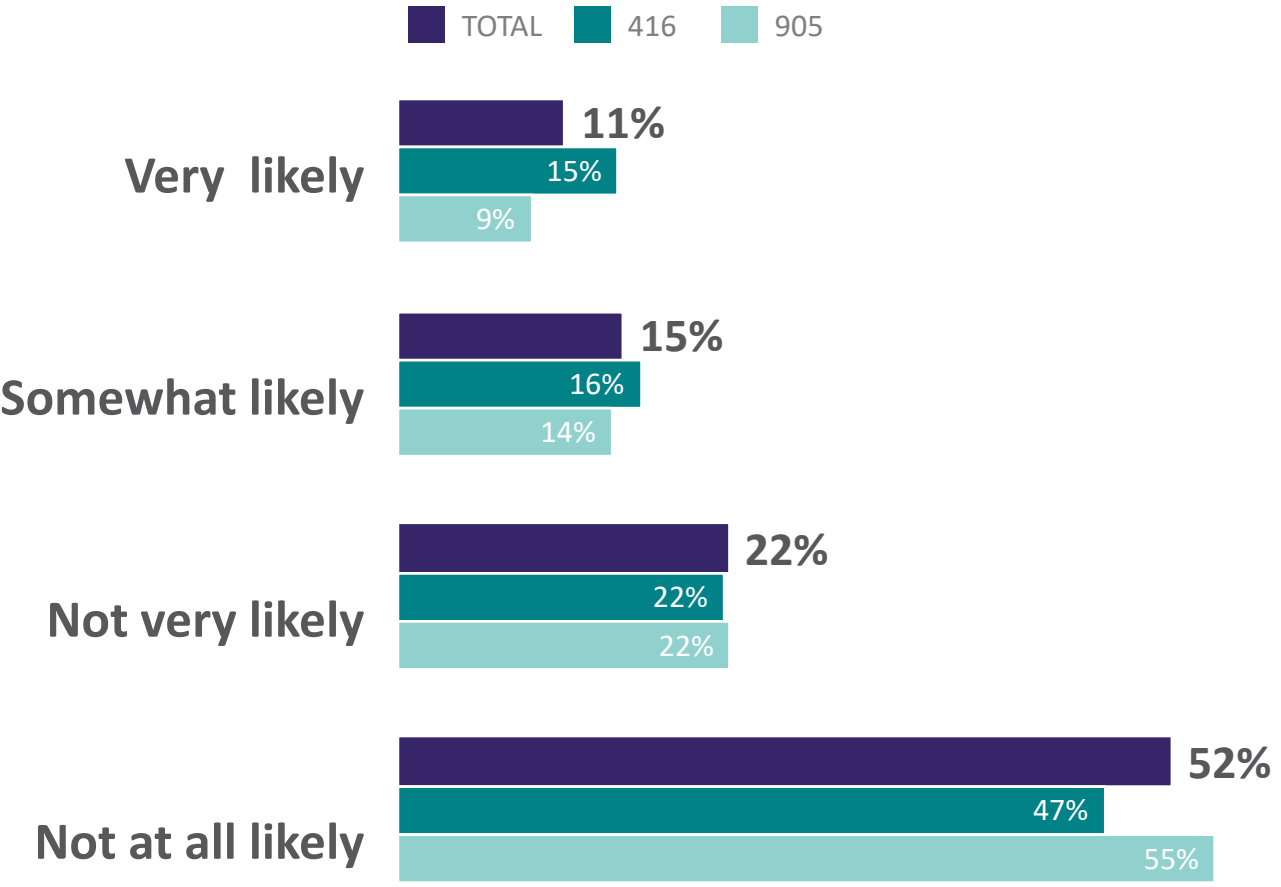


Source: TRREB





# Likelihood To Purchase A Home

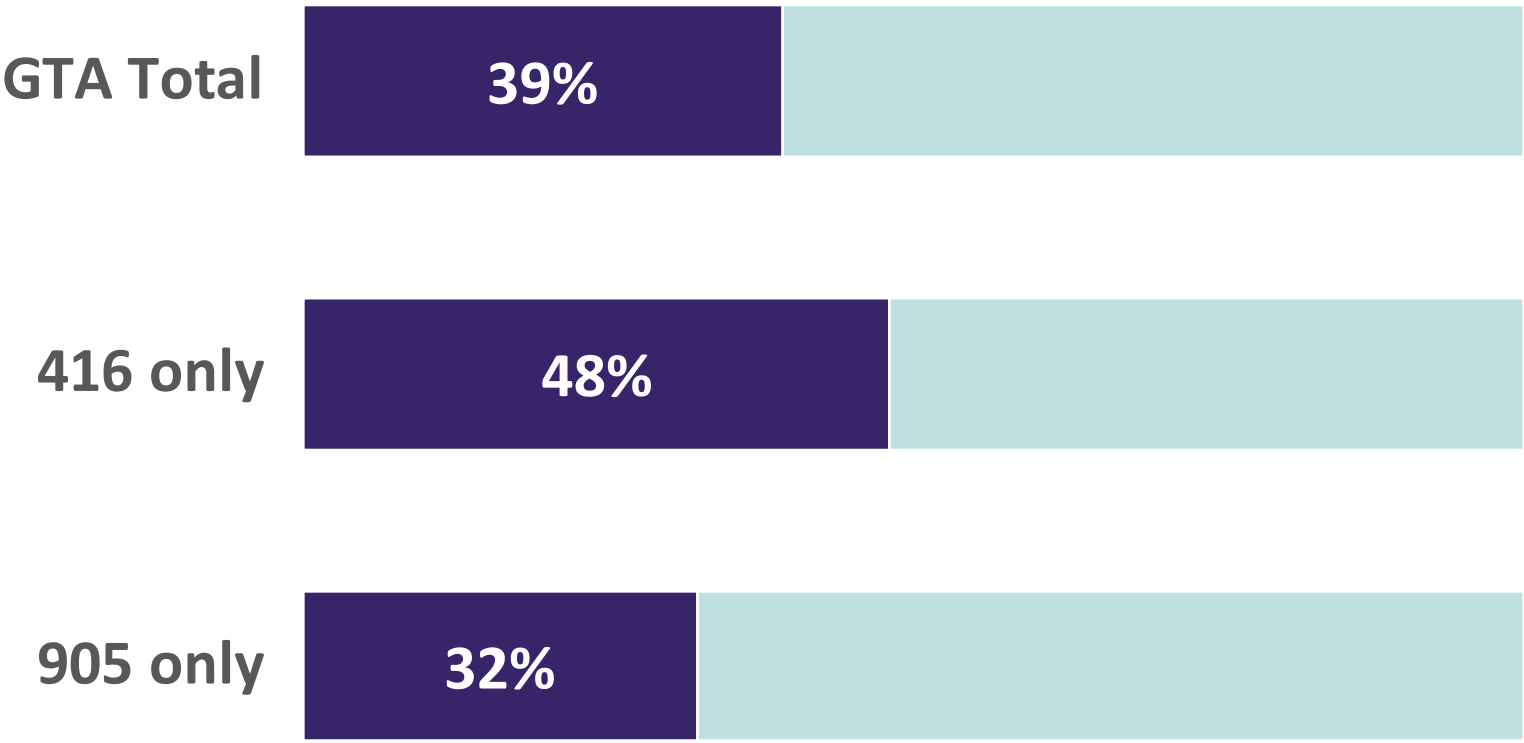


	T2B - LIKELY				
	Fall 2021	Fall 2020	Fall 2019	Fall 2018	Fall 2017
Total	26%	30%	29%	29%	26%
416	31%	31%	31%	37%	28%
905	23%	29%	28%	26%	25%

1. How likely are you to purchase a home in which to live over the next year?  
 Base: All respondents, including incompletes and those disqualified. Fall 2021 (n=3718); 416 (n=1439); 905 (n=2279); Fall 2020 (n=3217); 416 (n=1456); 905 (n=1761); Fall 2019 (n=4333); 416 (n=1799); 905 (n=2534). Fall 2018 (n=4060); 416 (n=1366); 905 (n=2694). Fall 2017 (n=3974); 416 (n=1645); 905 (n=2329). Spring 2017 (n=3981); 416 (n=1649); 905 (n=2332). Fall 2016 (n=3,774); 416 (n=1,475); 905 (n=2,299). Fall 2015 (n=3451); 416 (n=1518); 905 (n=1933);

# Incidence of First-Time Home Buyers

■ Yes ■ No

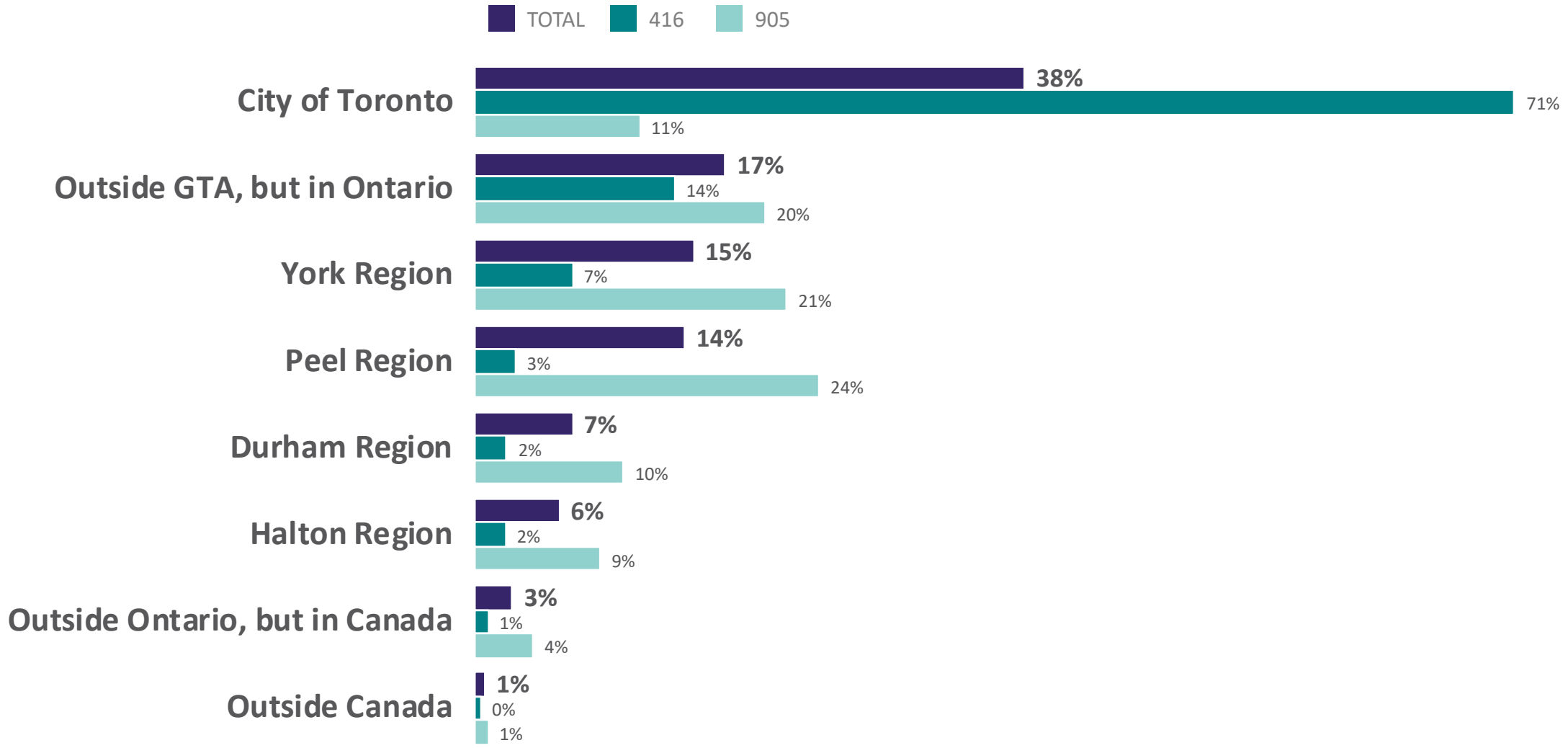


## % ' Yes'

	Fall 2020	Fall 2019	Fall 2018	Fall 2017	Spring 2017	Fall 2016	Fall 2015
GTA Total	41%	42%	38%	41%	40%	53%	49%
416 only	44%	47%	44%	46%	46%	64%	56%
905 only	38%	37%	32%	37%	33%	44%	43%

3. Will you be a first-time home buyer?  
 Base: Likely To Purchase. Fall 2021 (n=1,000); 416 (n=463); 905 (n=537). Fall 2020 (n=1000); 416 (n=471); 905 (n=529). Fall 2019 (n=1,000); 416 (n=489); 905 (n=511). Fall 2018 (n=1,001); 416 (n=462); 905 (n=539). Fall 2017 (n=1,000); 416 (n=472); 905 (n=528). Spring 2017 (n=1376); 416 (n=781); 905 (n=595). Fall 2016 (n=1,001); 416 (n=455); 905 (n=546). Fall 2015 (n=1000); 416 (n=490); 905 (n=510); Spring 2015 (n=768); 416 (n=387); 905 (n=381).

# Area Most Likely to Purchase Home

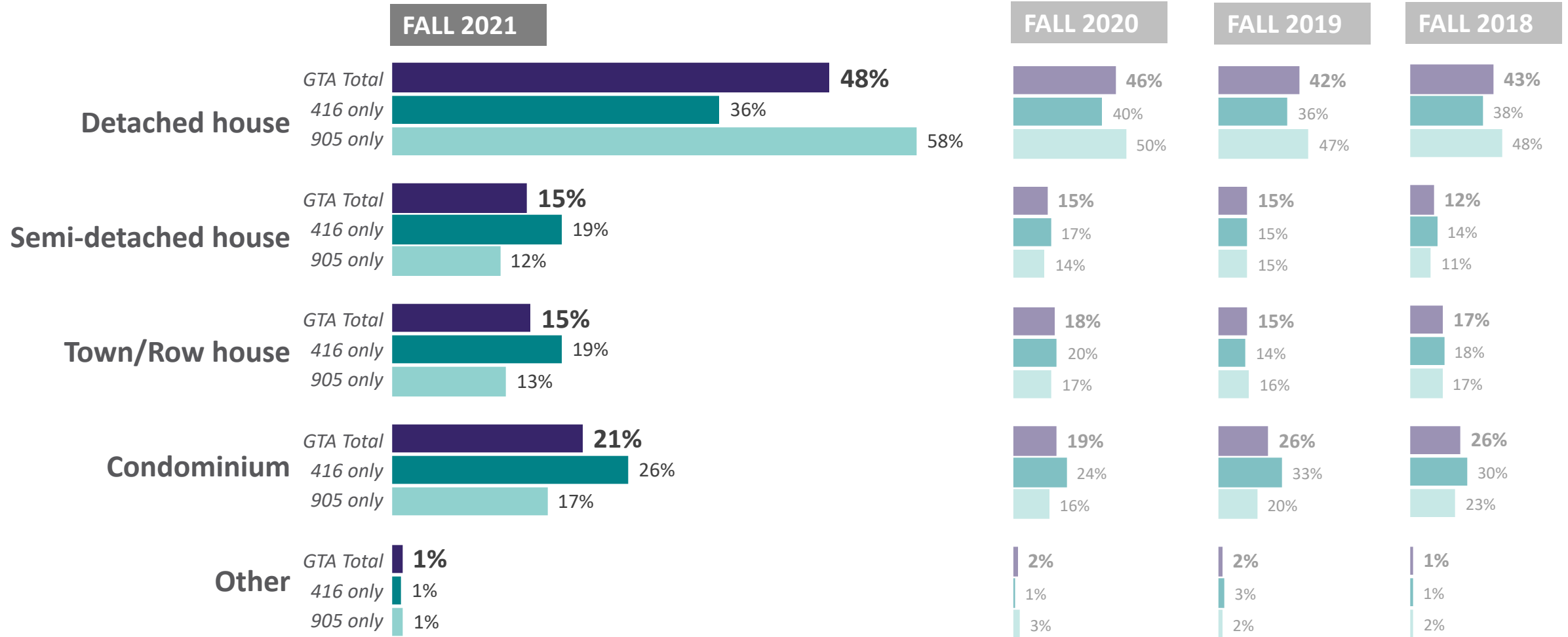


4. In which area of the GTA will you most likely purchase a home?  
 Base: Likely To Purchase. Fall 2021 (n=1,000); 416 (n=463); 905 (n=537); Fall 2020 (n=1000); 416 (n=471); 905 (n=529); Fall 2019 (n=1000); 416 (n=489); 905 (n=511). Fall 2018 (n=1001); 416 (n=462); 905 (n=539). Fall 2017 (n=1000); 416 (n=472); 905 (n=528). Spring 2017 (n=1376); 416 (n=781); 905 (n=595). Fall 2016 (n=1,001); 416 (n=455); 905 (n=546). Fall 2015 (n=1000); 416 (n=490); 905 (n=510)



# Type of Home Most Likely to Purchase

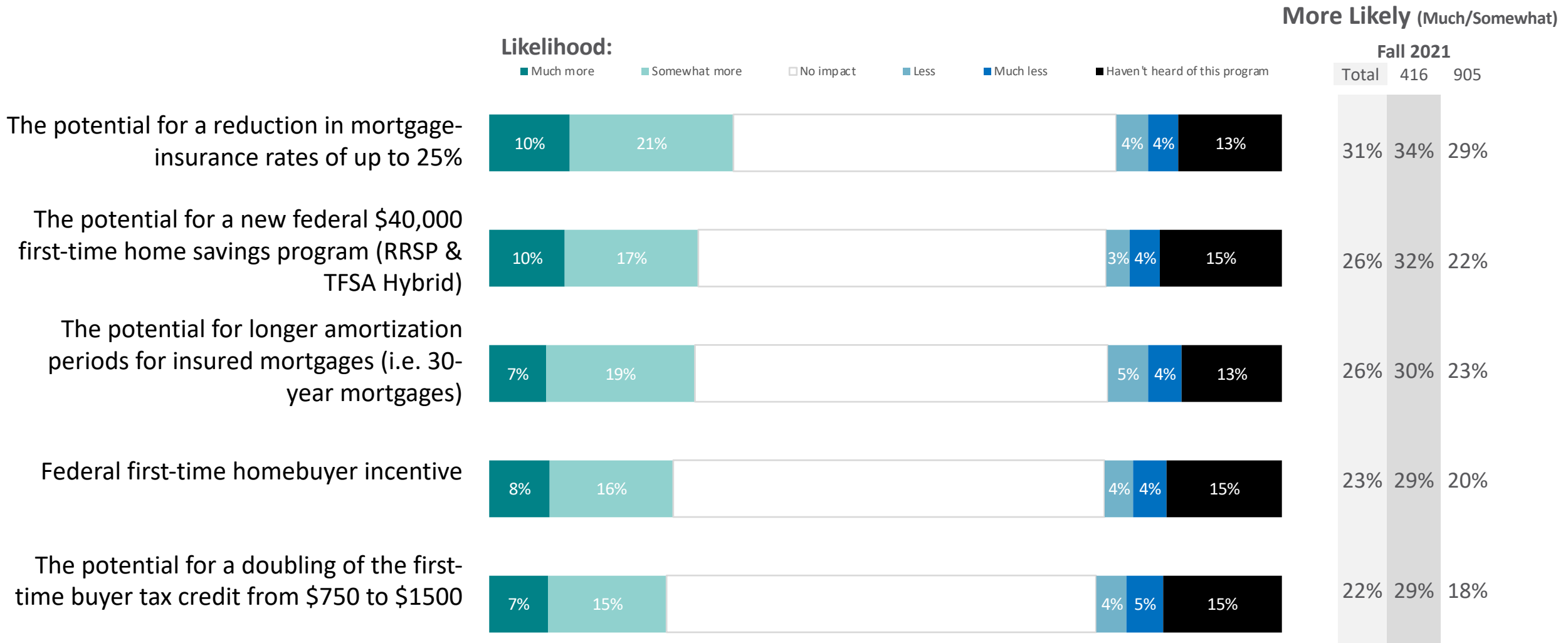
\*Note: '416' and '905' indicate the region in which respondent intends to buy, not where they currently live



6. What type of home are you most likely to purchase?

Base: Likely To Purchase. Fall 2021 (n=1,000); 416 (n=463); 905 (n=537); Fall 2020 (n=1000); 416 (n=471); 905 (n=529); Fall 2019 (n=1000); 416 (n=489); 905 (n=511). Fall 2018 (n=1001); 416 (n=462); 905 (n=539). Fall 2017 (n=100; 416 (n=472); 905 (n=528). Spring 2017 (n=1376); 416 (n=338); 905 (n=327). Fall 2016 (n=1,001); 416 (n=324); 905 (n=369). Fall 2015 (n=1000); 416 (n=450); 905 (n=400); Spring 2015 (n=768), 416 (n=347); 905 (n=312);

# Impact of Programs/Policies on Home Purchase Intent in N12M

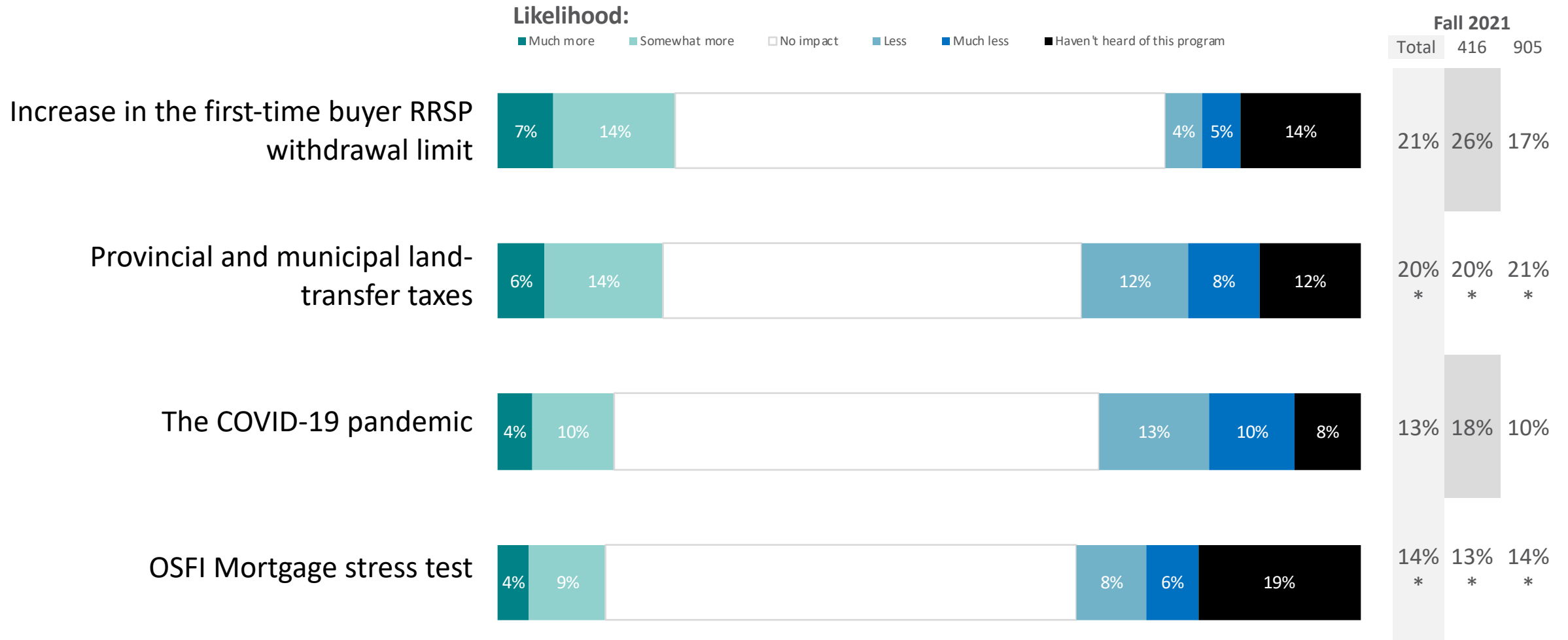


Q1C. Will the following government programs/policies make you more or less likely to purchase a home over the next 12 months?

Base: All respondents, including incompletes and those disqualified. Fall 2021 (n=3629); 416 (n=1411); 905 (n=2218); Fall 2020 (n=3157); 416 (n=1432); 905 (n=1725); Fall 2019 (n=4333); 416 (n=1799); 905 (n=2534); Spring 2019 (n=1502); 416 (n=736), 905 (n=766).

# Impact of Programs/Policies on Home Purchase Intent in N12M

**More Likely (Much/Somewhat)**  
*\* Indicates less/much less likely scores*

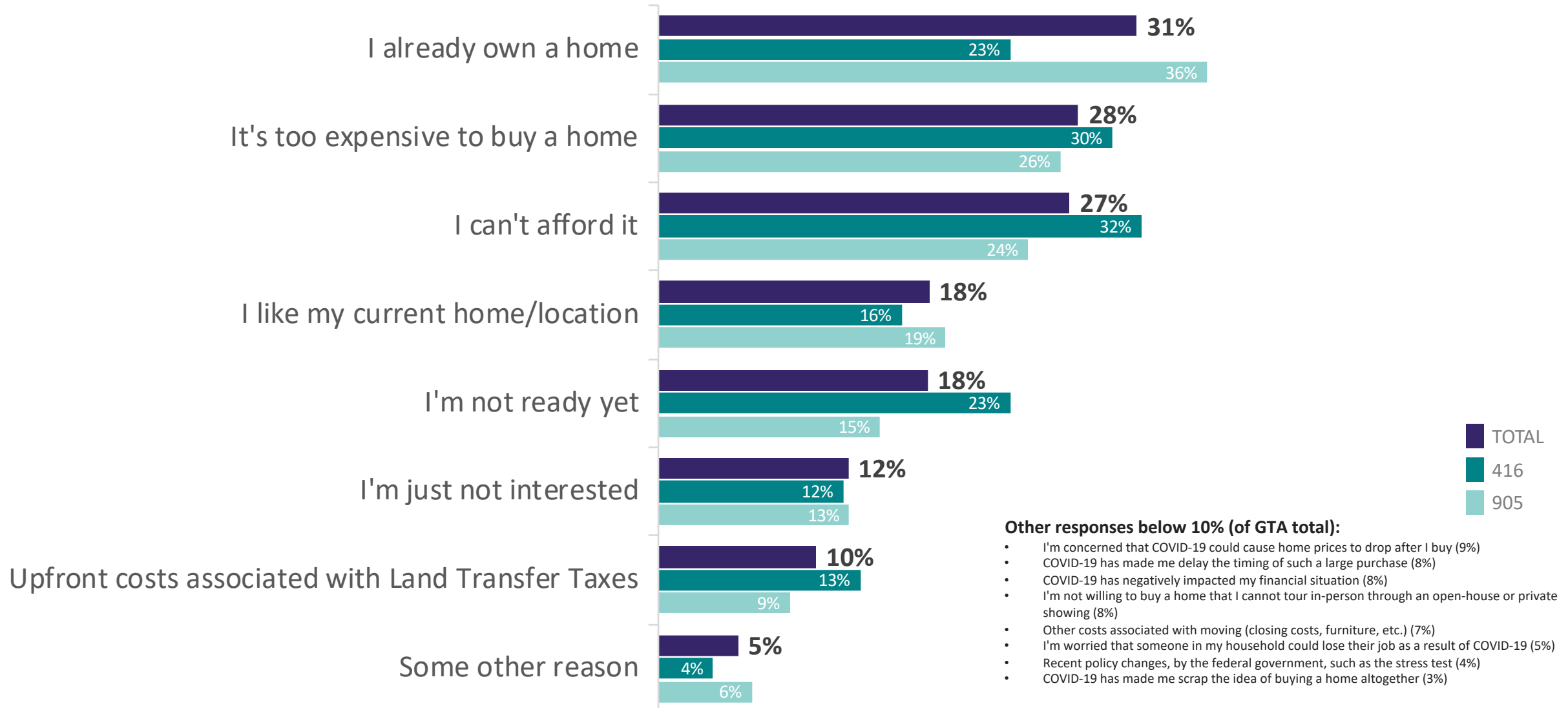


Q1C. Will the following government programs/policies make you more or less likely to purchase a home over the next 12 months?

Base: All respondents, including incompletes and those disqualified. Fall 2021 (n=3629); 416 (n=1411); 905 (n=2218); Fall 2020 (n=3157); 416 (n=1432); 905 (n=1725); Fall 2019 (n=4333); 416 (n=1799); 905 (n=2534); Spring 2019 (n=1502); 416 (n=736), 905 (n=766).



# Reasons for Not Planning to Purchase a Home in Next Year



2. Why are you not planning on purchasing a home over the next year?

Base: Not likely to purchase a home in which to live over the next year. Fall 2021 (n=438); 416 (n=168); 905 (n=270).

# Talk of Foreign Buyers and Speculators Ramping Up

## Ontario to raise tax on foreign homebuyers amid inaction from federal Liberals

JEFF GRAY > QUEEN'S PARK REPORTER

RACHELLE YOUNGLAI >

PUBLISHED DECEMBER 15, 2021

UPDATED DECEMBER 16, 2021

Source: Globe & Mail

## Toronto councillor pushes for speculation tax to cool 'insanity' of escalating real estate prices



Ontario brought in speculation tax in 1974 but later modified it, then scrapped it



[Farrah Merali](#) · CBC News · Posted: Dec 06, 2021 4:00 AM ET | Last Updated: December 6, 2021

# The Foreign Buyer Has Been Making Headlines for Years

BUSINESS

## The 'foreign investor' voted Canadian Press business newsmaker of the year

It's the first time since the survey began in 2003 that the business newsmaker of the year wasn't a specific person.



By **Alexandra Posadzki** The Canadian Press

▲ Tue., Dec. 27, 2016 | ⌚ 4 min. read

Source: Toronto Star

# Transactions Involving a Foreign Buyer

Fall 2016

Total buyers' rep transactions acting on behalf of foreign buyers'

1,061

Total buyers' rep transactions over the past 12 months

21,669

4.9% of all TRREB members transactions involve foreign buyers

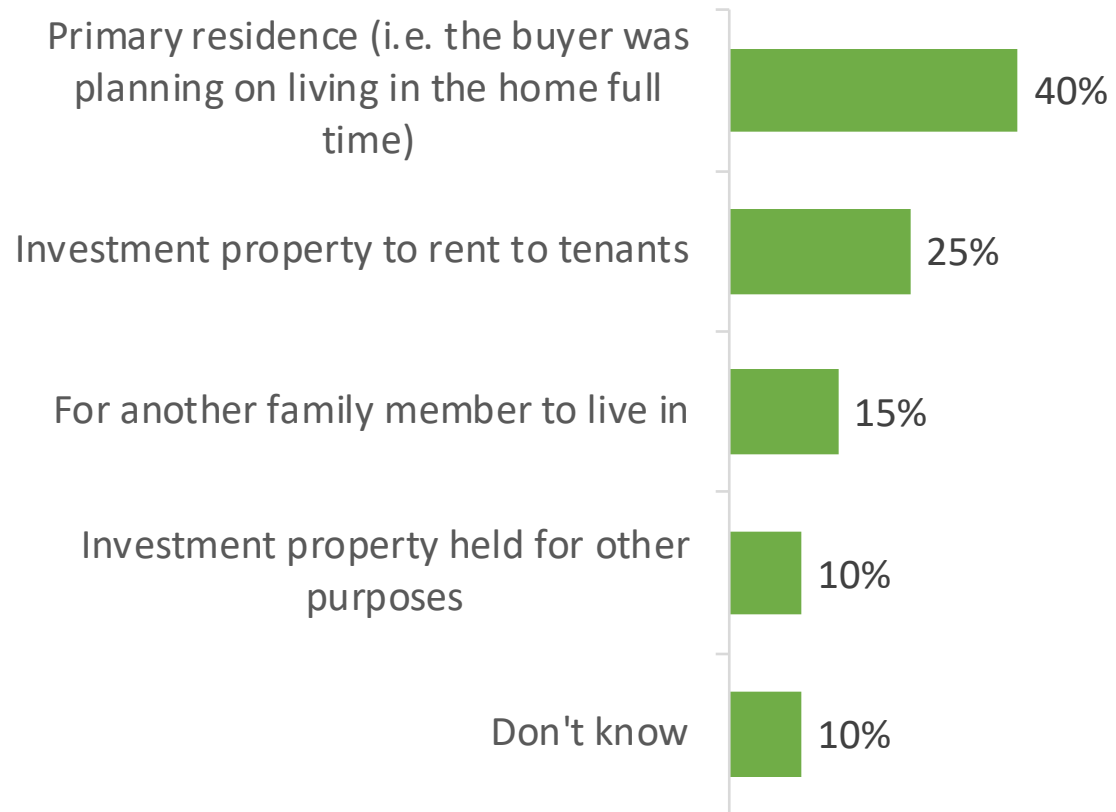
Region of Brokerage	Halton	Peel	Simcoe	Toronto	York	Durham
% involving foreign buyer	6%	4%	3%	5%	6%	1%

- Q.2 Of the [...] transaction(s) where you acted as the buyer's representative, what number of these transactions involved a foreign buyer (i.e. not a Canadian citizen or permanent resident)?  
Base: Respondents with at least one transaction in past year (n=2968)
- Q.1 In how many transactions (i.e. a property was sold) over the past 12 months did you act as the buyer's representative? Base: All respondents (n=3518)



# Purpose of Home Purchase

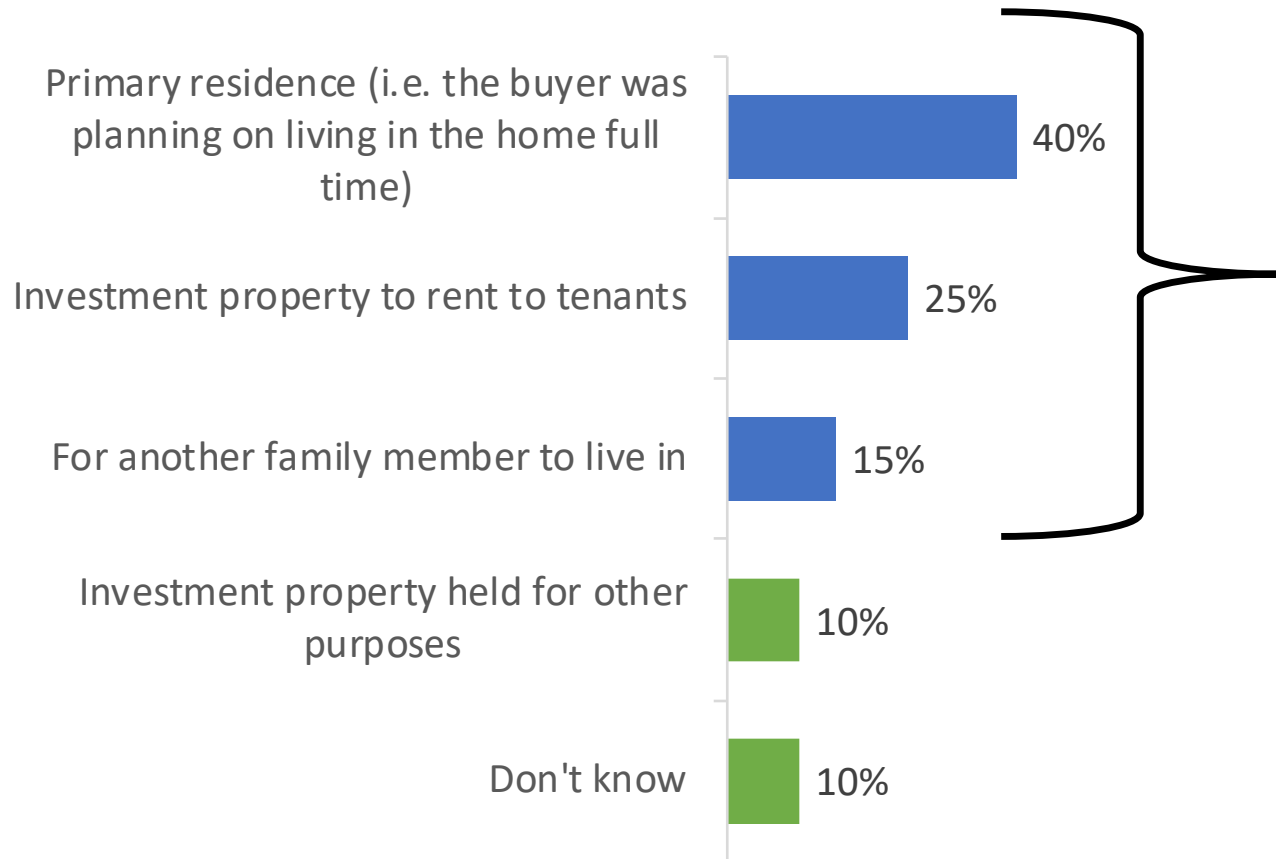
## Primary use of Property



- Q.7 Was this home being purchased as a – Total
- Base: Member transactions involving a foreign buyer (n=911)
- Q.8 As an investment property, was the foreign buyer primarily planning to – Total
- Base: Member transactions involving a foreign buyer where home is purchased as investment property (n=911)

# Purpose of Home Purchase

## Primary use of Property

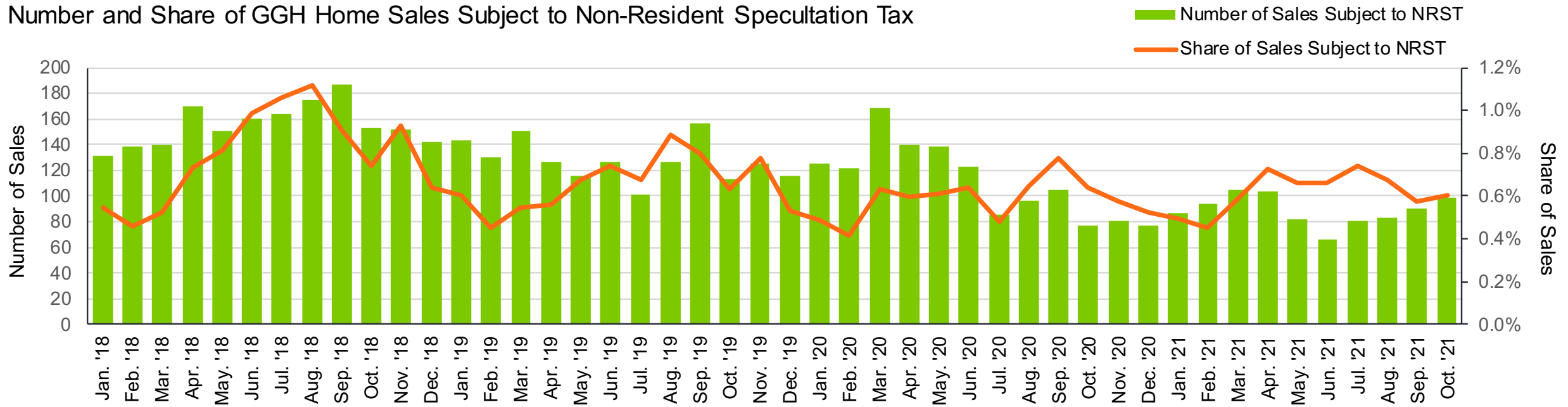


In 2016, 80 per cent of foreign buyers were purchasing a home for themselves to live in, another family member to live in, or to rent out to someone else in need of a home.

- Q.7 Was this home being purchased as a – Total
- Base: Member transactions involving a foreign buyer (n=911)
- Q.8 As an investment property, was the foreign buyer primarily planning to – Total
- Base: Member transactions involving a foreign buyer where home is purchased as investment property (n=911)

# Foreign Buying Activity Remains Low

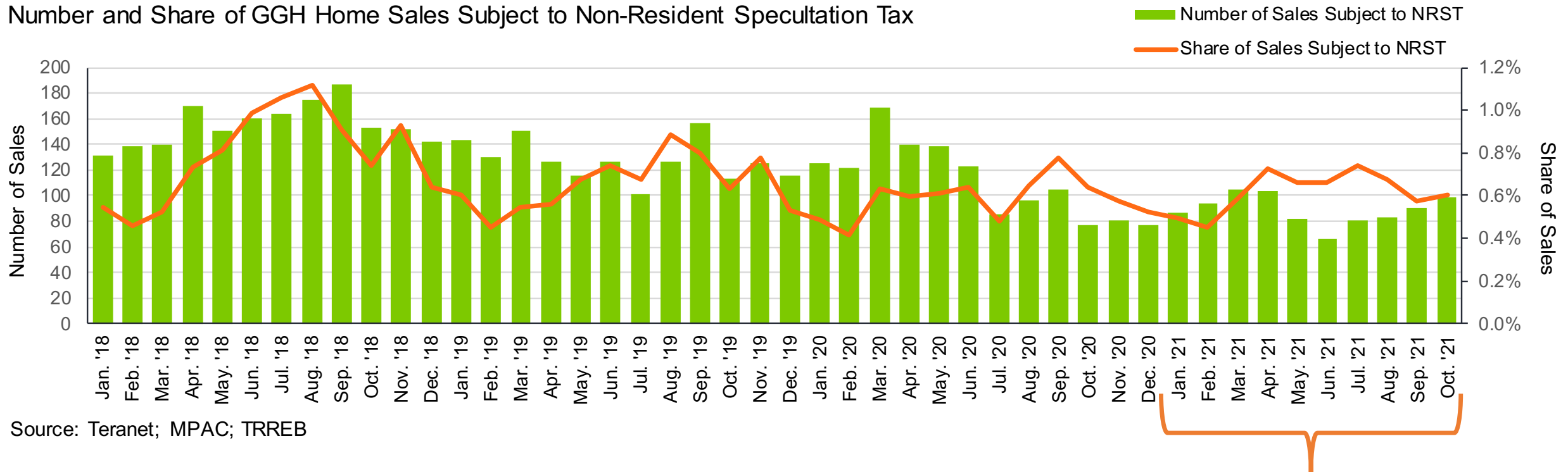
Number and Share of GGH Home Sales Subject to Non-Resident Speculation Tax



Source: Teranet; MPAC; TRREB

# Foreign Buying Activity Remains Low

Number and Share of GGH Home Sales Subject to Non-Resident Speculation Tax



Source: Teranet; MPAC; TRREB

How would market conditions change if we had no sales subject to the NRST?

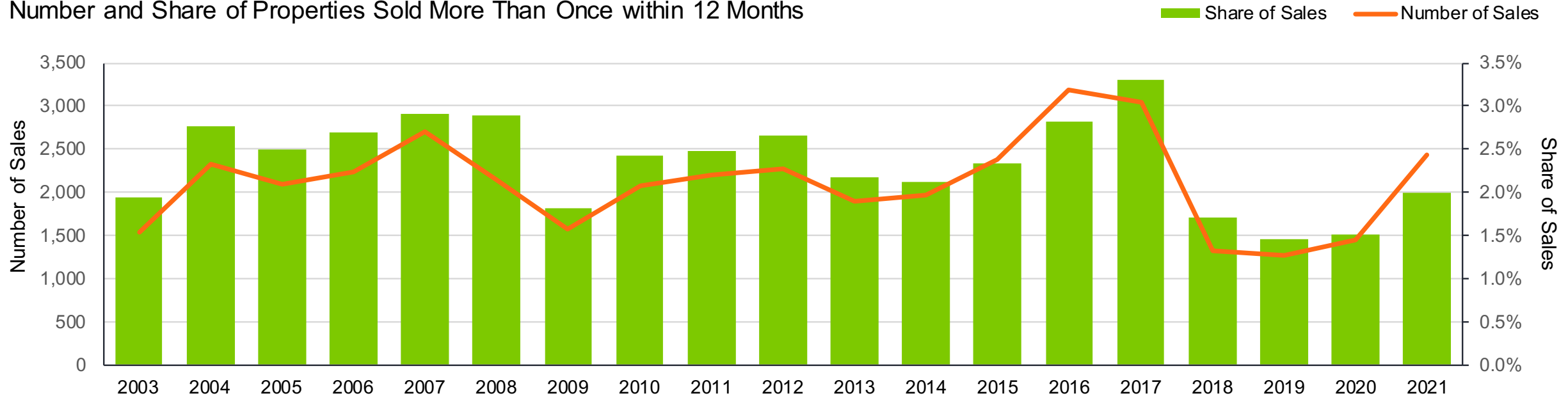


MOI with: 0.91  
MOI without: 0.92



# Speculative Activity Remains Lower Than 2016/'17

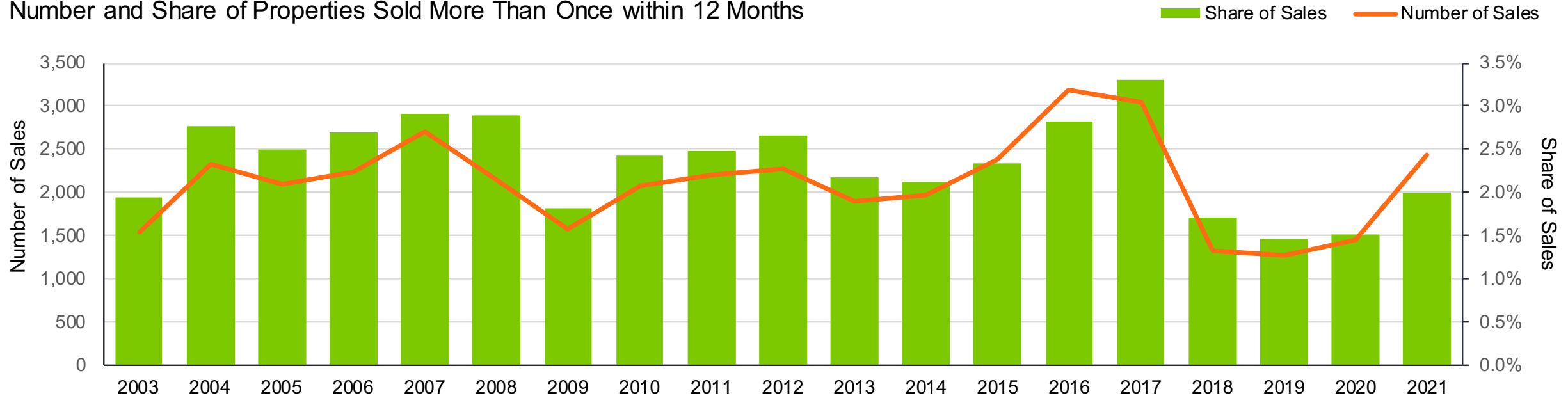
Number and Share of Properties Sold More Than Once within 12 Months



Source: TRREB

# Speculative Activity Remains Lower Than 2016/'17

Number and Share of Properties Sold More Than Once within 12 Months



Source: TRREB



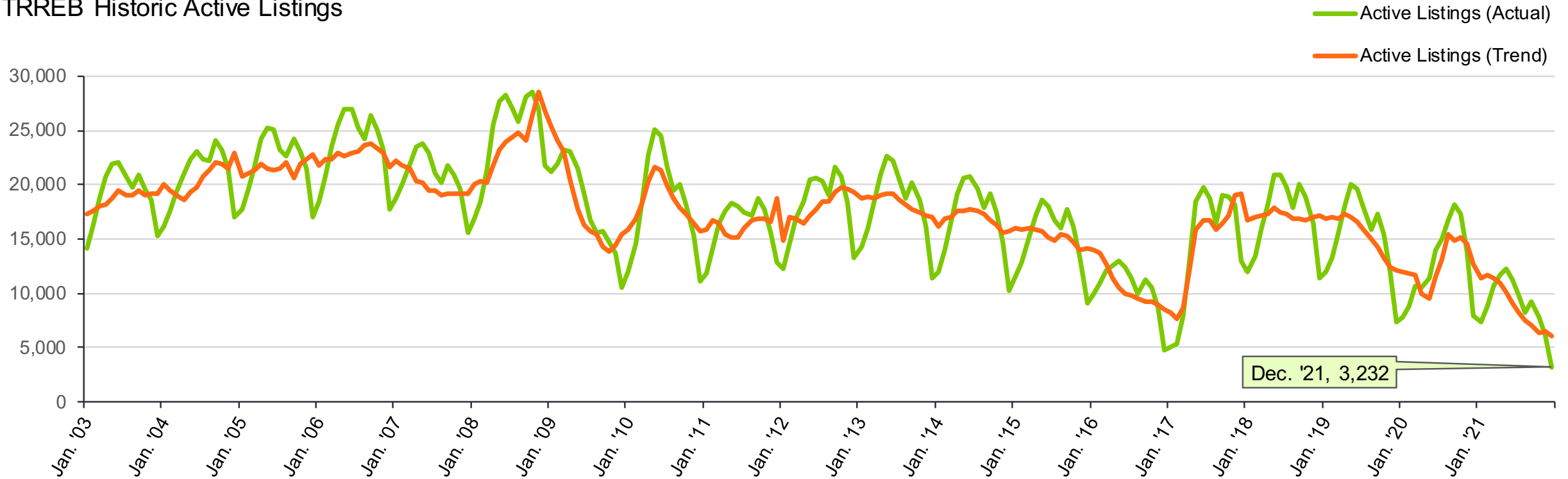
**MOI with: 2.69**  
**MOI without: 2.77**

**1.12**  
**1.16**

**0.87**  
**0.89**

# The REAL Problem is Lack of Inventory

TRREB Historic Active Listings



Source: TRREB

# The REAL Problem is Lack of Inventory

**Scotiabank™**

GLOBAL ECONOMICS

**Jean-François Perrault**

SVP & Chief Economist

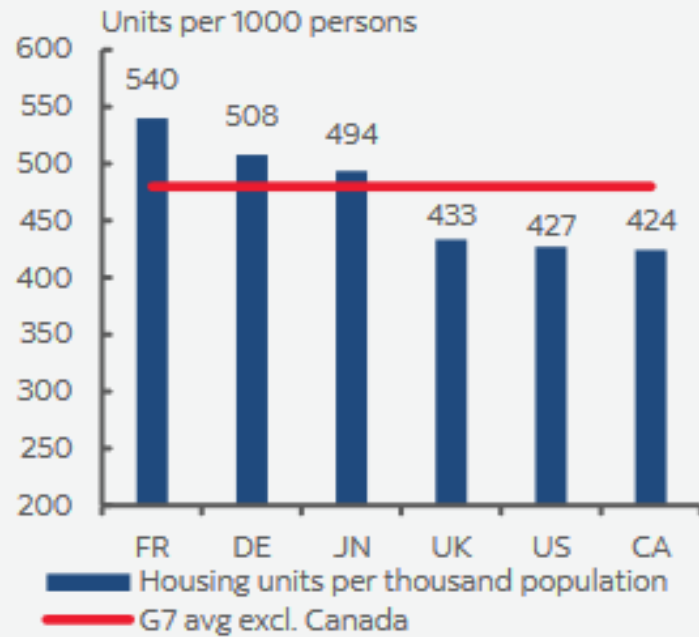
Scotiabank Economics

416.866.4214

[jean-francois.perrault@scotiabank.com](mailto:jean-francois.perrault@scotiabank.com)

**Chart 1**

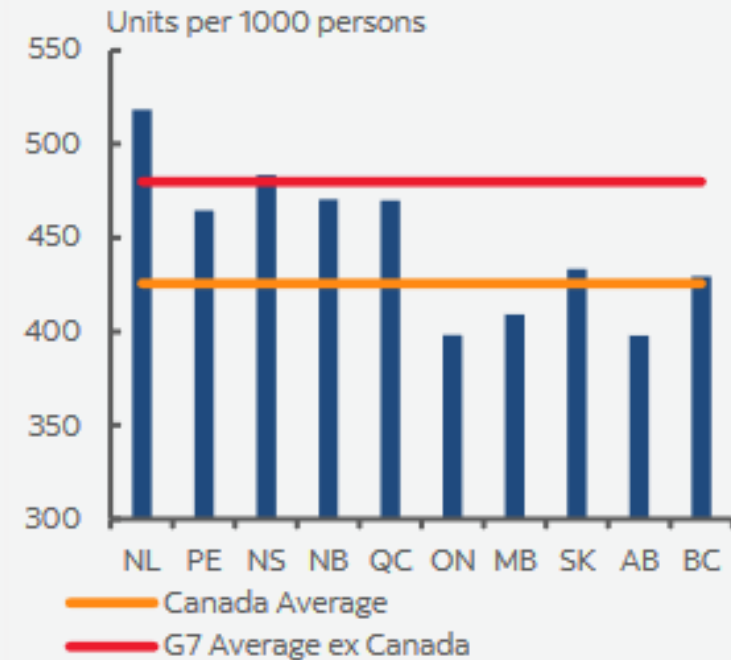
## Total Private Dwellings to Population in G7 Countries



Sources: Scotiabank Economics, Statistics Canada, OECD, US Census.

**Chart 2**

## Total Private Dwellings to Population in 2020



Sources: Scotiabank Economics, Statistics Canada.



# All Levels of Government Have Acknowledged the Supply Issue

## Ford government announces \$45 million to 'cut red tape' and speed up applications for new home construction

Pledging to make "unnecessary delays" in building new homes in the province a thing of the past, Ontario Premier Doug Ford announced \$45 million to create a fund to cut red tape and do away with delays in the approval of new home construction.



By **Donovan Vincent** Housing Reporter  
Wed., Jan. 19, 2022 | 4 min. read

Source: Toronto Star

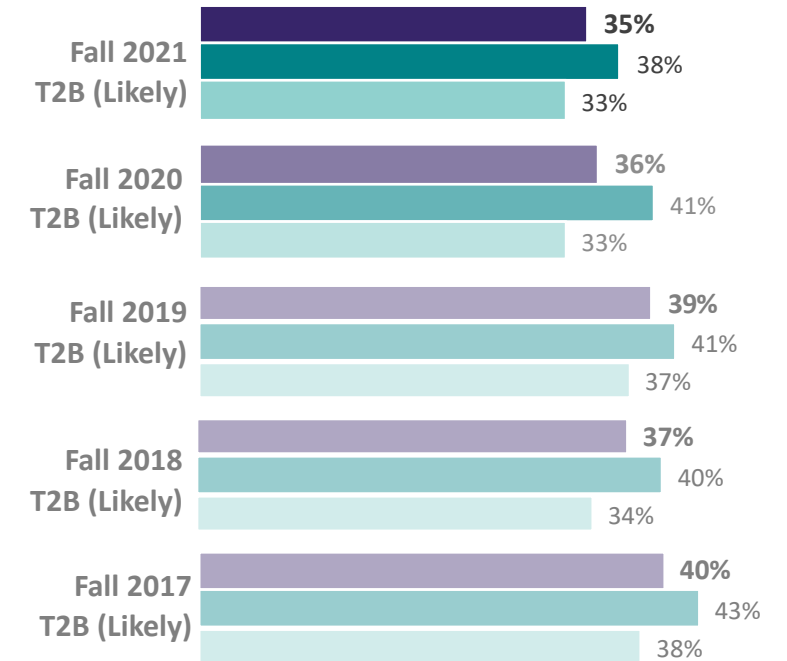
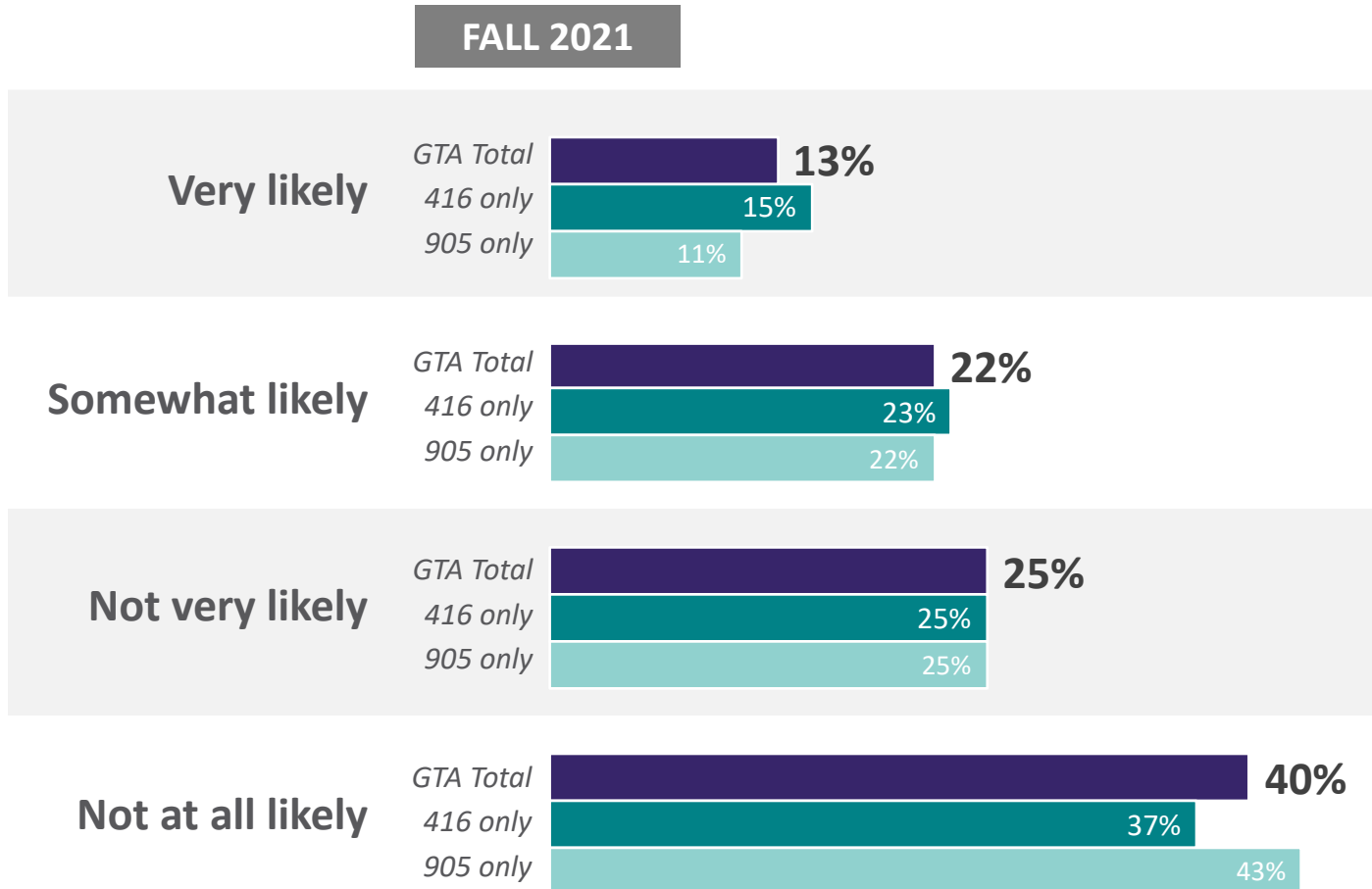


## City lays groundwork for expanding housing options to meet the needs of growing city

News Release

November 25, 2021

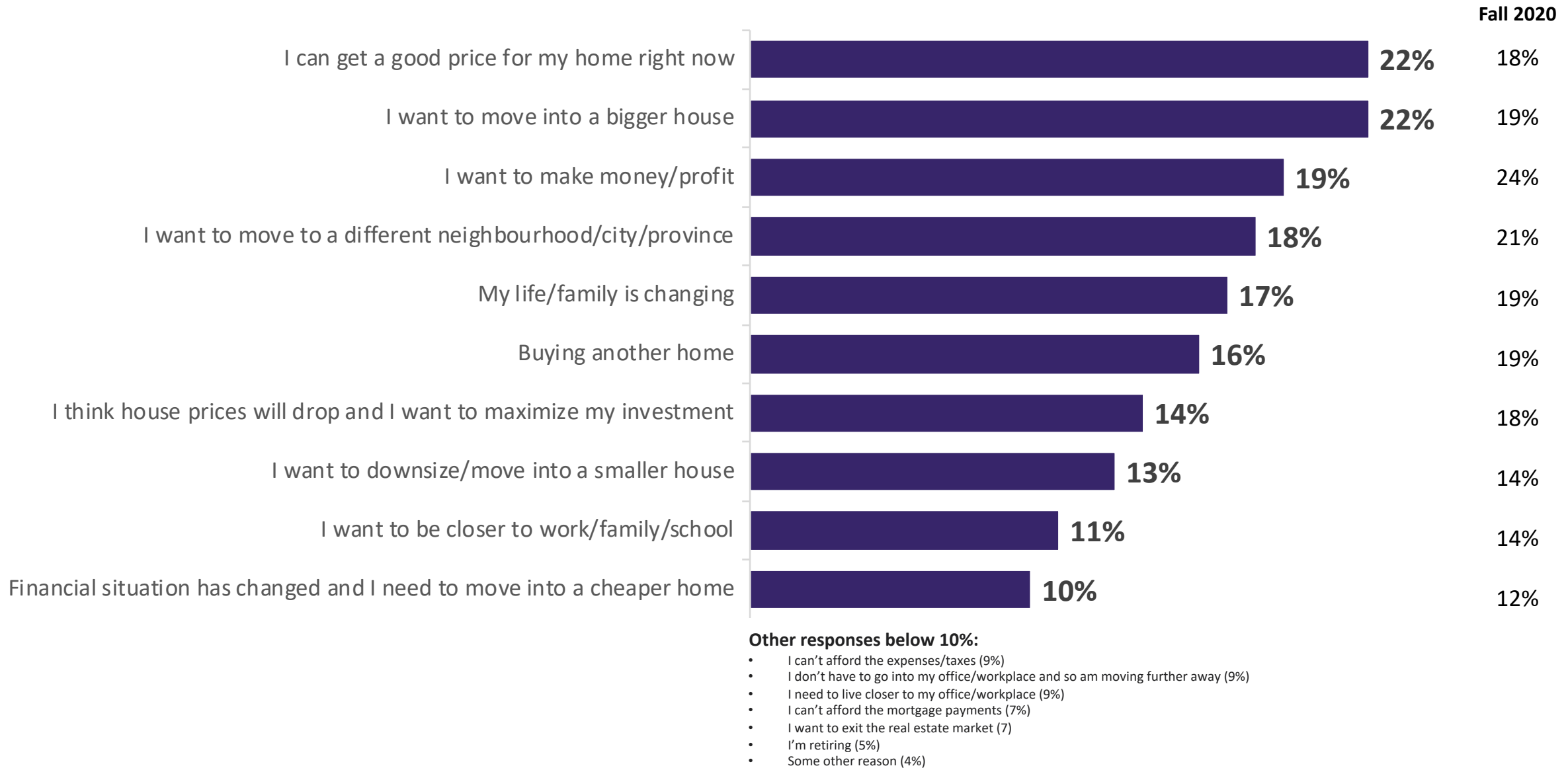
# Likelihood of Listing Home For Sale



A3. How likely are you to list your home for sale over the next year?

Base: Those who own a home. Fall 2021 (n=2,500), 416 (n=1,197); 905 (n=1,303). Fall 2020 (n=2,472), 416 (n=1,188); 905 (n=1,284). Fall 2019 (n=2,502), 416 (n=1,206); 905 (n=1,296). Spring 2019 (n=899); 416 (n=395), 905 (n=504). Fall 2018 (n=2,502); 416 (n=1,216), 905 (n=1,286). Fall 2017 (n=2,753); 416 (n=1,219), 905 (n=1,534). Spring 2017 (n=2,019); 416 (n=959), 905 (n=1,060).

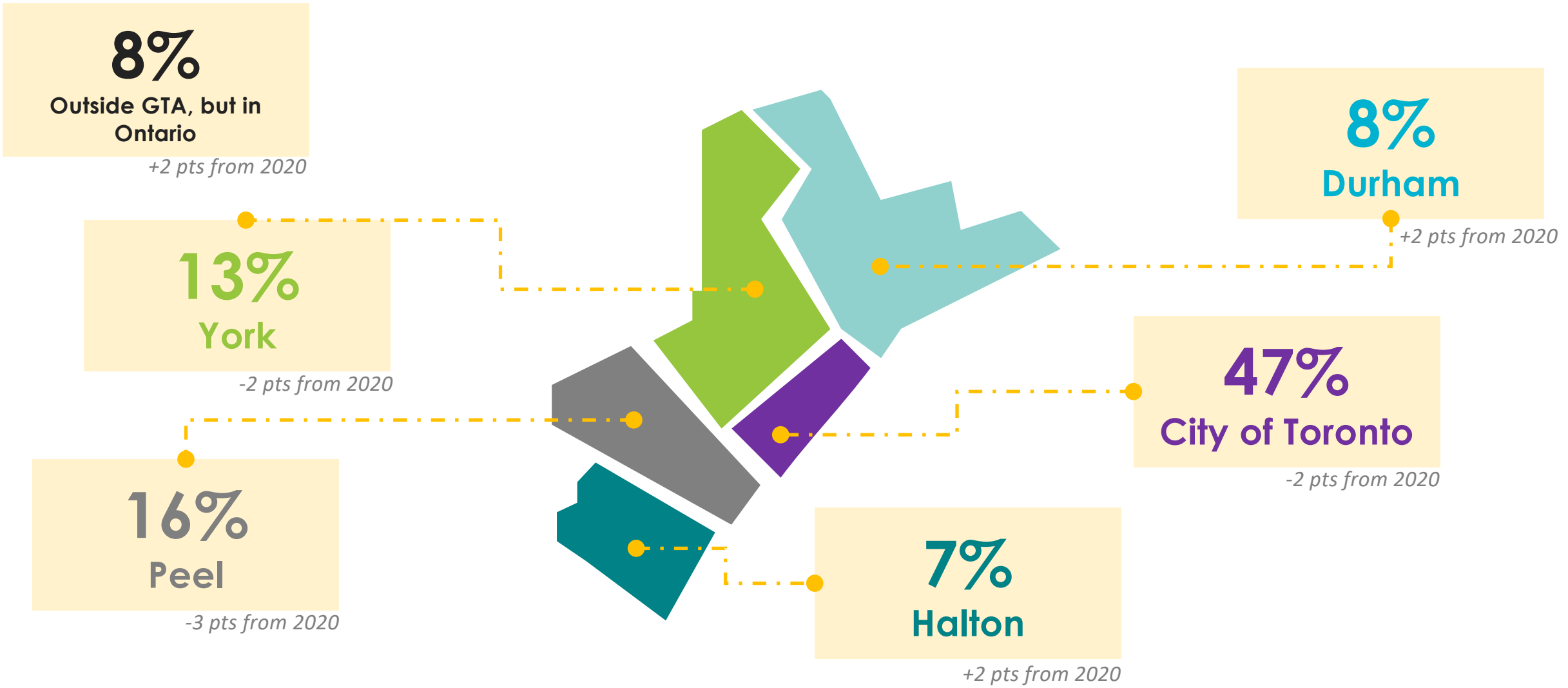
# Reasons for Listing Home for Sale



QA4. Why are you planning on listing a home for sale over the next year?

Base: Those who are likely to list their home or investment property for sale over the next year (n=961; 416 n=506; 905 n=455).

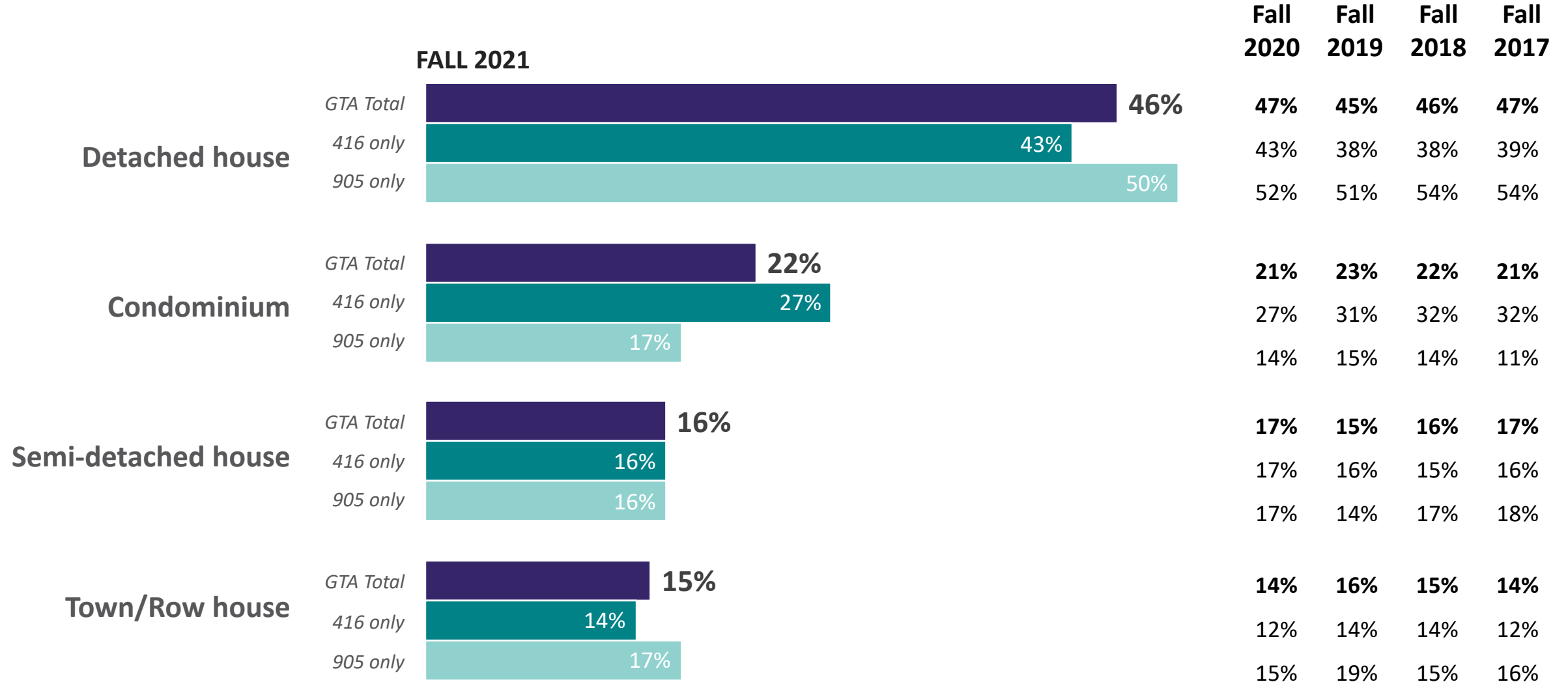
# Areas in GTA Where Home For Sale is Located



A9. In what area of the GTA is the property you will list for sale located?  
Base: Those who are likely to list their home or investment property for sale over the next year (n=991).



# Type of Property For Sale



A6. What type of property will you be listing for sale?

Base: Those who will likely list their home for sale. Fall 2021 (n=961); 416 (n=506), 905 (n=455). Fall 2020 (n=991); 416 (n=534), 905 (n=457). Fall 2019 (n=1,034); 416 (n=532), 905 (n=502). Spring 2019 (n=284); 416 (n=147), 905 (n=137). Fall 2018 (n=984); 416 (n=515), 905 (n=469). Fall 2017 (n=1,109); 416 (n=528), 905 (n=581). Spring 2017 (n=510); 416 (n=231), 905 (n=279)

# TRREB Average Price Outlook

## Market Driver

Ownership Housing Demand

Lack of Listing Inventory

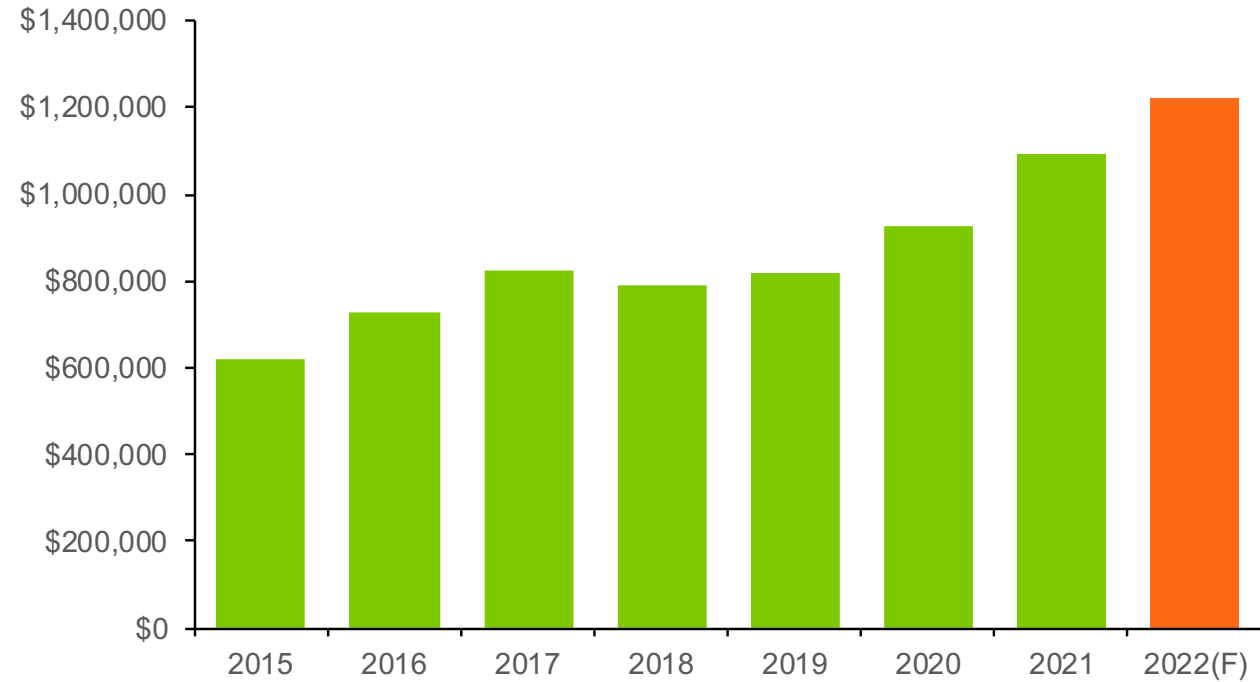
Unwillingness to List

Qualification Ceiling

## Impact



## TRREB Average Price Outlook

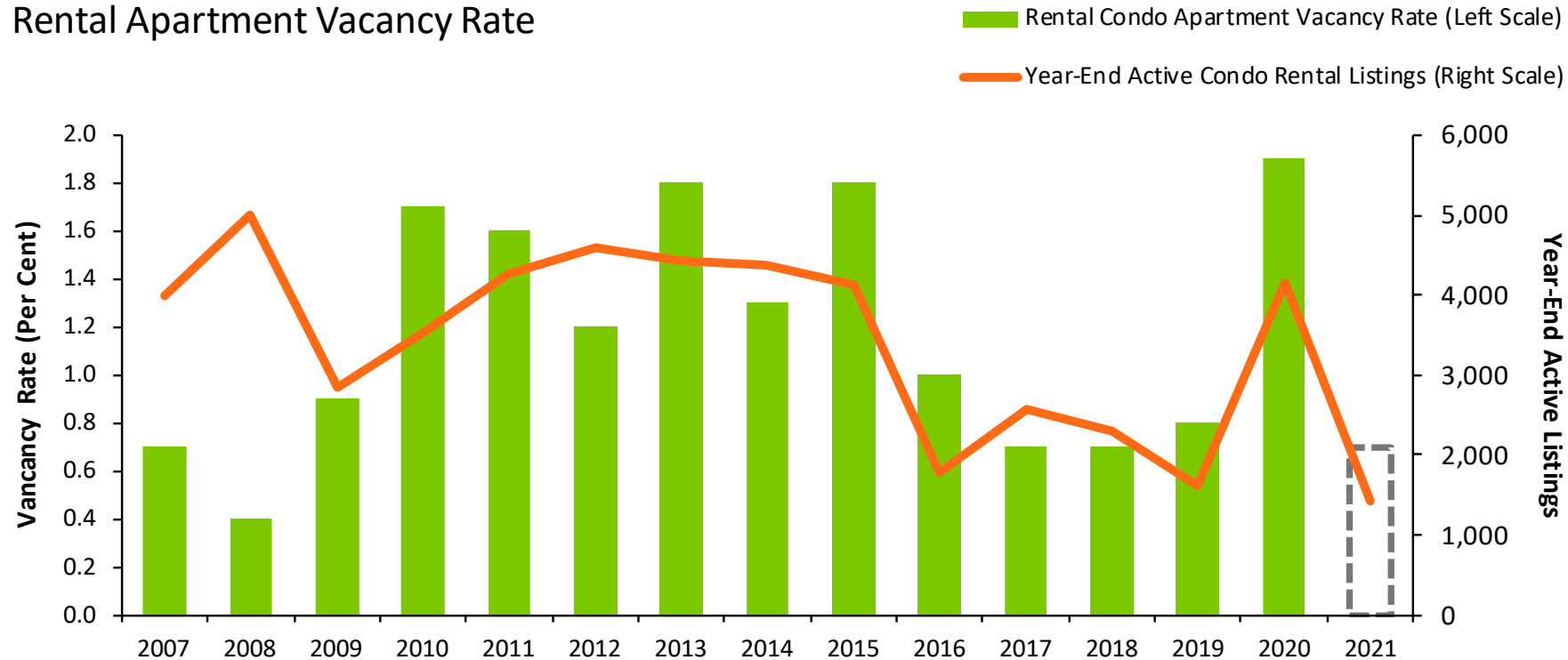


Source: TRREB



# Condo Rental Market Tightened in 2021

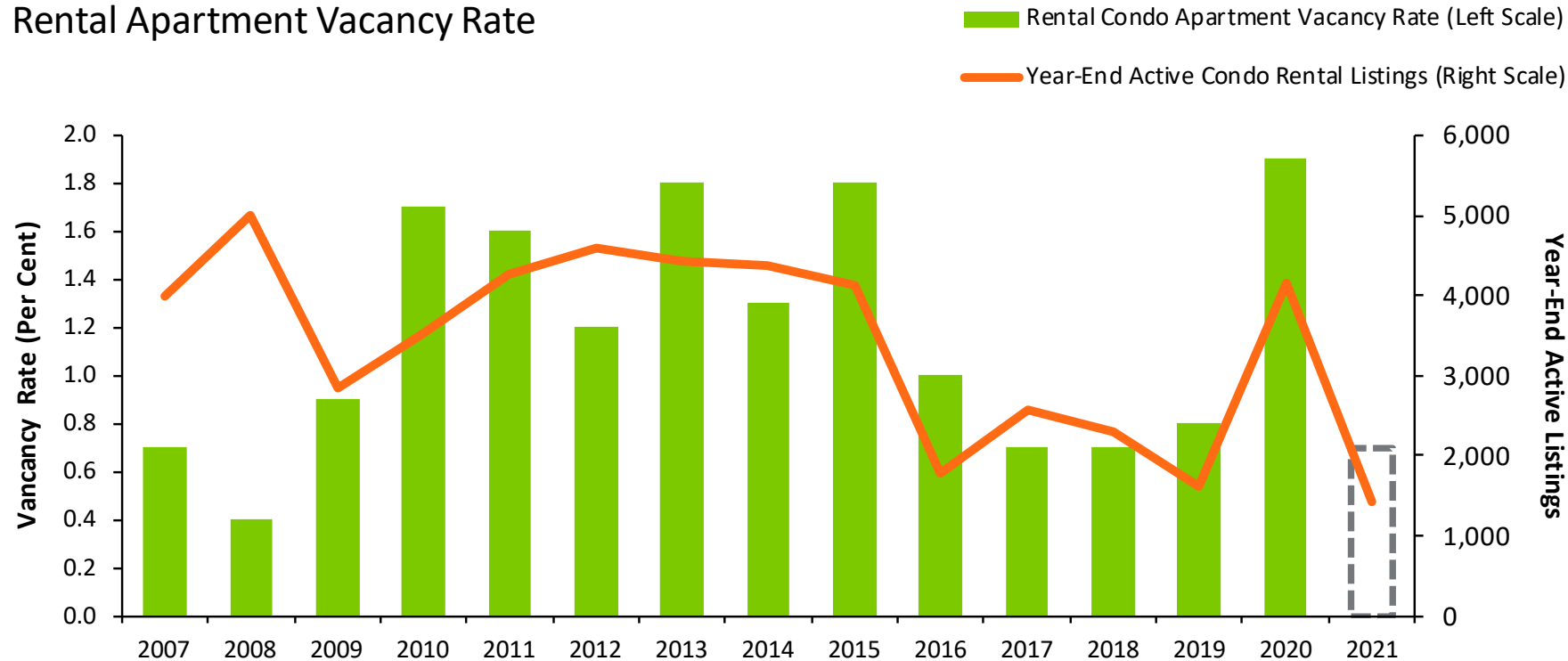
## Rental Apartment Vacancy Rate



Source: CMHC (Vacancy Rates); TRREB (Active Listings)

# Condo Rental Market Tightened in 2021

## Rental Apartment Vacancy Rate



Source: CMHC (Vacancy Rates); TRREB (Active Listings)

Q4 2021

Average 1- Bedroom Rent

**\$2,099 +13.7%**

Average 2-Bedroom Rent

**\$2,763 +12.6%**

# Investment Property Ownership

## Average Current Rent/Rate (Among Those Who Rent Investment Property Out)

Per Month OR Per Night

	Per Month OR	Per Night
<b>Total</b>	\$1,825 (-\$17)	\$272 (+\$56)
<b>416</b>	\$1,800 (-\$14)	\$310 (+\$156)
<b>905</b>	\$1,850 (-\$31)	\$233 (+\$36)

Yes, it's available for short-term rentals



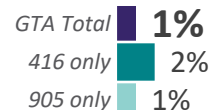
Yes, it's available for long-term rentals and is currently rented out



Yes, it's available for long-term rentals, but vacant at the moment



Yes, it's normally available for short-term rentals, but currently unavailable due to COVID-19



Yes, but it's not available for rent



No, I don't own investment properties

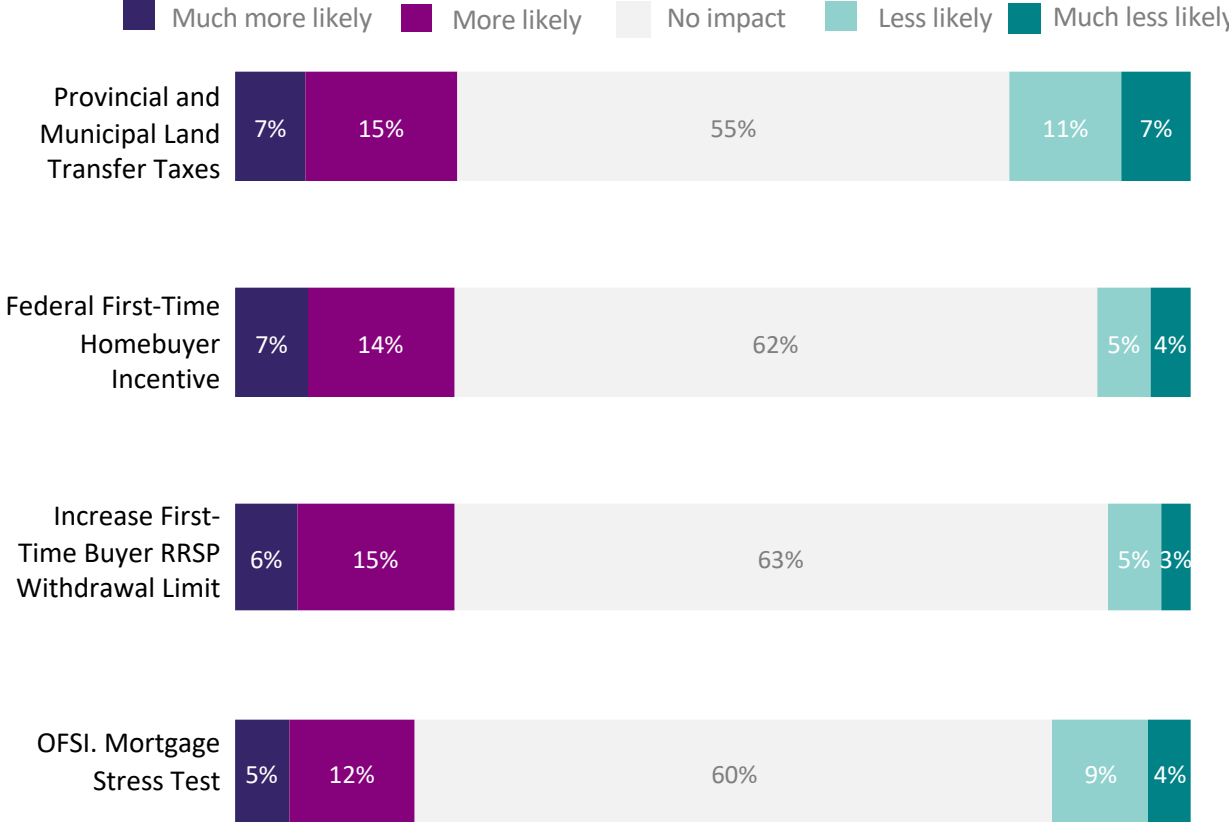


Q.A2A Do you own property or properties that you hold purely for investment purposes? If you have more than one, think about the investment property you most-recently purchased  
 Base: All Respondents. Fall 2021 (n=2,500); 416 (n=1,197); 905 (n=1,303). Fall 2020 (n=2,472); 416 (n=1,188); 905 (n=1,284). Fall 2019 (n=2,502); 416 (n=1,206); 905 (n=1,296).  
 Q.A2B What is the monthly rent you are charging your tenant?  
 Base: Those who rent out their investment property. Fall 2020 (n=505); 416 (n=313); 905 (n=192). Fall 2019 (n=518); 416 (n=319); 905 (n=199).

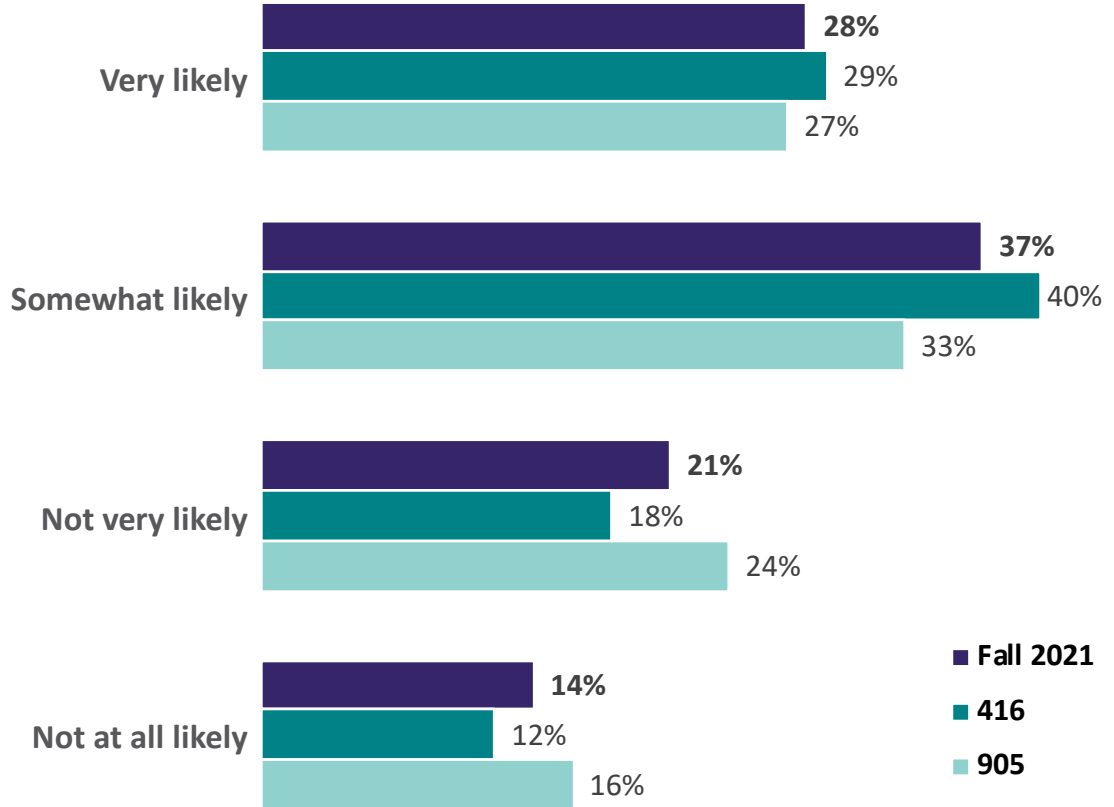


# Government Policy and Listing an Investment Property

## Impacts of Government Policy



## Likelihood to List an Investment Property For Sale



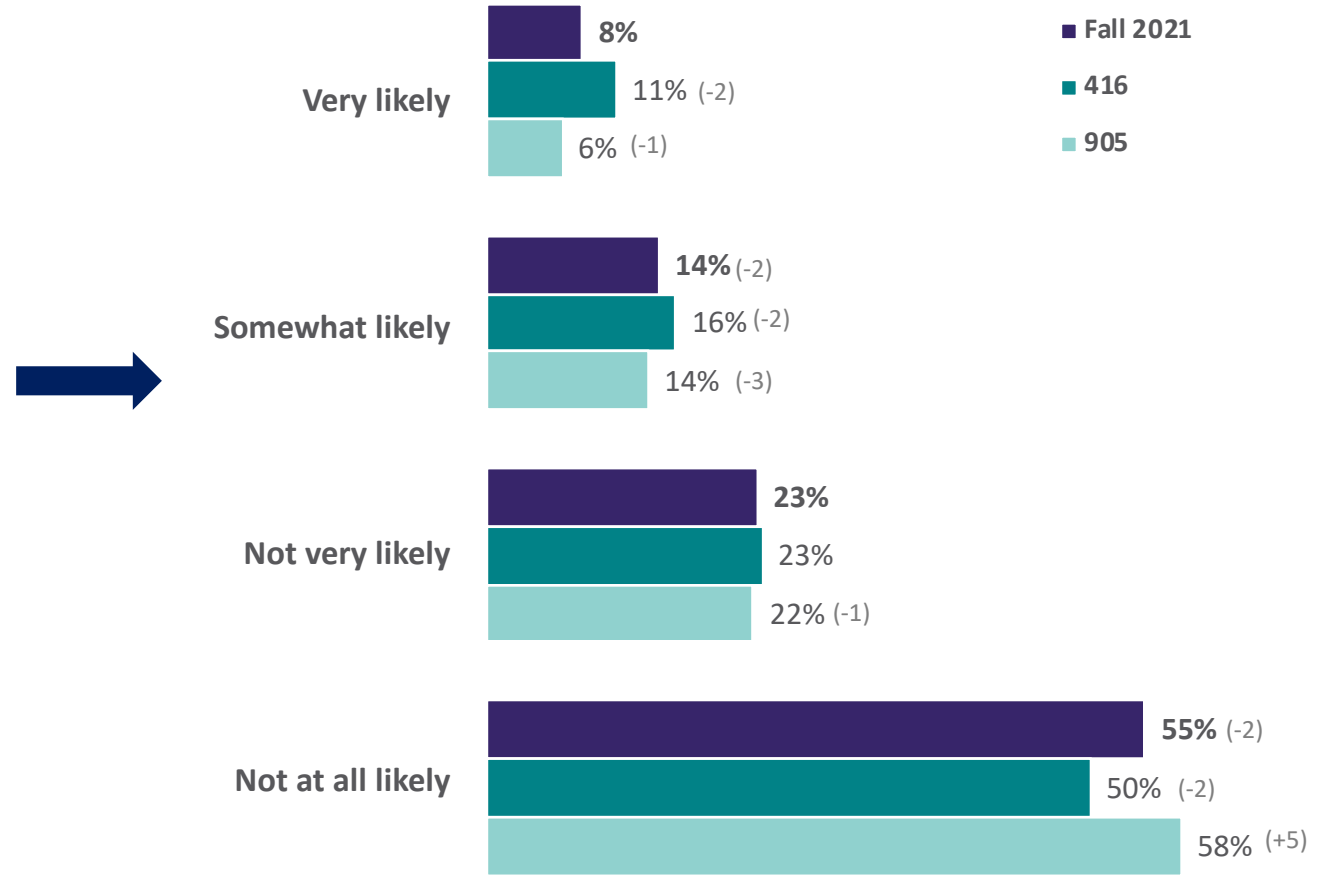
A3B. Will the following government programs/policies make you more or less likely to list a home for sale over the next 12 months?  
 Base: In Fall 2021, base is those who own an investment property (n=2500); 416 (n=1197), 905 (n=1303).  
 A3A. How likely are you to list an investment property you own for sale over the next year?  
 Base: Own an Investment Property. Fall 2021 (n=839): 416 (n=452); 905 (n=387).

# Government Policy and Purchasing an Investment Property

## Impacts of Government Policy

	More Likely (Much/Somewhat)		
	<i>* Indicates less/much less likely scores</i>		
	Fall 2021	416	905
The potential for a reduction in mortgage-insurance rates of up to 25%	<b>31%</b>	34%	29%
The potential for a new federal \$40,000 first-time home savings program (RRSP & TFSA Hybrid)	<b>26%</b>	32%	22%
The potential for longer amortization periods for insured mortgages (i.e. 30-year mortgages)	<b>26%</b>	30%	23%
Federal first-time homebuyer incentive	<b>23%</b>	29%	20%
The potential for a doubling of the first-time buyer tax credit from \$750 to \$1500	<b>22%</b>	29%	18%
Increase in the first-time buyer RRSP withdrawal limit	<b>21%</b>	26%	17%
Provincial and municipal land-transfer taxes	<b>20%*</b>	20%*	21%*
The COVID-19 pandemic	<b>13%</b>	18%	10%
OSFI Mortgage stress test	<b>14%*</b>	13%*	14%*

## Likelihood to Purchase an Investment Property



Q.1B How likely are you to purchase a house as an investment property over the next year?

Base: All respondents. Fall 2021 (n=3715); 416 (n=1437); 905 (n=2278).

Q1C. Will the following government programs/policies make you more or less likely to purchase a home over the next 12 months?

Base: All respondents, including incompletes and those disqualified. Fall 2021 (n=3629); 416 (n=1411); 905 (n=2218);

**2022 Market Outlook  
& 2021 Year in Review**

# Navigating the New Normal

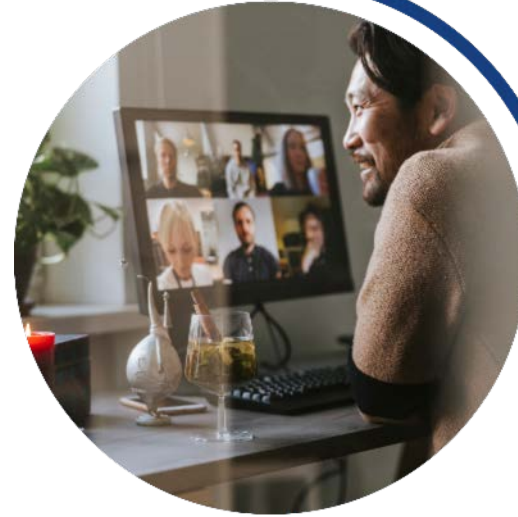
**Craig Ruttan,  
Toronto Region Board of Trade  
Policy Director**







IN PARTNERSHIP WITH



# Navigating the New Normal

Executive and Employee Perspectives on the Post-Pandemic Workplace

FEBRUARY 2022

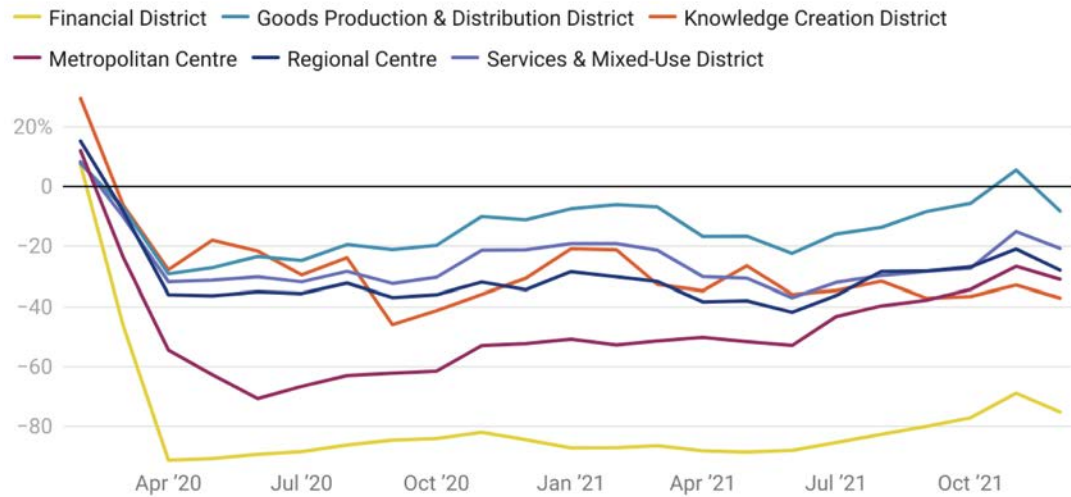


# Tracking Downtown Toronto's Recovery

## Weekday Workers Volume (% Change from 2019)

Toronto Region Board of Trade Recovery Tracker

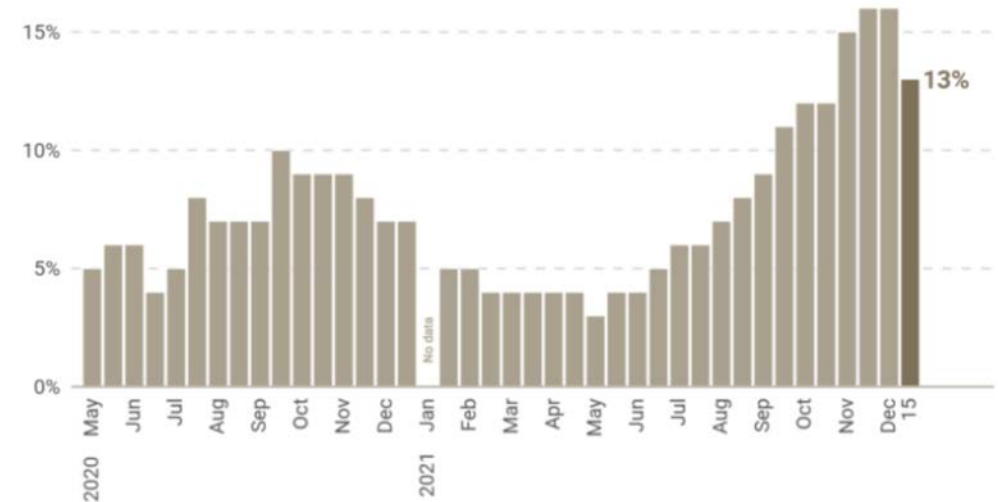
Average weekday workers volume by destination. % change from the same month in 2019. Innovation Corridor. Feb 2020 - Dec 2021.



The analysis excludes residents and non-worker visitors in the area analysed. Workers were only counted if they spent a minimum of three hours in the area. All data used by TELUS Insights is fully de-identified, meaning it cannot be traced back to an individual. It is also aggregated into large data pools; ensuring privacy is fully protected at all times. The TELUS Insights platform uses privacy protective methodologies and has achieved Privacy by Design Certification.

Source: TRBOT analysis of Telus Insights data • Created with Datawrapper

## Occupancy Index – December 15



Index calculated as a percentage of pre-COVID occupancy.

The Index % is calculated by dividing the number of employees who have returned to the office by the pre-Covid average weekly occupancy in January 2020. Data was sourced from building managers in Downtown Toronto representing over 55% of the office space and interviews with tenants occupying more than 25%. Disclaimer: SRRA has relied on information supplied by landlords and tenants. While SRRA has made every effort to validate the data it assumes no responsibility for its accuracy.







**TORONTO REGION**  
BOARD OF TRADE

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**Toronto Regional**  
Real Estate Board

## Navigating the New Normal

Executive and Employee Perspectives  
on the Post-Pandemic Workplace  
FEBRUARY 2022

## Approach

TRBOT interviewed 40 business leaders to find out what changes they anticipated for workplace operations and their workforce.

TRREB and Maru Public Opinion polled 800 office workers on their perspectives about working from home and return-to-workplace policies.



## Employment and Work Patterns Will Be Permanently Transformed

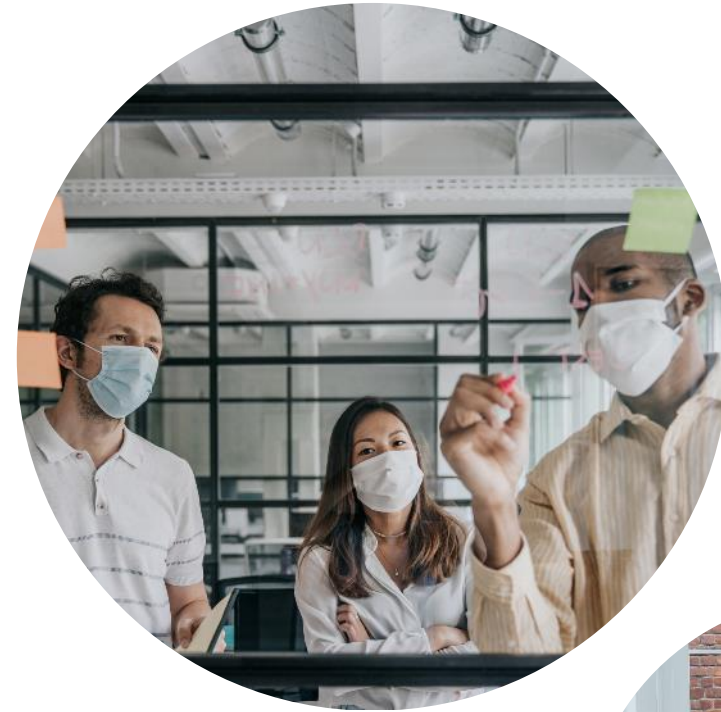
- Pent-up demand for in-person interaction and collaboration
- Central location with abundant amenities still seen as valuable
- Hybrid work models are here to stay:
  - Improve work-from-home experience
  - Train managers on “digital emotional intelligence”





## Employees Expect a Different Post-COVID Workplace Culture

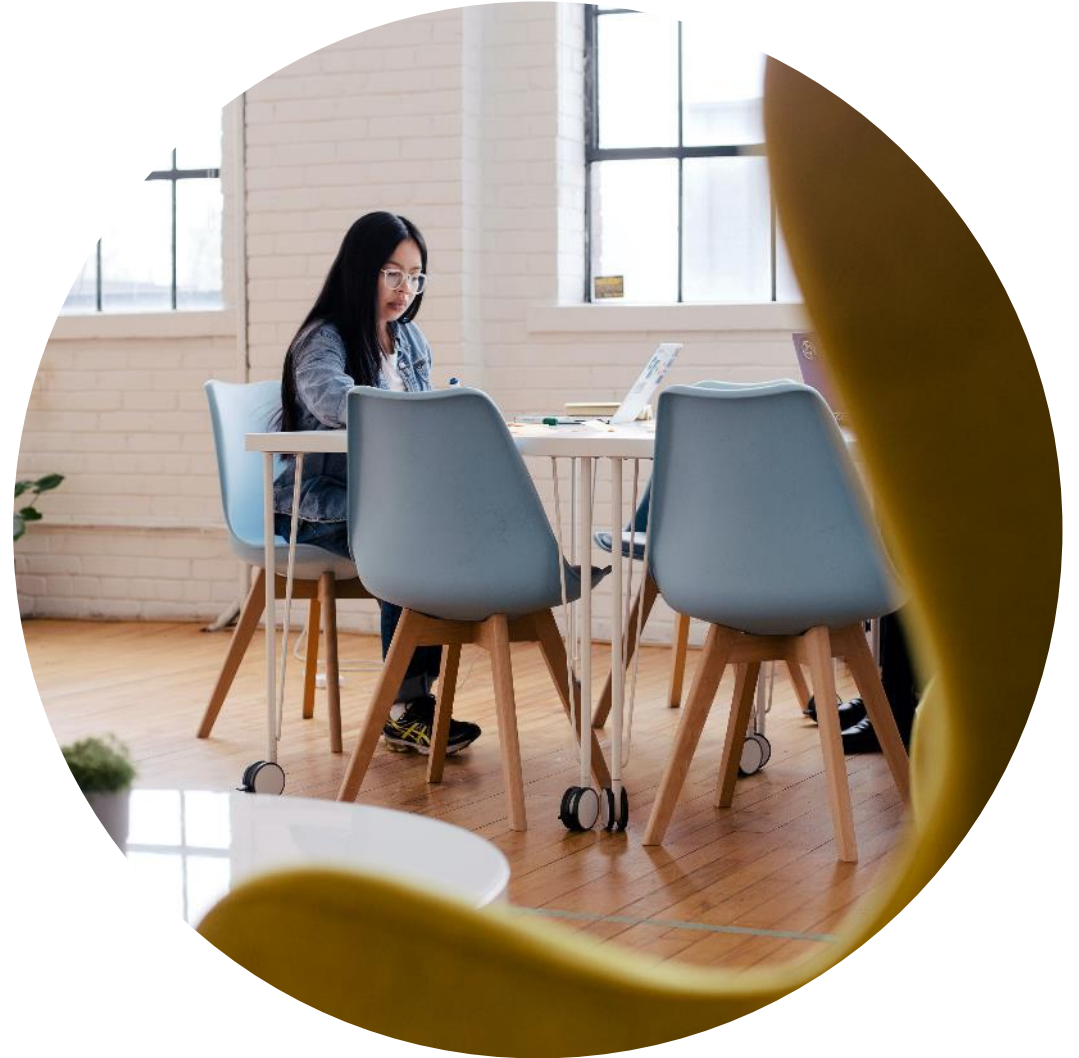
- Employees have significant leverage
- Need to evolve corporate cultures and adopt a people-first mentality
- Increasing “collisions” vital to social recovery





## Uncertainty Remains Around Space Needs of Firms

- Shifting employee preferences and employer expectations leading to questions of how much office space firms will need.
- Scenarios being considered by executives:
  - Retaining their existing footprint and adding collaboration spaces
  - Embracing a “poly-centric” office model with regional offices supporting a central HQ
  - Considering sub-leasing their unused office space







## Transit Faces Short-Term Challenges and Long-Term Opportunities

- Concerns about reach of existing rapid transit network and last-mile service
- In spite of this ongoing challenge, the future is bright for Toronto's transit network due to major public transit investments and the policies designed to build more homes near transit stations
- Transit-oriented communities, fare integration policies could support increased usage and more demand for services and businesses







## Conclusion

A need to adapt:

- Work patterns
- Work culture
- Business space needs
- Transit networks

While the next steps to emerge from this crisis will entail a process of negotiation between employers and workers, our interviews and polling show that there is much common ground between them.

**2022 Market Outlook  
& 2021 Year in Review**

# A Study of GTA Pandemic: Home- Posted Workers

**John Wright,  
Maru Public Opinion  
Executive Vice President**





**A Study of GTA**  
*Home Posted-Workers*

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maru/PUBLIC OPINION

# Methodology

The surveyed audience *excluded*...

- Those who **worked from home full-time** *prior to the pandemic*
- Those who **currently work** *outside* their home
- Those who are *not employed for pay*

The surveyed audience *included*...

- 794 **GTA employees** *posted to their home to work* since the pandemic began
- These *home posted-workers* included full-time (60%) and hybrid (40%) workers
- **Maru Public Opinion** conducted the 10-minute online survey in late 2021 with results weighted to represent the GTA population

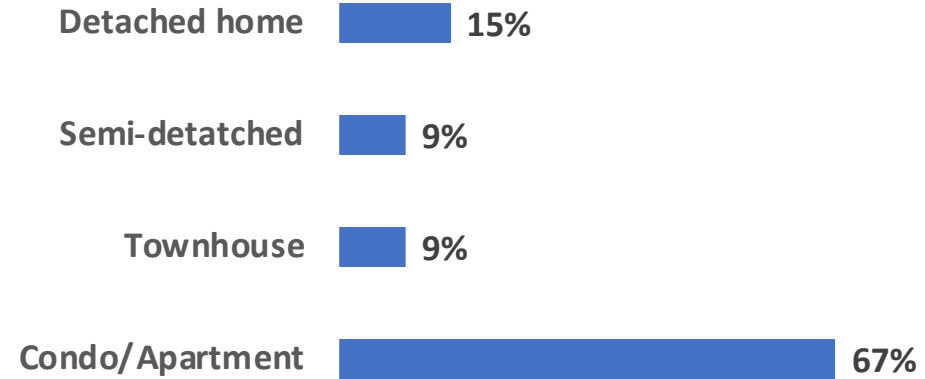


# One-in-ten (13%) of the *home posted-workers* say they moved during the pandemic...

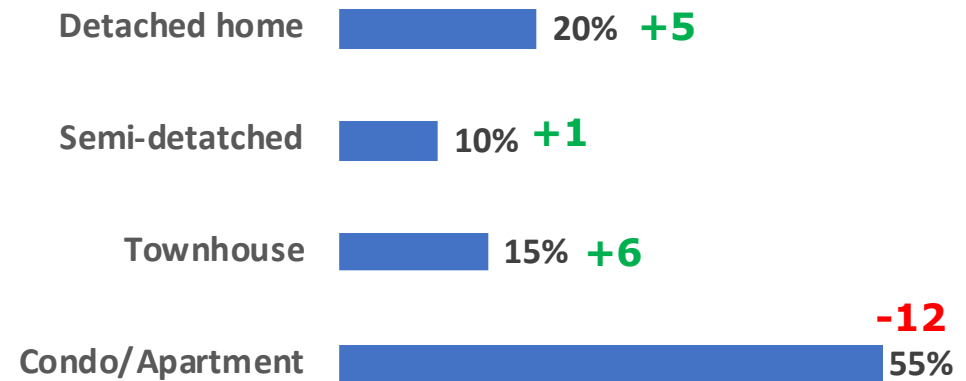
Since the pandemic began in March 2020, have you changed your residence?



What type of residence did you move from?



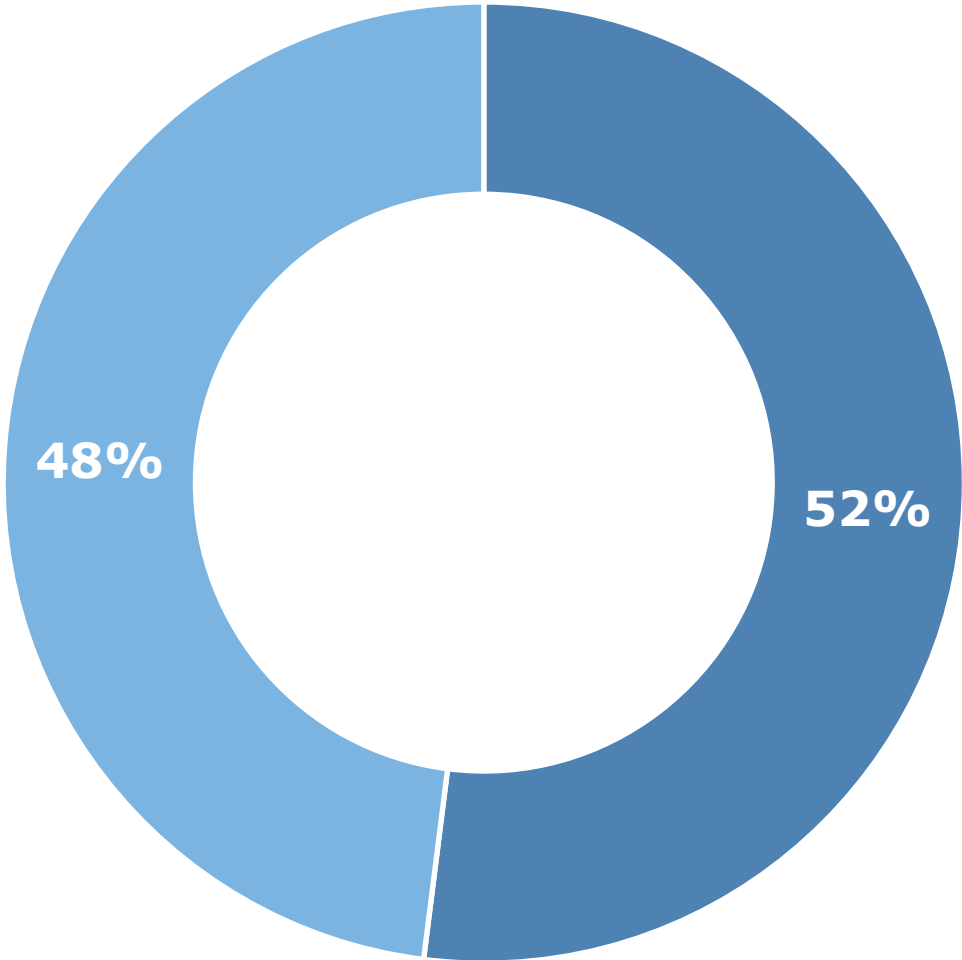
What type of residence did you move into?



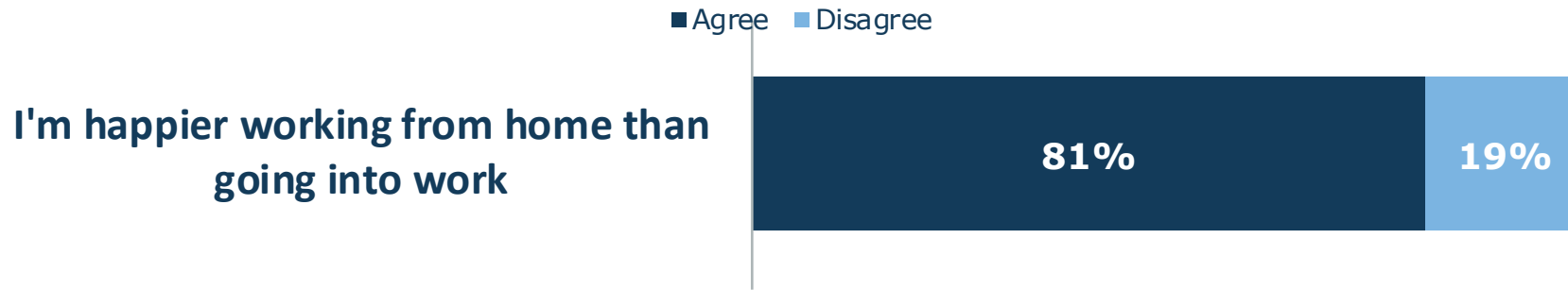


**I miss going into work: 48%**

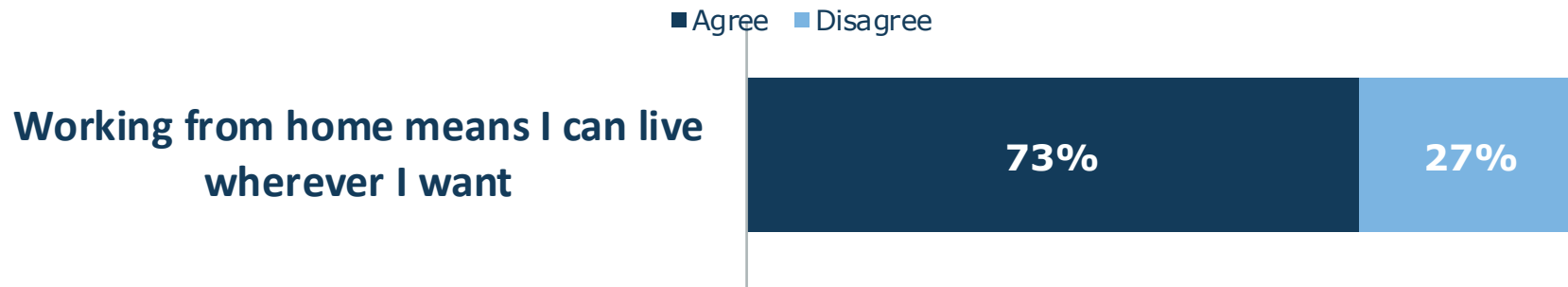
***Strongly: 10%***



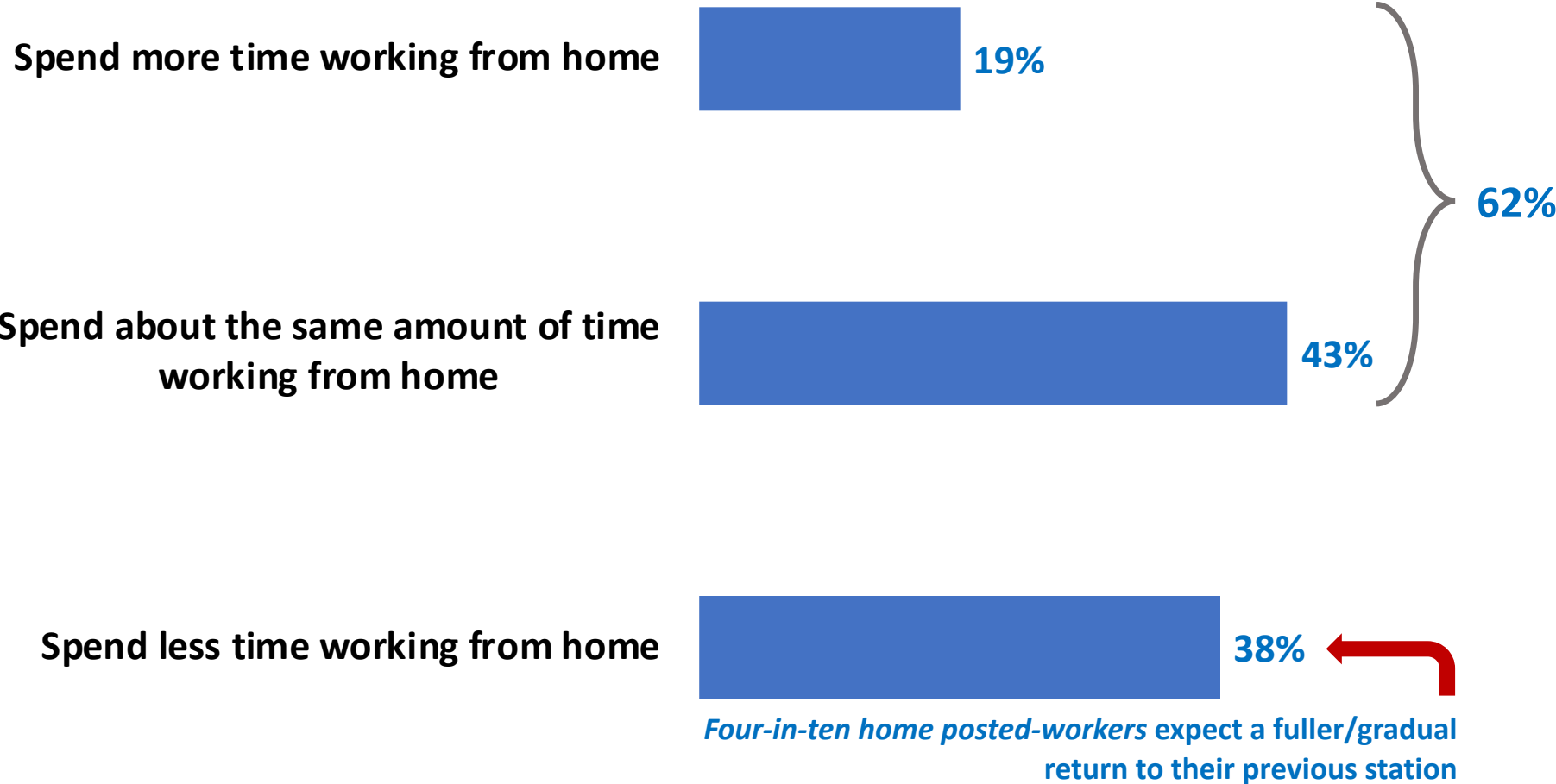
***Home posted-workers* are enjoying a new lifestyle...**



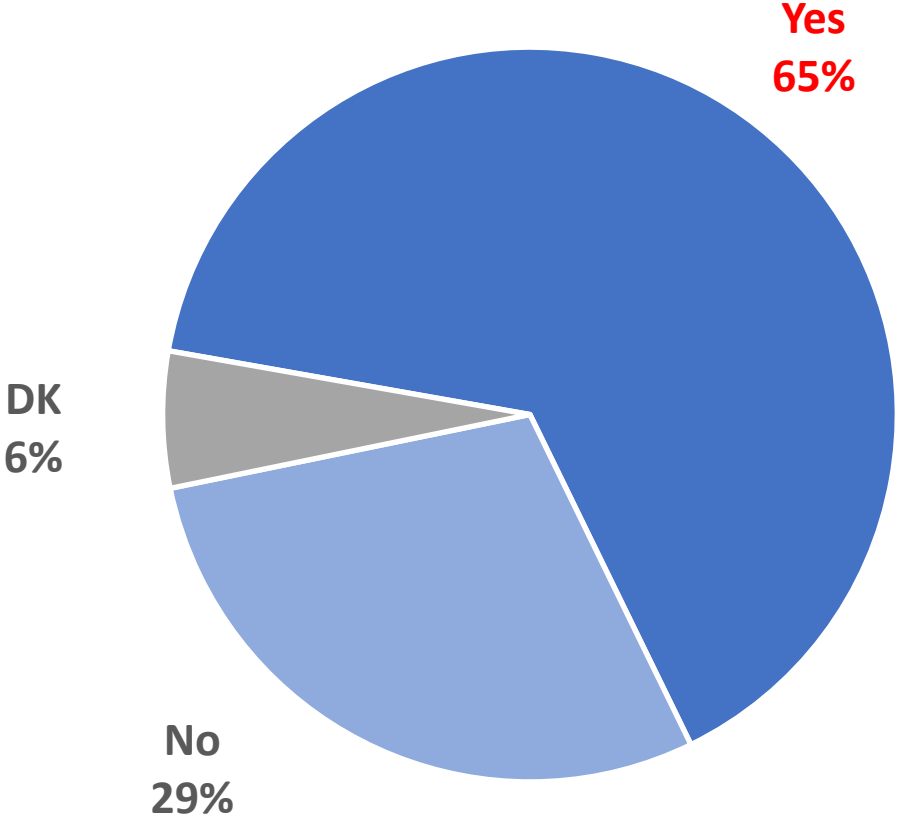
**With newfound freedom and flexibility...**



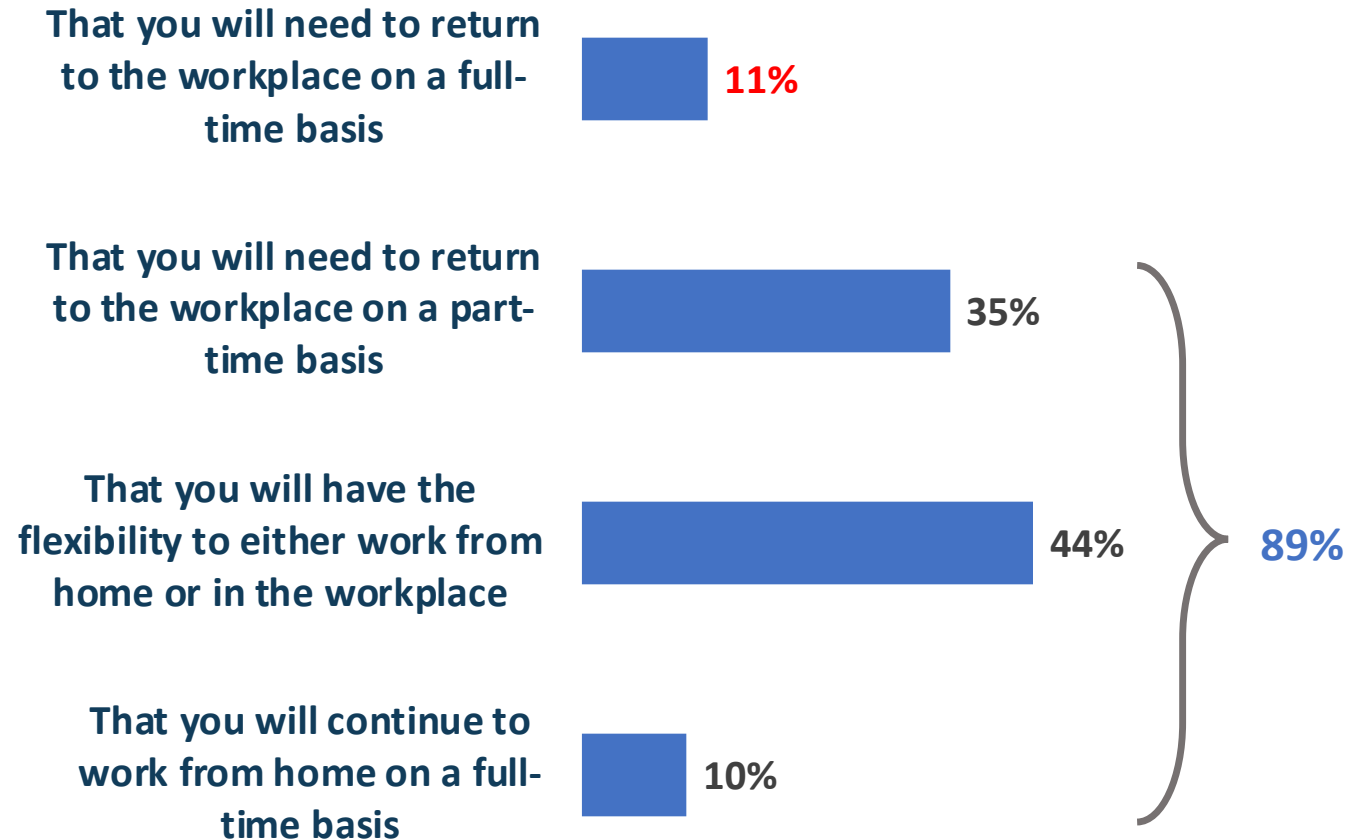
And two-thirds (62%) of *home posted-workers* expect to spend *more* or the *same* amount of time working from home over the next six to 12 months...



Two-thirds (65%) of *home posted-workers* workers say their employer has communicated to them recently about post-COVID working arrangements...



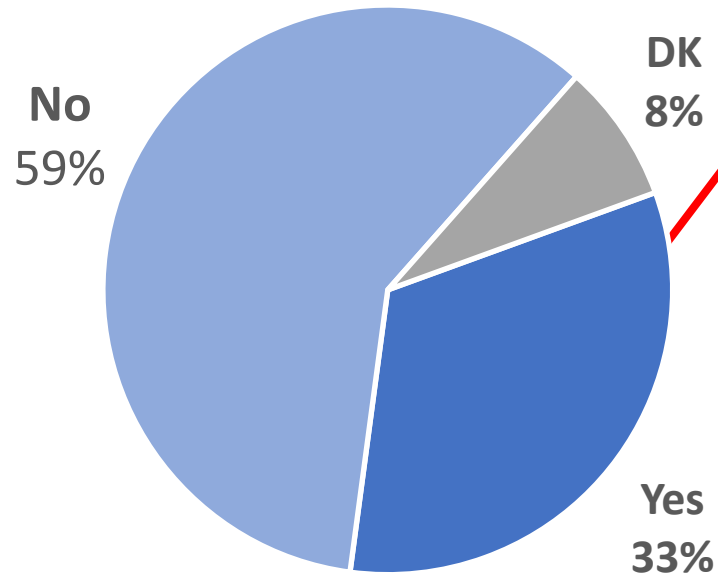
Regardless of recent contact, employers are telling the vast majority (89%) of *home posted-workers* that for post-COVID working arrangements, *full-time return is not yet a reality*:



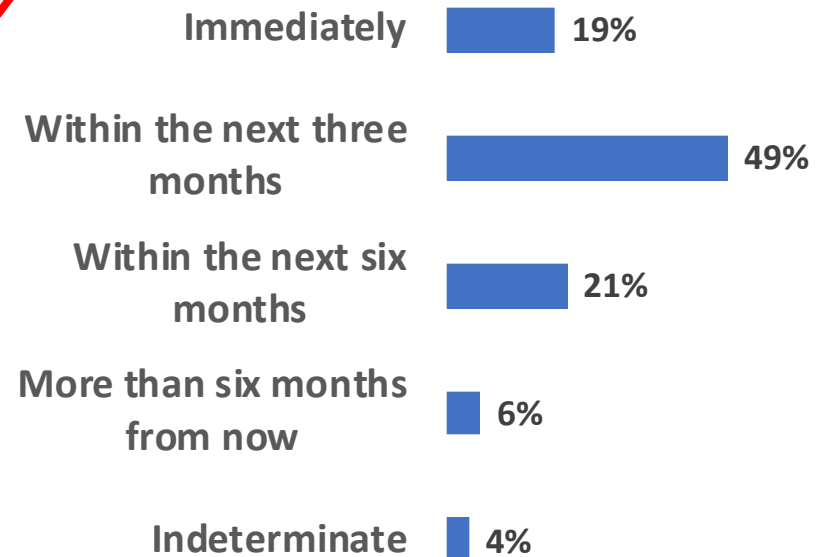


Only one-third (33%) of *home posted-workers* say their employer has indicated a time-frame to return to work...

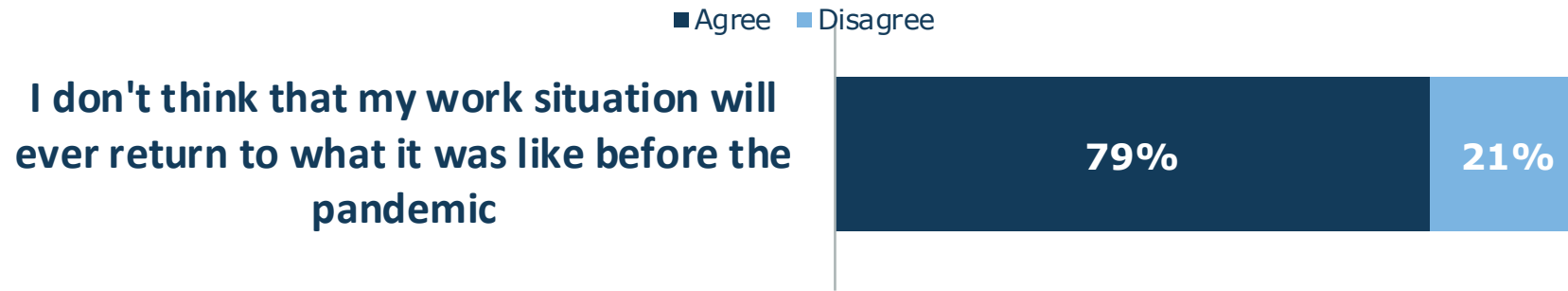
Has your employer indicated a time frame for you to return to the workplace?



Of the **33%** given a time-frame, Most (70%) of employers are betting on 3-6 months before returning



## A profound sense that their working world has been irrevocably altered.....

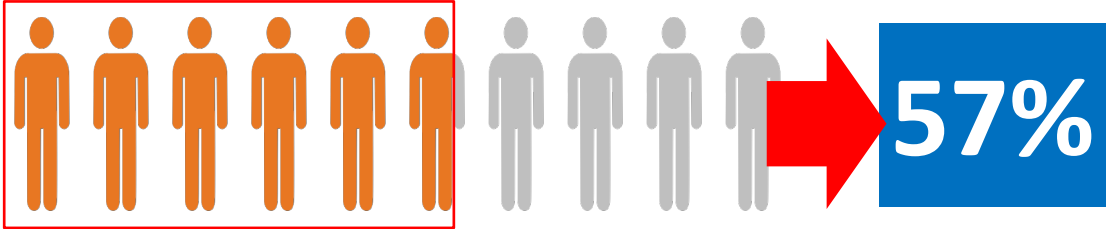


## A recognition for many that after so many months of adaptation and structural change...



And while a majority (57%) of *home posted-workers* are “comfortable” returning to the workplace

Comfortable are you with returning to the workplace...



Only one-in-six (17%) are “very comfortable” doing so...

Very comfortable with returning to the workplace...



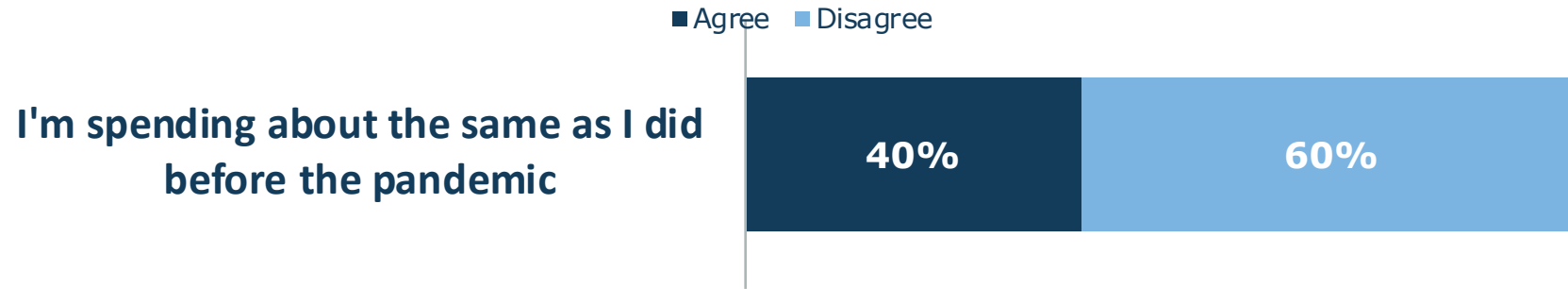
Many *home posted-workers* will have great difficulty being forced back into the previous configuration...



And one-quarter may fully refuse to do so...



A majority of *home posted-workers* not spending as they did previously ...

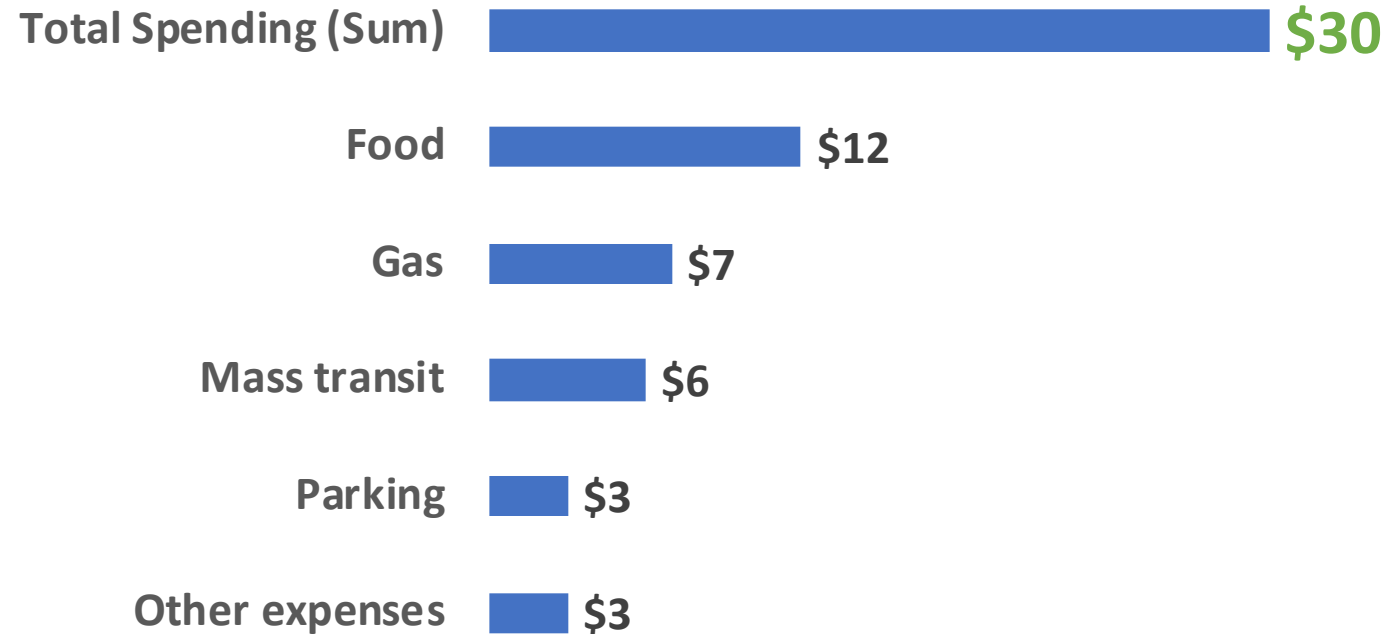


With a *vast majority* saving money...





*Home posted-workers* estimate they spent, on average, **\$30** a day when commuting and being at work...



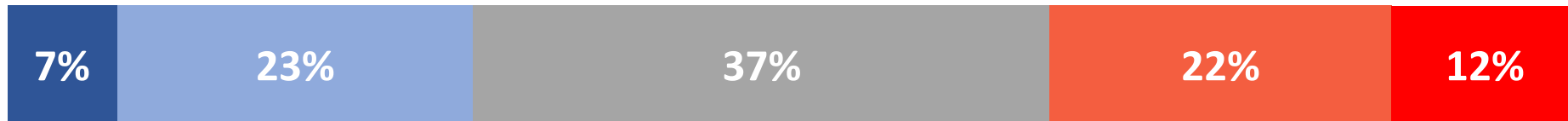
## Estimated spending intentions if returned to work...

**30% will  
spend more**

**37% will spend  
about the same**

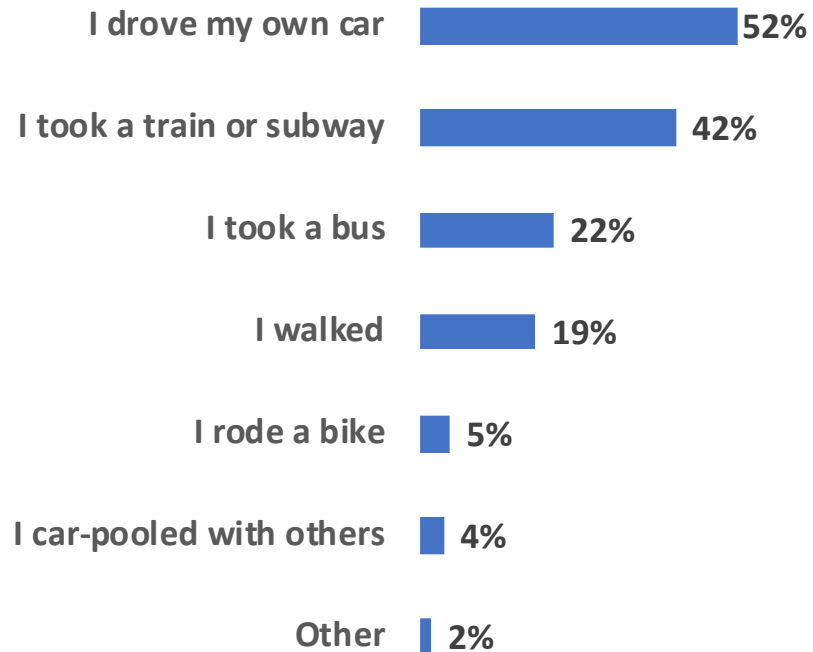
**34% will  
spend less**

■ Much more   ■ Somewhat more   ■ About the same   ■ Somewhat less   ■ Much less

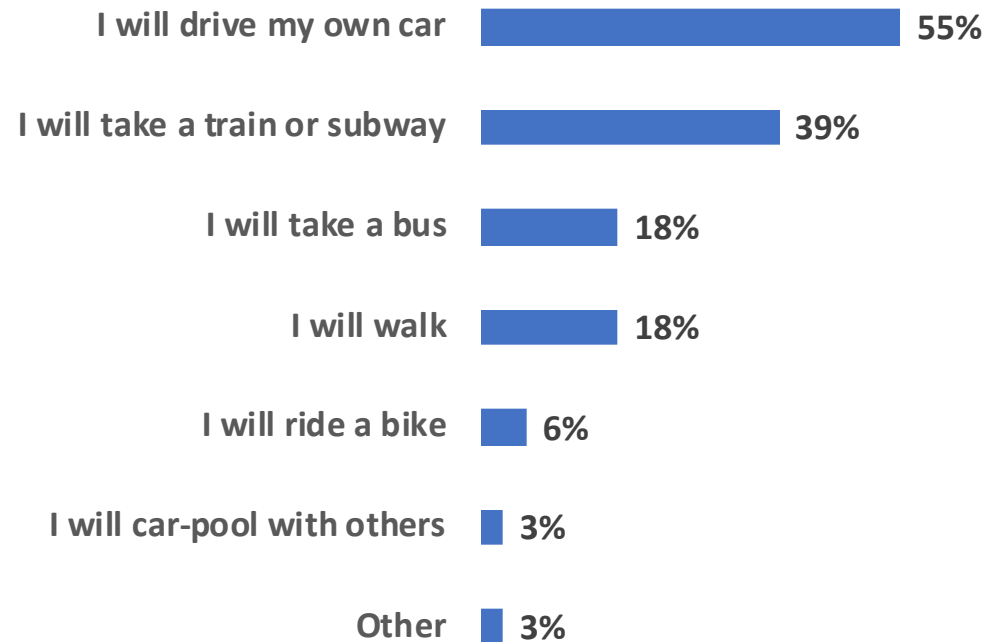


# Commuting intentions if returned to work...much like before...but with *more* drivers, *less* transit...

How all of the *home posted-workers* got to work before the pandemic



How all of the *home posted-workers* will go to work after the pandemic



# Conclusions

- Most *Home posted-workers* enjoy working from home and going back to the future for both employers and these workers is not clear yet in terms of either whether or when—it's all rather tenuous
- There's a sense that the workplace has profoundly and irrevocably changed, and while 57% say they would be comfortable returning, only 17% are fully good with that now (and that may just be about contracting COVID itself more than anything else)
- If forced to return, 38% could start looking for another job (13% strongly) and 24% (7% strongly) may quit altogether—which means, from the data, roughly one-in-ten may stand their ground and not return to their previous office space if forced to do so
- Even if as few as 1-in-10 do not return to the office, the absolute net reduction in the of \$30 a day per capita spend will be significant. The findings also strongly suggest that even for those who do return, spending will be less, and public transit use may also be down
- Impact on ancillary consumer businesses/services are yet to be fully assessed

# maru/ PUBLIC OPINION

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**Executive Vice President**

**Maru Public Opinion**

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# 2022 Market Outlook & 2021 Year in Review

## Ask Your Questions



Kevin Crigger,  
TRREB President



John DiMichele,  
TRREB CEO



Jason Mercer,  
TRREB Chief Market Analyst



Sean Simpson,  
Ipsos Senior Vice President



Craig Ruttan,  
Toronto Region Board of Trade  
Policy Director



John Wright,  
Maru Public Opinion  
Executive Vice President



**2022 Market Outlook  
& 2021 Year in Review**

# Thank You For Joining Us

**Kevin Crigger,  
TRREB President**

