



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of April 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-18		Apr-17		Change
High Rise	1,225		3,451		-64.5%
Low Rise	502		1,450		-65.4%
Total	1,727		4,901		-64.8%
Year to Date Sales	Jan.-Apr. 2018		Jan.-Apr. 2017		Y/Y Change
High Rise	5,522		13,794		-60.0%
Low Rise	1,449		5,028		-71.2%
Total	6,971		18,822		-63.0%
Year to Date Supply	Jan.-Apr. 2018		Jan.-Apr. 2017		Y/Y Change
High Rise	7,090		10,838		-34.6%
Low Rise	2,076		4,198		-50.5%
Total	9,166		15,036		-39.0%
Year to Date Completions	Jan.-Apr. 2018		Jan.-Apr. 2017		Y/Y Change
High Rise	4,084		5,942		-31.3%
Remaining Inventory	Apr-18	Mar-18	Apr-17	M/M Change	Y/Y Change
High Rise	9,958	8,784	8,025	13.4%	24.1%
Low Rise	4,339	3,844	1,034	12.9%	319.6%
Total	14,297	12,628	9,059	13.2%	57.8%
Benchmark Price	Apr-18	Mar-18	Apr-17	M/M Change	Y/Y Change
High Rise	\$739,965	\$742,801	\$570,226	-0.4%	29.8%
Low Rise	\$1,151,815	\$1,207,832	\$1,212,297	-4.6%	-5.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	288	235	192	
High Rise Units	2,357	71,481	59,862	45,151	
% Sold*	28%	86%	96%	82%	
Low Rise Projects	16	209			
Low Rise Units	536	24,630			
% Sold*	34%	82%			

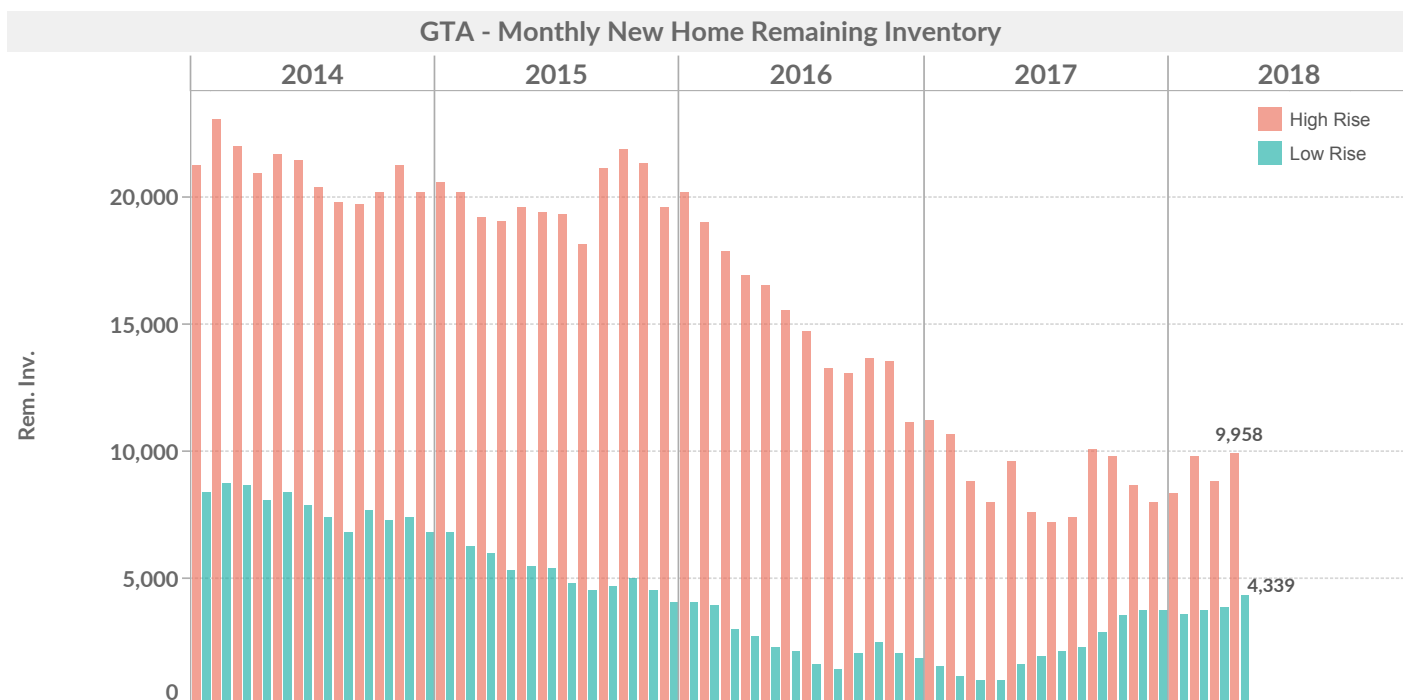
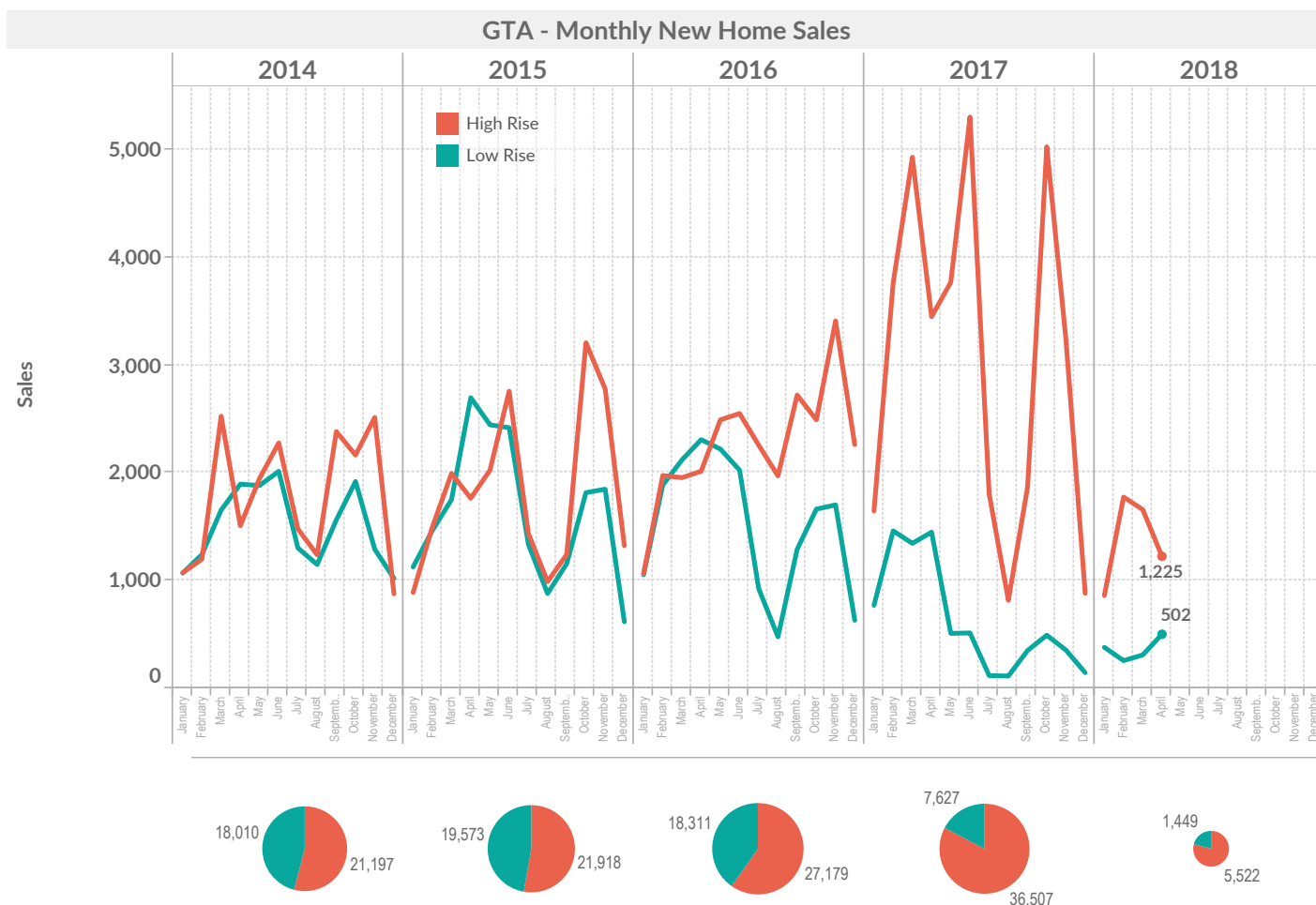
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

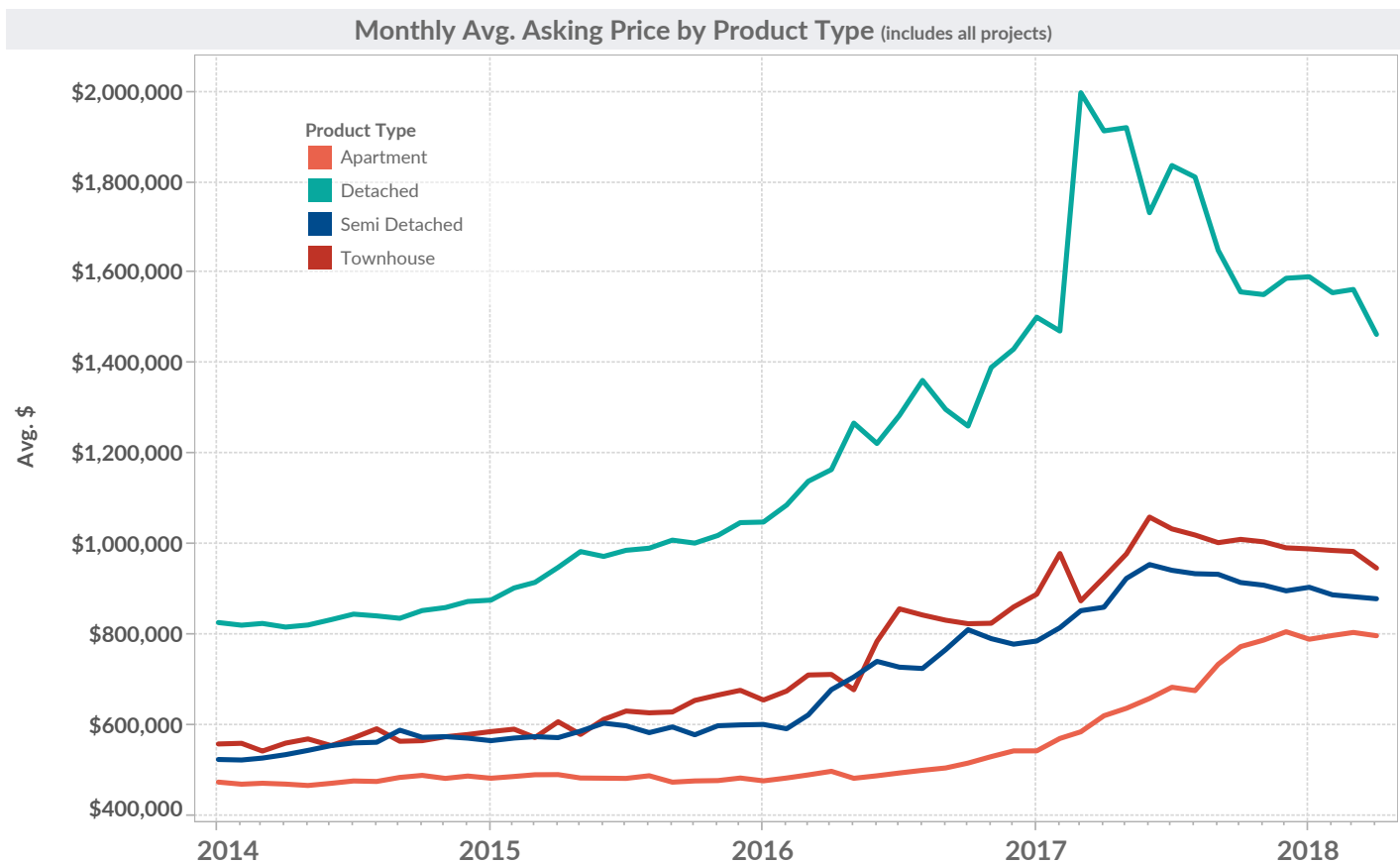
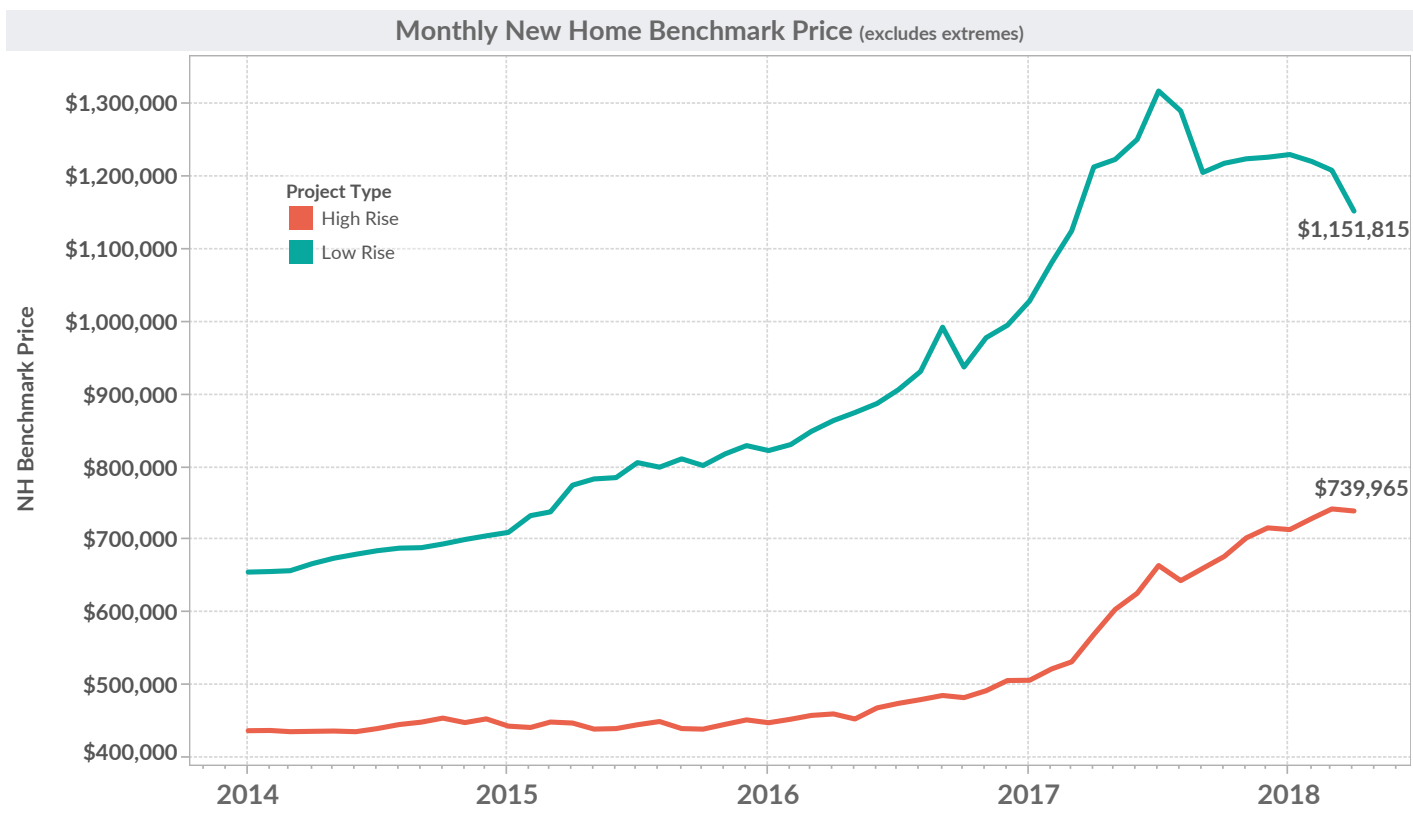
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

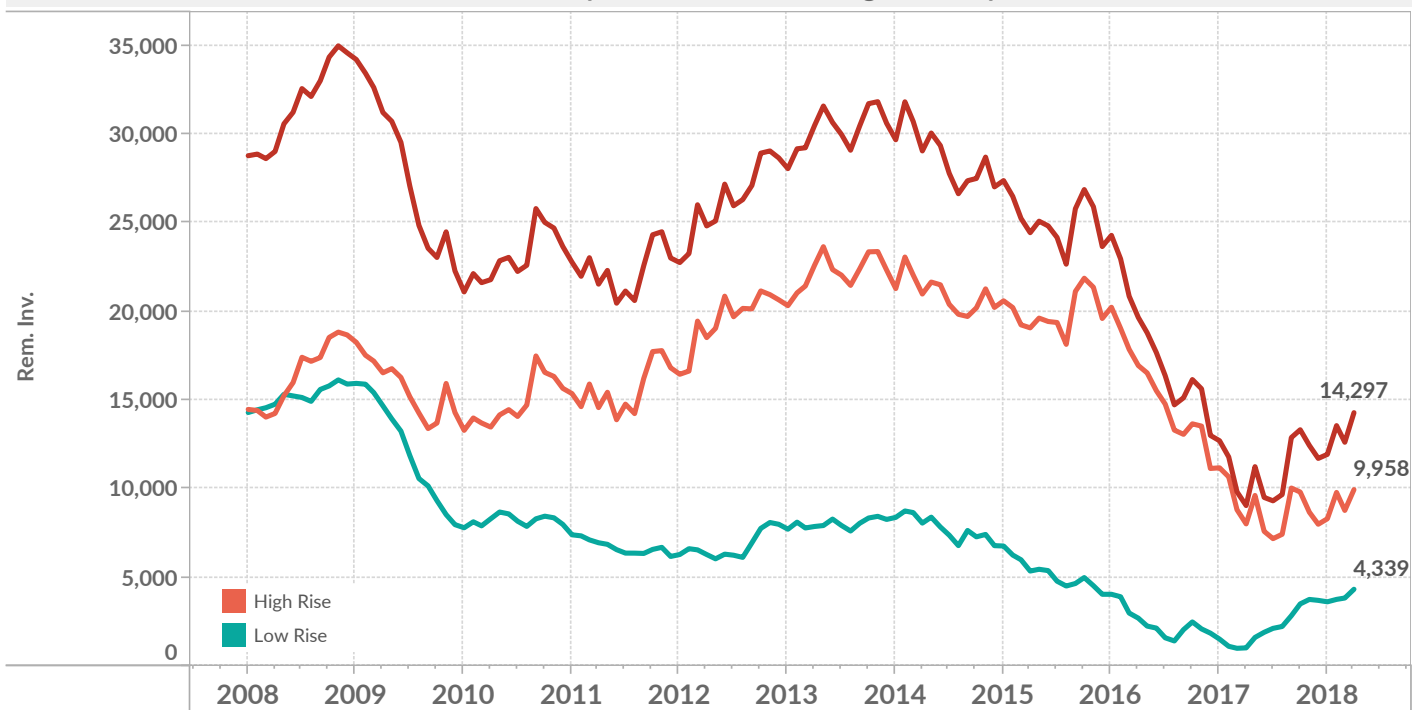


Pricing

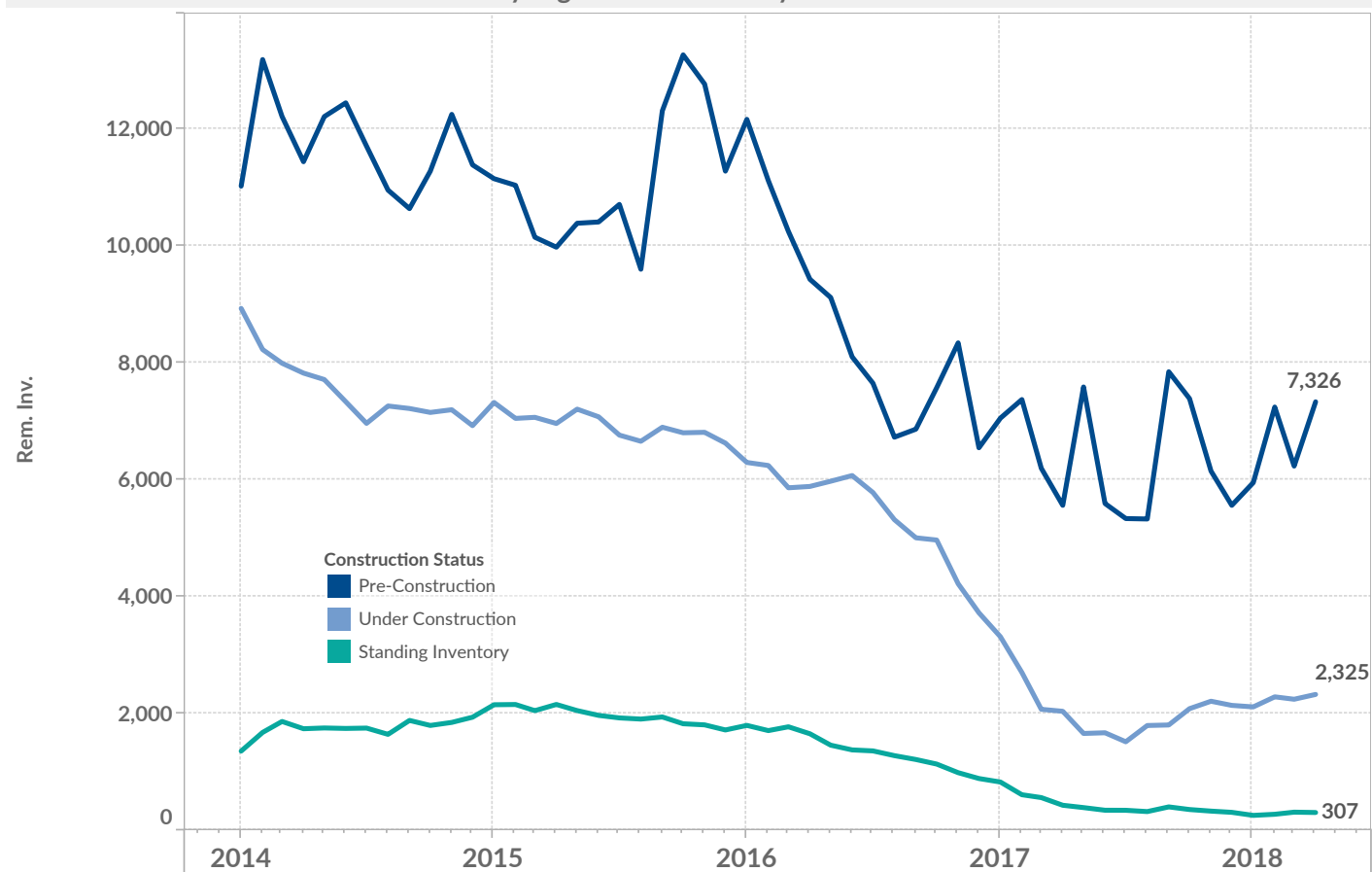


Remaining Inventory

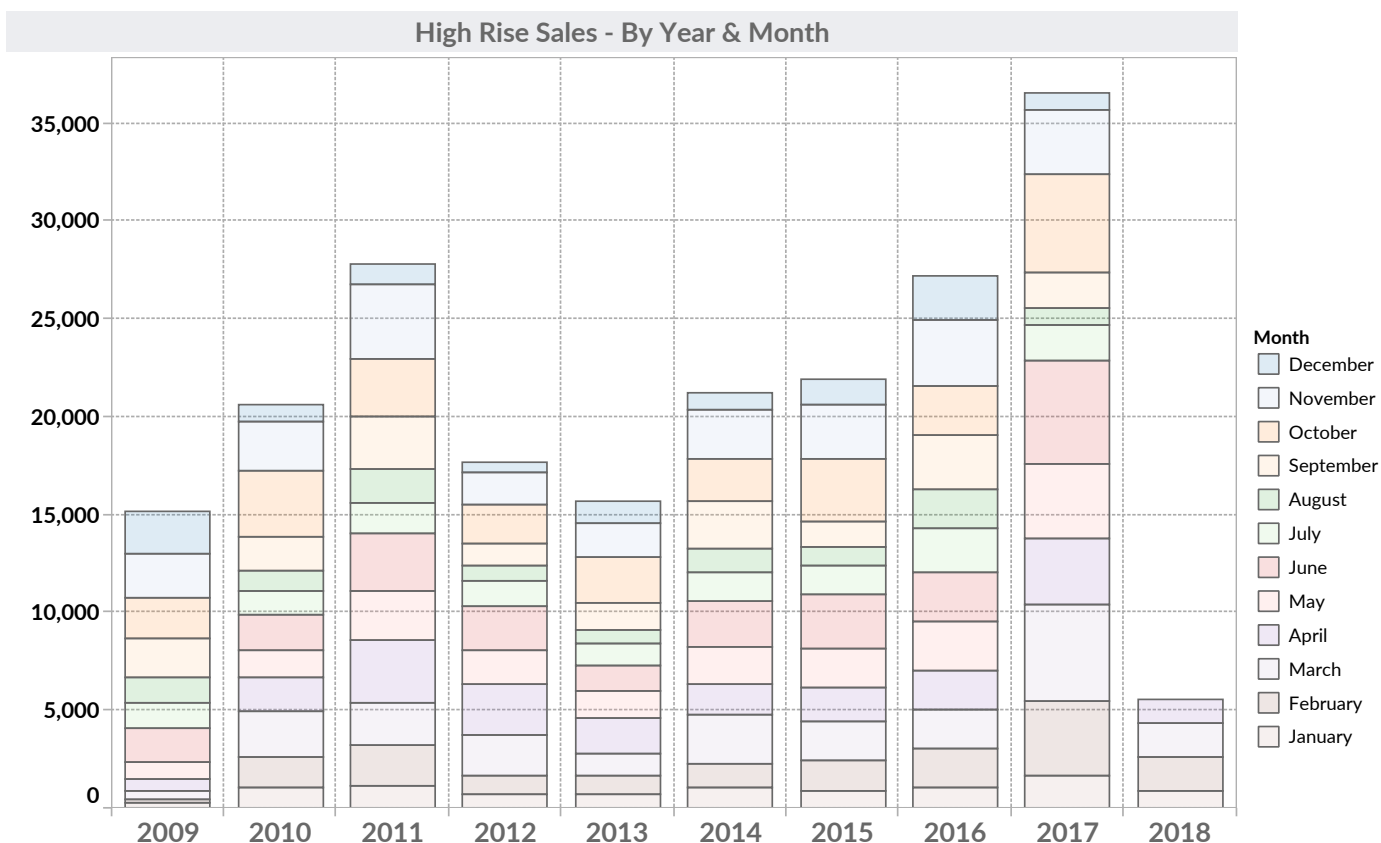
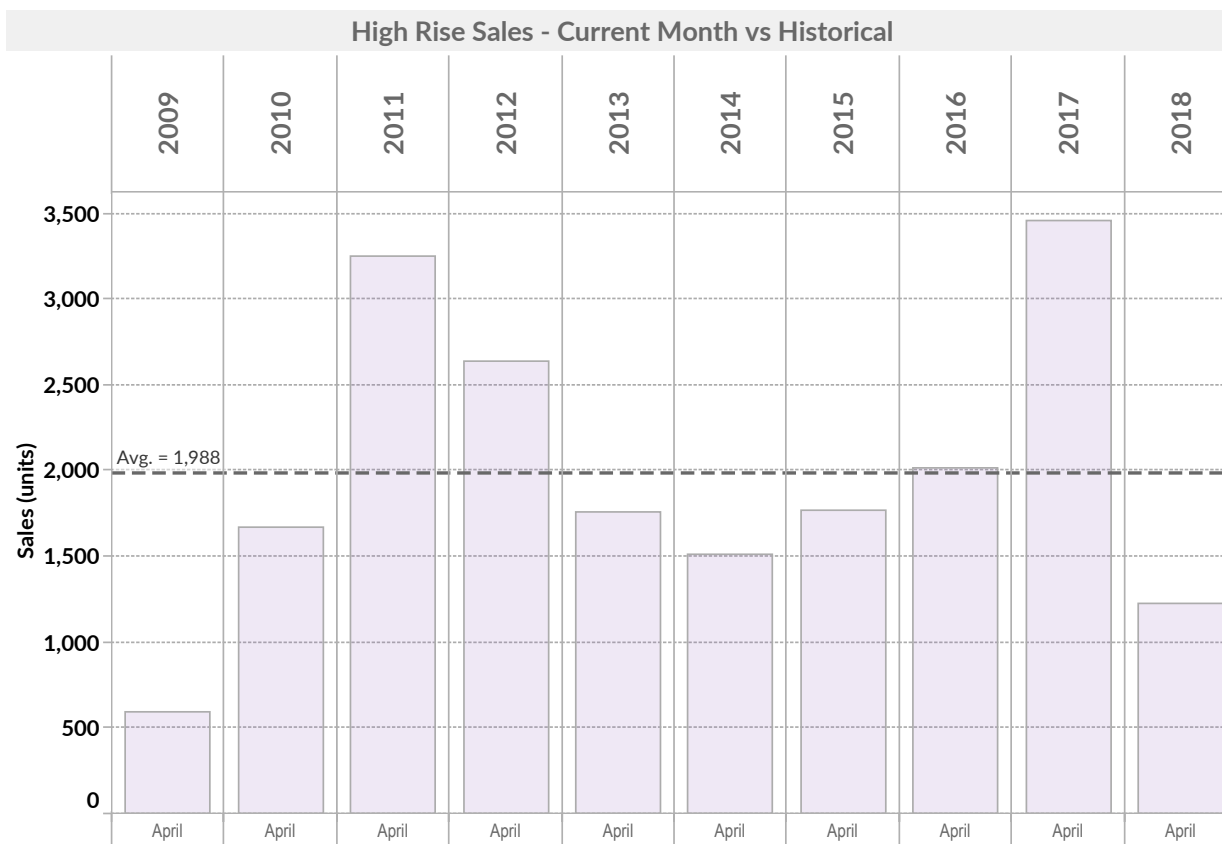
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

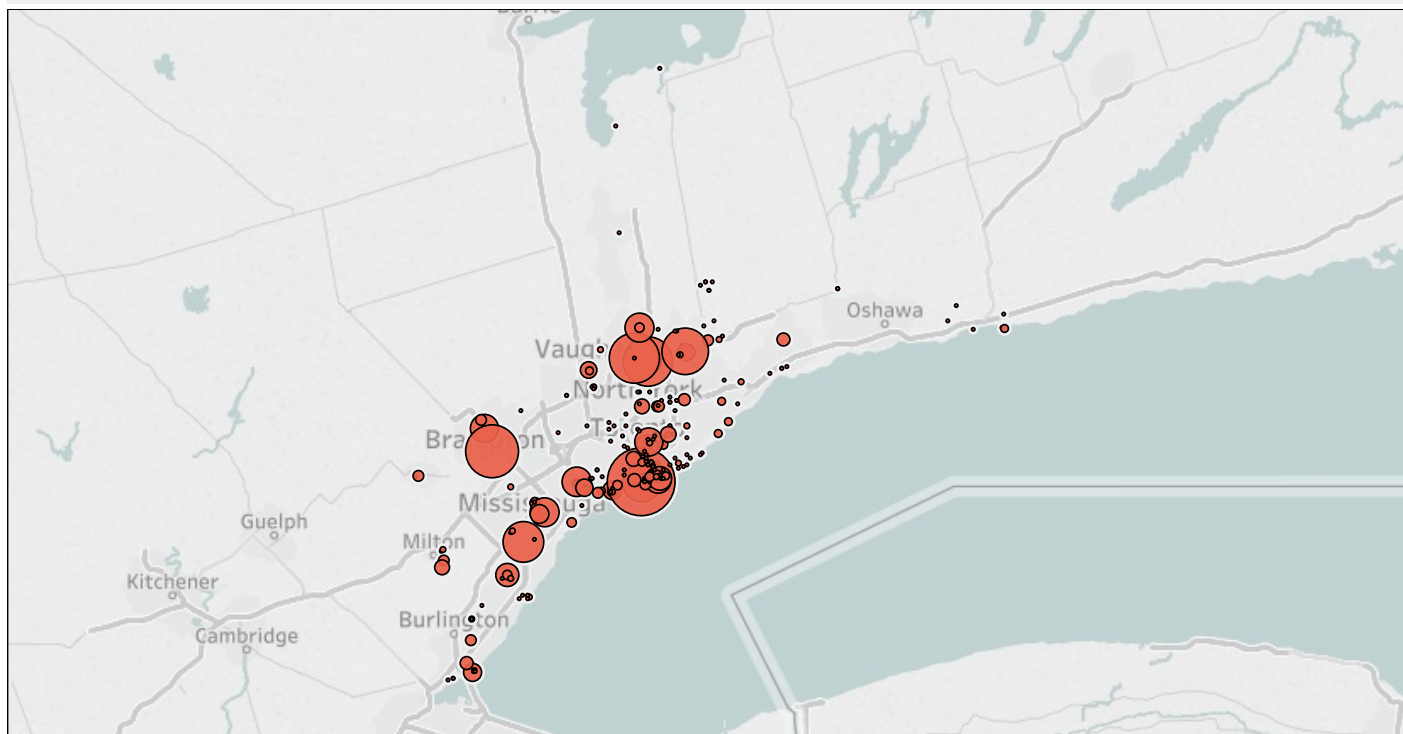


Historical Sales Comparison

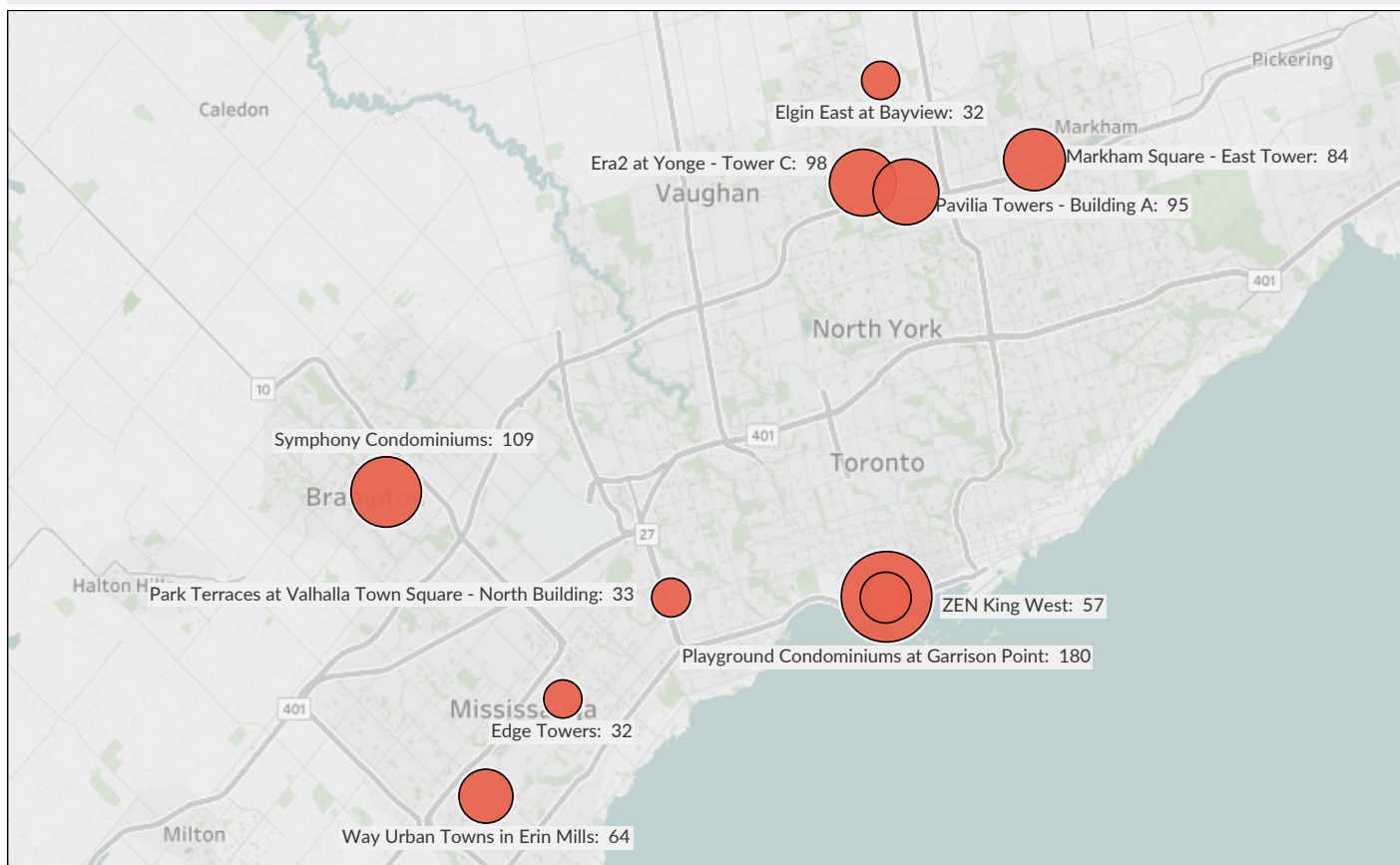


Current Sites

GTA - Active High Rise Sites by Current Month Sales



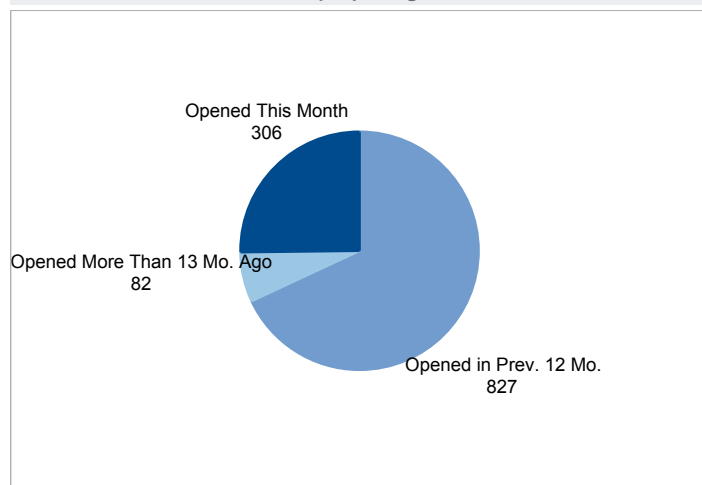
GTA - Top 10 Sites by Current Month Sales



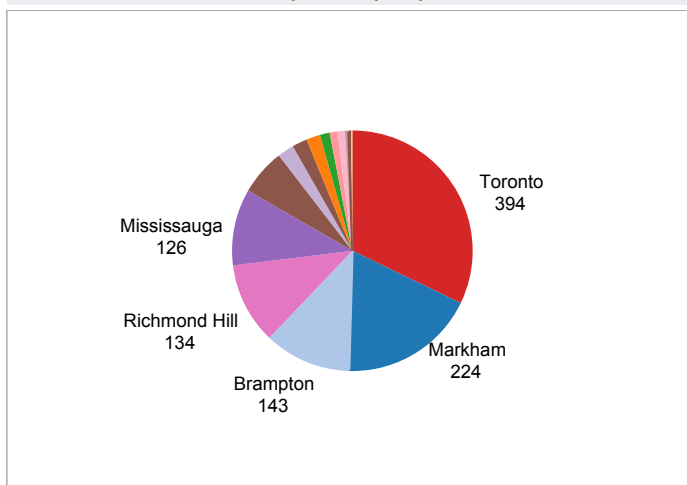
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

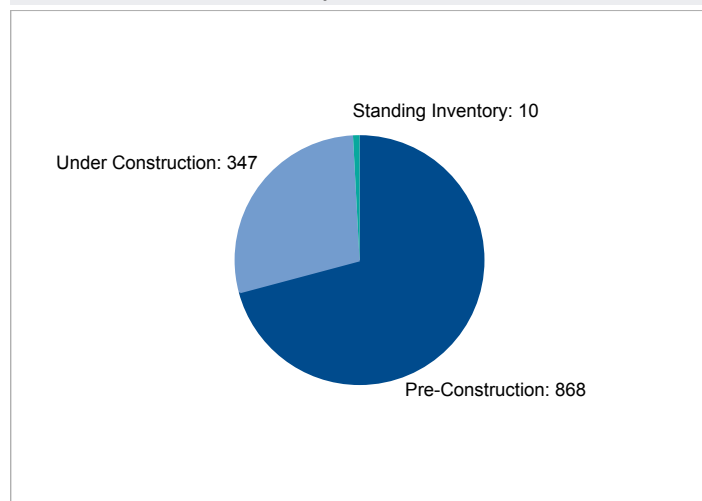
Sales by Opening Date



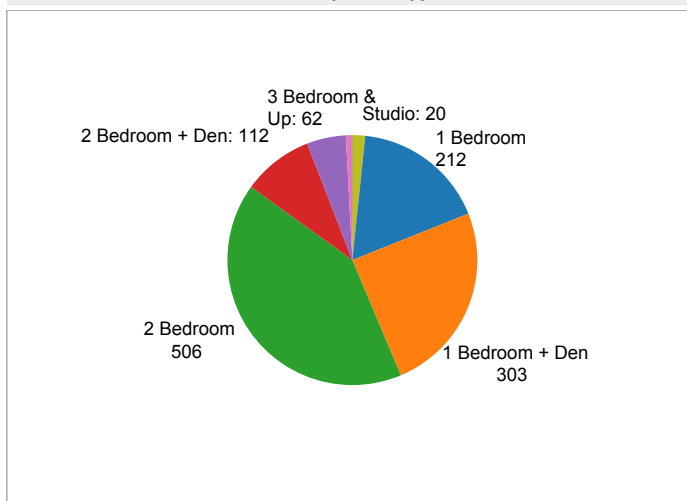
Sales by Municipality/Area



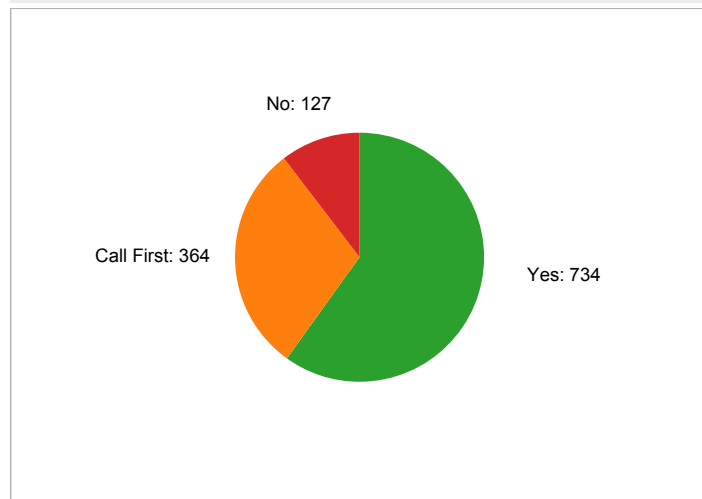
Sales by Const. Status



Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

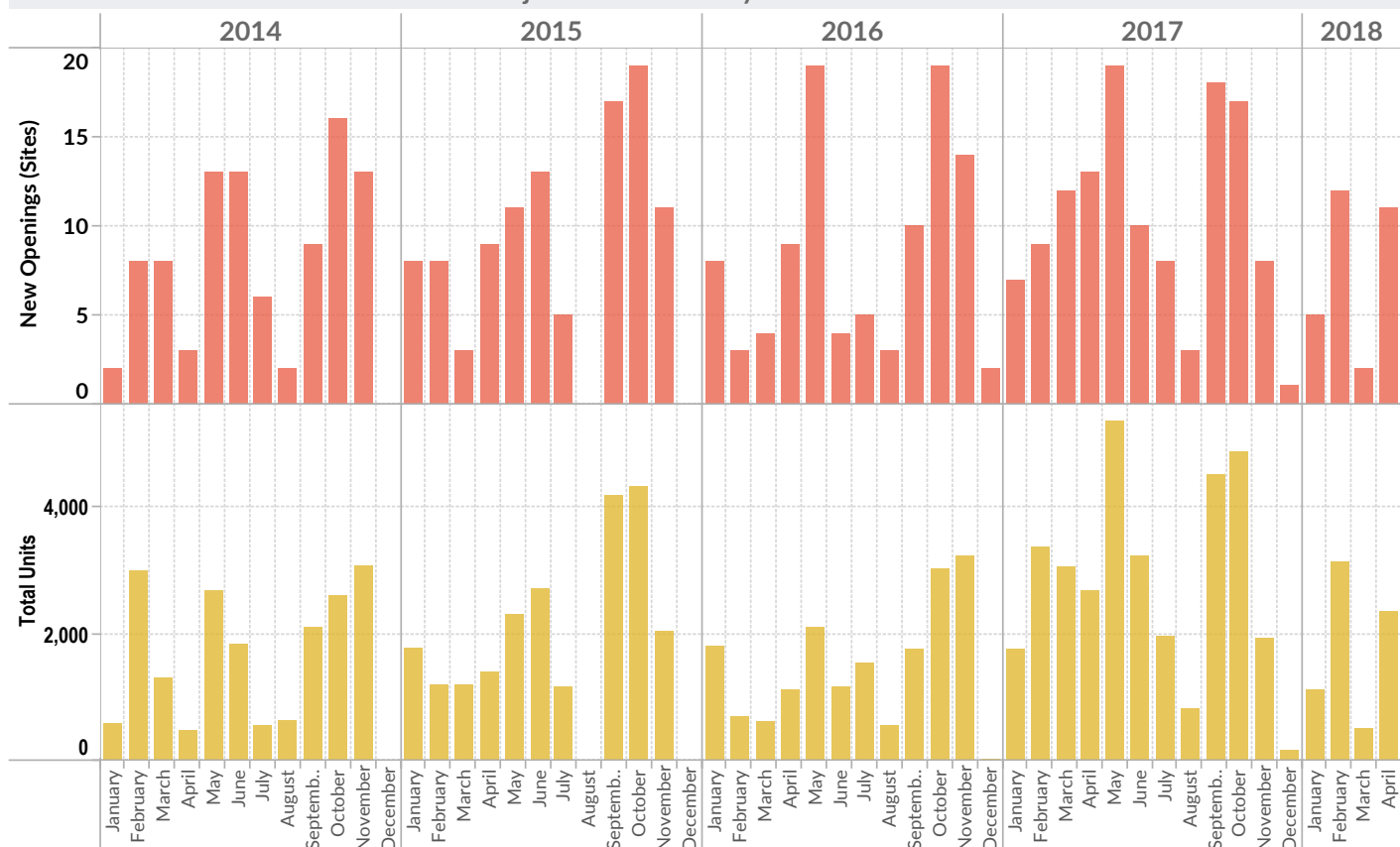
New Openings

April 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Central - Concord Adex	Toronto	4/3/2018	426	0	426	\$1,287
Playground Condominiums at Garrison Point - Fernbrook Homes and Cityzen Urban Lifestyle	Toronto	4/3/2018	429	180	249	\$913
Symphony Condominiums - Inzola Group	Brampton	4/3/2018	156	109	47	\$555
9th and Main - Building A - Pemberton Group	Whitchurch-Stouf..	4/12/2018	123	0	123	\$632
9th and Main - Building B - Pemberton Group	Whitchurch-Stouf..	4/12/2018	123	0	123	\$648
Cardiff on Eglinton - Sierra Building Group	Toronto	4/16/2018	92	0	92	\$916
Uovo Boutique Residences at Yonge and Davisville - 2114 Yonge Inc.	Toronto	4/16/2018	67	17	50	\$1,246
Canvas on the Rouge - Flato Developments Inc.	Markham	4/21/2018	111	0	111	\$704
Keeley - TAS DesignBuild	North York	4/21/2018	270	0	270	\$750
Upper East Village - Camrost Felcorp and Diamond Corp	North York	4/24/2018	285	0	285	\$911
Universal City Condominiums - Chestnut Hill Developments	Pickering	4/25/2018	275	0	275	\$594
Grand Total			2,357	306	2,051	\$841

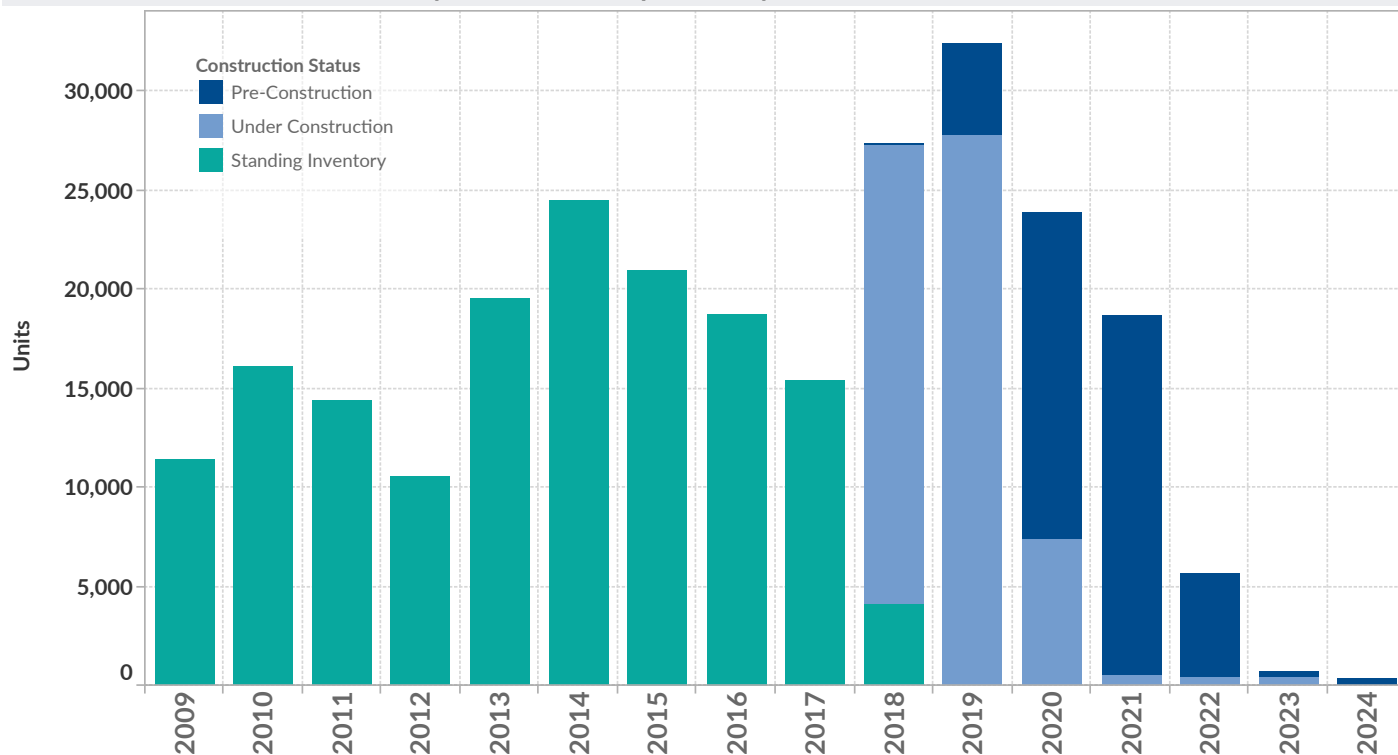
Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

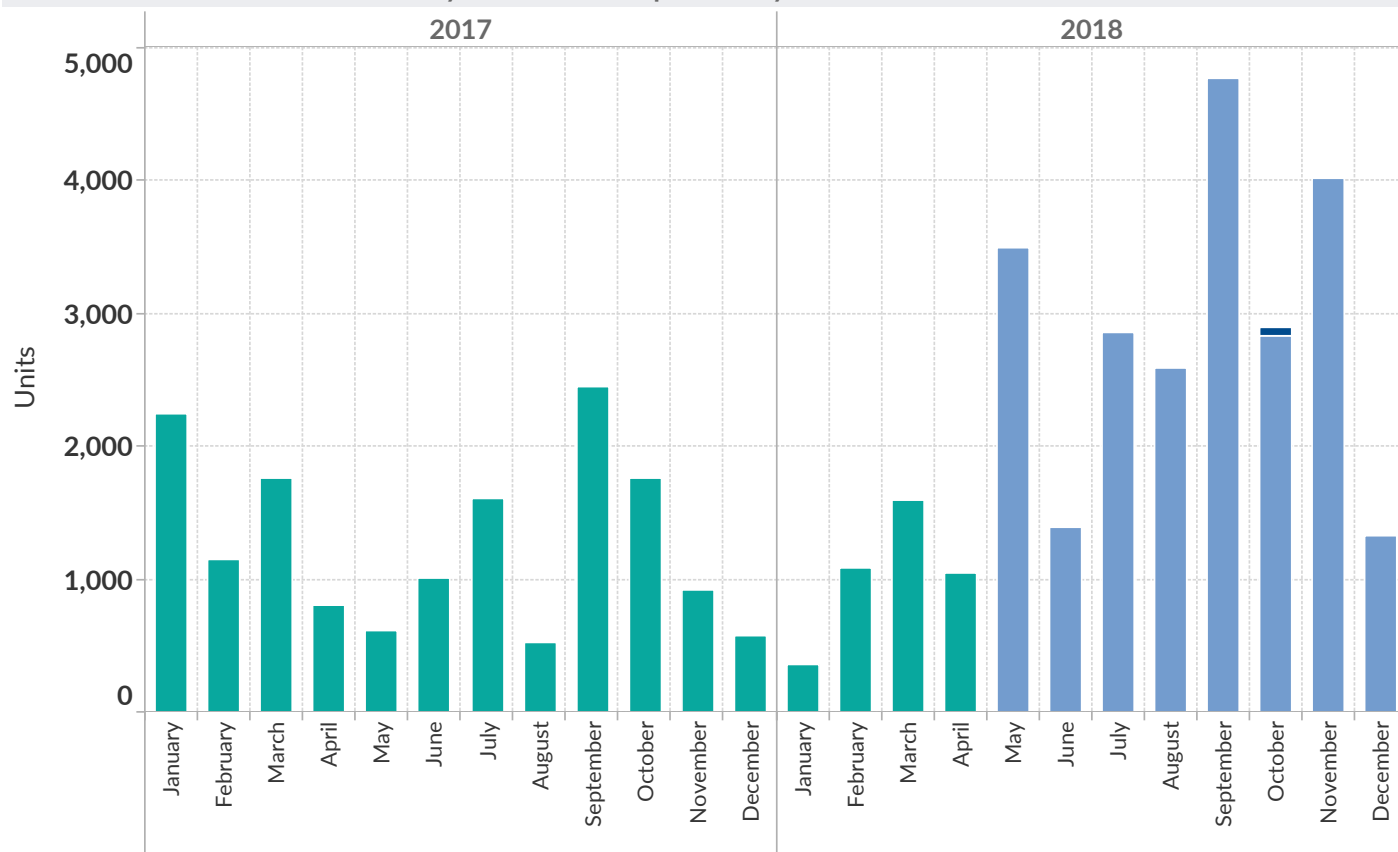


Scheduled Completions

GTA - Yearly Scheduled Completions by Current Construction Status



GTA - Monthly Scheduled Completions by Current Construction Status



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2018												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Pemberton Group	43	521	16	103									683	12.4%
Plaza	7	381	39	7									434	7.9%
Times Group Corporation	2	78	230	123									433	7.8%
Edilcan Development Corporation	105	33	109	37									284	5.1%
Pinnacle International	23	21	185	41									270	4.9%
Lanterra Developments	2	200	4	0									206	3.7%
Metropia	11	15	80	94									200	3.6%
Fernbrook Homes	1	3	6	181									191	3.5%
Ideal Developments	22	25	42	95									184	3.3%
OnePiece Developments Inc.	22	25	42	95									184	3.3%
Tridel	19	10	143	12									184	3.3%
Cityzen Urban Lifestyle				180									180	3.3%
Great Gulf	146	31	0	1									178	3.2%
First Avenue Properties	0	0	166	4									170	3.1%
Latch Developments	0	0	166	4									170	3.1%
Concord Adex	21	106	25	8									160	2.9%
Rowntree Enterprises Inc.	9	4	137	10									160	2.9%
Conservatory Group	26	48	47	24									145	2.6%
Sequoia Grove Homes	0	59	39	35									133	2.4%
Solmar Development Corp.	30	30	25	34									119	2.2%
Cortel Group	43	32	18	24									117	2.1%
Greenpark Group	31	8	55	15									109	2.0%
Inzola Group				109									109	2.0%
Sorbara	0	0	37	64									101	1.8%
Capital Developments	11	15	43	30									99	1.8%
Total (All 111 Builders)	862	1,776	1,659	1,225									5,522	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Builders - Last 12 Months

GTA - Top High Rise Builders by Last 12 Month's Sales

Builder	2017								2018				Total	Market Share %
	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Pemberton Group	42	422	505	71	54	3	508	37	43	521	16	103	2,325	8.2%
Centrecourt Developments Inc.	0	1,650	65	1	410	62	9				0	57	2,254	8.0%
Concord Adex	21	402	316	16	118	217	75	34	21	106	25	8	1,359	4.8%
Urban Capital Property Group	527	337	44	33	25	22	87	29	24	23	21	6	1,178	4.2%
Tridel	366	118	34	18	15	22	336	28	19	10	143	12	1,121	4.0%
Daniels Corporation	340	43	31	1	301	257	43	23	4	9	4	14	1,070	3.8%
Cresford Developments	5	2	4	6	1	927	1	0	0	1	15	0	962	3.4%
Lanterra Developments	54	477	80	4	12	10	9	0	2	200	4	0	852	3.0%
Plaza	161	144	44	28	11	3	17	8	7	381	39	7	850	3.0%
Cortel Group	281	88	10	4	188	24	30	10	43	32	18	24	752	2.7%
Rogers Real Estate Development Limited	471	92	28	26	16	13	50	16	13	13	9	4	751	2.7%
Mattamy Homes	126	15	16	8	127	122	173	64	21	21	2	5	700	2.5%
Madison Group	0	545	23	31	6	4	5	11	3	6	0	1	635	2.2%
Graywood Developments	0	0	1	0	0	628	1	0	0	0	2	0	632	2.2%
Ideal Developments	0	1				284	12	111	22	25	42	95	592	2.1%
OnePiece Developments Inc.						284	12	111	22	25	42	95	591	2.1%
Greenpark Group	0	2	2	1	0	245	202	28	31	8	55	15	589	2.1%
Remington Group	0	276	96	4	0	44	128	33	1	2	1	1	586	2.1%
Aspen Ridge Homes	3	103	51	18	21	297	30	21	7	14	7	13	585	2.1%
Pinnacle International	7	108	44	48	34	23	28	7	23	21	185	41	569	2.0%
Metropia	0	0	0	0	1	340	5	0	11	15	80	94	546	1.9%
Conservatory Group	60	24	0	0	6	121	143	45	26	48	47	24	544	1.9%
DREAM	64	6	2	0	0	216	102	105	19	3	5	2	524	1.9%
Lifetime Developments	2	5	5	0	2	2	434	12	35	2	0	2	501	1.8%
Rowntree Enterprises Inc.						0	322	5	9	4	137	10	487	1.7%
Total (All 179 Builders)	3,771	5,305	1,804	817	1,868	5,029	3,236	883	862	1,776	1,659	1,225	28,235	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2018 April
Playground Condominiums at Garrison Point - Fernbrook Homes and Cityzen Urban Lifestyle	Toronto	Apartment	1 Bedroom	78
			1 Bedroom + Den	23
			2 Bedroom + Den	15
			2 Bedroom	47
			Studio	17
			Total	180
Symphony Condominiums - Inzola Group	Brampton	Apartment	1 Bedroom	33
			1 Bedroom + Den	12
			2 Bedroom + Den	5
			2 Bedroom	59
			Total	109
Era2 at Yonge - Tower C - Pemberton Group	Richmond Hill	Apartment	1 Bedroom + Den	47
			2 Bedroom + Den	7
			3 Bedroom & Up	0
			2 Bedroom	44
			Total	98
Pavilia Towers - Building A - Times Group Corporation	Markham	Apartment	1 Bedroom + Den	63
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	32
			Total	95
Markham Square - East Tower - Ideal Developments and OnePiece Developments Inc.	Markham	Apartment	1 Bedroom	
			1 Bedroom + Den	5
			2 Bedroom + Den	20
			3 Bedroom & Up	1
			2 Bedroom	58
			Studio	0
			Total	84
Way Urban Towns in Erin Mills - Sorbara	Mississauga	Stacked	2 Bedroom	64
			Total	64
Park Terraces at Valhalla Town Square - North Building - Edilcan Development Corporation	Etobicoke	Apartment	1 Bedroom	20
			1 Bedroom + Den	3
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	10
			Total	33

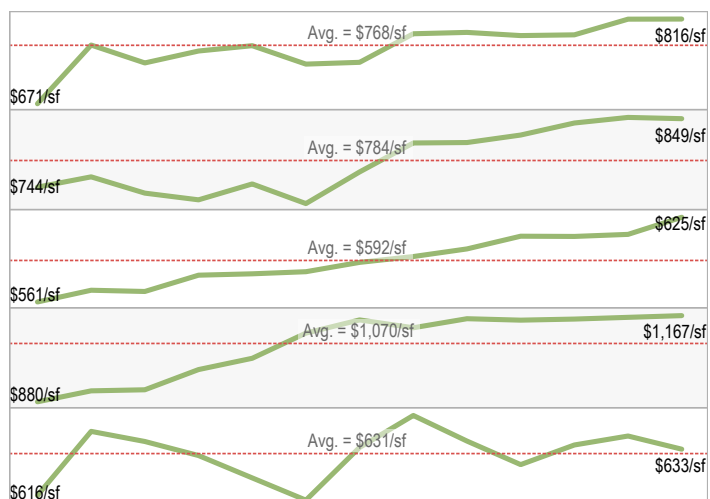
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$816/sf
	North York	\$849/sf
	Scarborough	\$625/sf
	Toronto	\$1,167/sf
905 Area	905 All Muni.	\$633/sf

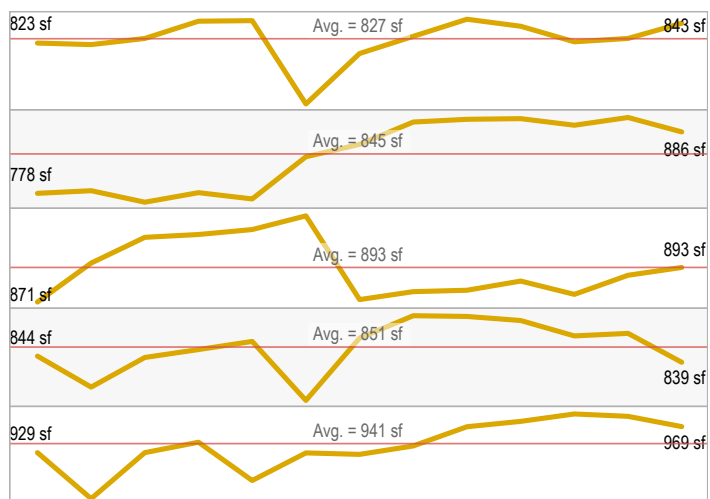
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	843 sf
	North York	886 sf
	Scarborough	893 sf
	Toronto	839 sf
905 Area	905 All Muni.	969 sf

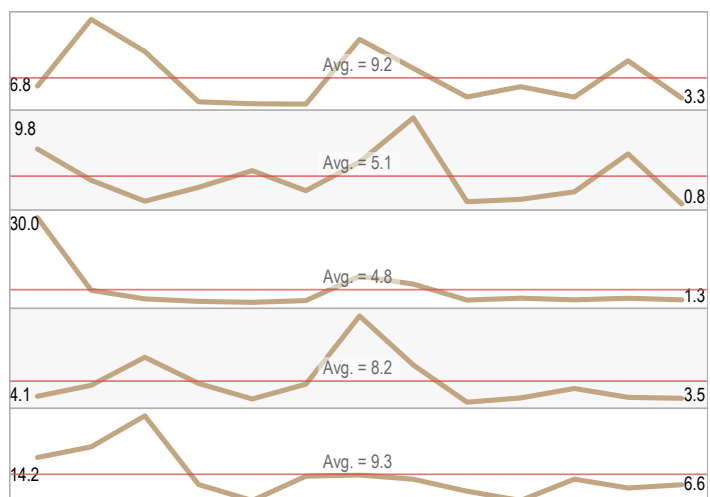
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	3.3
	North York	0.8
	Scarborough	1.3
	Toronto	3.5
905 Area	905 All Muni.	6.6

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	April 2018				April 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	1			1	52			52
Central Waterfront	Toronto	47			47	4			4
Don Mills - York Mills	North York	10		1	11	135			135
Downtown Core	Toronto	3			3	21			21
Downtown East	Toronto	4			4	74			74
Downtown West	Toronto	270			270	179	0		179
Etobicoke Waterfront	Etobicoke	22			22	83			83
Highway7 - Yonge	Markham	122			122				
	Richmond Hill	102		32	134	268			268
Mississauga City Centre	Mississauga	39			39	789			789
North Toronto	Toronto	51			51	81	2		83
North Yonge Corridor	North York	8			8	40			40
North York East	North York	0			0	8			8
North York West	North York	0		0	0	21		10	31
Not Applicable	Aurora					1	1	6	8
	Brampton	113		30	143	20		8	28
	Burlington	23			23	64			64
	Clarington	2		0	2	10		10	20
	Etobicoke	54	0		54	12		28	40
	Georgina	0			0	11			11
	Halton Hills	4			4	13			13
	Markham	101		1	102	141		6	147
	Milton	9		4	13	32			32
	Mississauga	20		67	87	230		27	257
	Newmarket		0		0				
	North York	0			0				
	Oakville	24		1	25	21		0	21
	Oshawa							0	0
	Pickering	0		6	6	5		1	6
	Richmond Hill					1			1
	Scarborough	11		1	12	539		4	543
	Toronto	11			11	26			26
	Vaughan	16			16	111		2	113
	Whitby	0			0				
	Whitchurch-Stouffville	0			0	36		0	36
Sheppard Corridor	North York	8			8	204			204
Thornhill	Markham					0			0
Toronto East	Toronto	0	0	1	1	46	0		46
Toronto West	Toronto	3	0		3	46	0		46
Yonge - St. Clair	Toronto	3			3	22			22
Grand Total		1,081	0	144	1,225	3,346	3	102	3,451

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales						Remaining Inventory			
SubMarket	Municipality	Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto								

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