



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of May 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-18		May-17		Change
High Rise	2,003		3,766		-46.8%
Low Rise	342		513		-33.3%
Total	2,345		4,279		-45.2%
Year to Date Sales	Jan.-May. 2018		Jan.-May. 2017		Y/Y Change
High Rise	7,496		17,536		-57.3%
Low Rise	1,750		5,530		-68.4%
Total	9,246		23,066		-59.9%
Year to Date Supply	Jan.-May. 2018		Jan.-May. 2017		Y/Y Change
High Rise	7,935		16,193		-51.0%
Low Rise	2,527		5,289		-52.2%
Total	10,462		21,482		-51.3%
Year to Date Completions	Jan.-May. 2018		Jan.-May. 2017		Y/Y Change
High Rise	5,519		6,560		-15.9%
Remaining Inventory	May-18	Apr-18	May-17	M/M Change	Y/Y Change
High Rise	9,345	10,301	9,632	-9.3%	-3.0%
Low Rise	4,505	4,393	1,630	2.5%	176.4%
Total	13,850	14,694	11,262	-5.7%	23.0%
Benchmark Price	May-18	Apr-18	May-17	M/M Change	Y/Y Change
High Rise	\$758,370	\$739,965	\$604,683	2.5%	25.4%
Low Rise	\$1,144,191	\$1,151,815	\$1,222,699	-0.7%	-6.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	5	293	250	174	
High Rise Units	710	72,710	62,982	41,374	
% Sold*	47%	88%	96%	84%	
Low Rise Projects	10	217			
Low Rise Units	306	25,410			
% Sold*	37%	82%			

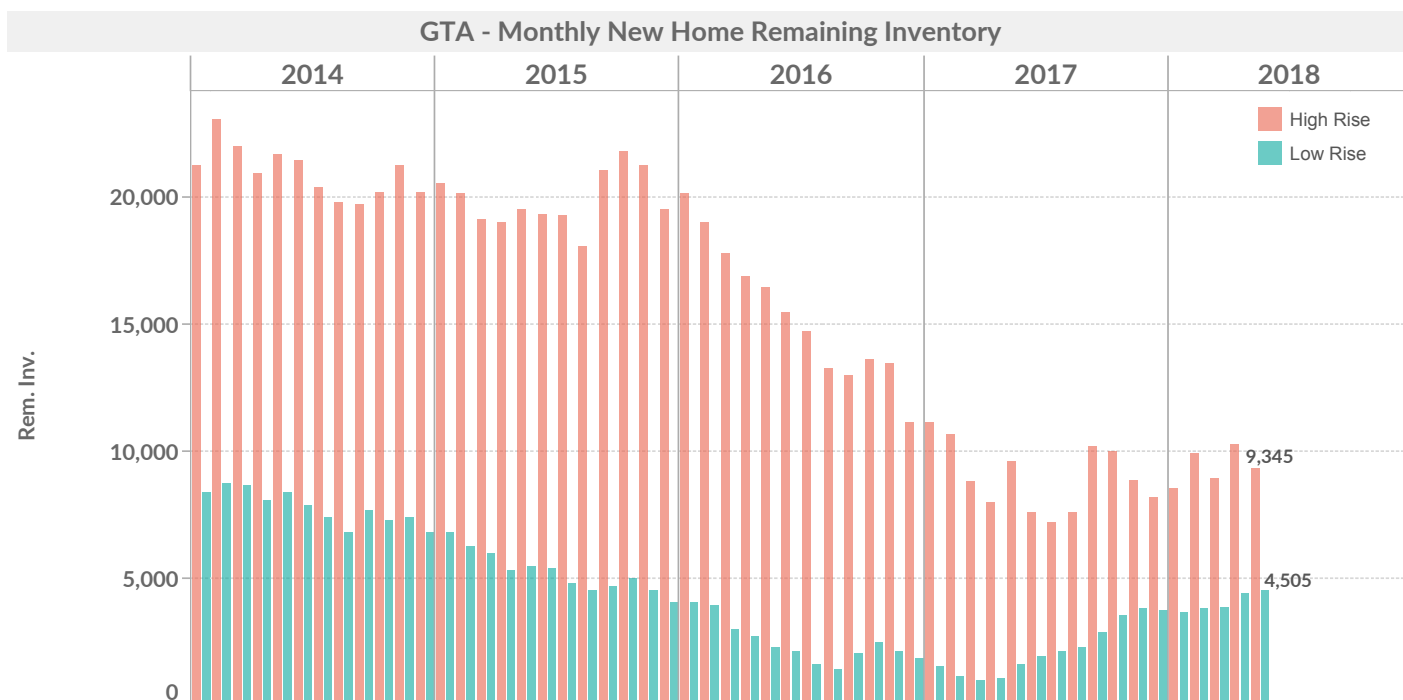
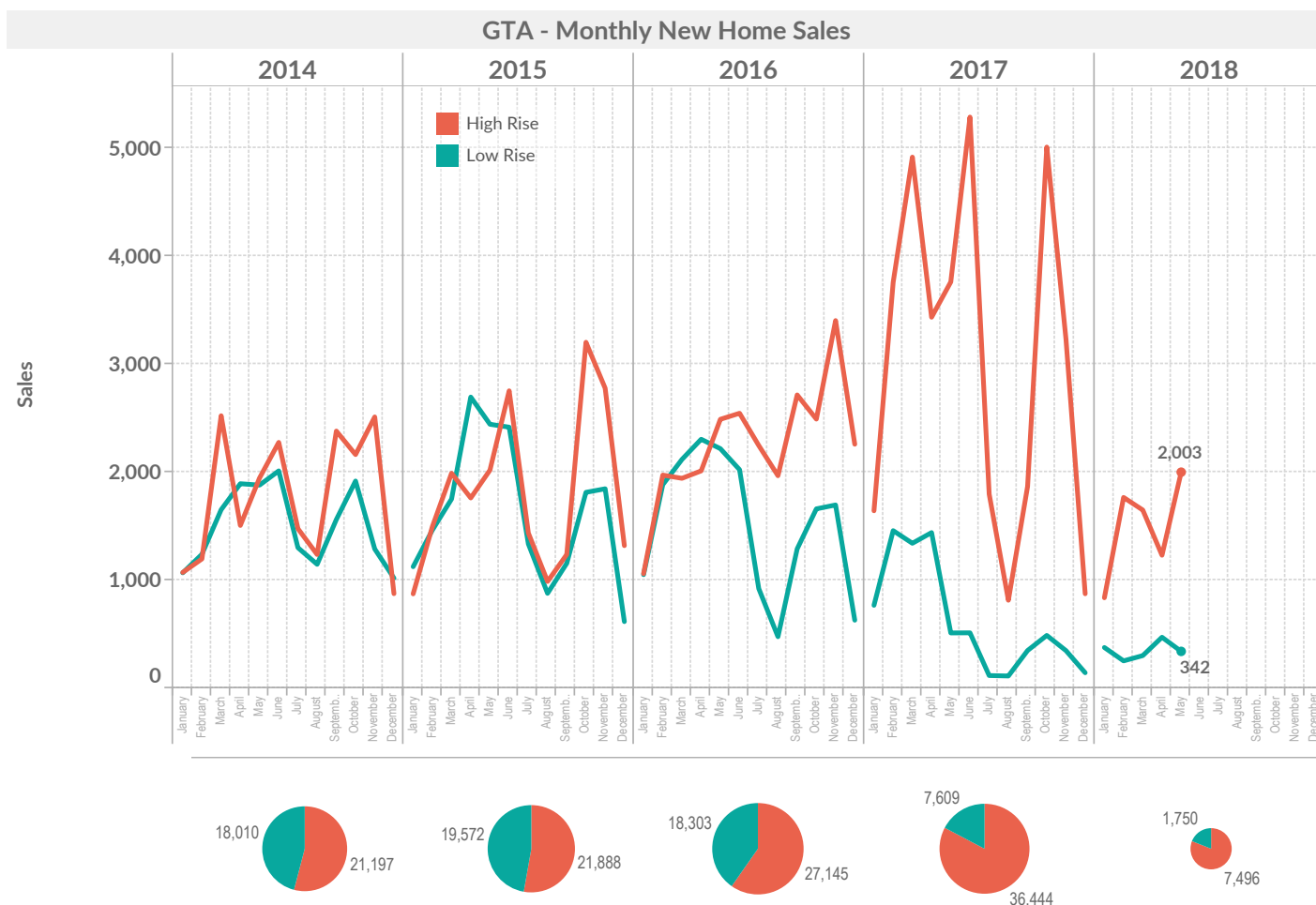
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

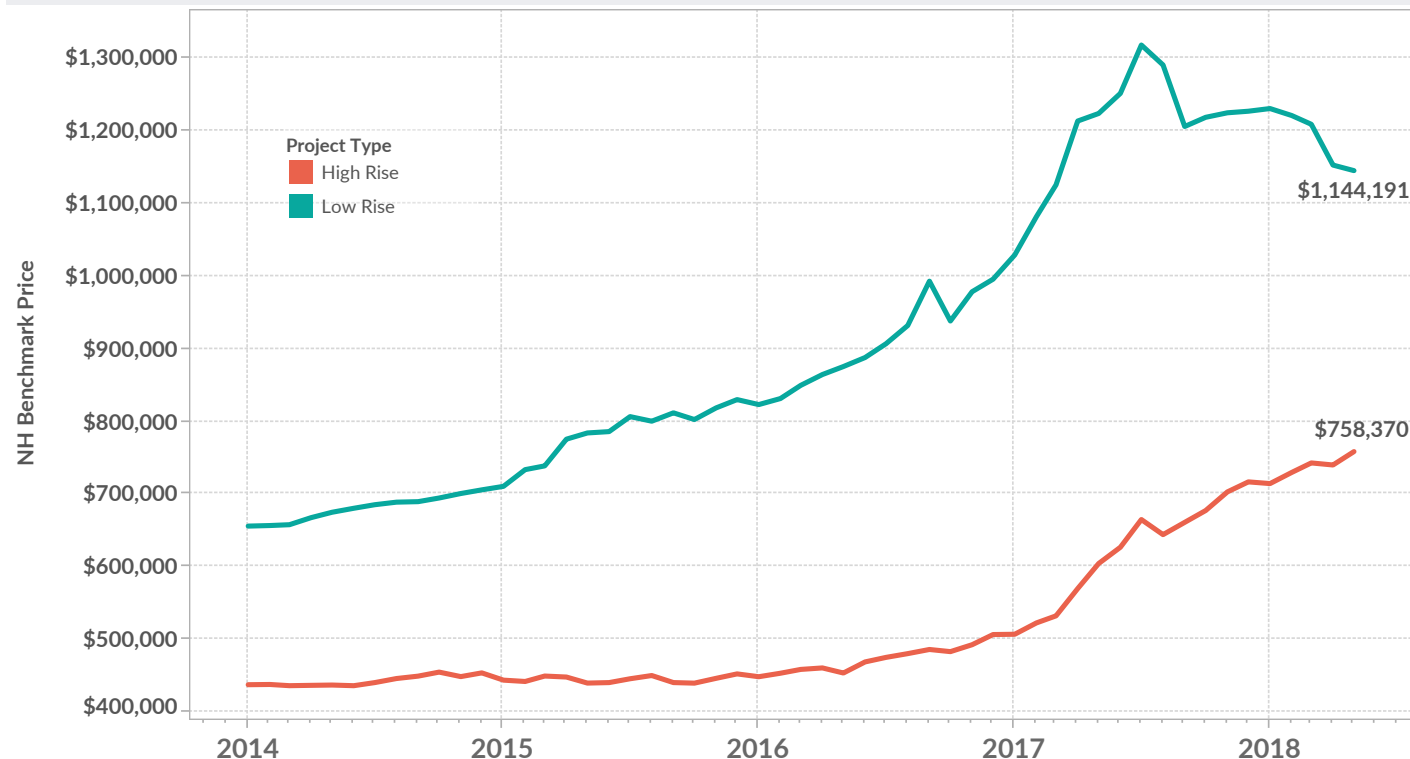
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

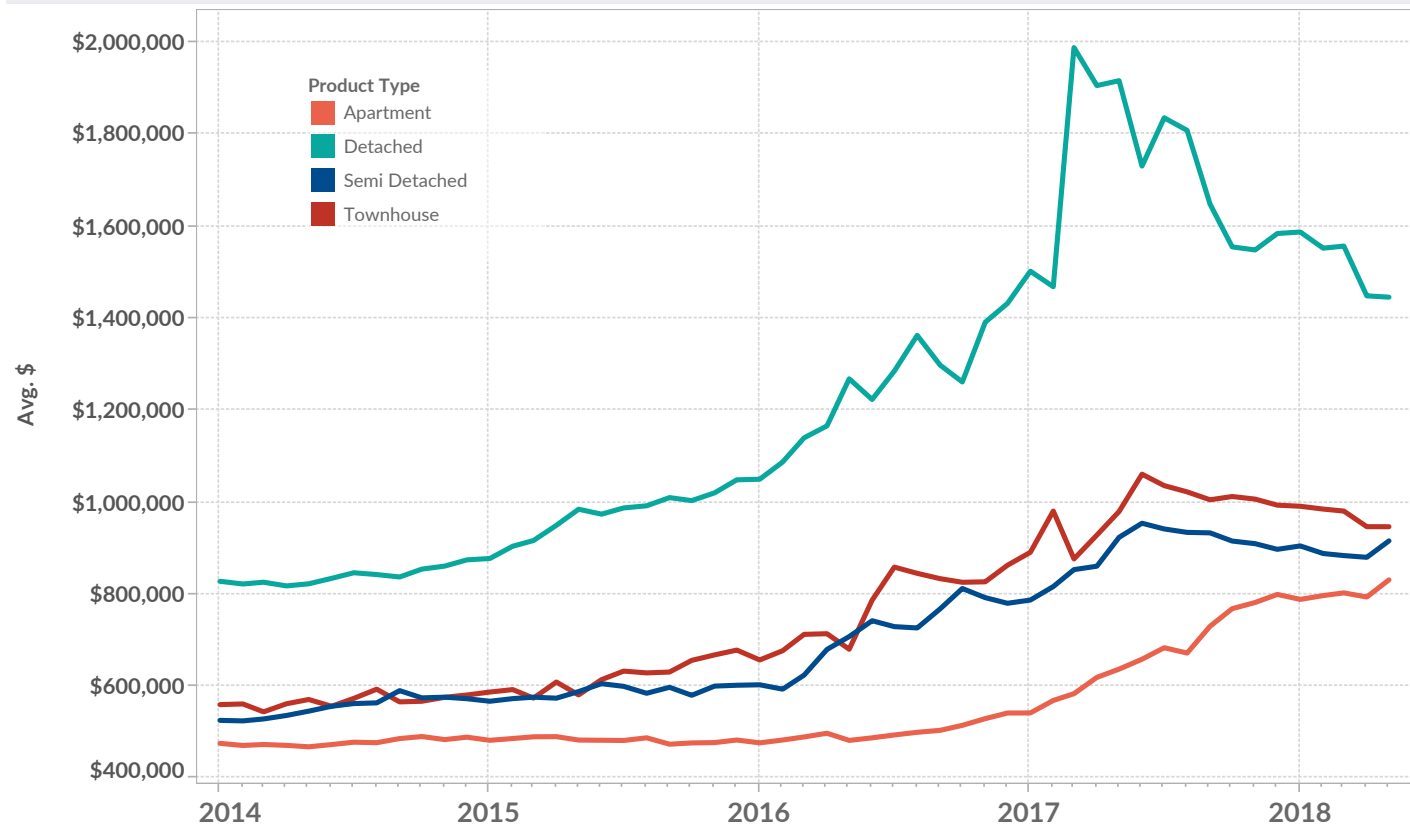


Pricing

Monthly New Home Benchmark Price (excludes extremes)

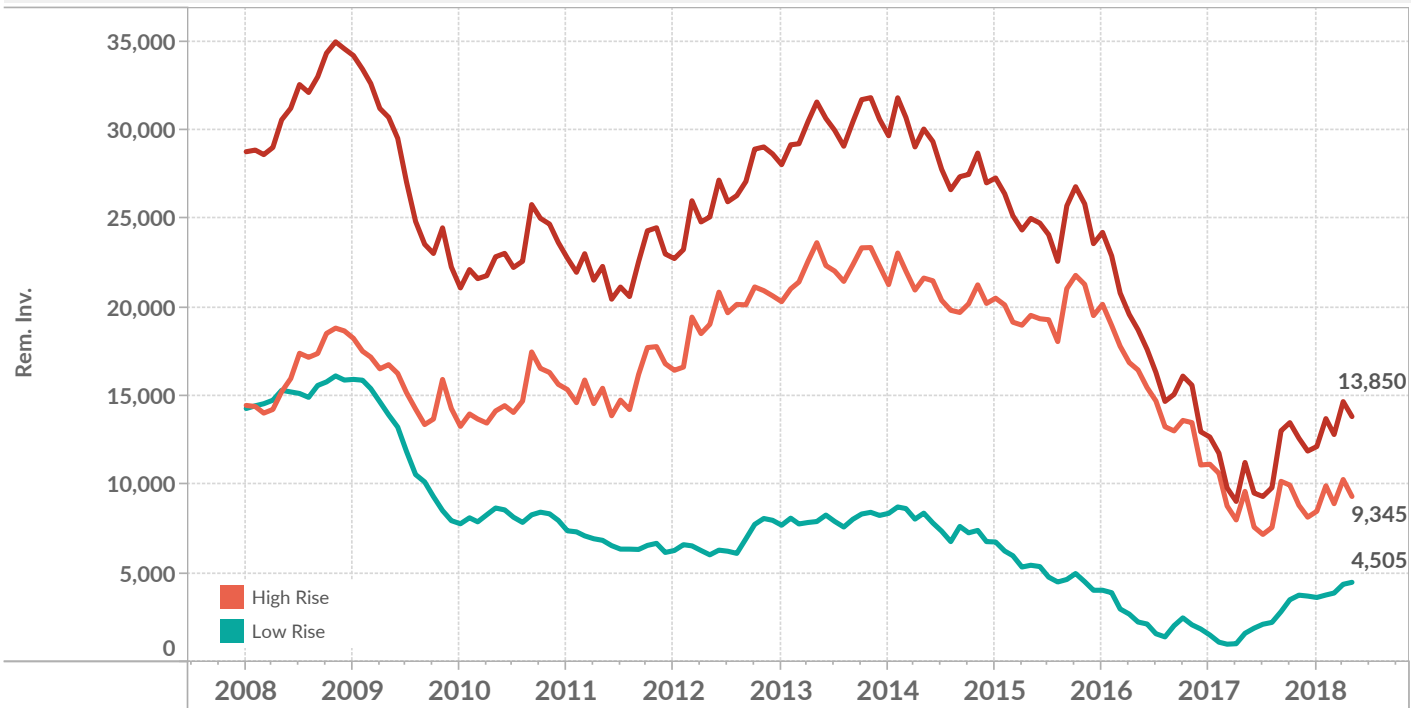


Monthly Avg. Asking Price by Product Type (includes all projects)

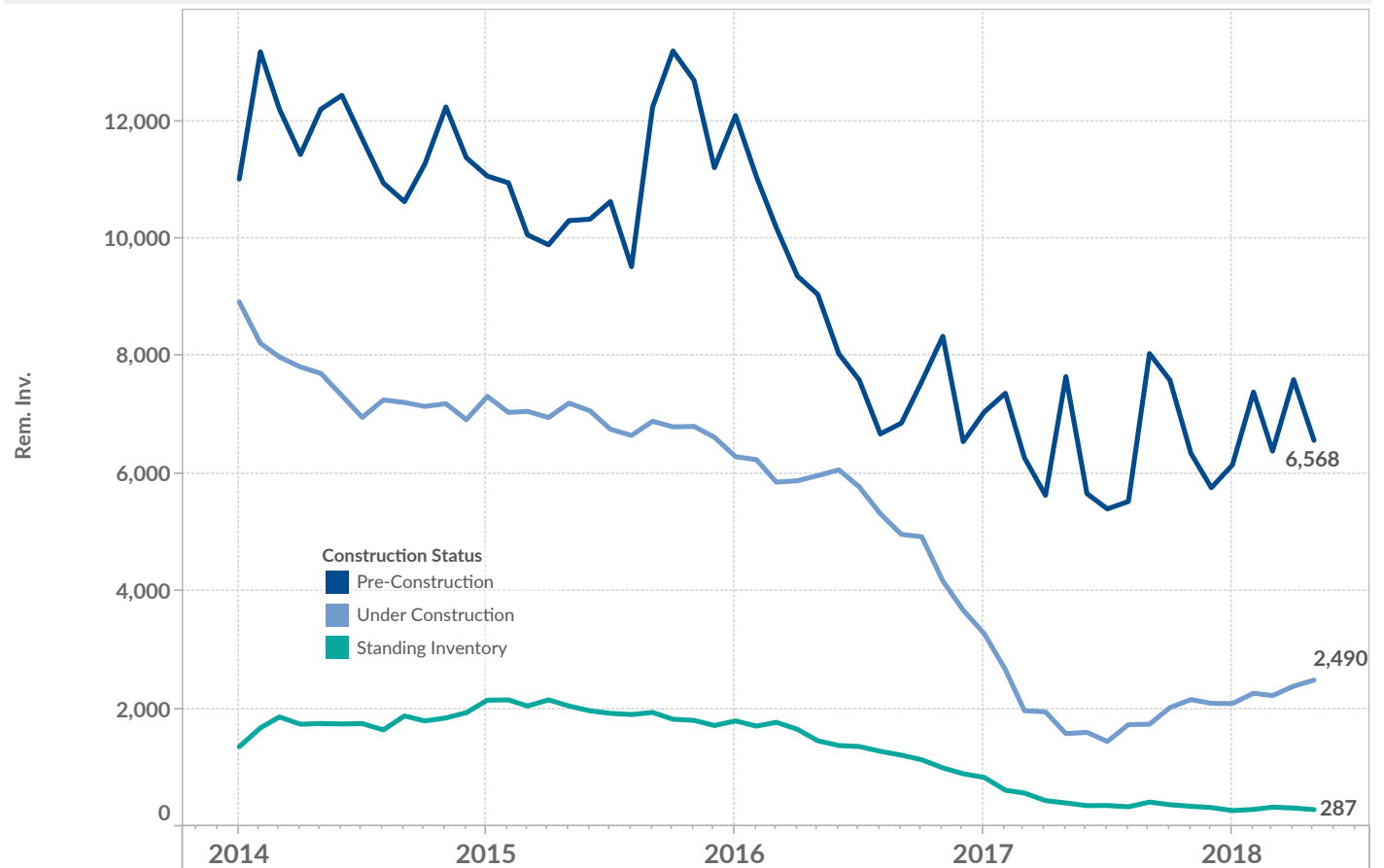


Remaining Inventory

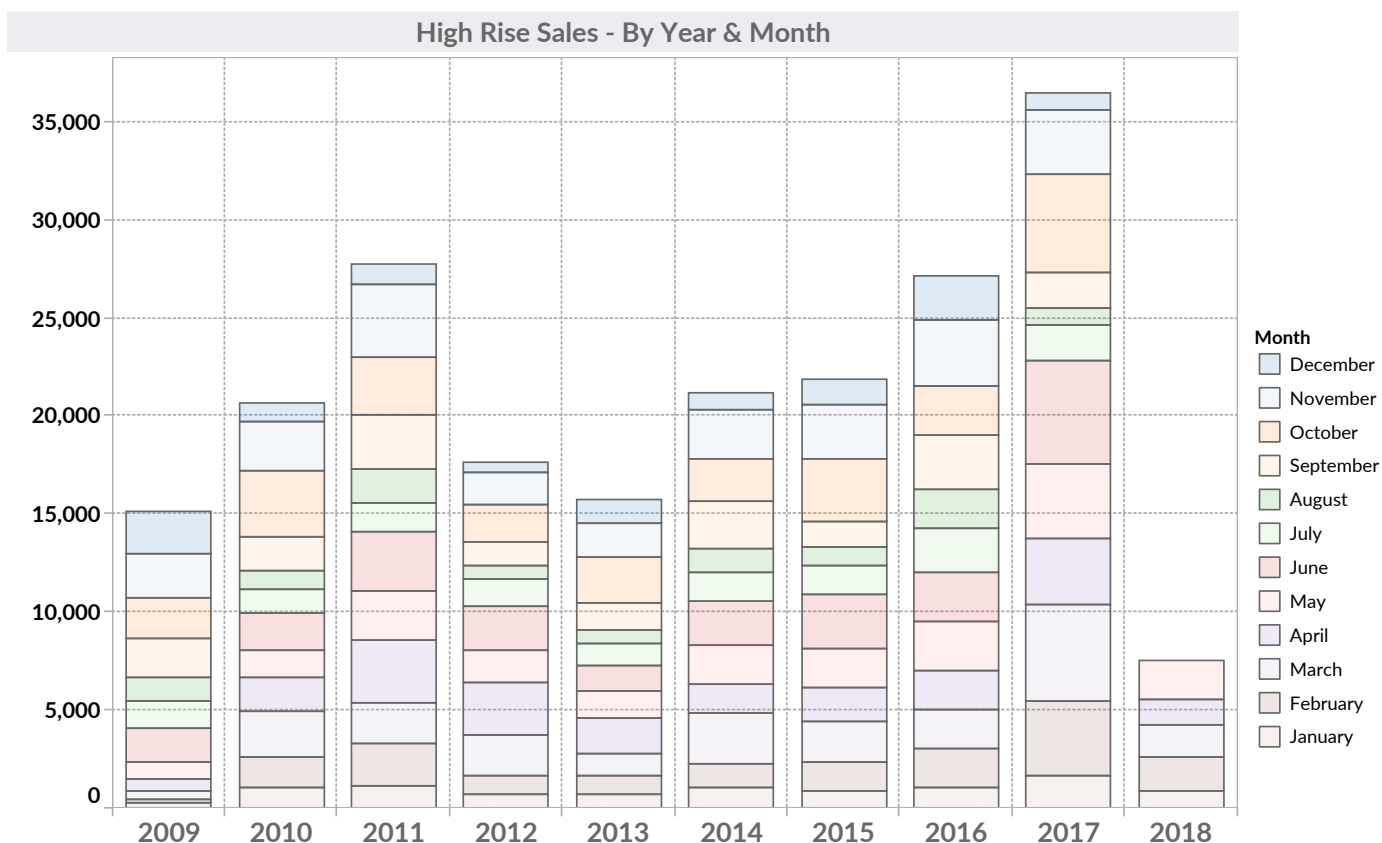
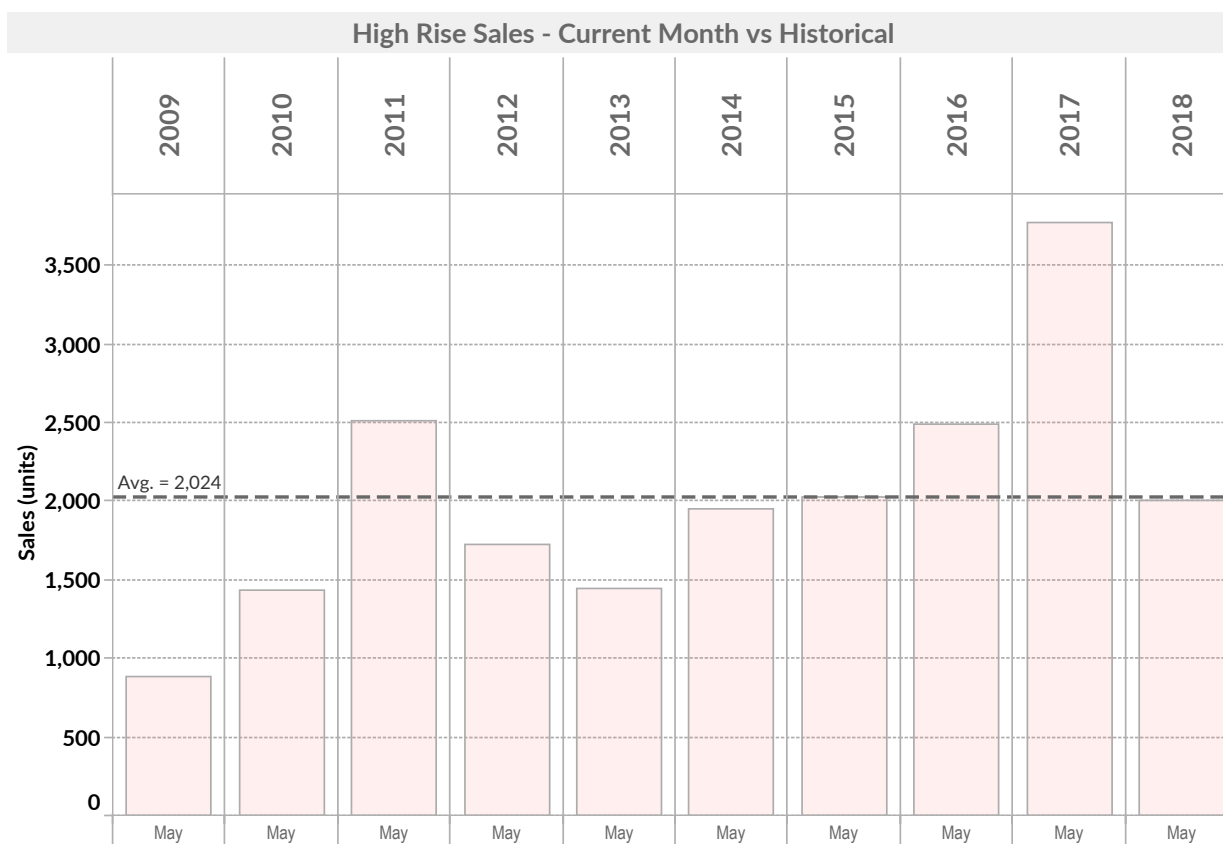
GTA - Monthly New Home Remaining Inventory



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

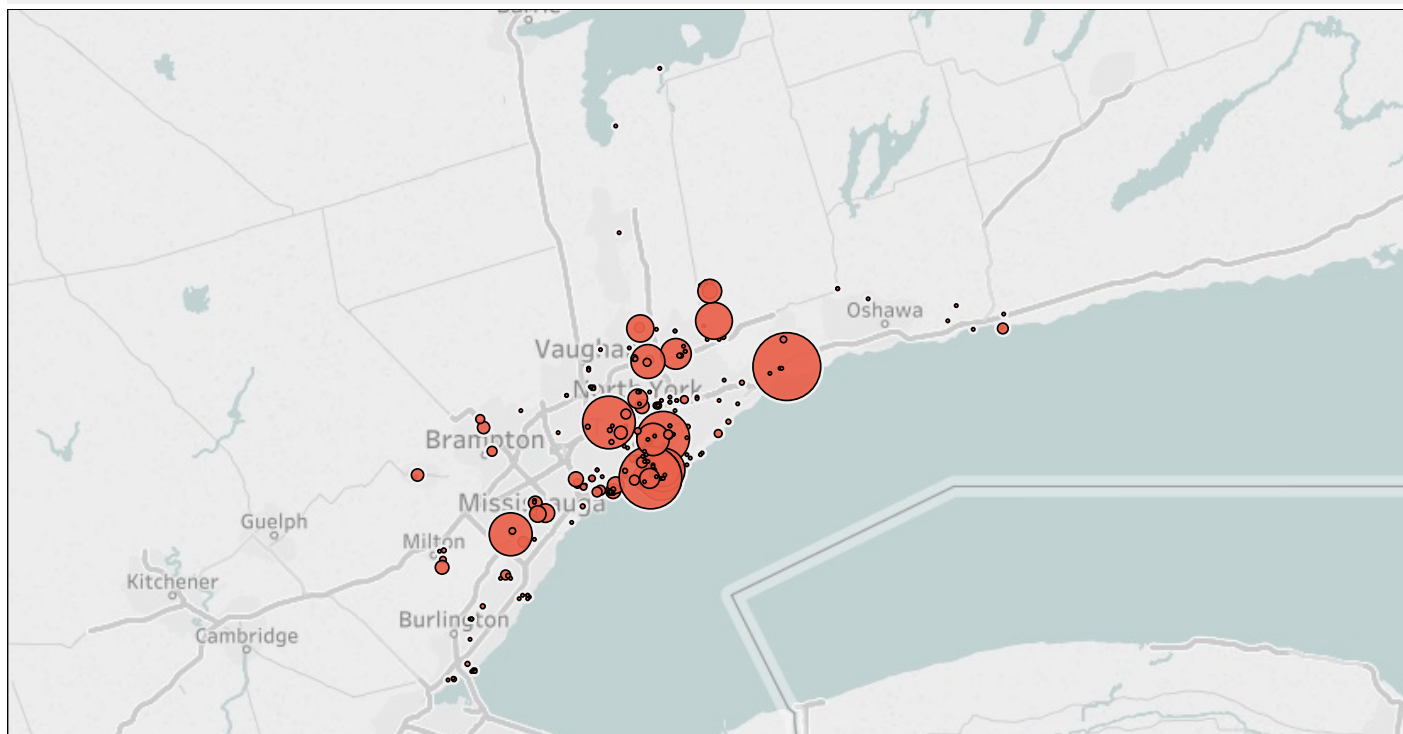


Historical Sales Comparison

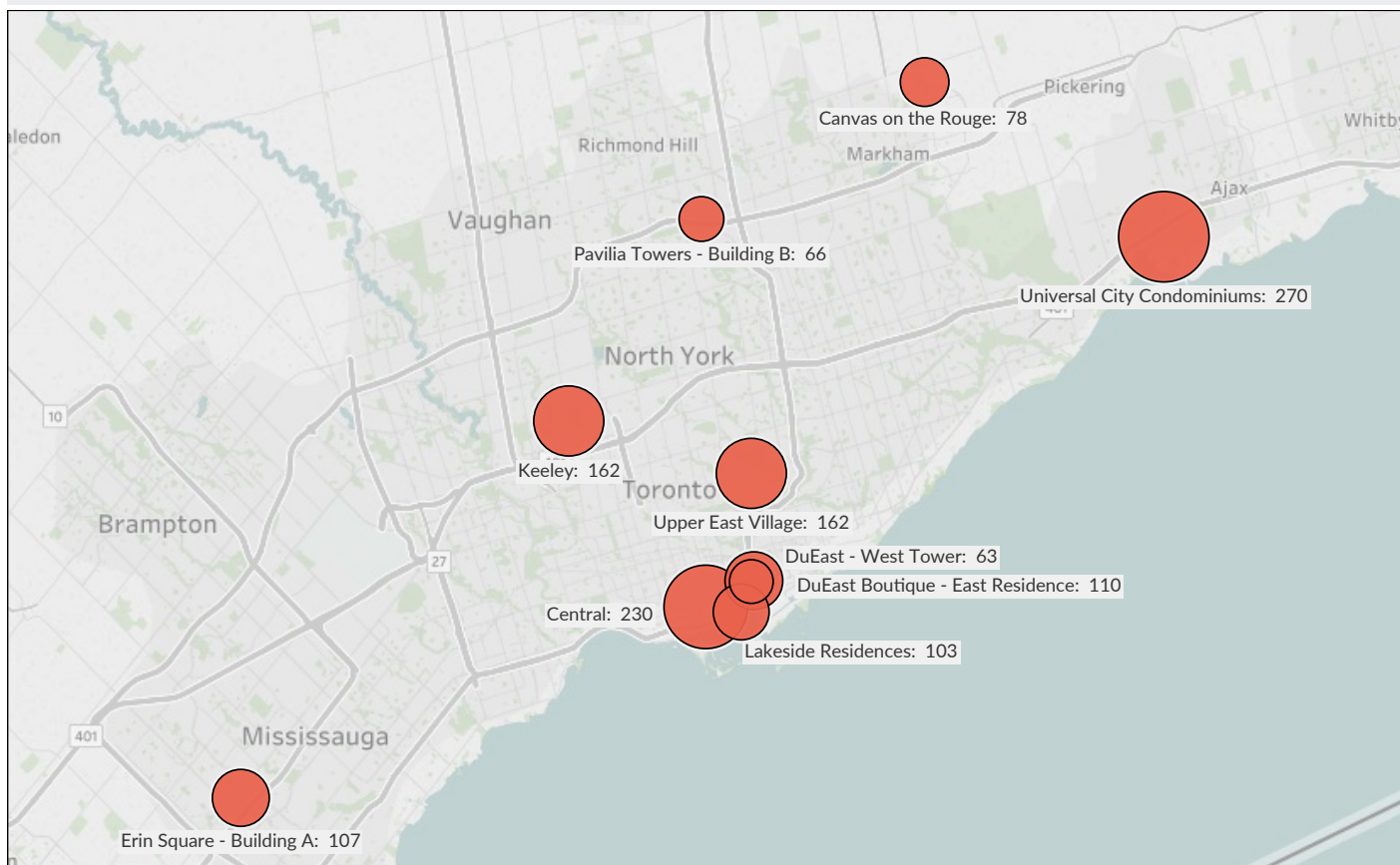


Current Sites

GTA - Active High Rise Sites by Current Month Sales



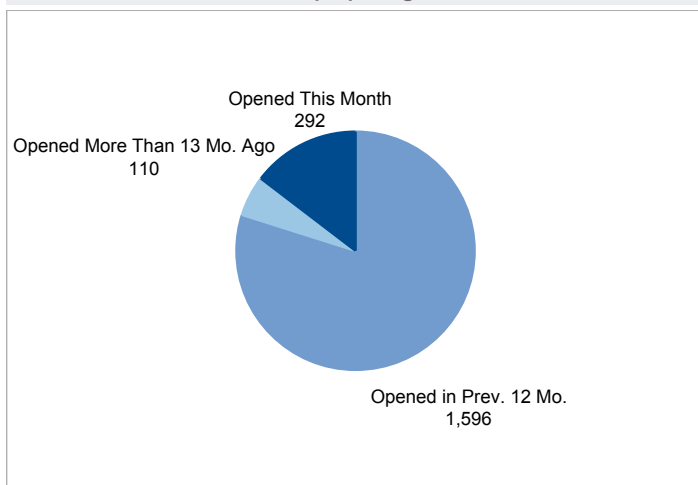
GTA - Top 10 Sites by Current Month Sales



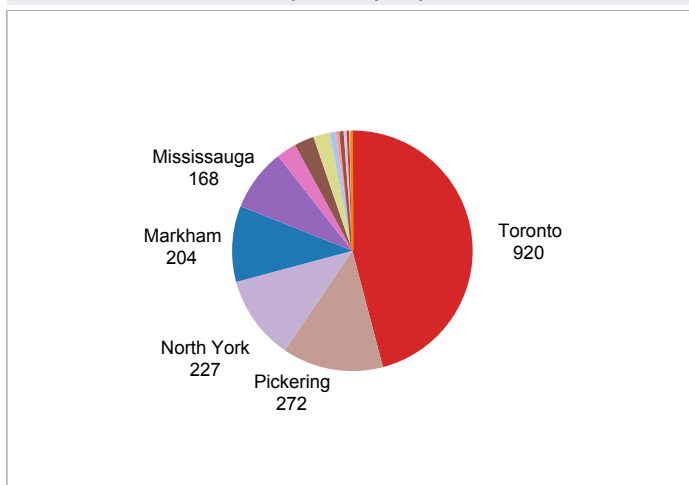
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

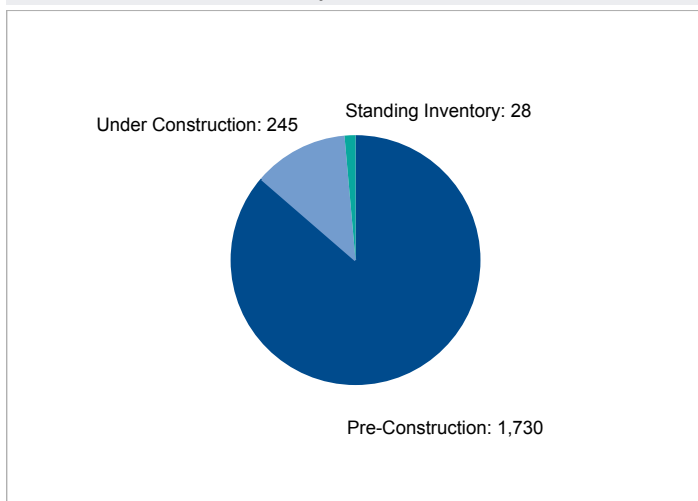
Sales by Opening Date



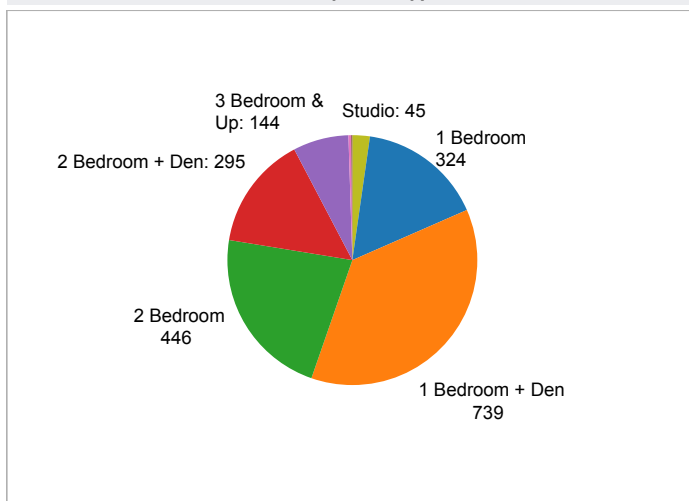
Sales by Municipality/Area



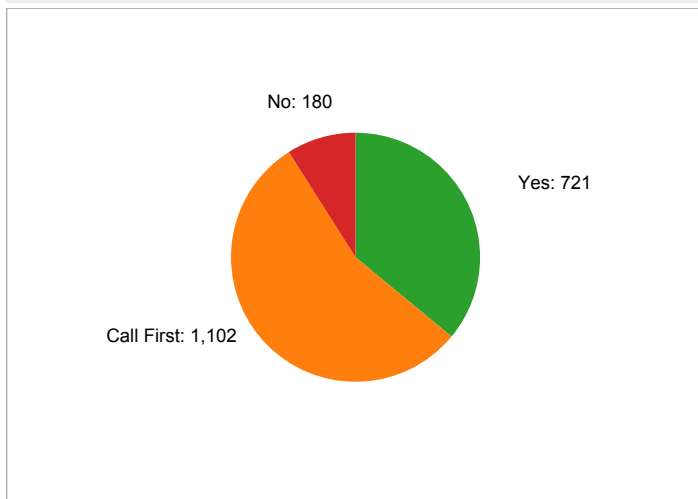
Sales by Const. Status



Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

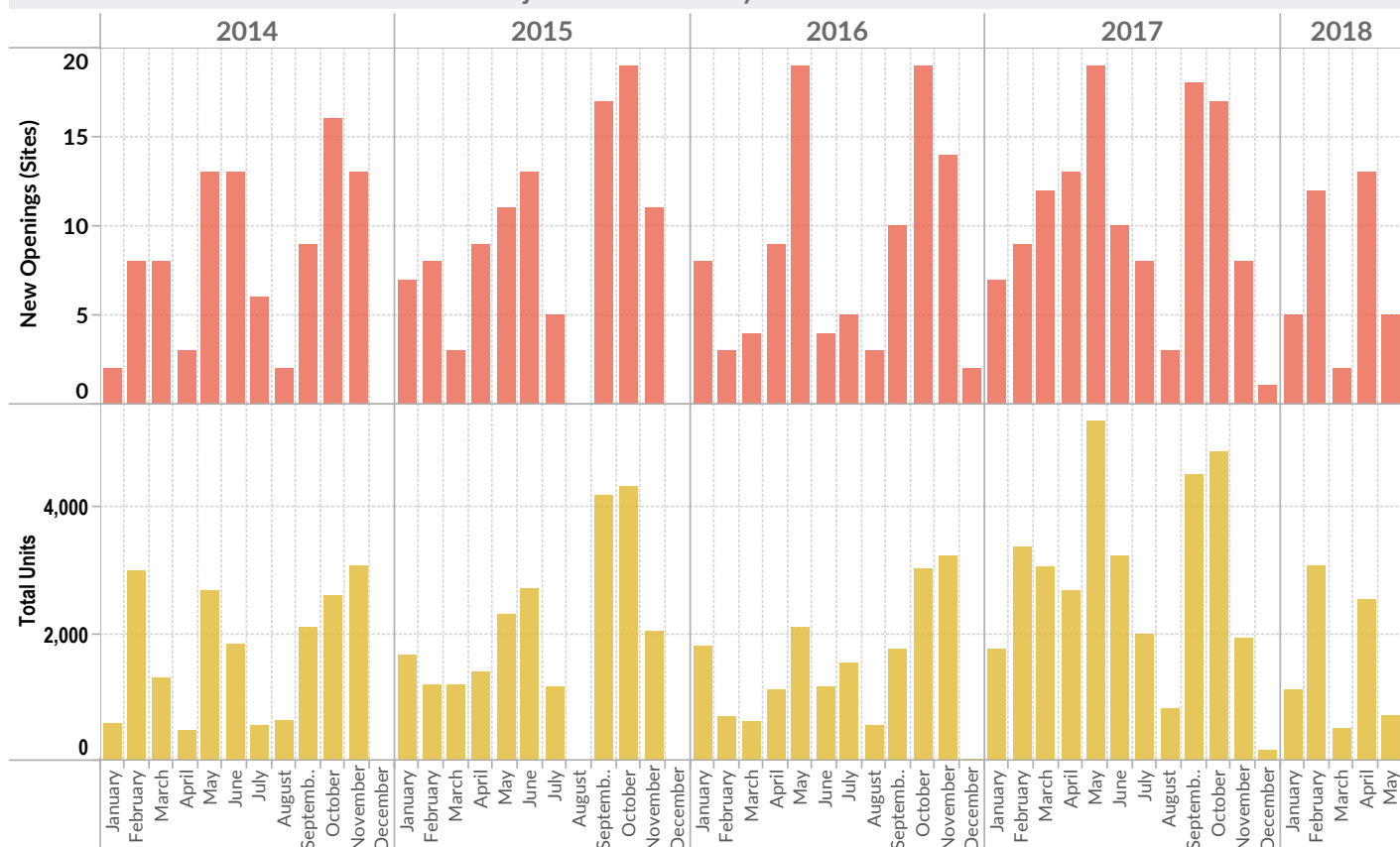
New Openings

May 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq Foot
DuEast Boutique - East Residence - Daniels Corporation	Toronto	5/12/2018	119	110	9	\$799
Nova Urban Towns - Kaleido Developments Inc.	North York	5/12/2018	42	21	21	\$690
Vendome - North Building - H&W Development Corp.	Markham	5/12/2018	265	54	211	\$773
Erin Square - Building A - Pemberton Group	Mississauga	5/14/2018	200	107	93	\$642
Midtowns on the Subway - Wycliffe Homes	North York	5/29/2018	84	0	84	\$752
Grand Total			710	292	418	\$746

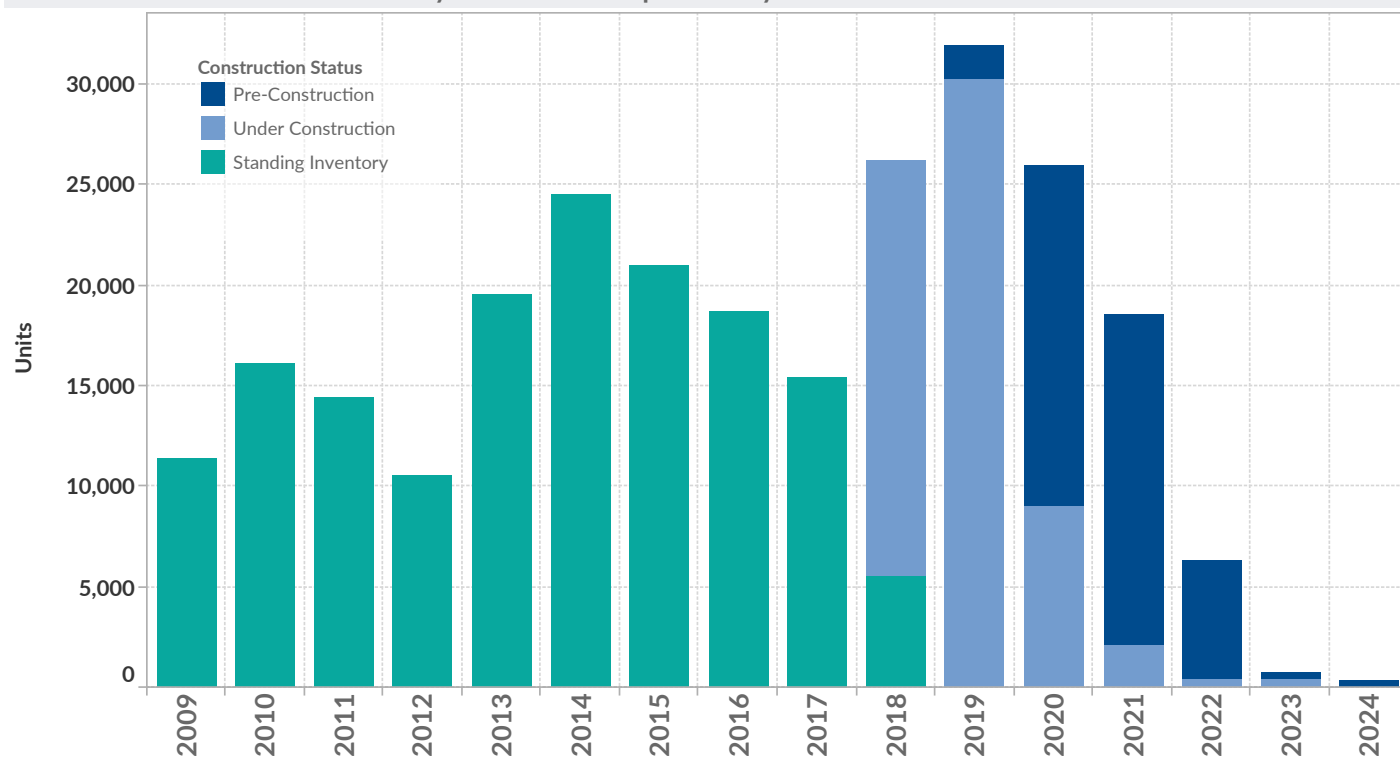
Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

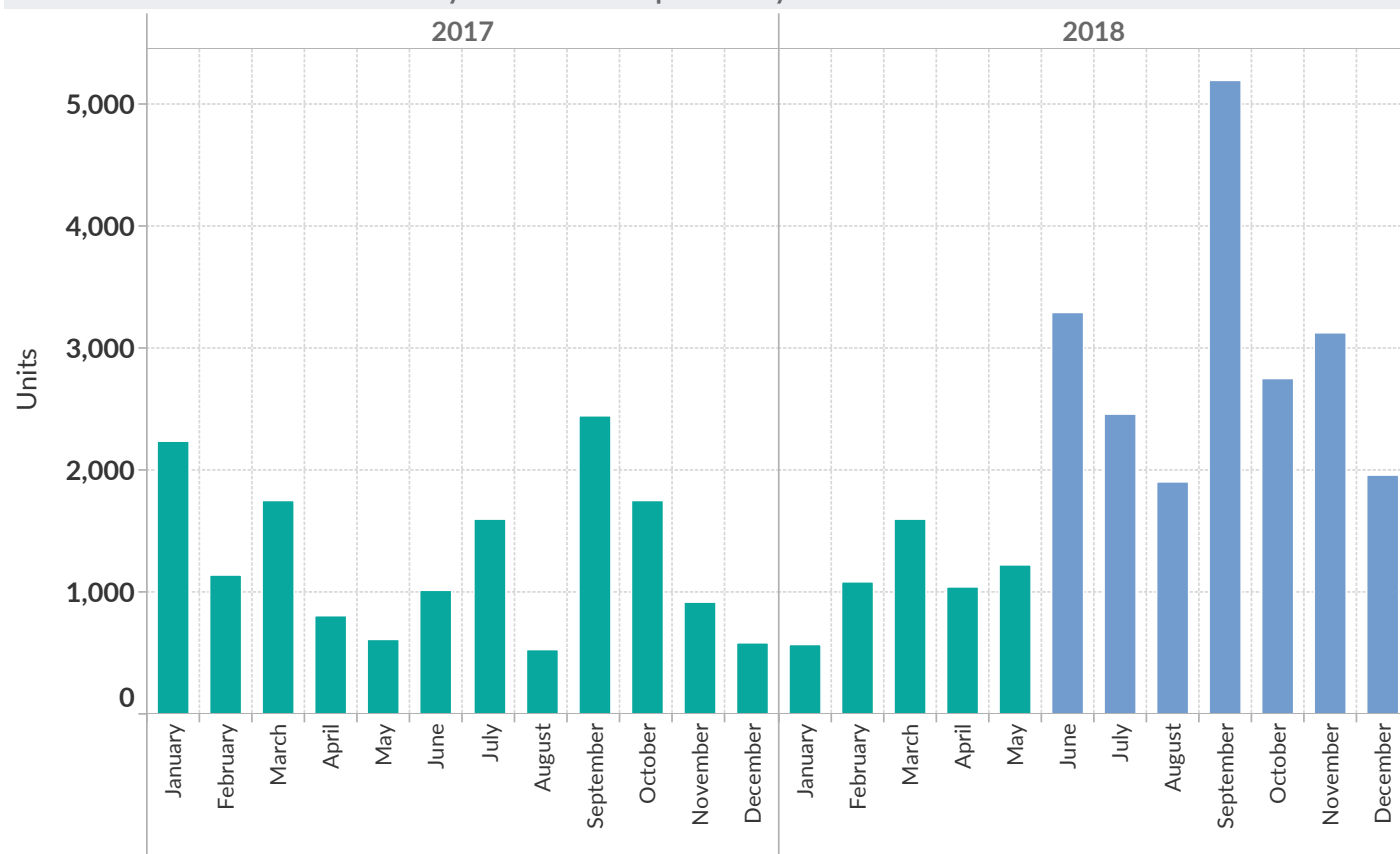


Scheduled Completions

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	159								842	11.2%
Times Group Corporation	2	78	230	123	73								506	6.8%
Plaza	7	381	38	7	2								435	5.8%
Concord Adex	21	106	25	8	243								403	5.4%
Pinnacle International	23	21	185	47	31								307	4.1%
Edilcan Development Corporation	105	33	109	37	8								292	3.9%
Chestnut Hill Developments	0	0	0	0	270								270	3.6%
Great Gulf	146	31	0	1	56								234	3.1%
Daniels Corporation	4	9	3	14	190								220	2.9%
Metropia	11	15	80	94	9								209	2.8%
Tridel	19	8	143	22	15								207	2.8%
Lanterra Developments	2	200	4	0	0								206	2.7%
Fernbrook Homes	1	3	6	181	1								192	2.6%
Cityzen Development Group	1	0	1	180	0								182	2.4%
Greenland Group	56	2	0	21	103								182	2.4%
Sequoia Grove Homes	0	59	39	35	47								180	2.4%
First Avenue Properties	0	0	166	4	5								175	2.3%
Latch Developments	0	0	166	4	5								175	2.3%
Conservatory Group	26	48	47	26	25								172	2.3%
Diamond Corp	0	0	1	0	162								163	2.2%
Rowntree Enterprises Inc.	9	4	137	6	7								163	2.2%
Camrost Felcorp	0	0	0	0	162								162	2.2%
TAS DesignBuild				0	162								162	2.2%
OnePiece Developments Inc.	22	25	37	70	0								154	2.1%
Solmar Development Corp.	30	26	25	34	19								134	1.8%
Total (All 123 Builders)	839	1,769	1,652	1,233	2,003								7,496	

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 %
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.		
Pemberton Group	422	505	71	54	3	508	37	43	521	16	103	159	2,442	9.2%
CentreCourt Developments Inc.	1,650	65	1	410	62	9				0	57		2,254	8.5%
Concord Adex	402	316	16	118	217	75	34	21	106	25	8	243	1,581	6.0%
Cresford Developments	2	4	6	1	927	1	0	0	1	15	0	1	958	3.6%
Daniels Corporation	41	30	1	301	247	43	23	4	9	3	14	190	906	3.4%
Lanterra Developments	477	80	4	12	10	9	0	2	200	4	0	0	798	3.0%
Tridel	118	34	18	18	22	336	28	19	8	143	22	15	781	3.0%
Plaza	144	44	28	11	3	17	8	7	381	38	7	2	690	2.6%
Urban Capital Property Group	335	44	33	25	22	87	29	24	23	21	11	7	661	2.5%
Madison Group	545	23	31	6	4	5	11	3	6	1	1	3	639	2.4%
Graywood Developments	0	1	0	0	628	1	0	0	0	2	0	0	632	2.4%
Pinnacle International	108	44	48	34	23	28	7	23	21	185	47	31	599	2.3%
Remington Group	276	96	4	0	44	128	33	1	2	1	1	2	588	2.2%
Aspen Ridge Homes	102	52	18	21	297	30	19	7	14	7	15	5	587	2.2%
Greenpark Group	2	2	1	0	245	202	28	31	8	55	10	0	584	2.2%
Mattamy Homes	15	16	8	127	122	173	64	21	21	5	7	4	583	2.2%
OnePiece Developments Inc.					284	12	111	22	25	37	70	0	561	2.1%
Metropia	0	0	0	1	340	5	0	11	15	80	94	9	555	2.1%
Times Group Corporation	26	3	2	3	4	0	2	2	78	230	123	73	546	2.1%
Conservatory Group	24	0	0	6	121	143	45	26	48	47	26	25	511	1.9%
Lifetime Developments	5	5	0	2	2	434	12	35	2	0	2	12	511	1.9%
Rowntree Enterprises Inc.					0	322	5	9	4	137	6	7	490	1.9%
Cortel Group	88	10	4	188	24	30	10	43	32	18	24	6	477	1.8%
Edilcan Development Corporation				0	147	25	3	105	33	109	37	8	467	1.8%
DREAM	6	2	0	0	216	102	105	19	3	5	2	0	460	1.7%
Total (All 176 Builders)	5,294	1,800	816	1,871	5,016	3,235	876	839	1,769	1,652	1,233	2,003	26,404	

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.

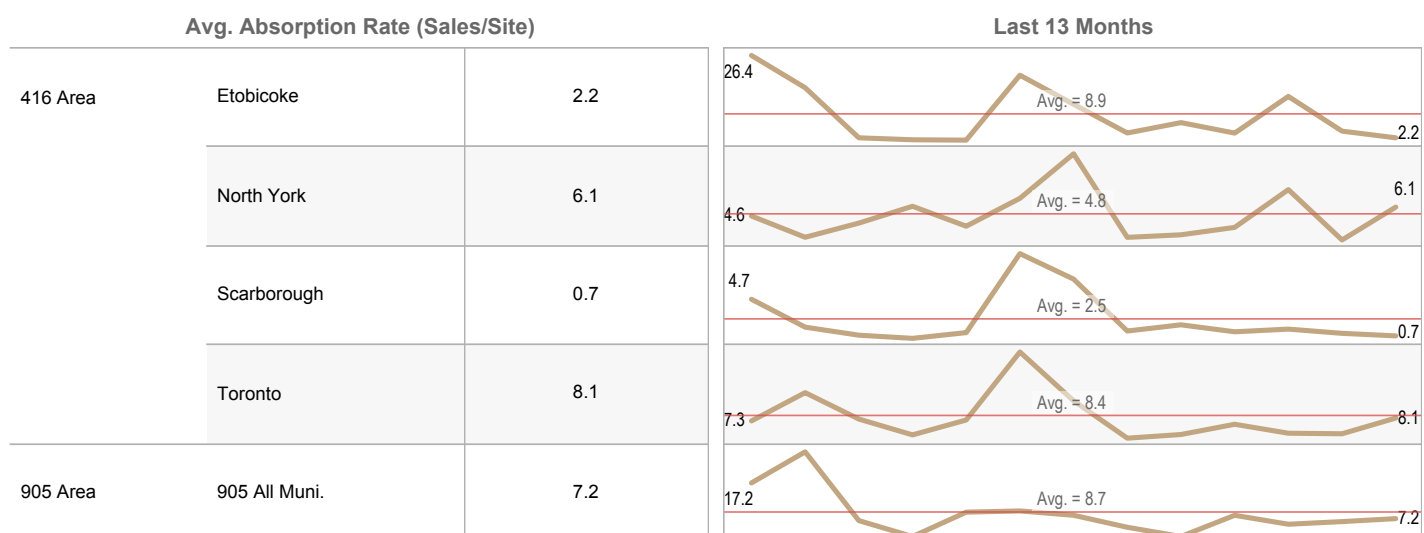
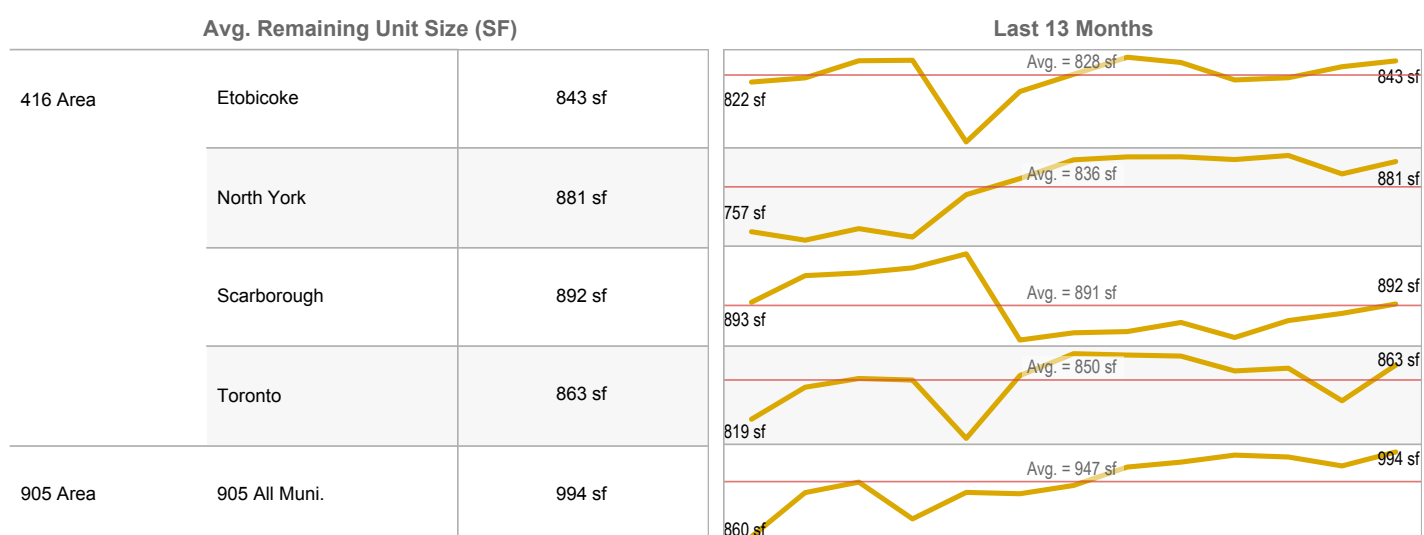
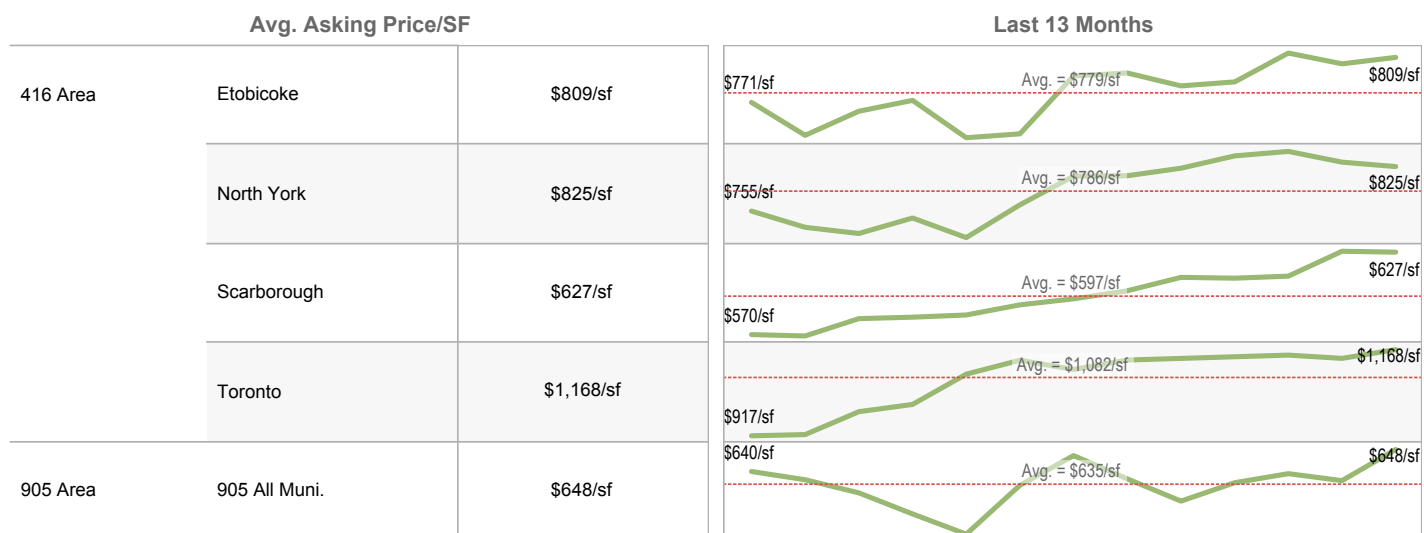
Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2018 May
Universal City Condominiums - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	23
			1 Bedroom + Den	162
			2 Bedroom + Den	68
			3 Bedroom & Up	11
			2 Bedroom	6
			Total	270
Central - Concord Adex	Toronto	Apartment	1 Bedroom	47
			1 Bedroom + Den	11
			3 Bedroom & Up	25
			2 Bedroom	141
			Penthouse	0
			Studio	6
			Total	230
Keeley - TAS DesignBuild	North York	Apartment	1 Bedroom + Den	94
			2 Bedroom + Den	19
			3 Bedroom & Up	18
			2 Bedroom	31
			Total	162
Upper East Village - Camrost Felcorp and Diamond Corp	Toronto	Apartment	1 Bedroom	41
			1 Bedroom + Den	83
			2 Bedroom + Den	15
			2 Bedroom	23
			Other	0
			Total	162
DuEast Boutique - East Residence - Daniels Corporation	Toronto	Apartment	1 Bedroom	32
			1 Bedroom + Den	42
			2 Bedroom + Den	9
			3 Bedroom & Up	2
			2 Bedroom	25
			Total	110
Erin Square - Building A - Pemberton Group	Mississauga	Apartment	1 Bedroom + Den	29
			2 Bedroom + Den	78
			2 Bedroom	
			Total	107

Market Parameters by Area

Current Market Parameters & Trend by Area



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	May 2018				May 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	• 7			• 7	• 18			• 18
Central Waterfront	Toronto	• 118			• 118	• 343			• 343
Don Mills - York Mills	North York	• 7		• 1	• 8	• 77			• 77
Downtown Core	Toronto	• 17			• 17	• 1			• 1
Downtown East	Toronto	• 204			• 204	• 224			• 224
Downtown West	Toronto	• 319			• 319	• 178	• 2		• 180
Etobicoke Waterfront	Etobicoke	• 18			• 18	• 138			• 138
Highway7 - Yonge	Markham	• 69			• 69				
	Richmond Hill	• 49		• 5	• 54	• 382			• 382
Mississauga City Centre	Mississauga	• 27			• 27	• 533			• 533
North Toronto	Toronto	• 63			• 63	• 17	• 2		• 19
North Yonge Corridor	North York	• 11		• 21	• 32	• 4			• 4
North York East	North York	• 0			• 0	• 3			• 3
North York West	North York	• 180		• 1	• 181	• 223		• 17	• 240
Not Applicable	Aurora					• 1	• 0	• 0	• 1
	Brampton	• 9		• 8	• 17	• 9		• 0	• 9
	Burlington	• 2			• 2	• 76			• 76
	Clarington	• 6		• 0	• 6	• 57		• 6	• 63
	Etobicoke	• 23	• 0	• 12	• 35	• 356		• 7	• 363
	Georgina	• 0			• 0	• 5			• 5
	Halton Hills	• 8			• 8	• 1			• 1
	Markham	• 135		• 0	• 135	• 55		• 0	• 55
	Milton	• 11		• 2	• 13	• 90			• 90
	Mississauga	• 135		• 6	• 141	• 167		• 100	• 267
	Newmarket		• 0		• 0				
	Oakville	• 7		• 0	• 7	• 20		• 0	• 20
	Oshawa	• 0			• 0				
	Pickering	• 270		• 2	• 272	• 11		• 42	• 53
	Richmond Hill					• 0			• 0
	Scarborough	• 7		• 1	• 8	• 26		• 61	• 87
	Toronto	• 166			• 166	• 13			• 13
	Vaughan	• 0			• 0	• 368		• 0	• 368
	Whitby	• 0			• 0				
	Whitchurch-Stouffville	• 44			• 44	• 16			• 16
Sheppard Corridor	North York	• 6			• 6	• 30			• 30
Thornhill	Markham					• 0			• 0
Toronto East	Toronto	• 0	• 0	• 0	• 0	• 10	• 32	• 1	• 43
Toronto West	Toronto	• 19	• 1		• 20	• 0	• 27		• 27
Yonge - St. Clair	Toronto	• 6			• 6	• 17			• 17
Grand Total		• 1,943	• 1	• 59	• 2,003	• 3,469	• 63	• 234	• 3,766

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	1,669			1,669	493			493
Central Waterfront	Toronto	695			695	695			695
Don Mills - York Mills	North York	537		51	588	190		28	218
	Toronto								
Downtown Core	Toronto	575			575	182			182
Downtown East	Toronto	2,396			2,396	318			318
Downtown West	Toronto	5,469	7		5,476	1,711			1,711
Etobicoke Waterfront	Etobicoke	437			437	281			281
Highway7 - Yonge	Markham	484			484	282			282
	Richmond Hill	978		85	1,063	80		79	159
Mississauga City Centre	Mississauga	608			608	215			215
North Toronto	North York								
	Toronto	581	2		583	222			222
North Yonge Corridor	North York	222		21	243	230		21	251
	Toronto								
North York East	North York	2			2	6			6
North York West	North York	435		12	447	239		112	351
	Toronto								
Not Applicable	Ajax								
	Aurora	0			0				
	Brampton	157		198	355	53		73	126
	Burlington	211			211	144			144
	Caledon								
	Clarington	127		19	146	53		6	59
	Etobicoke	1,279	134	40	1,453	398	3	38	439
	Georgina	4			4	88			88
	Halton Hills	41			41	71			71
	King								
	Markham	1,375		1	1,376	428		42	470
	Milton	373		18	391	106		30	136
	Mississauga	945		123	1,068	394		94	488
	Newmarket		5		5		6		6
	North York								
	Oakville	581		27	608	151		13	164
	Oshawa	0			0	8			8
	Pickering	273		41	314	11		44	55
	Richmond Hill	3			3				
	Scarborough	305		55	360	171		54	225
	Toronto	332		62	394	198			198
	Uxbridge								
	Vaughan	2,809		1	2,810	183			183
	Whitby	0			0	81			81
	Whitchurch-Stouffville	59			59	248			248
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	714			714	464			464
Thornhill	Markham	1			1				
	Vaughan								
Toronto East	Toronto	97	101	2	200	39	19	2	60
Toronto West	Toronto	308	11		319	162	1		163
Yonge - St. Clair	Toronto	306			306	85			85
Grand Total		25,388	260	756	26,404	8,680	29	636	9,345

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