



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of June 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-18		Jun-17		Change
High Rise	2,079		5,290		-60.7%
Low Rise	421		522		-19.3%
Total	2,500		5,812		-57.0%
Year to Date Sales	Jan.-Jun. 2018		Jan.-Jun. 2017		Y/Y Change
High Rise	9,853		22,808		-56.8%
Low Rise	2,166		6,043		-64.2%
Total	12,019		28,851		-58.3%
Year to Date Supply	Jan.-Jun. 2018		Jan.-Jun. 2017		Y/Y Change
High Rise	11,253		19,420		-42.1%
Low Rise	3,280		6,104		-46.3%
Total	14,533		25,524		-43.1%
Year to Date Completions	Jan.-Jun. 2018		Jan.-Jun. 2017		Y/Y Change
High Rise	8,070		7,573		6.6%
Remaining Inventory	Jun-18	May-18	Jun-17	M/M Change	Y/Y Change
High Rise	10,335	9,701	7,673	6.5%	34.7%
Low Rise	4,848	4,496	1,938	7.8%	150.2%
Total	15,183	14,197	9,611	6.9%	58.0%
Benchmark Price	Jun-18	May-18	Jun-17	M/M Change	Y/Y Change
High Rise	\$774,554	\$758,370	\$627,000	2.1%	23.5%
Low Rise	\$1,132,957	\$1,144,191	\$1,250,262	-1.0%	-9.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	14	304	253	178	
High Rise Units	2,688	74,948	63,071	42,345	
% Sold*	52%	86%	95%	83%	
Low Rise Projects	7	233			
Low Rise Units	196	36,846			
% Sold*	35%	60%			

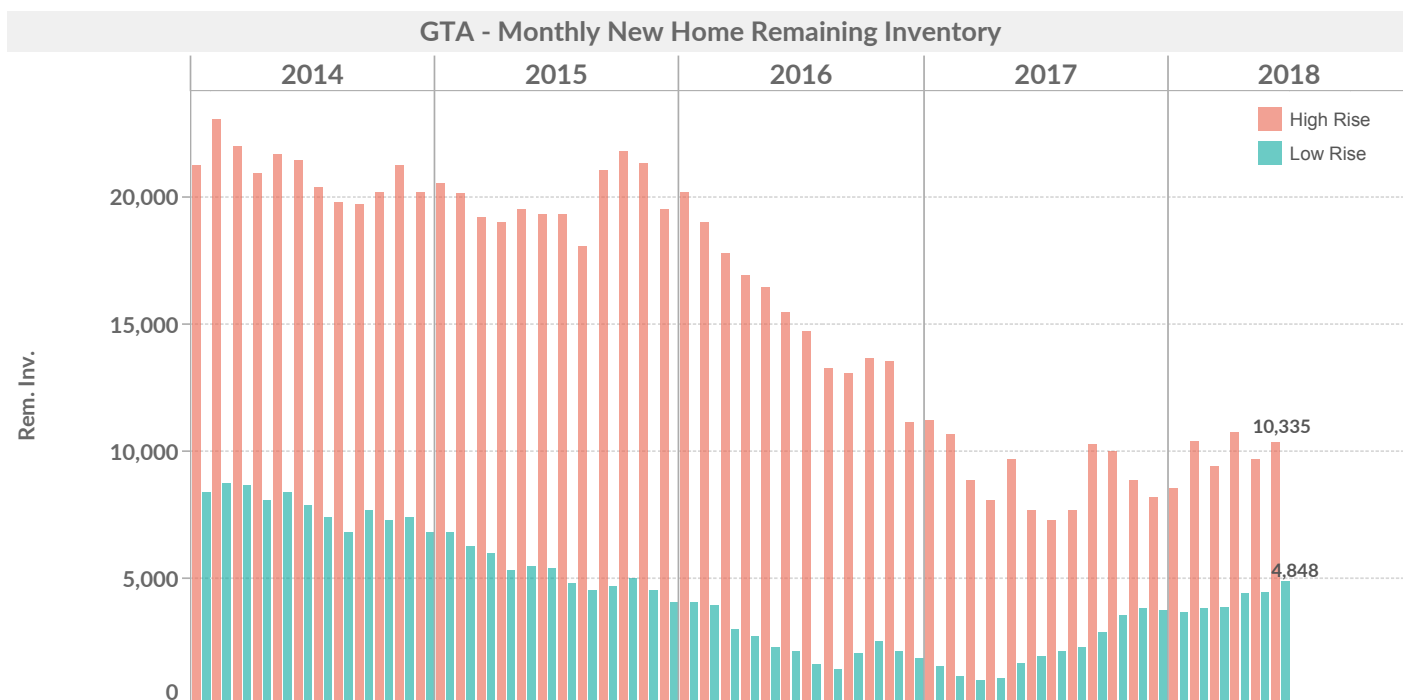
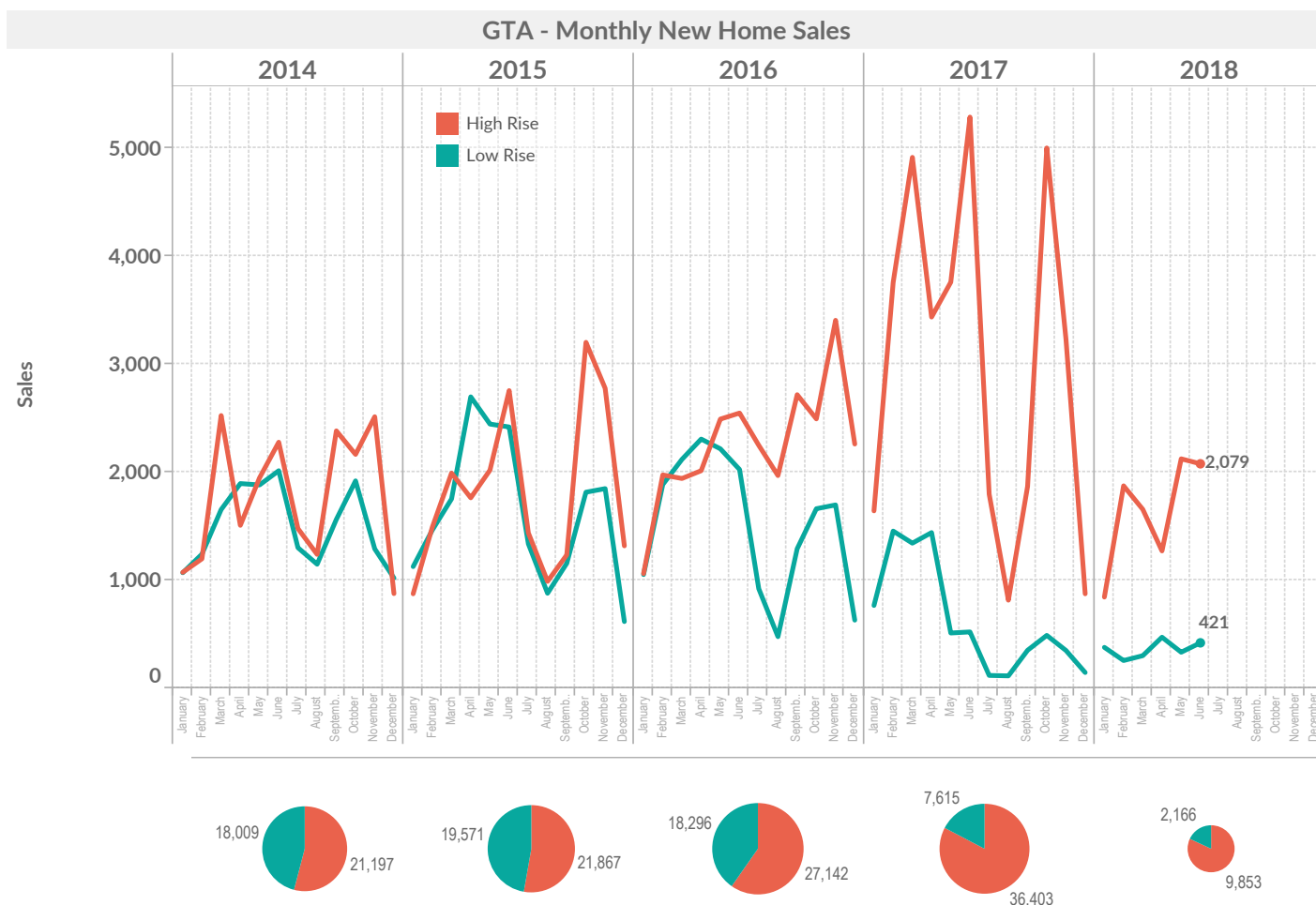
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

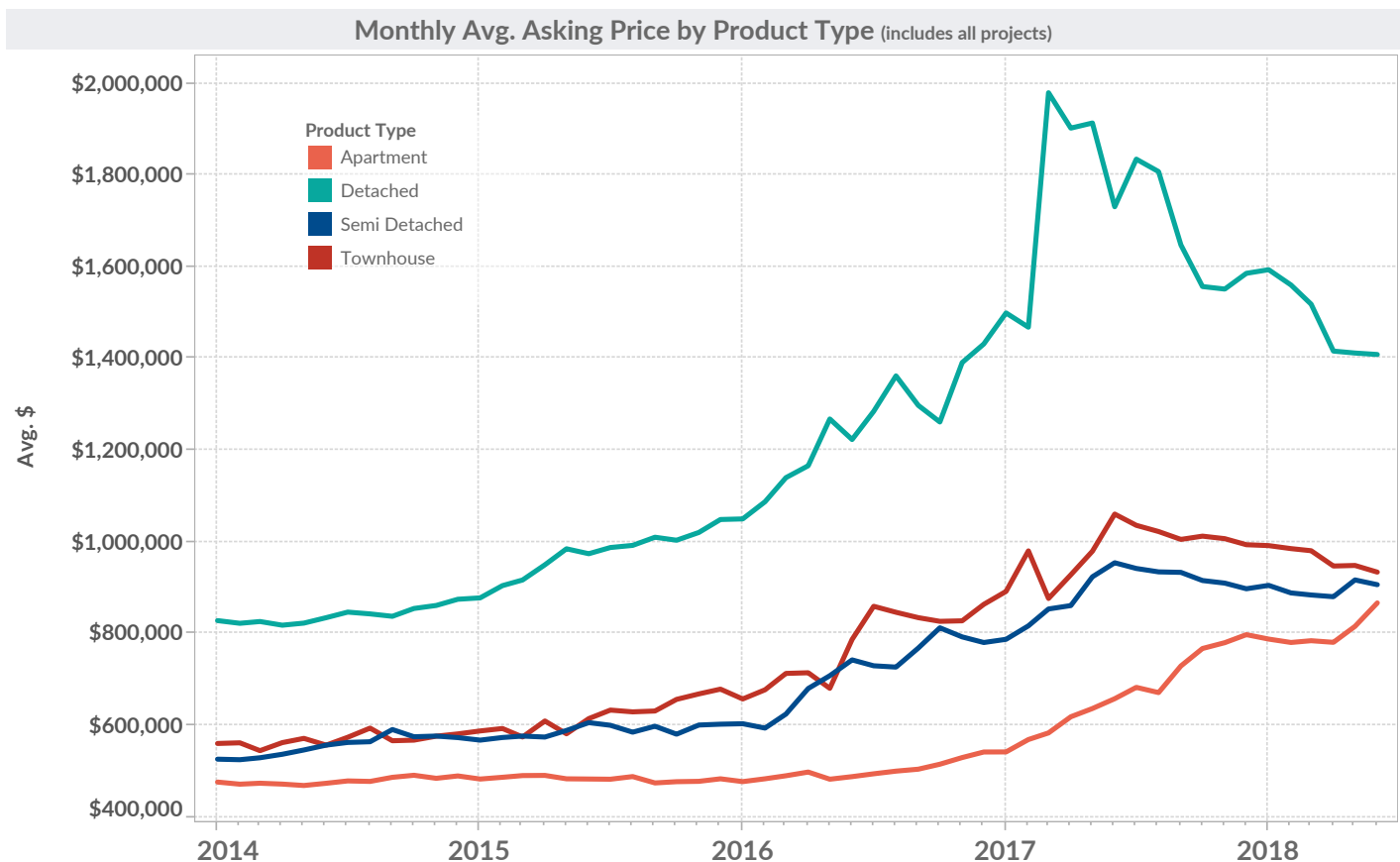
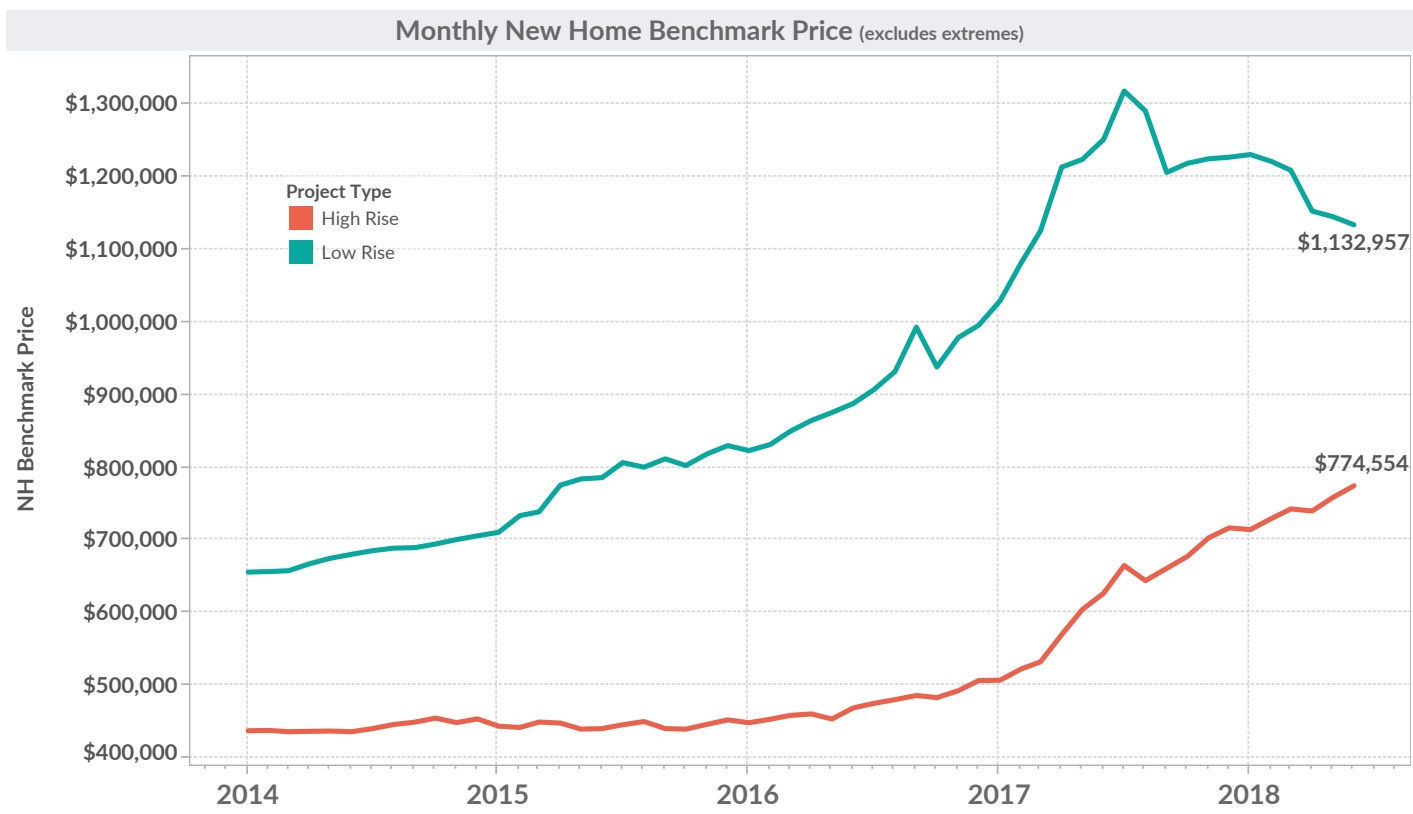
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

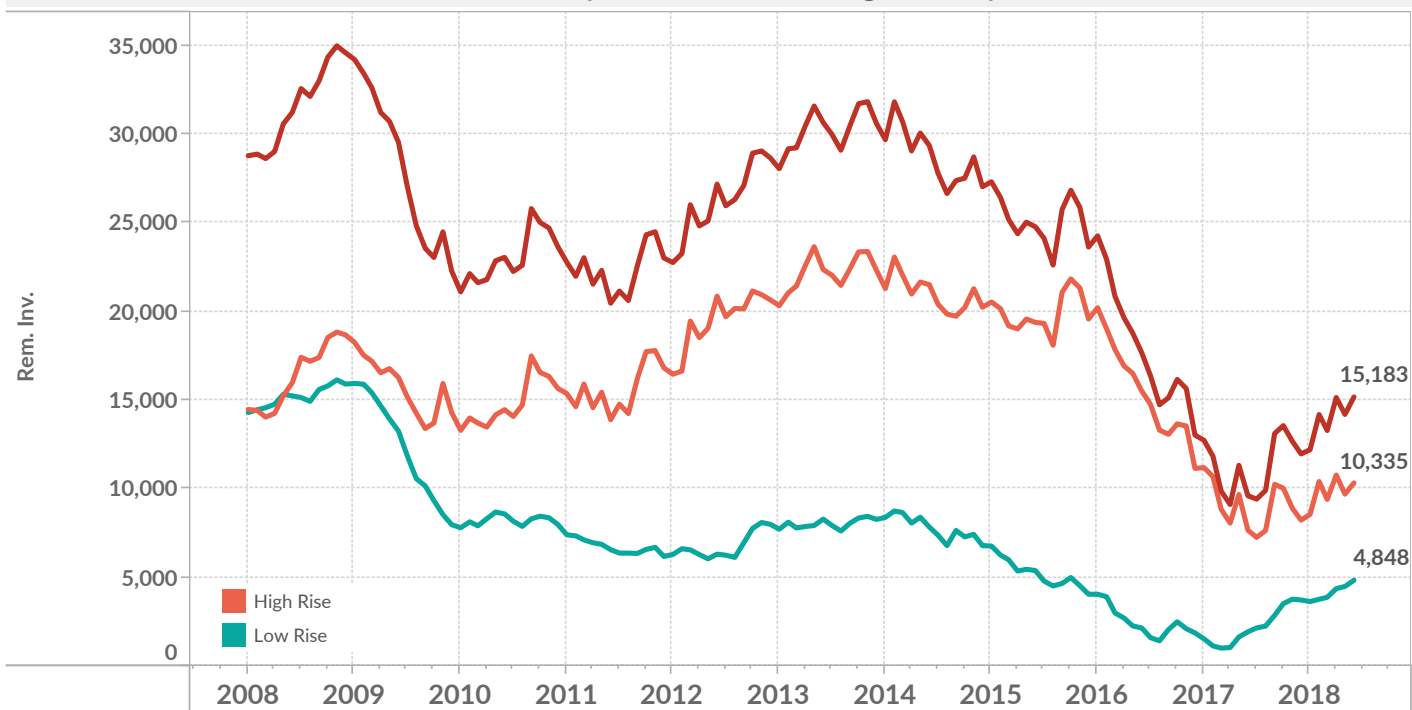


Pricing

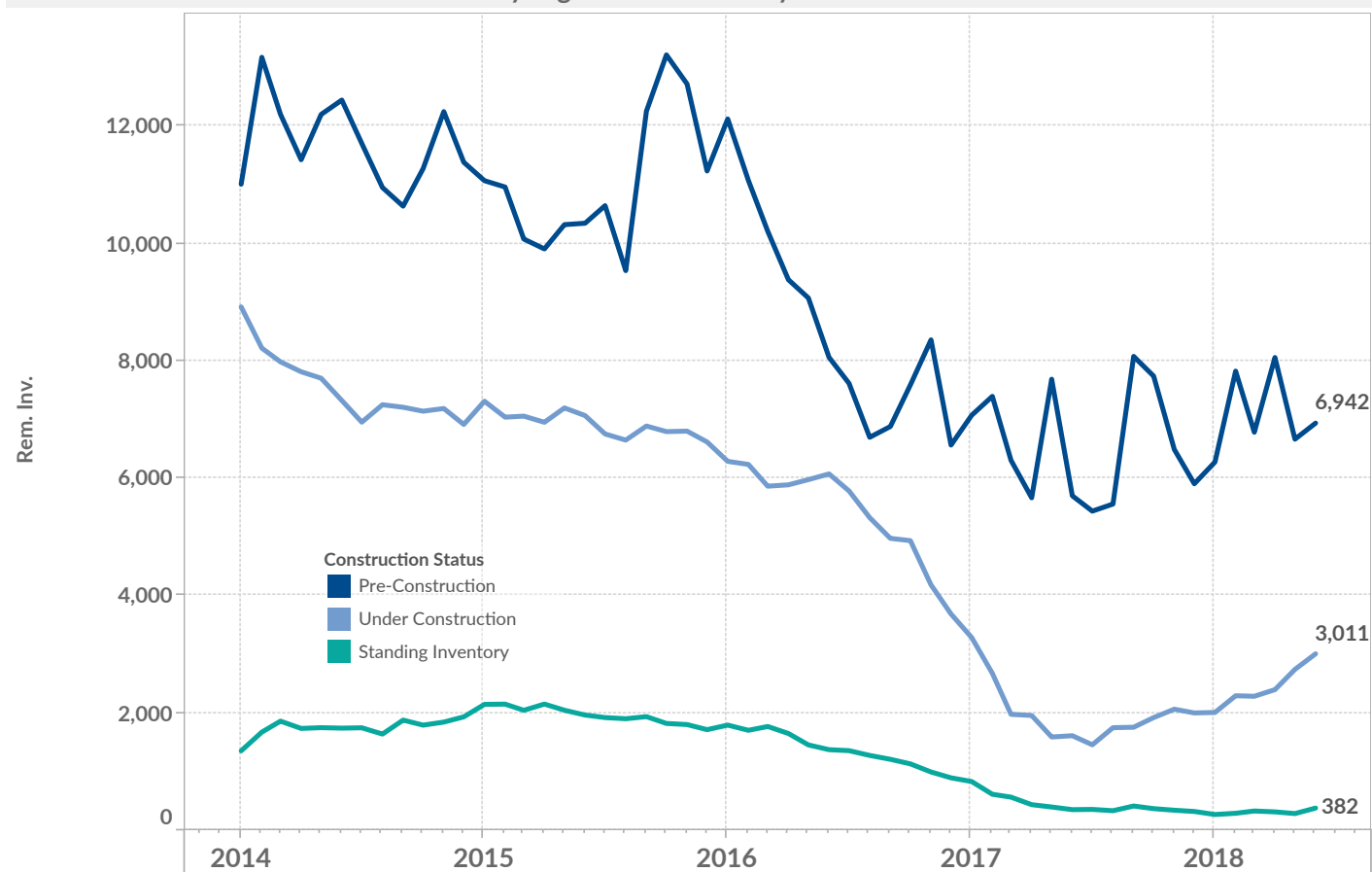


Remaining Inventory

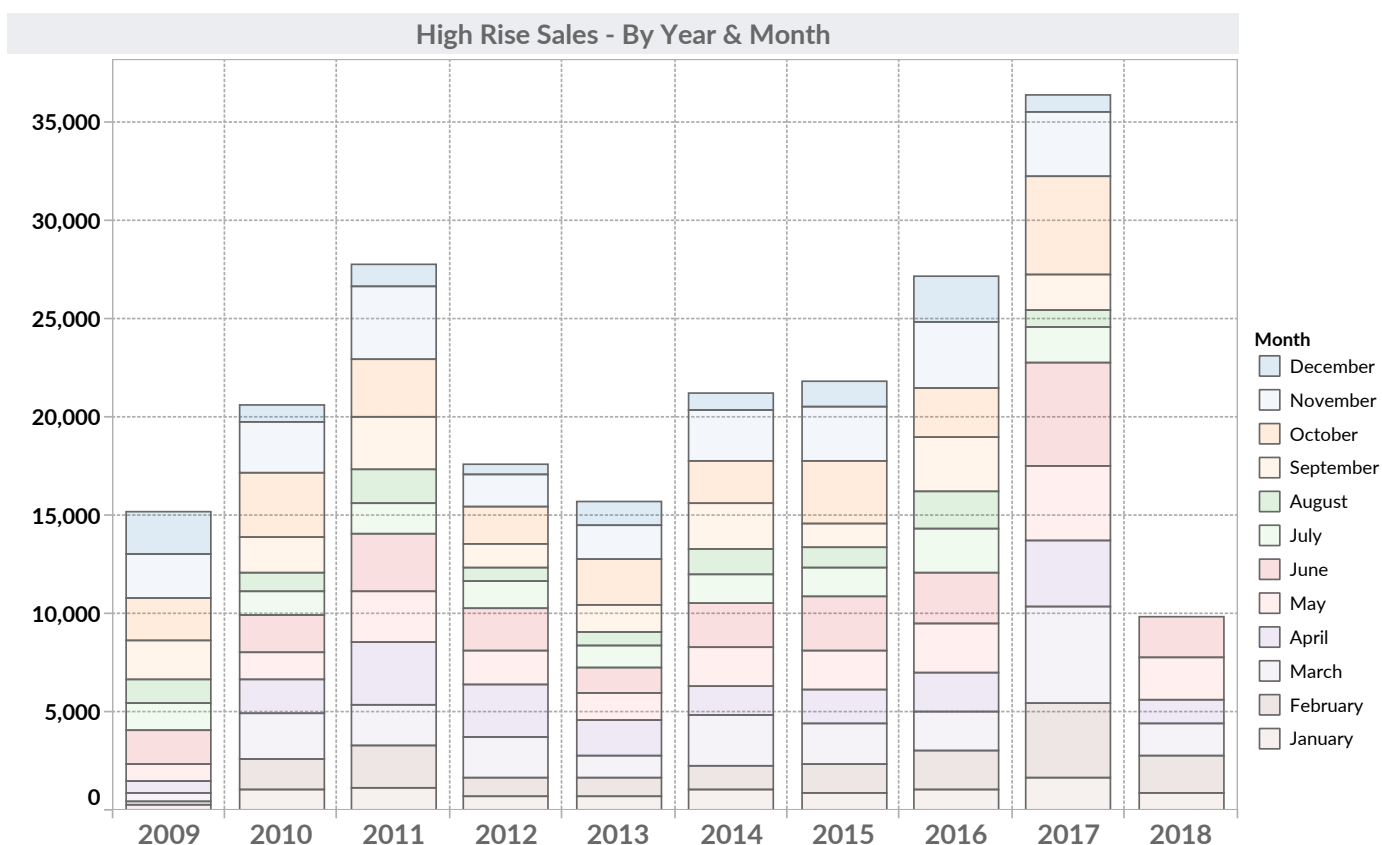
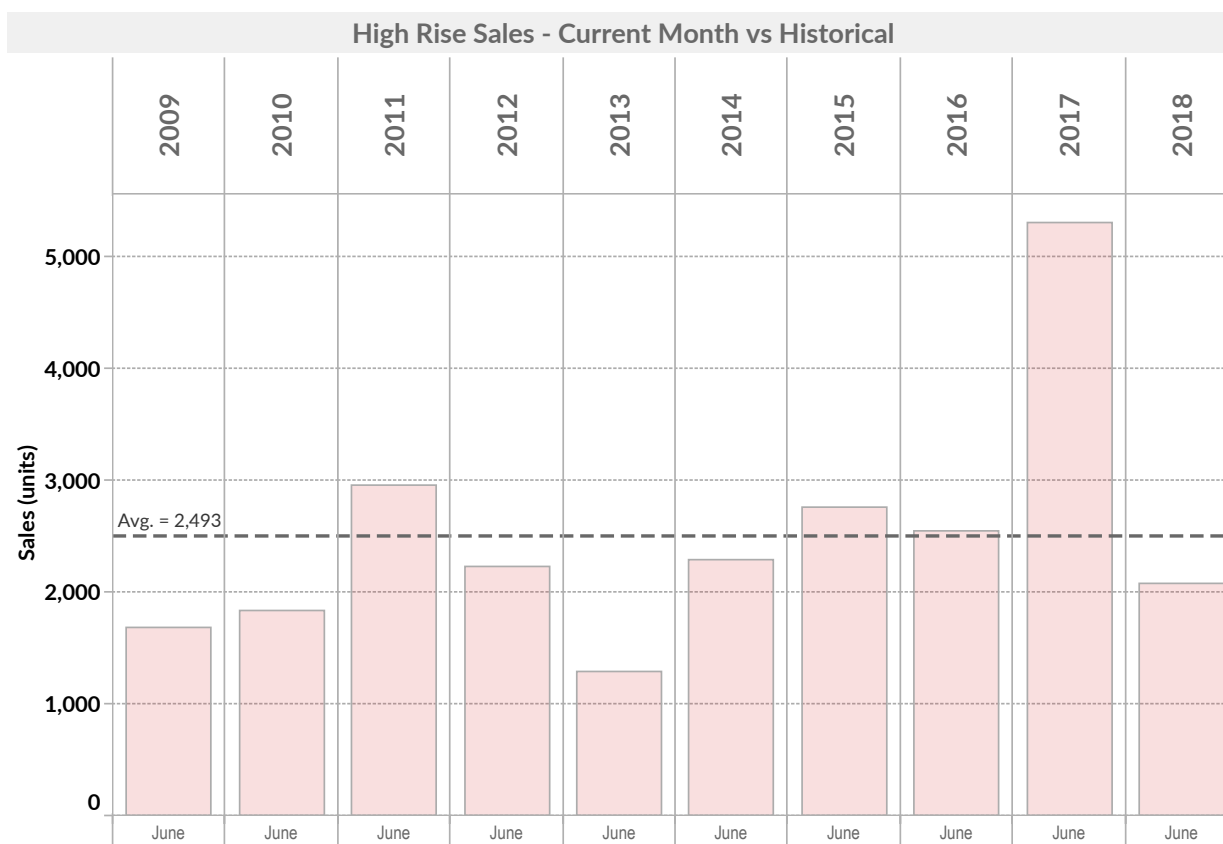
GTA - Monthly New Home Remaining Inventory



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

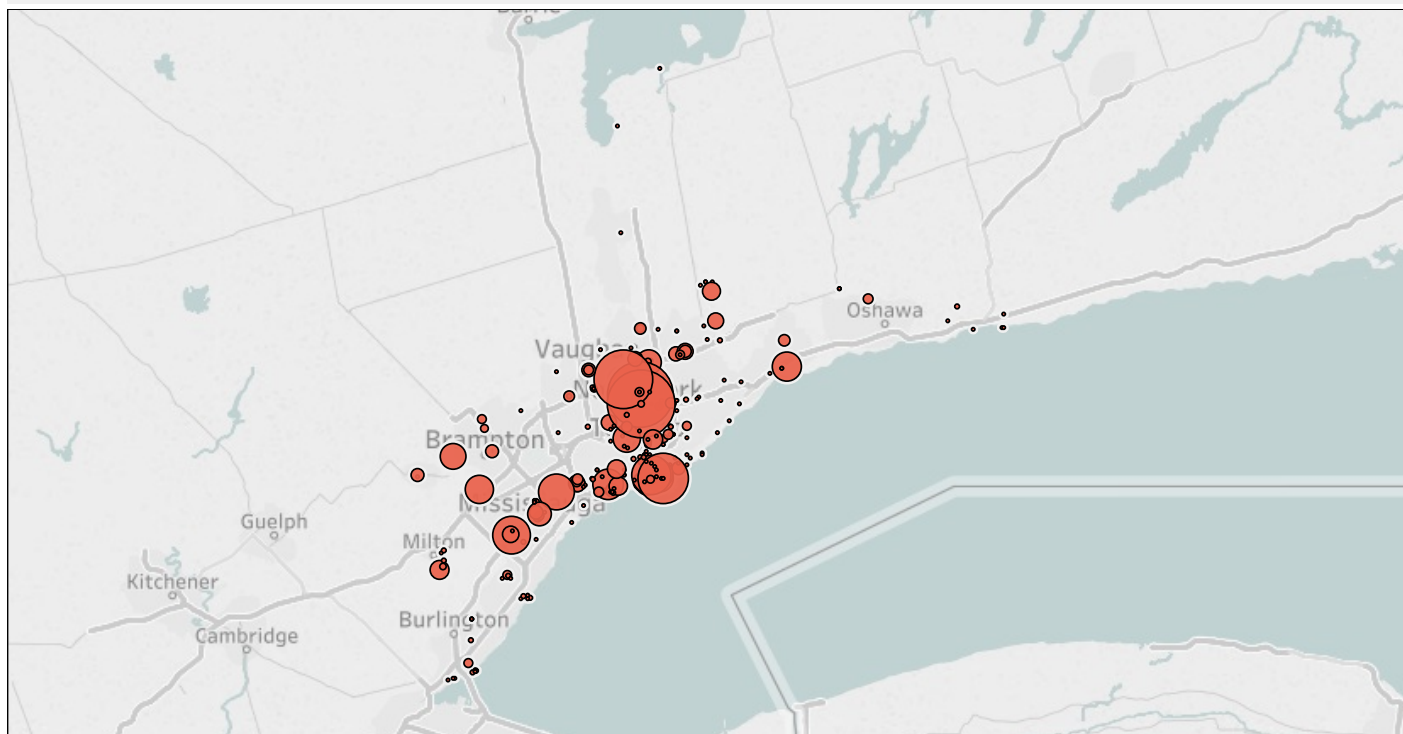


Historical Sales Comparison

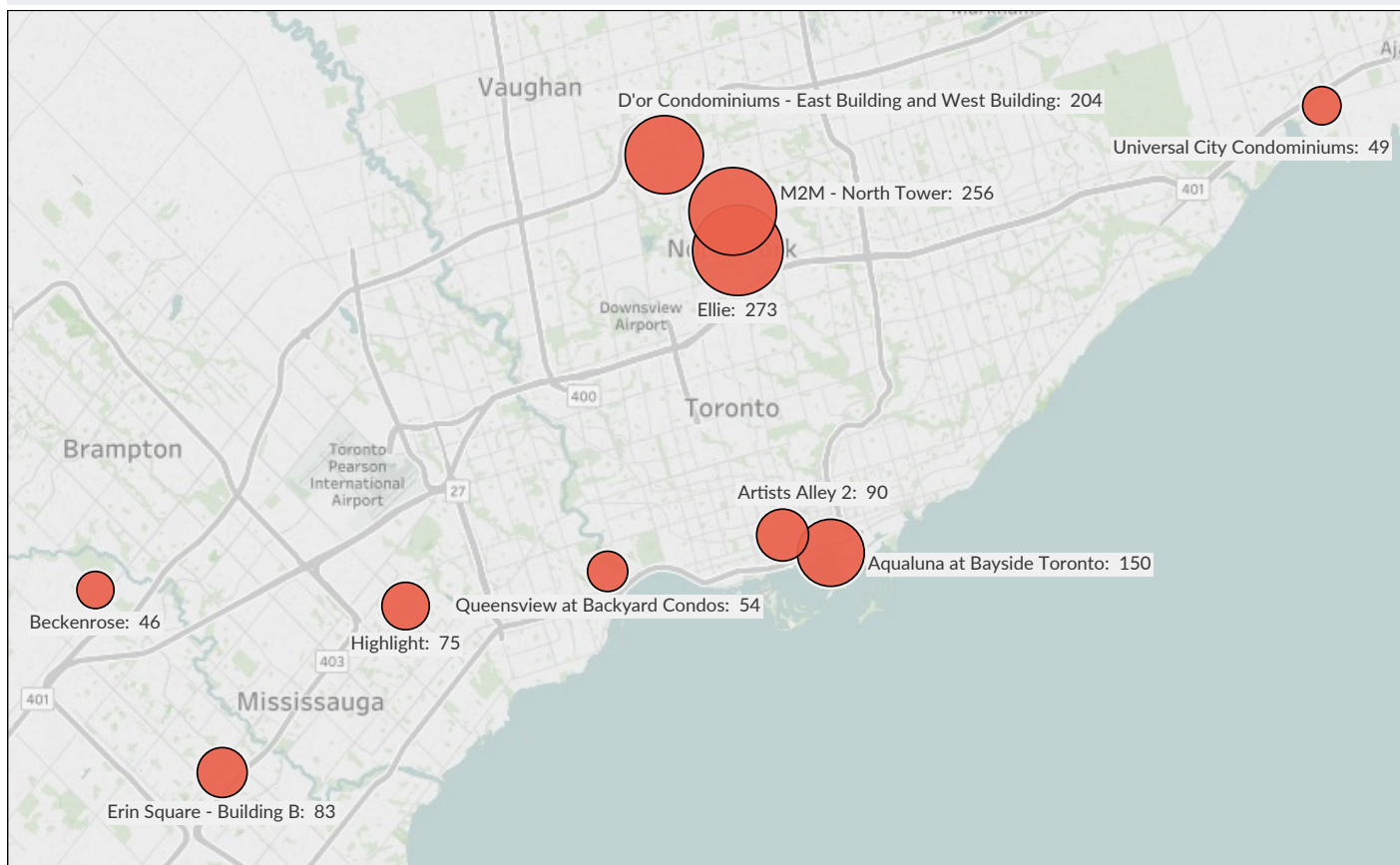


Current Sites

GTA - Active High Rise Sites by Current Month Sales



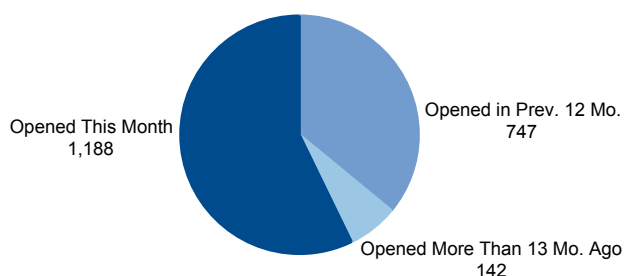
GTA - Top 10 Sites by Current Month Sales



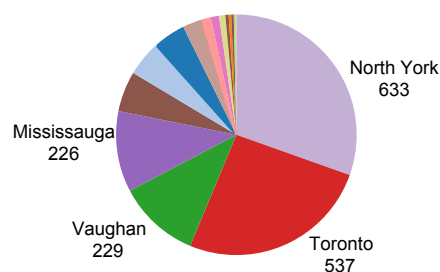
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

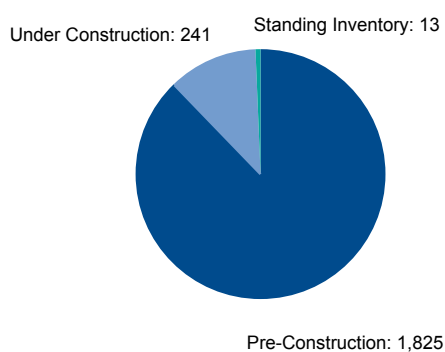
Sales by Opening Date



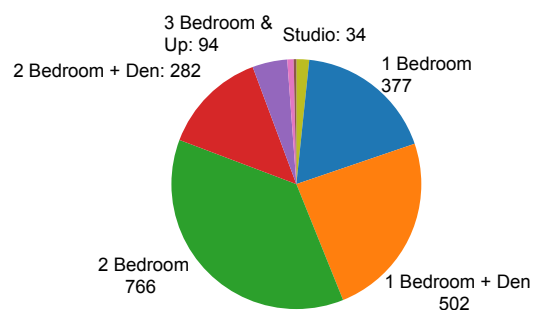
Sales by Municipality/Area



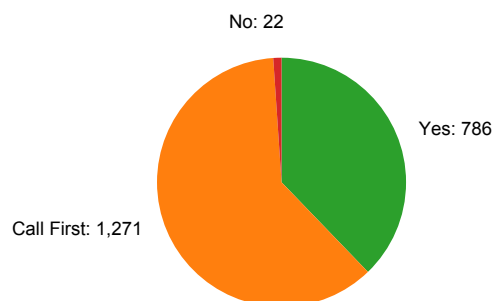
Sales by Const. Status



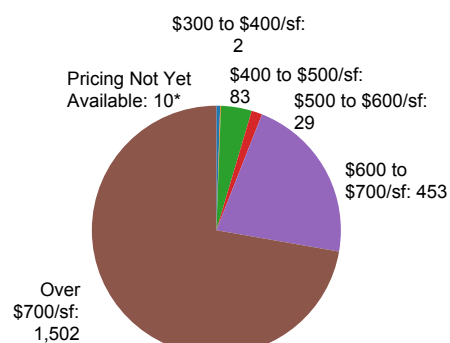
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

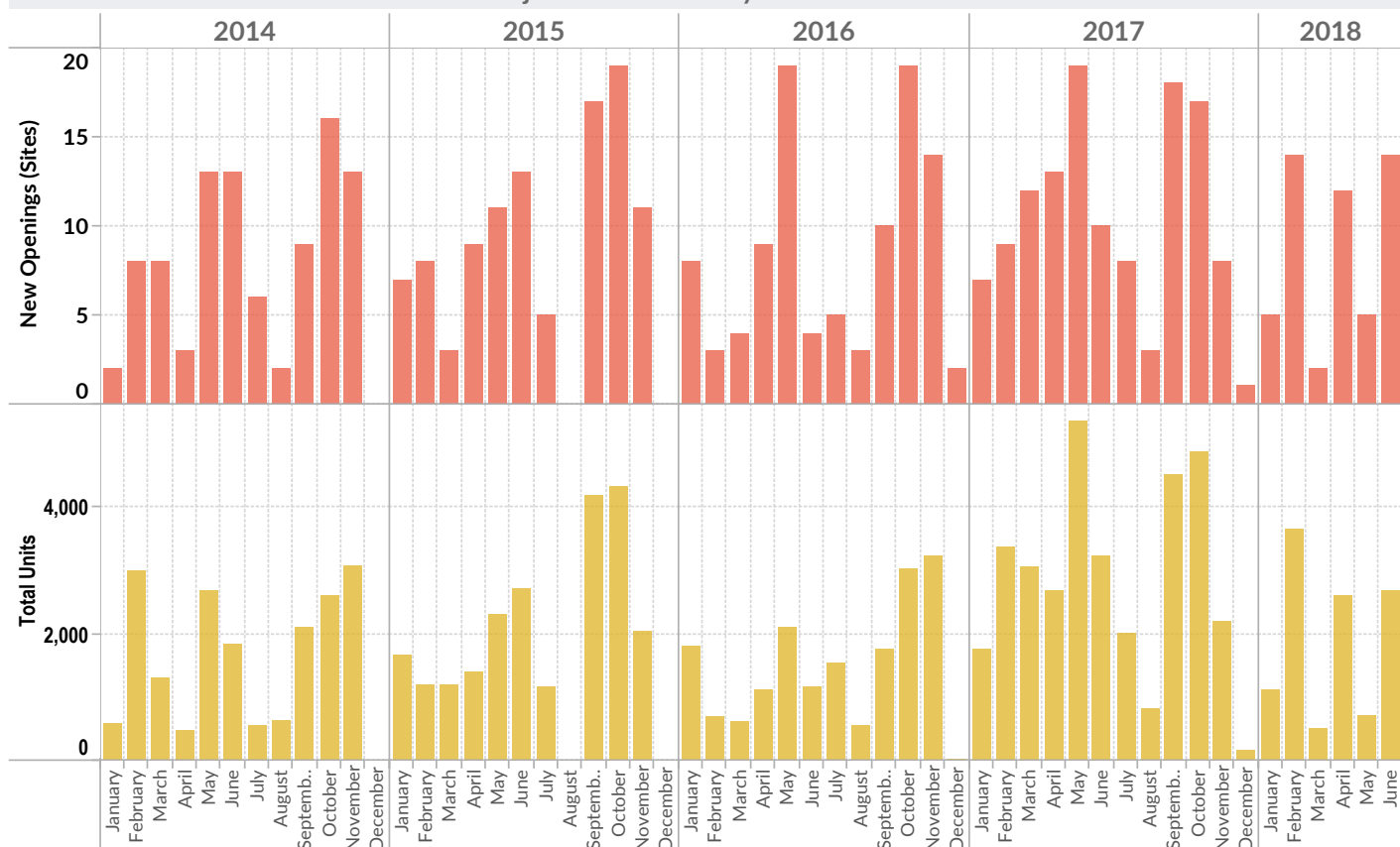
New Openings

June 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
260 High Park Church Lofts and Residences - TRAC Developments Inc.	Toronto	6/2/2018	60	19	41	\$1,032
Queensview at Backyard Condos - Vandyk Properties Inc.	Etobicoke	6/2/2018	133	54	79	\$748
D'or Condominiums - East Building and West Building - Fernbrook Homes and City..	Vaughan	6/5/2018	424	204	220	\$724
Beckenrose - Daniels Corporation	Brampton	6/8/2018	81	46	35	\$480
Bronte West Condominiums - Howland Green Homes Ltd.	Milton	6/9/2018	132	20	112	\$496
Ellie - G Group Development	North York	6/9/2018	303	273	30	\$1,075
M2M - North Tower - Aoyuan International	North York	6/12/2018	417	256	161	\$889
M Condos - Primont Homes	Brampton	6/14/2018	75	38	37	\$618
Garden District Condominiums - Sher Corporation and Hyde Park Homes	Toronto	6/15/2018	235	45	190	\$958
Aqualuna at Bayside Toronto - Tridel and Hines	Toronto	6/18/2018	225	150	75	\$1,457
Erin Square - Building B - Pemberton Group	Mississauga	6/18/2018	207	83	124	\$641
Empire Maverick - Empire	Toronto	6/20/2018	304	0	304	\$1,262
50 Scollard - Lanterra Developments	Toronto	6/21/2018	48	0	48	\$2,581
9560 Islington - Kingsmen	Vaughan	6/27/2018	44	0	44	\$680
Grand Total			2,688	1,188	1,500	\$990

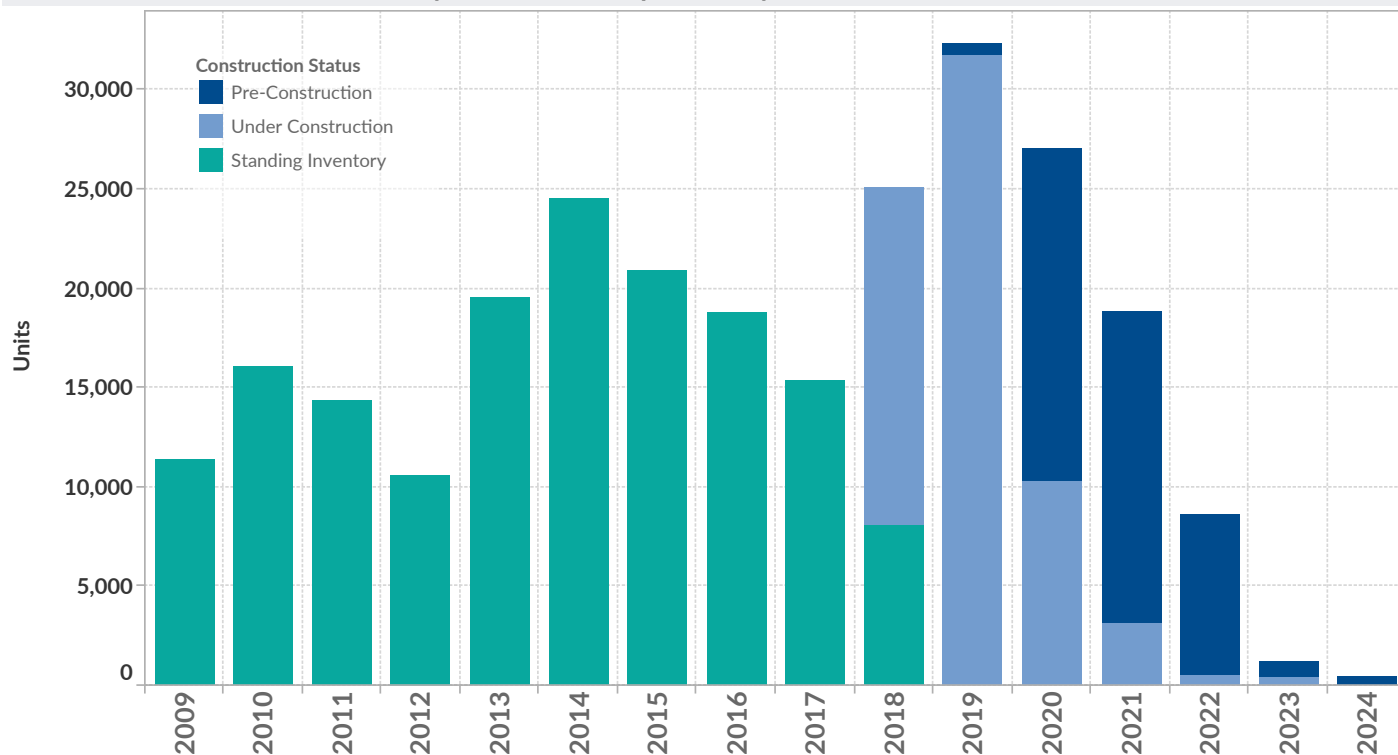
Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

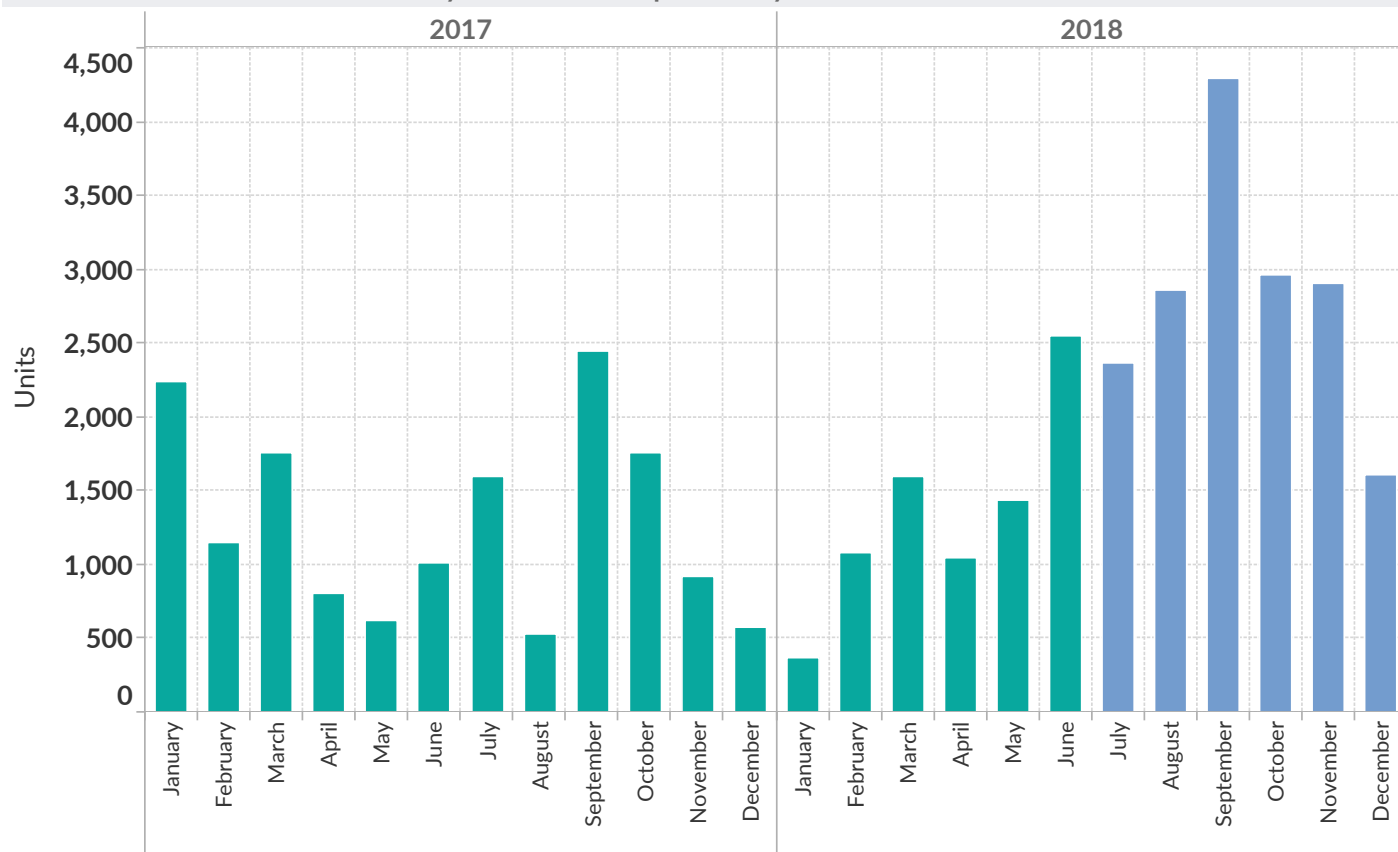


Scheduled Completions

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	208	132							1,023	10.4%
Times Group Corporation	2	78	230	123	73	39							545	5.5%
Fernbrook Homes	1	3	6	181	47	226							464	4.7%
Plaza	7	381	38	7	2	3							438	4.4%
Concord Adex	21	106	27	8	240	22							424	4.3%
Tridel	19	8	143	22	15	158							365	3.7%
Edilcan Development Corporation	105	36	112	37	8	32							330	3.3%
Pinnacle International	23	21	185	47	31	13							320	3.2%
Lanterra Developments	2	200	4	0	0	101							307	3.1%
Daniels Corporation	4	9	3	14	187	79							296	3.0%
Chestnut Hill Developments	0	0	0	0	226	49							275	2.8%
G Group Development	0	0	0	0	0	273							273	2.8%
Great Gulf	146	31	0	1	56	24							258	2.6%
Aoyuan International						256							256	2.6%
Cityzen Development Group	1	0	1	180	46	21							249	2.5%
Greenland Group	56	2	0	21	103	42							224	2.3%
Cityzen Urban Lifestyle						204							204	2.1%
Conservatory Group	26	48	47	26	25	21							193	2.0%
Sequoia Grove Homes	0	59	39	35	47	10							190	1.9%
Malibu Investments Inc.	0	98	35	34	13	6							186	1.9%
First Avenue Properties	0	0	166	4	5	5							180	1.8%
Latch Developments	0	0	166	4	5	5							180	1.8%
Metropia	11	15	52	90	6	1							175	1.8%
OnePiece Developments Inc.	22	25	37	69	0	22							175	1.8%
Rowntree Enterprises Inc.	9	4	137	6	7	5							168	1.7%
Total (All 138 Builders)	845	1,875	1,657	1,272	2,125	2,079							9,853	

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 %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
Pemberton Group	505	71	54	3	508	37	43	521	16	103	208	132	2,201	9.4%
Concord Adex	316	16	118	217	75	34	21	106	27	8	240	22	1,200	5.1%
Cresford Developments	4	6	1	927	1	0	0	1	15	0	1	1	957	4.1%
Daniels Corporation	28	1	301	247	43	23	4	9	3	14	187	79	939	4.0%
Tridel	34	18	18	22	336	28	19	8	143	22	15	158	821	3.5%
Graywood Developments	1	0	0	628	1	0	0	0	2	0	0	0	632	2.7%
Centrecourt Developments Inc.	65	1	410	62	9				0	57			604	2.6%
Greenpark Group	2	1	0	245	202	28	31	8	55	10	0	15	597	2.5%
OnePiece Developments Inc.				284	12	111	22	25	37	69	0	22	582	2.5%
Mattamy Homes	16	8	127	122	173	64	21	21	5	7	4	1	569	2.4%
Times Group Corporation	3	2	3	4	0	2	2	78	230	123	73	39	559	2.4%
Plaza	44	28	11	3	17	8	7	381	38	7	2	3	549	2.3%
Metropia	0	0	1	337	5	0	11	15	52	90	6	1	518	2.2%
Lifetime Developments	5	0	2	2	434	12	35	2	0	2	12	11	517	2.2%
Conservatory Group	0	0	6	121	143	45	26	48	47	26	25	21	508	2.2%
Pinnacle International	44	48	34	23	28	7	23	21	185	47	31	13	504	2.1%
Greenland Group					278	0	56	2	0	21	103	42	502	2.1%
Edilcan Development Corporation			0	139	25	3	105	36	112	37	8	32	497	2.1%
Rowntree Enterprises Inc.				0	322	5	9	4	137	6	7	5	495	2.1%
Aspen Ridge Homes	52	18	21	297	30	19	7	14	7	15	5	2	487	2.1%
Fernbrook Homes	1	4	5	8	2	2	1	3	6	181	47	226	486	2.1%
DREAM	2	0	0	216	102	105	19	3	5	0	0	0	452	1.9%
Lanterra Developments	80	4	12	10	9	0	2	200	4	0	0	101	422	1.8%
Capital Developments	0	1	0	335	5	2	11	15	15	26	0	0	410	1.7%
Cortel Group	10	4	188	24	30	10	43	32	18	24	6	8	397	1.7%
Total (All 176 Builders)	1,798	816	1,870	5,004	3,232	875	845	1,875	1,657	1,272	2,125	2,079	23,448	

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.

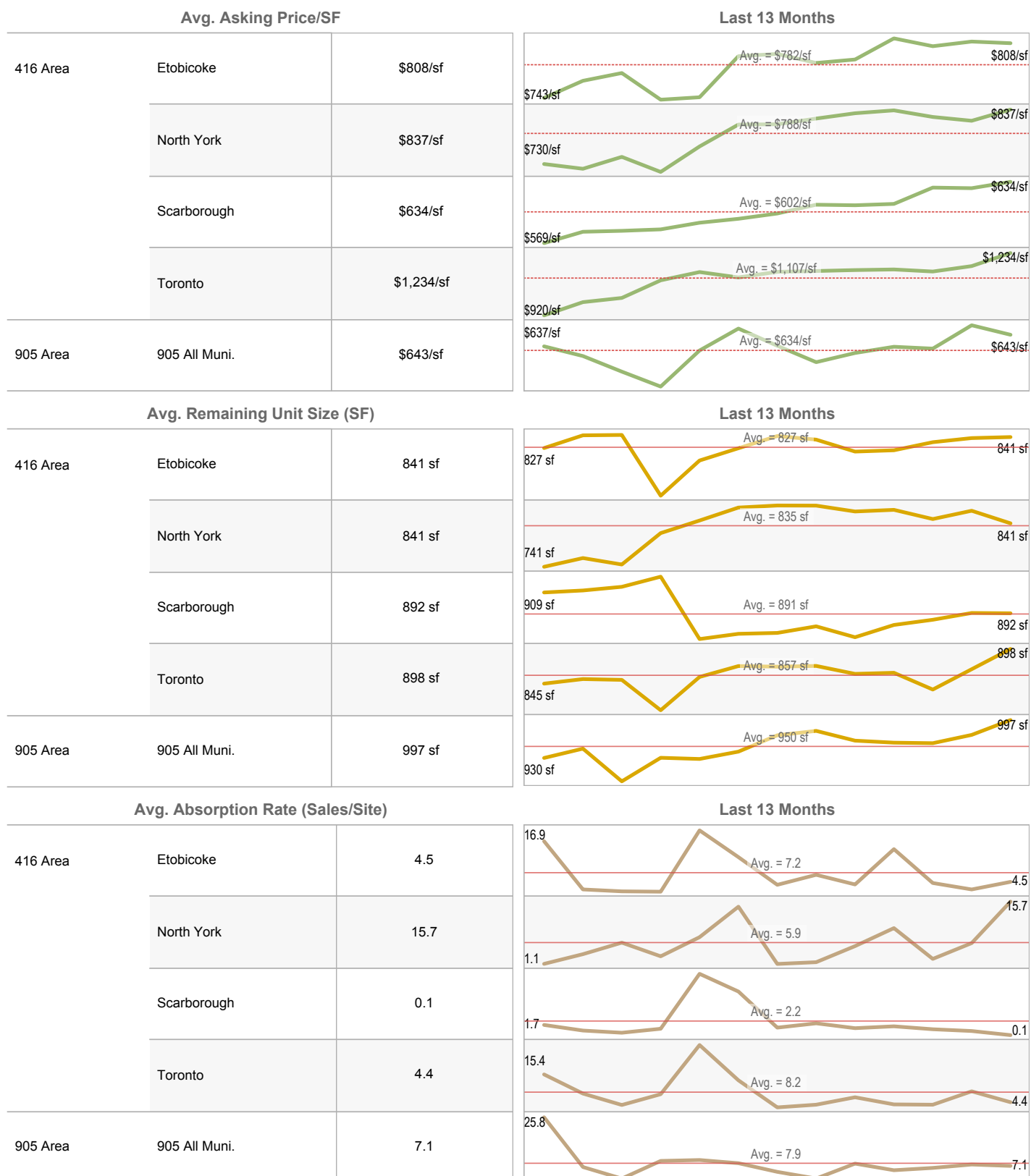
Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2018 June
Ellie - G Group Development	North York	Apartment	1 Bedroom	122
			1 Bedroom + Den	73
			2 Bedroom + Den	29
			2 Bedroom	49
			Total	273
M2M - North Tower - Aoyuan International	North York	Apartment	1 Bedroom	48
			1 Bedroom + Den	58
			2 Bedroom + Den	2
			3 Bedroom & Up	1
			2 Bedroom	141
			Other	
			Studio	6
			Total	256
D'or Condominiums - East Building and West Building - Fernbrook Homes and Cityzen Urban Lifestyle	Vaughan	Apartment	1 Bedroom	25
			1 Bedroom + Den	70
			2 Bedroom + Den	2
			3 Bedroom & Up	5
			2 Bedroom	102
			Total	204
Aqualuna at Bayside Toronto - Tridel and Hines	Toronto	Apartment	1 Bedroom	23
			1 Bedroom + Den	5
			2 Bedroom + Den	26
			3 Bedroom & Up	1
			2 Bedroom	89
			Other	5
			Penthouse	1
			Total	150
Artists Alley 2 - Lanterra Developments	Toronto	Apartment	1 Bedroom	21
			1 Bedroom + Den	11
			3 Bedroom & Up	11
			2 Bedroom	31
			Studio	16
			Total	90

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	June 2018				June 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	• 2			• 2	• 23			• 23
Central Waterfront	Toronto	• 203			• 203	• 16			• 16
Don Mills - York Mills	North York	• 6		• 4	• 10	• 14			• 14
Downtown Core	Toronto	• 12			• 12	• 1			• 1
Downtown East	Toronto	• 67			• 67	• 478			• 478
Downtown West	Toronto	• 175			• 175	• 1,549	• 0		• 1,549
Etobicoke Waterfront	Etobicoke	• 12			• 12	• 25			• 25
Highway7 - Yonge	Markham	• 38			• 38				
	Richmond Hill	• 20		• 3	• 23	• 31			• 31
Mississauga City Centre	Mississauga	• 18			• 18	• 107			• 107
North Toronto	Toronto	• 23			• 23	• 12	• 0		• 12
North Yonge Corridor	North York	• 535		• 12	• 547	• 22			• 22
North York East	North York	• 0			• 0	• 0			• 0
North York West	North York	• 20		• 44	• 64	• 23		• 3	• 26
Not Applicable	Aurora					• 0			• 0
	Brampton	• 51		• 49	• 100	• 0		• 1	• 1
	Burlington	• 7			• 7	• 40			• 40
	Clarington	• 1		• 0	• 1	• 16		• 0	• 16
	Etobicoke	• 95	• 0	• 6	• 101	• 204	• 89	• 3	• 296
	Georgina	• 0			• 0	• 2			• 2
	Halton Hills	• 9			• 9	• 2			• 2
	Markham	• 51		• 1	• 52	• 293		• 0	• 293
	Milton	• 23		• 1	• 24	• 22			• 22
	Mississauga	• 207		• 1	• 208	• 144		• 8	• 152
	Newmarket		• 0		• 0				
	Oakville	• 7		• 0	• 7	• 4		• 0	• 4
	Oshawa	• 5			• 5				
	Pickering	• 49		• 7	• 56	• 1		• 0	• 1
	Richmond Hill					• 3			• 3
	Scarborough	• 1		• 0	• 1	• 14		• 11	• 25
	Toronto	• 4			• 4	• 0			• 0
	Vaughan	• 229		• 0	• 229	• 1,932		• 0	• 1,932
	Whitby	• 0			• 0				
	Whitchurch-Stouffville	• 18			• 18	• 7			• 7
Sheppard Corridor	North York	• 12			• 12	• 4			• 4
Thornhill	Markham					• 0			• 0
Toronto East	Toronto	• 9	• 0	• 0	• 9	• 3	• 4	• 0	• 7
Toronto West	Toronto	• 38	• 0		• 38	• 50	• 5		• 55
Yonge - St. Clair	Toronto	• 4			• 4	• 124			• 124
Grand Total		• 1,951	• 0	• 128	• 2,079	• 5,166	• 98	• 26	• 5,290

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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