



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of July 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-18		Jul-17		Change
High Rise	855		1,798		-52.4%
Low Rise	216		117		84.6%
Total	1,071		1,915		-44.1%
Year to Date Sales	Jan.-Jul. 2018		Jan.-Jul. 2017		Y/Y Change
High Rise	10,673		24,602		-56.6%
Low Rise	2,395		6,165		-61.2%
Total	13,068		30,767		-57.5%
Year to Date Supply	Jan.-Jul. 2018		Jan.-Jul. 2017		Y/Y Change
High Rise	11,645		21,429		-45.7%
Low Rise	3,496		6,438		-45.7%
Total	15,141		27,867		-45.7%
Year to Date Completions	Jan.-Jul. 2018		Jan.-Jul. 2017		Y/Y Change
High Rise	9,334		9,176		1.7%
Remaining Inventory	Jul-18	Jun-18	Jul-17	M/M Change	Y/Y Change
High Rise	9,931	10,455	7,270	-5.0%	36.6%
Low Rise	4,853	4,921	2,181	-1.4%	122.5%
Total	14,784	15,376	9,451	-3.9%	56.4%
Benchmark Price	Jul-18	Jun-18	Jul-17	M/M Change	Y/Y Change
High Rise	\$774,759	\$774,554	\$665,041	0.0%	16.5%
Low Rise	\$1,142,574	\$1,132,957	\$1,316,693	0.8%	-13.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	299	266	160	
High Rise Units	331	74,568	65,134	39,415	
% Sold*	47%	87%	95%	83%	
Low Rise Projects	1	235			
Low Rise Units	7	27,895			
% Sold*	0%	83%			

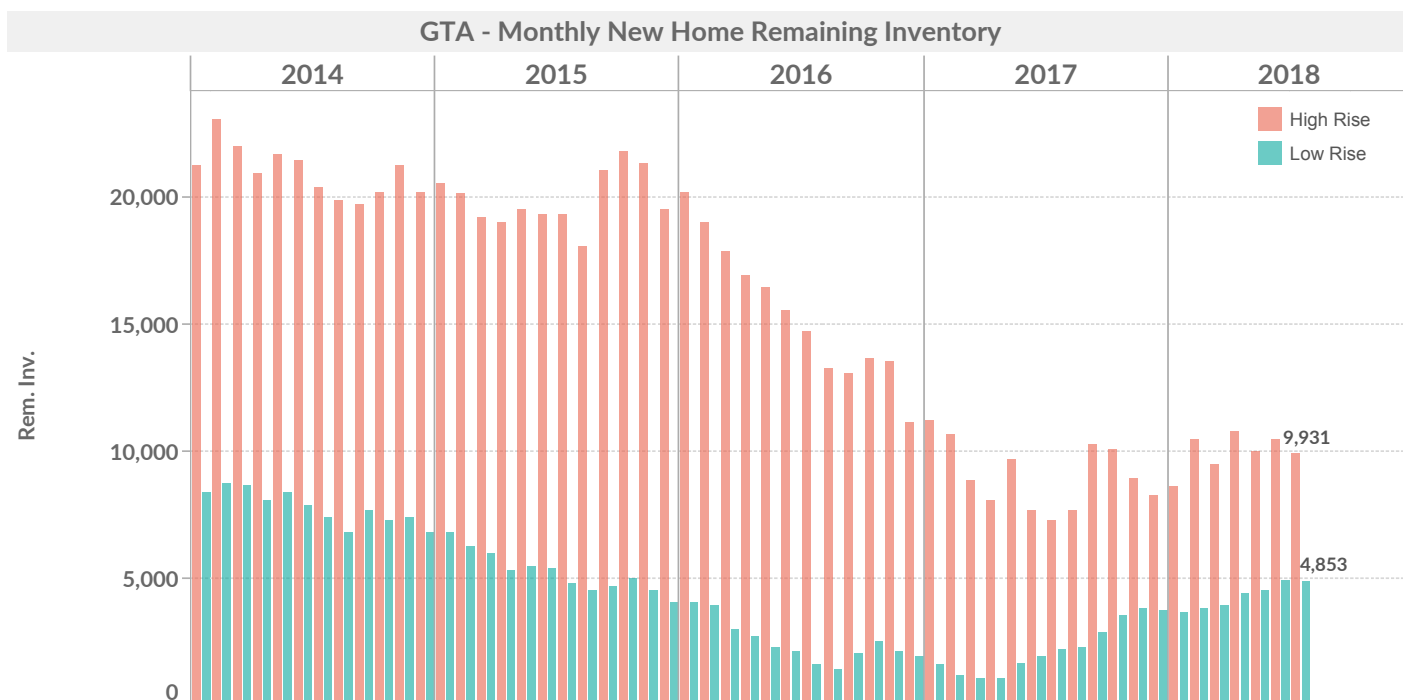
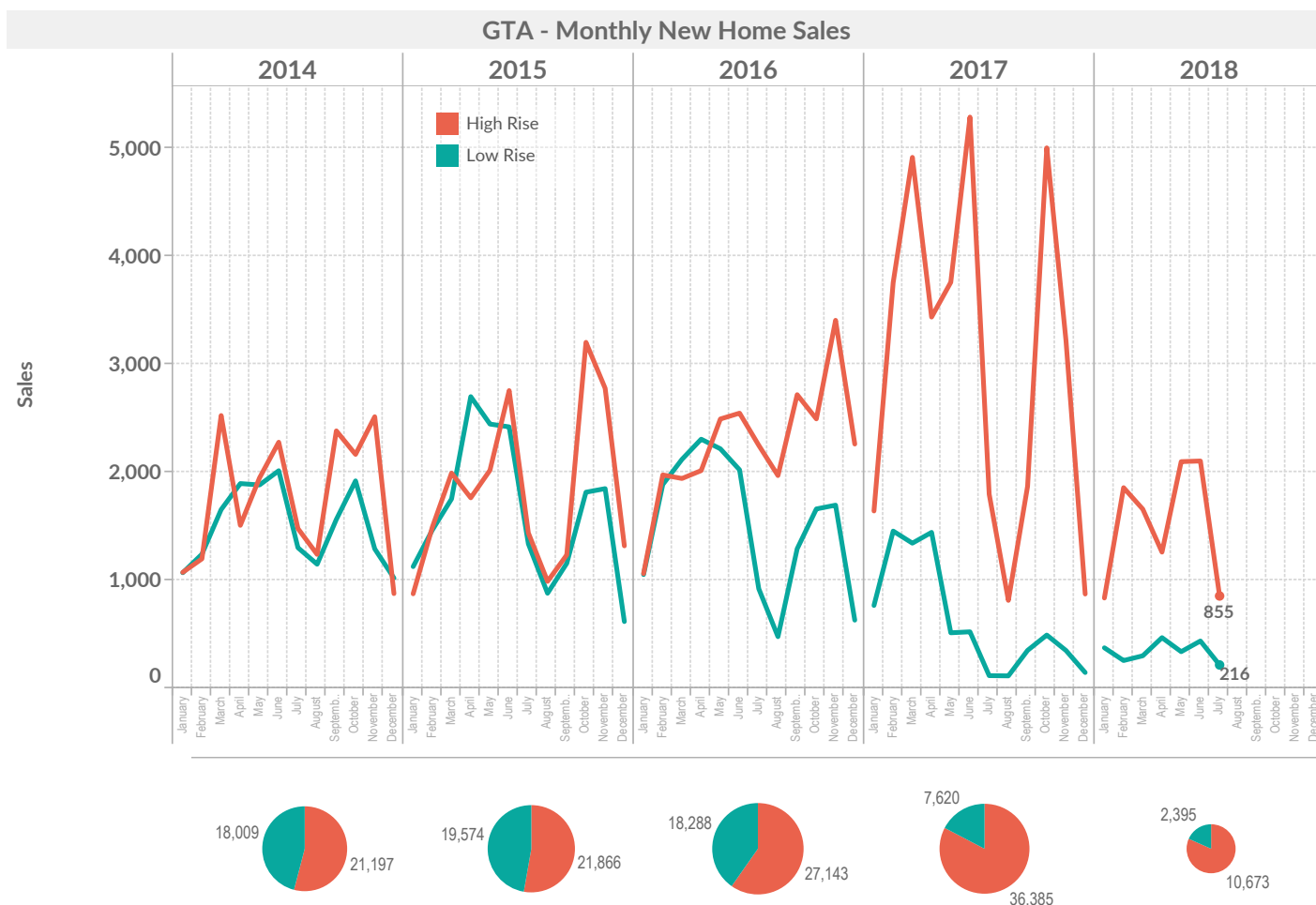
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

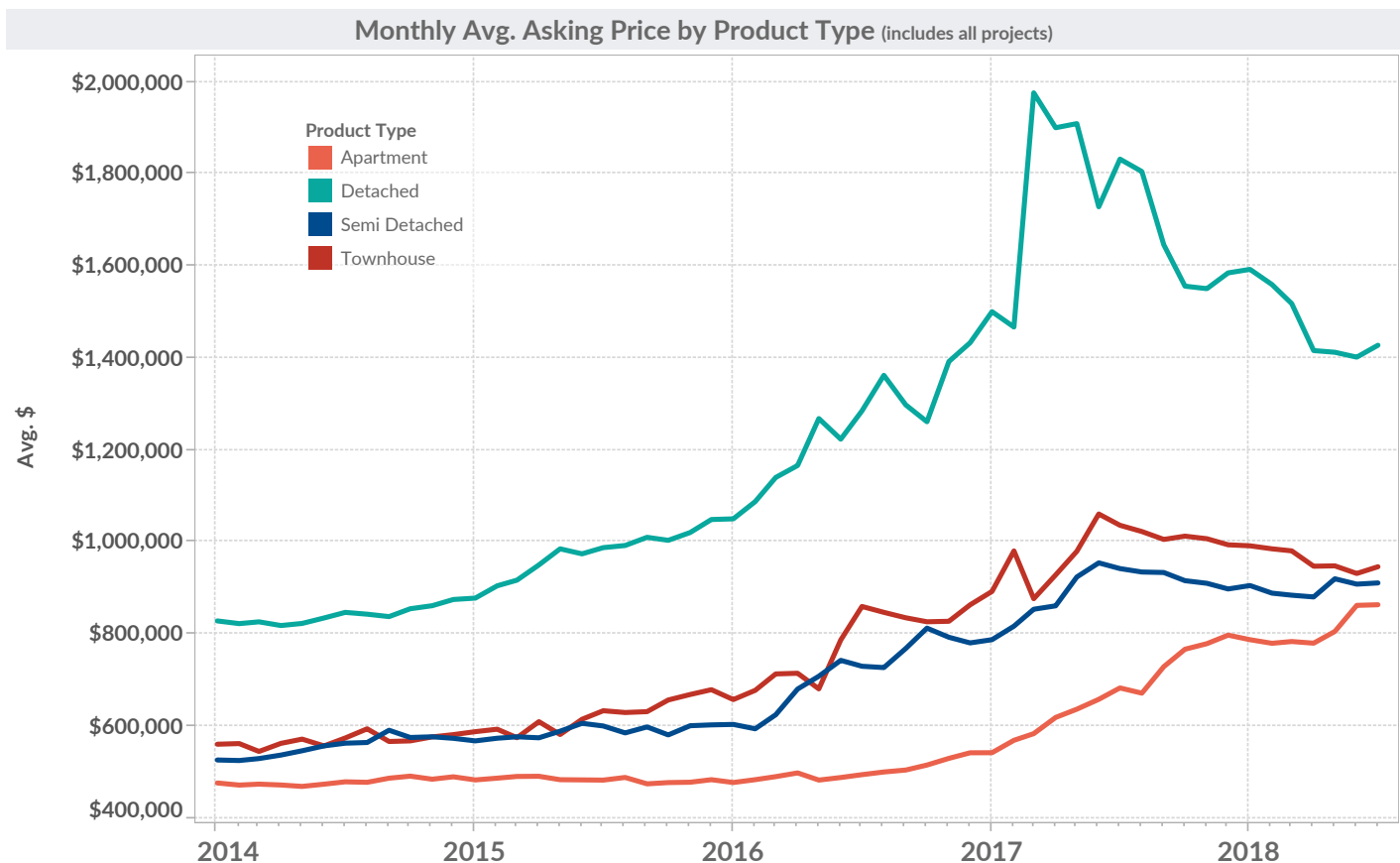
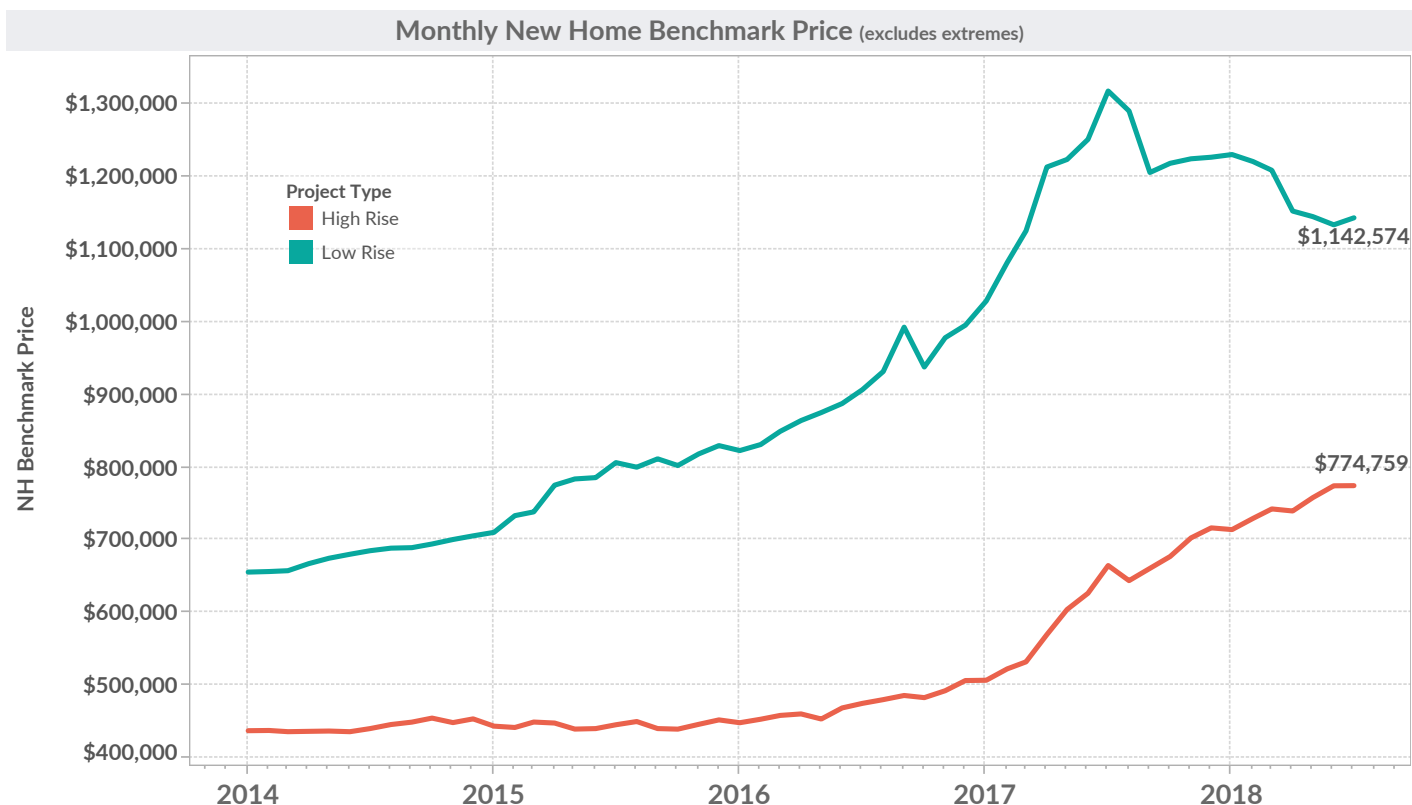
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

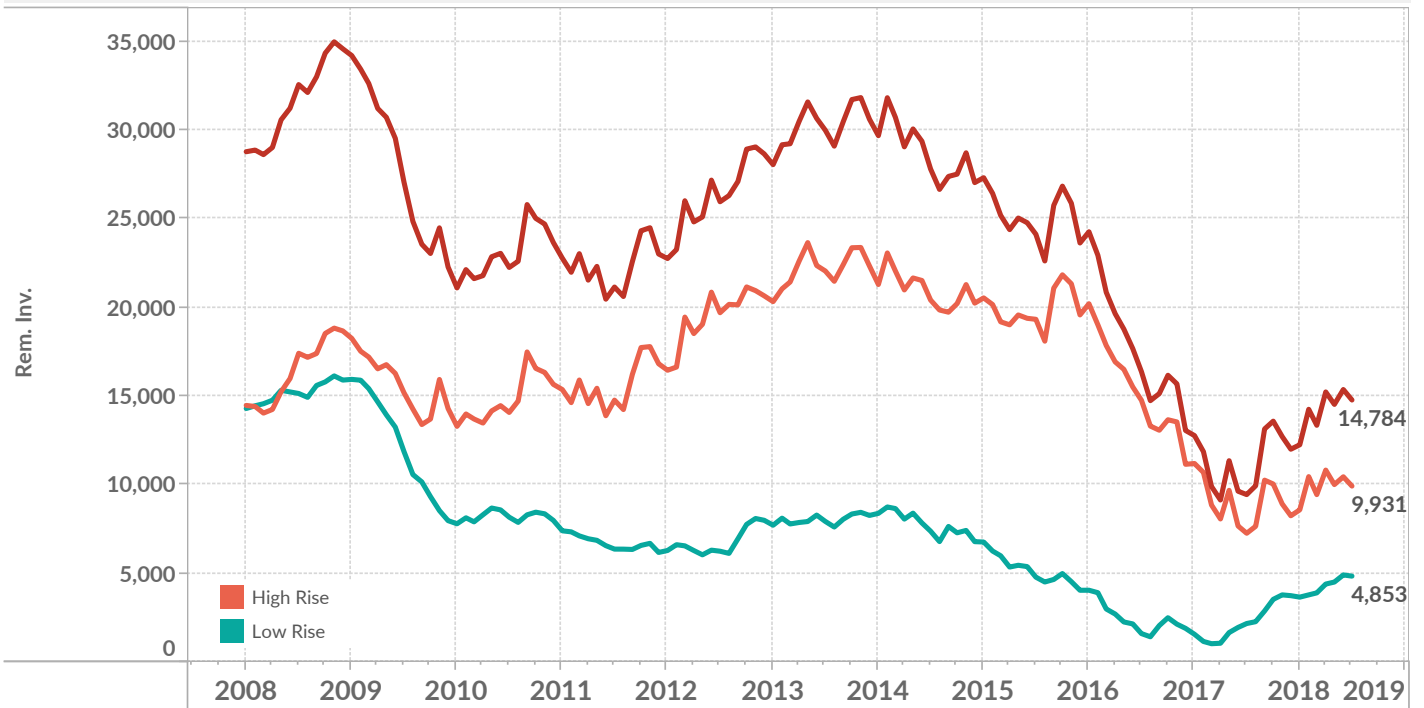


Pricing

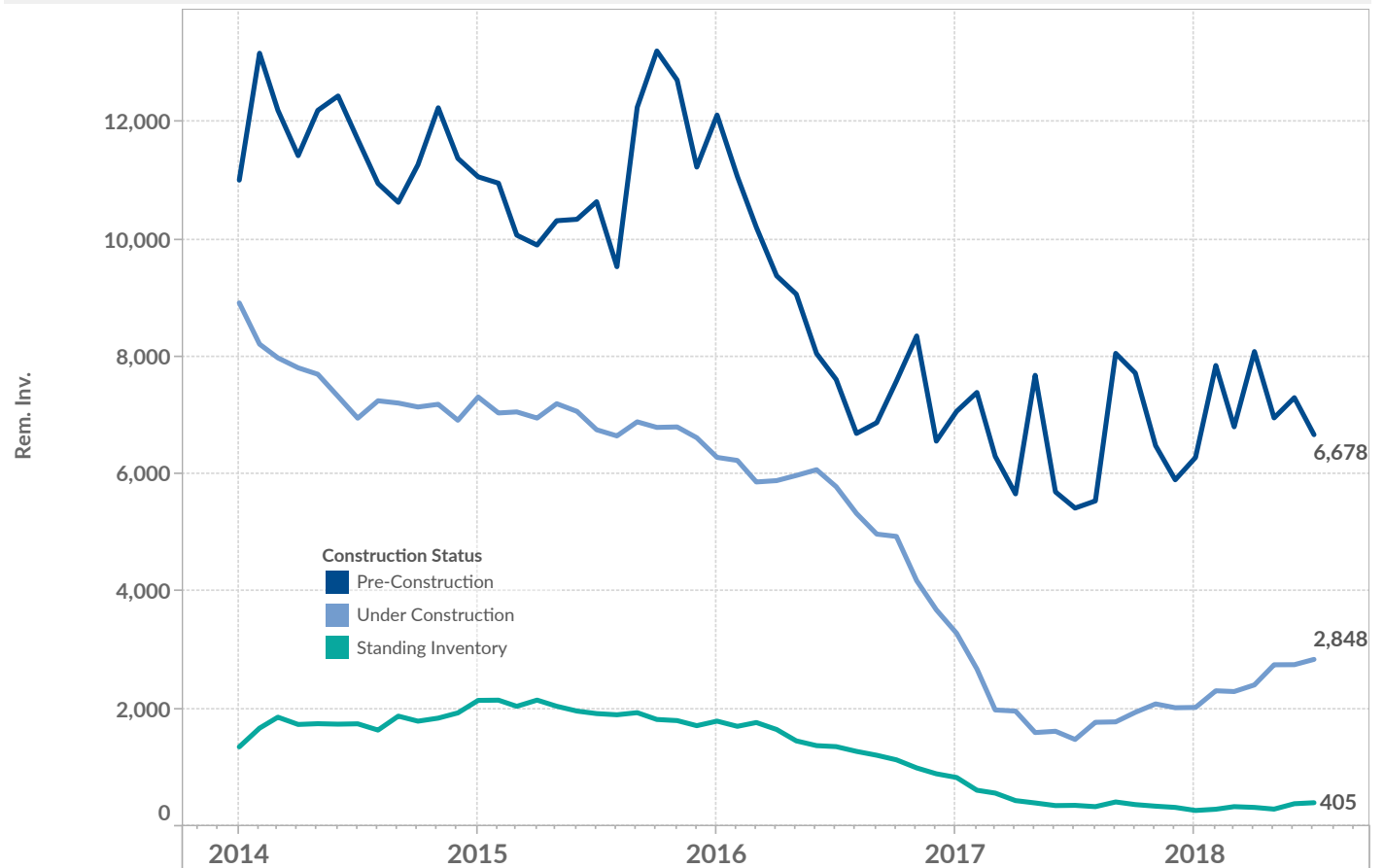


Remaining Inventory

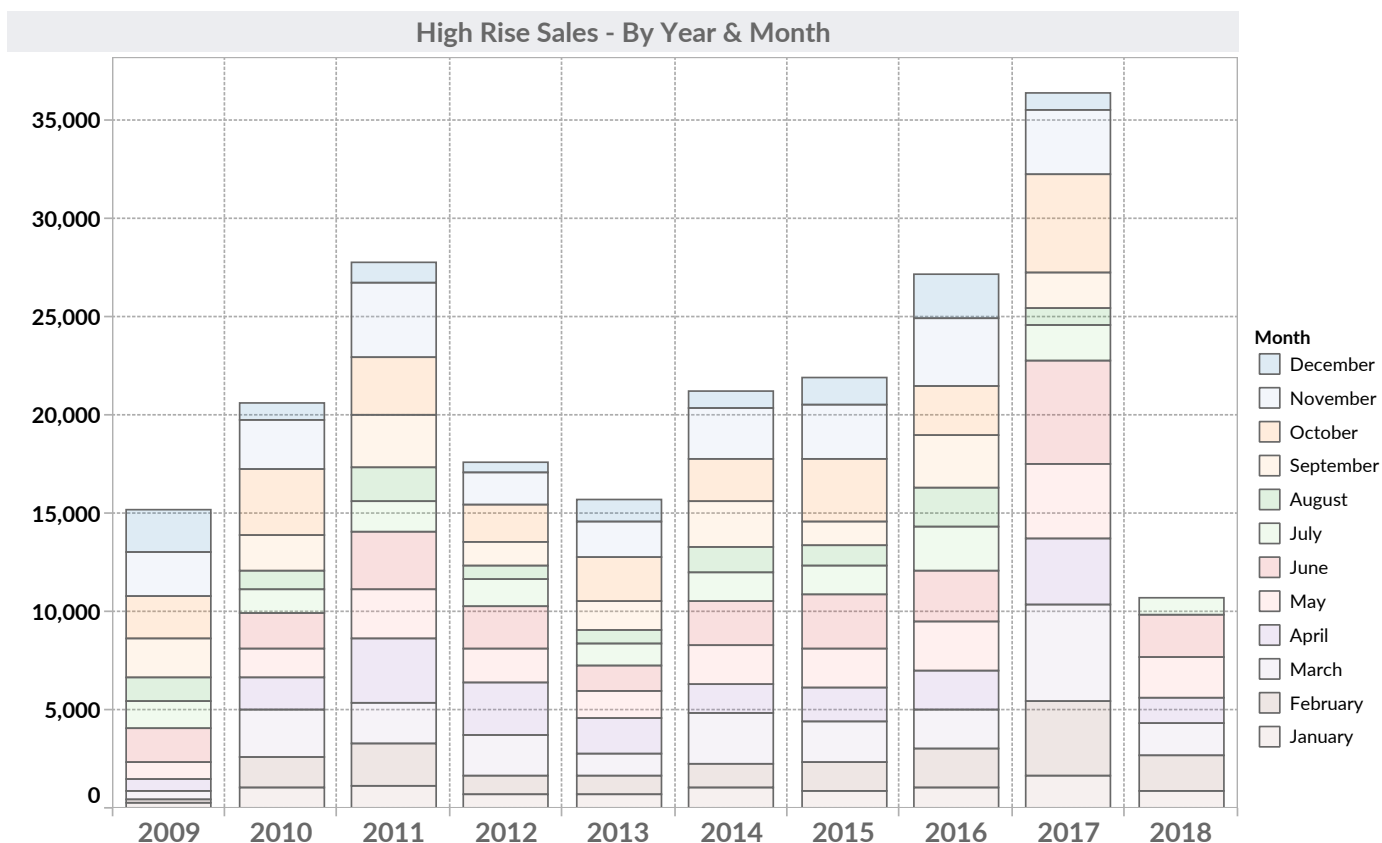
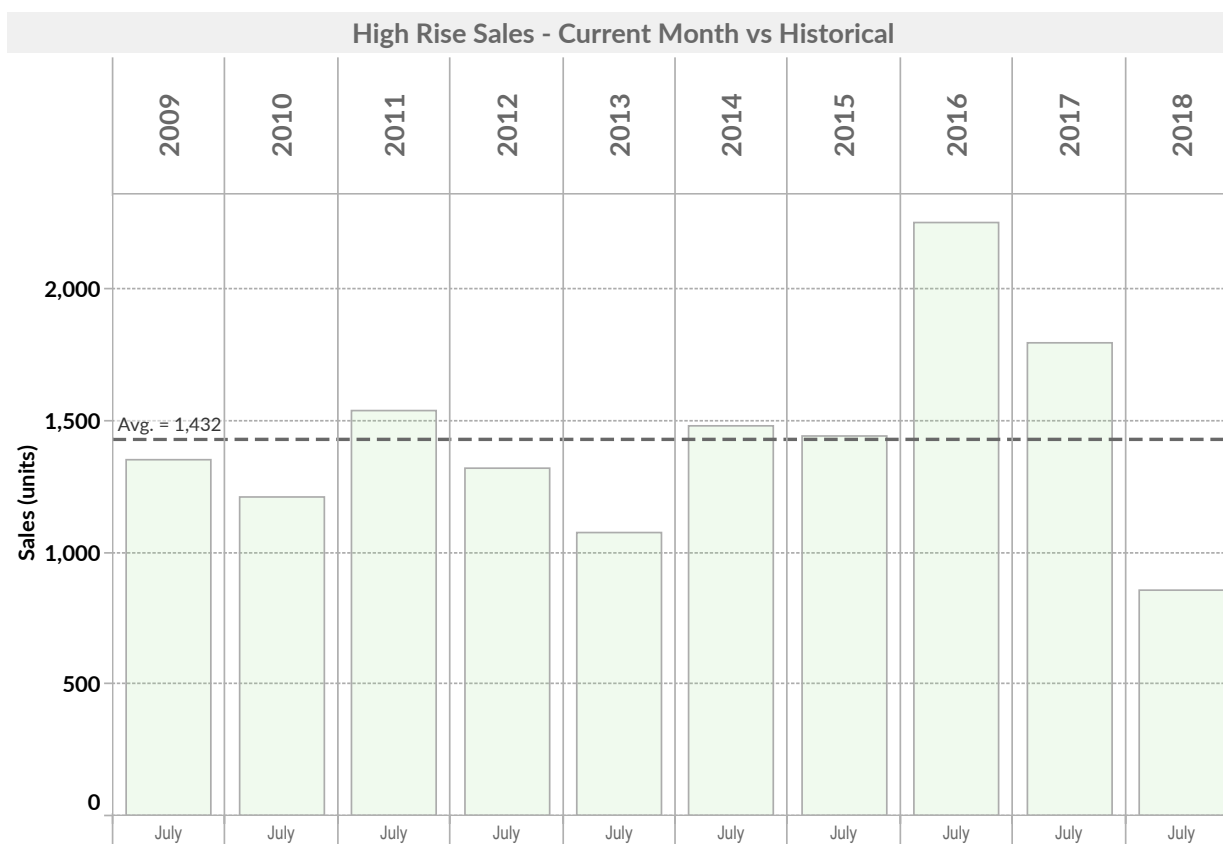
GTA - Monthly New Home Remaining Inventory



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

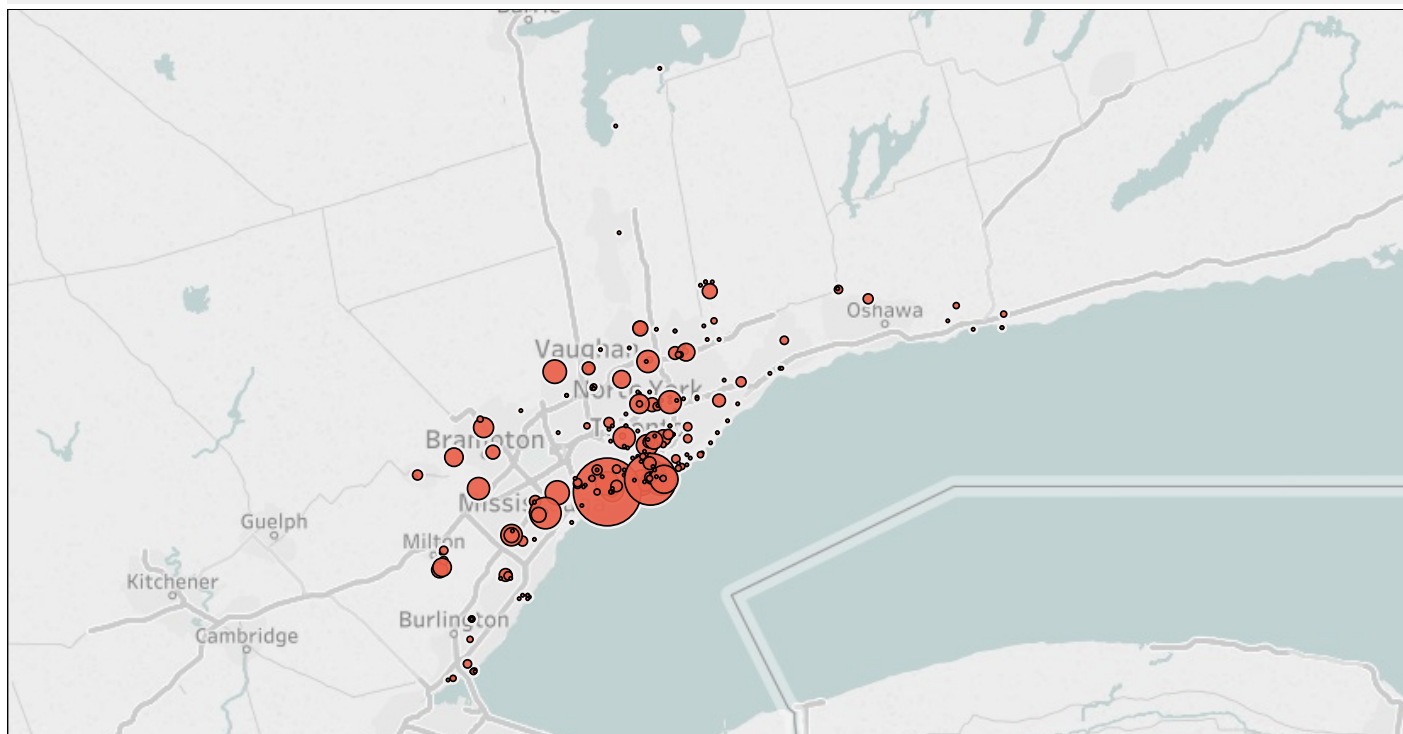


Historical Sales Comparison

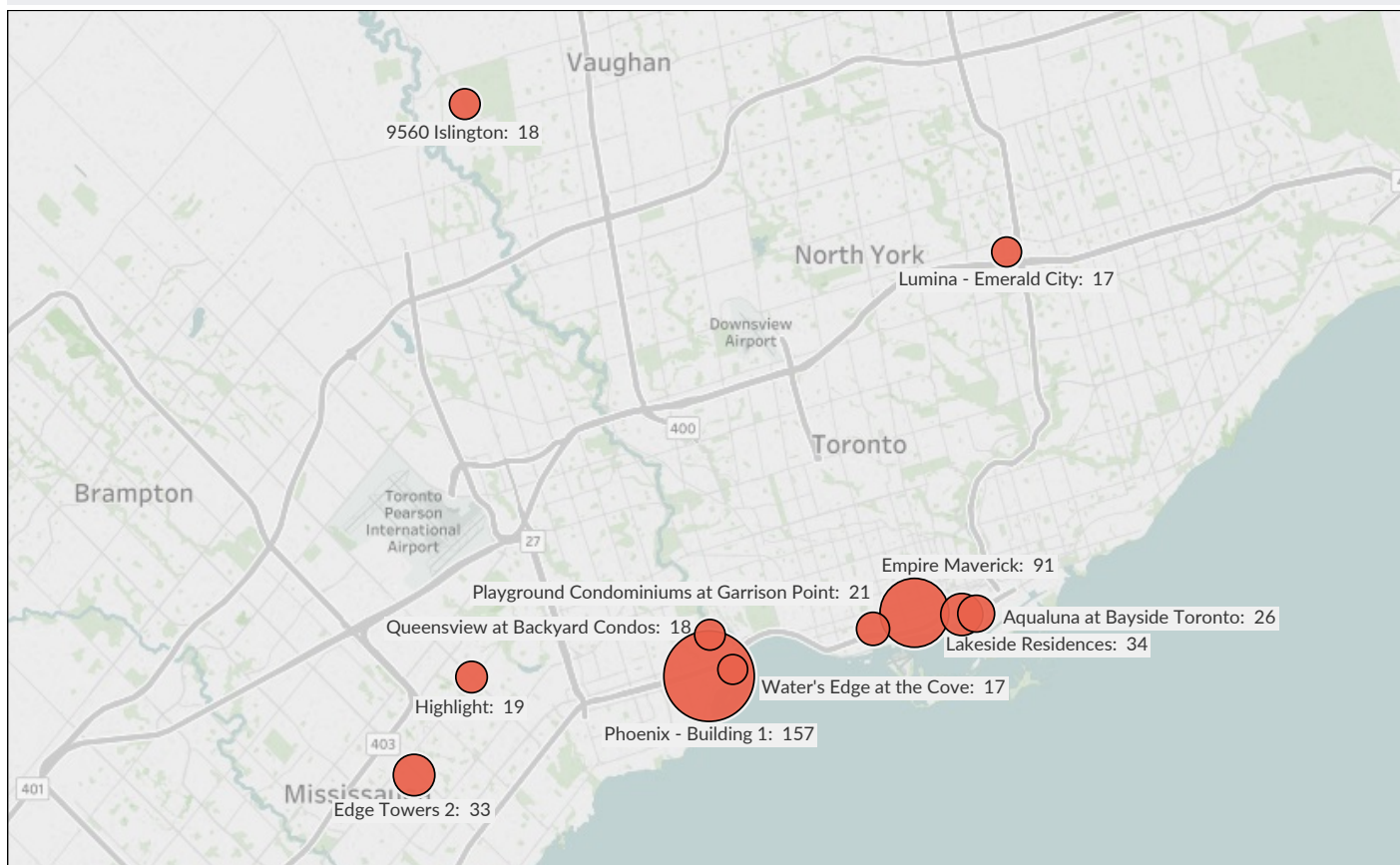


Current Sites

GTA - Active High Rise Sites by Current Month Sales



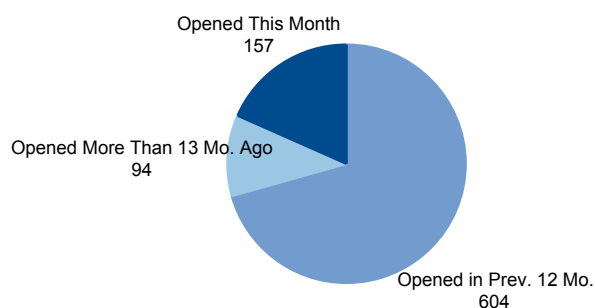
GTA - Top 10 Sites by Current Month Sales



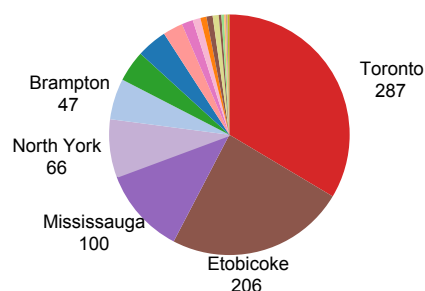
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

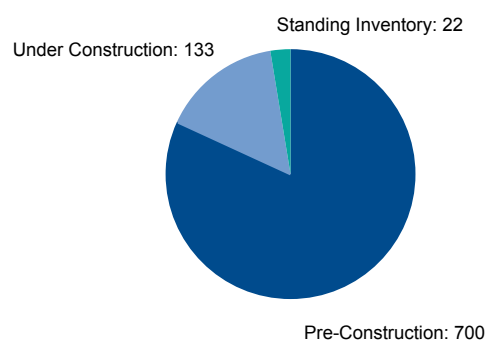
Sales by Opening Date



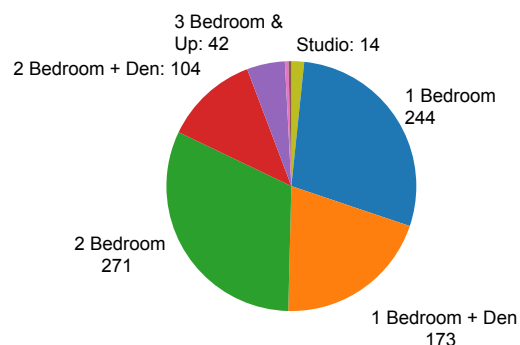
Sales by Municipality/Area



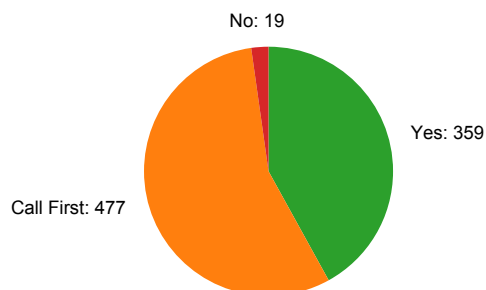
Sales by Const. Status



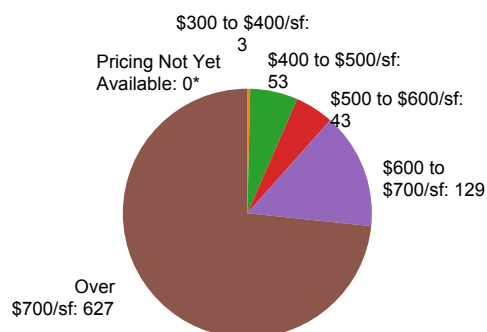
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

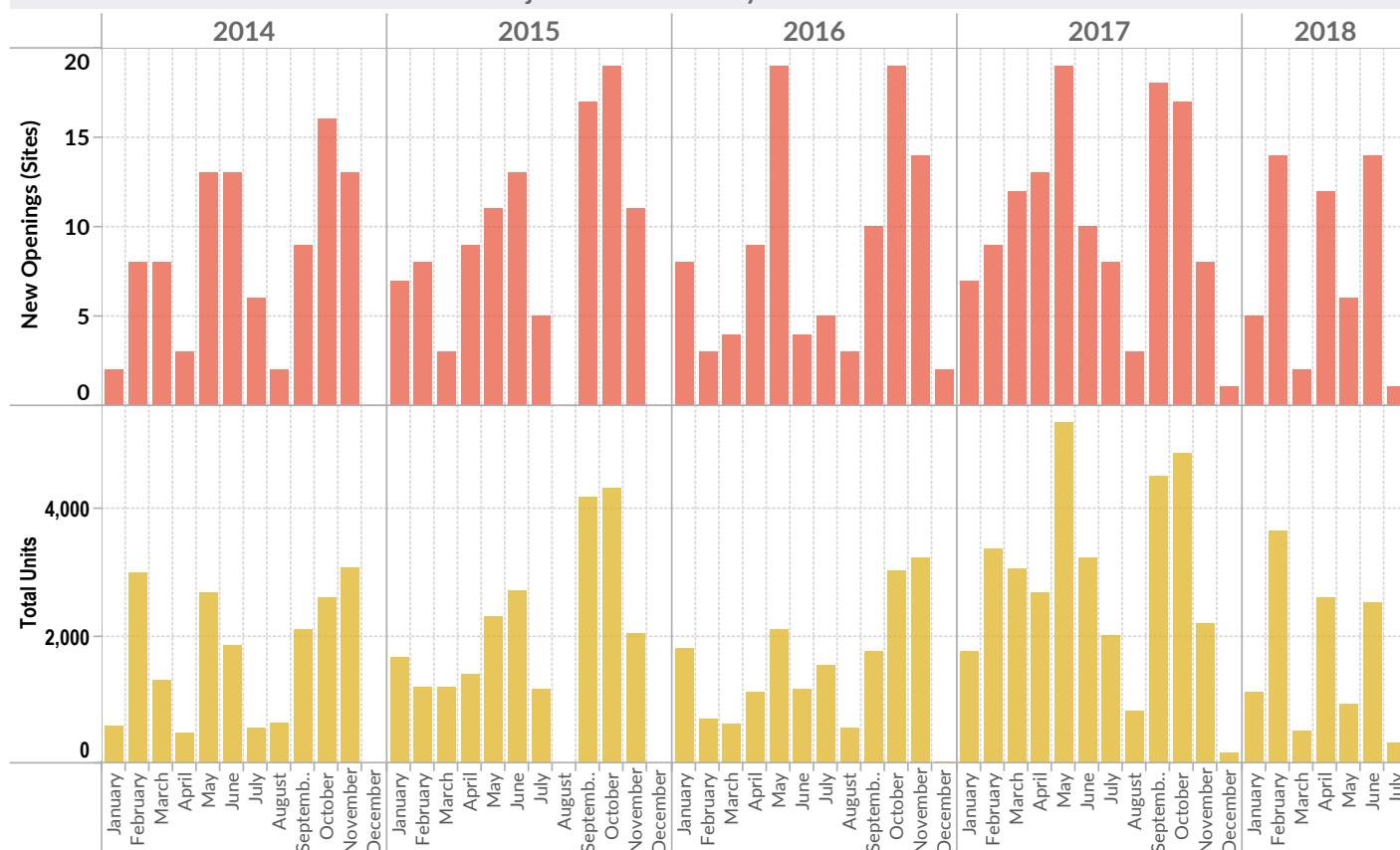
New Openings

July 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Phoenix - Building 1 - Empire	Etobicoke	7/5/2018	331	157	174	\$751
Grand Total			331	157	174	\$751

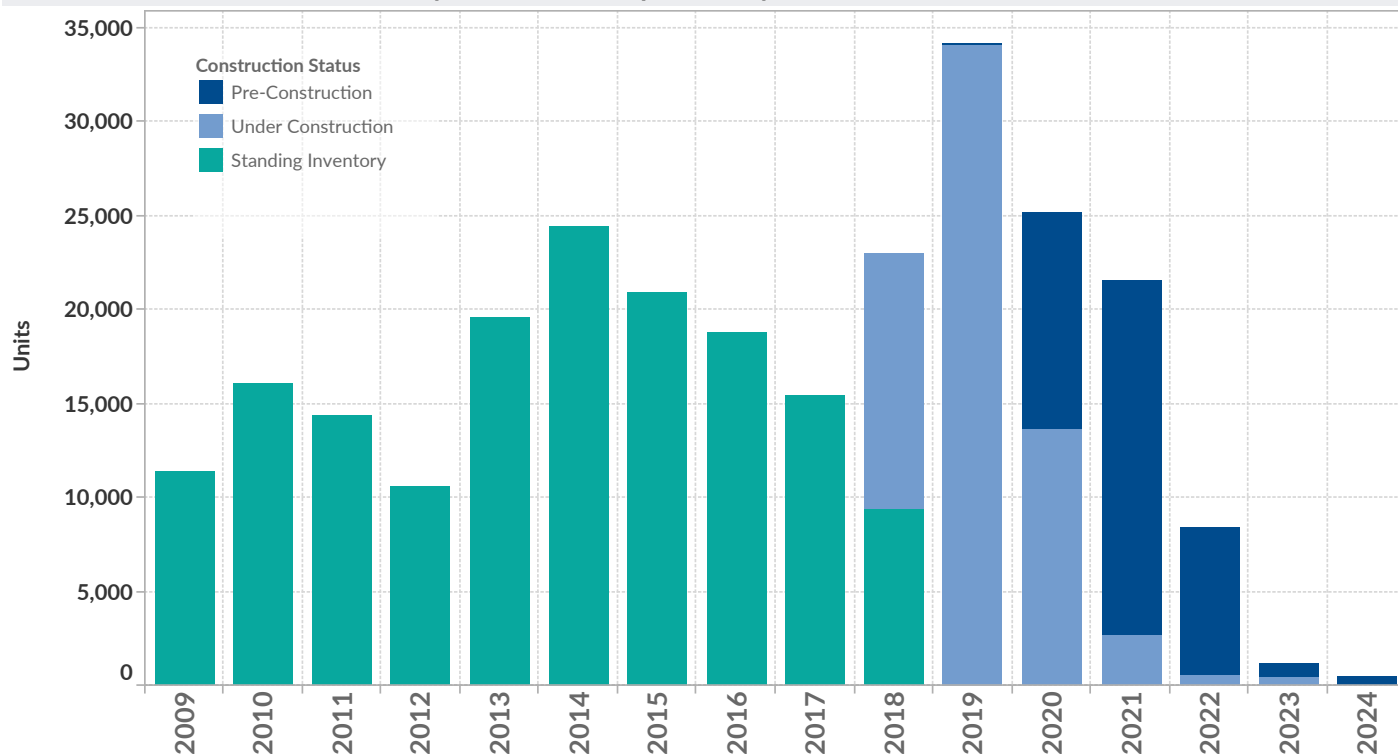
Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

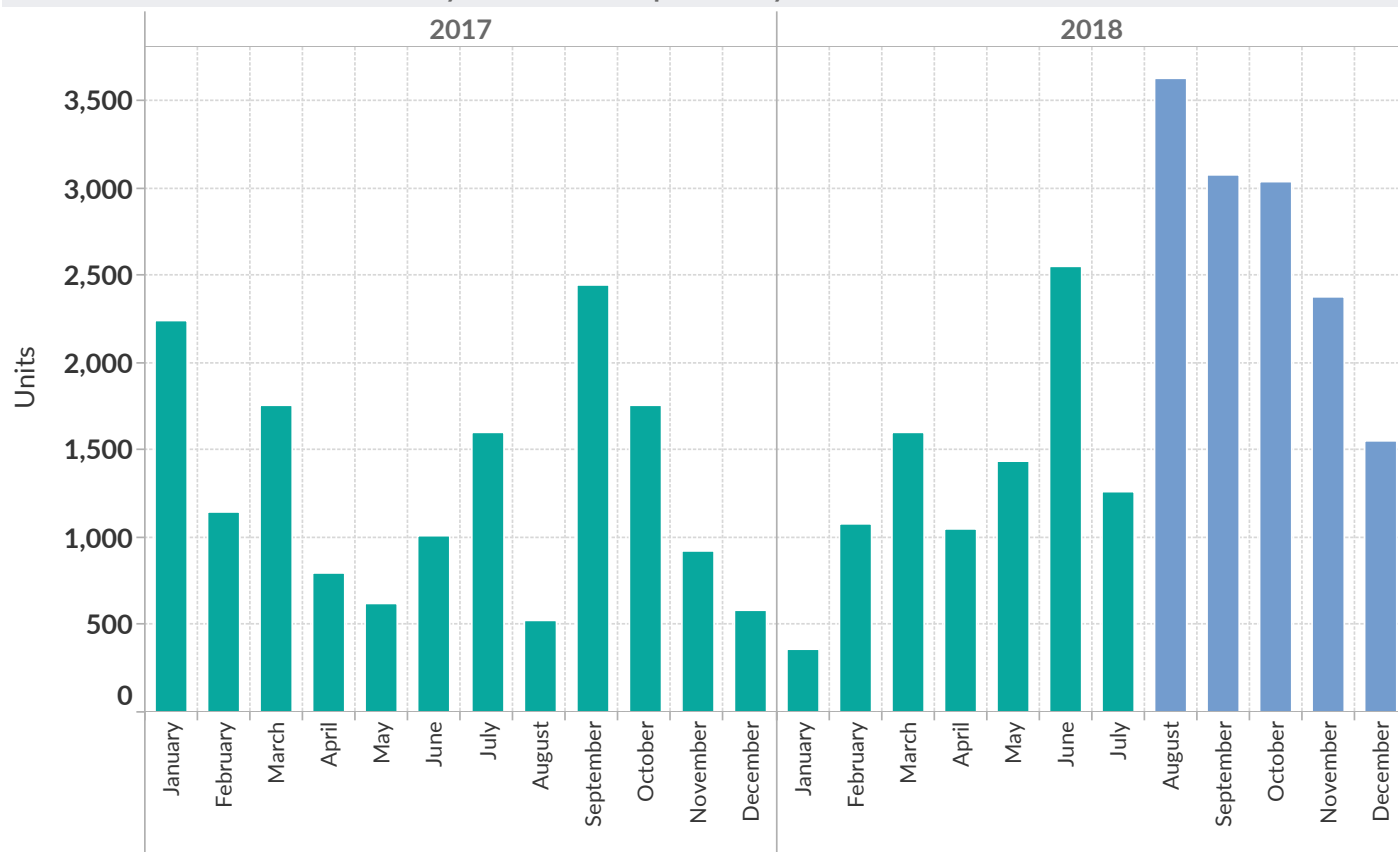


Scheduled Completions

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	30						1,053	9.9%
Times Group Corporation	2	78	230	123	73	39	17						562	5.3%
Fernbrook Homes	1	3	6	181	47	200	33						471	4.4%
Cityzen	1	0	0	180	46	199	31						457	4.3%
Plaza	7	381	38	7	2	6	14						455	4.3%
Concord Adex	21	106	27	8	240	22	6						430	4.0%
Tridel	19	8	143	22	15	158	33						398	3.7%
Edilcan Development Corporation	105	36	112	37	8	32	5						335	3.1%
Pinnacle International	23	21	185	47	31	13	11						331	3.1%
Daniels Corporation	4	9	3	14	187	79	23						319	3.0%
Lanterra Developments	2	200	4	0	0	101	6						313	2.9%
G Group Development	0	0	0	0	0	273	12						285	2.7%
Chestnut Hill Developments	0	0	0	0	226	49	0						275	2.6%
Great Gulf	146	31	0	1	56	24	15						273	2.6%
Empire	2	7	0	1	0	0	248						258	2.4%
Greenland Group	56	2	0	21	103	42	34						258	2.4%
Aoyuan International						250	0						250	2.3%
Solmar Development Corp.	30	26	25	34	14	51	39						219	2.1%
Conservatory Group	26	48	47	26	25	23	20						215	2.0%
Malibu Investments Inc.	0	98	35	34	13	6	0						186	1.7%
Metropia	11	15	52	90	6	1	8						183	1.7%
First Avenue Properties	0	0	166	4	5	5	1						181	1.7%
Hazleton Developments	2	2	9	2	72	75	19						181	1.7%
Latch Developments	0	0	166	4	5	5	1						181	1.7%
OnePiece Developments Inc.	22	25	37	65	0	20	11						180	1.7%
Total (All 141 Builders)	836	1,858	1,659	1,261	2,099	2,105	855						10,673	

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 %
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.			
Pemberton Group	71	54	3	508	37	43	521	16	103	208	132	30	1,726	7.7%	
Cresford Developments	6	1	927	1	0	0	1	15	0	2	2	0	955	4.3%	
Daniels Corporation	1	301	247	42	23	4	9	3	14	187	79	23	933	4.2%	
Concord Adex	16	118	217	75	34	21	106	27	8	240	22	6	890	4.0%	
Tridel	18	18	22	336	28	19	8	143	22	15	158	33	820	3.7%	
Graywood Developments	0	0	628	1	0	0	0	2	0	0	0	0	631	2.8%	
Greenpark Group	1	0	245	202	28	31	8	55	10	0	15		595	2.6%	
OnePiece Developments Inc.			284	12	111	22	25	37	65	0	20	11	587	2.6%	
Times Group Corporation	2	3	4	0	2	2	78	230	123	73	39	17	573	2.6%	
Matamy Homes	8	127	122	173	64	21	21	5	7	4	1	4	557	2.5%	
Centrecourt Developments Inc.	1	410	62	9				0	57				539	2.4%	
Greenland Group				278	0	56	2	0	21	103	42	34	536	2.4%	
Conservatory Group	0	6	121	143	45	26	48	47	26	25	23	20	530	2.4%	
Metropia	0	1	337	5	0	11	15	52	90	6	1	8	526	2.3%	
Plaza	28	11	3	17	8	7	381	38	7	2	6	14	522	2.3%	
Lifetime Developments	0	2	2	434	12	35	2	0	2	12	11	8	520	2.3%	
Edilcan Development Corporation		0	139	25	3	105	36	112	37	8	32	5	502	2.2%	
Rowntree Enterprises Inc.			0	322	5	9	4	137	6	7	5	5	500	2.2%	
Fernbrook Homes	4	5	8	2	2	1	3	6	181	47	200	33	492	2.2%	
Pinnacle International	48	34	23	28	7	23	21	185	47	31	13	11	471	2.1%	
Cityzen	0	0	0	0	0	1	0	0	180	46	199	31	457	2.0%	
DREAM	0	0	216	102	105	19	3	5	0	0	0	0	450	2.0%	
Aspen Ridge Homes	18	21	297	30	19	7	14	7	15	5	2	0	435	1.9%	
Capital Developments	1	0	335	5	2	11	15	15	26	0	0	4	414	1.8%	
Solmar Development Corp.	1	1	75	53	33	30	26	25	34	14	51	39	382	1.7%	
Total (All 175 Builders)	814	1,871	5,005	3,220	873	836	1,858	1,659	1,261	2,099	2,105	855	22,456		

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 July
Phoenix - Building 1 - Empire	Etobicoke	Apartment	1 Bedroom	65
			1 Bedroom + Den	12
			2 Bedroom + Den	11
			2 Bedroom	69
			Total	157
Empire Maverick - Empire	Toronto	Apartment	1 Bedroom	86
			3 Bedroom & Up	1
			2 Bedroom	4
			Total	91
Lakeside Residences - Greenland Group	Toronto	Apartment	1 Bedroom	11
			1 Bedroom + Den	19
			2 Bedroom + Den	1
			3 Bedroom & Up	0
			2 Bedroom	3
			Total	34
Edge Towers 2 - Solmar Development Corp.	Mississauga	Apartment	1 Bedroom	17
			1 Bedroom + Den	7
			2 Bedroom	9
			Total	33
Aqualuna at Bayside Toronto - Tridel and Hines	Toronto	Apartment	1 Bedroom	1
			1 Bedroom + Den	1
			2 Bedroom + Den	4
			3 Bedroom & Up	0
			2 Bedroom	18
			Other	1
			Penthouse	1
			Total	26
Playground Condominiums at Garrison Point - Fernbrook Homes and Cityzen	Toronto	Apartment	1 Bedroom	8
			1 Bedroom + Den	6
			2 Bedroom + Den	1
			2 Bedroom	6
			Studio	0
			Total	21

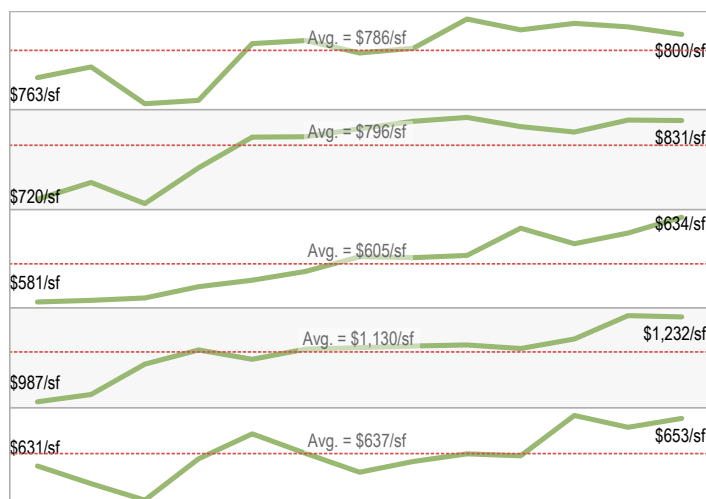
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$800/sf
	North York	\$831/sf
	Scarborough	\$634/sf
	Toronto	\$1,232/sf
905 Area	905 All Muni.	\$653/sf

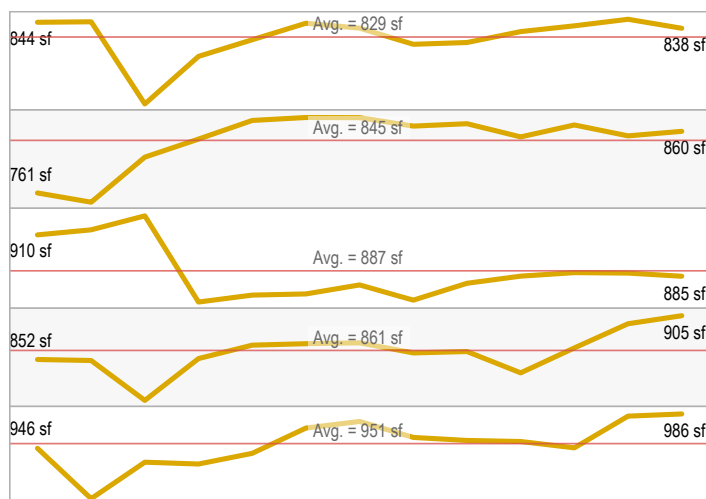
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	838 sf
	North York	860 sf
	Scarborough	885 sf
	Toronto	905 sf
905 Area	905 All Muni.	986 sf

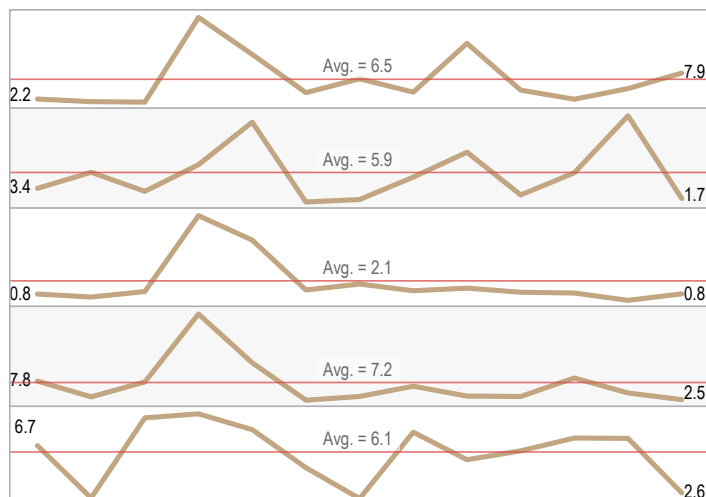
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	7.9
	North York	1.7
	Scarborough	0.8
	Toronto	2.5
905 Area	905 All Muni.	2.6

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	July 2018				July 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	8			8	9			9
Central Waterfront	Toronto	72			72	4			4
Don Mills - York Mills	North York	5		2	7	7		0	7
Downtown Core	Toronto	9			9	8			8
Downtown East	Toronto	10			10	320			320
Downtown West	Toronto	137			137	556	0		556
Etobicoke Waterfront	Etobicoke	21			21	18			18
Highway7 - Yonge	Markham	16			16				
	Richmond Hill	8		5	13	244			244
Mississauga City Centre	Mississauga	43			43	28			28
North Toronto	Toronto	29			29	8	0		8
North Yonge Corridor	North York	13		0	13	18			18
North York East	North York	0			0	2			2
North York West	North York	4		17	21	3		1	4
Not Applicable	Brampton	18		29	47	0		46	46
	Burlington	7			7	14			14
	Clarington	2		0	2	3		1	4
	Etobicoke	182	3	0	185	19	0	5	24
	Georgina	0			0	0			0
	Halton Hills	3			3	0			0
	Markham	19		0	19	106		0	106
	Milton	21		2	23	0			0
	Mississauga	54		3	57	73		1	74
	Newmarket		0		0				
	Oakville	7		0	7	4		0	4
	Oshawa	3			3				
	Pickering	0		2	2	2		21	23
	Scarborough	6		3	9	10		2	12
	Toronto	11			11	2			2
	Vaughan	18		18	36	118		0	118
	Whitby	2			2				
	Whitchurch-Stouffville	7			7	3			3
Sheppard Corridor	North York	25			25	95			95
Thornhill	Markham					0			0
Toronto East	Toronto	4	0	0	4	0	0	0	0
Toronto West	Toronto	6	0		6	15	0		15
Yonge - St. Clair	Toronto	1			1	32			32
Grand Total		771	3	81	855	1,721	0	77	1,798

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	1,647			1,647	536			536
Central Waterfront	Toronto	950			950	645			645
Don Mills - York Mills	North York	527		57	584	179		22	201
	Toronto								
Downtown Core	Toronto	591			591	168			168
Downtown East	Toronto	1,662			1,662	489			489
Downtown West	Toronto	3,735	7		3,742	1,656			1,656
Etobicoke Waterfront	Etobicoke	427			427	248			248
Highway7 - Yonge	Markham	538			538	228			228
	Richmond Hill	693		93	786	90		71	161
Mississauga City Centre	Mississauga	579			579	346			346
North Toronto	North York								
	Toronto	569	2		571	198			198
North Yonge Corridor	North York	756		32	788	219		10	229
	Toronto								
North York East	North York	0			0	6			6
North York West	North York	592		69	661	370		51	421
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	226		228	454	59		103	162
	Burlington	165			165	136			136
	Caledon								
	Clarington	95		20	115	66		4	70
	Etobicoke	1,330	48	38	1,416	588	0	32	620
	Georgina	2			2	88			88
	Halton Hills	45			45	65			65
	King								
	Markham	996		2	998	408		42	450
	Milton	406		21	427	183		27	210
	Mississauga	1,063		118	1,181	527		90	617
	Newmarket		5		5		6		6
	North York								
	Oakville	559		27	586	165		13	178
	Oshawa	8			8	2			2
	Pickering	275		43	318	6		21	27
	Richmond Hill								
	Scarborough	290		45	335	167		51	218
	Toronto	343		62	405	184			184
	Uxbridge								
	Vaughan	980		19	999	379		26	405
	Whitby	2			2	79			79
	Whitchurch-Stouffville	123			123	174			174
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	692			692	411			411
Thornhill	Markham	1			1				
	Vaughan								
Toronto East	Toronto	107	97	2	206	26	19	2	47
Toronto West	Toronto	287	6		293	169	1		170
Yonge - St. Clair	Toronto	154			154	80			80
Grand Total		21,415	165	876	22,456	9,340	26	565	9,931

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