



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of August 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-18		Aug-17		Change
High Rise	803		812		-1.1%
Low Rise	171		114		50.0%
Total	974		926		5.2%
Year to Date Sales	Jan.-Aug. 2018		Jan.-Aug. 2017		Y/Y Change
High Rise	11,494		25,431		-54.8%
Low Rise	2,570		6,265		-59.0%
Total	14,064		31,696		-55.6%
Year to Date Supply	Jan.-Aug. 2018		Jan.-Aug. 2017		Y/Y Change
High Rise	12,753		22,292		-42.8%
Low Rise	3,683		6,621		-44.4%
Total	16,436		28,913		-43.2%
Year to Date Completions	Jan.-Aug. 2018		Jan.-Aug. 2017		Y/Y Change
High Rise	10,099		9,693		4.2%
Remaining Inventory	Aug-18	Jul-18	Aug-17	M/M Change	Y/Y Change
High Rise	8,842	9,282	7,474	-4.7%	18.3%
Low Rise	4,777	4,913	2,249	-2.8%	112.4%
Total	13,619	14,195	9,723	-4.1%	40.1%
Benchmark Price	Aug-18	Jul-18	Aug-17	M/M Change	Y/Y Change
High Rise	\$784,512	\$774,759	\$644,327	1.3%	21.8%
Low Rise	\$1,129,129	\$1,142,574	\$1,289,298	-1.2%	-12.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	301	266	156	
High Rise Units	494	76,955	65,671	39,192	
% Sold*	0%	87%	95%	81%	
Low Rise Projects	0	234			
Low Rise Units	0	28,012			
% Sold*	0%	83%			

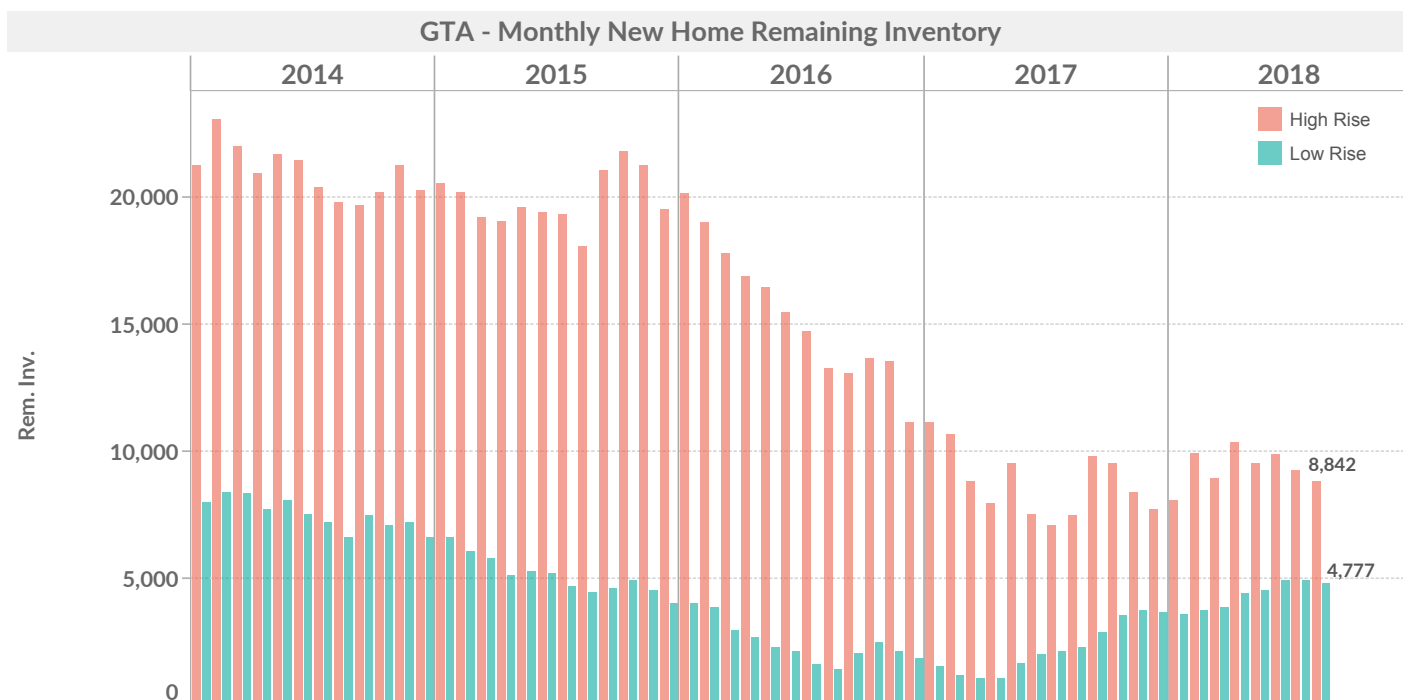
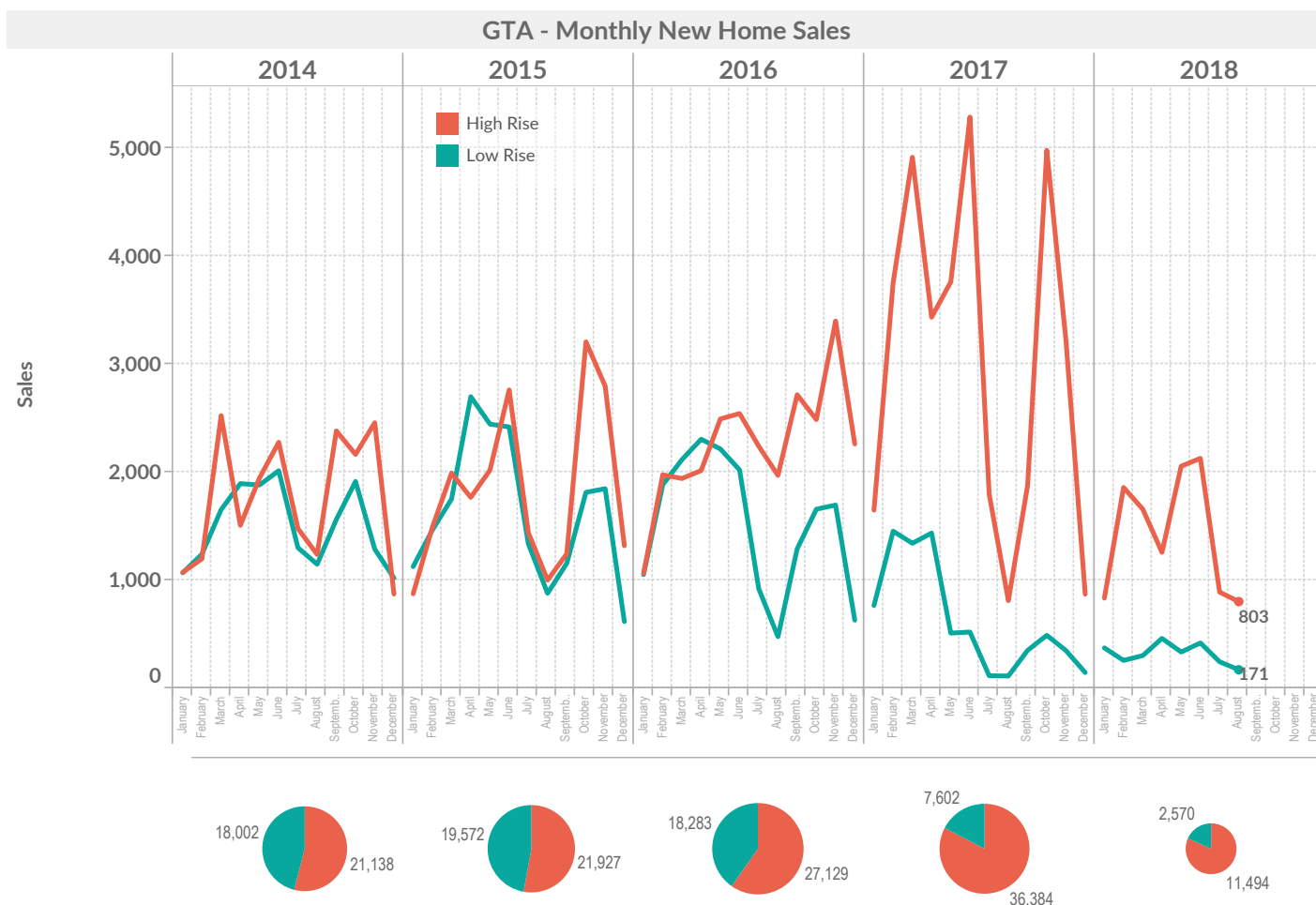
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

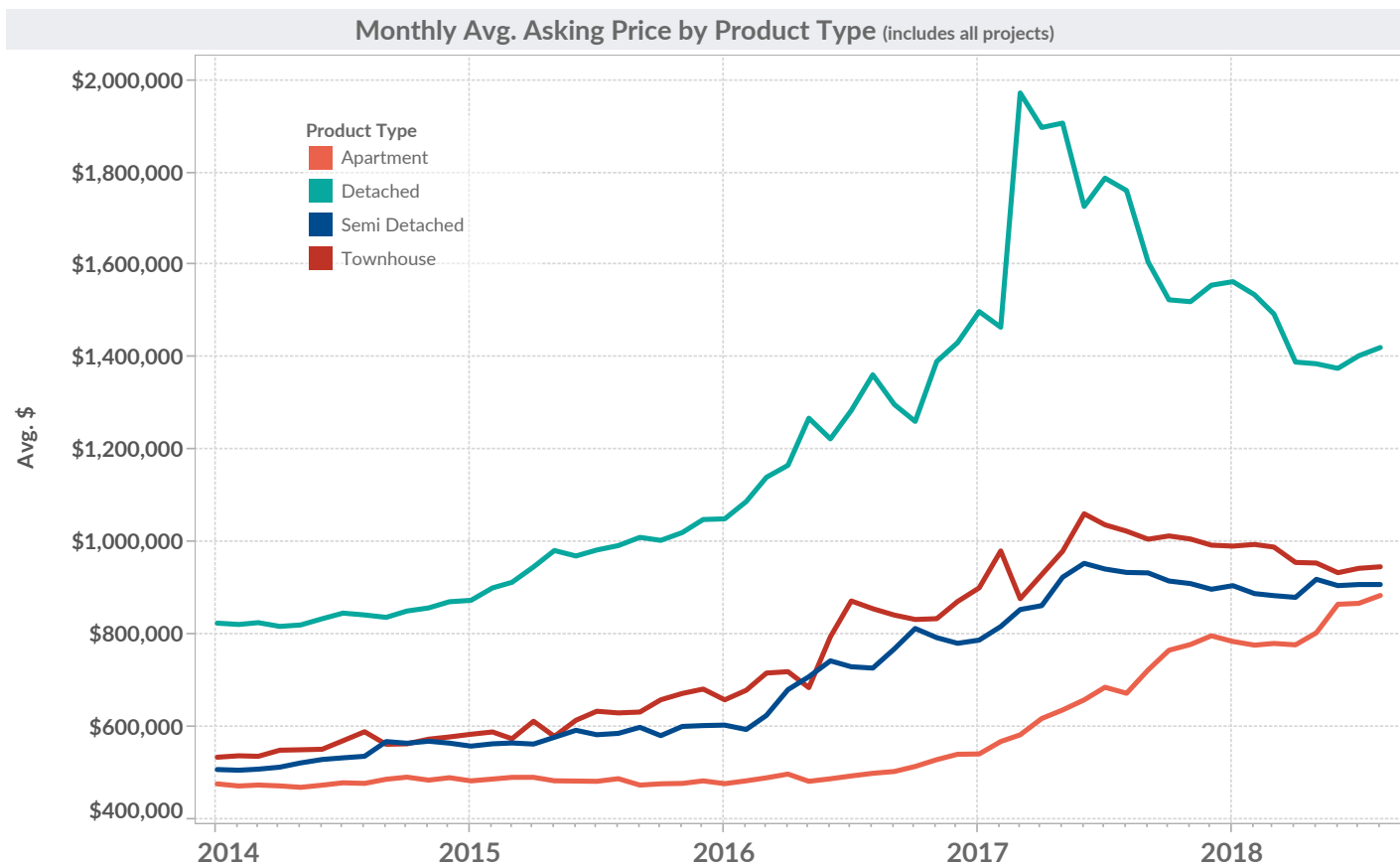
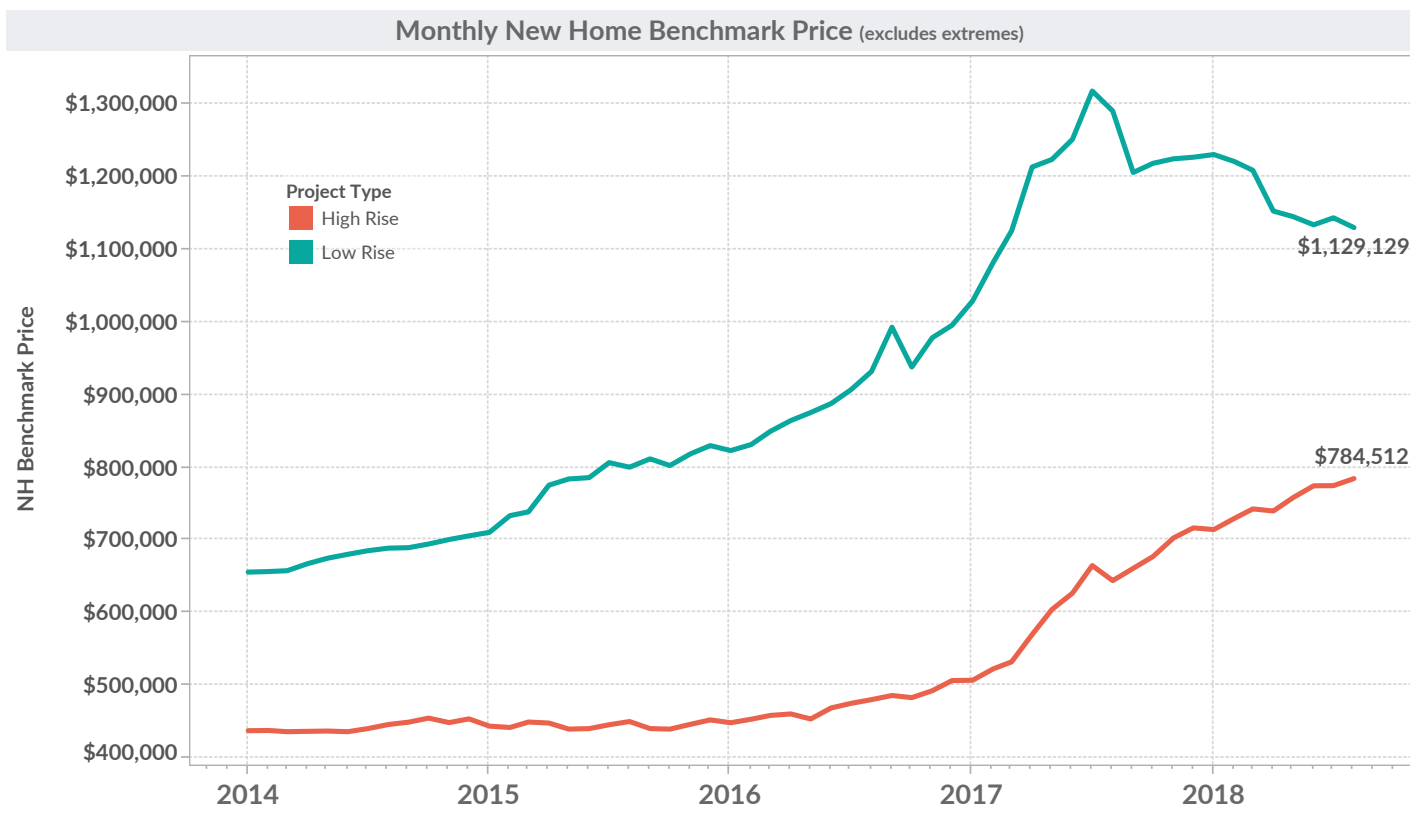
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

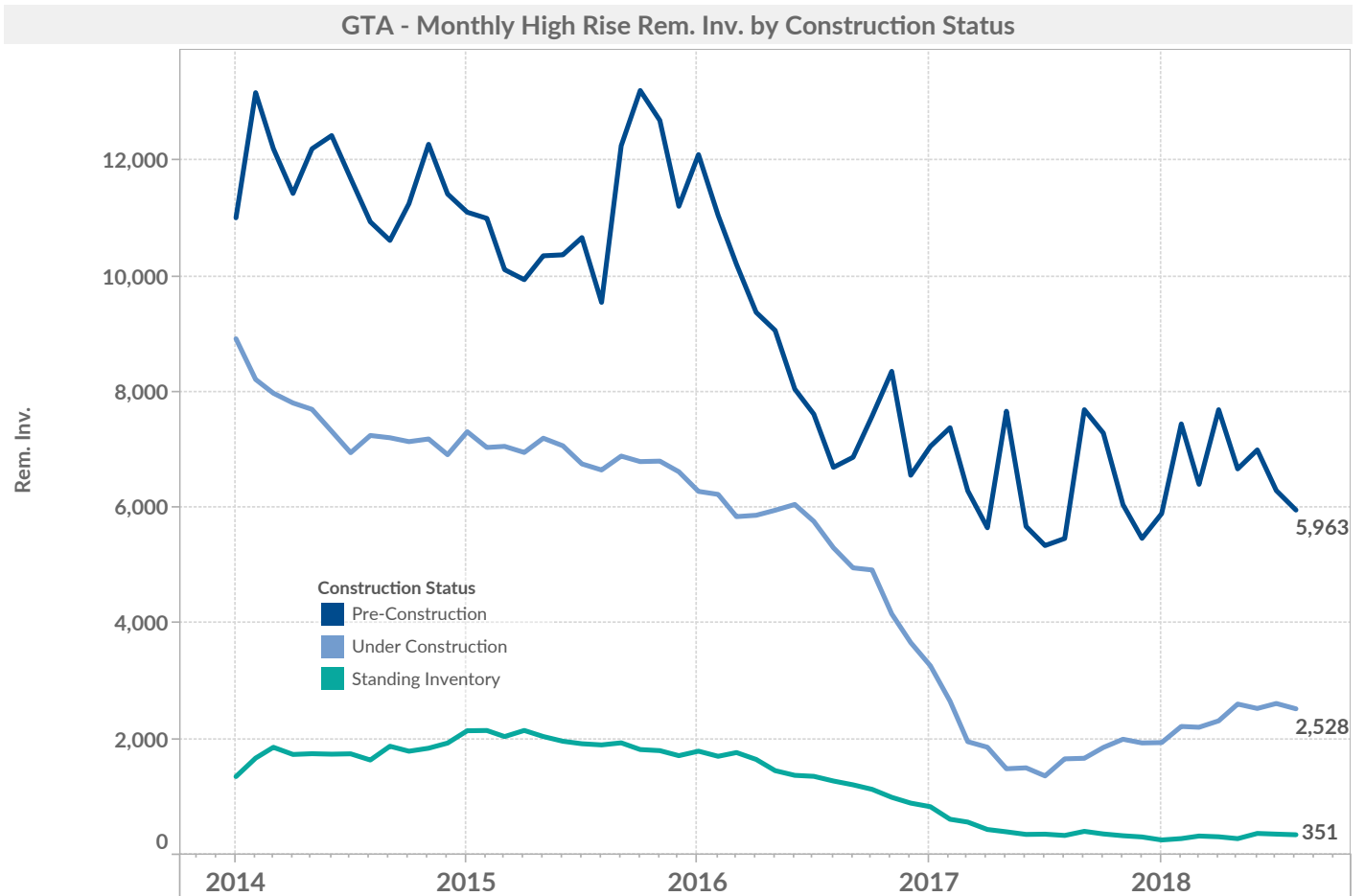
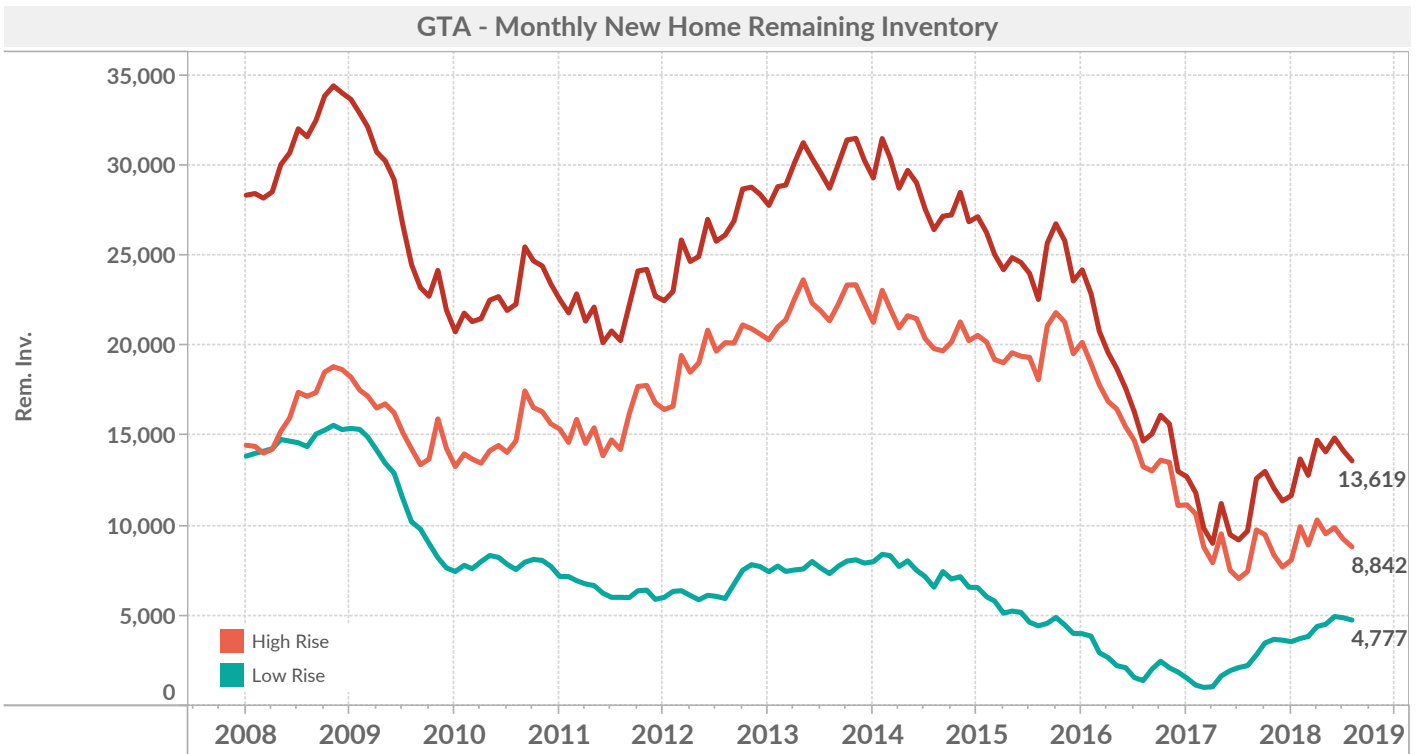
Sales & Remaining Inventory



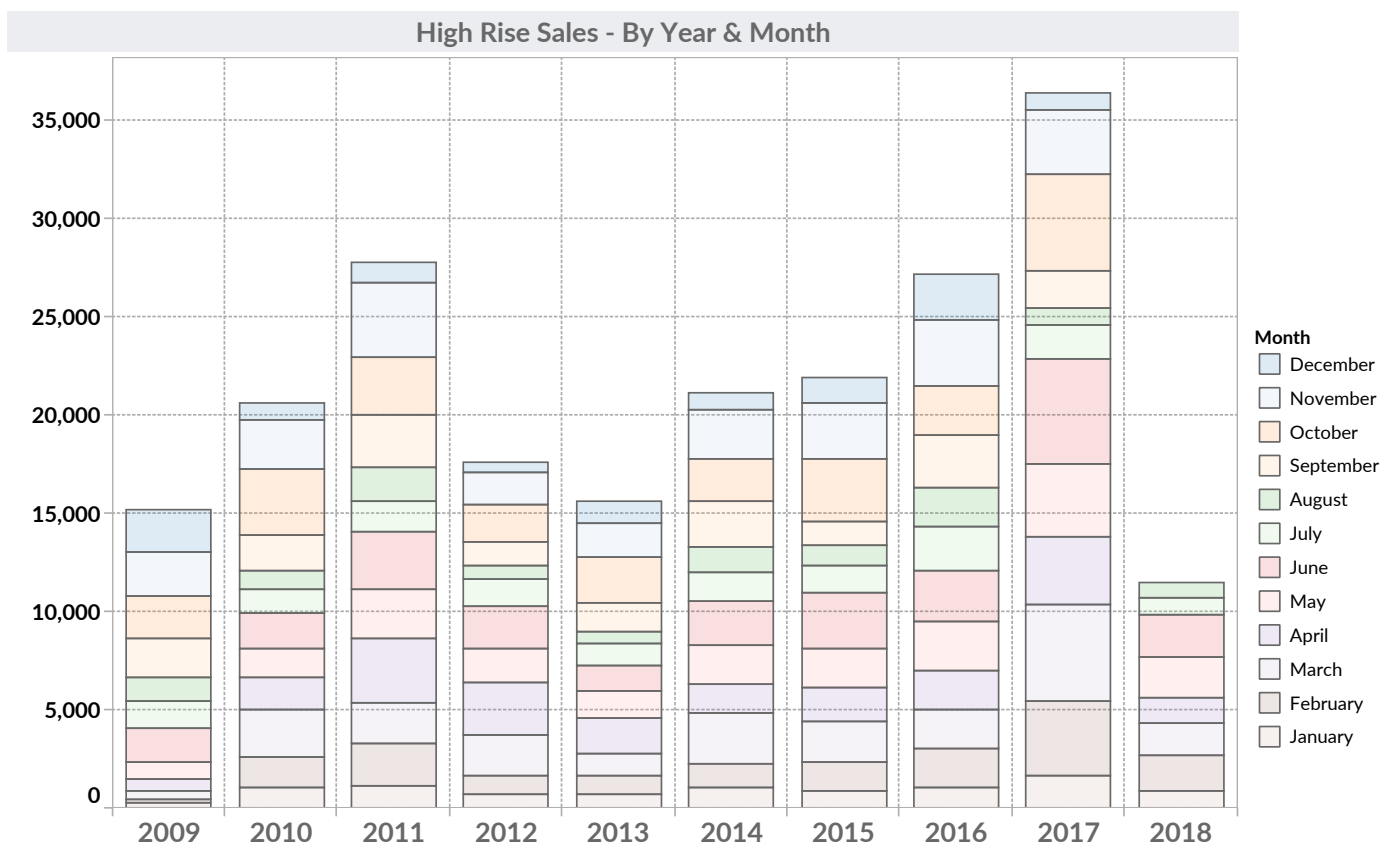
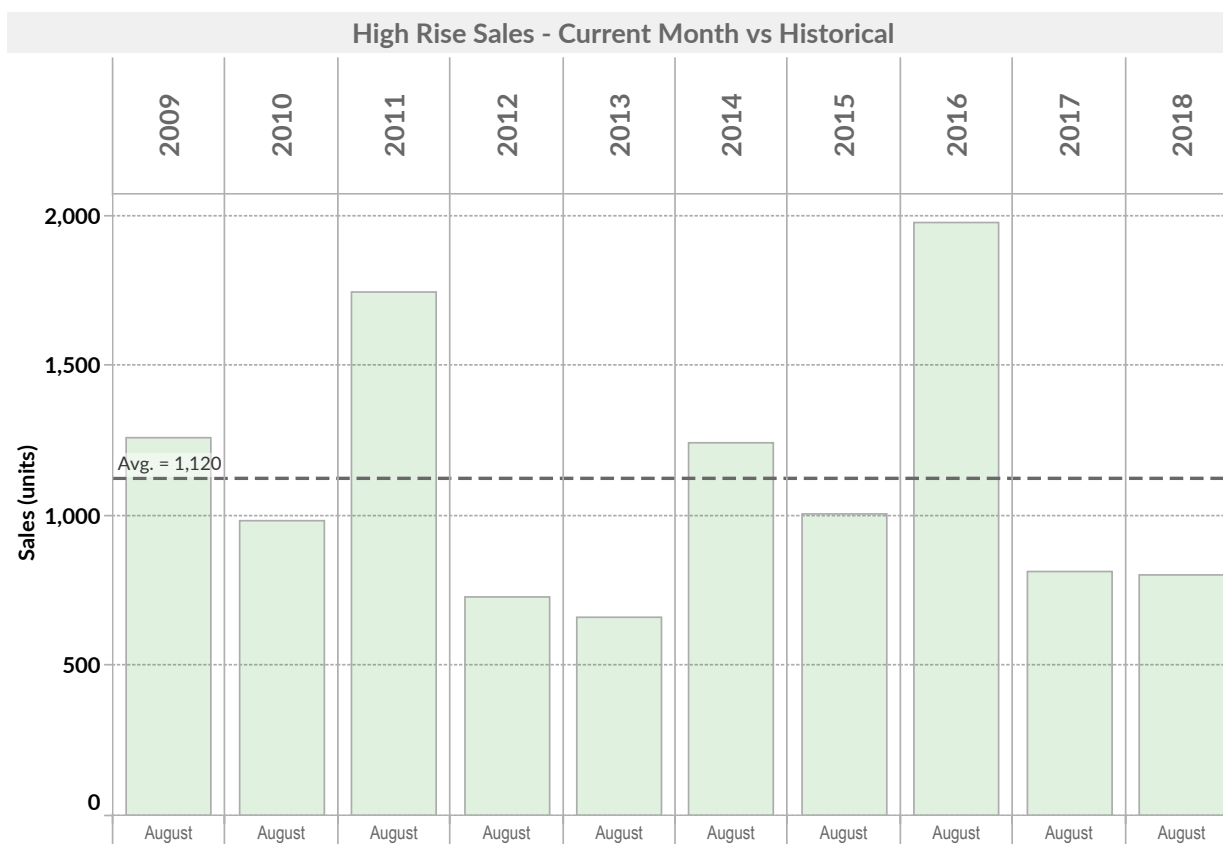
Pricing



Remaining Inventory

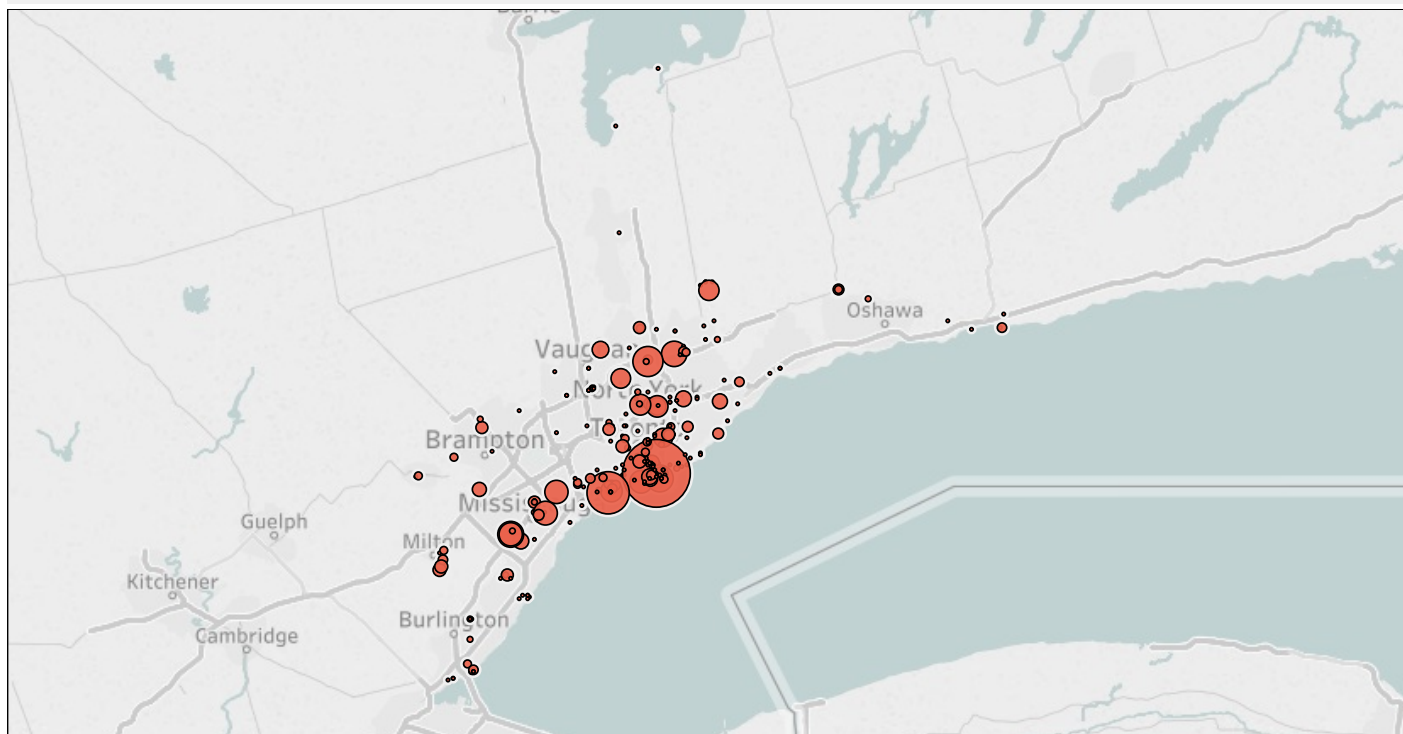


Historical Sales Comparison

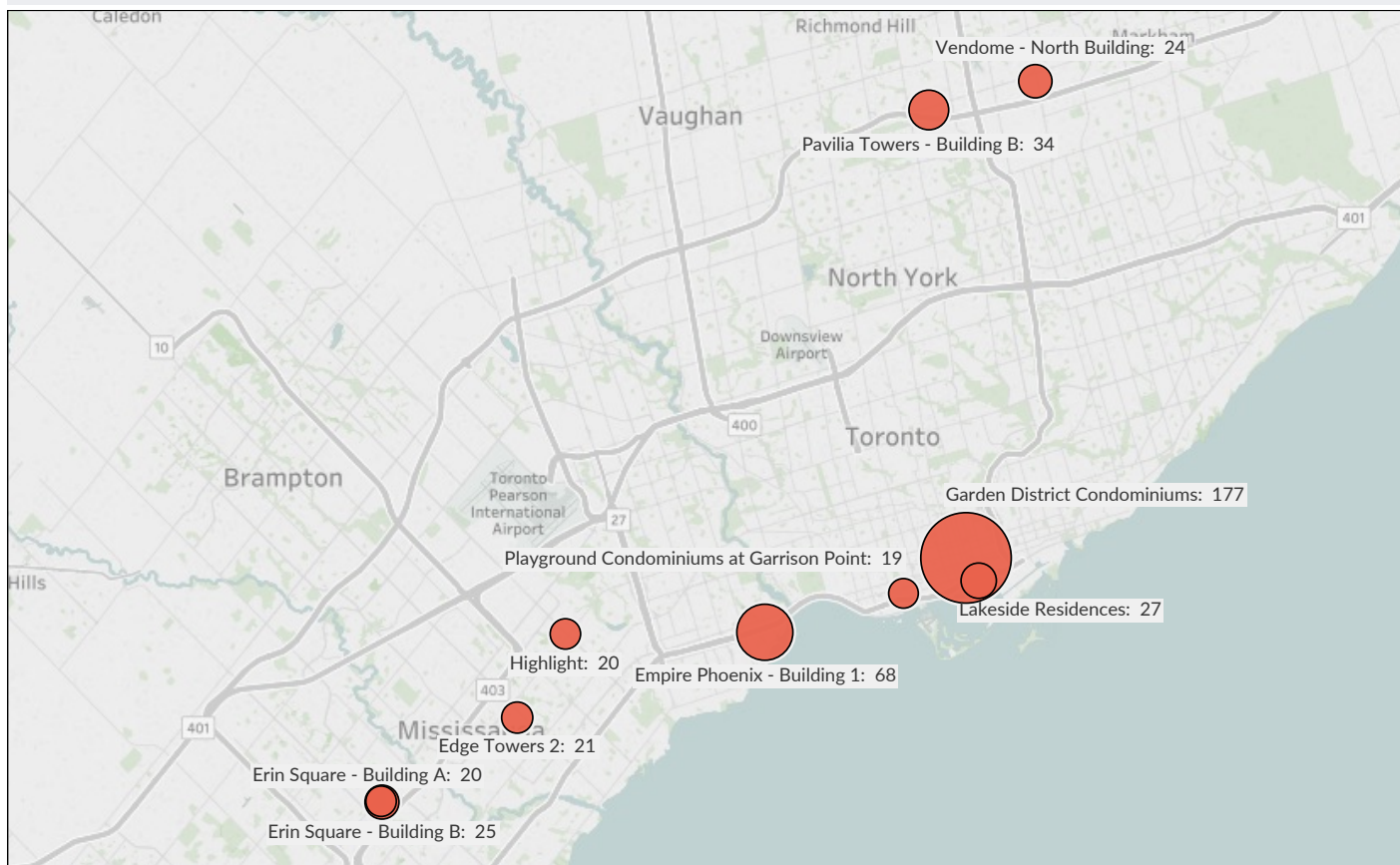


Current Sites

GTA - Active High Rise Sites by Current Month Sales



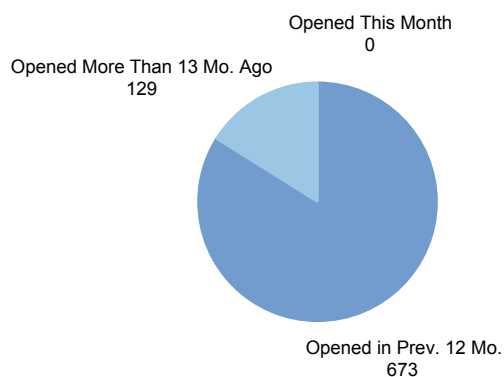
GTA - Top 10 Sites by Current Month Sales



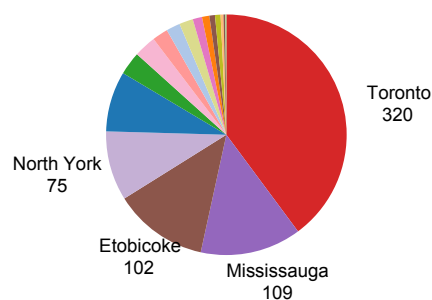
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

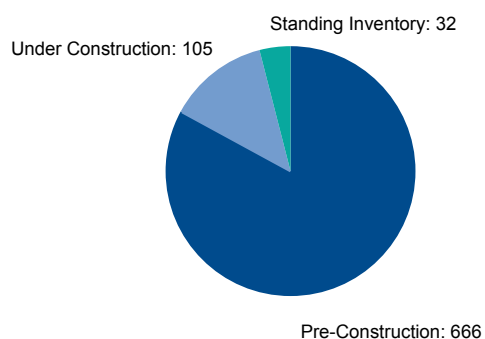
Sales by Opening Date



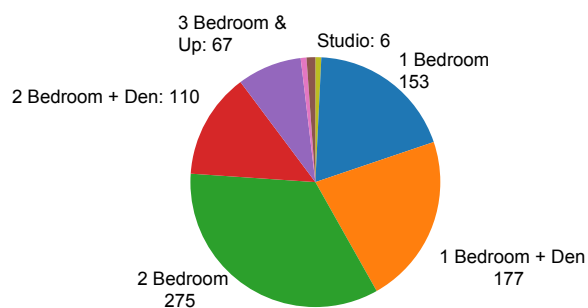
Sales by Municipality/Area



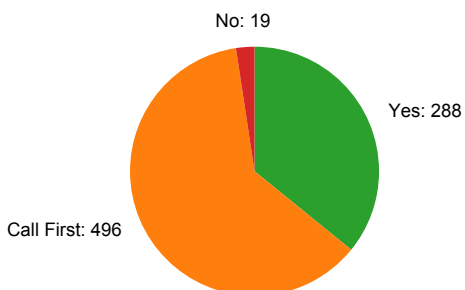
Sales by Const. Status



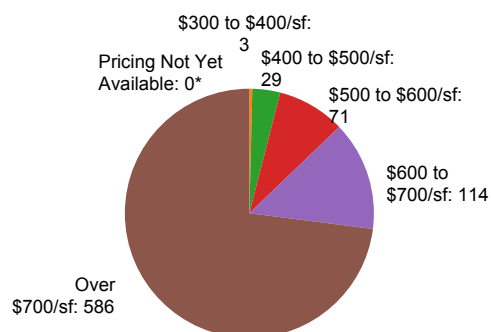
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

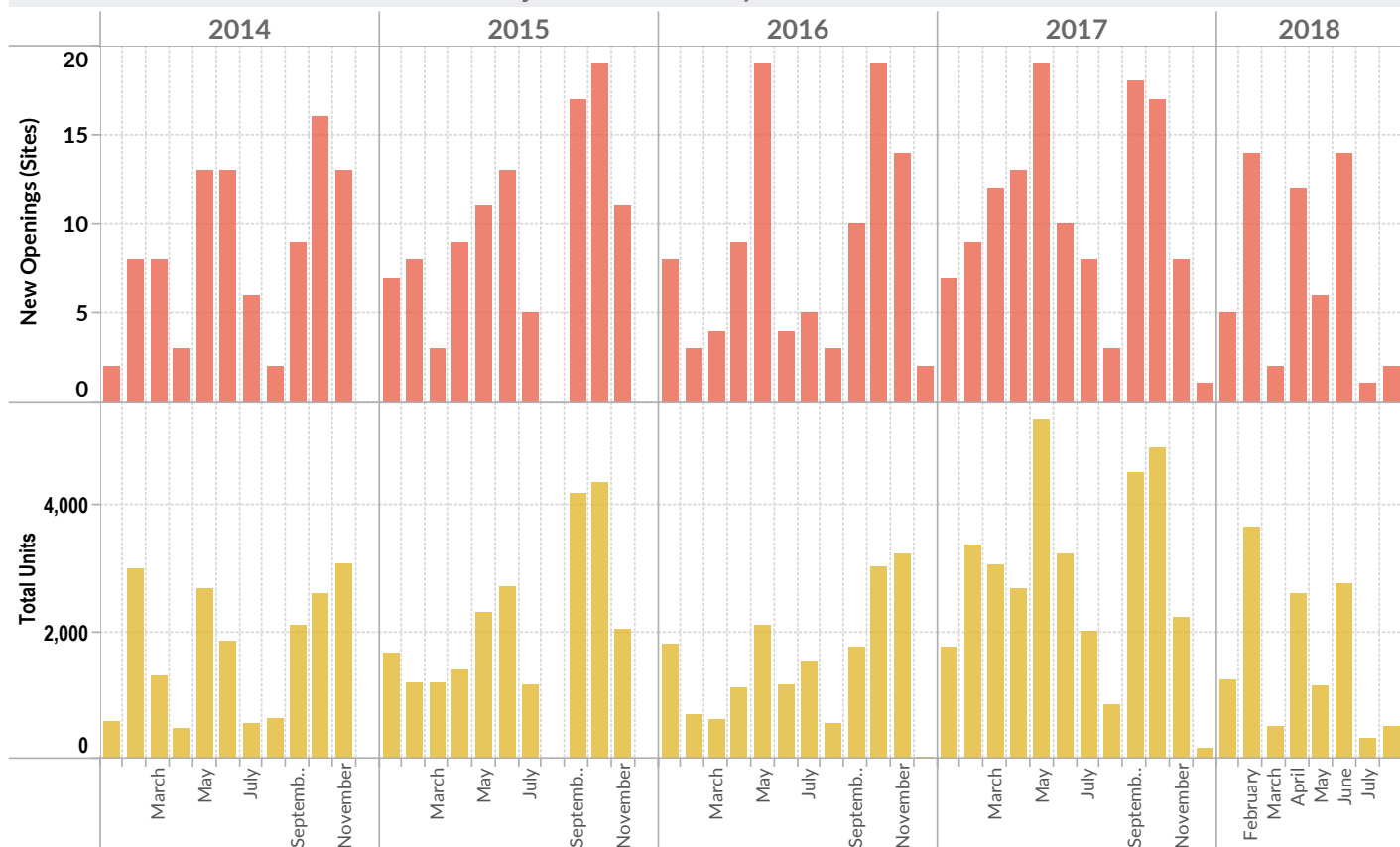
New Openings

August 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
East Junction Condos - Limen Group	Toronto	8/10/2018	278	0	230	\$849
Encore Theatre District - Plaza	Toronto	8/13/2018	216	0	216	\$1,390
Grand Total			494	0	446	\$1,120

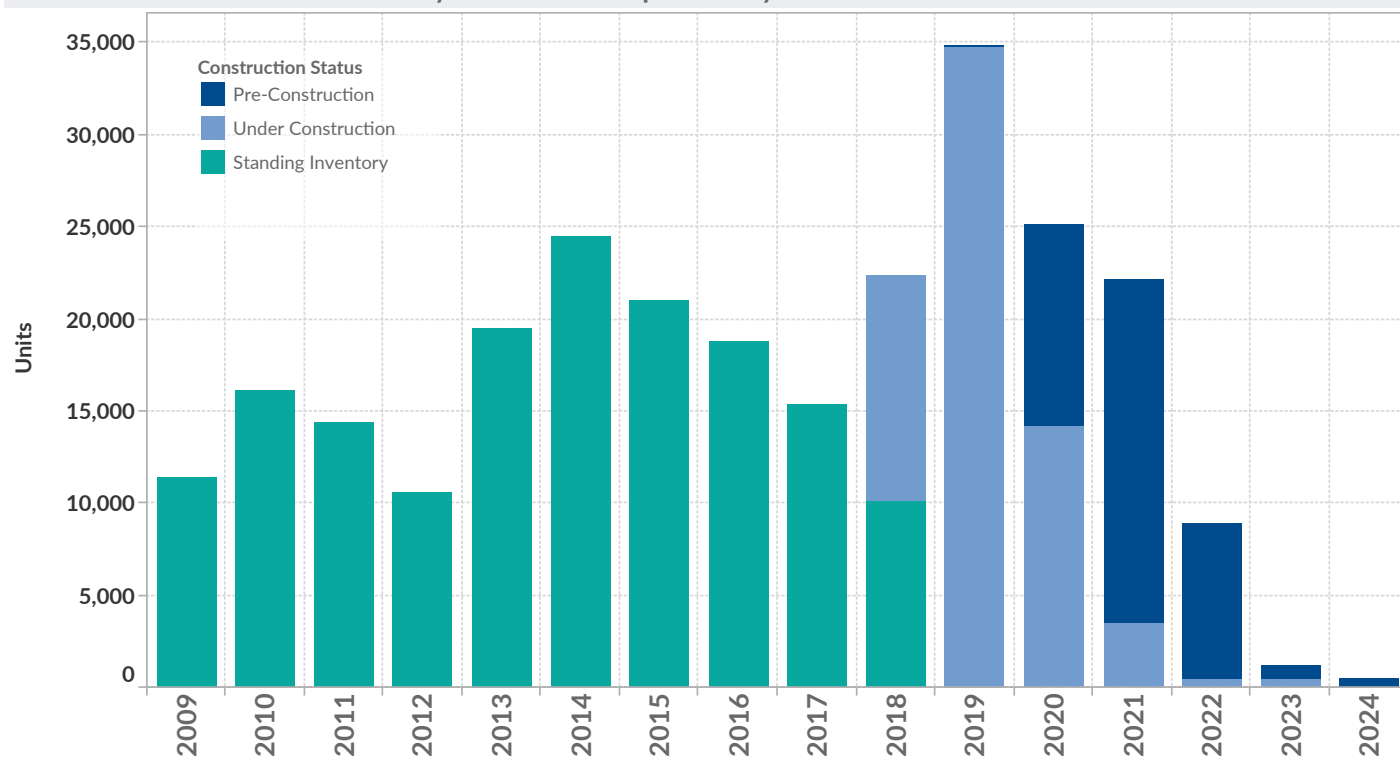
Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

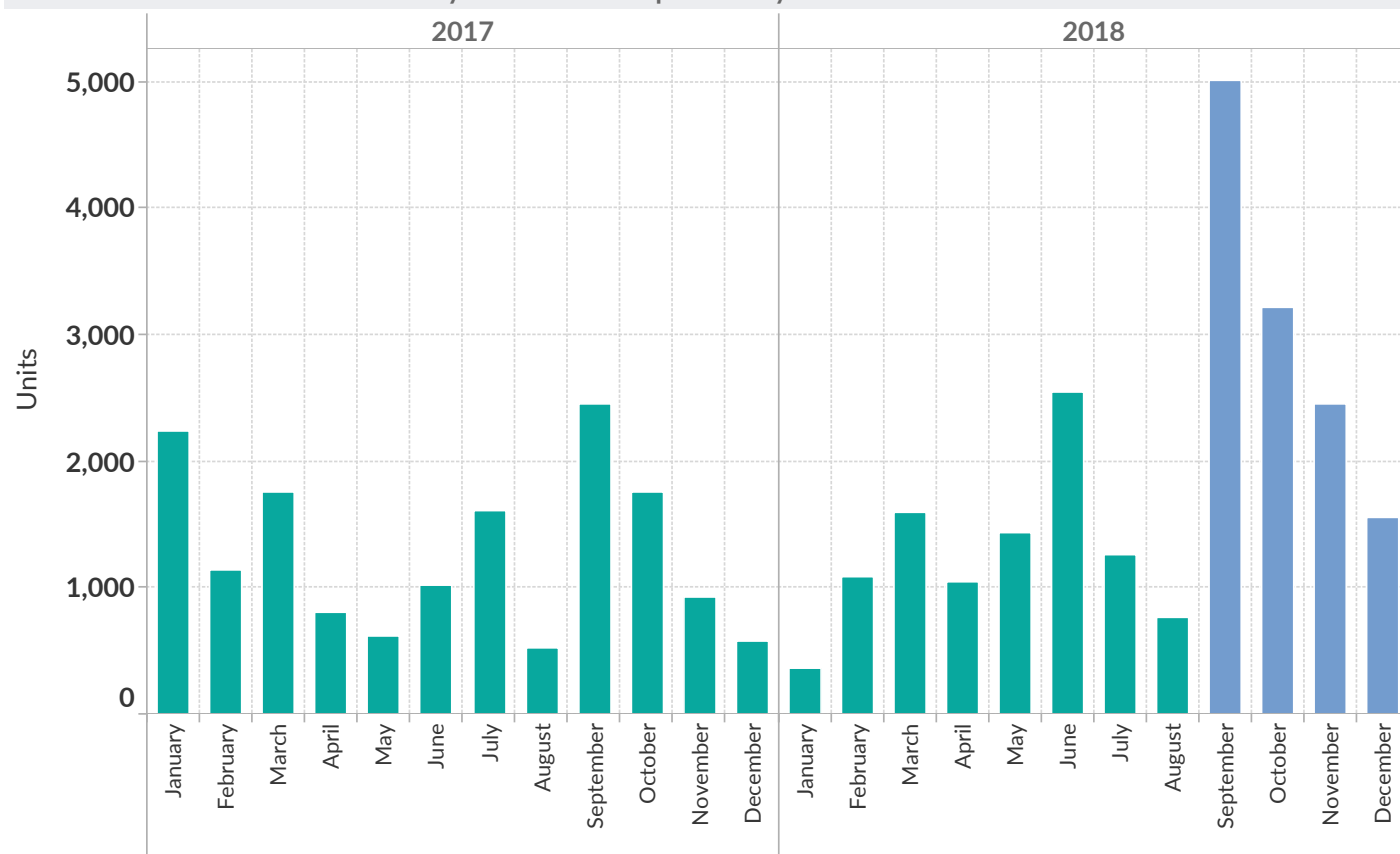


Scheduled Completions

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	182	131	30	71					1,097	9.5%
Times Group Corporation	2	78	230	123	73	39	16	38					599	5.2%
Fernbrook Homes	1	3	6	181	47	198	32	35					503	4.4%
Cityzen	1	0	0	180	46	197	30	33					487	4.2%
Concord Adex	21	106	27	8	241	27	7	37					474	4.1%
Plaza	7	381	38	7	2	6	14	1					456	4.0%
Tridel	19	8	142	22	16	158	33	21					419	3.6%
Pinnacle International	23	21	185	47	31	13	11	18					349	3.0%
Edilcan Development Corporation	105	36	112	37	8	32	5	4					339	2.9%
Empire	2	7	0	1	0	0	248	76					334	2.9%
Daniels Corporation	4	9	3	14	186	79	23	14					332	2.9%
Lanterra Developments	2	200	4	0	0	101	6	5					318	2.8%
G Group Development	0	0	0	0	0	273	12	16					301	2.6%
Greenland Group	56	2	0	21	103	42	34	27					285	2.5%
Great Gulf	146	31	0	1	56	24	15	6					279	2.4%
Chestnut Hill Developments	0	0	0	0	226	49	0	0					275	2.4%
Aoyuan International						250	0	0					250	2.2%
Solmar Development Corp.	30	26	25	34	14	51	37	21					238	2.1%
Conservatory Group	26	48	47	26	25	20	20	25					237	2.1%
Hyde Park Homes	0	0	0	0	0	45	0	177					222	1.9%
Sher Corporation						45	0	177					222	1.9%
Hazleton Developments	2	2	9	2	72	75	19	20					201	1.7%
Metropia	11	15	52	90	6	5	10	11					200	1.7%
Malibu Investments Inc.	0	98	35	34	13	6	12	0					198	1.7%
Diamond Corp	0	0	1	0	162	3	9	13					188	1.6%
Total (All 147 Builders)	835	1,860	1,659	1,259	2,057	2,130	891	803					11,494	

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 %
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.		
Pemberton Group	54	3	508	37	43	521	16	103	182	131	30	71	1,699	7.6%
Cresford Developments	1	927	1	0	0	1	15	0	2	2	0	0	949	4.2%
Daniels Corporation	301	247	42	23	4	9	3	14	186	79	23	14	945	4.2%
Concord Adex	118	217	75	34	21	106	27	8	241	27	7	37	918	4.1%
Tridel	19	22	336	27	19	8	142	22	16	158	33	21	823	3.7%
Graywood Developments	0	628	1	0	0	0	2	0	0	0	0	0	631	2.8%
Times Group Corporation	3	3	0	2	2	78	230	123	73	39	16	38	607	2.7%
Greenpark Group	0	245	202	28	31	8	55	10	0	15			594	2.6%
OnePiece Developments Inc.		284	12	111	22	25	37	65	0	20	11	5	592	2.6%
Greenland Group			278	0	56	2	0	21	103	42	34	27	563	2.5%
Conservatory Group	6	121	143	45	26	48	47	26	25	20	20	25	552	2.5%
Mattamy Homes	127	122	173	64	21	21	5	7	4	1	4	1	550	2.5%
Metropia	1	337	5	0	11	15	52	90	6	5	10	11	543	2.4%
Centrecourt Developments Inc.	410	62	9				0	57					538	2.4%
Fernbrook Homes	5	8	2	2	1	3	6	181	47	198	32	35	520	2.3%
Lifetime Developments	2	2	434	12	35	2	0	2	12	11	8	0	520	2.3%
Rowntree Enterprises Inc.		0	322	4	9	4	136	6	8	5	5	10	509	2.3%
Edilcan Development Corporation	0	139	25	3	105	36	112	37	8	32	5	4	506	2.3%
Plaza	16	3	17	8	7	381	38	7	2	6	14	1	500	2.2%
Cityzen	0	0	0	0	1	0	0	180	46	197	30	33	487	2.2%
DREAM	0	216	102	105	19	3	5	0	0	0	0	0	450	2.0%
Pinnacle International	34	23	28	7	23	21	185	47	31	13	11	18	441	2.0%
Aspen Ridge Homes	21	297	30	19	7	14	7	15	7	2	0	1	420	1.9%
Capital Developments	0	335	5	2	11	15	15	26	0	0	4	2	415	1.8%
Solmar Development Corp.	1	75	53	33	30	26	25	34	14	51	37	21	400	1.8%
Total (All 171 Builders)	1,877	4,983	3,221	872	835	1,860	1,659	1,259	2,057	2,130	891	803	22,447	

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 August
Garden District Condominiums - Sher Corporation and Hyde Park Homes	Toronto	Apartment	1 Bedroom	25
			1 Bedroom + Den	44
			2 Bedroom + Den	2
			3 Bedroom & Up	18
			2 Bedroom	88
			Other	0
			Total	177
Empire Phoenix - Building 1 - Empire	Etobicoke	Apartment	1 Bedroom	41
			1 Bedroom + Den	2
			2 Bedroom + Den	0
			2 Bedroom	25
			Total	68
Pavilia Towers - Building B - Times Group Corporation	Markham	Apartment	1 Bedroom	8
			1 Bedroom + Den	13
			2 Bedroom + Den	3
			3 Bedroom & Up	2
			2 Bedroom	8
			Studio	0
			Total	34
Lakeside Residences - Greenland Group	Toronto	Apartment	1 Bedroom	12
			1 Bedroom + Den	14
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	1
			Total	27
Erin Square - Building B - Pemberton Group	Mississauga	Apartment	1 Bedroom + Den	9
			2 Bedroom + Den	16
			2 Bedroom	0
			Total	25
Vendome - North Building - H&W Development Corp.	Markham	Apartment	1 Bedroom	2
			1 Bedroom + Den	10
			2 Bedroom + Den	3
			3 Bedroom & Up	2
			2 Bedroom	6
			Other	1
			Total	24

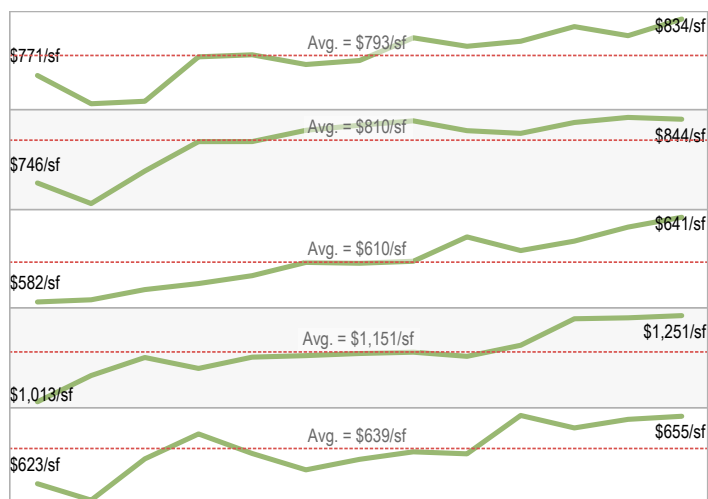
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$834/sf
	North York	\$844/sf
	Scarborough	\$641/sf
	Toronto	\$1,251/sf
905 Area	905 All Muni.	\$655/sf

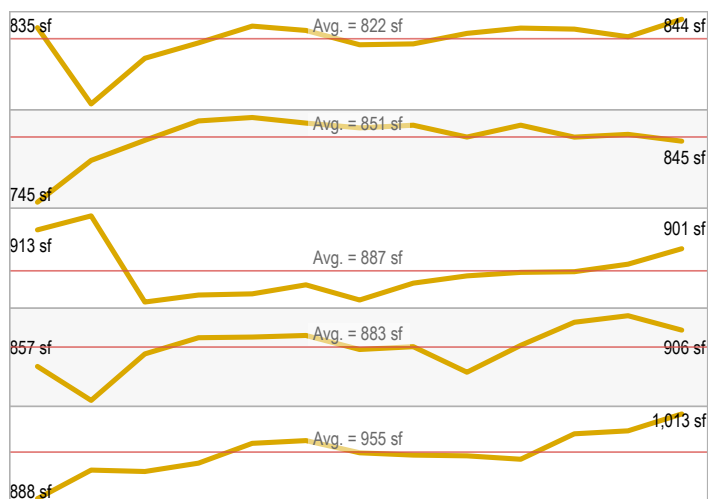
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	844 sf
	North York	845 sf
	Scarborough	901 sf
	Toronto	906 sf
905 Area	905 All Muni.	1,013 sf

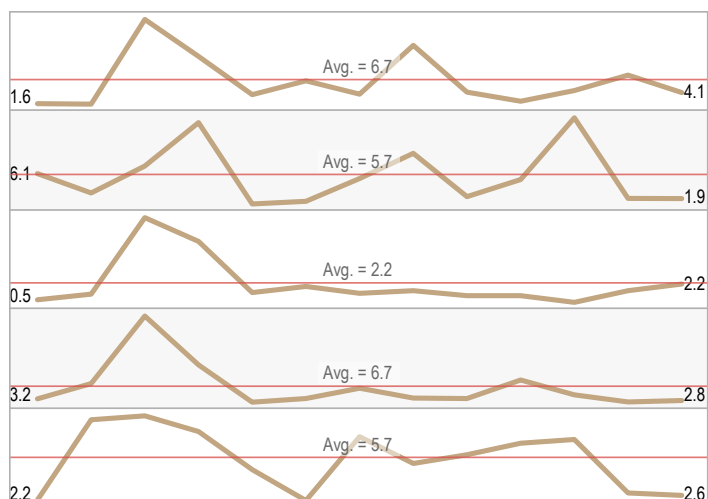
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	4.1
	North York	1.9
	Scarborough	2.2
	Toronto	2.8
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	August 2018				August 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	8			8	5			5
Central Waterfront	Toronto	39			39	0			0
Don Mills - York Mills	North York	12		4	16	0		0	0
Downtown Core	Toronto	0			0	8			8
Downtown East	Toronto	188			188	84			84
Downtown West	Toronto	42			42	234	0		234
Etobicoke Waterfront	Etobicoke	22			22	5			5
Highway7 - Yonge	Markham	35			35				
	Richmond Hill	8		2	10	12			12
Mississauga City Centre	Mississauga	24			24	26			26
North Toronto	Toronto	7			7	8	1		9
North Yonge Corridor	North York	18		0	18	11			11
North York East	North York	0			0	0			0
North York West	North York	6		2	8	114		2	116
Not Applicable	Brampton	3		12	15	1		9	10
	Burlington	8			8	15			15
	Clarington	3		0	3	22		1	23
	Etobicoke	80		0	80	17	1	8	26
	Georgina	0			0	1			1
	Halton Hills	2			2	3			3
	Markham	29		1	30	14		0	14
	Milton	14		3	17	4			4
	Mississauga	76		9	85	60		0	60
	Newmarket		0		0				
	Oakville	6		0	6	6		0	6
	Oshawa	1			1				
	Pickering	0		0	0	0		2	2
	Scarborough	21		3	24	6		0	6
	Toronto	21			21	2			2
	Vaughan	25		0	25	23		1	24
	Whitby	6			6				
	Whitchurch-Stouffville	15			15	1			1
Sheppard Corridor	North York	33			33	82			82
Thornhill	Markham					1			1
Toronto East	Toronto	1	0	0	1	1	0	0	1
Toronto West	Toronto	3	0		3	0	1		1
Yonge - St. Clair	Toronto	11			11	20			20
Grand Total		767	0	36	803	786	3	23	812

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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