



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of September 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-18		Sep-17		Change
High Rise	1,494		1,878		-20.4%
Low Rise	253		351		-27.9%
Total	1,747		2,229		-21.6%
Year to Date Sales	Jan.-Sep. 2018		Jan.-Sep. 2017		Y/Y Change
High Rise	13,151		25,614		-48.7%
Low Rise	2,816		6,620		-57.5%
Total	15,967		32,234		-50.5%
Year to Date Supply	Jan.-Sep. 2018		Jan.-Sep. 2017		Y/Y Change
High Rise	14,766		25,100		-41.2%
Low Rise	4,272		7,587		-43.7%
Total	19,038		32,687		-41.8%
Year to Date Completions	Jan.-Sep. 2018		Jan.-Sep. 2017		Y/Y Change
High Rise	12,295		12,148		1.2%
Remaining Inventory	Sep-18	Aug-18	Sep-17	M/M Change	Y/Y Change
High Rise	8,820	8,721	9,678	1.1%	-8.9%
Low Rise	5,132	4,813	2,864	6.6%	79.2%
Total	13,952	13,534	12,542	3.1%	11.2%
Benchmark Price	Sep-18	Aug-18	Sep-17	M/M Change	Y/Y Change
High Rise	\$789,643	\$784,512	\$661,188	0.7%	19.4%
Low Rise	\$1,119,533	\$1,129,129	\$1,204,829	-0.8%	-7.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	10	299	266	151	
High Rise Units	1,949	75,361	65,489	36,815	
% Sold*	31%	46%	95%	79%	
Low Rise Projects	7	243			
Low Rise Units	300	28,979			
% Sold*	14%	82%			

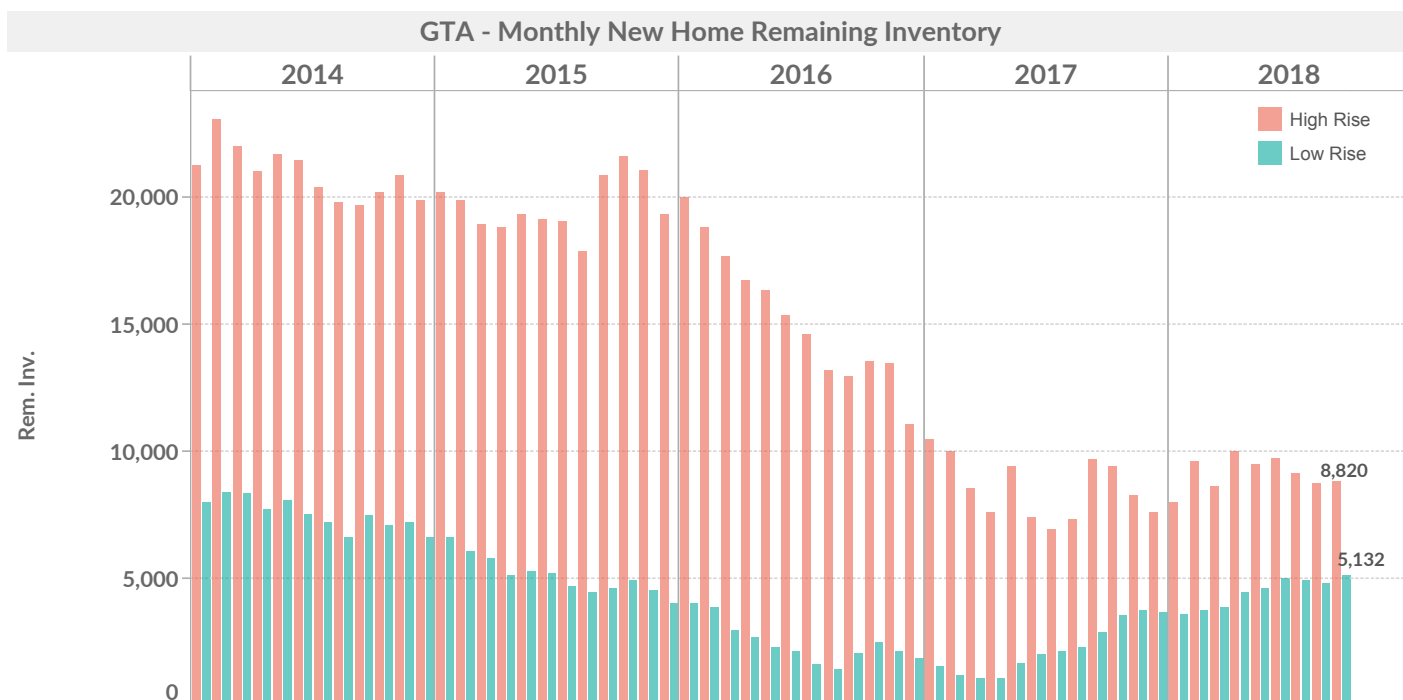
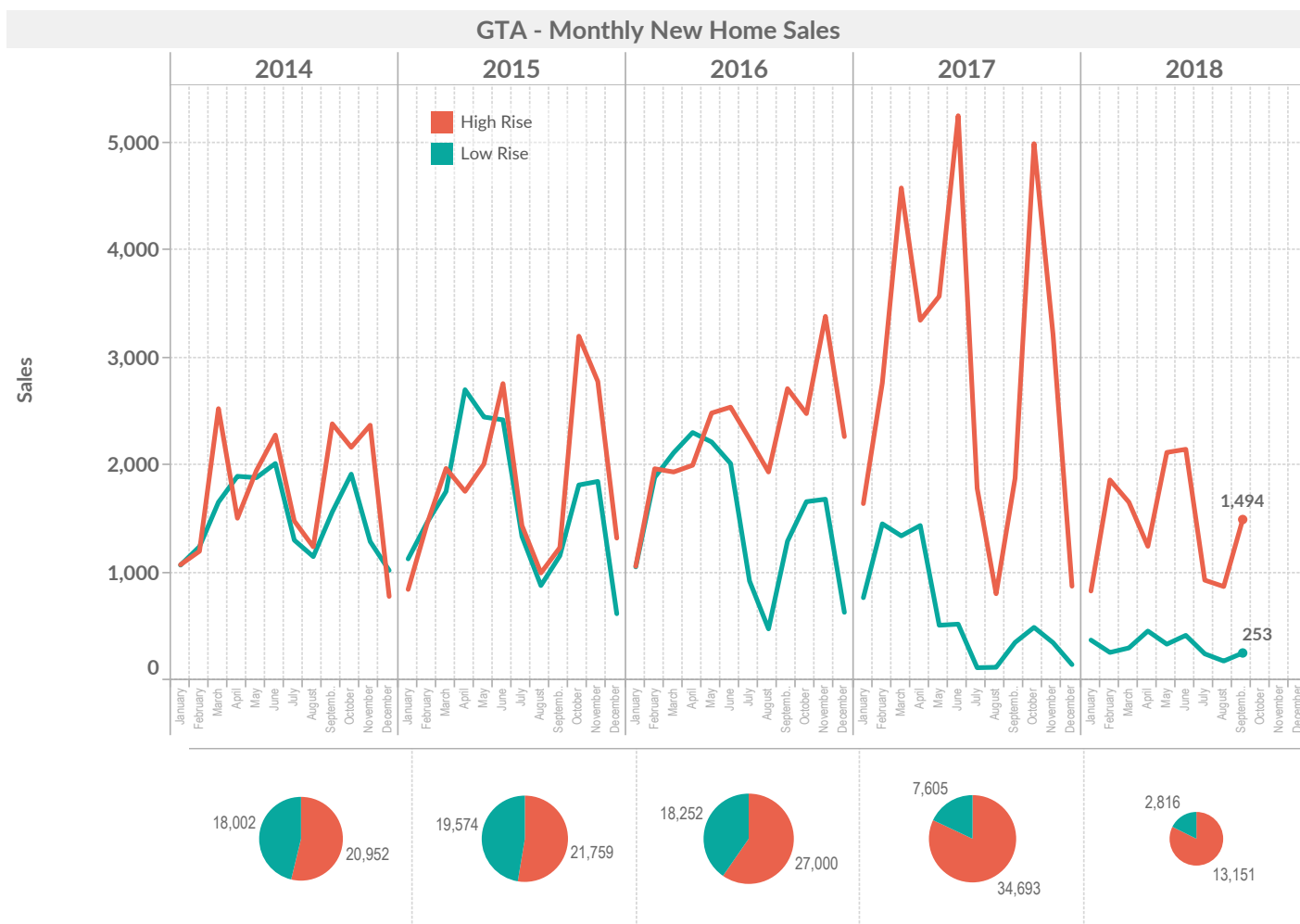
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

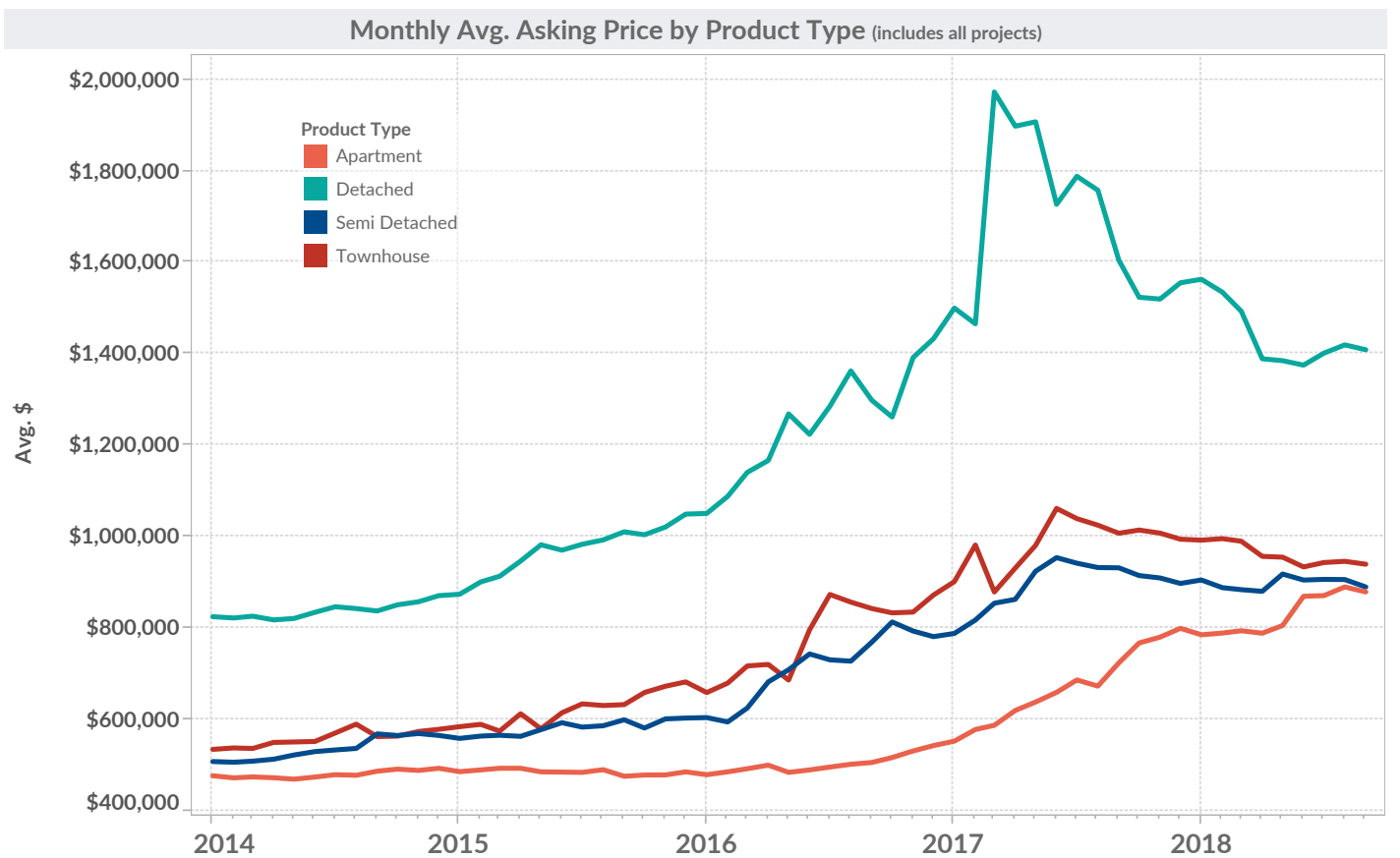
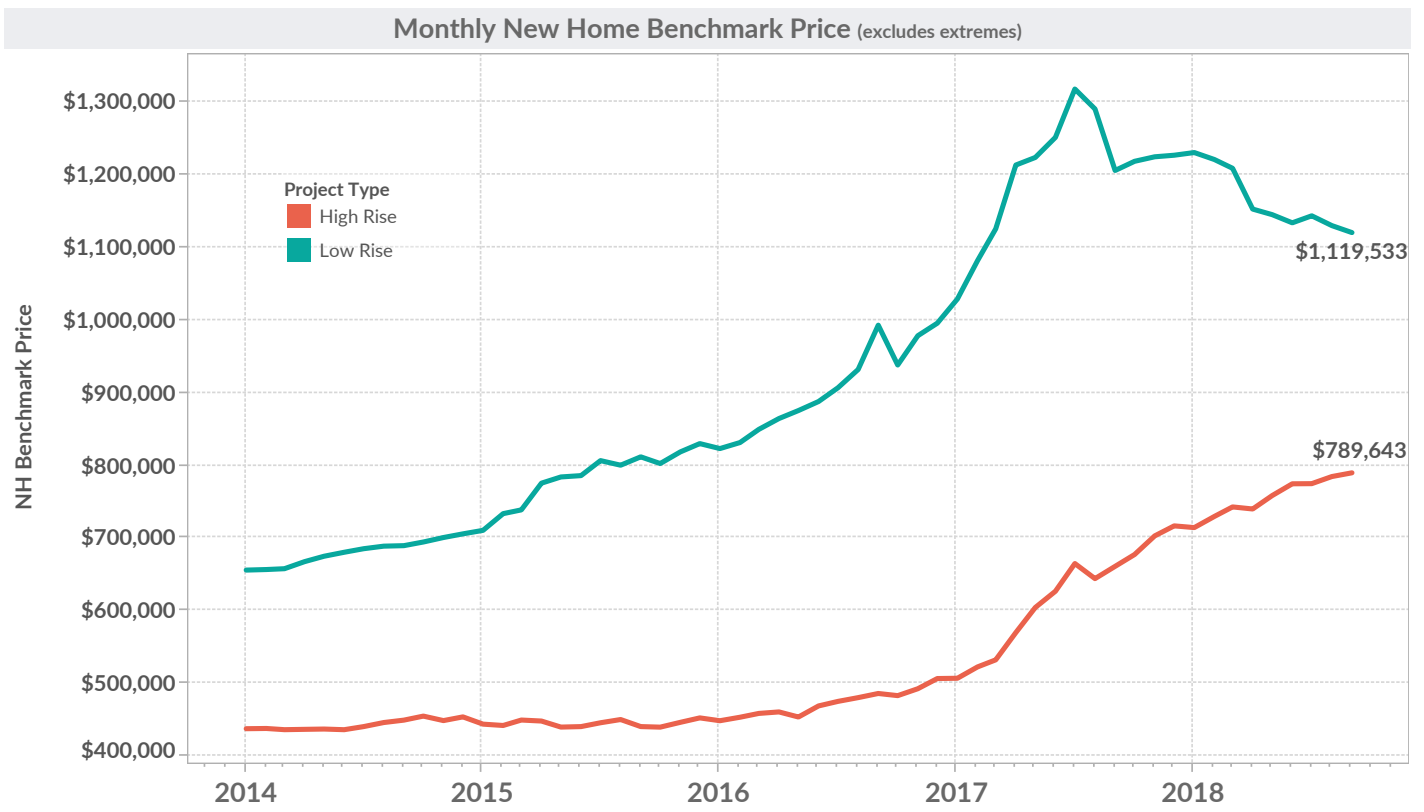
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

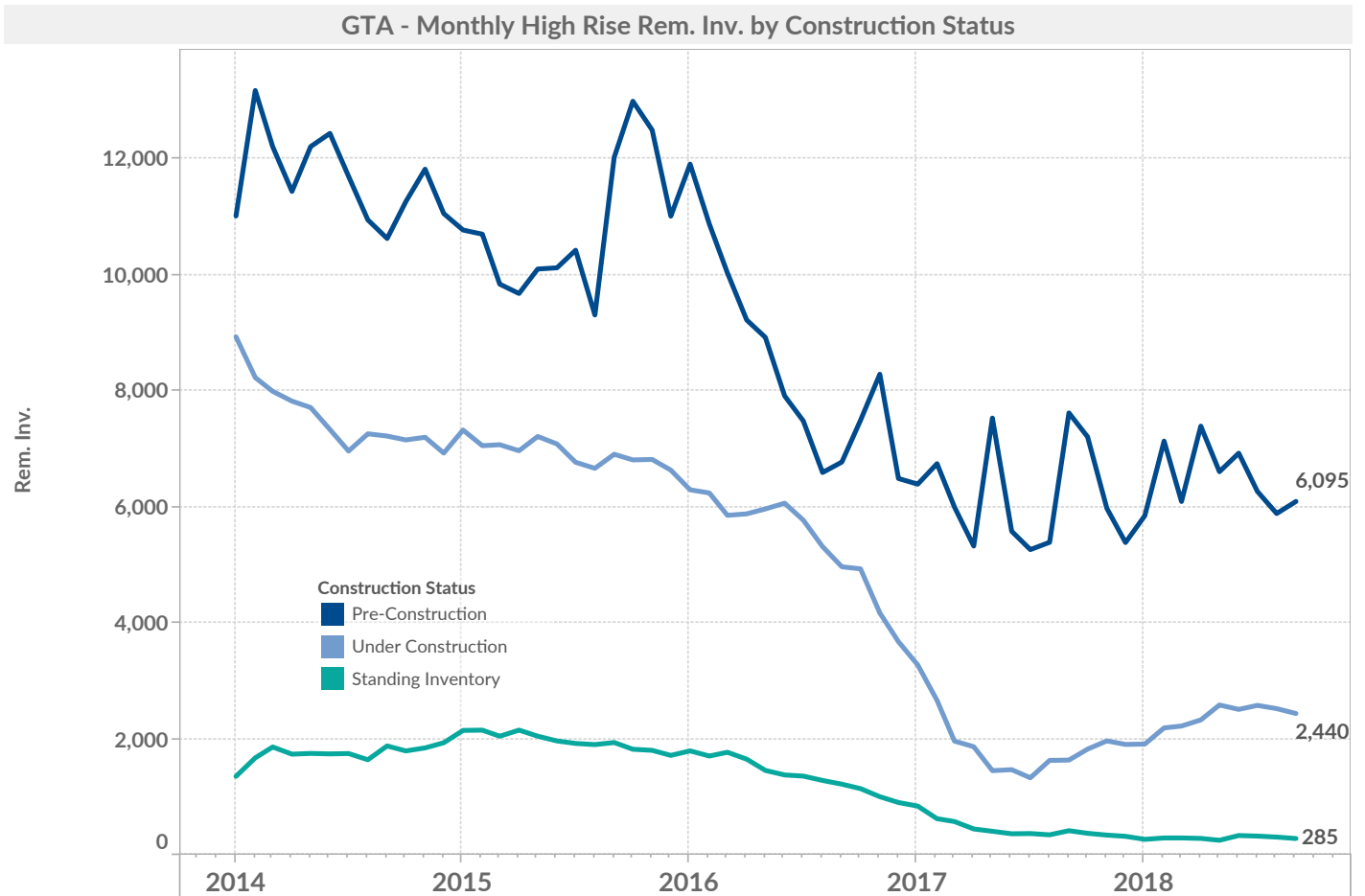
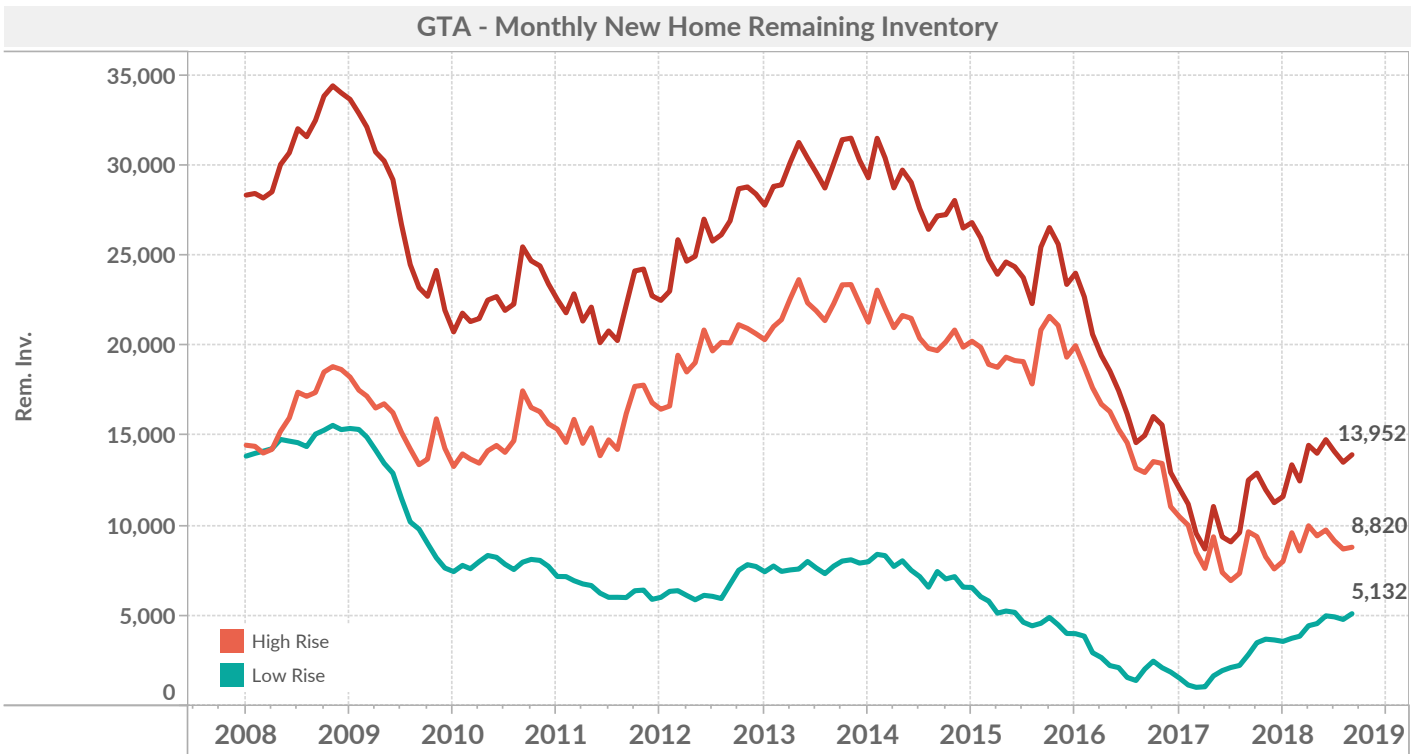
Sales & Remaining Inventory



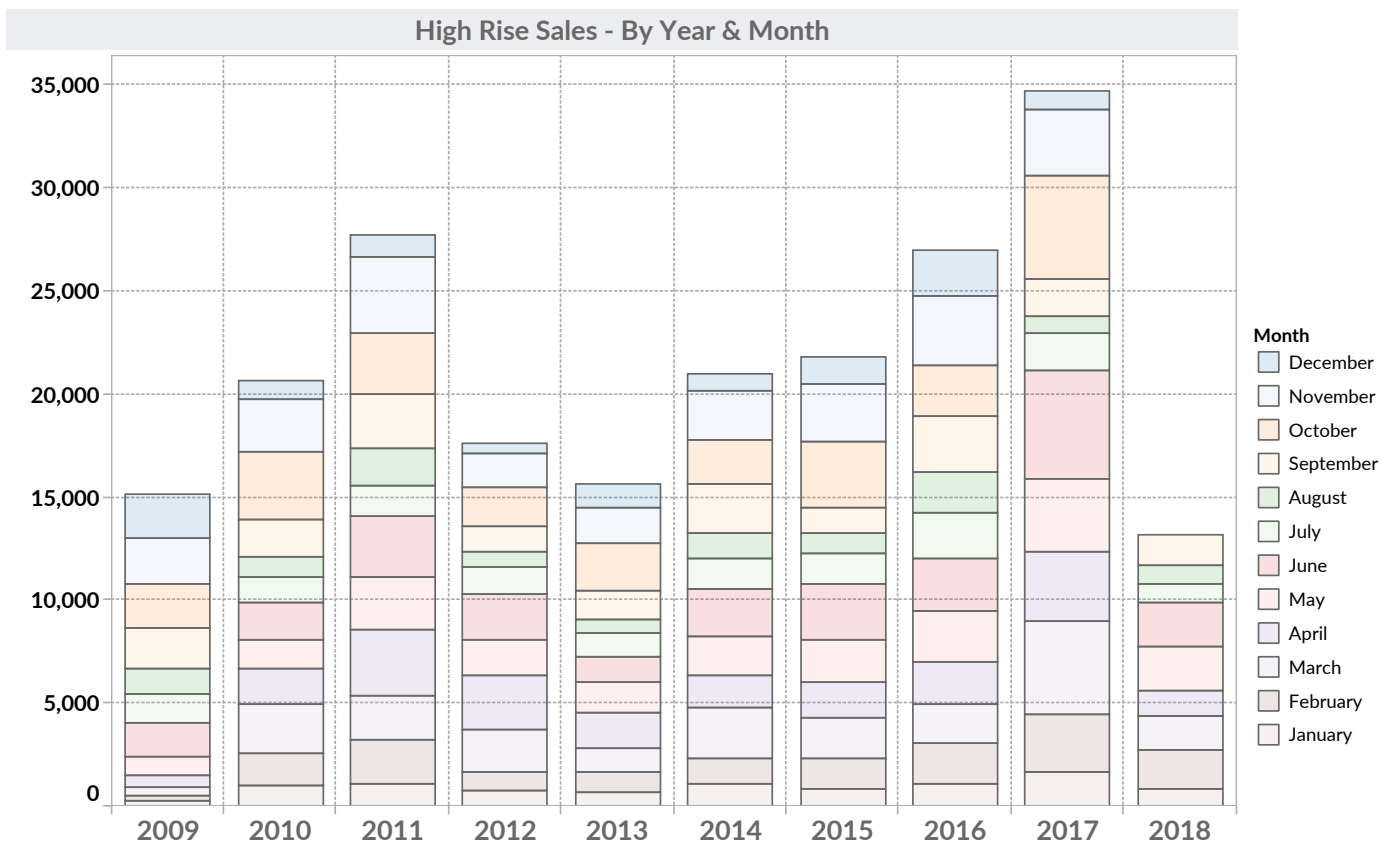
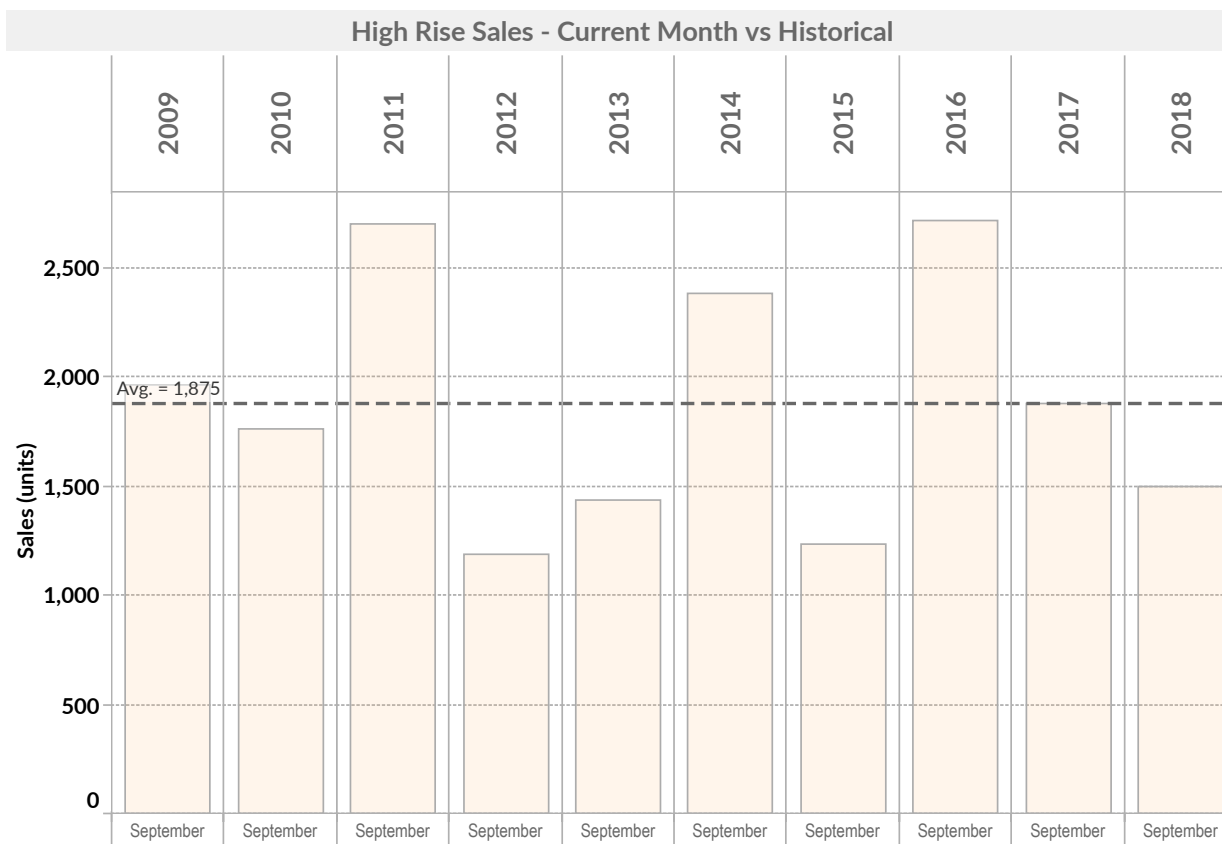
Pricing



Remaining Inventory

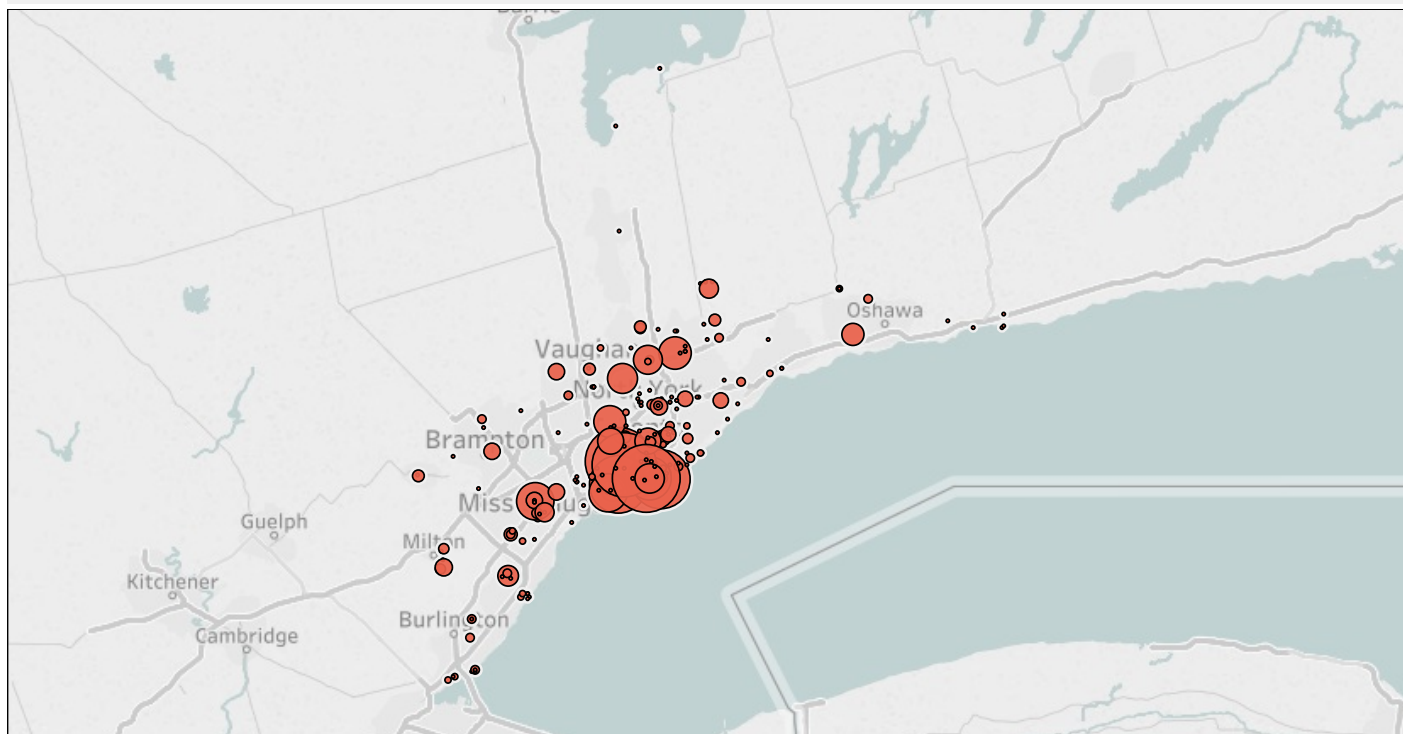


Historical Sales Comparison

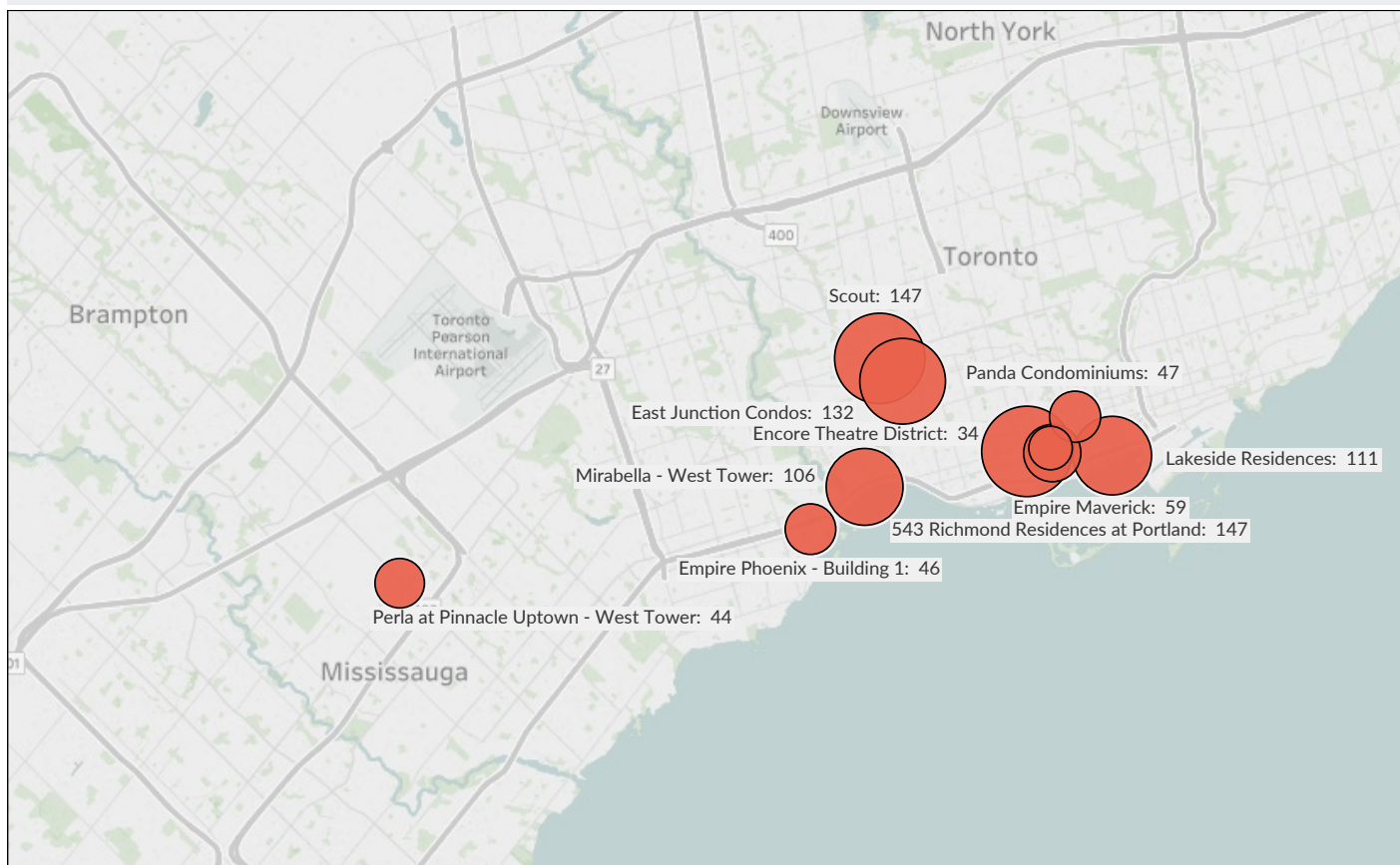


Current Sites

GTA - Active High Rise Sites by Current Month Sales



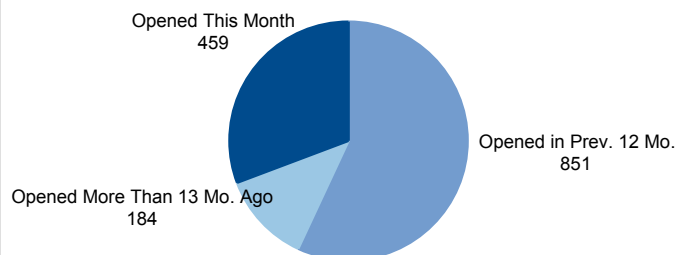
GTA - Top 10 Sites by Current Month Sales



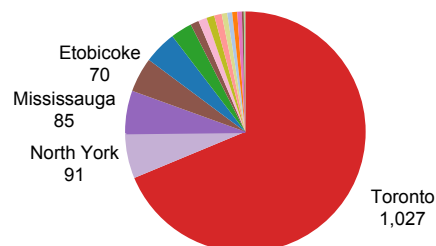
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

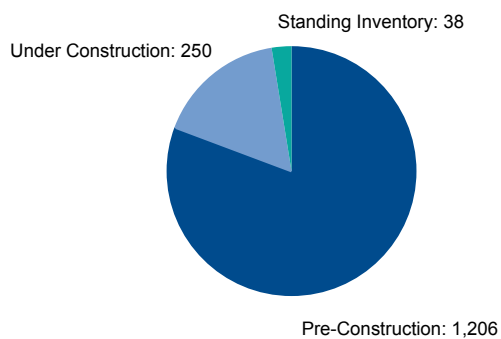
Sales by Opening Date



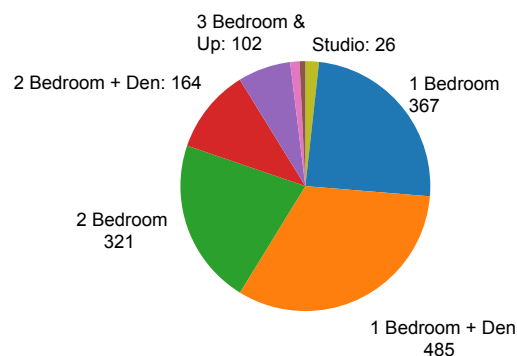
Sales by Municipality/Area



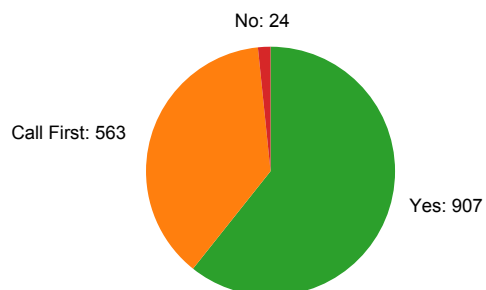
Sales by Const. Status



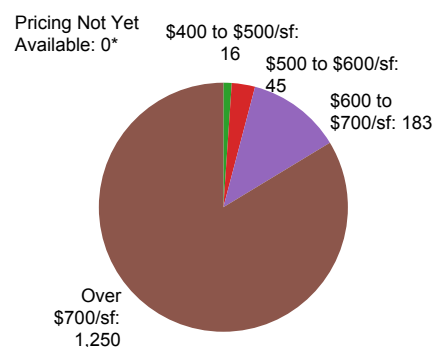
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

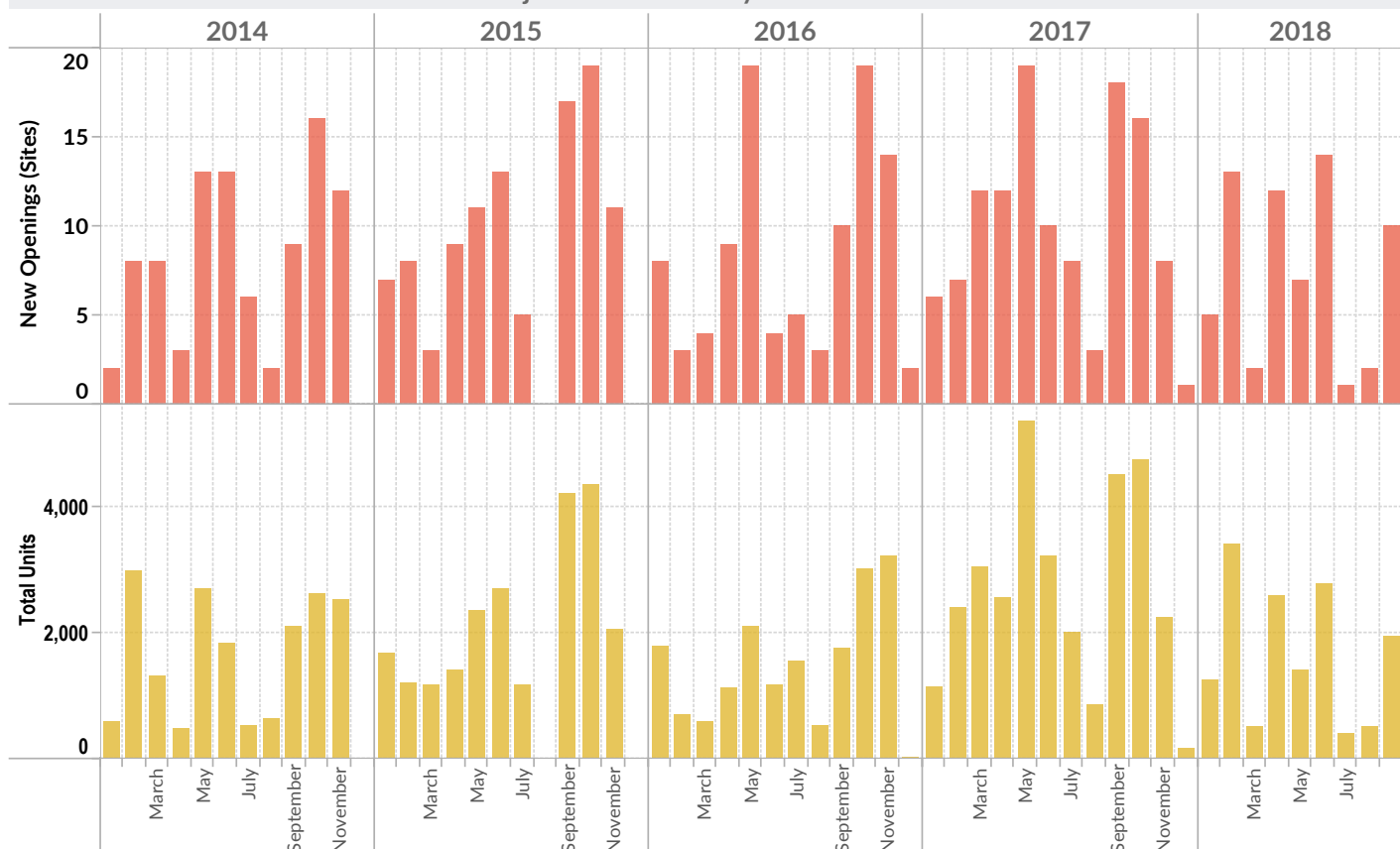
New Openings

September 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
543 Richmond Residences at Portland - Pemberton Group	Toronto	9/1/2018	476	147	225	\$1,064
Evermore at West Village - Tridel *	Etobicoke	9/8/2018	203	0	203	\$753
Mirabella - West Tower - Diamante Development	Toronto	9/10/2018	355	106	249	\$1,046
Harbour Ten10 Condominiums - Castle Group Developments	Whitby	9/15/2018	110	15	86	\$673
Perla at Pinnacle Uptown - West Tower - Pinnacle International	Mississauga	9/15/2018	152	44	66	\$631
Scout - Graywood Developments	Toronto	9/18/2018	269	147	122	\$770
Elevate at Logan - Kaleido Developments Inc. *	Toronto	9/25/2018	41	0	17	\$845
Empire Phoenix - Building 2 - Empire *	Etobicoke	9/25/2018	154	0	154	\$798
57 Brock - Block Developments *	Toronto	9/29/2018	97	0	80	\$973
Seaton Taunton - Mattamy Homes *	Pickering	9/29/2018	92	0	34	\$329
Grand Total			1,949	459	1,236	\$843

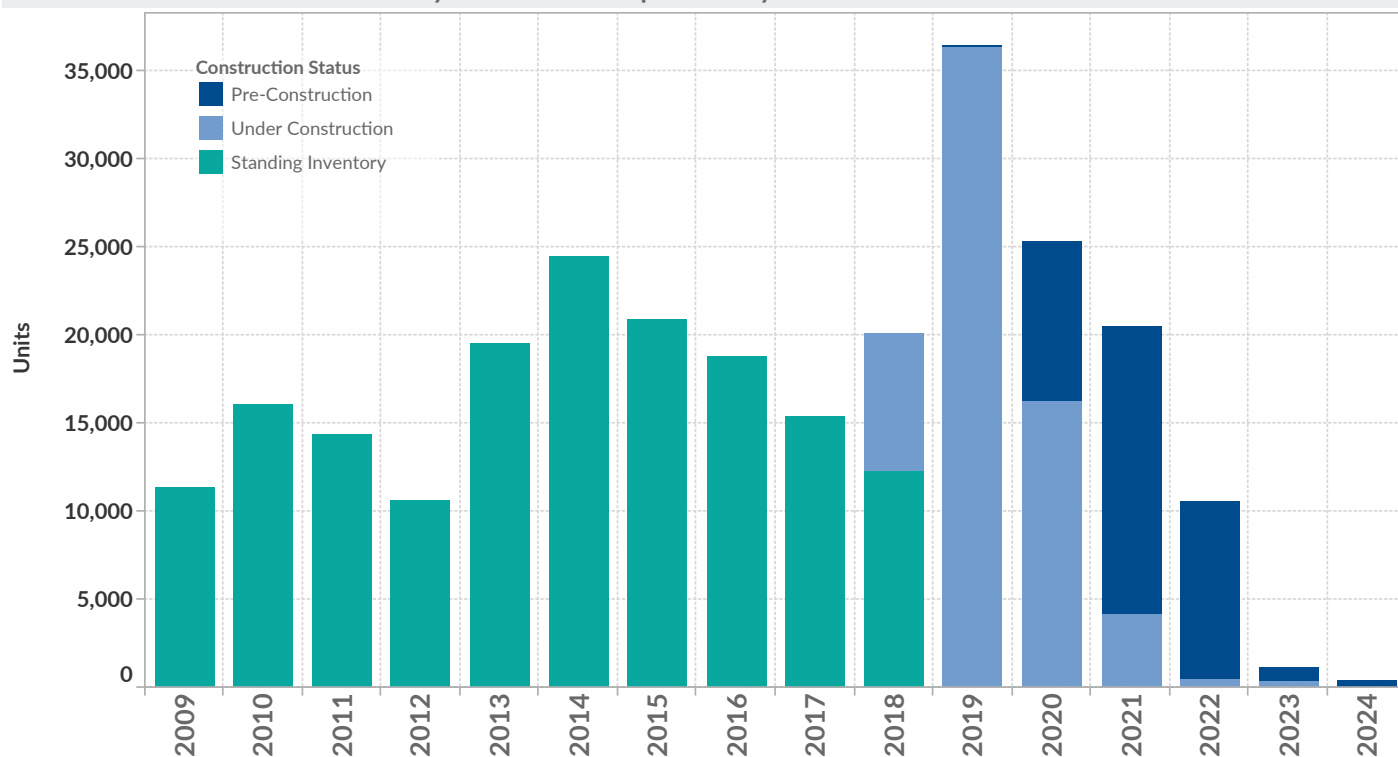
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

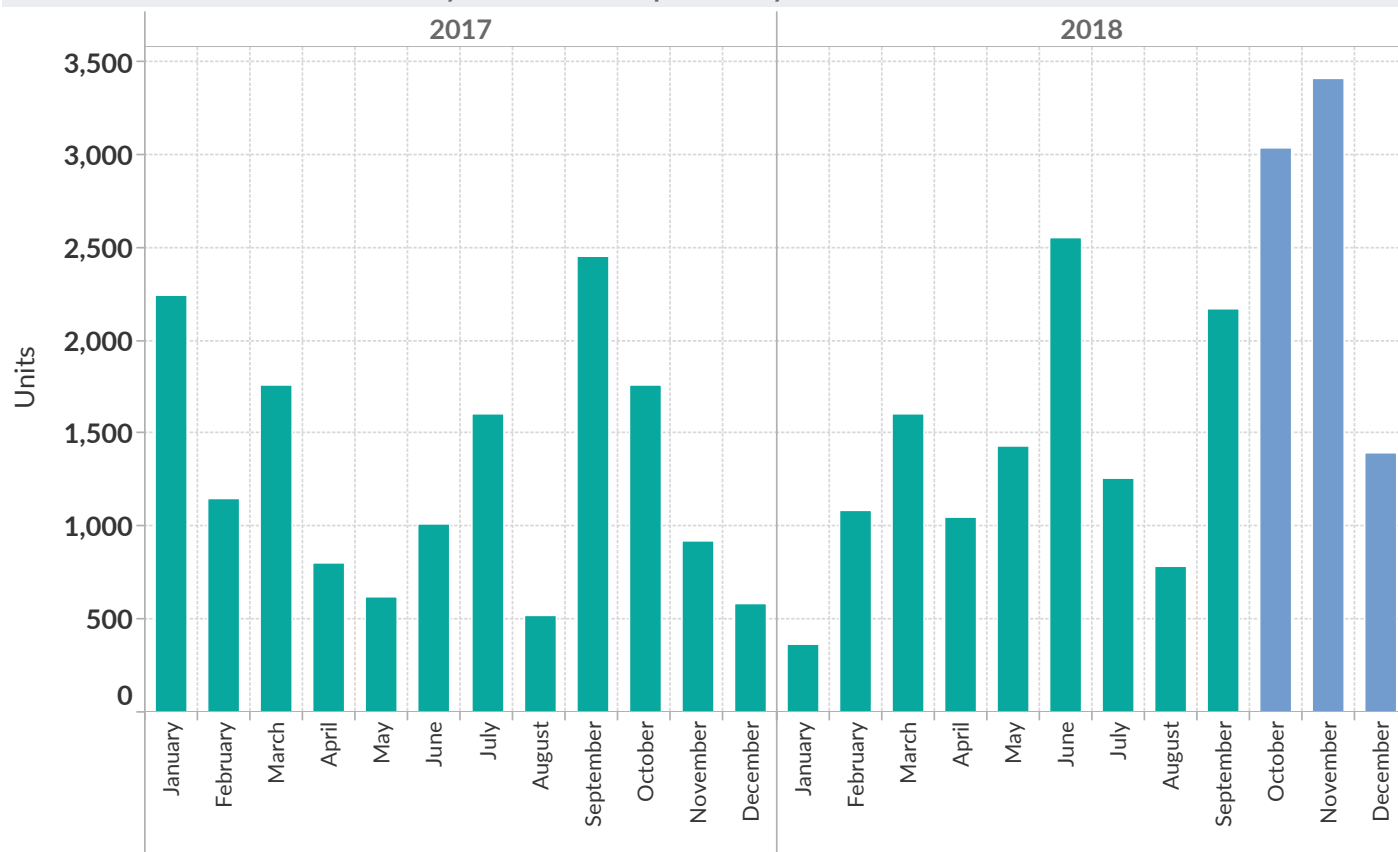


Scheduled Completions

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	70	168				1,264	9.6%
Times Group Corporation	2	78	230	123	73	43	21	40	29				639	4.9%
Fernbrook Homes	1	3	6	181	47	198	32	35	64				567	4.3%
Cityzen	1	0	0	180	46	197	30	33	61				548	4.2%
Plaza	7	381	38	7	2	6	14	32	39				526	4.0%
Concord Adex	21	106	27	8	244	23	7	37	19				492	3.7%
Empire	2	7	0	1	0	0	265	97	106				478	3.6%
Tridel	18	10	141	20	16	158	35	23	13				434	3.3%
Pinnacle International	23	21	185	47	31	11	11	17	69				415	3.2%
Greenland Group	56	2	0	21	103	42	34	27	111				396	3.0%
Great Gulf	146	31	0	1	81	35	24	13	44				375	2.9%
Lanterra Developments	2	200	4	4	5	102	9	11	10				347	2.6%
Edilcan Development Corporation	105	36	112	37	8	32	5	4	0				339	2.6%
Daniels Corporation	4	9	3	14	186	79	23	14	2				334	2.5%
G Group Development	0	0	0	0	0	273	12	16	0				301	2.3%
Chestnut Hill Developments	0	0	0	0	226	49	0	0	0				275	2.1%
Conservatory Group	26	48	47	26	25	20	20	25	20				257	2.0%
Aoyuan International						250	0	0	0				250	1.9%
Solmar Development Corp.	27	25	23	26	14	51	36	27	15				244	1.9%
Metropia	11	15	52	90	6	5	9	11	22				221	1.7%
Hazleton Developments	2	2	9	2	72	75	23	20	8				213	1.6%
Hyde Park Homes	0	0	0	0	0	45	0	168	0				213	1.6%
Sher Corporation						45	0	168	0				213	1.6%
Malibu Investments Inc.	0	98	35	34	13	6	12	0	0				198	1.5%
Diamond Corp	0	0	1	0	162	3	9	12	7				194	1.5%
Total (All 150 Builders)	829	1,862	1,655	1,245	2,118	2,147	930	871	1,494				13,151	

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 %
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.		
Pemberton Group	3	508	37	43	521	16	103	182	131	30	70	168	1,812	8.2%
Cresford Developments	927	1	0	0	1	15	0	2	2	0	0	0	948	4.3%
Tridel	22	334	31	18	10	141	20	16	158	35	23	13	821	3.7%
Concord Adex	217	75	34	21	106	27	8	244	23	7	37	19	818	3.7%
Greenland Group		278	0	56	2	0	21	103	42	34	27	111	674	3.0%
Daniels Corporation	247	42	23	4	9	3	14	186	79	23	14	2	646	2.9%
Times Group Corporation	3	0	2	2	78	230	123	73	43	21	40	29	644	2.9%
Graywood Developments	628	1	0	0	0	2	0	0	0	0	0	0	631	2.8%
Greenpark Group	245	202	28	31	8	55	10	0	15				594	2.7%
OnePiece Developments Inc.	284	12	111	22	25	37	59	0	20	11	11	0	592	2.7%
Fernbrook Homes	8	2	2	1	3	6	181	47	198	32	35	64	579	2.6%
Conservatory Group	121	143	45	26	48	47	26	25	20	20	25	20	566	2.5%
Lifetime Developments	2	434	12	35	2	0	2	12	11	8	0	47	565	2.5%
Metropia	337	5	0	11	15	52	90	6	5	9	11	22	563	2.5%
Plaza	3	17	8	7	381	38	7	2	6	14	32	39	554	2.5%
Cityzen	0	0	0	1	0	0	180	46	197	30	33	61	548	2.5%
Rowntree Enterprises Inc.	0	320	9	8	5	135	4	8	5	5	12	7	518	2.3%
Edilcan Development Corporation	139	25	3	105	36	112	37	8	32	5	4	0	506	2.3%
Empire	3	12	3	2	7	0	1	0	0	265	97	106	496	2.2%
Pinnacle International	23	28	7	23	21	185	47	31	11	11	17	69	473	2.1%
DREAM	216	102	105	19	3	5	0	0	0	0	0	2	452	2.0%
Capital Developments	335	5	2	11	15	15	26	0	0	3	2	21	435	2.0%
Mattamy Homes	122	173	64	21	21	5	7	4	1	4	1	2	425	1.9%
Solmar Development Corp.	83	52	32	27	25	23	26	14	51	36	27	15	411	1.8%
Aspen Ridge Homes	297	30	19	7	14	7	15	7	2	0	1	0	399	1.8%
Total (All 171 Builders)	4,989	3,216	874	829	1,862	1,655	1,245	2,118	2,147	930	871	1,494	22,230	

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 September
543 Richmond Residences at Portland - Pemberton Group	Toronto	Apartment	1 Bedroom	19
			1 Bedroom + Den	104
			2 Bedroom + Den	4
			3 Bedroom & Up	3
			2 Bedroom	13
			Studio	4
			Unreleased	
			Total	147
Scout - Graywood Developments	Toronto	Apartment	1 Bedroom	29
			1 Bedroom + Den	58
			2 Bedroom + Den	13
			2 Bedroom	47
			Other	0
			Total	147
East Junction Condos - Limen Group	Toronto	Apartment	1 Bedroom	72
			1 Bedroom + Den	25
			2 Bedroom	32
			Studio	3
			Unreleased	
			Total	132
Lakeside Residences - Greenland Group	Toronto	Apartment	1 Bedroom	21
			1 Bedroom + Den	66
			2 Bedroom + Den	10
			3 Bedroom & Up	9
			2 Bedroom	5
			Total	111
Mirabella - West Tower - Diamante Development	Toronto	Apartment	1 Bedroom	9
			1 Bedroom + Den	56
			2 Bedroom + Den	3
			3 Bedroom & Up	2
			2 Bedroom	36
			Total	106
Empire Maverick - Empire	Toronto	Apartment	1 Bedroom	45
			3 Bedroom & Up	6
			2 Bedroom	8
			Total	59

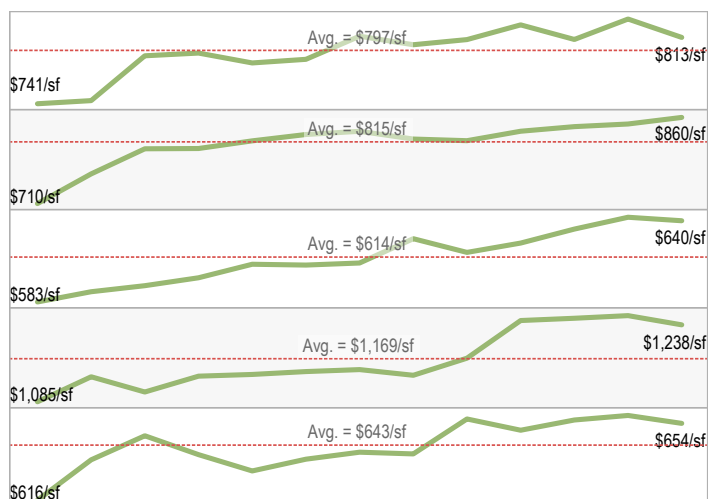
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$813/sf
	North York	\$860/sf
	Scarborough	\$640/sf
	Toronto	\$1,238/sf
905 Area	905 All Muni.	\$654/sf

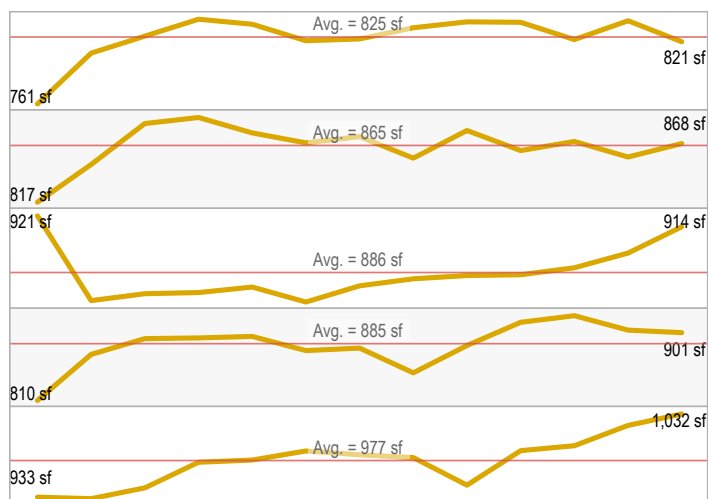
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	821 sf
	North York	868 sf
	Scarborough	914 sf
	Toronto	901 sf
905 Area	905 All Muni.	1,032 sf

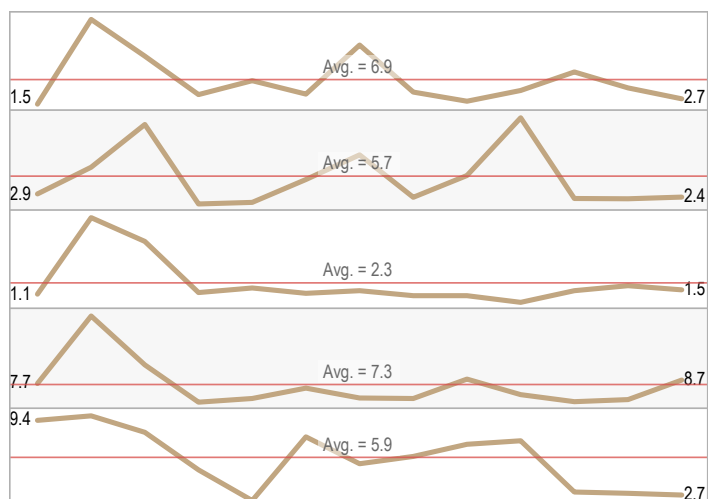
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	2.7
	North York	2.4
	Scarborough	1.5
	Toronto	8.7
905 Area	905 All Muni.	2.7

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	September 2018				September 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	25			25	19			19
Central Waterfront	Toronto	139			139	7			7
Don Mills - York Mills	North York	10		1	11	5		0	5
Downtown Core	Toronto	49			49	8			8
Downtown East	Toronto	54			54	32			32
Downtown West	Toronto	322			322	553	2		555
Etobicoke Waterfront	Etobicoke	17			17	11			11
Highway7 - Yonge	Markham	27			27				
	Richmond Hill	6		3	9	5			5
Mississauga City Centre	Mississauga	16			16	16			16
North Toronto	Toronto	28			28	7	0		7
North Yonge Corridor	North York	0		0	0	8			8
North York East	North York	0			0	0			0
North York West	North York	62		4	66	31		0	31
Not Applicable	Brampton	10		0	10	17		23	40
	Burlington	10			10	26			26
	Clarington	0		0	0	12		1	13
	Etobicoke	53		0	53	16	2		18
	Georgina	0			0	0			0
	Halton Hills	4			4	3			3
	Markham	37		2	39	11		0	11
	Milton	15		0	15	112			112
	Mississauga	68		1	69	332		0	332
	Newmarket		0		0				
	Oakville	17		0	17	186		0	186
	Oshawa	2			2				
	Pickering	0		1	1	0		3	3
	Scarborough	15		2	17	14		0	14
	Toronto	11			11	28		43	71
	Vaughan	35		8	43	39			39
	Whitby	16			16	0			0
	Whitchurch-Stouffville	11			11	0			0
Sheppard Corridor	North York	14			14	54			54
Toronto East	Toronto	4	0	0	4	83	2	0	85
Toronto West	Toronto	393	0		393	152	2		154
Yonge - St. Clair	Toronto	2			2	13			13
Grand Total		1,472	0	22	1,494	1,800	8	70	1,878

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	1,634			1,634	232			232
Central Waterfront	Toronto	1,179			1,179	331			331
Don Mills - York Mills	North York	545		58	603	181		21	202
	Toronto								
Downtown Core	Toronto	626			626	74			74
Downtown East	Toronto	1,776			1,776	309			309
Downtown West	Toronto	3,362	5		3,367	1,637			1,637
Etobicoke Waterfront	Etobicoke	450			450	209			209
Highway7 - Yonge	Markham	611			611	155			155
	Richmond Hill	688		98	786	83		66	149
Mississauga City Centre	Mississauga	568			568	315			315
North Toronto	North York								
	Toronto	573	1		574	179			179
North Yonge Corridor	North York	753		24	777	178		18	196
	Toronto								
North York East	North York	0			0	5			5
North York West	North York	550		73	623	267		22	289
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	218		208	426	61		91	152
	Burlington	155			155	107			107
	Caledon								
	Clarington	64		18	82	51		4	55
	Etobicoke	1,465	45	30	1,540	766		32	798
	Georgina	1			1	33			33
	Halton Hills	46			46	58			58
	King								
	Markham	1,101		4	1,105	293		0	293
	Milton	317		24	341	156		24	180
	Mississauga	817		134	951	491		74	565
	Newmarket		5		5		6		6
	North York								
	Oakville	396		27	423	136		13	149
	Oshawa	7			7	3			3
	Pickering	275		39	314	6		54	60
	Richmond Hill								
	Scarborough	307		50	357	130		46	176
	Toronto	344		19	363	150			150
	Uxbridge								
	Vaughan	974		24	998	292		32	324
	Whitby	24			24	158			158
	Whitchurch-Stouffville	121			121	175			175
	Scarborough City Centre	Scarborough							
Sheppard Corridor	North York	606			606	306			306
Thornhill	Markham								
	Vaughan								
Toronto East	Toronto	28	95	2	125	8	16	17	41
Toronto West	Toronto	529	3		532	685	1		686
Yonge - St. Clair	Toronto	134			134	63			63
Grand Total		21,244	154	832	22,230	8,283	23	514	8,820

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