



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of October 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-18		Oct-17		Change
High Rise	2,805		4,989		-43.8%
Low Rise	491		491		0.0%
Total	3,296		5,480		-39.9%
Year to Date Sales	Jan.-Oct. 2018		Jan.-Oct. 2017		Y/Y Change
High Rise	17,162		30,661		-44.0%
Low Rise	3,309		7,104		-53.4%
Total	20,471		37,765		-45.8%
Year to Date Supply	Jan.-Oct. 2018		Jan.-Oct. 2017		Y/Y Change
High Rise	21,742		29,966		-27.4%
Low Rise	4,900		8,759		-44.1%
Total	26,642		38,725		-31.2%
Year to Date Completions	Jan.-Oct. 2018		Jan.-Oct. 2017		Y/Y Change
High Rise	14,433		13,904		3.8%
Remaining Inventory	Oct-18	Sep-18	Oct-17	M/M Change	Y/Y Change
High Rise	10,982	9,769	9,442	12.4%	16.3%
Low Rise	5,301	5,111	3,553	3.7%	49.2%
Total	16,283	14,880	12,995	9.4%	25.3%
Benchmark Price	Oct-18	Sep-18	Oct-17	M/M Change	Y/Y Change
High Rise	\$775,537	\$789,643	\$677,456	-1.8%	14.5%
Low Rise	\$1,115,284	\$1,119,533	\$1,217,428	-0.4%	-8.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	21	323	265	171	
High Rise Units	4,837	82,017	66,474	41,362	
% Sold*	47%	83%	95%	74%	
Low Rise Projects	14	250			
Low Rise Units	554	30,680			
% Sold*	42%	83%			

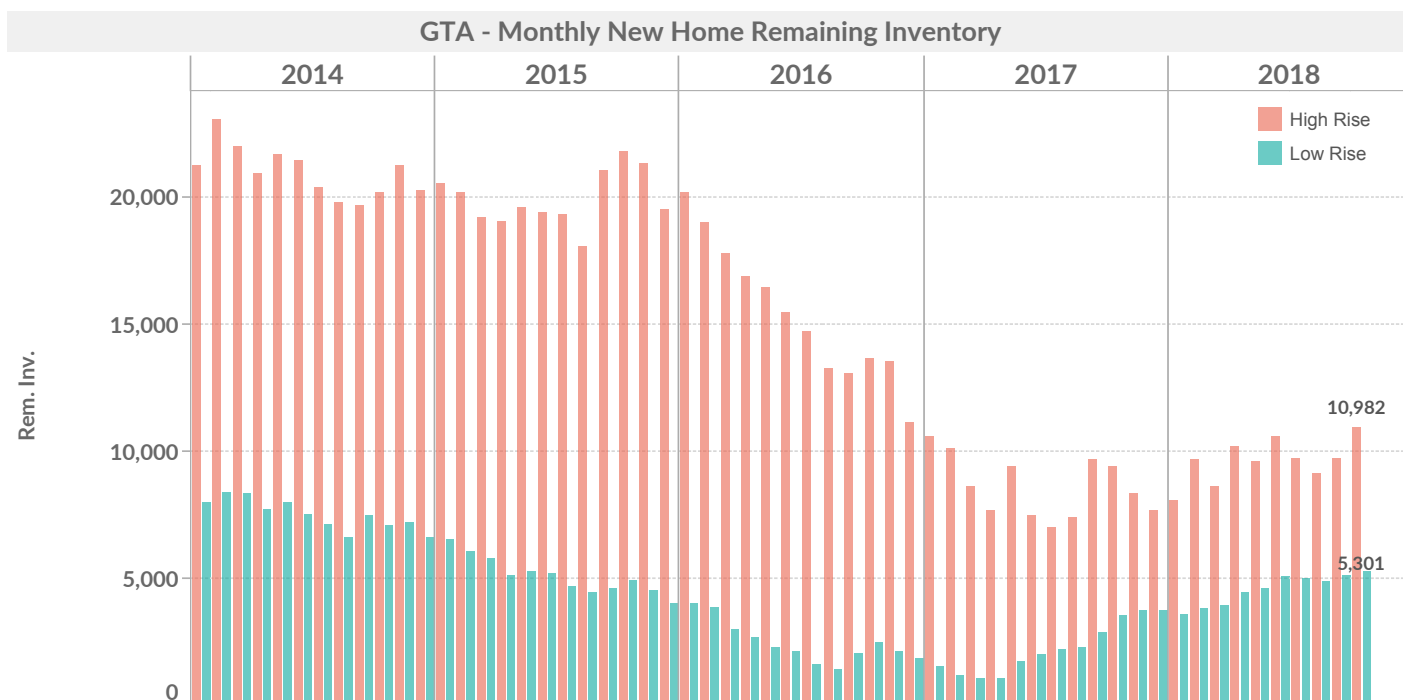
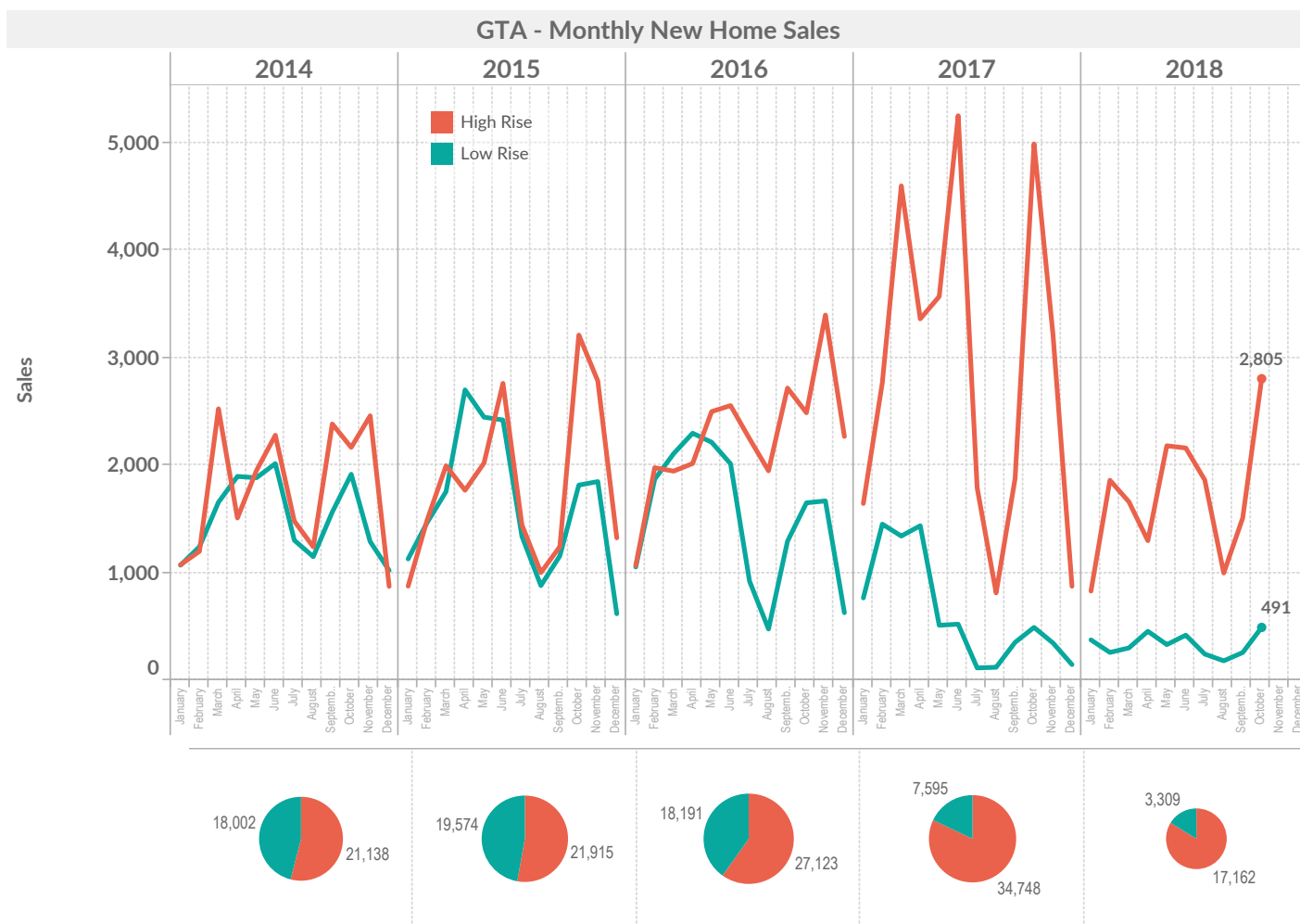
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

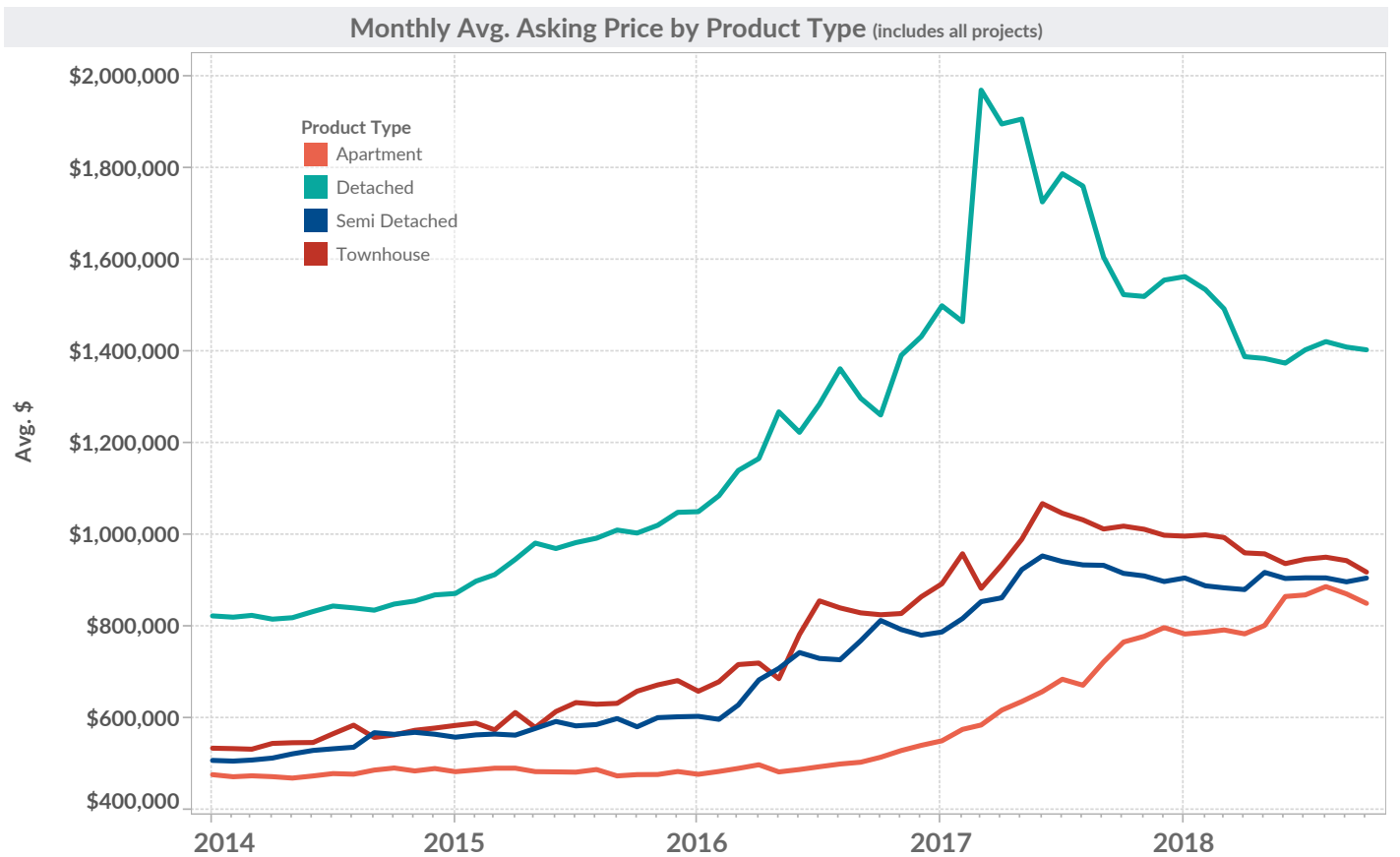
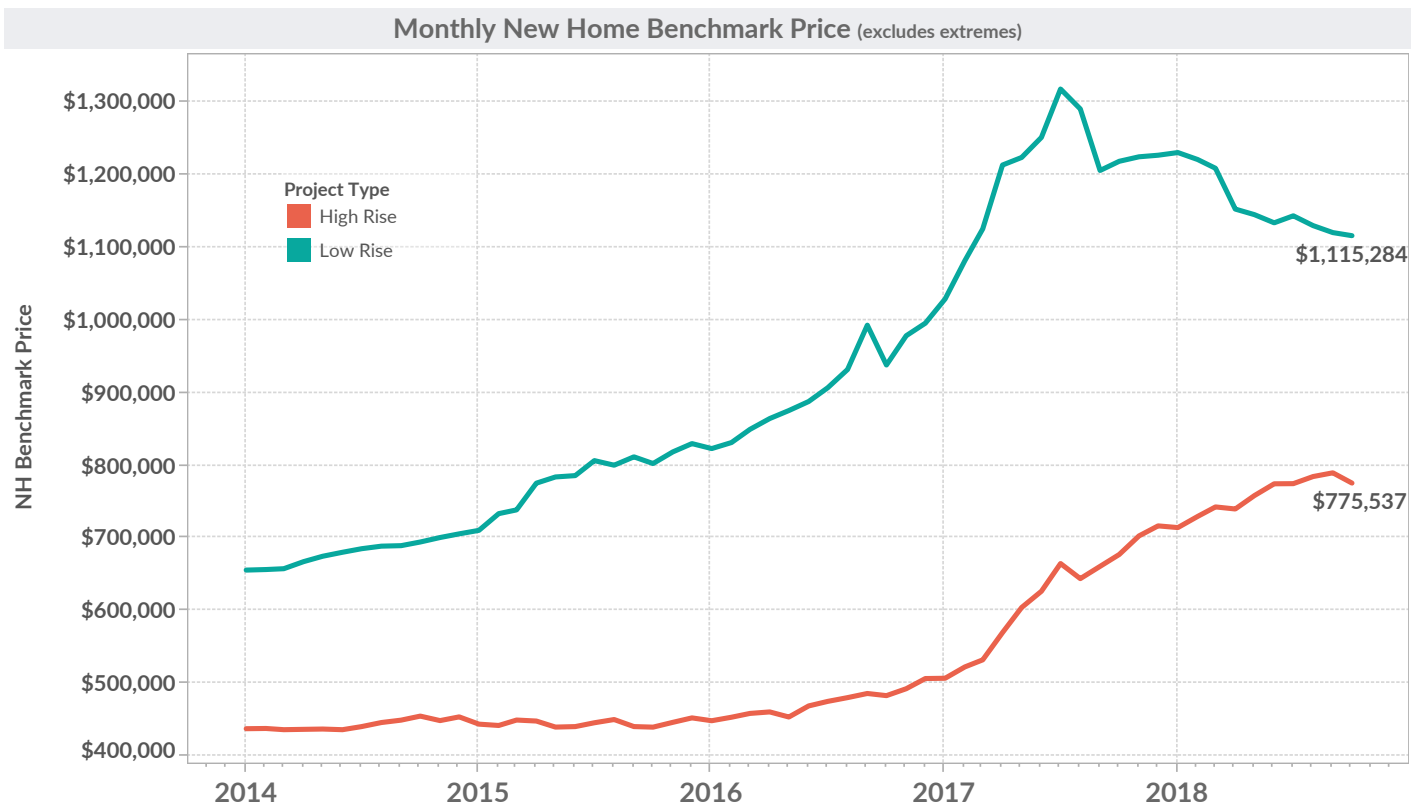
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

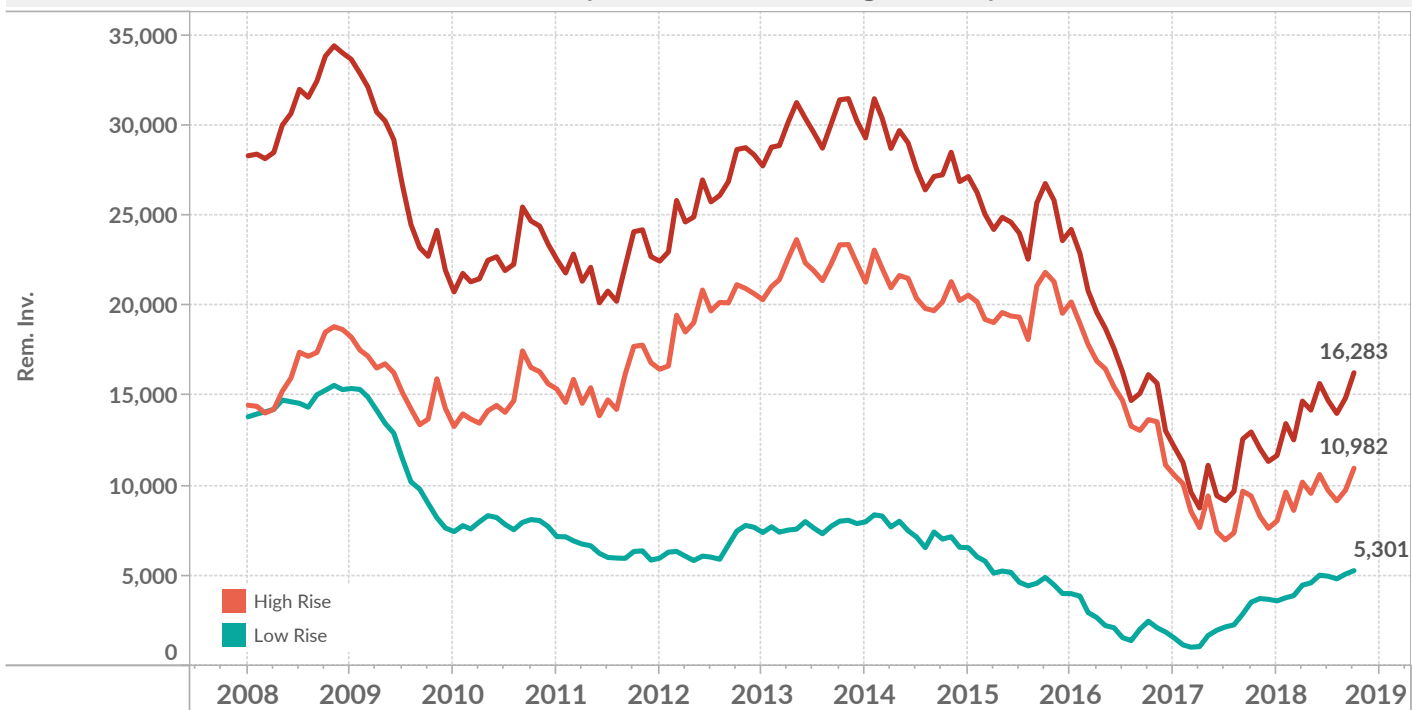


Pricing

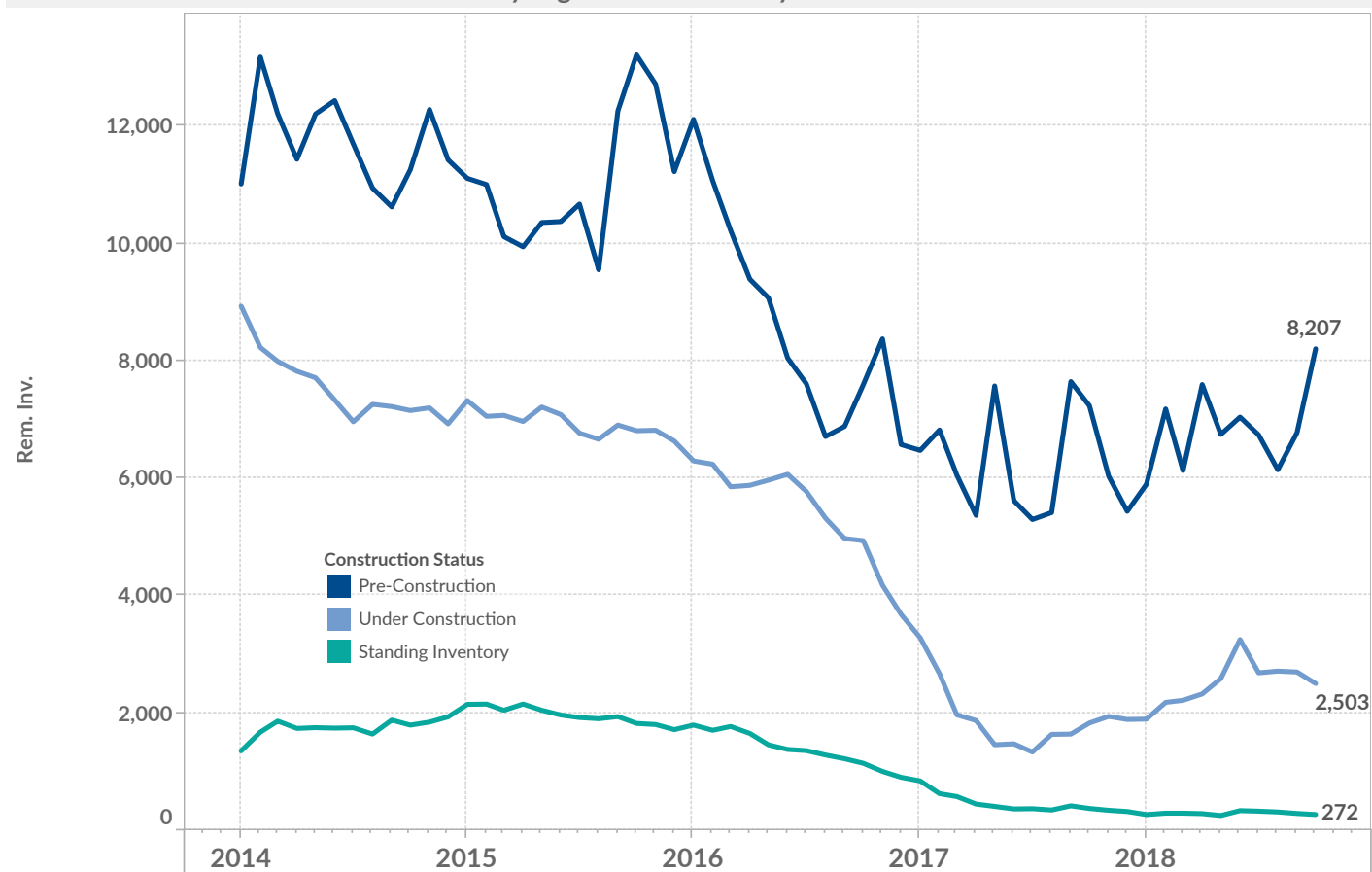


Remaining Inventory

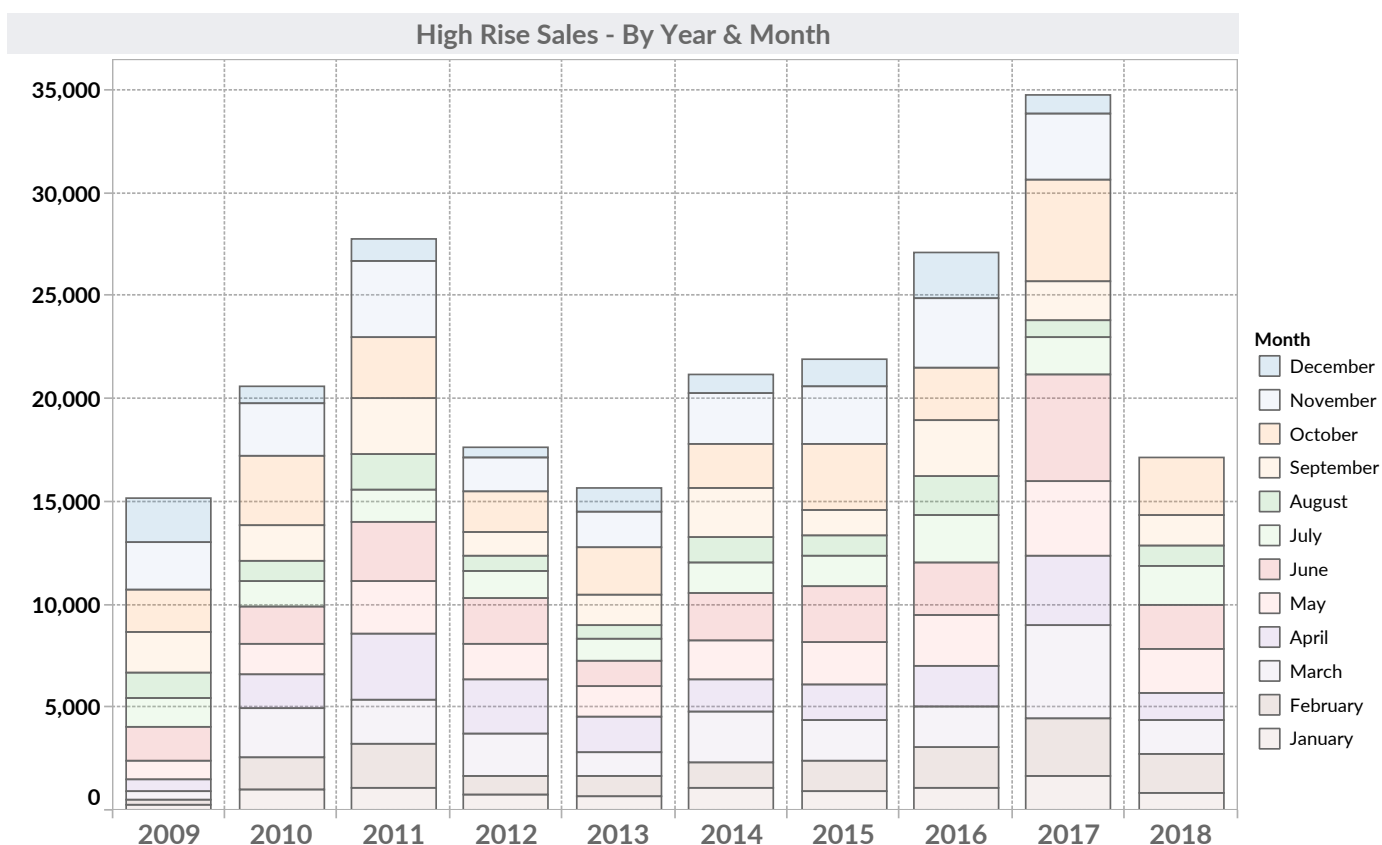
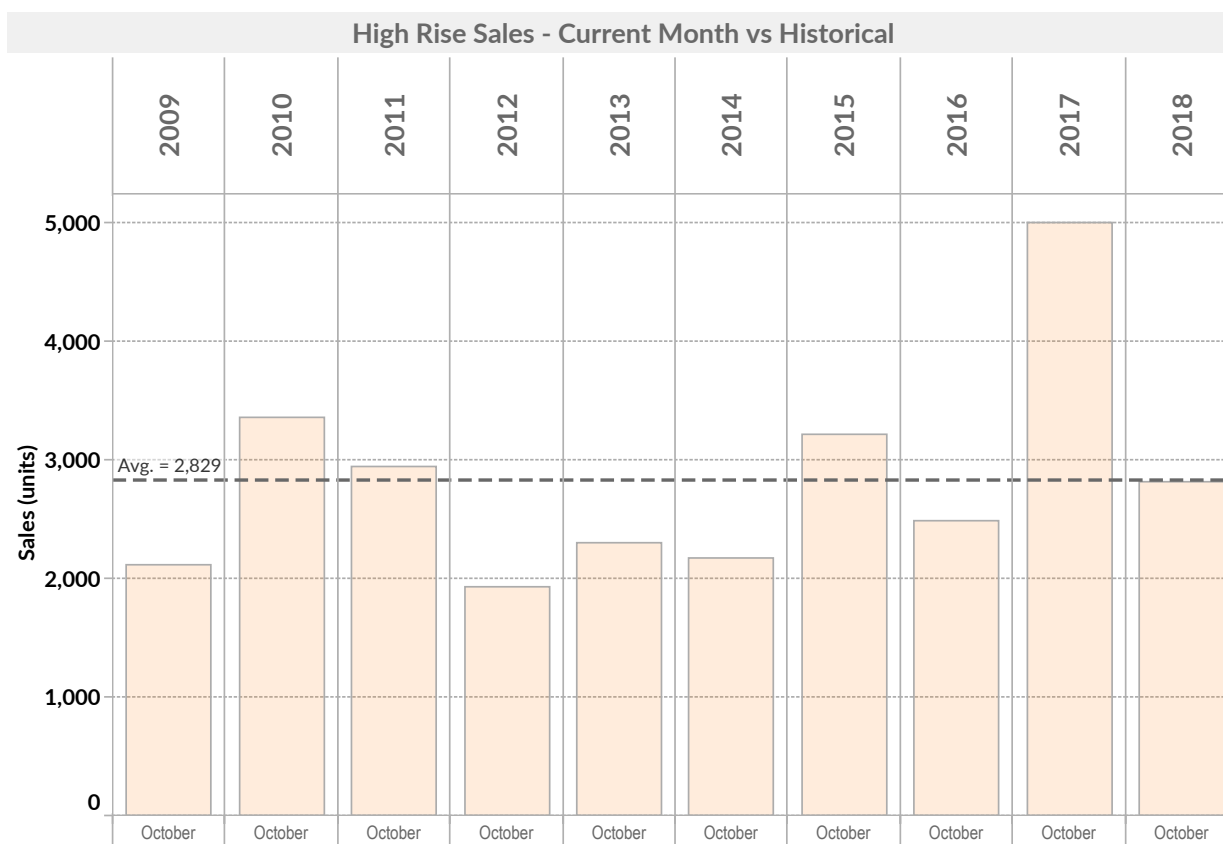
GTA - Monthly New Home Remaining Inventory



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

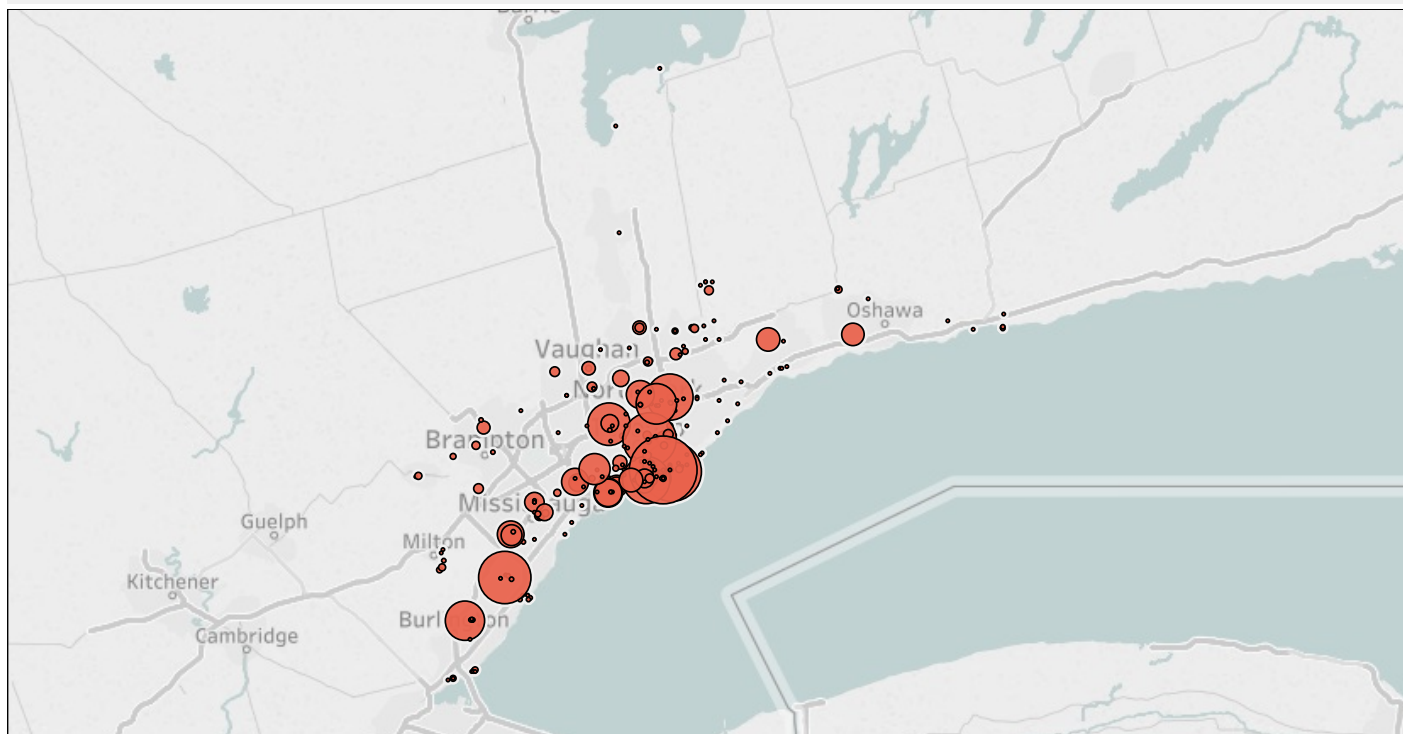


Historical Sales Comparison

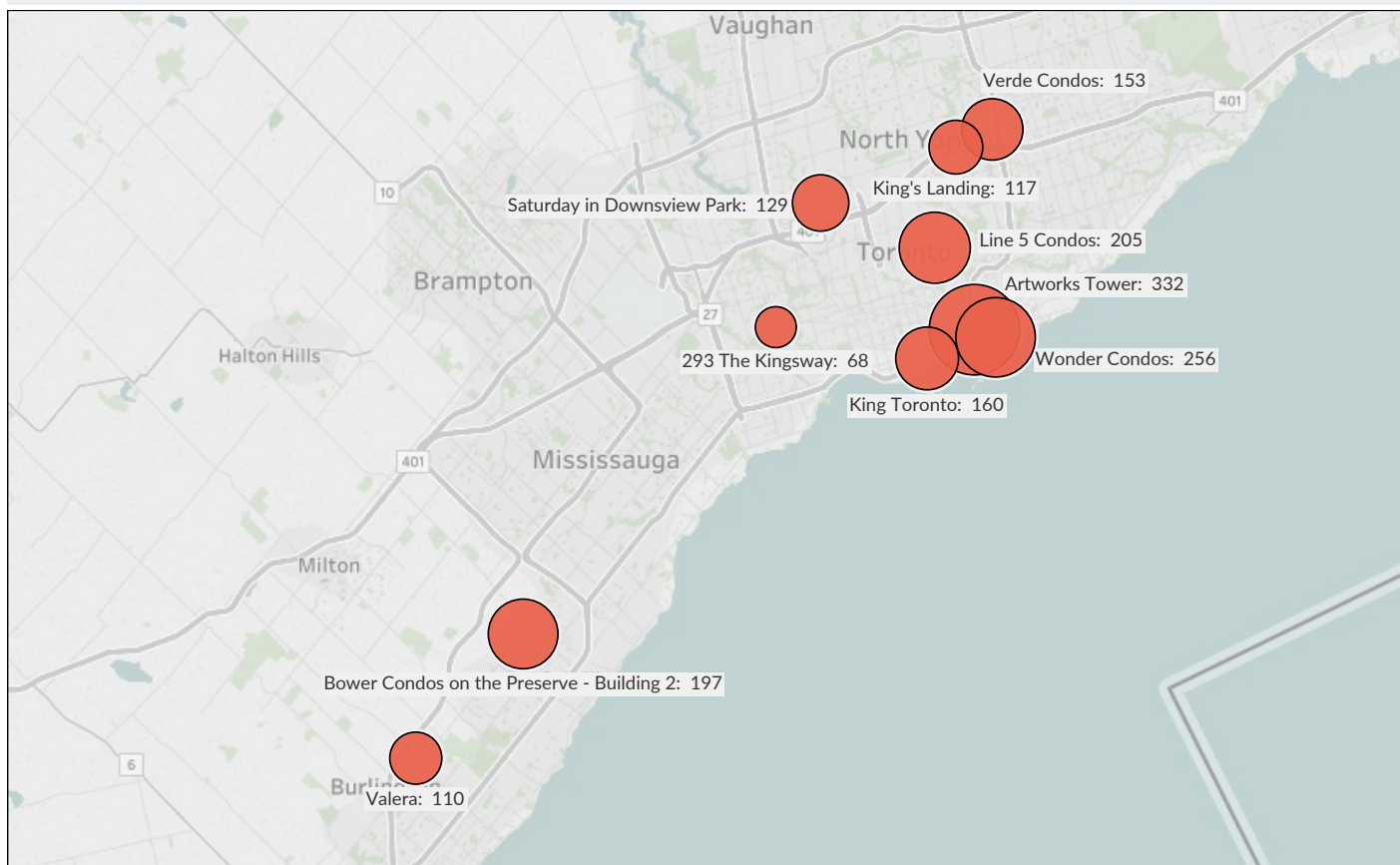


Current Sites

GTA - Active High Rise Sites by Current Month Sales



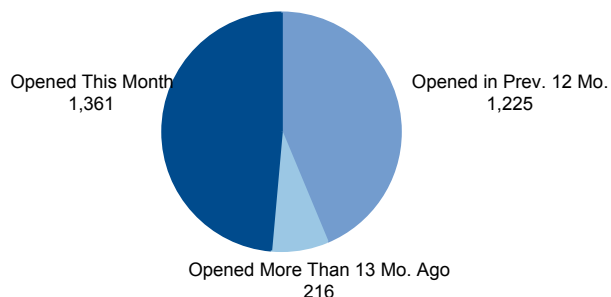
GTA - Top 10 Sites by Current Month Sales



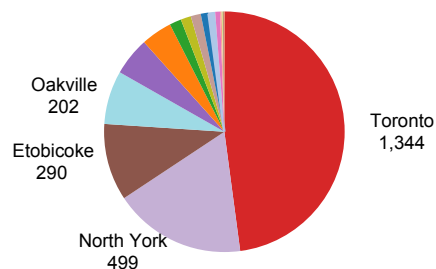
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

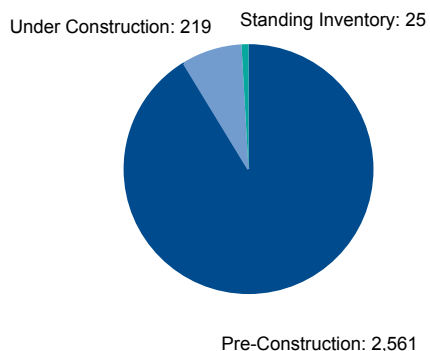
Sales by Opening Date



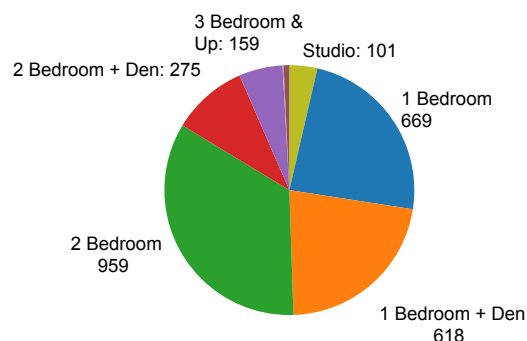
Sales by Municipality/Area



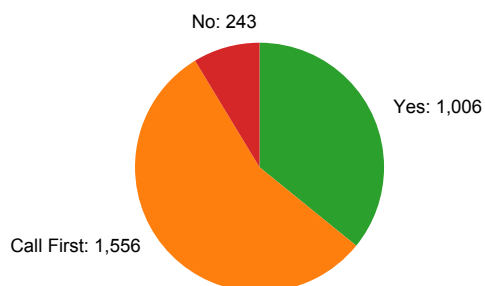
Sales by Const. Status



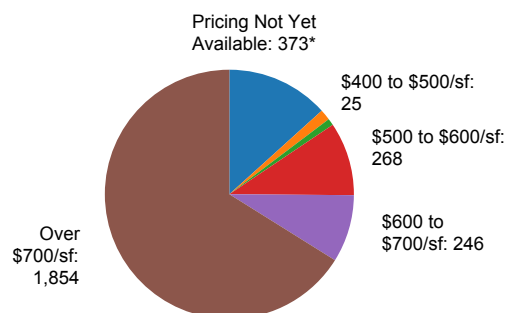
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

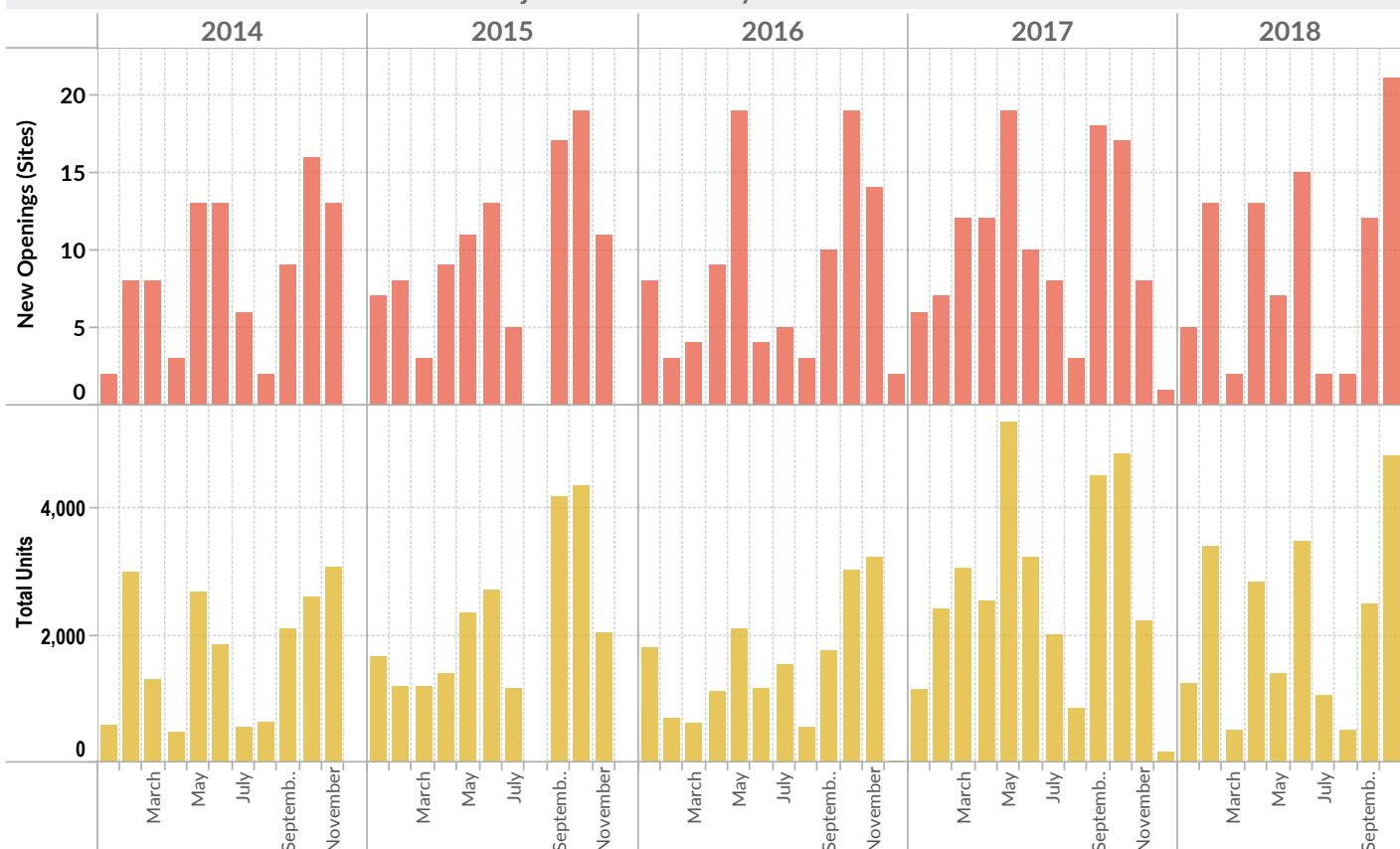
New Openings

October 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Verde Condos - Fram Building Group	North York	10/6/2018	371	153	66	\$776
293 The Kingsway - Benvenuto Group	Etobicoke	10/10/2018	158	68	90	\$836
Artworks Tower - Daniels Corporation	Toronto	10/10/2018	349	332	5	\$818
Cape Cod - Kaitlin Corporation	Clarington	10/12/2018	65	1	10	\$541
Bower Condos on the Preserve - Building 2 - Mattamy Homes	Oakville	10/13/2018	233	197	36	\$589
Origin Lofts - East Block - Nascent Developments and Sher Corporation	Markham	10/15/2018	62	4	58	\$791
Origin Lofts - North Block - Nascent Developments and Sher Corporation	Markham	10/15/2018	16	2	14	\$785
Origin Lofts - South Block - Nascent Developments and Sher Corporation	Markham	10/15/2018	17	2	15	\$785
Origin Lofts - West Block - Nascent Developments and Sher Corporation	Markham	10/15/2018	17	2	15	\$785
King's Landing - Concord Adex	North York	10/16/2018	340	117	137	\$0
Line 5 Condos - Reserve Properties and Westdale Properties	Toronto	10/16/2018	450	205	70	\$971
Genesis on the Park - Praxis Development Corporation	Brampton	10/17/2018	129	4	125	\$533
King Toronto - Westbank Projects Corp.	Toronto	10/17/2018	483	160	73	\$1,825
M3 - M City Condominiums - Rogers Real Estate Development Limited and Urban *	Mississauga	10/18/2018	900	0	680	\$809
Valera - ADI Development Group	Burlington	10/18/2018	161	110	51	\$687
Winslow - Devron Developments	North York	10/20/2018	68	4	34	\$1,524
Tanu - Edenshaw Developments *	Mississauga	10/23/2018	204	0	192	\$0
Lakeside Residences 2 - Greenland Group *	Toronto	10/24/2018	357	0	357	\$1,171
Logan Residences - Daniels Corporation *	Toronto	10/25/2018	59	0	52	\$956
Universal City Condominiums - Tower Two - Chestnut Hill Developments *	Pickering	10/25/2018	323	0	323	\$627
Nu Towns - Madison Group *	Pickering	10/27/2018	75	0	40	\$443
Grand Total			4,837	1,361	2,443	\$797

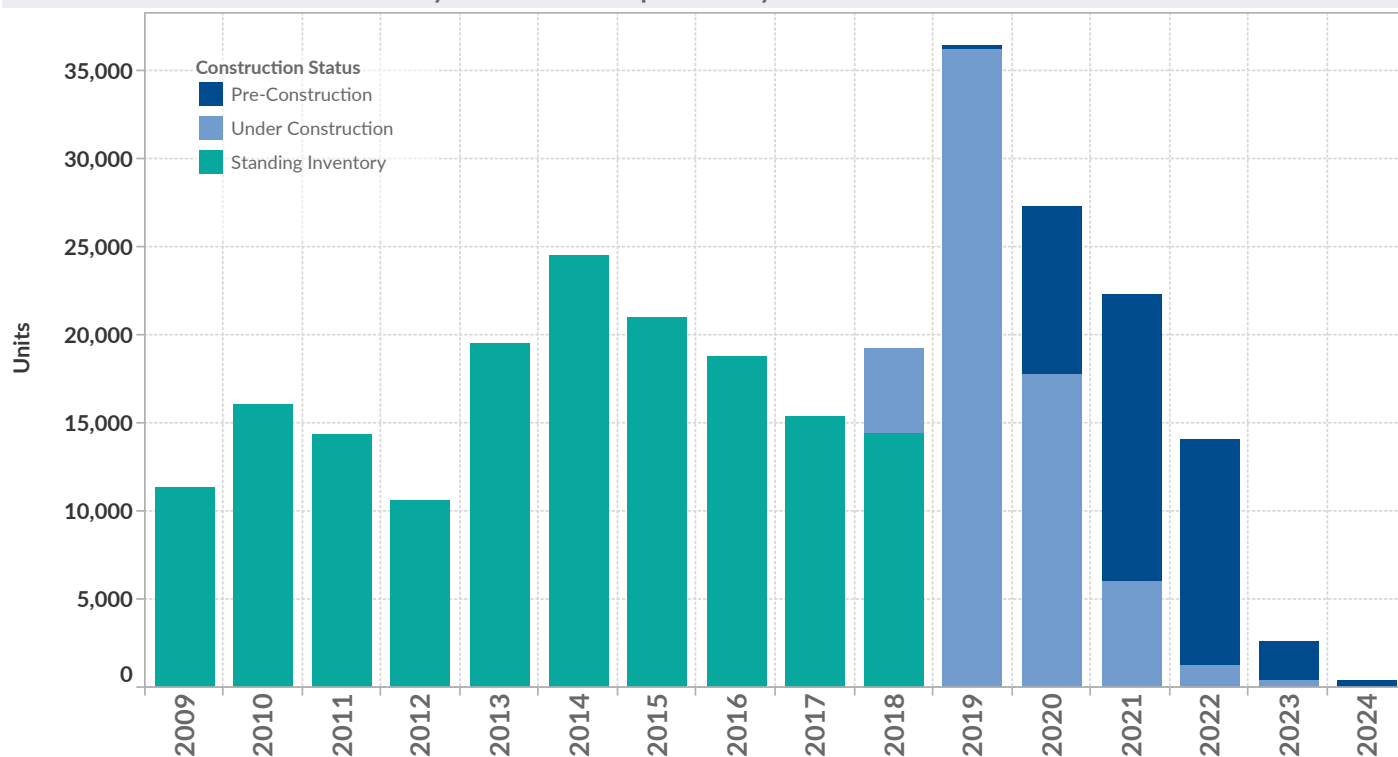
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

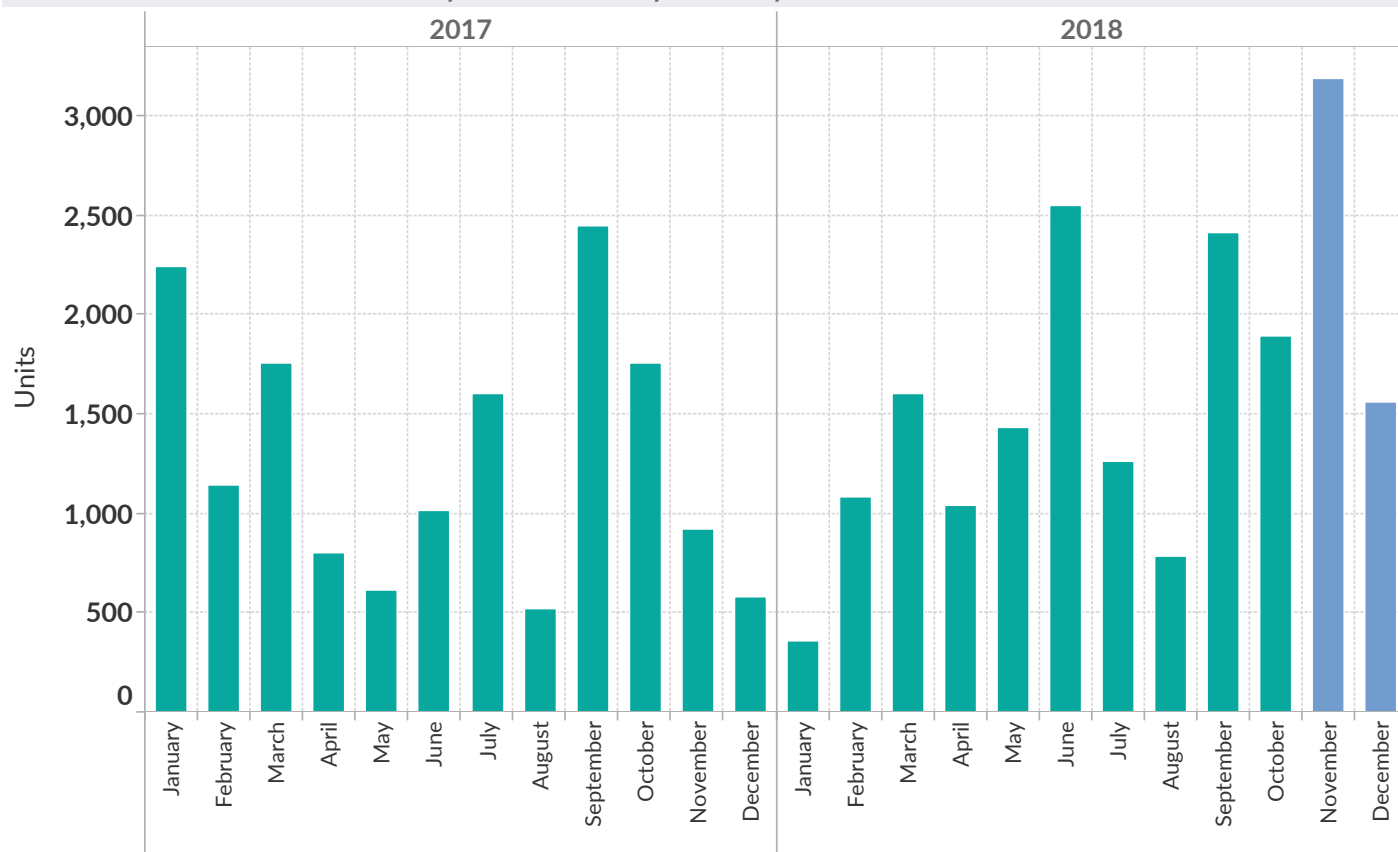


Scheduled Completions

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	158	142	48	93	195	110			1,429	8.3%
Menkes	0	0	0	49	89	18	1023	143	60	20			1,402	8.2%
Daniels Corporation	4	9	3	14	186	79	23	14	2	342			676	3.9%
Times Group Corporation	2	78	230	123	73	43	21	40	29	7			646	3.8%
Concord Adex	21	106	27	8	244	23	7	37	19	121			613	3.6%
Fernbrook Homes	1	3	6	181	47	189	32	35	58	31			583	3.4%
Cityzen	1	0	0	180	46	188	30	33	55	31			564	3.3%
Plaza	7	381	38	7	2	6	14	32	39	31			557	3.2%
Mattamy Homes	21	21	5	7	4	1	4	1	82	365			511	3.0%
Tridel	18	10	141	20	16	158	35	23	13	64			498	2.9%
Pinnacle International	23	21	185	47	31	11	11	17	67	43			456	2.7%
Empire	2	7	0	1	0	0	162	58	105	112			447	2.6%
Graywood Developments	0	0	2	0	0	0	0	0	122	269			393	2.3%
Great Gulf	146	31	0	1	81	35	24	13	44	9			384	2.2%
Edilcan Development Corporation	105	36	112	37	8	32	5	4	0	35			374	2.2%
Lanterra Developments	2	200	4	4	5	102	9	11	10	4			351	2.0%
Greenland Group	56	2	0	21	103	42	34	27	14	35			334	1.9%
Aoyuan International						250	0	0	0	55			305	1.8%
G Group Development	0	0	0	0	0	273	12	16	0	1			302	1.8%
Solmar Development Corp.	27	25	23	26	14	51	36	27	15	34			278	1.6%
Chestnut Hill Developments	0	0	0	0	226	49	0	0	0	0			275	1.6%
Conservatory Group	26	48	47	26	25	20	19	25	20	4			260	1.5%
Alterra									0	256			256	1.5%
Diamante Development	8	5	6	9	15	19	4	3	114	54			237	1.4%
Sher Corporation						45	0	168	0	11			224	1.3%
Total (All 157 Builders)	829	1,860	1,660	1,298	2,181	2,160	1,863	997	1,509	2,805			17,162	

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 %
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.		
Pemberton Group	508	37	43	521	16	103	158	142	48	93	195	110	1,974	9.3%
Menkes	3	0	0	0	0	49	89	18	1,023	143	60	20	1,405	6.6%
Tridel	334	31	18	10	141	20	16	158	35	23	13	64	863	4.1%
Mattamy Homes	173	64	21	21	5	7	4	1	4	1	82	365	748	3.5%
Daniels Corporation	42	23	4	9	3	14	186	79	23	14	2	342	741	3.5%
Concord Adex	75	34	21	106	27	8	244	23	7	37	19	121	722	3.4%
Times Group Corporation	0	2	2	78	230	123	73	43	21	40	29	7	648	3.0%
Greenland Group	278	0	56	2	0	21	103	42	34	27	14	35	612	2.9%
Fernbrook Homes	2	2	1	3	6	181	47	189	32	35	58	31	587	2.8%
Plaza	17	8	7	381	38	7	2	6	14	32	39	31	582	2.7%
Cityzen	0	0	1	0	0	180	46	188	30	33	55	31	564	2.7%
Lifetime Developments	434	12	35	2	0	2	12	11	8	0	47	0	563	2.6%
Rowntree Enterprises Inc.	320	9	8	5	135	4	8	5	5	12	7	8	526	2.5%
Pinnacle International	28	7	23	21	185	47	31	11	11	17	67	43	491	2.3%
Empire	12	3	2	7	0	1	0	0	162	58	105	112	462	2.2%
Conservatory Group	143	45	26	48	47	26	25	20	19	25	20	4	448	2.1%
Edilcan Development Corporation	25	3	105	36	112	37	8	32	5	4	0	35	402	1.9%
Graywood Developments	1	0	0	0	2	0	0	0	0	0	122	269	394	1.9%
Great Gulf	0	6	146	31	0	1	81	35	24	13	44	9	390	1.8%
Solmar Development Corp.	52	32	27	25	23	26	14	51	36	27	15	34	362	1.7%
Lanterra Developments	9	0	2	200	4	4	5	102	9	11	10	4	360	1.7%
Greenpark Group	202	28	31	8	55	10	0	15					349	1.6%
OnePiece Developments Inc.	12	111	22	25	42	64	0	20	11	11	0	2	320	1.5%
Aoyuan International								250	0	0	0	55	305	1.4%
G Group Development	0	0	0	0	0	0	0	273	12	16	0	1	302	1.4%
Total (All 167 Builders)	3,213	874	829	1,860	1,660	1,298	2,181	2,160	1,863	997	1,509	2,805	21,249	

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 October
Artworks Tower - Daniels Corporation	Toronto	Apartment	1 Bedroom	140
			1 Bedroom + Den	56
			2 Bedroom + Den	4
			3 Bedroom & Up	29
			2 Bedroom	75
			Studio	28
			Unreleased	
			Total	332
Wonder Condos - Graywood Developments and Alterra	Toronto	Apartment	1 Bedroom	38
			1 Bedroom + Den	78
			2 Bedroom + Den	35
			3 Bedroom & Up	29
			2 Bedroom	60
			Other	16
			Unreleased	
			Total	256
Line 5 Condos - Reserve Properties and Westdale Properties	Toronto	Apartment	1 Bedroom	35
			1 Bedroom + Den	17
			2 Bedroom + Den	7
			3 Bedroom & Up	4
			2 Bedroom	109
			Studio	33
			Unreleased	
			Total	205
Bower Condos on the Preserve - Building 2 - Mattamy Homes	Oakville	Apartment	1 Bedroom	20
			1 Bedroom + Den	102
			2 Bedroom + Den	10
			3 Bedroom & Up	1
			2 Bedroom	64
			Total	197

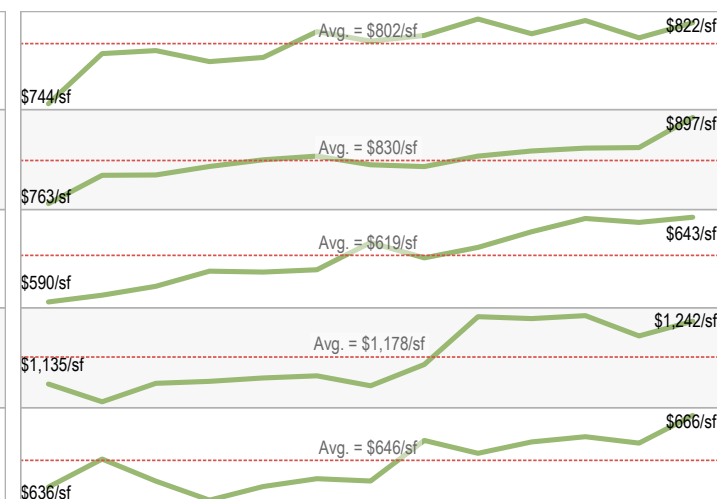
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$822/sf
	North York	\$897/sf
	Scarborough	\$643/sf
	Toronto	\$1,242/sf
905 Area	905 All Muni.	\$666/sf

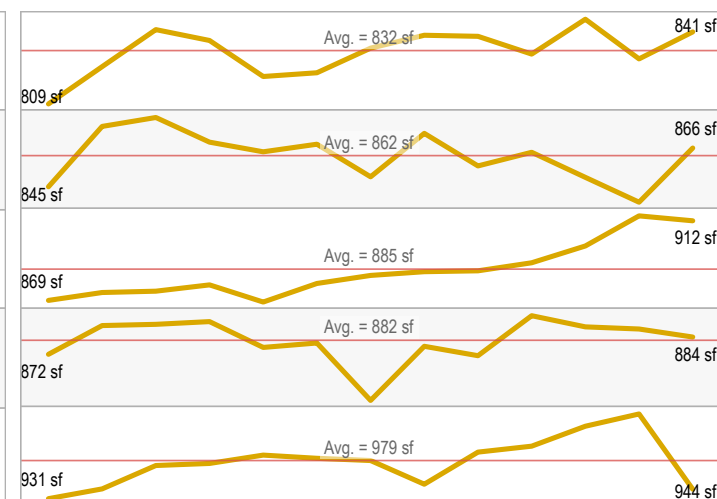
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	841 sf
	North York	866 sf
	Scarborough	912 sf
	Toronto	884 sf
905 Area	905 All Muni.	944 sf

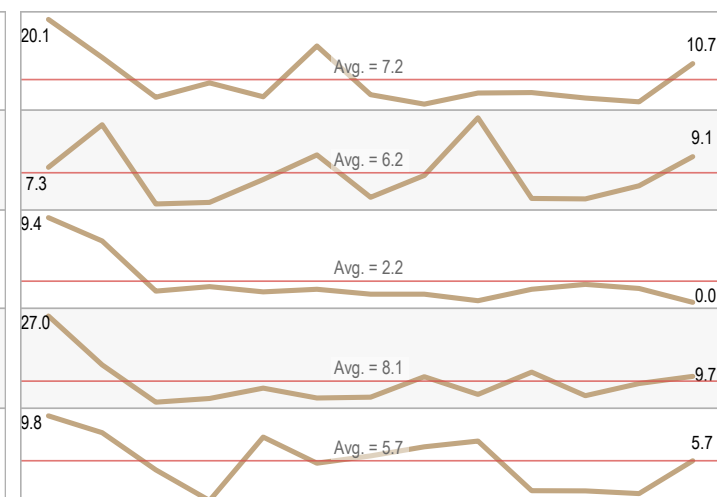
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	10.7
	North York	9.1
	Scarborough	0.0
	Toronto	9.7
905 Area	905 All Muni.	5.7

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	October 2018				October 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	• 11			• 11	● 1,414			● 1,414
Central Waterfront	Toronto	• 73			• 73	• 2			• 2
Don Mills - York Mills	North York	• 12		• 0	• 12	• 8		• 37	• 45
Downtown Core	Toronto	• 27			• 27	• 35			• 35
Downtown East	Toronto	● 357			● 357	● 479			● 479
Downtown West	Toronto	● 278			● 278	● 884	• 3		● 887
Etobicoke Waterfront	Etobicoke	• 7			• 7	• 136			• 136
Highway7 - Yonge	Markham	• 6			• 6				
	Richmond Hill	• 6		• 12	• 18	• 3			• 3
Mississauga City Centre	Mississauga	• 33			• 33	• 86			• 86
North Toronto	North York	• 4			• 4				
	Toronto	● 208			● 208	● 339	• 0		● 339
North Yonge Corridor	North York	• 57		• 0	• 57	• 3			• 3
North York East	North York	• 0			• 0	• 0			• 0
North York West	North York	● 153		• 0	● 153	• 10		• 1	• 11
Not Applicable	Brampton	• 8		• 17	• 25	• 3		• 12	• 15
	Burlington	● 117			● 117	• 19			• 19
	Clarington	• 2		• 0	• 2	• 14		• 5	• 19
	Etobicoke	● 283		• 0	● 283	● 283	• 3		● 286
	Georgina	• 0			• 0	• 1			• 1
	Halton Hills	• 3			• 3	• 11			• 11
	Markham	• 13	• 10	• 0	• 23	● 338		• 0	● 338
	Milton	• 5		• 1	• 6	● 114			● 114
	Mississauga	● 110		• 1	● 111	• 8		• 1	• 9
	Newmarket		• 0		• 0				
	Oakville	● 201		• 1	● 202	• 18		• 0	• 18
	Oshawa	• 0			• 0				
	Pickering	• 0		• 38	• 38	• 0		• 0	• 0
	Scarborough	• 0		• 0	• 0	● 132		• 0	● 132
	Toronto	• 19			• 19	• 48		• 4	• 52
	Vaughan	• 38		• 6	• 44	● 270			● 270
	Whitby	• 39			• 39	• 0			• 0
	Whitchurch-Stouffville	• 5			• 5	• 1			• 1
Sheppard Corridor	North York	● 273			● 273	● 200			● 200
Toronto East	Toronto	● 259	• 0	• 0	● 259	• 4	• 6	• 0	• 10
Toronto West	Toronto	• 108	• 0		• 108	• 21	• 0		• 21
Yonge - St. Clair	Toronto	• 4			• 4	• 33			• 33
Grand Total		● 2,719	• 10	• 76	● 2,805	● 4,917	• 12	• 60	● 4,989

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	231			231	223			223
Central Waterfront	Toronto	2,357			2,357	949			949
Don Mills - York Mills	North York	551		21	572	167		21	188
	Toronto								
Downtown Core	Toronto	618			618	47			47
Downtown East	Toronto	1,822			1,822	342			342
Downtown West	Toronto	2,753	2		2,755	1,596			1,596
Etobicoke Waterfront	Etobicoke	321			321	205			205
Highway7 - Yonge	Markham	617			617	149			149
	Richmond Hill	691		110	801	77		54	131
Mississauga City Centre	Mississauga	642			642	1,115			1,115
North Toronto	North York	4			4	34			34
	Toronto	436	1		437	252			252
North Yonge Corridor	North York	808		24	832	213		18	231
	Toronto								
North York East	North York	0			0	5			5
North York West	North York	772		72	844	284		22	306
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	223		213	436	182		74	256
	Burlington	238			238	166			166
	Caledon								
	Clarington	52		13	65	60		4	64
	Etobicoke	1,322	42	30	1,394	690		32	722
	Georgina	0			0	33			33
	Halton Hills	38			38	55			55
	King								
	Markham	786	10	4	800	270	102	0	372
	Milton	205		25	230	154		23	177
	Mississauga	837		134	971	494		73	567
	Newmarket		5		5		6		6
	North York								
	Oakville	578		28	606	169		12	181
	Oshawa	6			6	4			4
	Pickering	275		77	352	329		100	429
	Richmond Hill								
	Scarborough	175		50	225	126		46	172
	Toronto	315		15	330	134			134
	Uxbridge								
	Vaughan	726		30	756	271		38	309
	Whitby	63			63	119			119
	Whitchurch-Stouffville	133			133	163			163
	Scarborough City Centre	Scarborough							
Sheppard Corridor	North York	679			679	506			506
Thornhill	Markham								
	Vaughan								
Toronto East	Toronto	283	89	2	374	58	16	17	91
Toronto West	Toronto	591	3		594	619	1		620
Yonge - St. Clair	Toronto	101			101	63			63
Grand Total		20,249	152	848	21,249	10,323	125	534	10,982

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.