



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of November 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-18		Nov-17		Change
High Rise	2,454		3,213		-23.6%
Low Rise	369		342		7.9%
Total	2,823		3,555		-20.6%
Year to Date Sales	Jan.-Nov. 2018		Jan.-Nov. 2017		Y/Y Change
High Rise	20,408		33,867		-39.7%
Low Rise	3,667		7,452		-50.8%
Total	24,075		41,319		-41.7%
Year to Date Supply	Jan.-Nov. 2018		Jan.-Nov. 2017		Y/Y Change
High Rise	26,019		32,352		-19.6%
Low Rise	5,507		9,300		-40.8%
Total	31,526		41,652		-24.3%
Year to Date Completions	Jan.-Nov. 2018		Jan.-Nov. 2017		Y/Y Change
High Rise	15,070		14,822		1.7%
Remaining Inventory	Nov-18	Oct-18	Nov-17	M/M Change	Y/Y Change
High Rise	11,254	11,356	8,315	-0.9%	35.3%
Low Rise	5,543	5,238	3,747	5.8%	47.9%
Total	16,797	16,594	12,062	1.2%	39.3%
Benchmark Price	Nov-18	Oct-18	Nov-17	M/M Change	Y/Y Change
High Rise	\$786,602	\$775,537	\$702,992	1.4%	11.9%
Low Rise	\$1,150,823	\$1,115,284	\$1,223,610	3.2%	-5.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	12	330	262	182	
High Rise Units	2,891	85,769	66,054	45,585	
% Sold*	21%	82%	95%	74%	
Low Rise Projects	12	263			
Low Rise Units	340	30,466			
% Sold*	16%	82%			

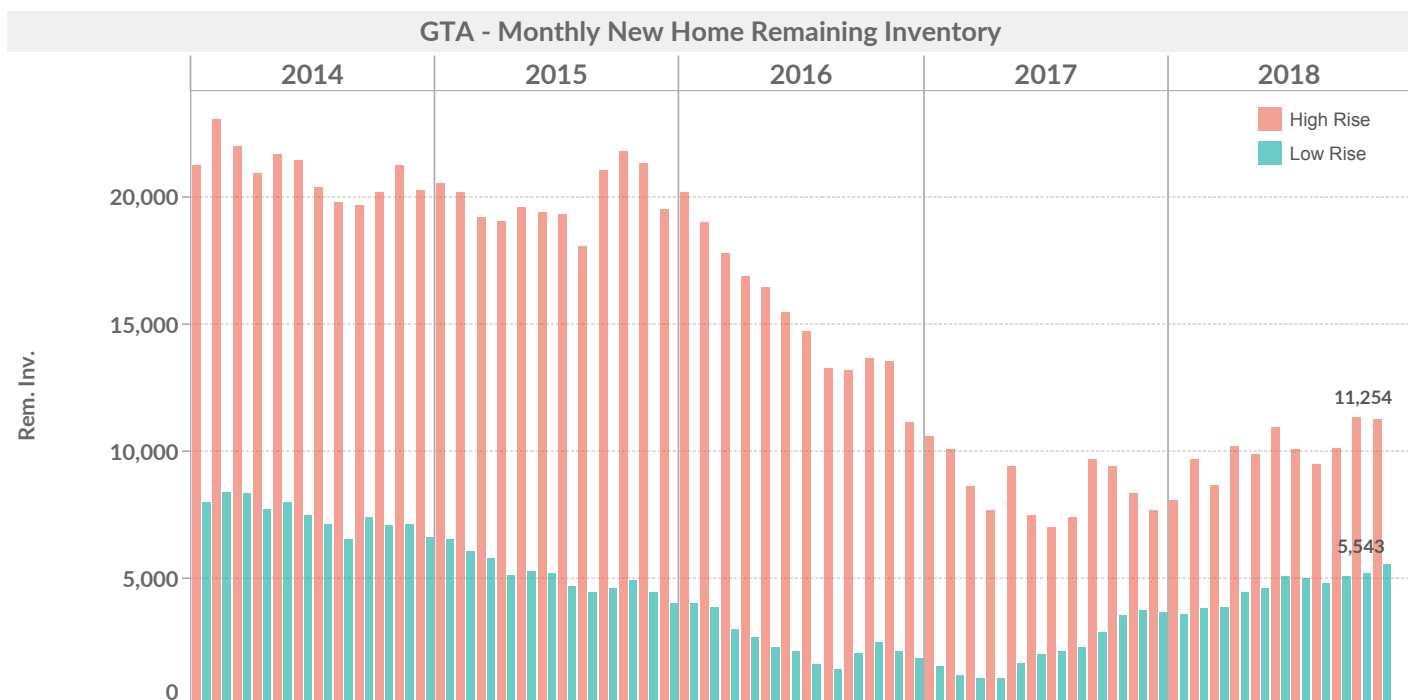
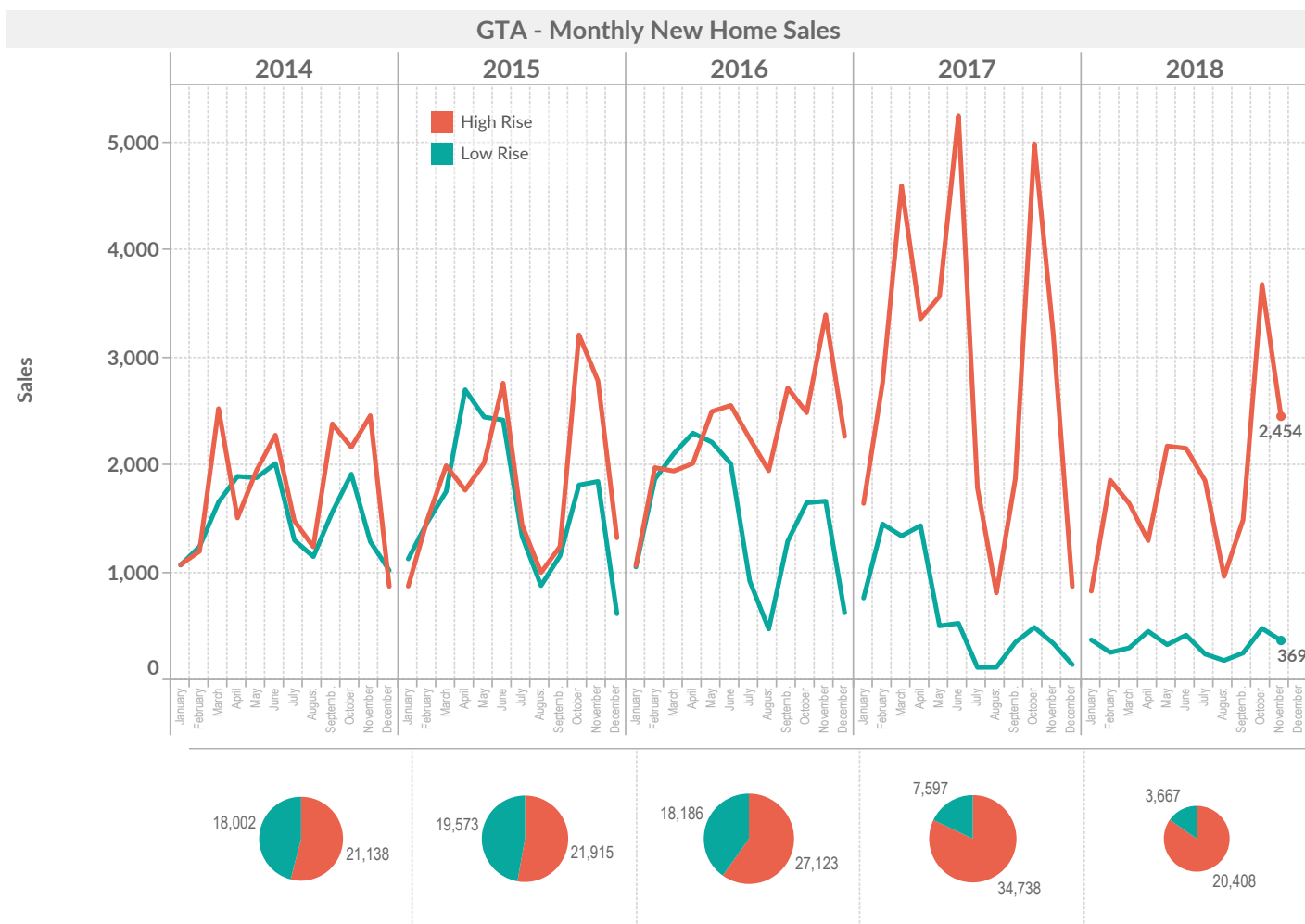
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

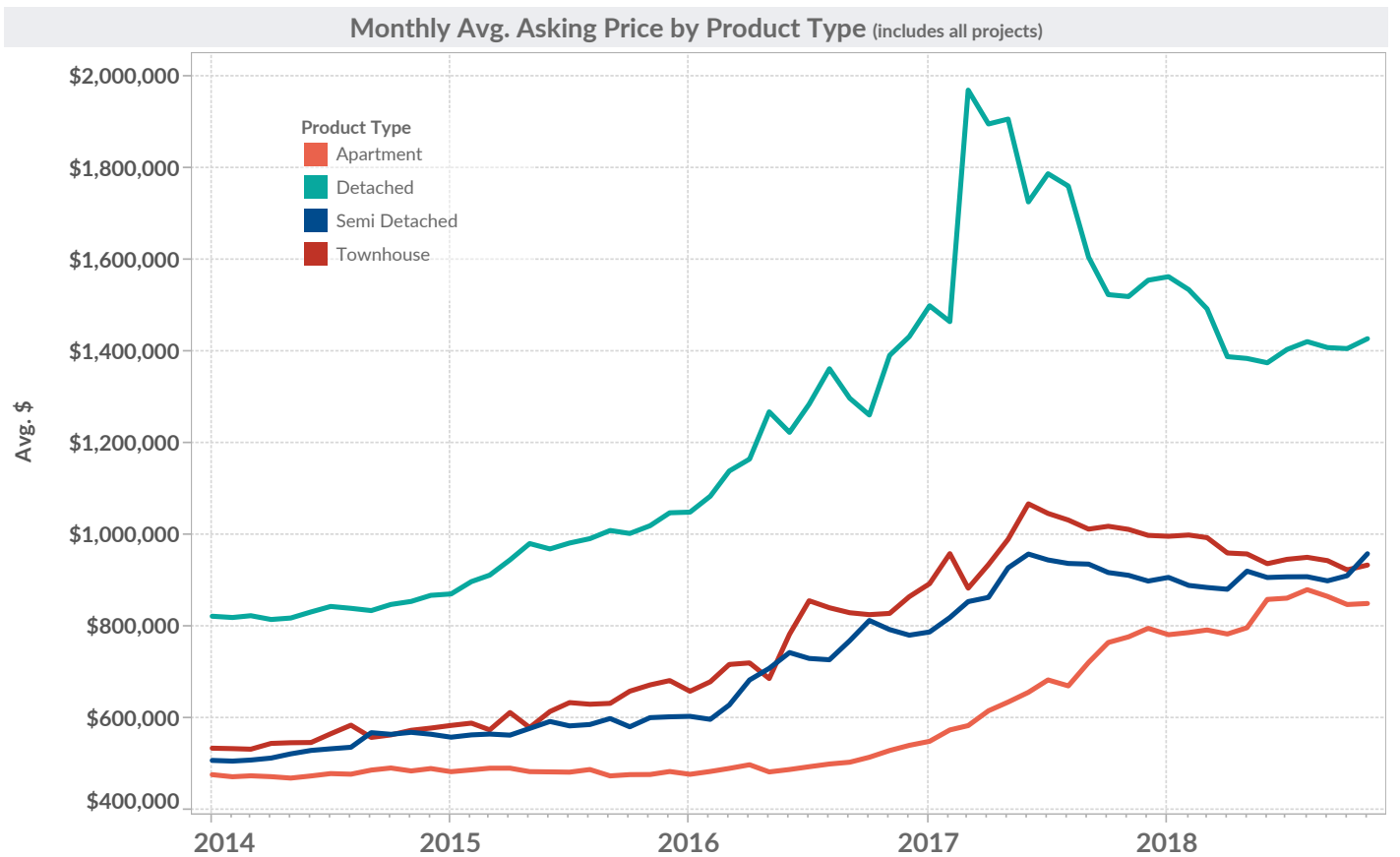
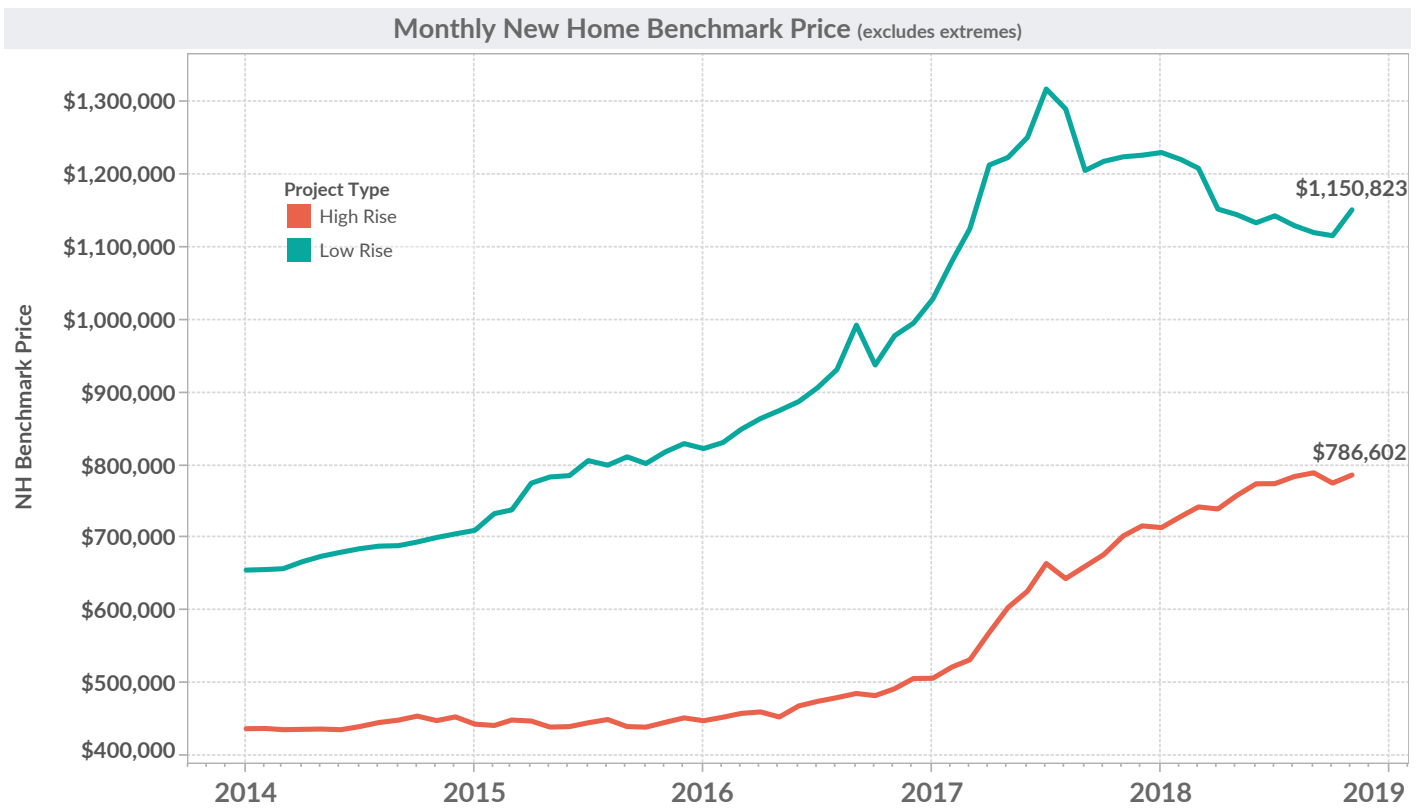
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

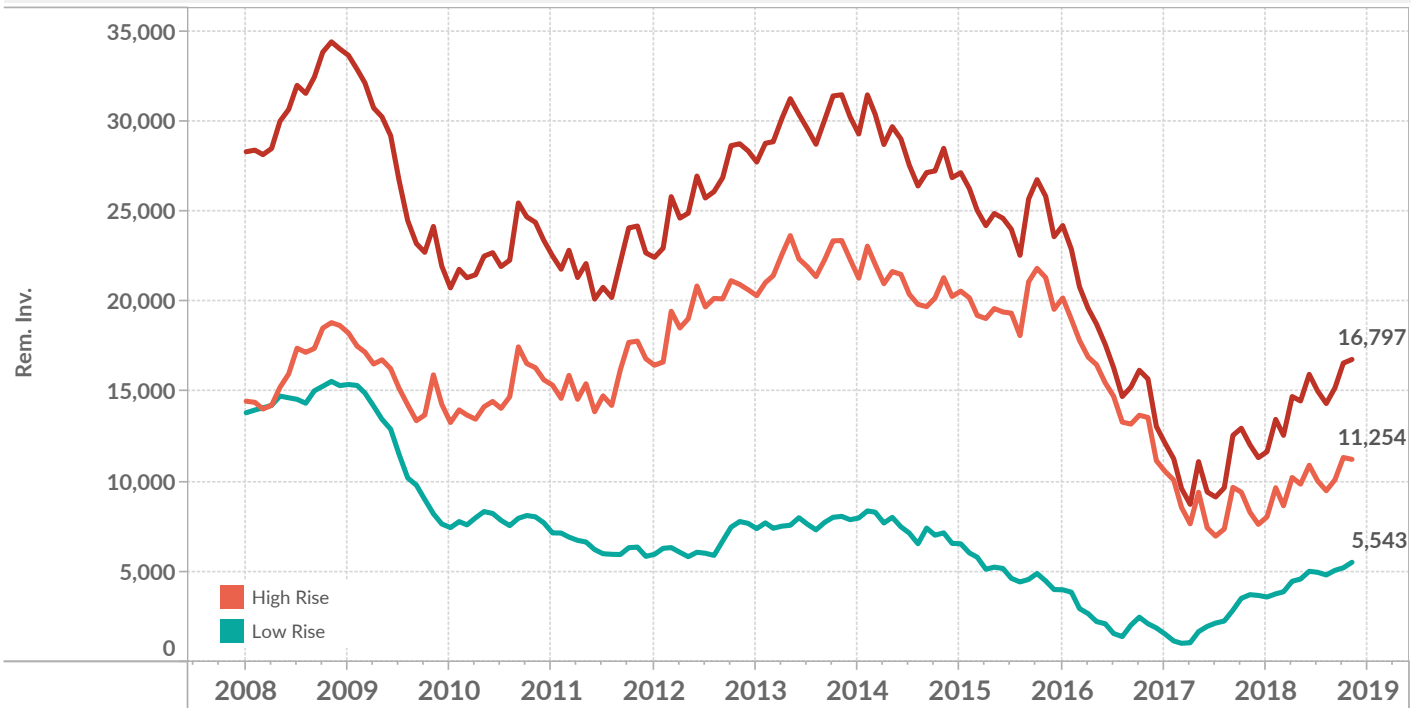


Pricing

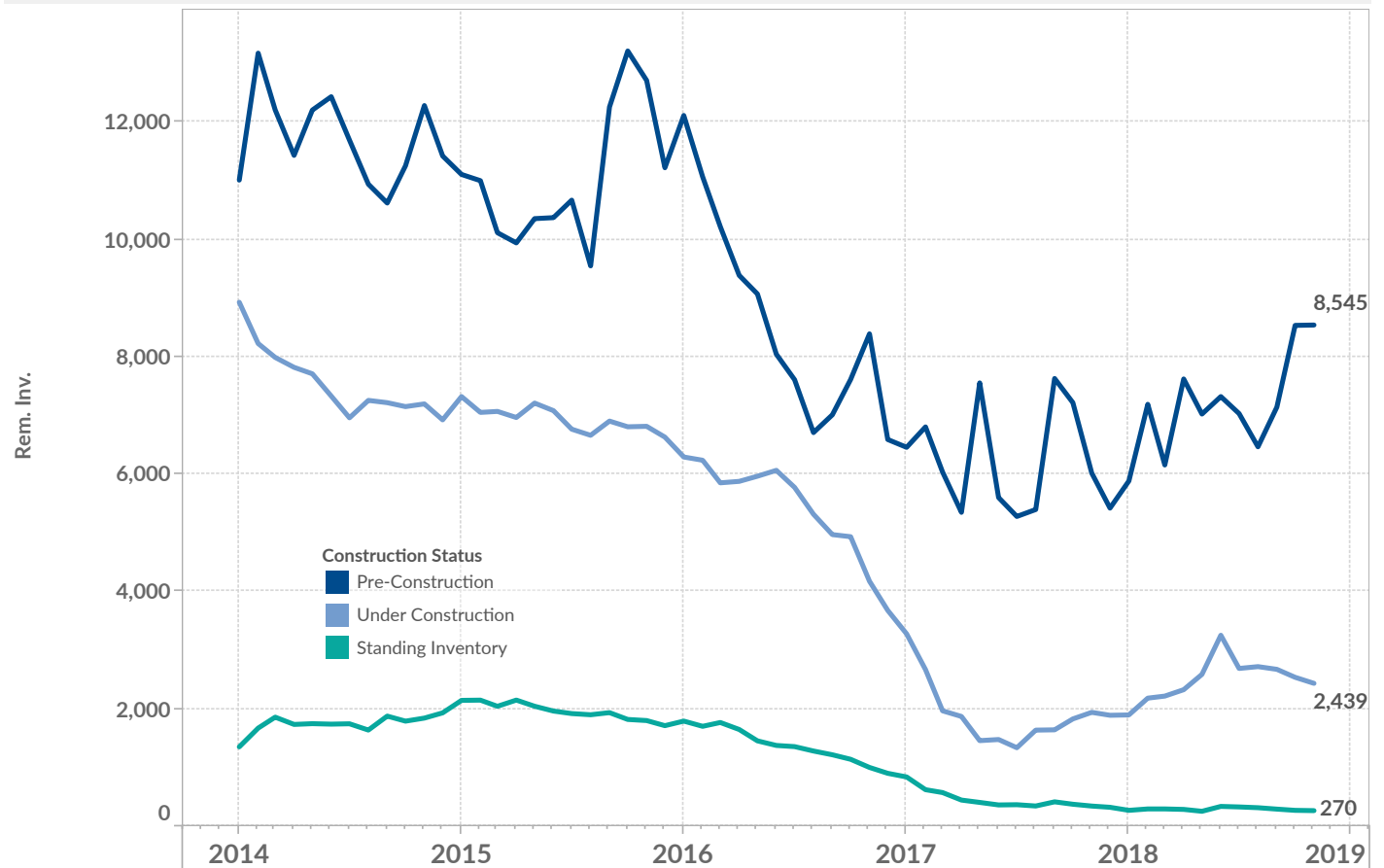


Remaining Inventory

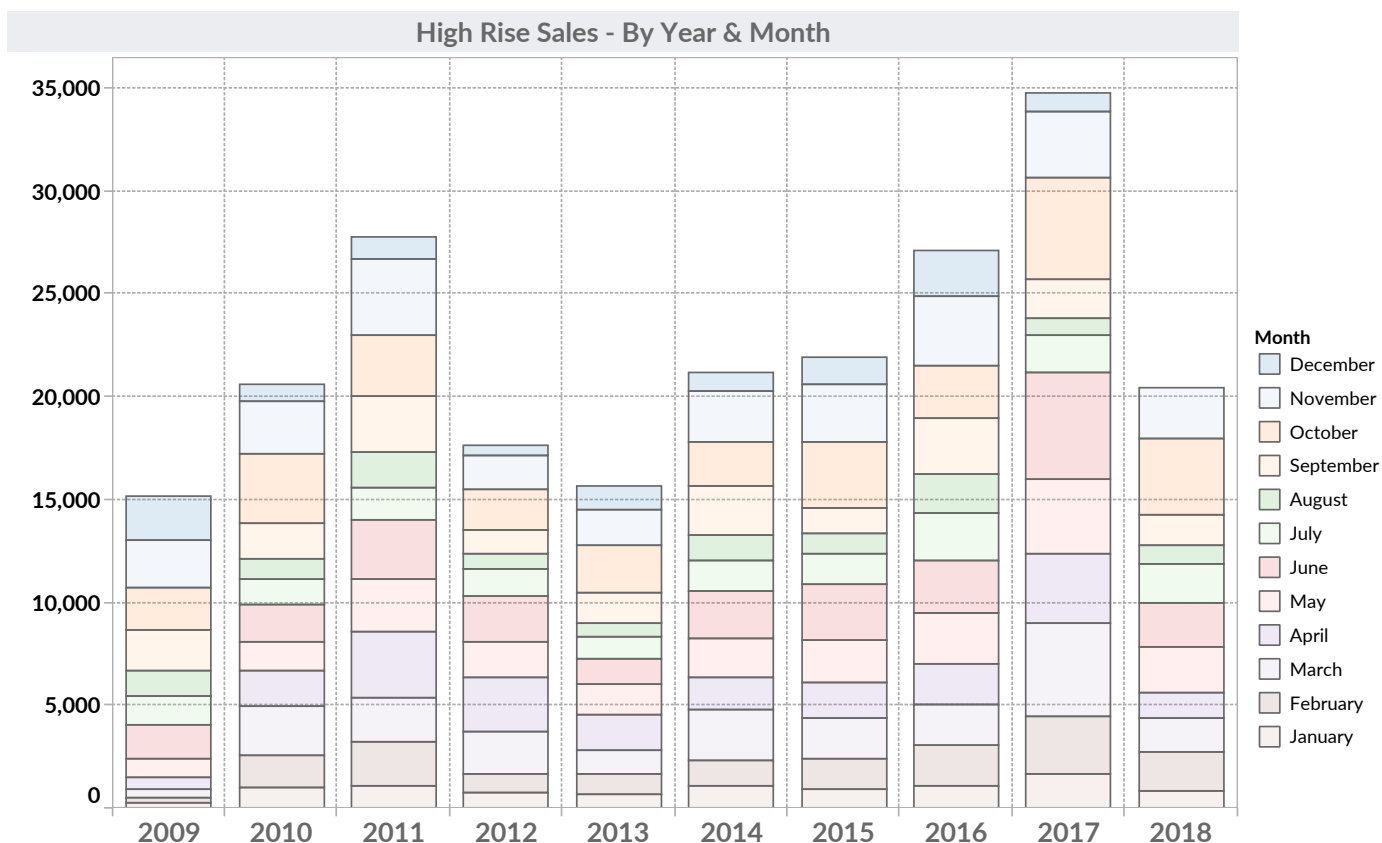
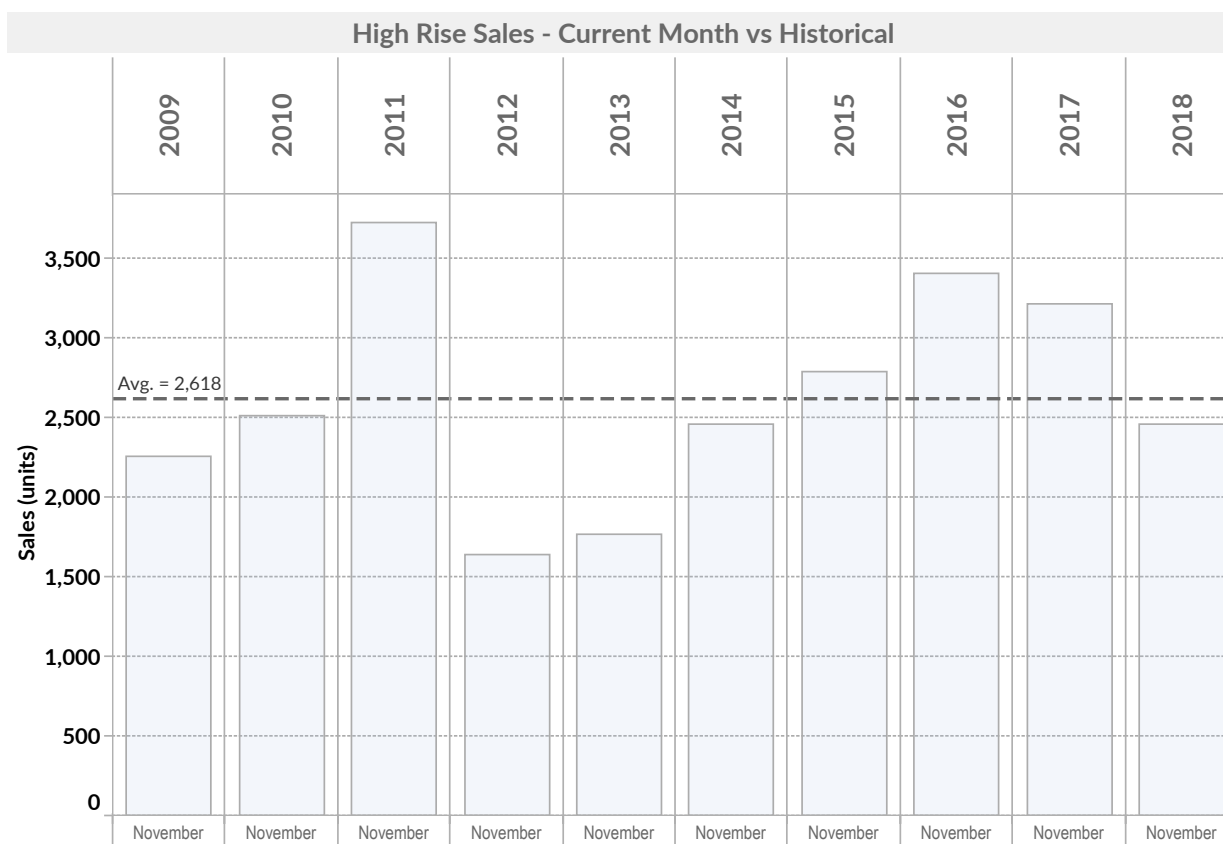
GTA - Monthly New Home Remaining Inventory



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

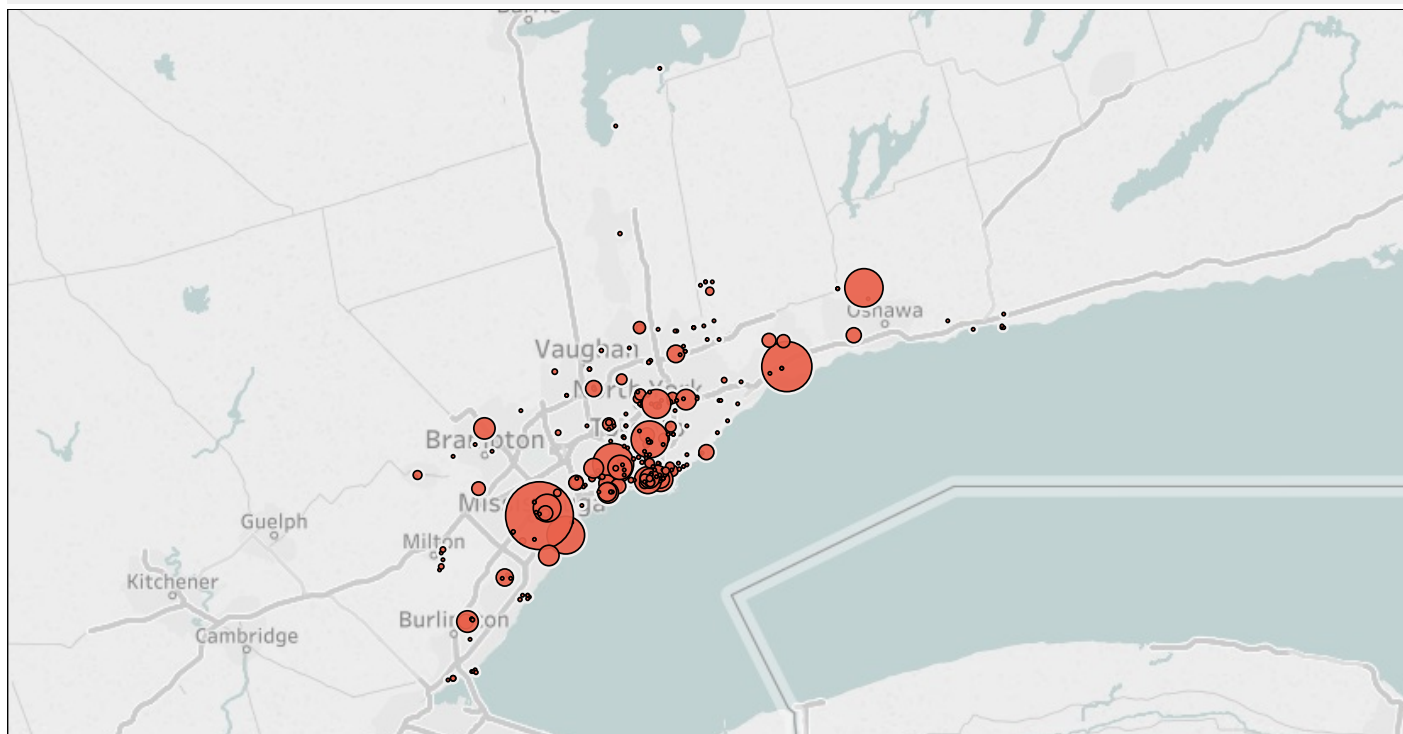


Historical Sales Comparison

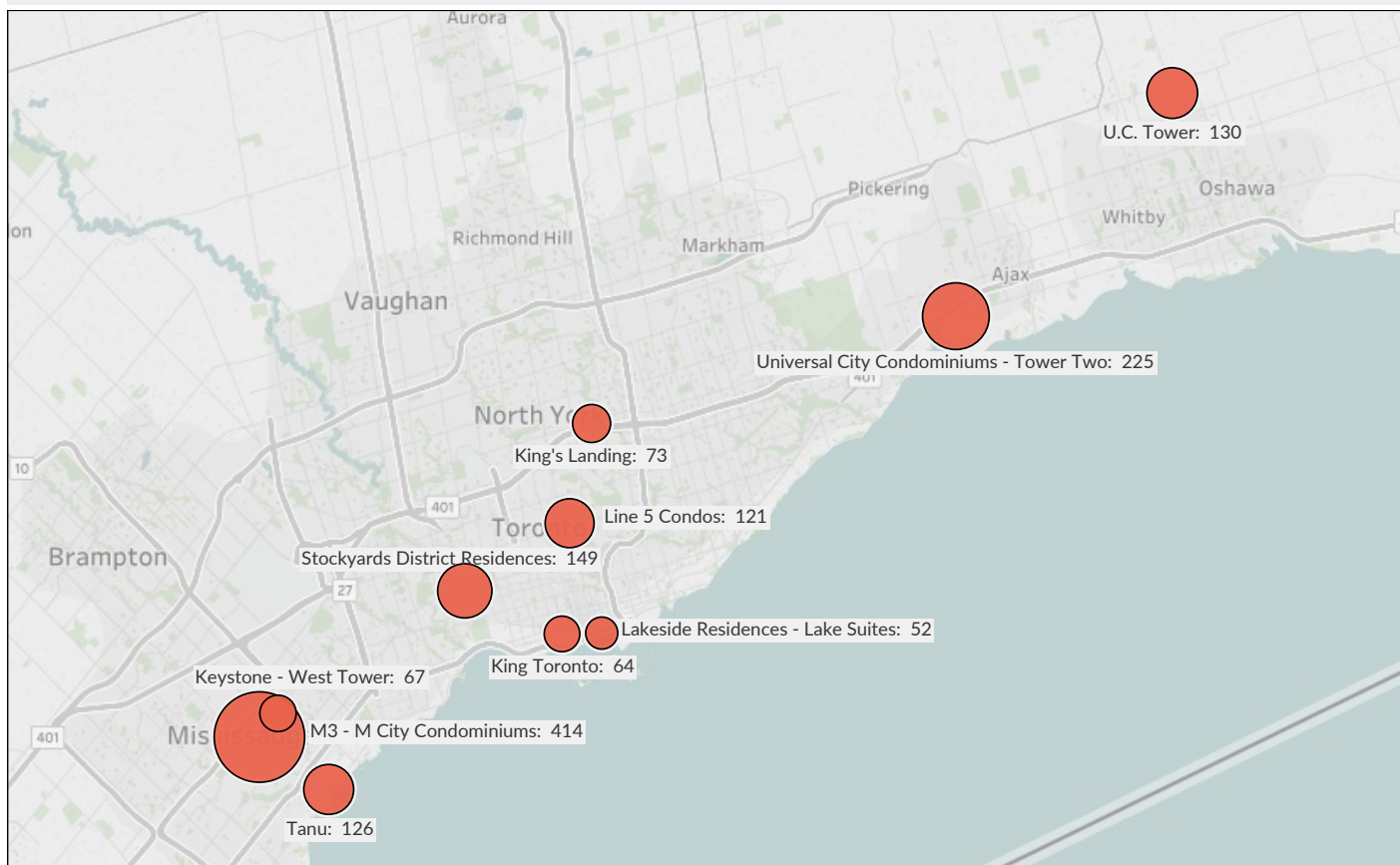


Current Sites

GTA - Active High Rise Sites by Current Month Sales



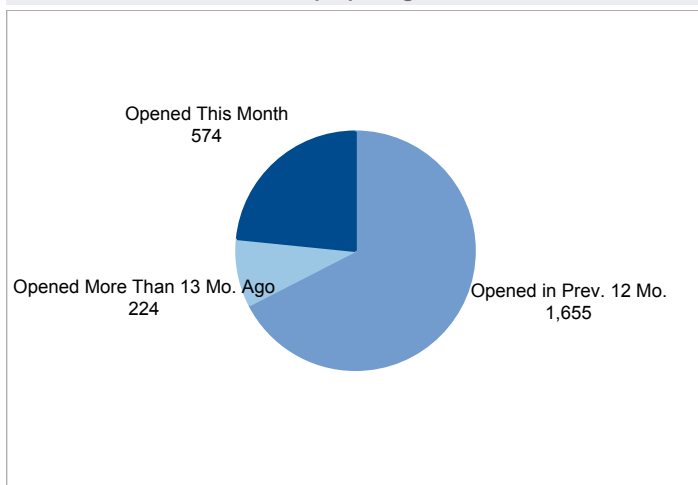
GTA - Top 10 Sites by Current Month Sales



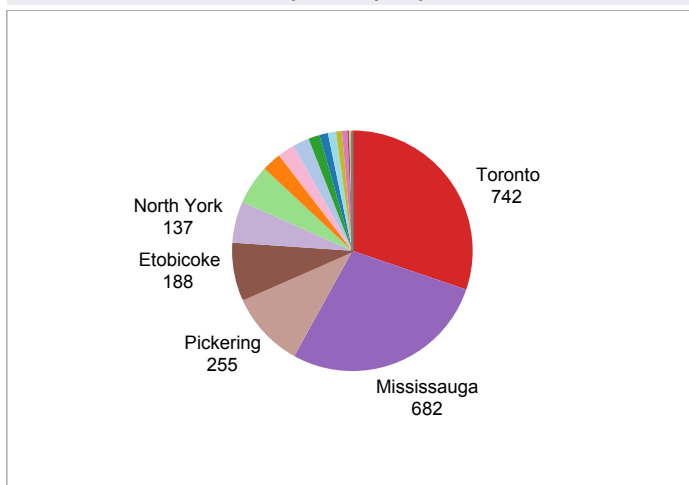
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

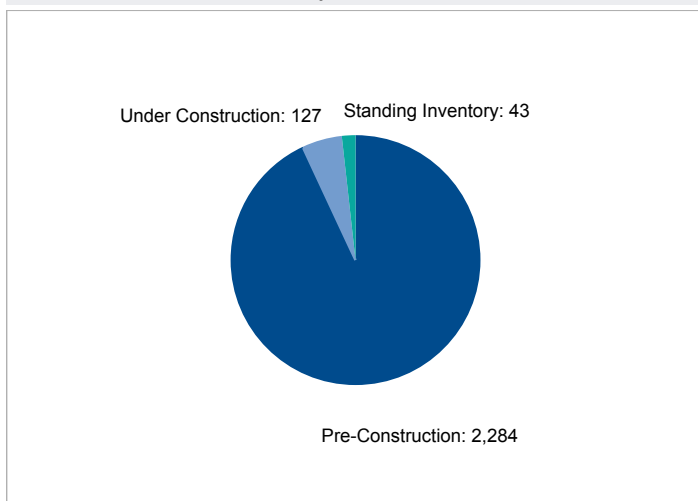
Sales by Opening Date



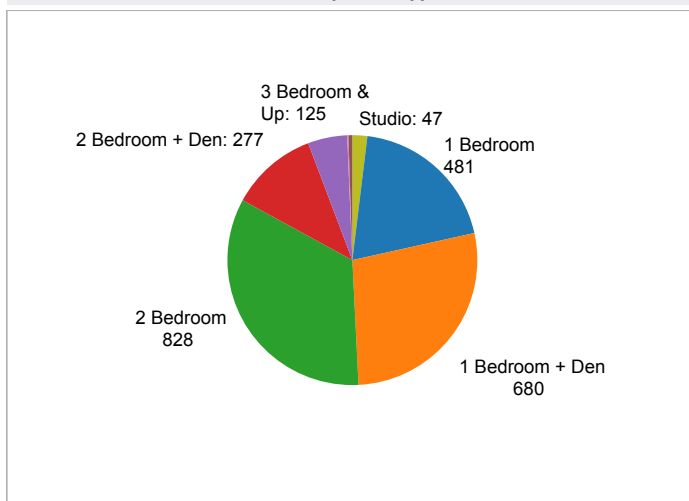
Sales by Municipality/Area



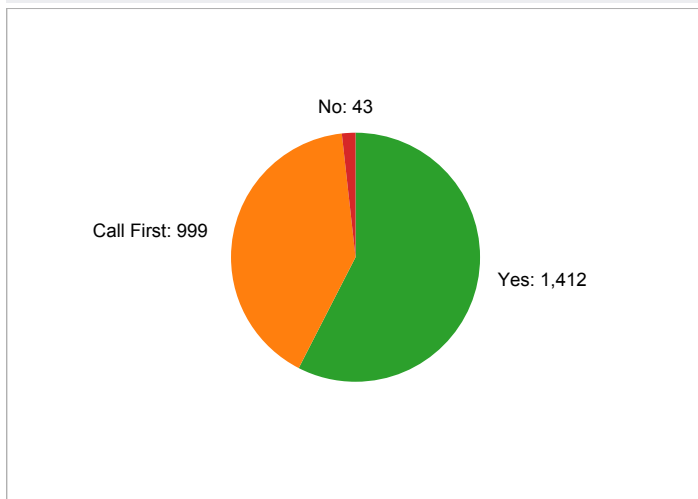
Sales by Const. Status



Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

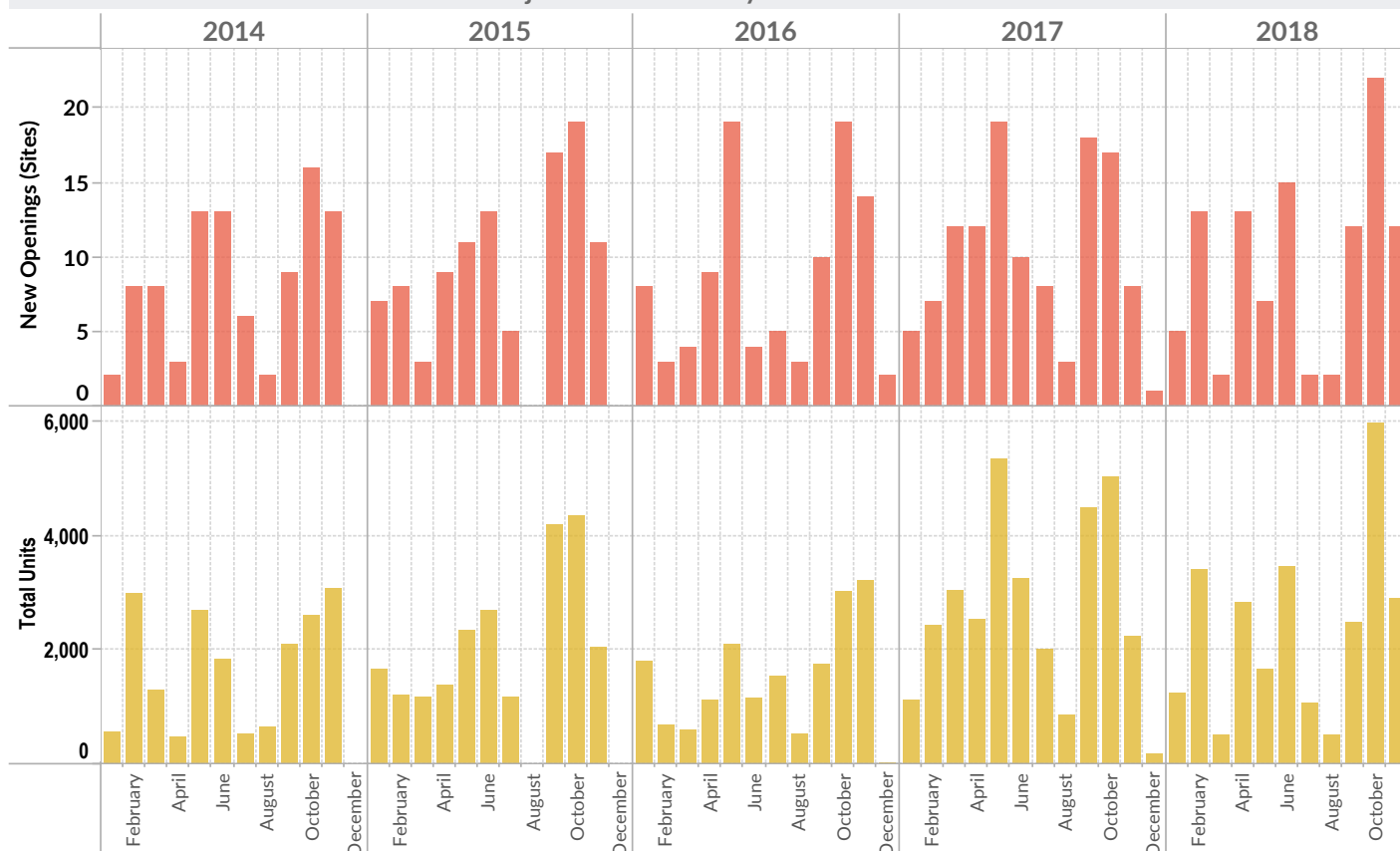
New Openings

November 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
U.C. Tower - Tribute Communities and RioCan	Oshawa	11/1/2018	479	130	129	\$549
Keystone - West Tower - Kaneff	Mississauga	11/2/2018	202	67	135	\$715
Rush - Alterra	Toronto	11/3/2018	125	24	95	\$1,166
Pinnacle Toronto East - Pinnacle International	Scarborough	11/6/2018	605	36	304	\$751
Birchcliff Urban Towns - Core Development Group	Scarborough	11/10/2018	52	19	33	\$654
Eleven11 Clarkson - Saxon Developments	Mississauga	11/10/2018	136	36	20	\$638
Junction House - Globizen Group	Toronto	11/10/2018	144	51	93	\$1,095
V2 - Valera 2 - ADI Development Group	Burlington	11/12/2018	183	40	143	\$682
CG Tower - Cortel Group	Vaughan	11/13/2018	551	22	326	\$824
Stockyards District Residences - Marlin Spring	Toronto	11/15/2018	236	149	87	\$880
Tricycle - Lash Development Corporation *	Scarborough	11/18/2018	148	0	122	\$724
Winlock Towns - Crown Communities *	North York	11/29/2018	30	0	30	\$930
Grand Total			2,891	574	1,517	\$806

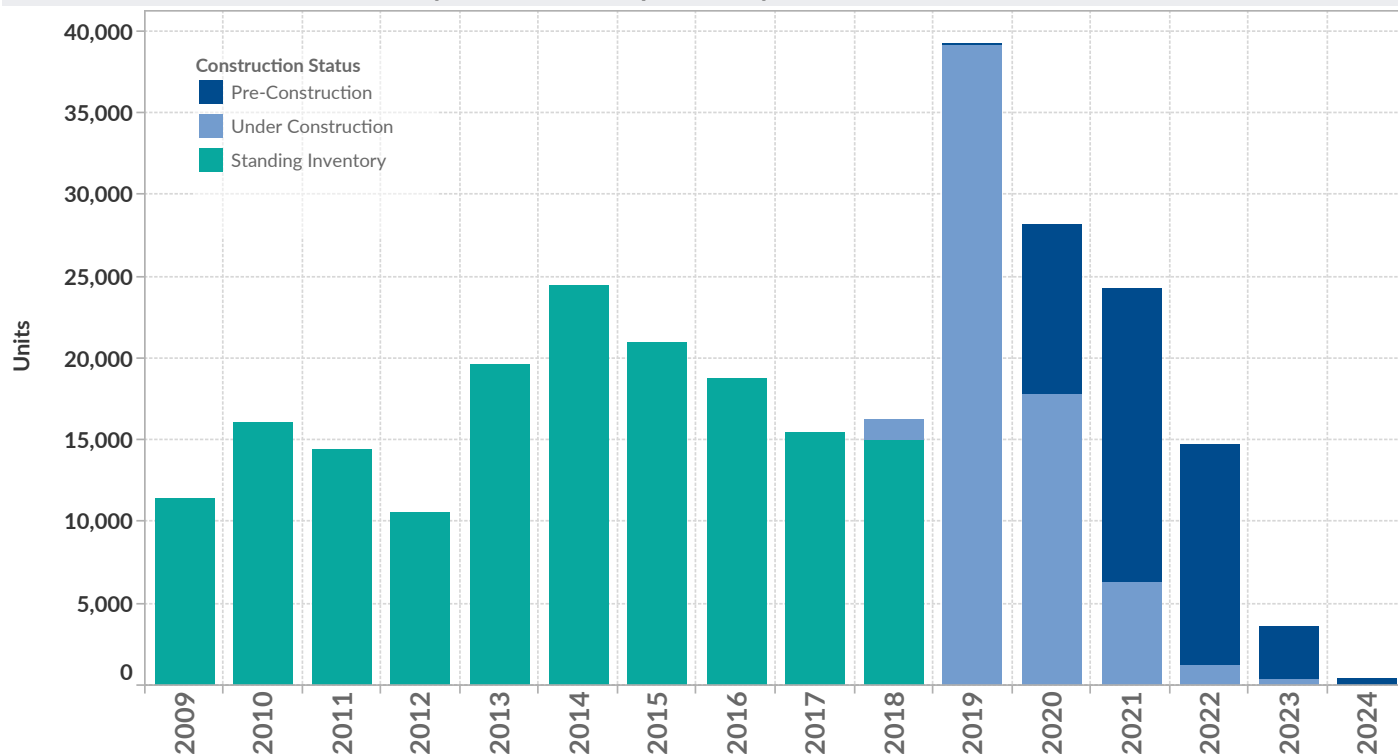
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

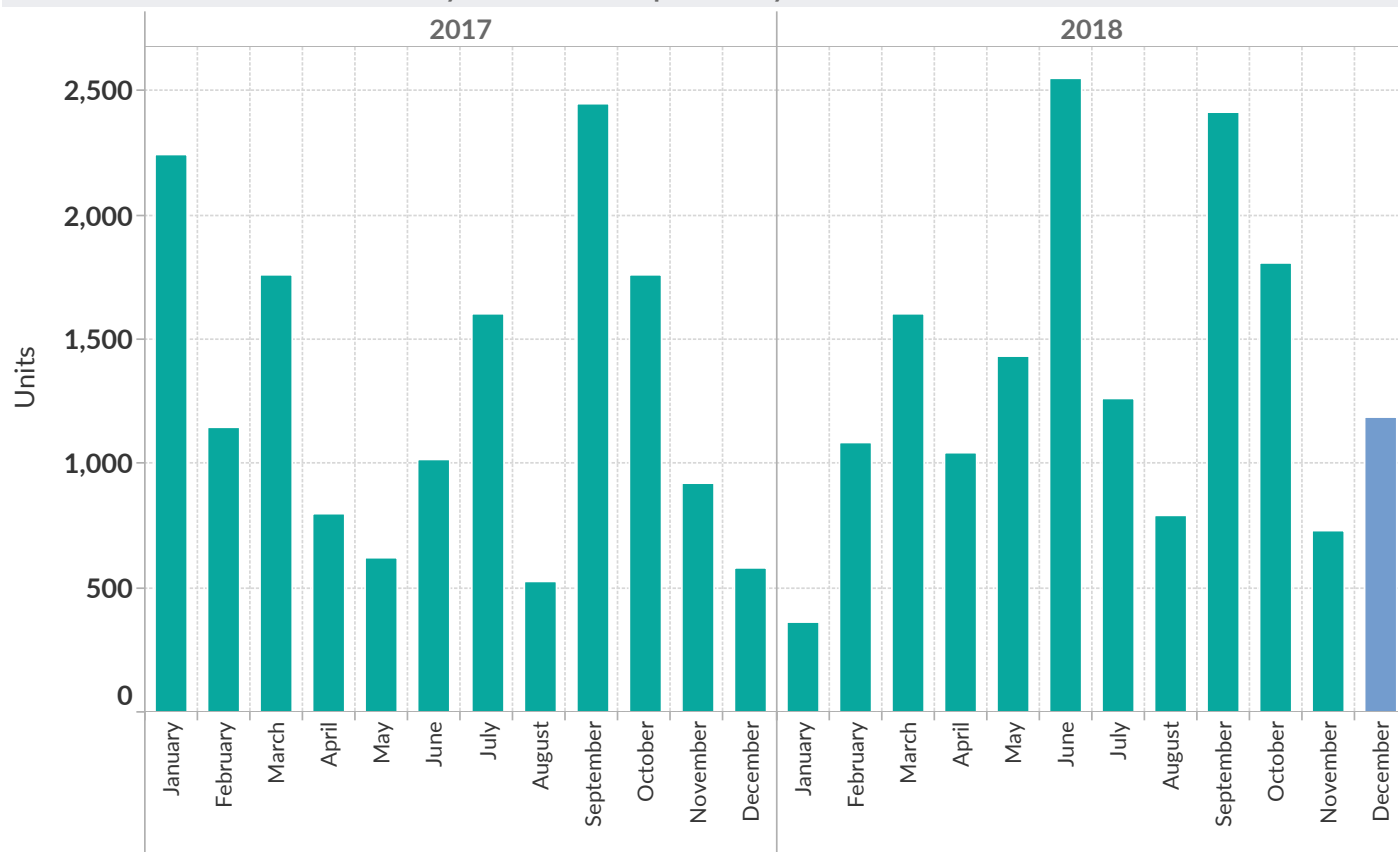


Scheduled Completions

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	12		1,441	7.1%
Menkes	0	0	0	49	89	18	1023	143	60	20	29		1,431	7.0%
Cresford Developments	0	1	15	0	2	2	0	0	1	747	1		769	3.8%
Concord Adex	21	106	27	8	244	23	7	37	19	121	105		718	3.5%
Daniels Corporation	4	9	3	14	185	79	23	14	1	329	31		692	3.4%
Times Group Corporation	2	78	230	123	73	43	21	40	29	7	3		649	3.2%
Fernbrook Homes	1	3	6	181	47	189	32	35	58	36	11		599	2.9%
Cityzen	1	0	0	180	46	188	30	33	55	31	9		573	2.8%
Mattamy Homes	21	21	5	7	4	1	3	1	82	356	58		559	2.7%
Urban Capital Property Group	24	23	21	8	8	7	9	7	13	10	422		552	2.7%
Empire	2	7	0	1	0	0	162	58	105	112	101		548	2.7%
Plaza	7	381	38	7	2	6	14	1	5	56	12		529	2.6%
Tridel	18	10	141	20	16	158	35	23	13	64	22		520	2.5%
Chestnut Hill Developments	0	0	0	0	226	49	0	0	0	0	225		500	2.5%
Pinnacle International	23	21	185	47	31	11	11	17	67	43	43		499	2.4%
Rogers Real Estate Development Limits	13	13	9	1	3	4	6	6	13	9	420		497	2.4%
Reserve Properties	1	0	0	1	0	1	0	1	2	325	122		453	2.2%
Westdale Properties										325	121		446	2.2%
Greenland Group	56	2	0	21	103	42	34	27	14	35	79		413	2.0%
Edilcan Development Corporation	105	36	112	37	8	32	5	4	0	35	30		404	2.0%
Graywood Developments	0	0	2	0	0	0	0	0	122	273	1		398	2.0%
Great Gulf	146	31	0	1	81	35	24	13	44	9	7		391	1.9%
Lanterra Developments	2	200	4	4	5	102	9	11	10	4	17		368	1.8%
Aoyuan International						250	0	0	0	55	10		315	1.5%
G Group Development	0	0	0	0	0	273	12	16	0	1	0		302	1.5%
Total (All 168 Builders)	828	1,860	1,644	1,298	2,177	2,156	1,855	965	1,490	3,681	2,454		20,408	

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 %
	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.		
Pemberton Group	37	43	521	16	103	158	142	48	93	195	110	12	1,478	6.9%
Menkes	0	0	0	0	49	89	18	1,023	143	60	20	29	1,431	6.7%
Cresford Developments	0	0	1	15	0	2	2	0	0	1	747	1	769	3.6%
Concord Adex	34	21	106	27	8	244	23	7	37	19	121	105	752	3.5%
Daniels Corporation	23	4	9	3	14	185	79	23	14	1	329	31	715	3.4%
Times Group Corporation	2	2	78	230	123	73	43	21	40	29	7	3	651	3.1%
Mattamy Homes	64	21	21	5	7	4	1	3	1	82	356	58	623	2.9%
Fernbrook Homes	1	1	3	6	181	47	189	32	35	58	36	11	600	2.8%
Urban Capital Property Group	29	24	23	21	8	8	7	9	7	13	10	422	581	2.7%
Cityzen	0	1	0	0	180	46	188	30	33	55	31	9	573	2.7%
Empire	3	2	7	0	1	0	0	162	58	105	112	101	551	2.6%
Tridel	31	18	10	141	20	16	158	35	23	13	64	22	551	2.6%
Plaza	8	7	381	38	7	2	6	14	1	5	56	12	537	2.5%
Rogers Real Estate Development Limited	16	13	13	9	1	3	4	6	6	13	9	420	513	2.4%
Pinnacle International	7	23	21	185	47	31	11	11	17	67	43	43	506	2.4%
Chestnut Hill Developments	0	0	0	0	0	226	49	0	0	0	0	225	500	2.3%
Reserve Properties	0	1	0	0	1	0	1	0	1	2	325	122	453	2.1%
Westdale Properties											325	121	446	2.1%
Greenland Group	0	56	2	0	21	103	42	34	27	14	35	79	413	1.9%
Edilcan Development Corporation	3	105	36	112	37	8	32	5	4	0	35	30	407	1.9%
Graywood Developments	0	0	0	2	0	0	0	0	0	122	273	1	398	1.9%
Great Gulf	6	146	31	0	1	81	35	24	13	44	9	7	397	1.9%
Lanterra Developments	0	2	200	4	4	5	102	9	11	10	4	17	368	1.7%
Solmar Development Corp.	32	26	25	19	25	14	51	36	26	17	35	24	330	1.6%
Aoyuan International							250	0	0	0	55	10	315	1.5%
Total (All 172 Builders)	871	828	1,860	1,644	1,298	2,177	2,156	1,855	965	1,490	3,681	2,454	21,279	

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 November
M3 - M City Condominiums - Rogers Real Estate Development Limited and Urban Capital Property Group	Mississauga	Apartment	1 Bedroom	59
			1 Bedroom + Den	90
			2 Bedroom + Den	5
			3 Bedroom & Up	5
			2 Bedroom	255
			Unreleased	
			Total	414
Universal City Condominiums - Tower Two - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	57
			1 Bedroom + Den	68
			2 Bedroom + Den	4
			3 Bedroom & Up	19
			2 Bedroom	77
			Total	225
Stockyards District Residences - Marlin Spring	Toronto	Apartment	1 Bedroom	12
			1 Bedroom + Den	84
			2 Bedroom + Den	19
			3 Bedroom & Up	4
			2 Bedroom	30
			Total	149
U.C. Tower - Tribute Communities and RioCan	Oshawa	Apartment	1 Bedroom	22
			1 Bedroom + Den	36
			3 Bedroom & Up	3
			2 Bedroom	54
			Studio	15
			Unreleased	
			Total	130
Tanu - Edenshaw Developments	Mississauga	Apartment	1 Bedroom	8
			1 Bedroom + Den	41
			2 Bedroom + Den	27
			3 Bedroom & Up	9
			2 Bedroom	41
			Unreleased	
			Total	126

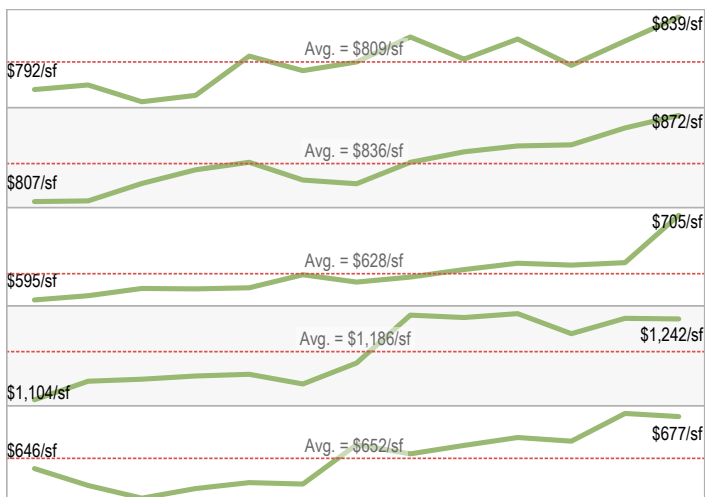
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$839/sf
	North York	\$872/sf
	Scarborough	\$705/sf
	Toronto	\$1,242/sf
905 Area	905 All Muni.	\$677/sf

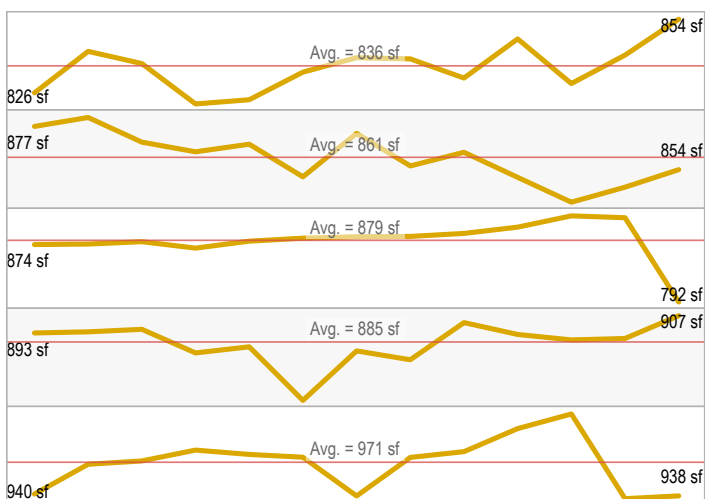
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	854 sf
	North York	854 sf
	Scarborough	792 sf
	Toronto	907 sf
905 Area	905 All Muni.	938 sf

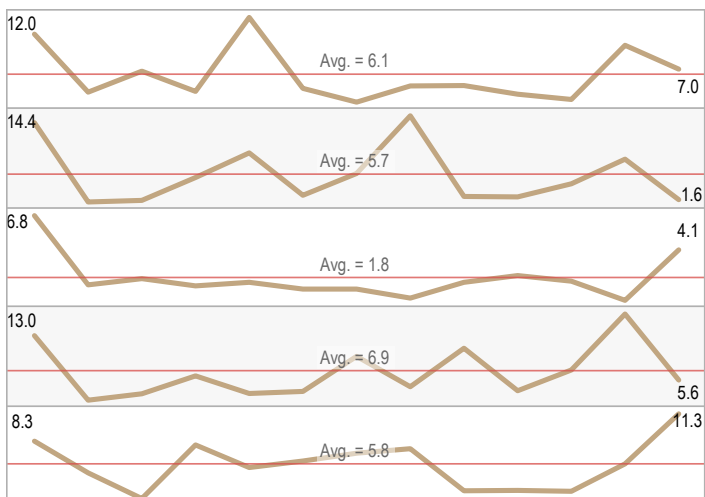
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	7.0
	North York	1.6
	Scarborough	4.1
	Toronto	5.6
905 Area	905 All Muni.	11.3

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	November 2018				November 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	9			9	103			103
Central Waterfront	Toronto	86			86	278			278
Don Mills - York Mills	North York	9		0	9	324		2	326
Downtown Core	Toronto	18			18	433			433
Downtown East	Toronto	41			41	604			604
Downtown West	Toronto	180			180	81	0		81
Etobicoke Waterfront	Etobicoke	9			9	78			78
Highway7 - Yonge	Markham	2			2				
	Richmond Hill	13		5	18	0			0
Mississauga City Centre	Mississauga	443			443	129			129
North Toronto	Toronto	144			144	13	0		13
North Yonge Corridor	North York	10		6	16	89			89
North York East	North York	0		0	0	0			0
North York West	North York	17		0	17	21		4	25
Not Applicable	Brampton	0		54	54	3		20	23
	Burlington	64			64	16			16
	Clarington	0		0	0	10		4	14
	Etobicoke	179		0	179	161	15		176
	Georgina	0			0	0			0
	Halton Hills	6			6	2			2
	Markham	26	0	0	26	146		0	146
	Milton	4		0	4	2			2
	Mississauga	200		39	239	29		0	29
	Newmarket		1		1		3		3
	Oakville	27		0	27	168		16	184
	Oshawa	130			130				
	Pickering	225		30	255	0		2	2
	Scarborough	36		21	57	51		31	82
	Toronto	11			11	32		3	35
	Vaughan	35		2	37	237			237
	Whitby	19			19	0			0
	Whitchurch-Stouffville	5			5	1			1
Sheppard Corridor	North York	95			95	54			54
Toronto East	Toronto	12	0	6	18	4	5	0	9
Toronto West	Toronto	233	0		233	14	0		14
Yonge - St. Clair	Toronto	2			2	25			25
Grand Total		2,290	1	163	2,454	3,108	23	82	3,213

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	137			137	214			214
Central Waterfront	Toronto	2,165			2,165	870			870
Don Mills - York Mills	North York	236		19	255	179		21	200
	Toronto								
Downtown Core	Toronto	951			951	28			28
Downtown East	Toronto	1,244			1,244	313			313
Downtown West	Toronto	2,802	2		2,804	1,681			1,681
Etobicoke Waterfront	Etobicoke	251			251	197			197
Highway7 - Yonge	Markham	619			619	147			147
	Richmond Hill	707		115	822	61		49	110
Mississauga City Centre	Mississauga	971			971	657			657
North Toronto	North York								
	Toronto	697	1		698	230			230
North Yonge Corridor	North York	729		30	759	203		12	215
	Toronto								
North York East	North York	0		0	0	5		30	35
North York West	North York	759		68	827	276		22	298
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	220		247	467	182		105	287
	Burlington	286			286	276			276
	Caledon								
	Clarington	41		9	50	61		4	65
	Etobicoke	1,342	27	30	1,399	509		32	541
	Georgina	0			0	33			33
	Halton Hills	52			52	39			39
	King								
	Markham	656	10	4	670	504	102	0	606
	Milton	211		25	236	146		23	169
	Mississauga	1,007		173	1,180	487		90	577
	Newmarket		3		3		5		5
	North York								
	Oakville	437		12	449	142		12	154
	Oshawa	136			136	133			133
	Pickering	500		105	605	104		84	188
	Richmond Hill								
	Scarborough	160		40	200	552		77	629
	Toronto	294		12	306	123			123
	Uxbridge								
	Vaughan	523		26	549	587		42	629
	Whitby	82			82	100			100
	Whitchurch-Stouffville	135			135	164			164
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	693			693	405			405
Thornhill	Markham								
	Vaughan								
Toronto East	Toronto	295	84	8	387	59	16	33	108
Toronto West	Toronto	810	3		813	766	1		767
Yonge - St. Clair	Toronto	78			78	61			61
Grand Total		20,226	130	923	21,279	10,494	124	636	11,254

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