



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of December 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-18		Dec-17		Change
High Rise	804		868		-7.4%
Low Rise	136		143		-4.9%
Total	940		1,011		-7.0%
Year to Date Sales	Jan.-Dec. 2018		Jan.-Dec. 2017		Y/Y Change
High Rise	21,330		34,670		-38.5%
Low Rise	3,831		7,591		-49.5%
Total	25,161		42,261		-40.5%
Year to Date Supply	Jan.-Dec. 2018		Jan.-Dec. 2017		Y/Y Change
High Rise	26,422		32,606		-19.0%
Low Rise	5,205		9,399		-44.6%
Total	31,627		42,005		-24.7%
Year to Date Completions	Jan.-Dec. 2018		Jan.-Dec. 2017		Y/Y Change
High Rise	15,638		15,401		1.5%
Remaining Inventory	Dec-18	Nov-18	Dec-17	M/M Change	Y/Y Change
High Rise	10,687	11,447	7,623	-6.6%	40.2%
Low Rise	5,081	5,414	3,707	-6.2%	37.1%
Total	15,768	16,861	11,330	-6.5%	39.2%
Benchmark Price	Dec-18	Nov-18	Dec-17	M/M Change	Y/Y Change
High Rise	\$796,815	\$786,602	\$716,772	1.3%	11.2%
Low Rise	\$1,143,505	\$1,150,823	\$1,225,774	-0.6%	-6.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	323	264	176	
High Rise Units	164	84,915	67,030	44,389	
% Sold*	0%	83%	95%	74%	
Low Rise Projects	1	262			
Low Rise Units	6	29,945			
% Sold*	17%	83%			

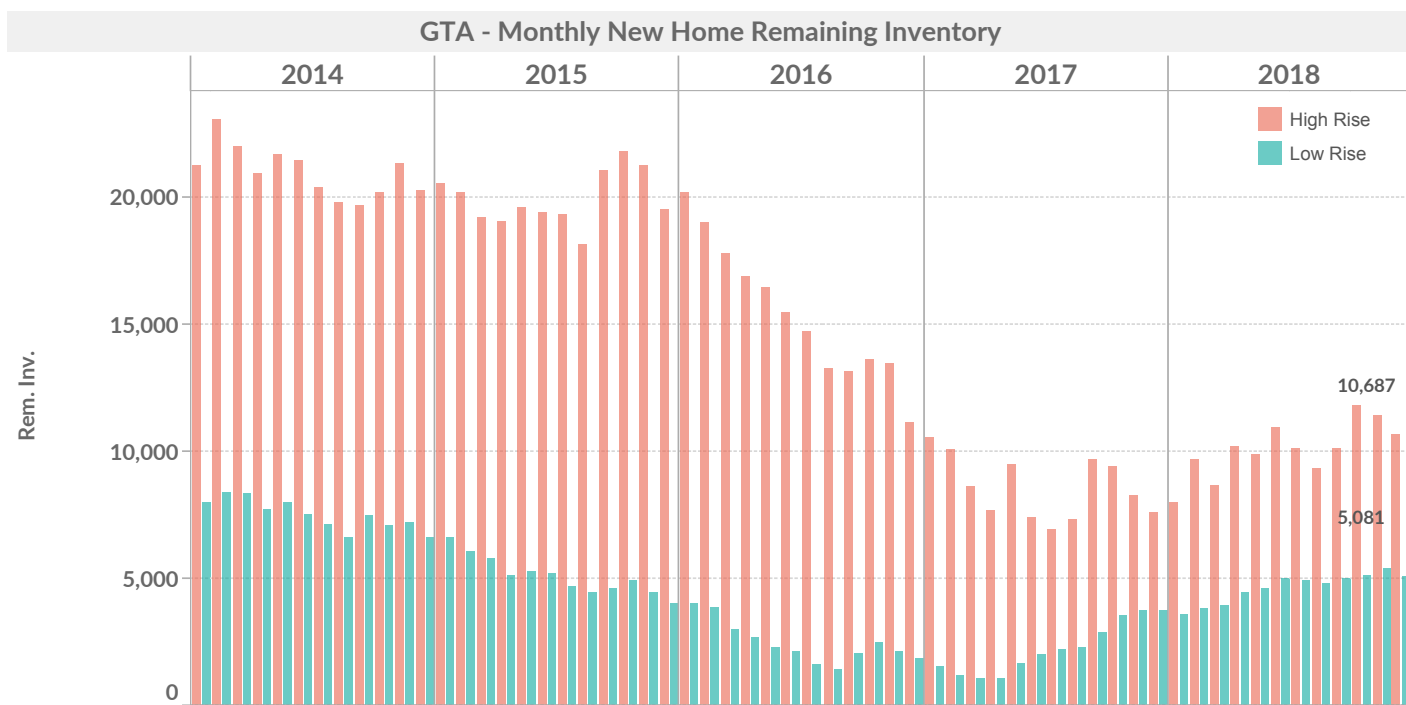
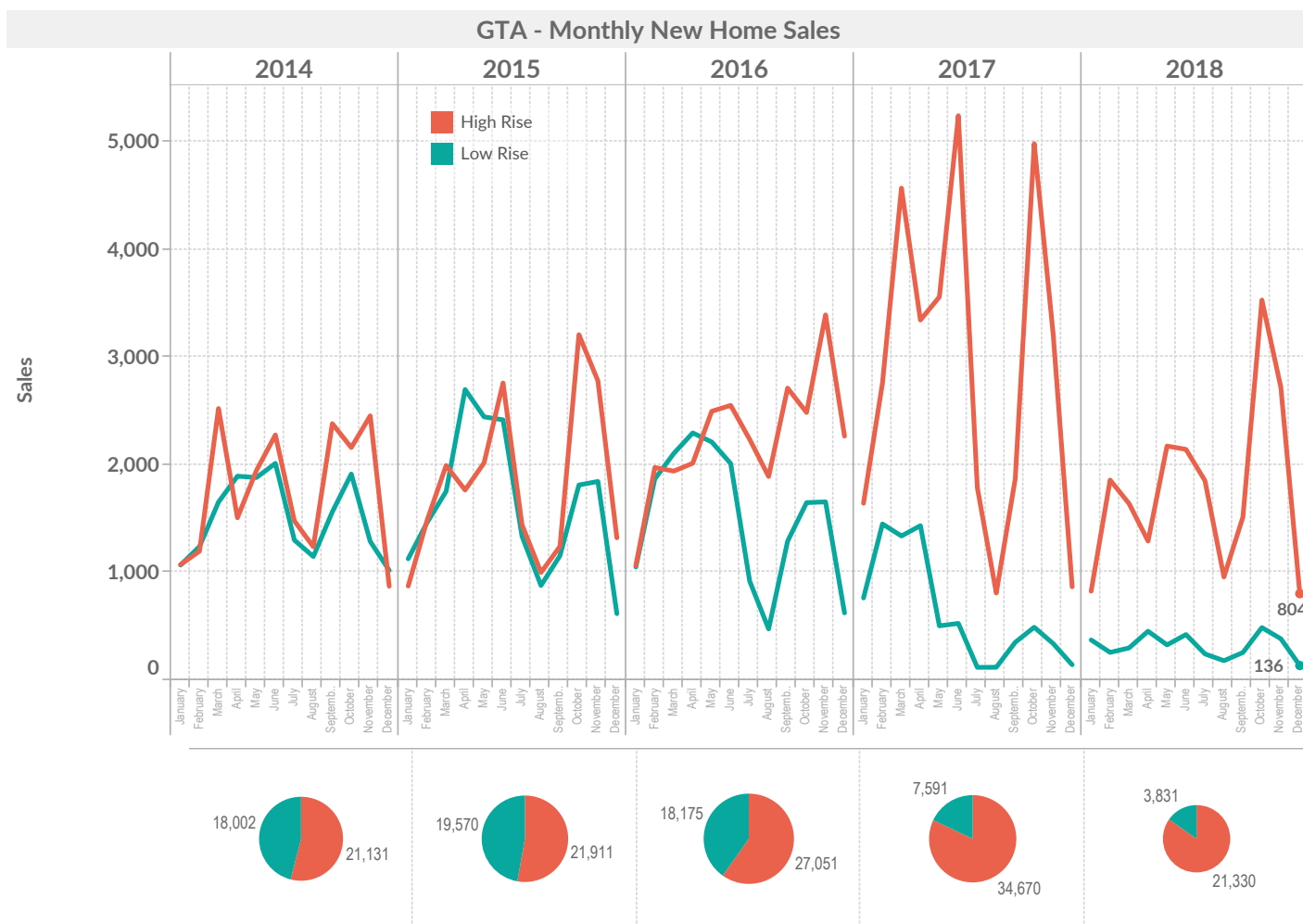
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

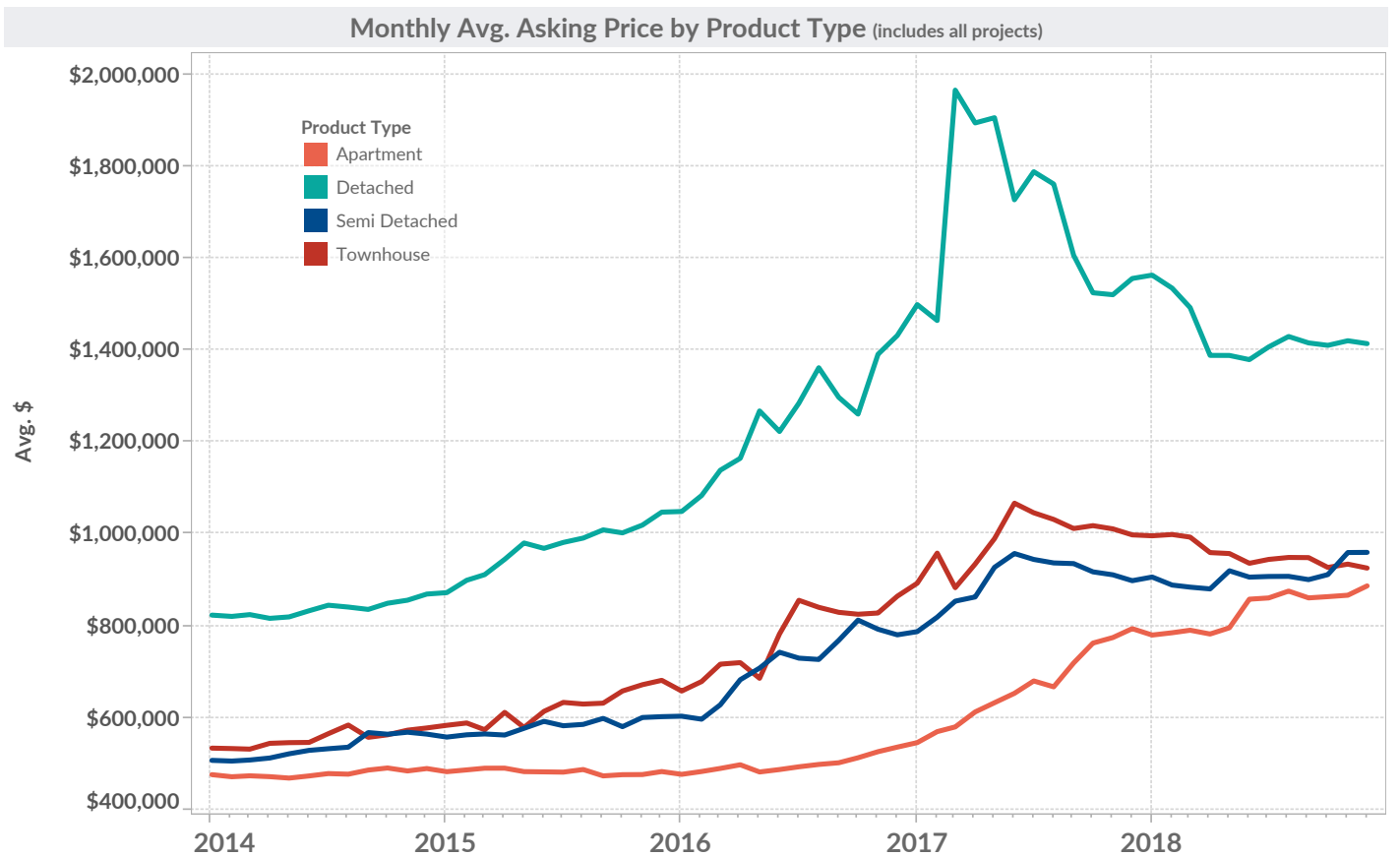
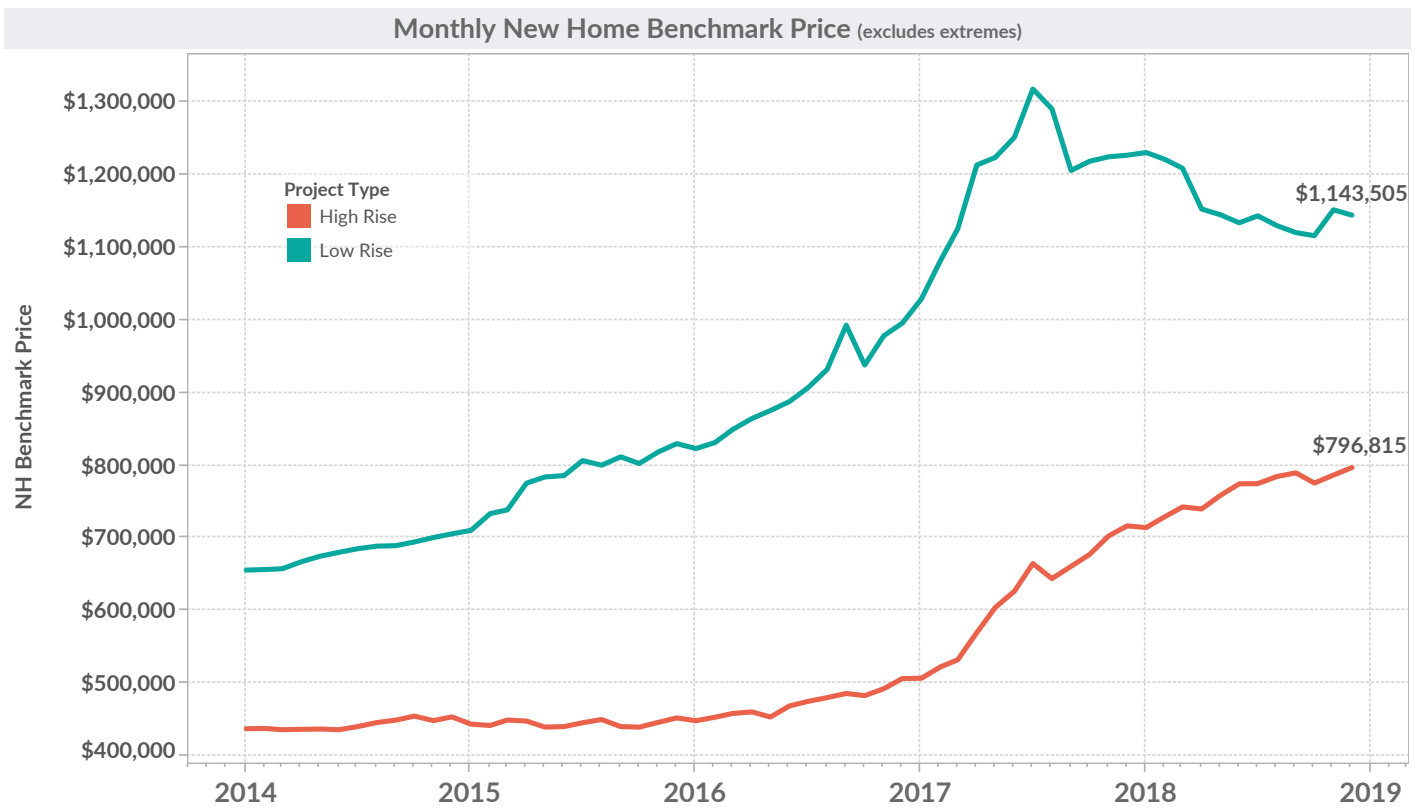
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

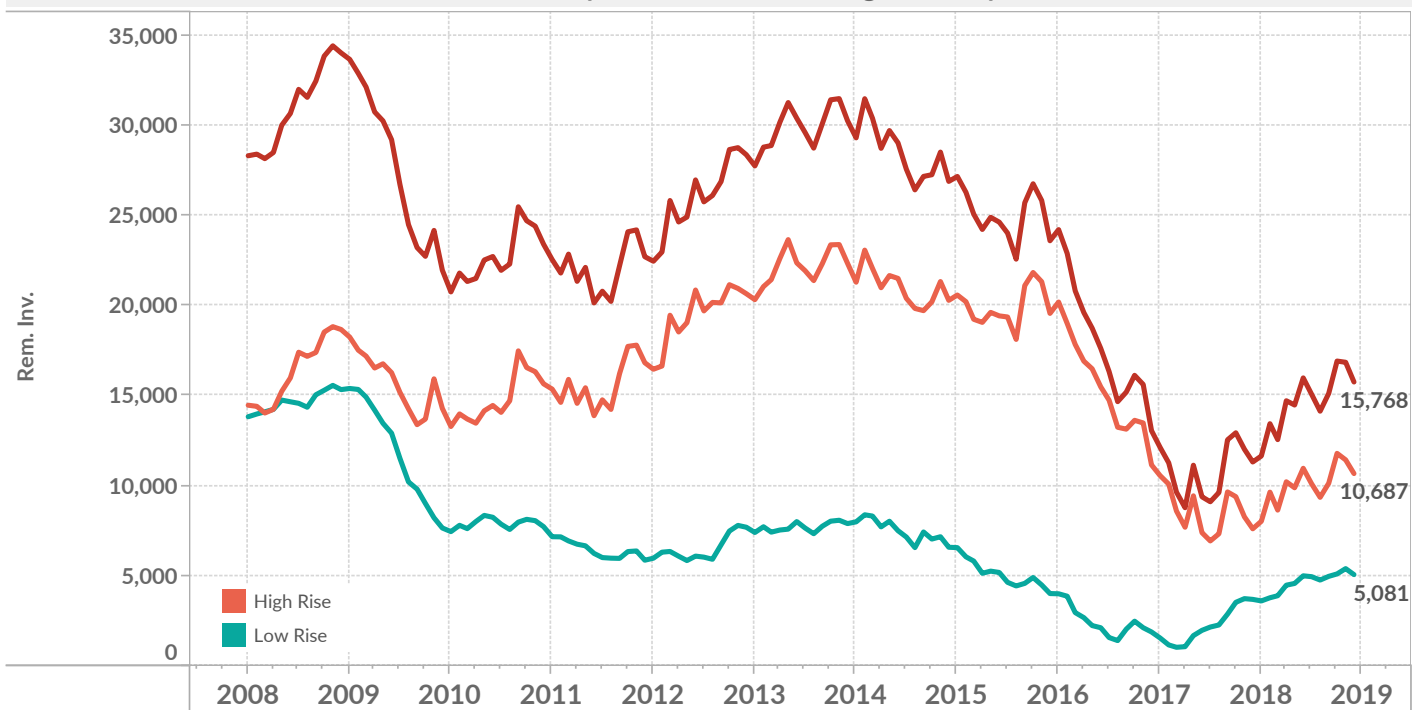


Pricing

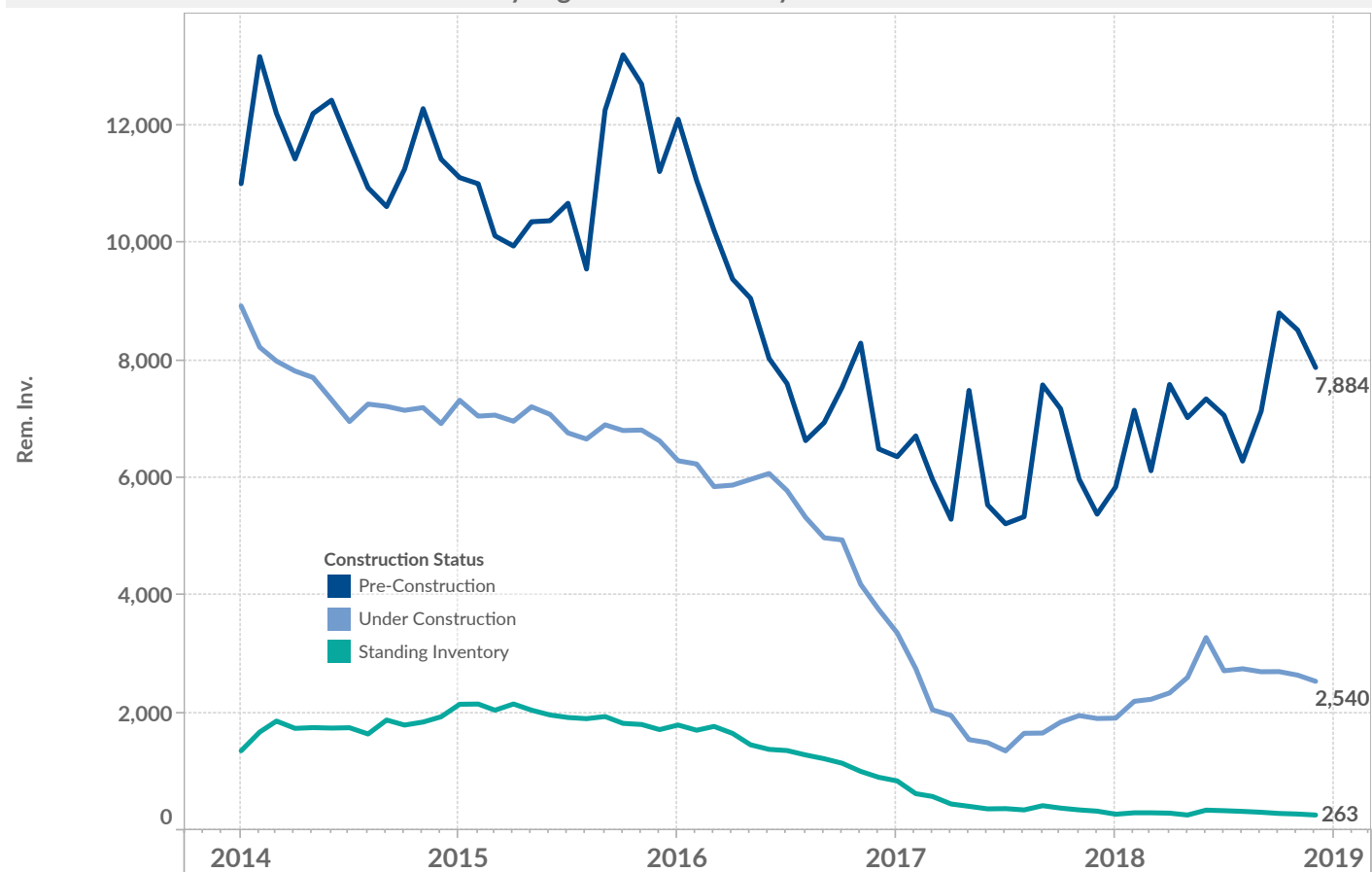


Remaining Inventory

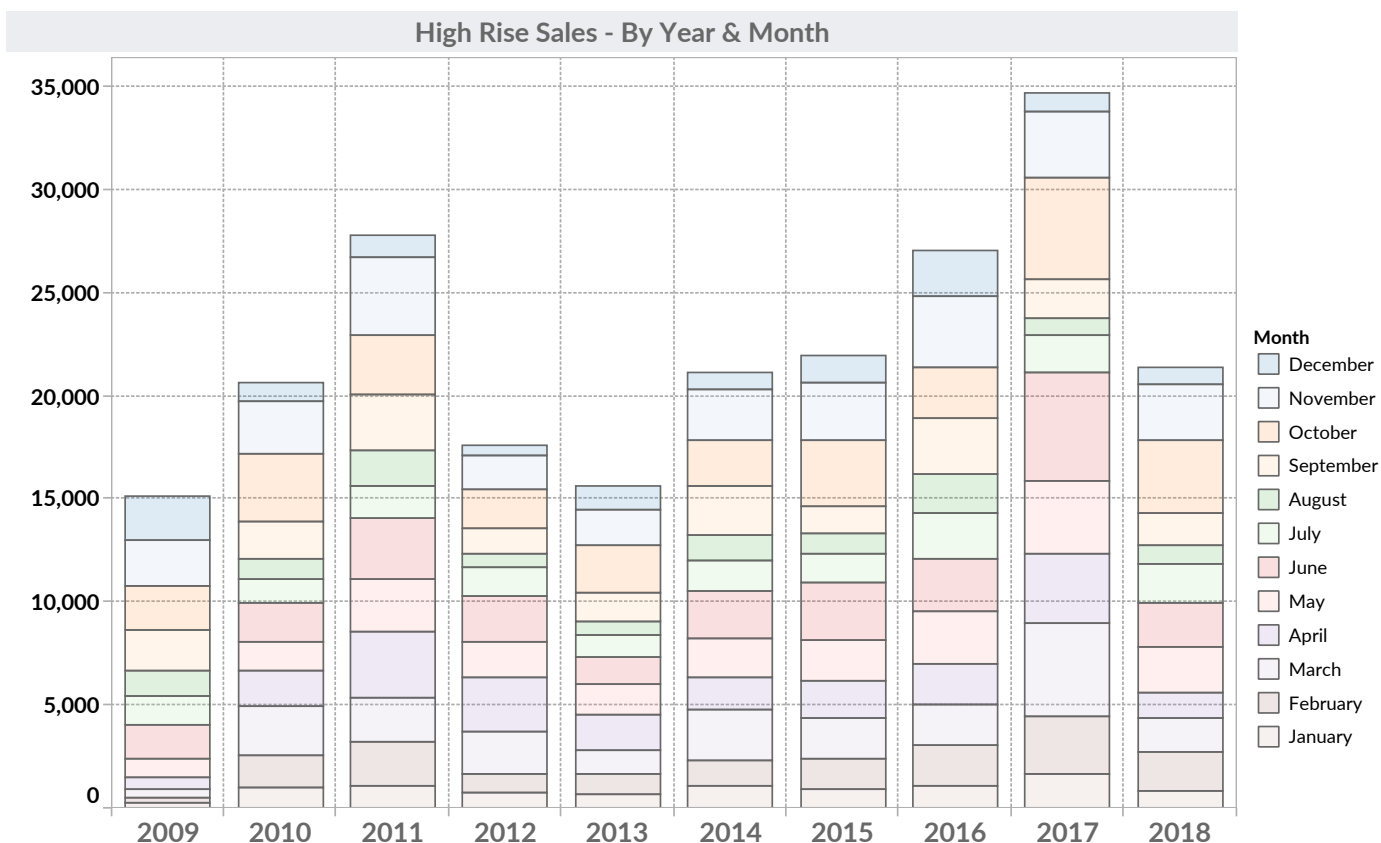
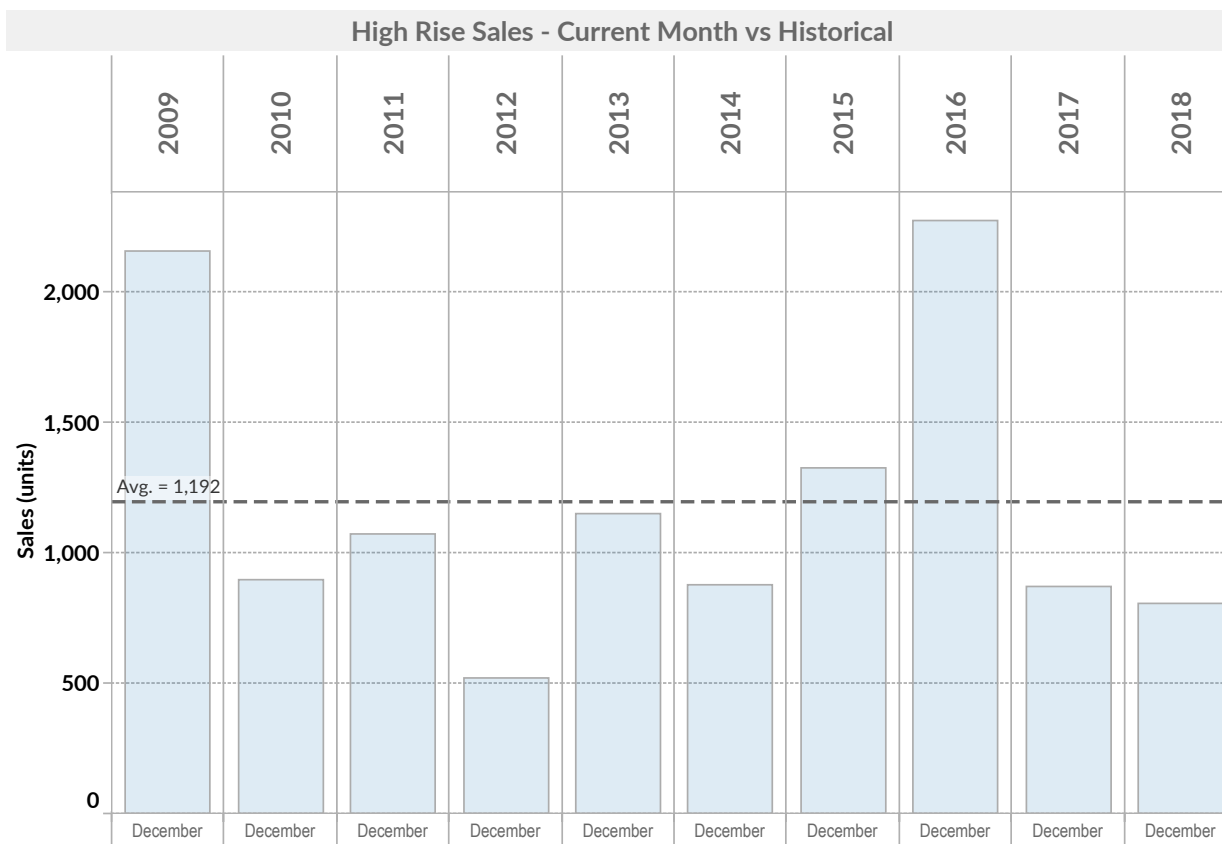
GTA - Monthly New Home Remaining Inventory



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

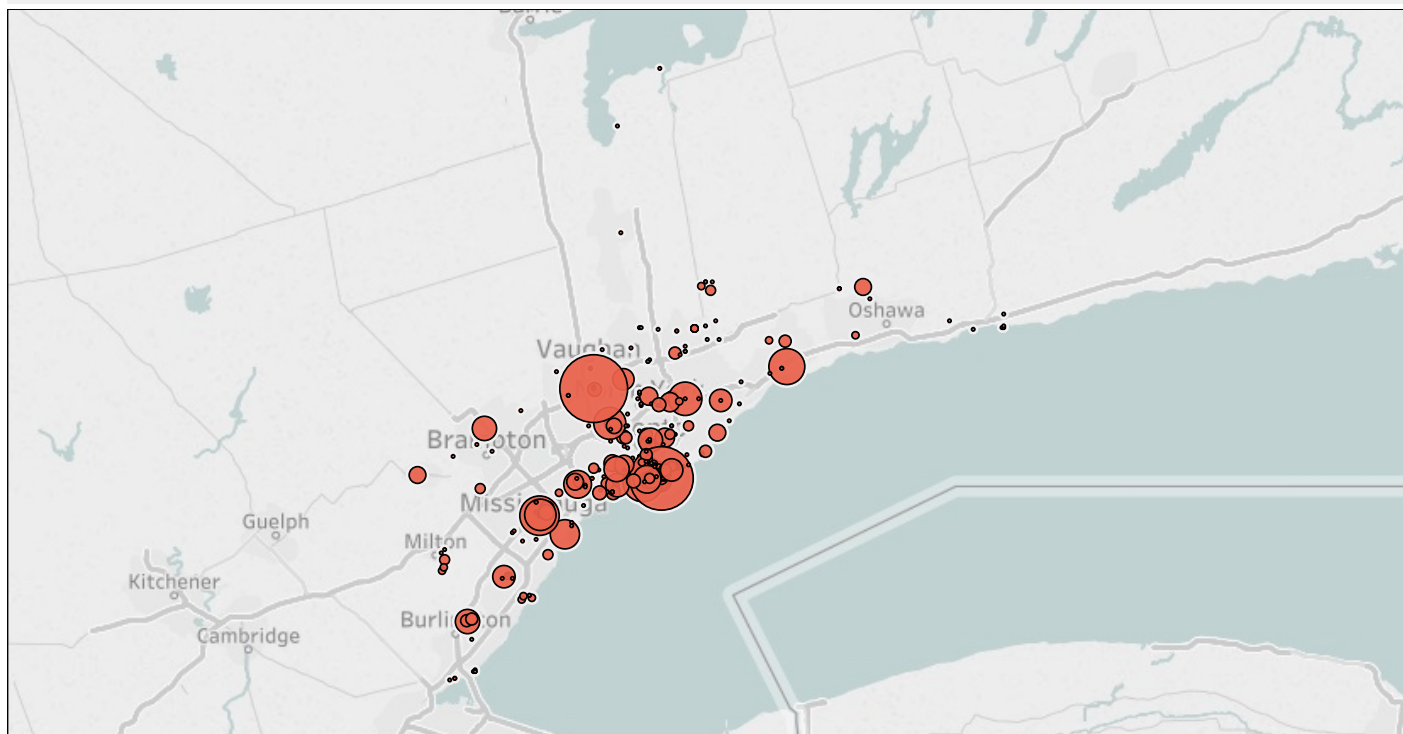


Historical Sales Comparison

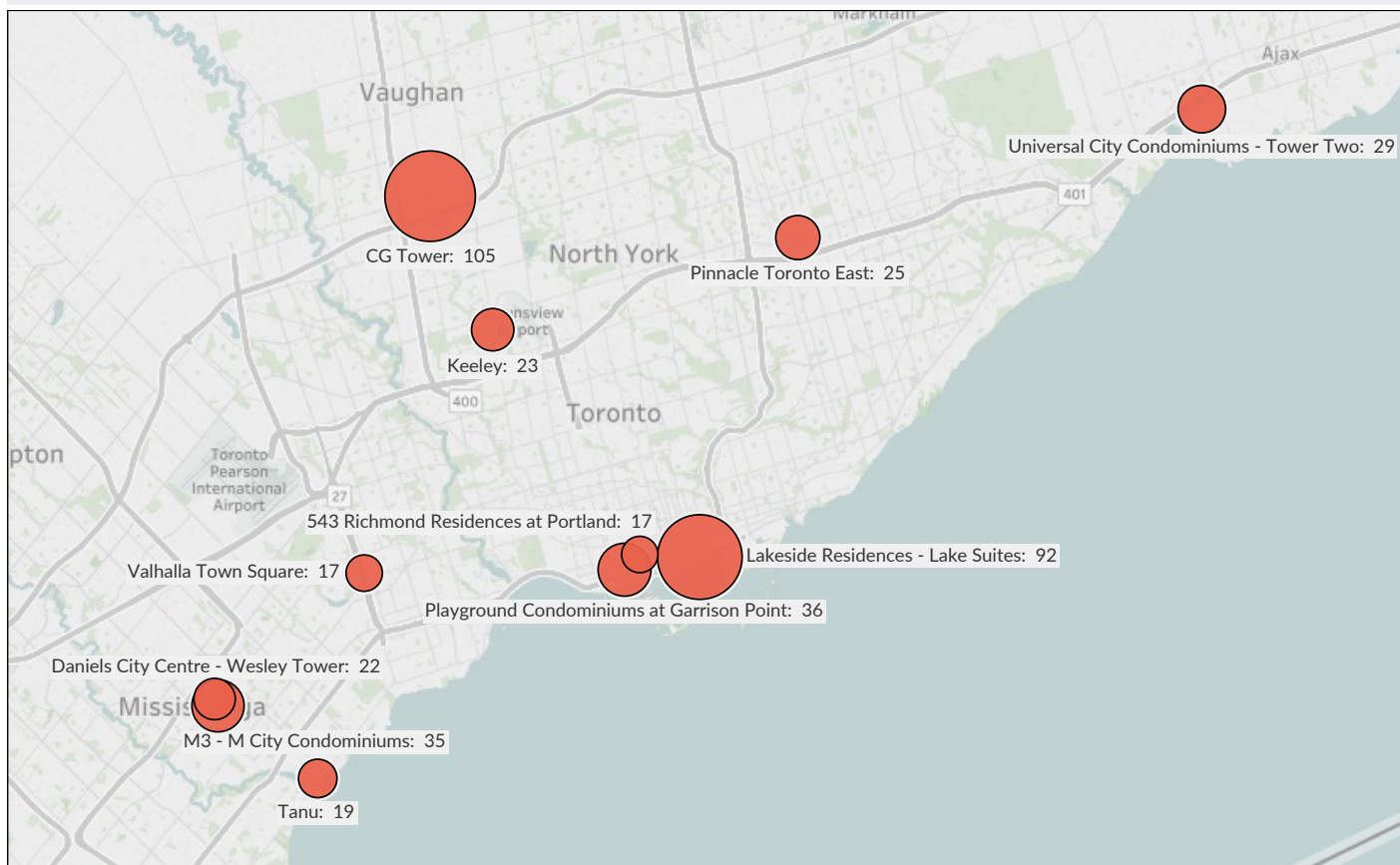


Current Sites

GTA - Active High Rise Sites by Current Month Sales



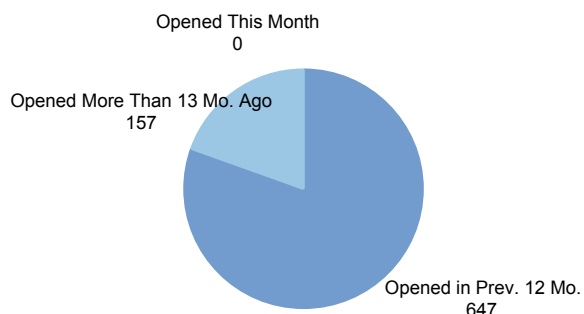
GTA - Top 10 Sites by Current Month Sales



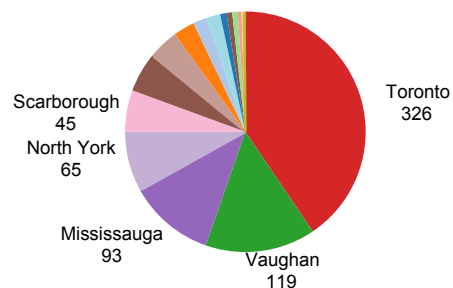
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

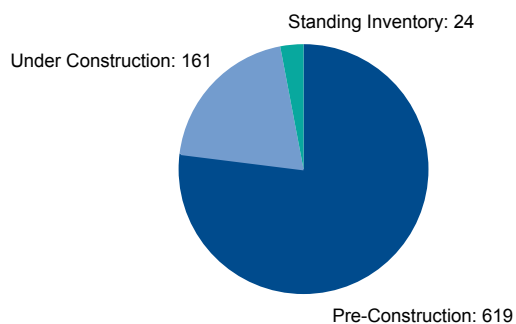
Sales by Opening Date



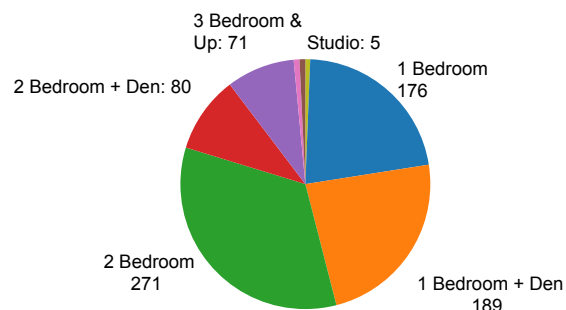
Sales by Municipality/Area



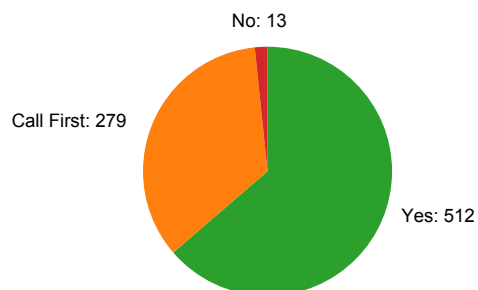
Sales by Const. Status



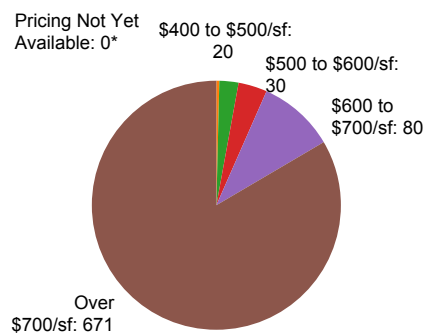
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

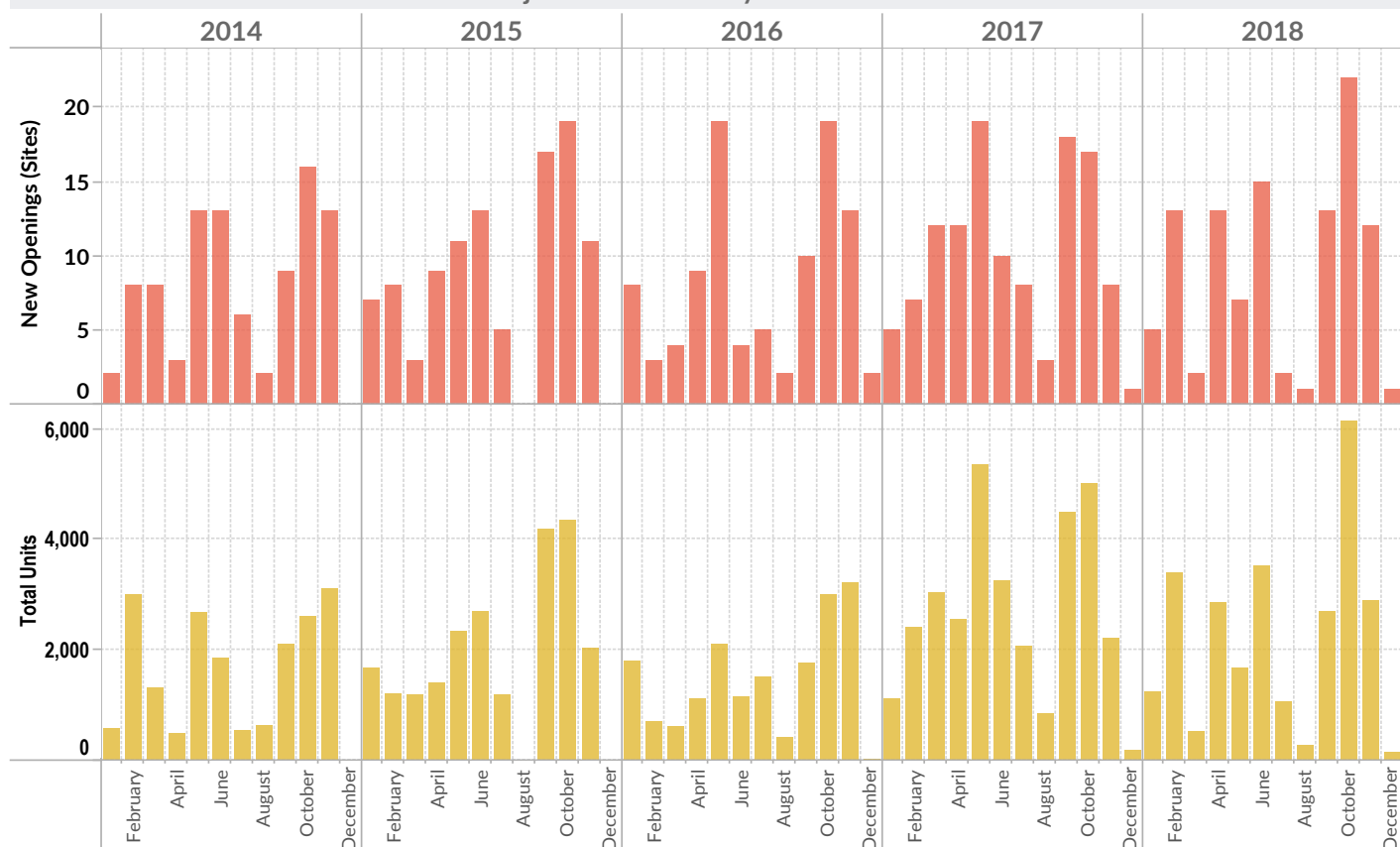
New Openings

December 2018 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Stride - Kingsmen Group Inc. *	Mississauga	12/5/2018	164	0	52	\$670
Grand Total			164	0	52	\$670

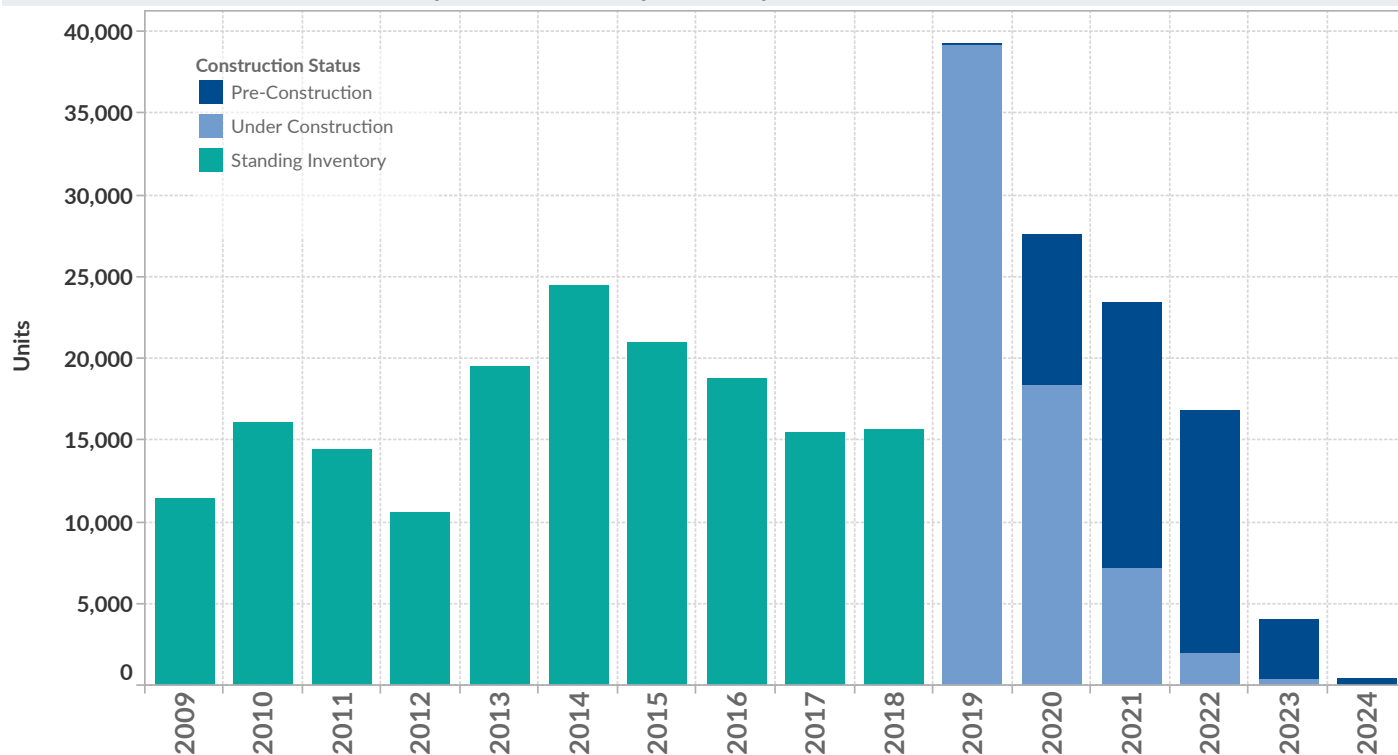
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

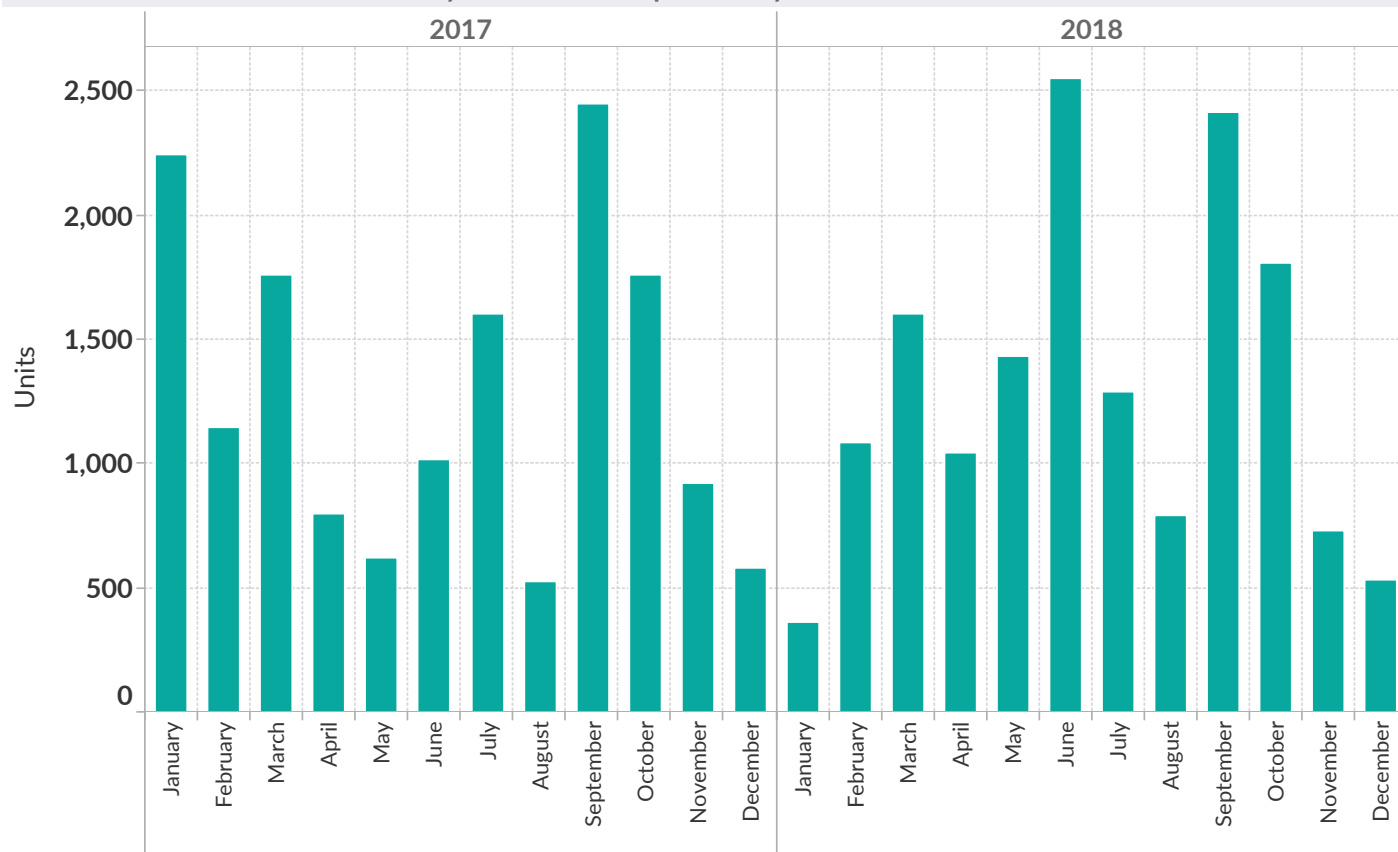


Scheduled Completions

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	192	144	34	19	1,513	7.1%
Menkes	0	0	1	50	90	18	1023	143	60	19	28	23	1,455	6.8%
Cresford Developments	0	1	15	0	2	2	0	0	1	747	1	0	769	3.6%
Concord Adex	21	106	27	8	243	22	6	37	5	8	259	6	748	3.5%
Daniels Corporation	4	9	3	14	185	79	23	14	1	329	35	40	736	3.5%
Fernbrook Homes	1	3	6	181	47	189	32	35	58	36	21	46	655	3.1%
Times Group Corporation	2	78	230	123	73	43	21	40	29	7	3	0	649	3.0%
Cityzen	1	0	0	180	46	188	30	33	55	31	19	46	629	2.9%
Empire	2	7	0	1	0	0	162	58	157	116	90	1	594	2.8%
Urban Capital Property Group	24	23	21	8	8	7	9	7	13	10	416	35	581	2.7%
Mattamy Homes	21	21	5	7	4	1	3	1	82	354	58	19	576	2.7%
Chestnut Hill Developments	0	0	0	0	226	49	0	0	0	0	235	29	539	2.5%
Tridel	18	10	141	19	16	158	35	23	13	64	22	10	529	2.5%
Rogers Real Estate Development Limits	13	13	9	1	3	4	6	6	13	9	414	35	526	2.5%
Plaza	7	381	38	7	2	6	14	2	5	44	9	7	522	2.4%
Pinnacle International	23	21	185	47	31	11	11	17	64	39	45	26	520	2.4%
Greenland Group	56	2	0	21	103	42	34	27	14	35	79	95	508	2.4%
Reserve Properties	1	0	0	1	0	1	0	1	2	325	121	13	465	2.2%
Westdale Properties										325	121	13	459	2.2%
Edilcan Development Corporation	105	36	112	37	8	32	5	4	0	35	29	20	423	2.0%
Great Gulf	146	31	0	1	81	35	24	13	44	9	12	7	403	1.9%
Graywood Developments	0	0	2	0	0	0	0	0	122	273	1	0	398	1.9%
Lanterra Developments	2	200	4	4	5	102	9	11	10	10	16	4	377	1.8%
Aoyuan International						250	0	0	0	55	10	0	315	1.5%
Solmar Development Corp.	29	26	19	25	14	51	37	26	17	37	25	9	315	1.5%
Total (All 168 Builders)	827	1,860	1,641	1,293	2,176	2,145	1,854	959	1,516	3,533	2,722	804	21,330	

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.

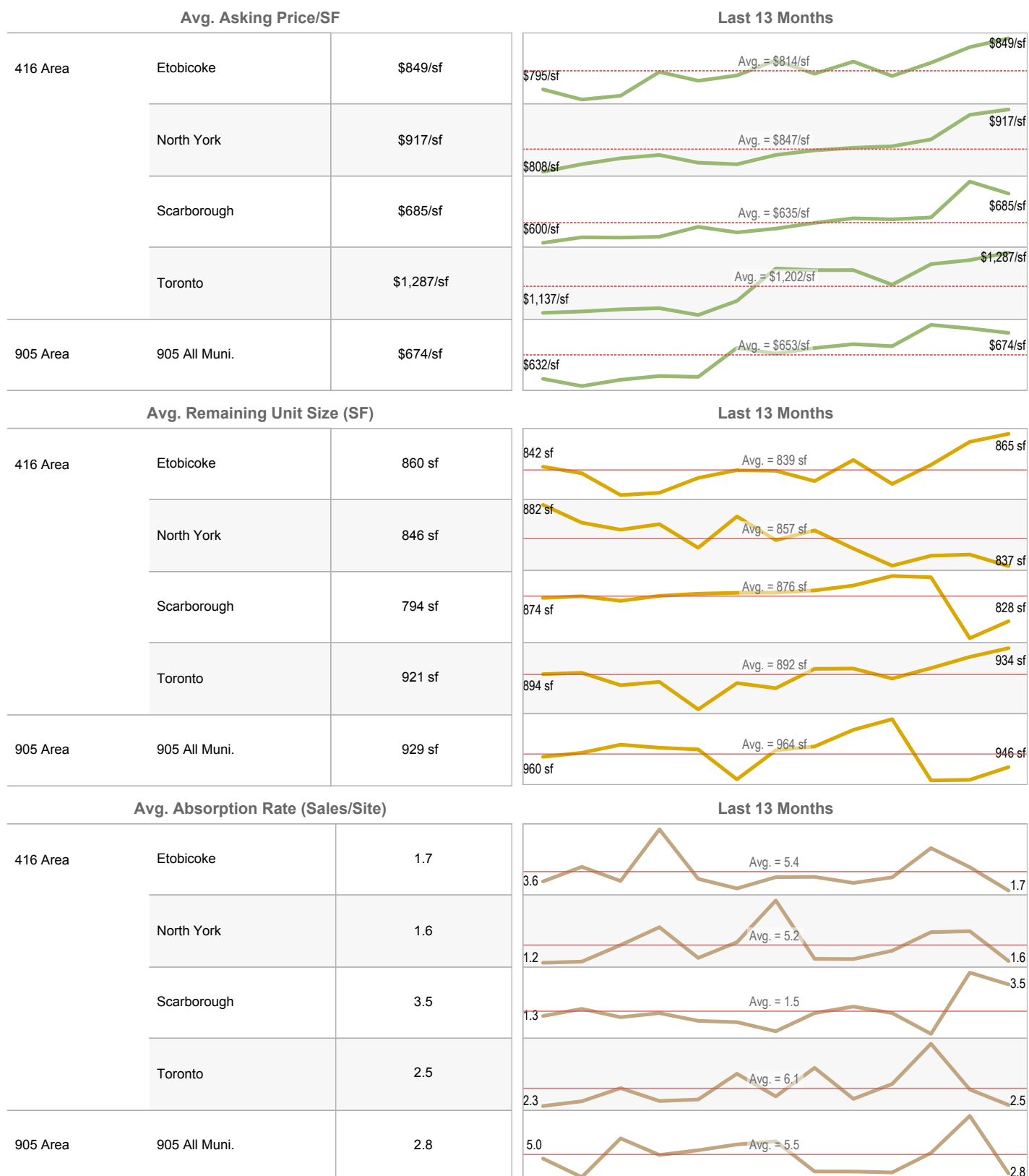
Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2018 December
CG Tower - Cortel Group	Vaughan	Apartment	1 Bedroom	35
			1 Bedroom + Den	15
			3 Bedroom & Up	2
			2 Bedroom	53
			Unreleased	
			Total	105
Lakeside Residences - Lake Suites - Greenland Group	Toronto	Apartment	1 Bedroom	38
			1 Bedroom + Den	25
			2 Bedroom + Den	12
			3 Bedroom & Up	1
			2 Bedroom	16
			Unreleased	
			Total	92
Playground Condominiums at Garrison Point - Fernbrook Homes and Cityzen	Toronto	Apartment	1 Bedroom	6
			1 Bedroom + Den	12
			2 Bedroom + Den	1
			2 Bedroom	17
			Studio	0
			Total	36
M3 - M City Condominiums - Rogers Real Estate Development Limited and Urban Capital Property Group	Mississauga	Apartment	1 Bedroom	5
			1 Bedroom + Den	9
			2 Bedroom + Den	7
			3 Bedroom & Up	2
			2 Bedroom	12
			Unreleased	
			Total	35
Universal City Condominiums - Tower Two - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	5
			1 Bedroom + Den	11
			2 Bedroom + Den	1
			3 Bedroom & Up	2
			2 Bedroom	10
			Total	29

Market Parameters by Area

Current Market Parameters & Trend by Area



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	December 2018				December 2017			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	3			3	31			31
Central Waterfront	Toronto	113			113	3			3
Don Mills - York Mills	North York	2		2	4	12		0	12
Downtown Core	Toronto	6			6	8			8
Downtown East	Toronto	16			16	67			67
Downtown West	Toronto	83			83	58	1		59
Etobicoke Waterfront	Etobicoke	8			8	51			51
Highway7 - Yonge	Markham	0			0				
	Richmond Hill	0		0	0	2			2
Mississauga City Centre	Mississauga	66			66	61			61
North Toronto	Toronto	21			21	4	1		5
North Yonge Corridor	North York	0		0	0	1			1
North York East	North York	0		7	7	0			0
North York West	North York	30		8	38	7		0	7
Not Applicable	Brampton	0		15	15	0		19	19
	Burlington	23			23	14			14
	Clarington	0		0	0	9		0	9
	Etobicoke	35		0	35	17	8		25
	Georgina	0			0	0			0
	Halton Hills	6			6	3			3
	Markham	3	4	0	7	146		0	146
	Milton	2		2	4	75			75
	Mississauga	25		2	27	9		0	9
	Newmarket		0		0		1		1
	Oakville	15		0	15	65		6	71
	Oshawa	6			6				
	Pickering	29		4	33	0		8	8
	Scarborough	42		3	45	10		5	15
	Toronto	8			8	4		4	8
	Vaughan	119		0	119	46			46
	Whitby	1			1	0			0
	Whitchurch-Stouffville	3			3	0			0
Sheppard Corridor	North York	16			16	21			21
Toronto East	Toronto	21	0	2	23	0	78	0	78
Toronto West	Toronto	48	0		48	2	0		2
Yonge - St. Clair	Toronto	5			5	11			11
Grand Total		755	4	45	804	737	89	42	868

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	118			118	229			229	
Central Waterfront	Toronto	2,271			2,271	896			896	
Don Mills - York Mills	North York	226		31	257	179		19	198	
	Toronto									
Downtown Core	Toronto	947			947	30			30	
Downtown East	Toronto	1,194			1,194	314			314	
Downtown West	Toronto	2,849	1		2,850	1,647			1,647	
Etobicoke Waterfront	Etobicoke	208			208	206			206	
Highway7 - Yonge	Markham	619			619	147			147	
	Richmond Hill	705		115	820	61		49	110	
Mississauga City Centre	Mississauga	970			970	663			663	
North Toronto	North York									
	Toronto	712			712	232			232	
North Yonge Corridor	North York	728		30	758	203		12	215	
	Toronto									
North York East	North York	5		7	12	0		30	30	
North York West	North York	785		84	869	273		14	287	
	Toronto									
Not Applicable	Ajax									
	Aurora									
	Brampton	220		243	463	182		105	287	
	Burlington	290			290	314			314	
	Caledon									
	Clarington	32		9	41	71		4	75	
	Etobicoke	1,406	19	30	1,455	463		32	495	
	Georgina	0			0	33			33	
	Halton Hills	48			48	21			21	
	King									
	Markham	513	14	4	531	504	102	0	606	
	Milton	139		35	174	131		15	146	
	Mississauga	1,025		164	1,189	485		101	586	
	Newmarket		2		2		5		5	
	North York									
	Oakville	384		6	390	122		12	134	
	Oshawa	142			142	133			133	
	Pickering	539		101	640	95		84	179	
	Richmond Hill									
	Scarborough	196		34	230	548		81	629	
	Toronto	292		8	300	129			129	
	Uxbridge									
	Vaughan	596		26	622	587		42	629	
	Whitby	57			57	126			126	
	Whitchurch-Stouffville	143			143	160			160	
	Scarborough City Centre	Scarborough								
	Sheppard Corridor	North York	746			746	619			619
Thornhill	Markham									
	Vaughan									
Toronto East	Toronto	322	6	8	336	54	16	35	105	
Toronto West	Toronto	853	3		856	769	1		770	
Yonge - St. Clair	Toronto	70			70	62			62	
Grand Total		20,350	45	935	21,330	10,688	124	635	11,447	

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