



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of January 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-19		Jan-18		Change
High Rise	942		825		14.2%
Low Rise	420		373		12.6%
Total	1,362		1,198		13.7%
Year to Date Sales	Jan.-Jan. 2019		Jan.-Jan. 2018		Y/Y Change
High Rise	942		825		14.2%
Low Rise	420		373		12.6%
Total	1,362		1,198		13.7%
Year to Date Supply	Jan.-Jan. 2019		Jan.-Jan. 2018		Y/Y Change
High Rise	423		1,241		-65.9%
Low Rise	447		288		55.2%
Total	870		1,529		-43.1%
Year to Date Completions	Jan.-Jan. 2019		Jan.-Jan. 2018		Y/Y Change
High Rise	1,038		362		186.7%
Remaining Inventory	Jan-19	Dec-18	Jan-18	M/M Change	Y/Y Change
High Rise	10,364	10,722	8,058	-3.3%	28.6%
Low Rise	5,166	5,139	3,639	0.5%	42.0%
Total	15,530	15,861	11,697	-2.1%	32.8%
Benchmark Price	Jan-19	Dec-18	Jan-18	M/M Change	Y/Y Change
High Rise	\$803,638	\$796,815	\$714,430	0.9%	12.5%
Low Rise	\$1,130,046	\$1,143,505	\$1,229,454	-1.2%	-8.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	326	259	173	
High Rise Units	423	86,555	66,651	44,052	
% Sold*	58%	83%	95%	75%	
Low Rise Projects	4	269			
Low Rise Units	125	31,075			
% Sold*	29%	83%			

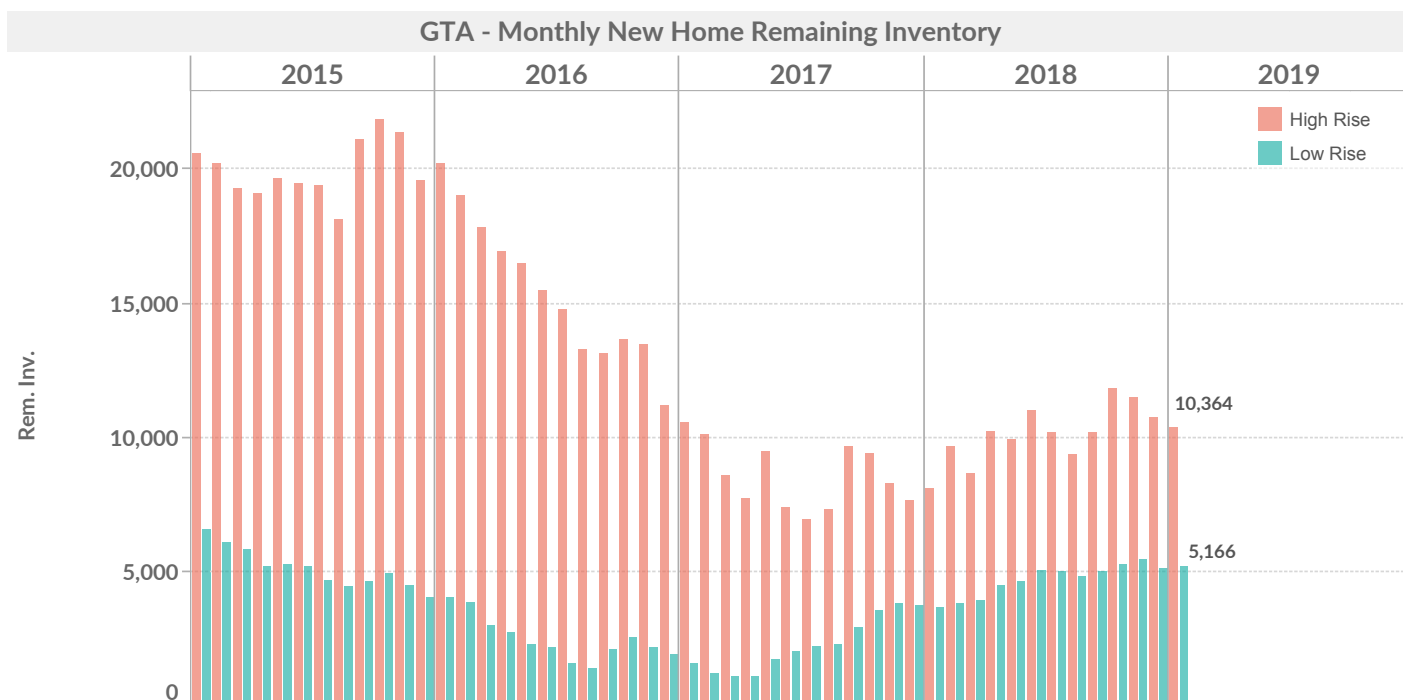
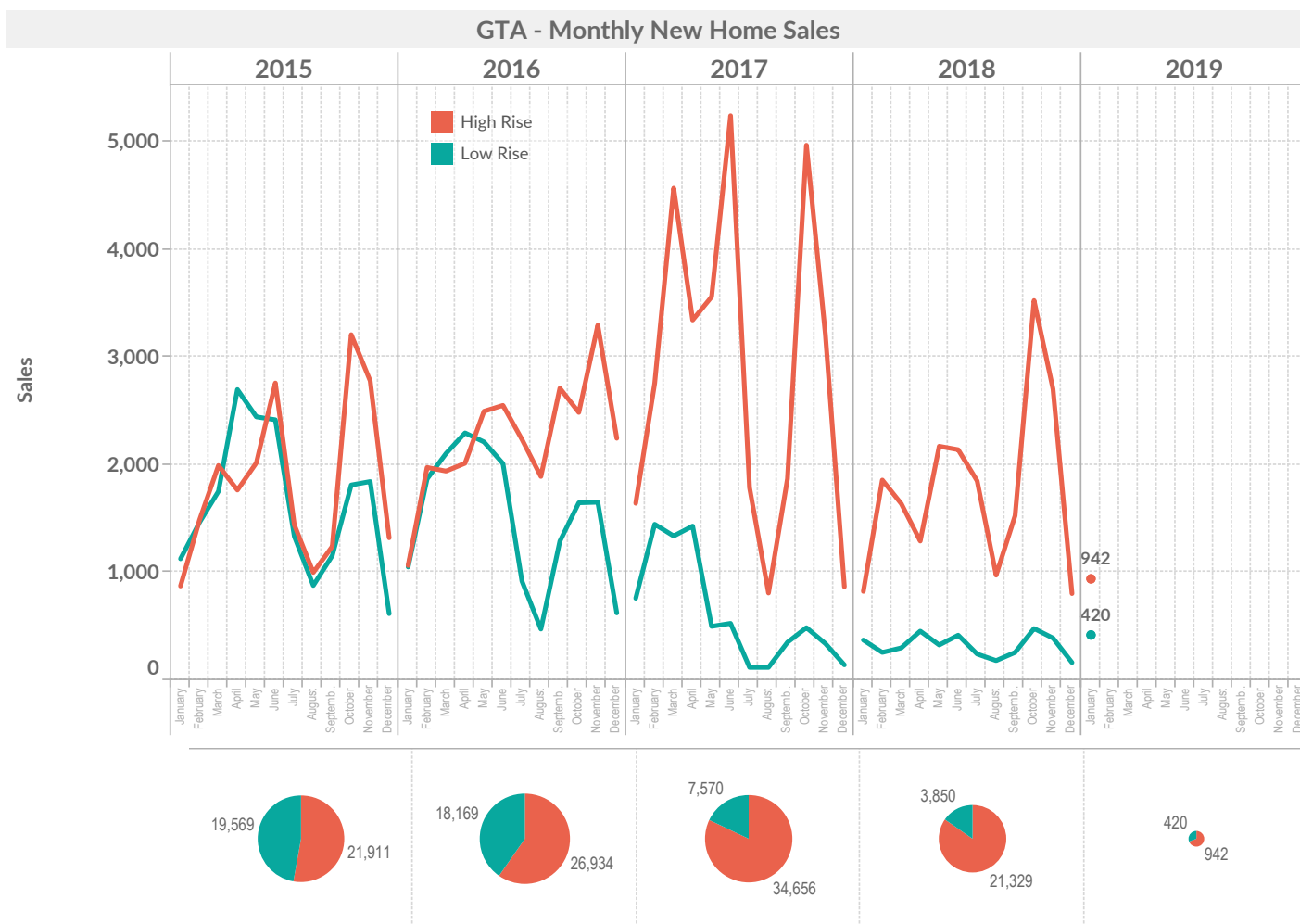
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

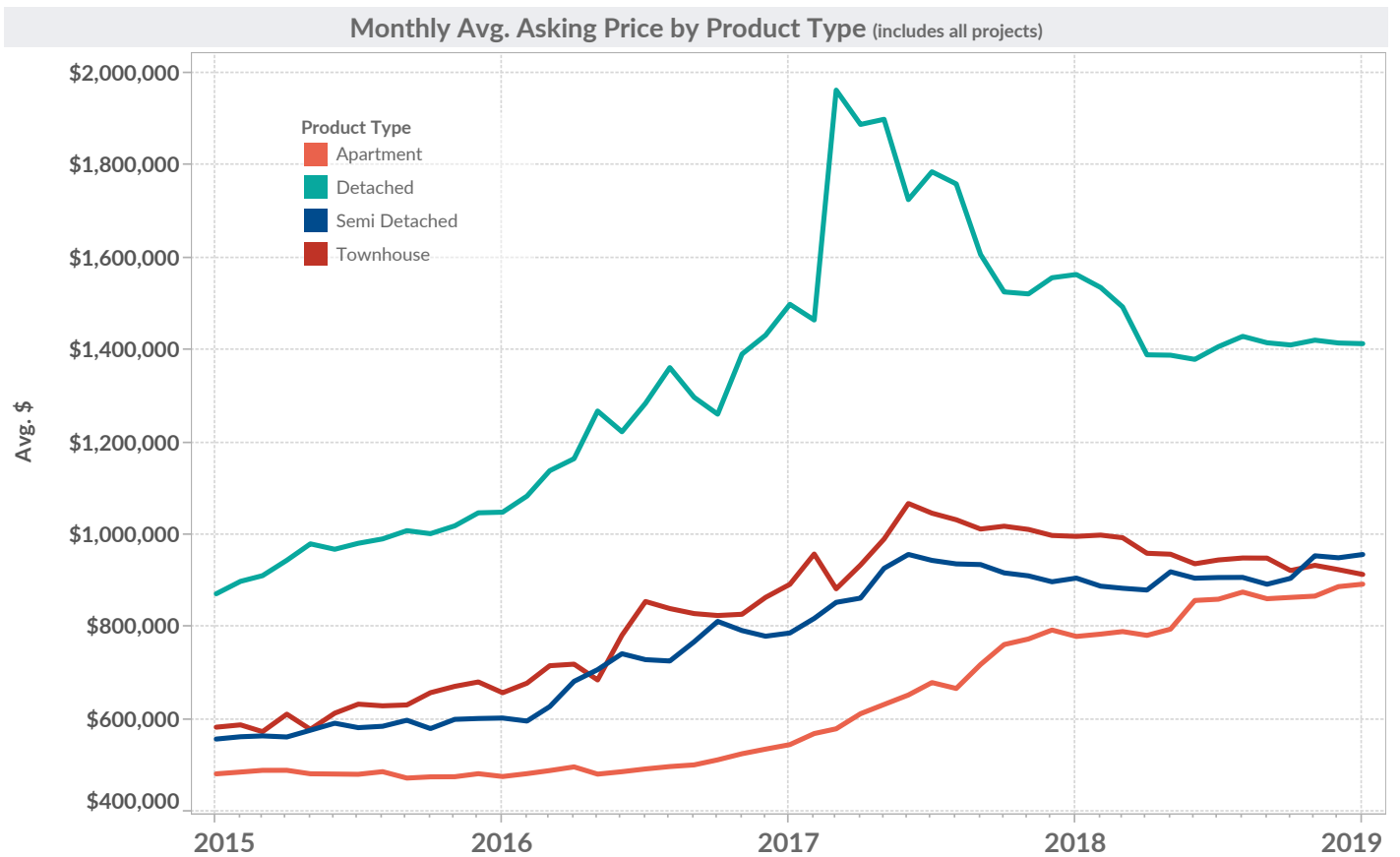
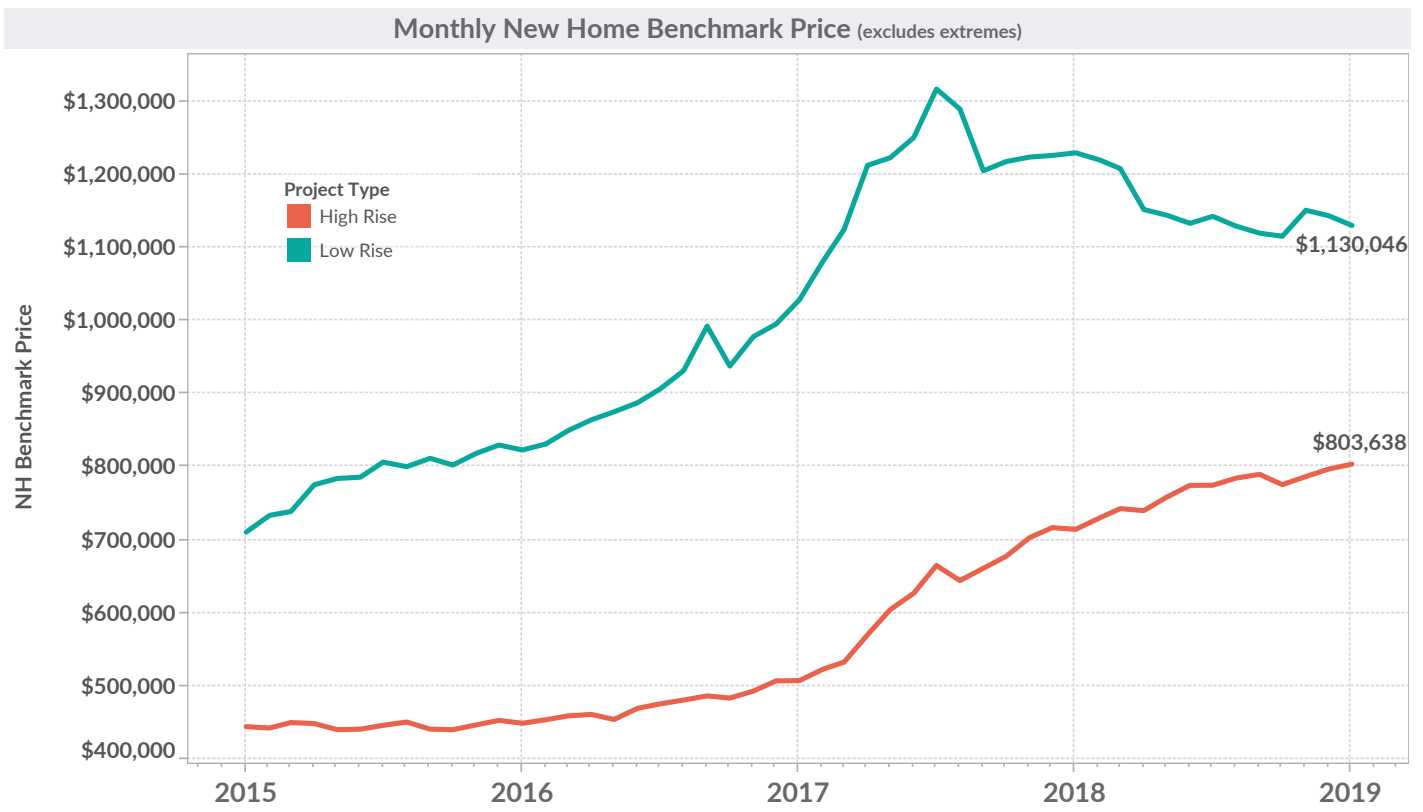
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

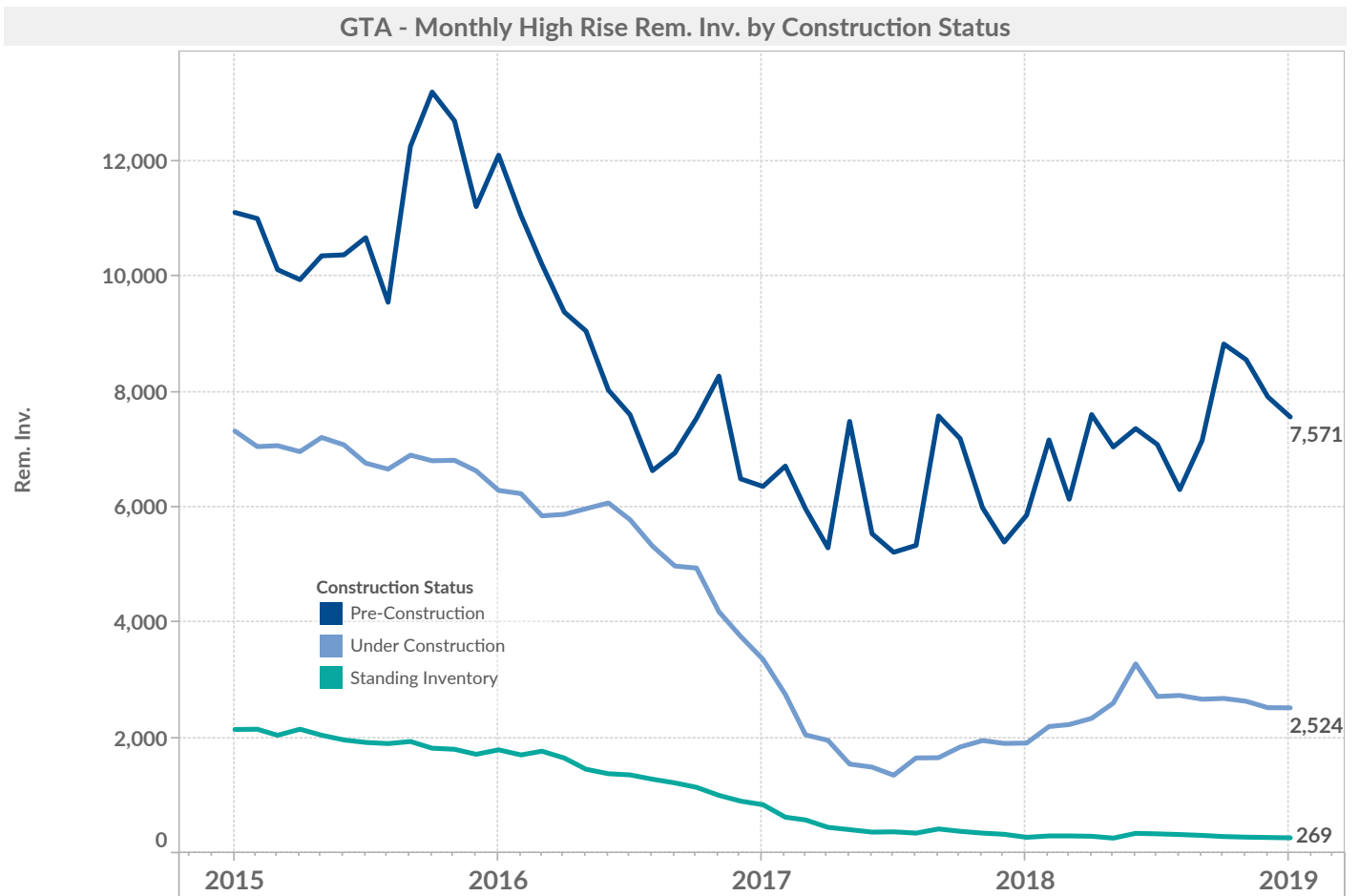
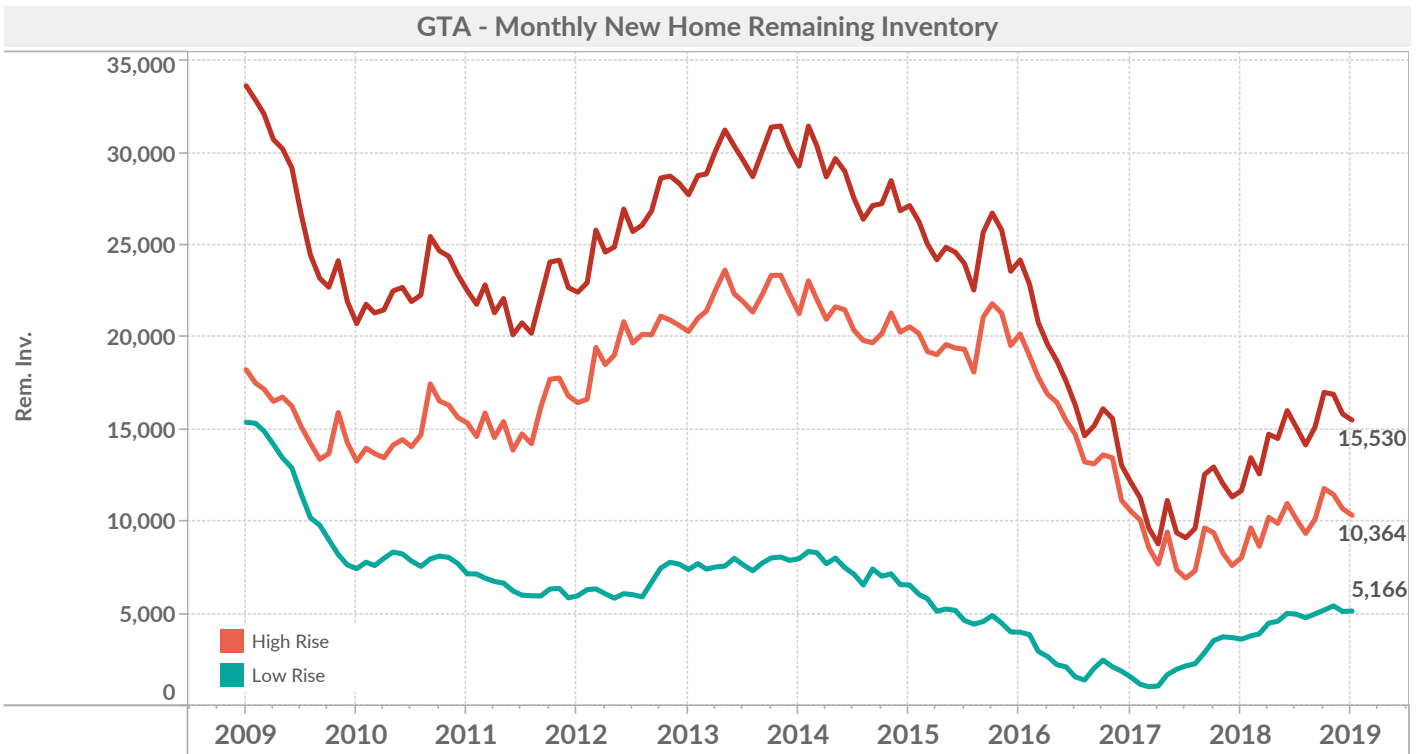
Sales & Remaining Inventory



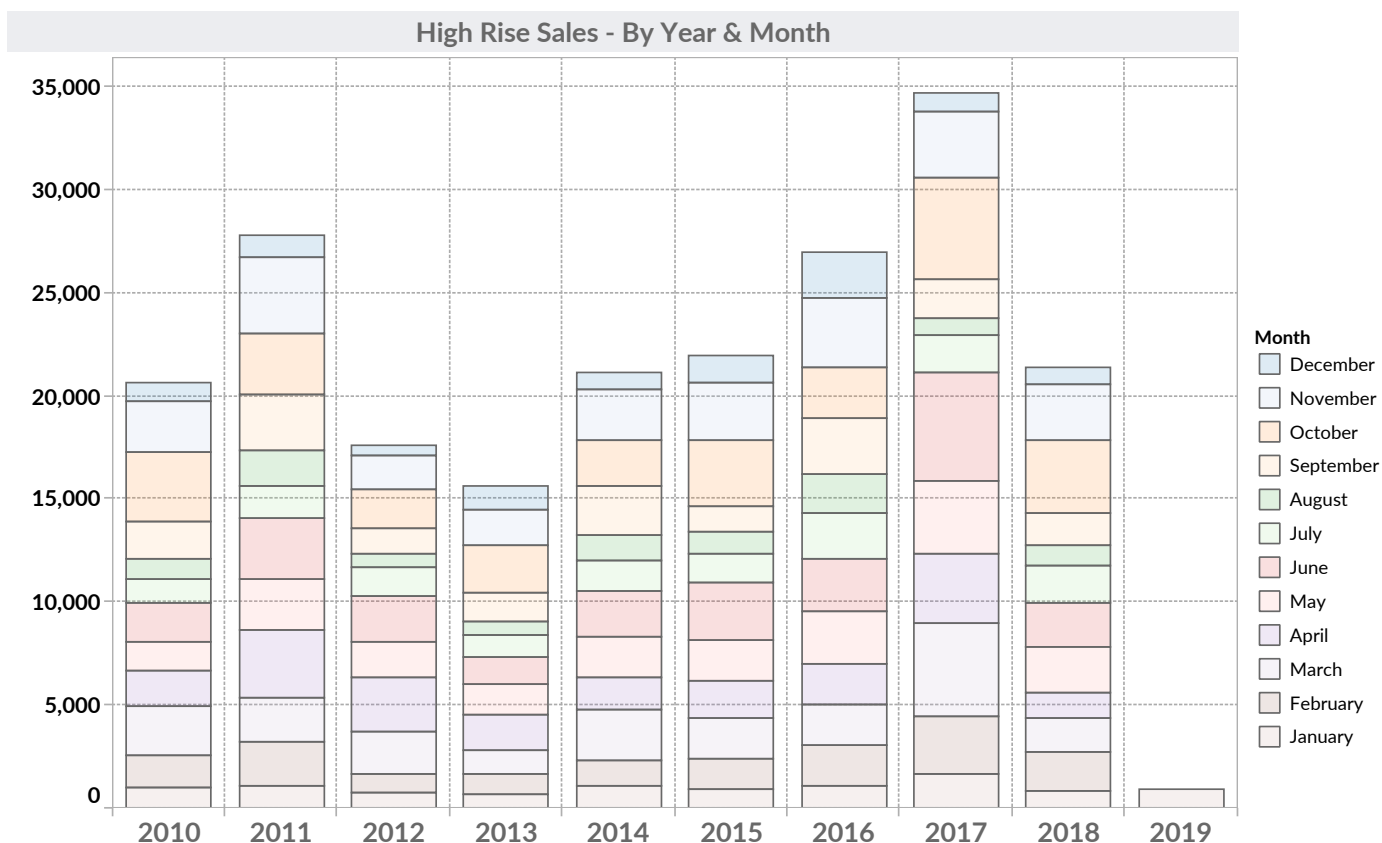
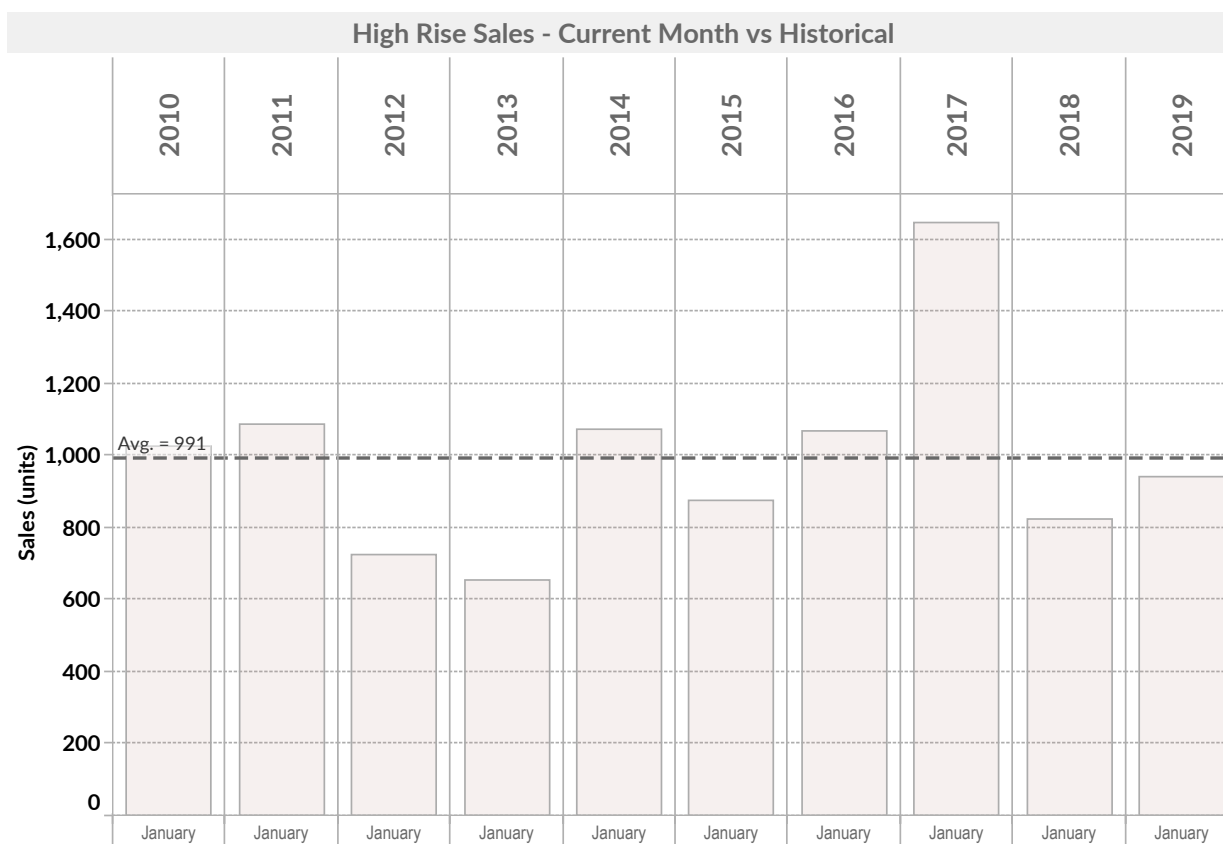
Pricing



Remaining Inventory

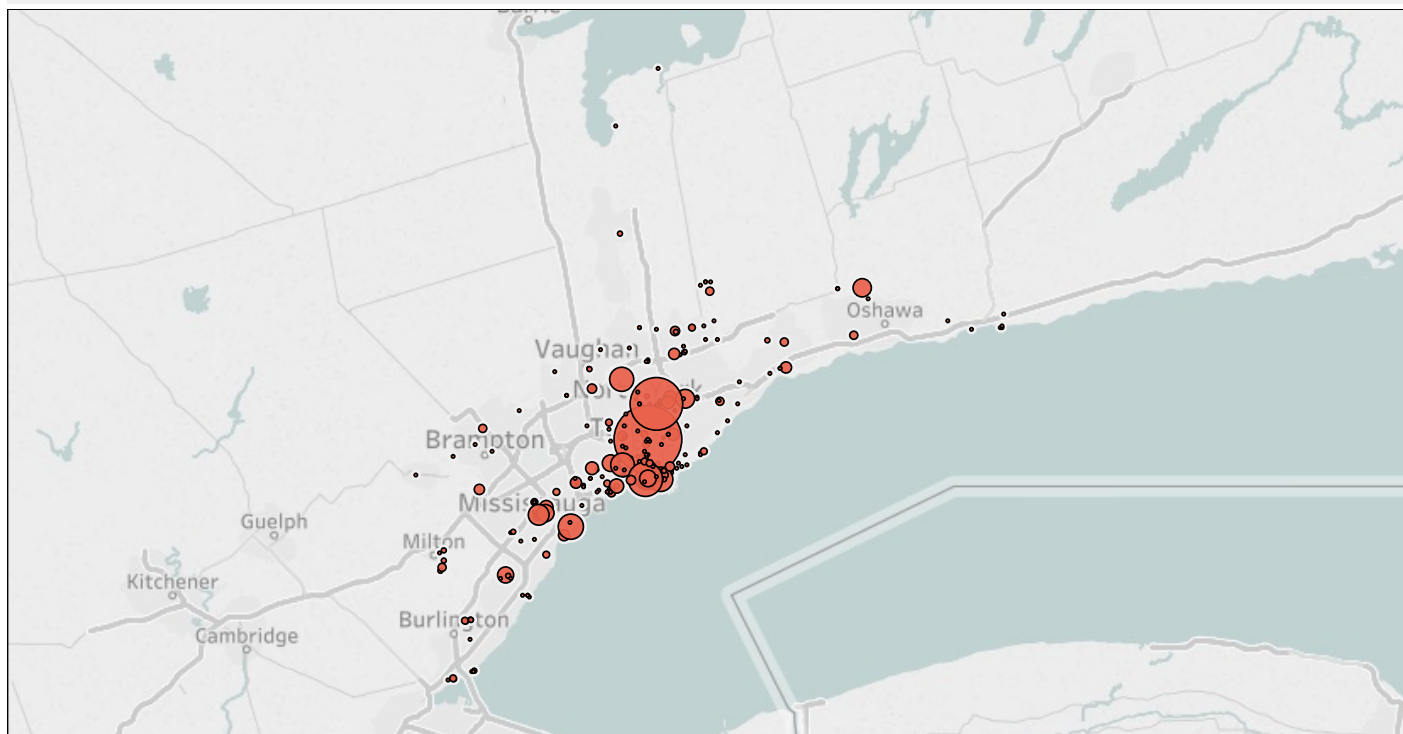


Historical Sales Comparison

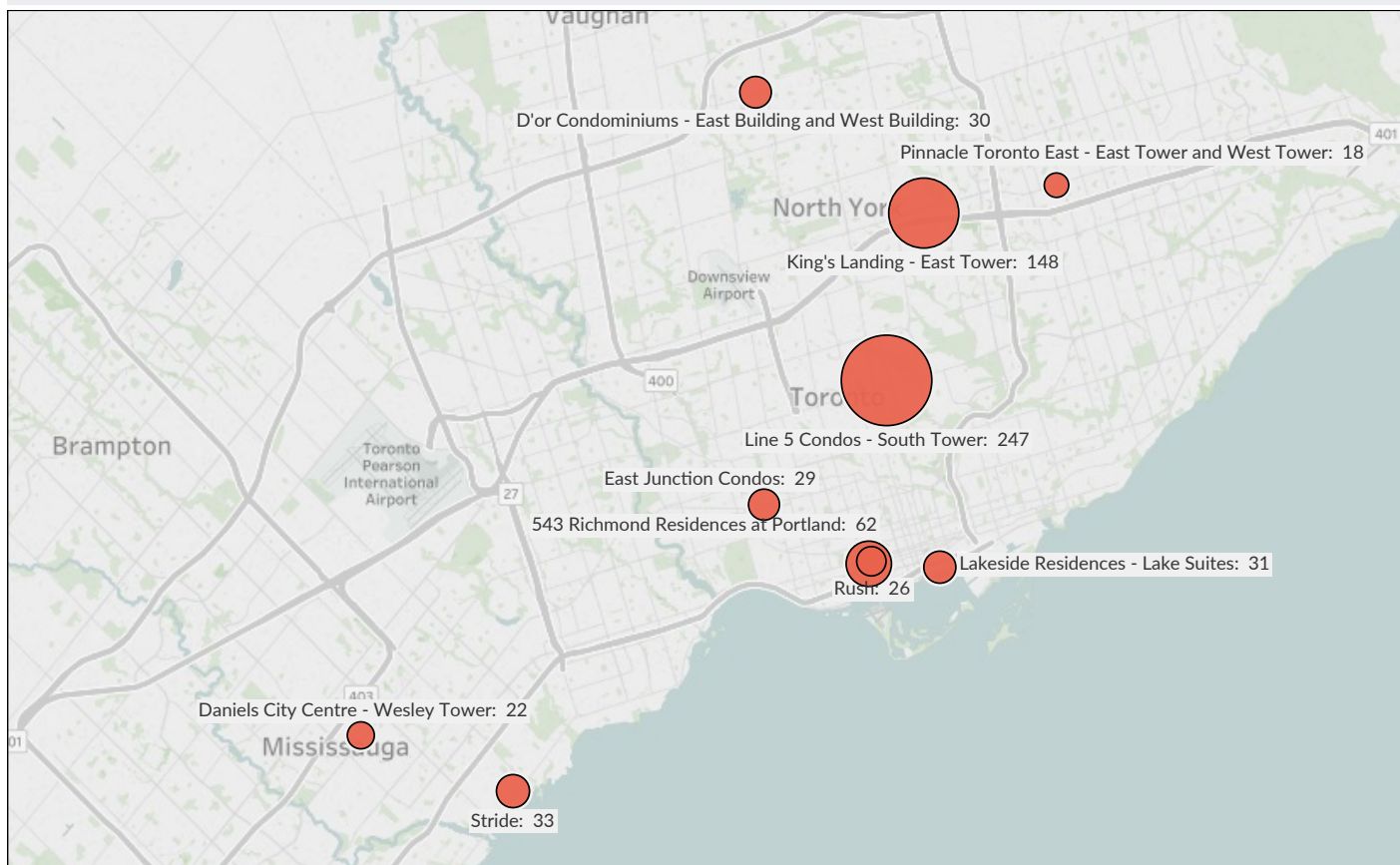


Current Sites

GTA - Active High Rise Sites by Current Month Sales



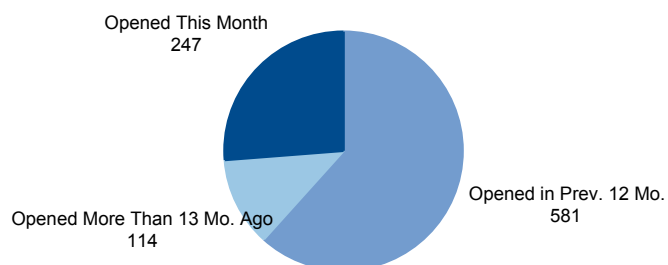
GTA - Top 10 Sites by Current Month Sales



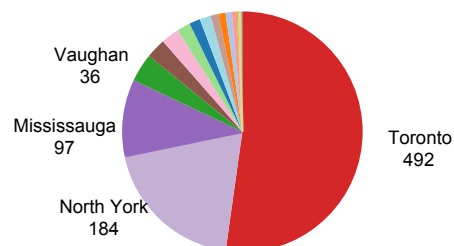
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

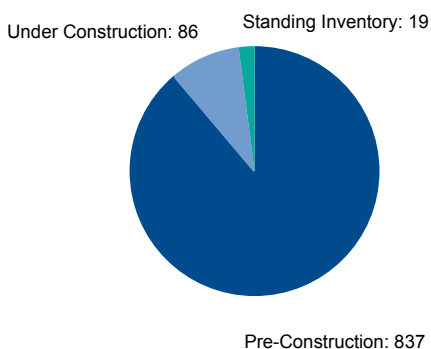
Sales by Opening Date



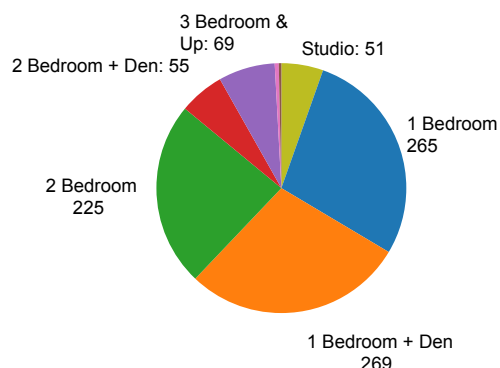
Sales by Municipality/Area



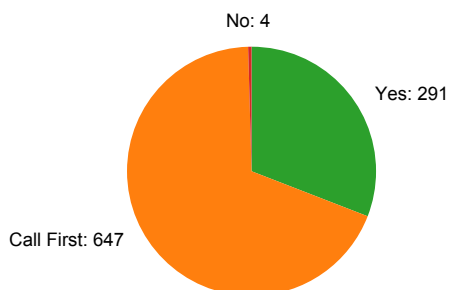
Sales by Const. Status



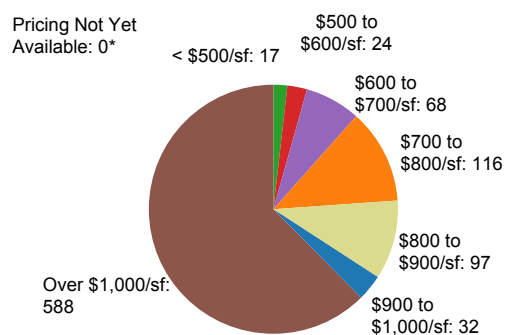
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

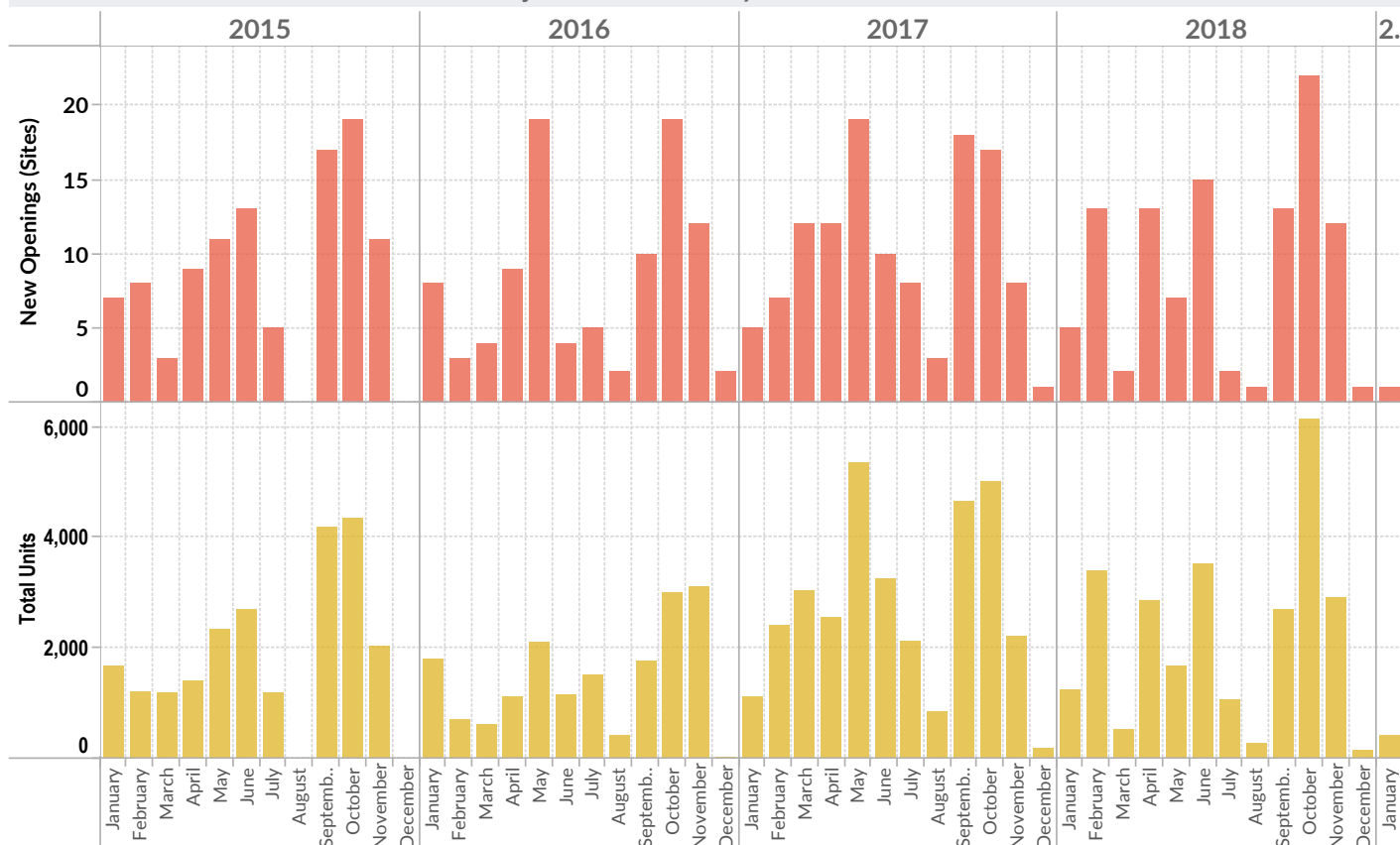
New Openings

January 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Line 5 Condos - South Tower - Reserve Properties and Westdale Properties	Toronto	1/17/2019	423	247	128	\$1,014
Grand Total			423	247	128	\$1,014

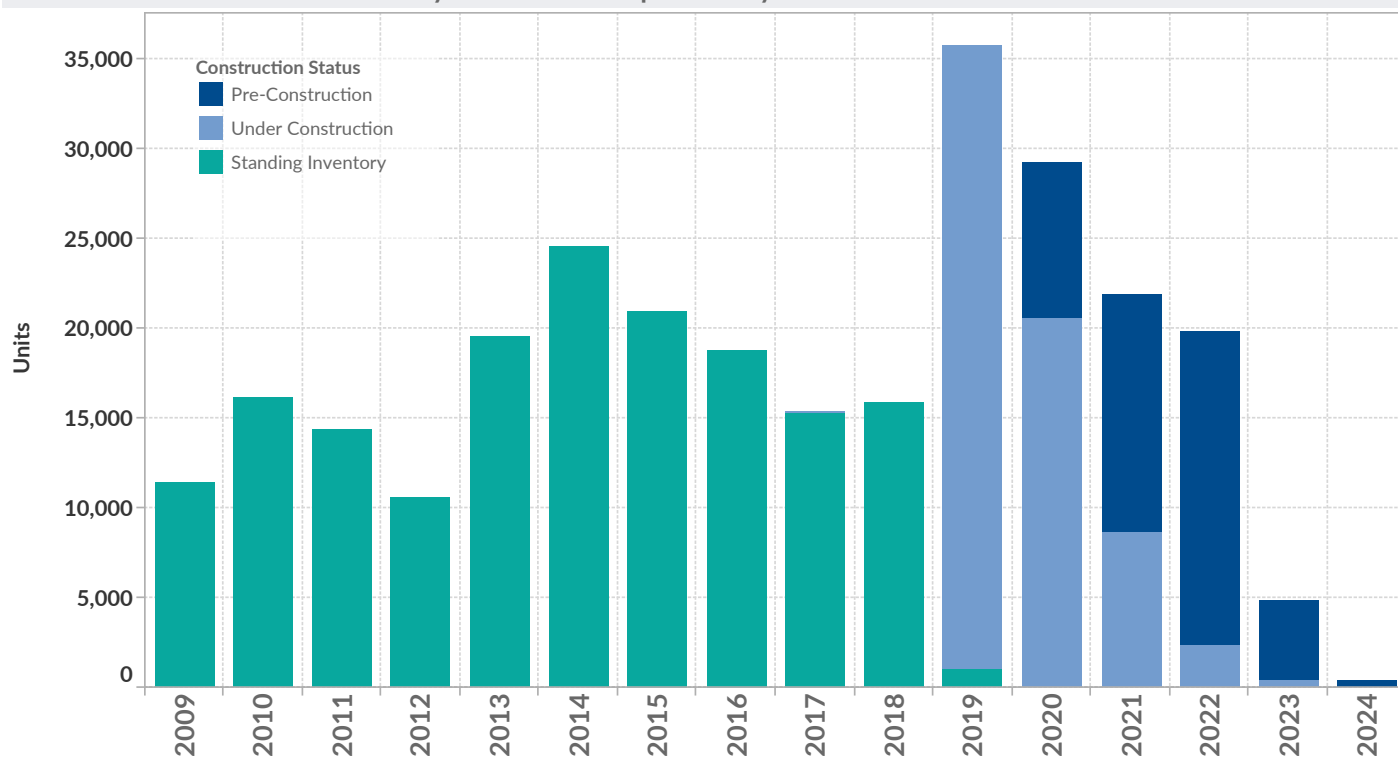
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

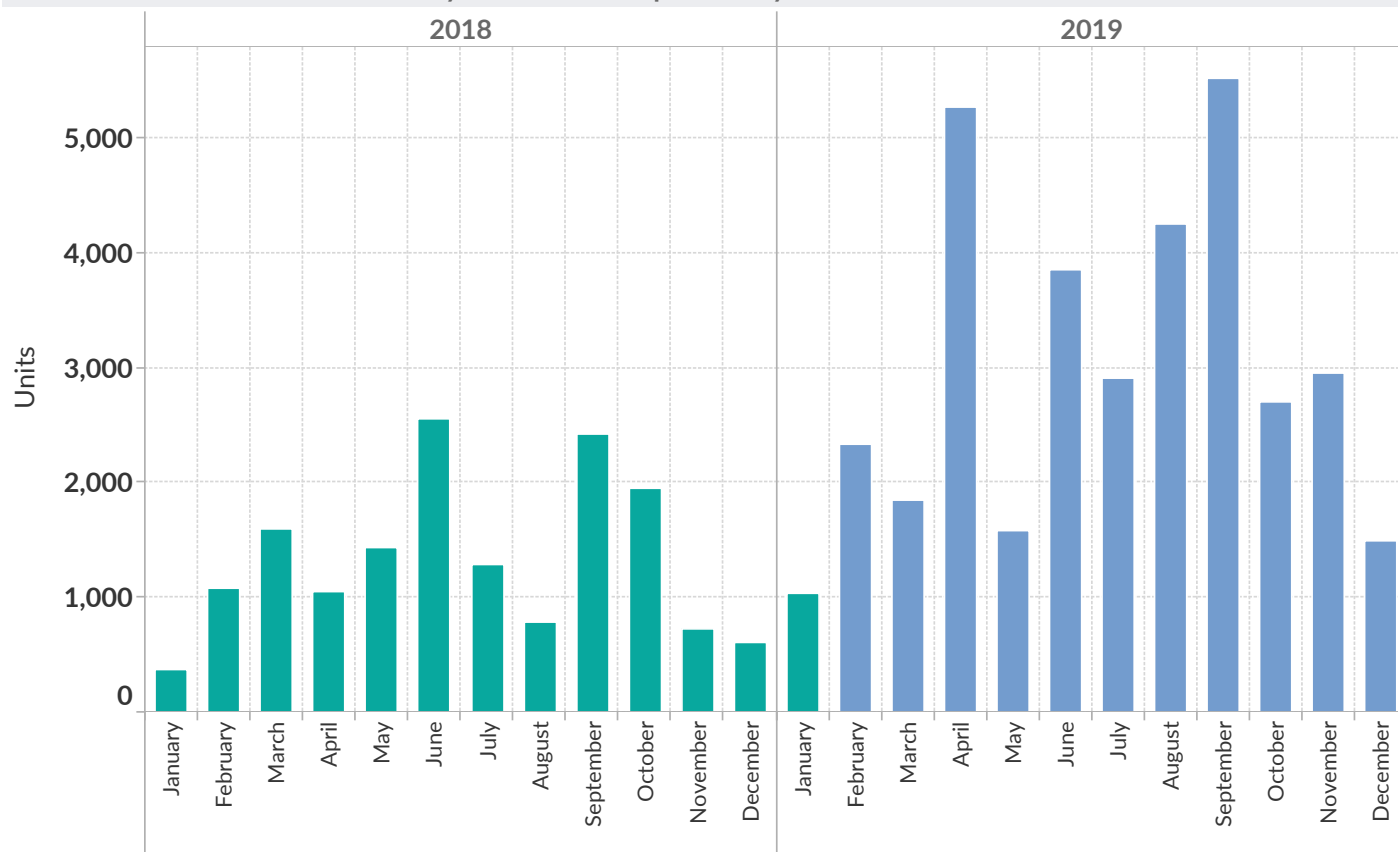


Scheduled Completions

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	2019												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Reserve Properties	247												247	26.2%
Westdale Properties	247												247	26.2%
Concord Adex	150												150	15.9%
Pemberton Group	65												65	6.9%
Greenland Group	33												33	3.5%
Kingsmen Group Inc.	33												33	3.5%
Fernbrook Homes	31												31	3.3%
Cityzen	30												30	3.2%
Daniels Corporation	29												29	3.1%
Limen Group	29												29	3.1%
Alterra Homes	26												26	2.8%
Pinnacle International	22												22	2.3%
Cortel Group	19												19	2.0%
Tribute Communities	19												19	2.0%
Solmar Development Corp.	17												17	1.8%
Great Gulf	16												16	1.7%
Westbank Projects Corp.	15												15	1.6%
Marlin Spring	14												14	1.5%
Diamante Development	11												11	1.2%
Lindvest	11												11	1.2%
Kaneff	9												9	1.0%
Benvenuto Group	8												8	0.8%
El-Ad Canada Inc.	8												8	0.8%
Fram Building Group	8												8	0.8%
Tridel	7												7	0.7%
Total (All 71 Builders)	942												942	

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	2018												2019	Total	Market Share %
	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.			
Pemberton Group	521	16	103	158	142	48	93	192	144	34	19	65	1,535	7.2%	
Menkes	0	1	50	90	18	1,023	143	60	19	28	23	6	1,461	6.8%	
Concord Adex	106	27	8	243	22	6	37	5	8	259	6	150	877	4.1%	
Cresford Developments	1	15	0	2	2	0	0	1	747	1	0	0	769	3.6%	
Daniels Corporation	9	3	14	185	77	23	14	1	329	40	40	29	764	3.6%	
Reserve Properties	0	0	1	0	1	0	1	2	325	121	13	247	711	3.3%	
Westdale Properties									325	121	13	247	706	3.3%	
Fernbrook Homes	3	6	181	47	189	32	35	58	36	21	52	31	691	3.2%	
Cityzen	0	0	180	46	188	30	33	55	31	19	52	30	664	3.1%	
Times Group Corporation	78	230	123	73	43	21	40	29	7	3	0	0	647	3.0%	
Empire	7	0	1	0	0	162	58	157	116	90	1	3	595	2.8%	
Mattamy Homes	21	5	7	4	1	3	1	82	354	58	19	6	561	2.6%	
Urban Capital Property Group	23	21	8	8	7	9	7	13	10	415	35	4	560	2.6%	
Chestnut Hill Developments	0	0	0	226	49	0	0	0	0	235	29	6	545	2.5%	
Pinnacle International	21	185	47	31	11	11	17	64	39	45	26	22	519	2.4%	
Tridel	10	141	19	16	158	35	23	13	64	22	10	7	518	2.4%	
Rogers Real Estate Development Limited	13	9	1	3	4	6	6	13	9	414	35	4	517	2.4%	
Plaza	381	38	7	2	6	14	2	5	44	9	7	0	515	2.4%	
Greenland Group	2	0	21	103	42	34	27	14	35	79	95	33	485	2.3%	
Graywood Developments	0	2	0	0	0	0	0	122	273	1	0	1	399	1.9%	
Lanterra Developments	200	4	4	5	102	9	11	10	10	16	4	6	381	1.8%	
Edilcan Development Corporation	36	112	37	8	32	5	4	0	35	29	20	2	320	1.5%	
Aoyuan International					250	0	0	0	55	10	0	0	315	1.5%	
Solmar Development Corp.	26	19	25	14	51	37	26	17	37	25	9	17	303	1.4%	
G Group Development	0	0	0	0	273	12	16	0	1	0	0	0	302	1.4%	
Total (All 166 Builders)	1,860	1,640	1,293	2,174	2,142	1,852	976	1,529	3,528	2,705	805	942	21,446		

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	2019 January
Line 5 Condos - South Tower - Reserve Properties and Westdale Properties	Toronto	Apartment	1 Bedroom	112
			1 Bedroom + Den	32
			2 Bedroom + Den	1
			3 Bedroom & Up	24
			2 Bedroom	46
			Studio	32
			Total	247
King's Landing - East Tower - Concord Adex	North York	Apartment	1 Bedroom	22
			1 Bedroom + Den	59
			2 Bedroom + Den	1
			3 Bedroom & Up	21
			2 Bedroom	28
			Penthouse	4
			Studio	13
			Total	148
543 Richmond Residences at Portland - Pemberton Group	Toronto	Apartment	1 Bedroom	11
			1 Bedroom + Den	22
			2 Bedroom + Den	8
			3 Bedroom & Up	4
			2 Bedroom	17
			Studio	0
			Total	62
Stride - Kingsmen Group Inc.	Mississauga	Stacked	1 Bedroom + Den	12
			2 Bedroom + Den	2
			3 Bedroom & Up	2
			2 Bedroom	17
			Total	33
Lakeside Residences - Lake Suites - Greenland Group	Toronto	Apartment	1 Bedroom	13
			1 Bedroom + Den	10
			2 Bedroom + Den	3
			3 Bedroom & Up	0
			2 Bedroom	5
			Total	31

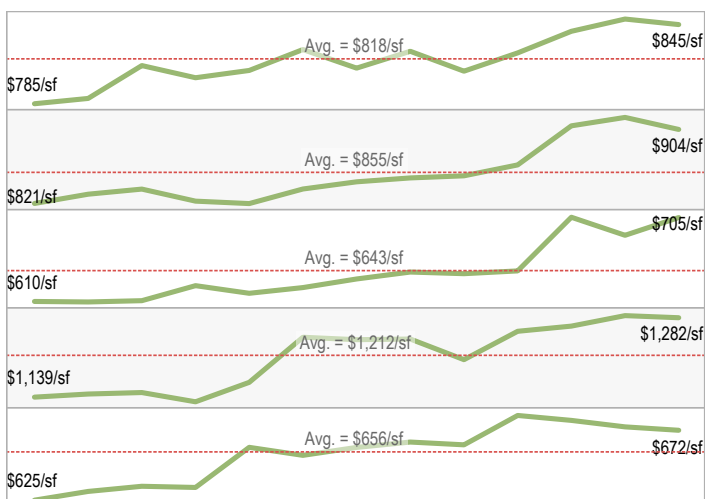
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	Etobicoke	\$845/sf
	North York	\$904/sf
	Scarborough	\$705/sf
	Toronto	\$1,282/sf
905 Area	905 All Muni.	\$672/sf

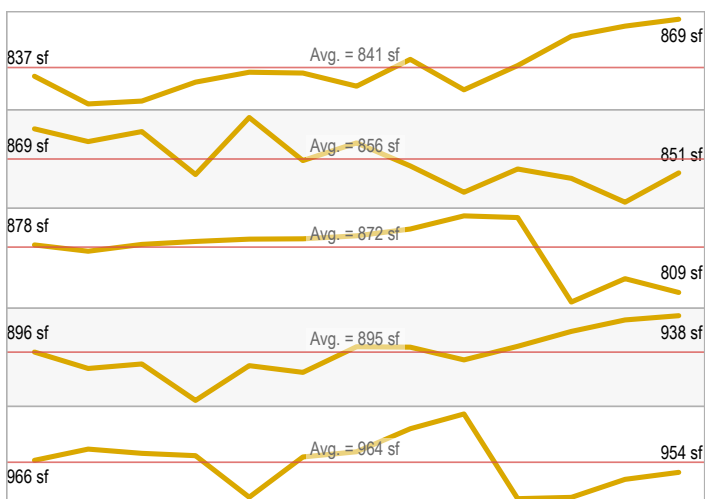
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	Etobicoke	869 sf
	North York	851 sf
	Scarborough	809 sf
	Toronto	938 sf
905 Area	905 All Muni.	954 sf

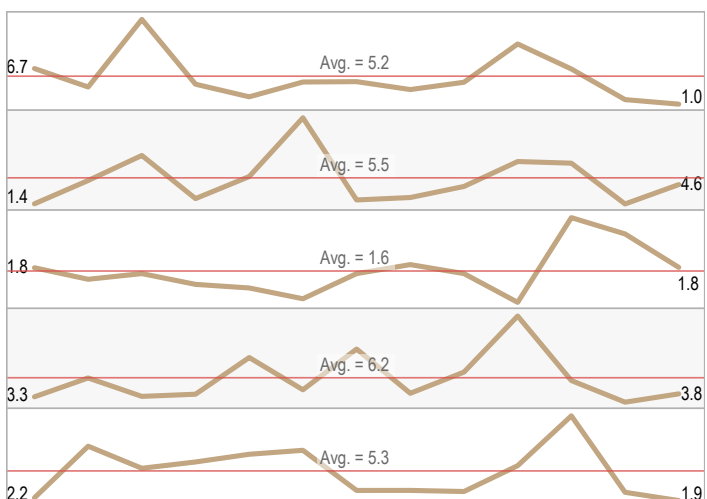
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	Etobicoke	1.0
	North York	4.6
	Scarborough	1.8
	Toronto	3.8
905 Area	905 All Muni.	1.9

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	January 2019				January 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	5			5	16			16
Central Waterfront	Toronto	37			37	58			58
Don Mills - York Mills	North York	11		0	11	8		8	16
Downtown Core	Toronto	0			0	36			36
Downtown East	Toronto	14			14	51			51
Downtown West	Toronto	122			122	184	1		185
Etobicoke Waterfront	Etobicoke	7			7	10			10
Highway7 - Yonge	Markham	0			0				
	Richmond Hill	0		0	0	2		0	2
Mississauga City Centre	Mississauga	42			42	50			50
North Toronto	Toronto	251			251	12			12
North Yonge Corridor	North York	0		0	0	21			21
North York East	North York	0		1	1	0			0
North York West	North York	6		0	6	13		0	13
Not Applicable	Brampton	0		8	8	3		14	17
	Burlington	9			9	6			6
	Clarington	0		0	0	5		7	12
	Etobicoke	18		0	18	127	3		130
	Georgina	0			0	0			0
	Halton Hills	0			0	0			0
	Markham	12	2	0	14	35		0	35
	Milton	5		1	6	0		0	0
	Mississauga	20		35	55	18		1	19
	Newmarket		1		1		1		1
	Oakville	14		0	14	30		2	32
	Oshawa	17			17				
	Pickering	6		4	10	0		1	1
	Scarborough	21		2	23	18		3	21
	Toronto	0			0	6		6	12
	Vaughan	36		0	36	45			45
	Whitby	3			3	0			0
	Whitchurch-Stouffville	3			3	0			0
Sheppard Corridor	North York	166			166	5			5
Toronto East	Toronto	1	0	4	5	0	6	0	6
Toronto West	Toronto	58	0		58	9	0		9
Yonge - St. Clair	Toronto	0			0	4			4
Grand Total		884	3	55	942	772	11	42	825

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	107			107	221			221
Central Waterfront	Toronto	2,250			2,250	746			746
Don Mills - York Mills	North York	229		23	252	166		17	183
	Toronto								
Downtown Core	Toronto	909			909	26			26
Downtown East	Toronto	1,147			1,147	294			294
Downtown West	Toronto	2,786			2,786	1,443			1,443
Etobicoke Waterfront	Etobicoke	205			205	191			191
Highway7 - Yonge	Markham	619			619	147			147
	Richmond Hill	703		115	818	61		49	110
Mississauga City Centre	Mississauga	966			966	552			552
North Toronto	North York								
	Toronto	951			951	335			335
North Yonge Corridor	North York	707		30	737	203		12	215
	Toronto								
North York East	North York	5		8	13	0		22	22
North York West	North York	778		84	862	237		7	244
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	217		237	454	182		82	264
	Burlington	293			293	282			282
	Caledon								
	Clarington	27		2	29	70		4	74
	Etobicoke	1,297	16	30	1,343	410		32	442
	Georgina	0			0	33			33
	Halton Hills	48			48	15			15
	King								
	Markham	487	16	4	507	459	96	0	555
	Milton	144		36	180	124		12	136
	Mississauga	1,027		198	1,225	446		116	562
	Newmarket		2		2		4		4
	North York								
	Oakville	368		4	372	93		12	105
	Oshawa	159			159	150			150
	Pickering	545		104	649	60		76	136
	Richmond Hill								
	Scarborough	198		33	231	486		76	562
	Toronto	283		2	285	138			138
	Uxbridge								
	Vaughan	593		26	619	430		78	508
	Whitby	60			60	122			122
	Whitchurch-Stouffville	146			146	154			154
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	923			923	511			511
Thornhill	Markham								
	Vaughan								
Toronto East	Toronto	322	0	12	334	44	16	29	89
Toronto West	Toronto	896	3		899	730	1		731
Yonge - St. Clair	Toronto	66			66	62			62
Grand Total		20,461	37	948	21,446	9,623	117	624	10,364

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