



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of February 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-19		Feb-18		Change
High Rise	772		1,860		-58.5%
Low Rise	639		259		146.7%
Total	1,411		2,119		-33.4%
Year to Date Sales	Jan.-Feb. 2019		Jan.-Feb. 2018		Y/Y Change
High Rise	2,030		2,685		-24.4%
Low Rise	1,082		632		71.2%
Total	3,112		3,317		-6.2%
Year to Date Supply	Jan.-Feb. 2019		Jan.-Feb. 2018		Y/Y Change
High Rise	1,958		4,645		-57.8%
Low Rise	1,128		721		56.4%
Total	3,086		5,366		-42.5%
Year to Date Completions	Jan.-Feb. 2019		Jan.-Feb. 2018		Y/Y Change
High Rise	2,439		1,444		68.9%
Remaining Inventory	Feb-19	Jan-19	Feb-18	M/M Change	Y/Y Change
High Rise	11,269	10,471	9,702	7.6%	16.2%
Low Rise	5,233	5,201	3,816	0.6%	37.1%
Total	16,502	15,672	13,518	5.3%	22.1%
Benchmark Price	Feb-19	Jan-19	Feb-18	M/M Change	Y/Y Change
High Rise	\$792,709	\$803,638	\$729,735	-1.4%	8.6%
Low Rise	\$1,122,682	\$1,130,046	\$1,219,874	-0.7%	-8.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	5	330	257	176	
High Rise Units	1,096	87,681	66,599	43,680	
% Sold*	53%	83%	95%	76%	
Low Rise Projects	3	274			
Low Rise Units	108	32,835			
% Sold*	14%	84%			

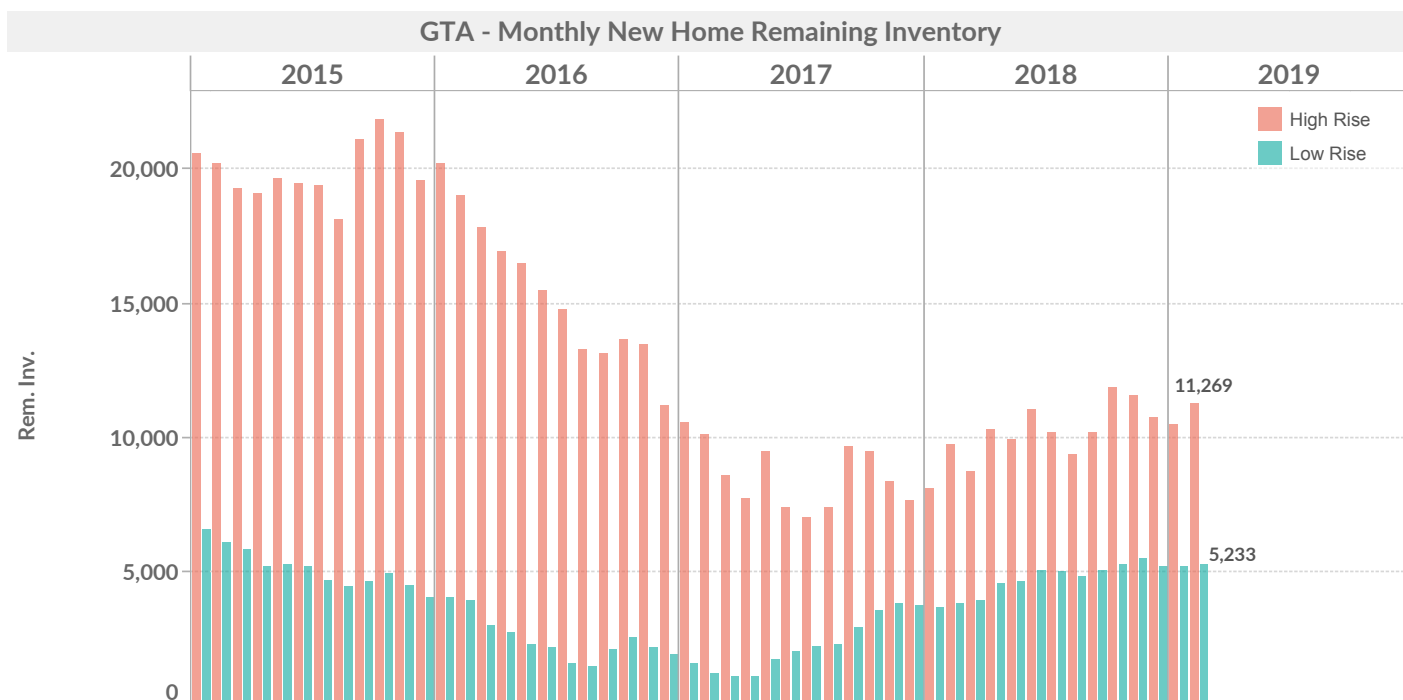
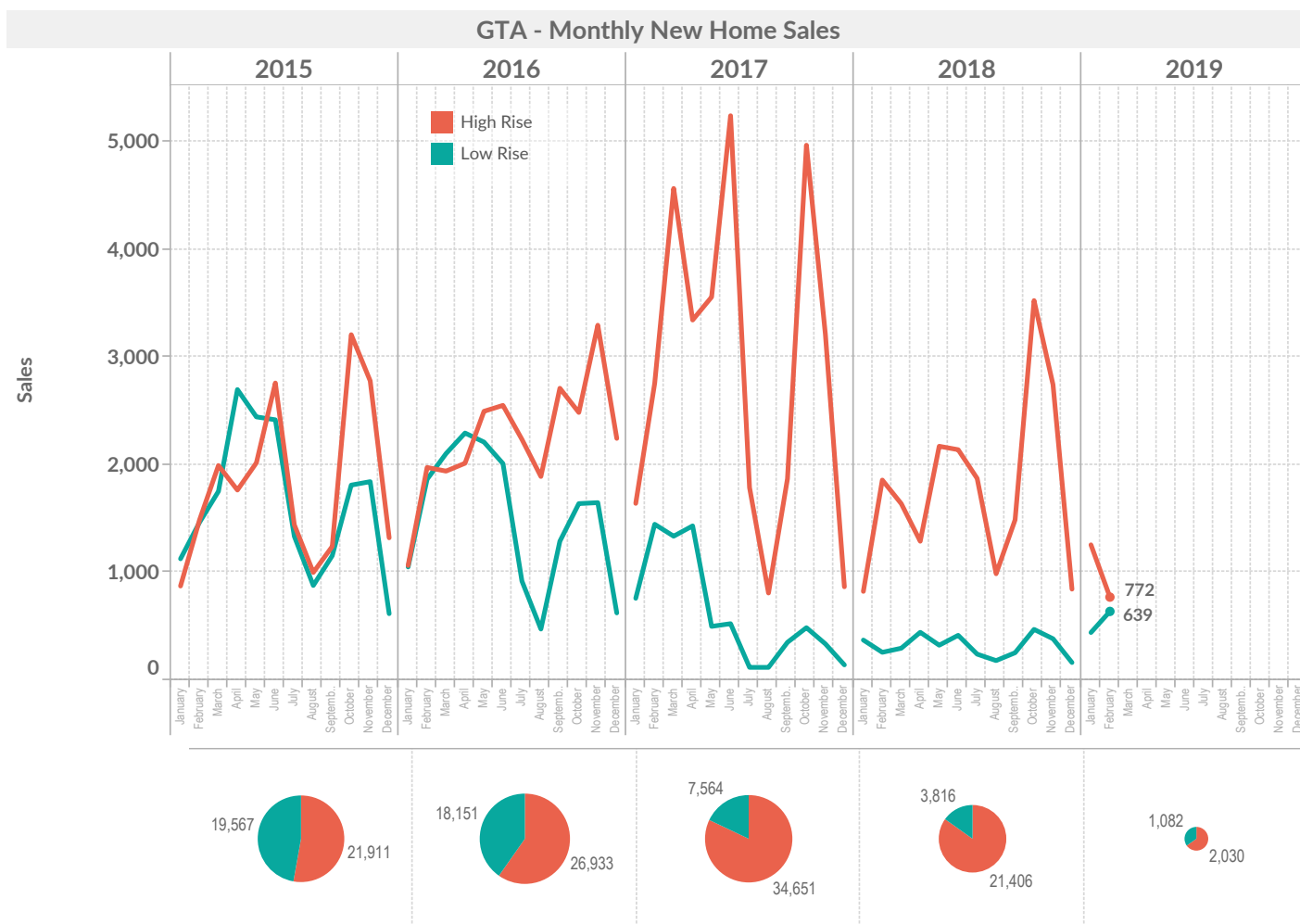
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

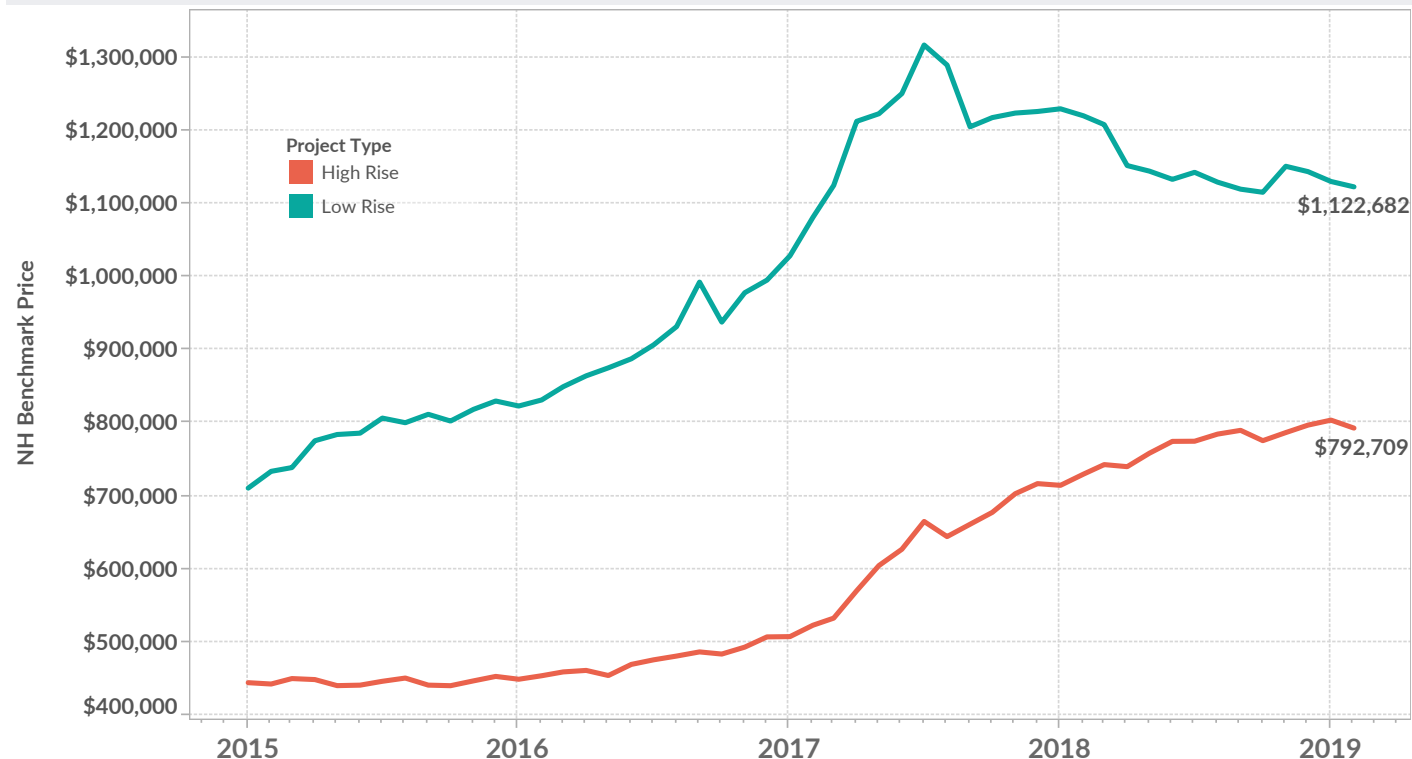
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

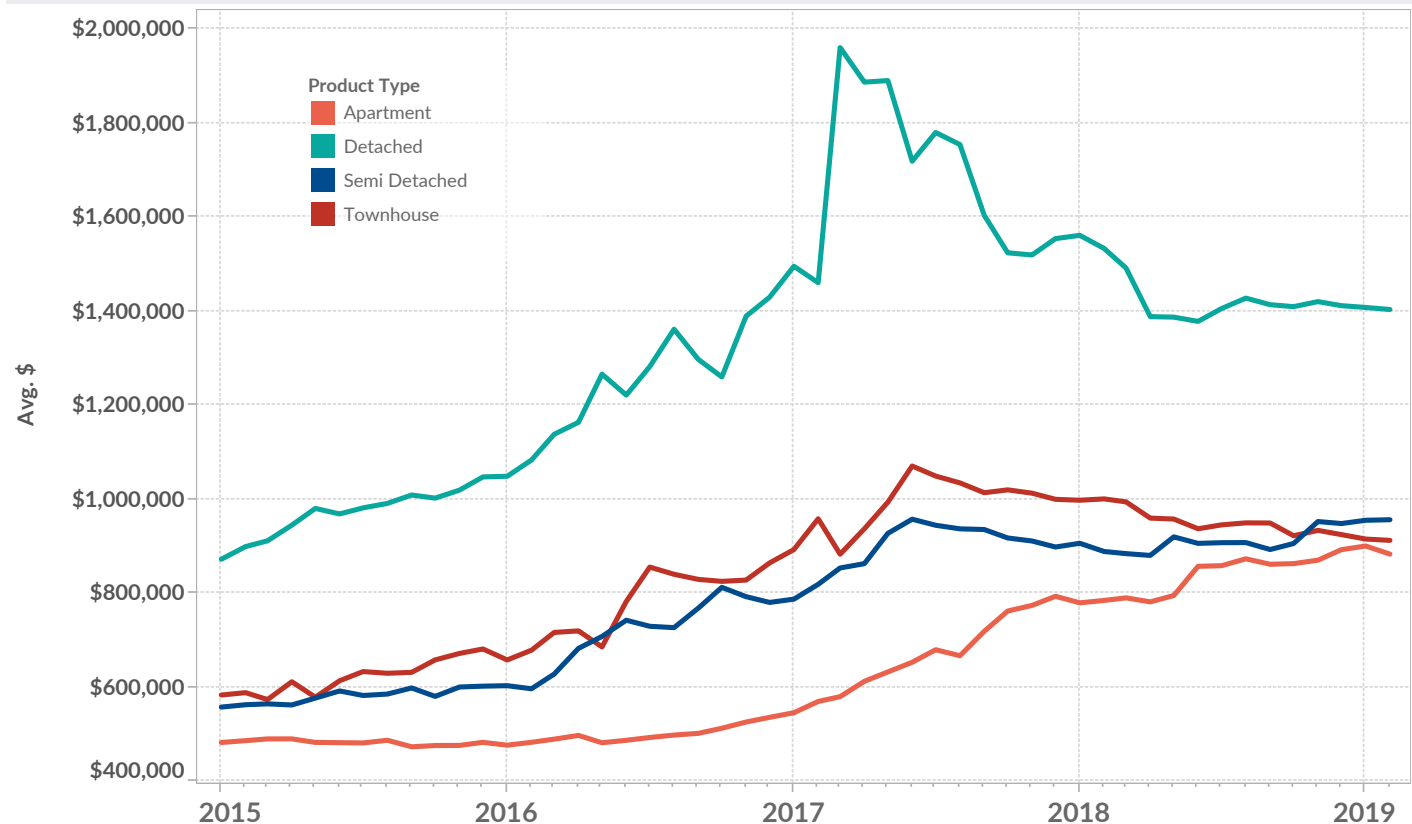


Pricing

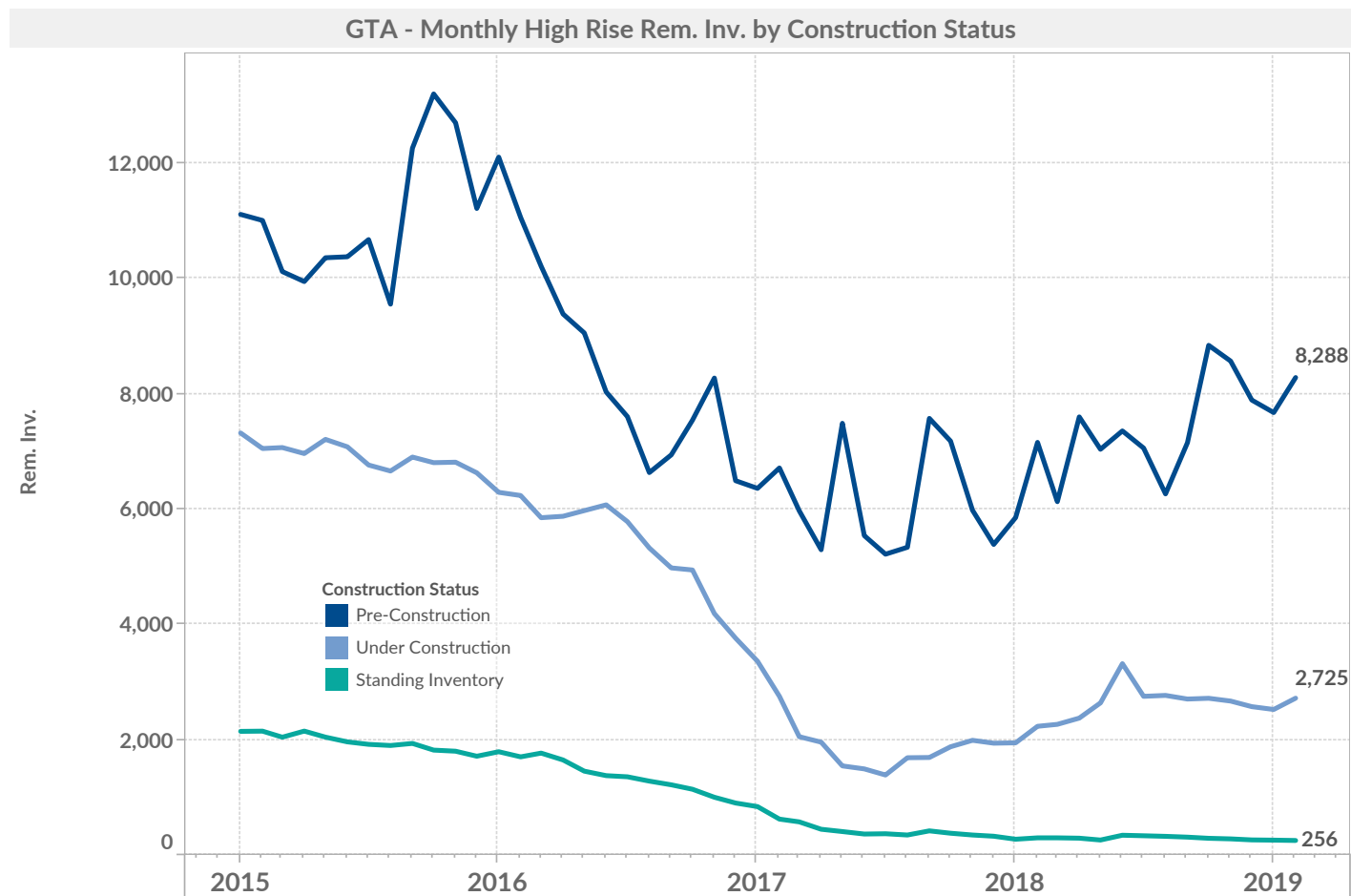
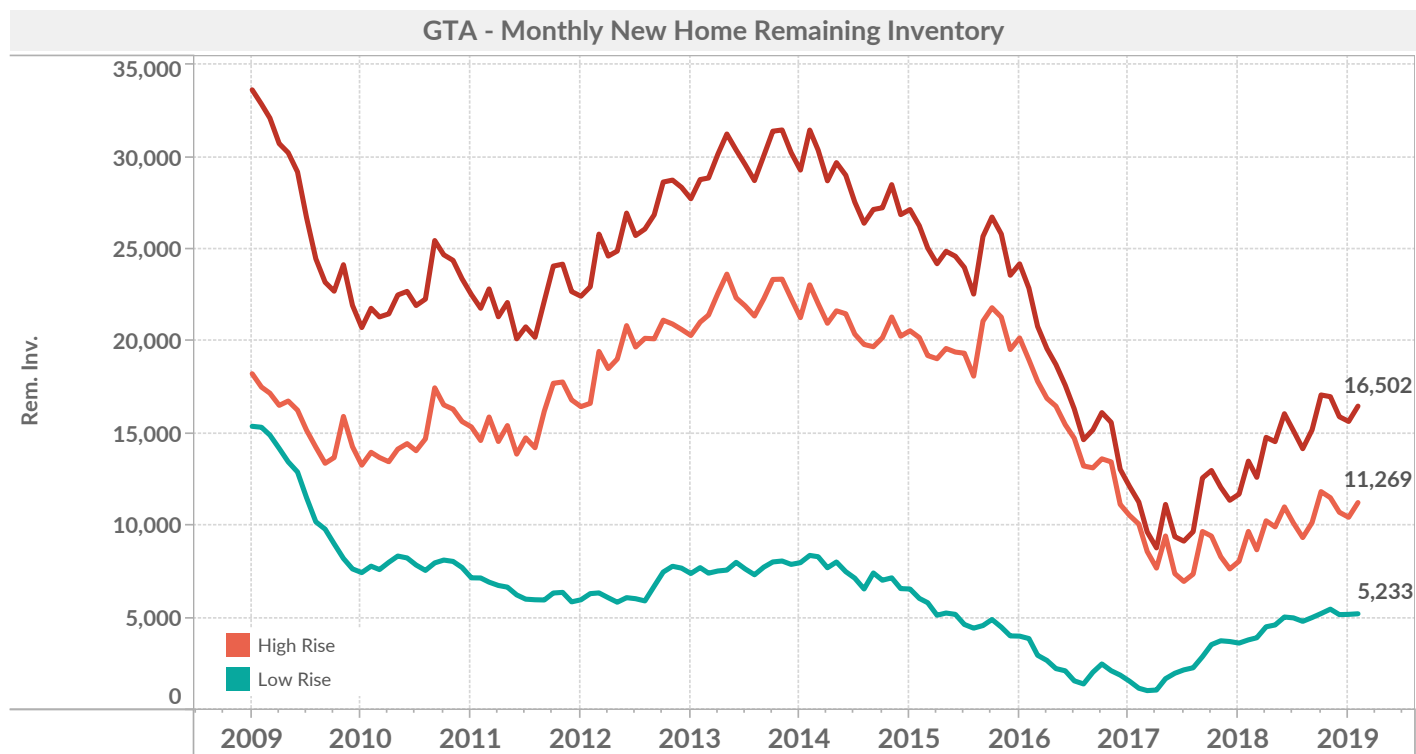
Monthly New Home Benchmark Price (excludes extremes)



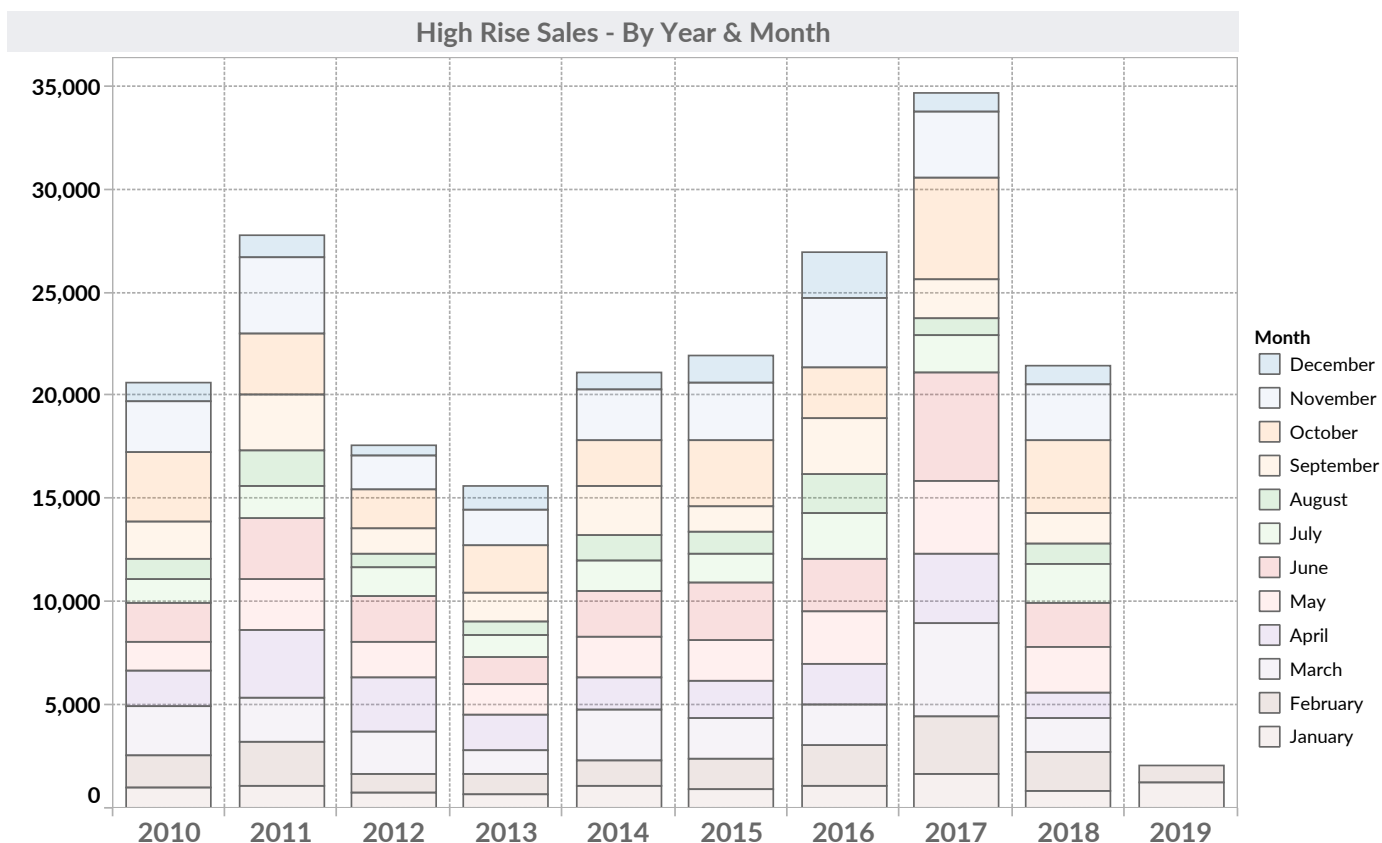
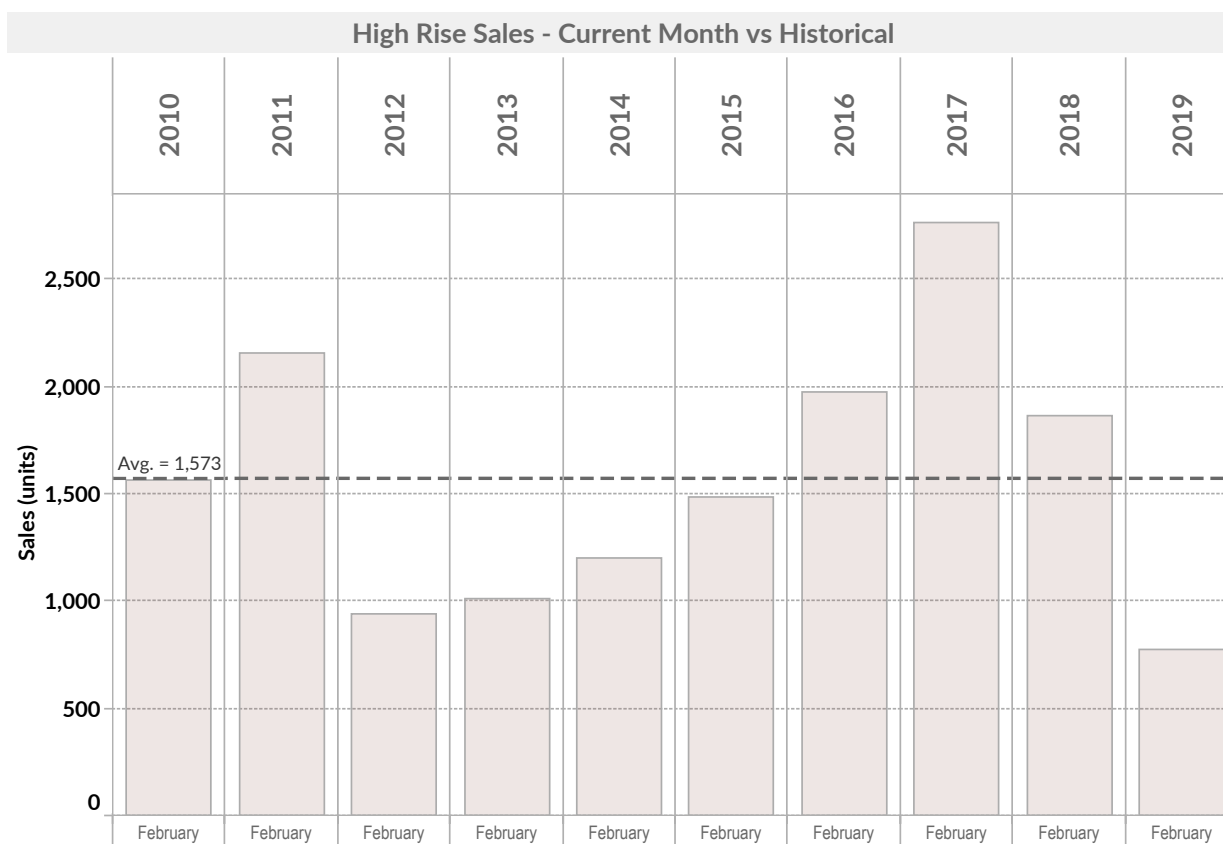
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

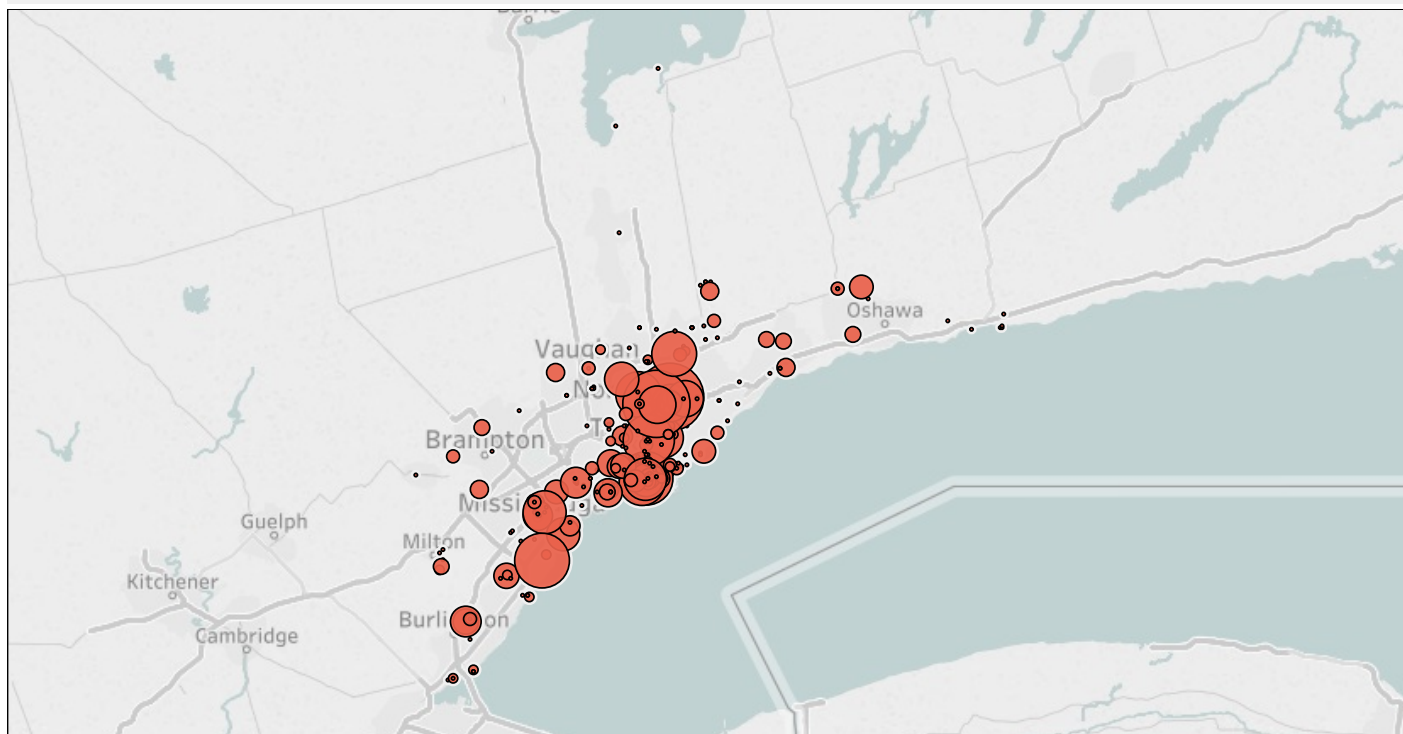


Historical Sales Comparison

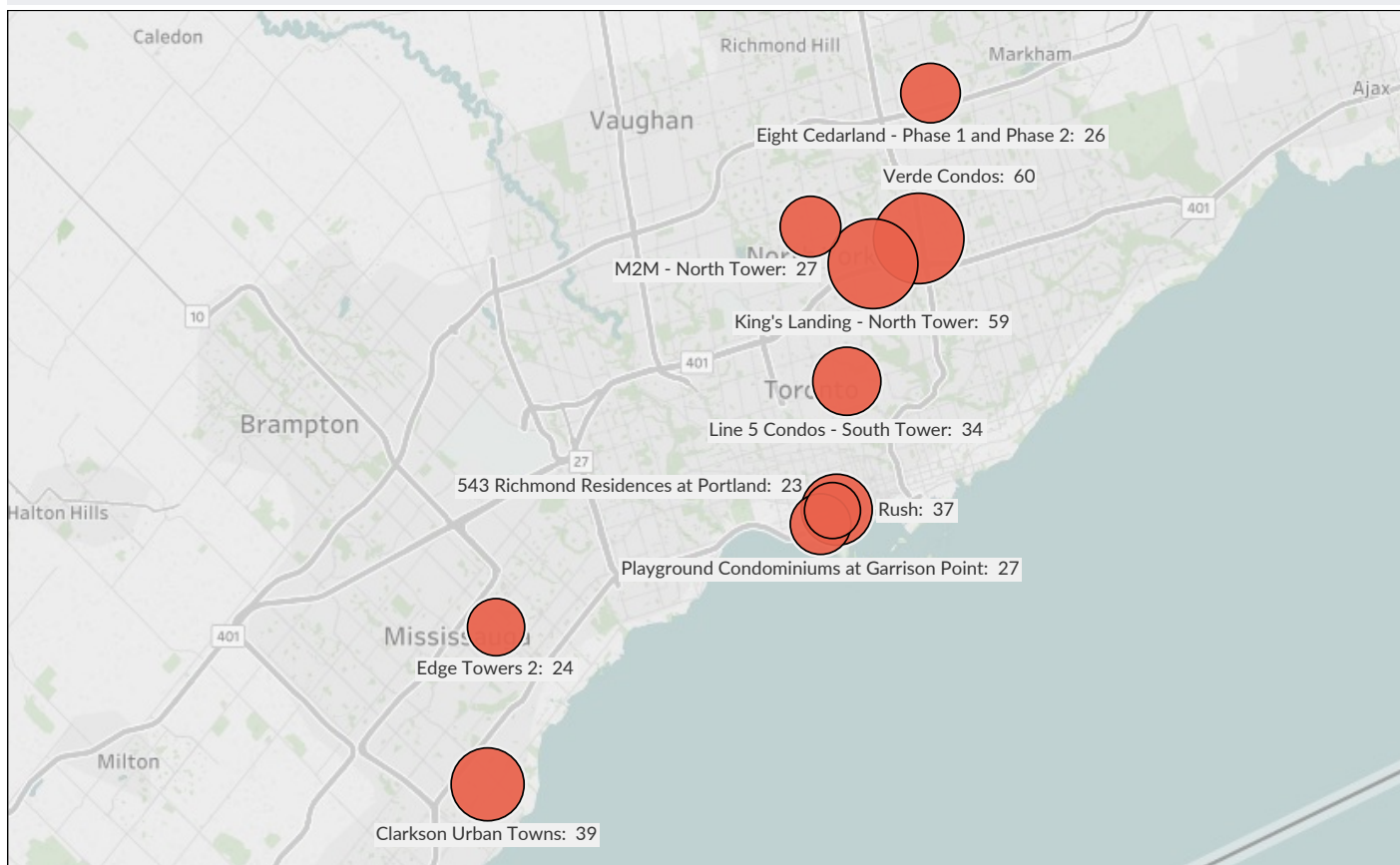


Current Sites

GTA - Active High Rise Sites by Current Month Sales



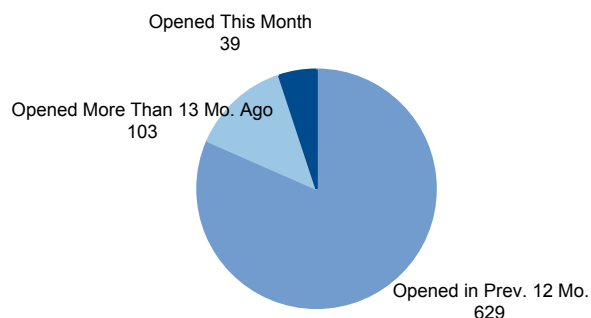
GTA - Top 10 Sites by Current Month Sales



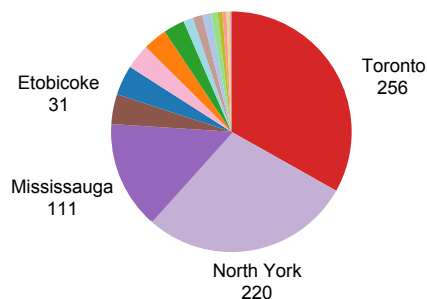
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

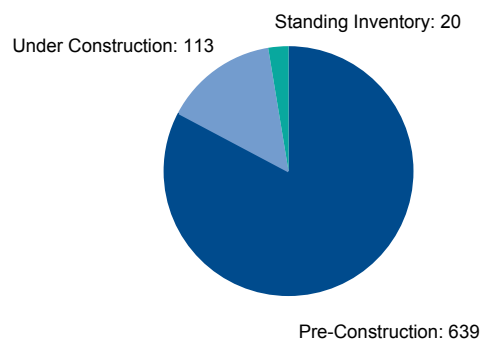
Sales by Opening Date



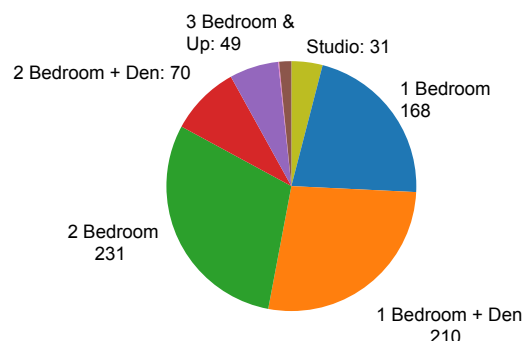
Sales by Municipality/Area



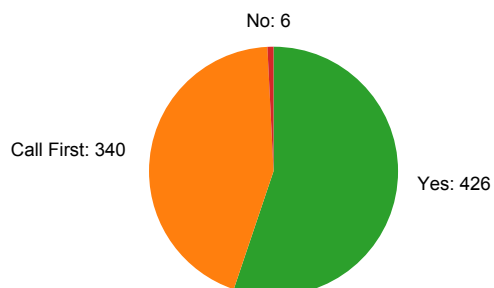
Sales by Const. Status



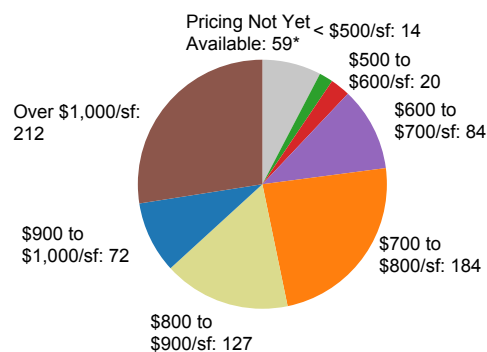
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

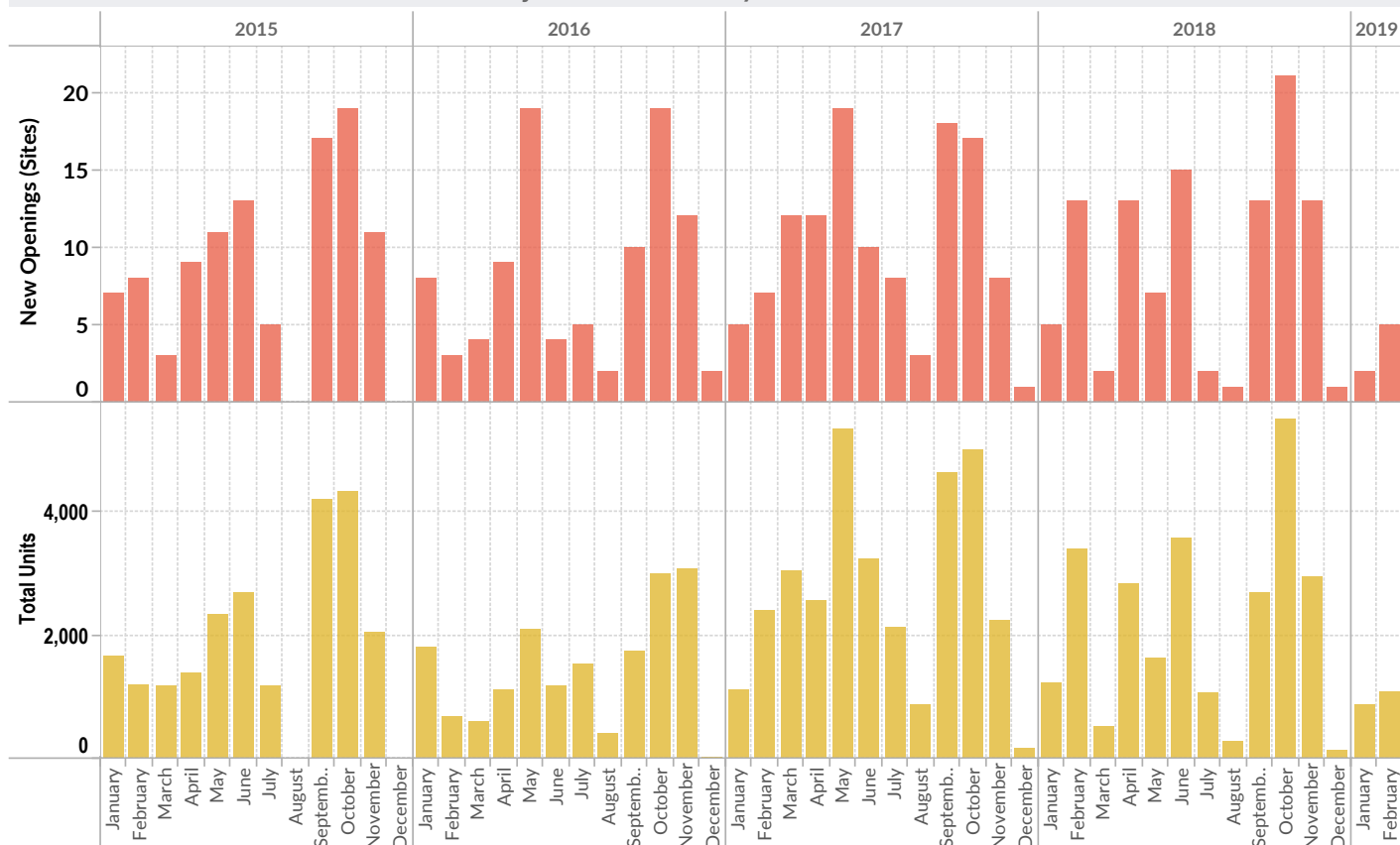
New Openings

February 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Clarkson Urban Towns - Haven Developments	Mississauga	2/2/2019	74	39	35	\$752
Terrasse at the Hunt Club - Sunrise Gate Homes Ltd. *	Scarborough	2/15/2019	30	0	30	\$866
Y&S - Yonge & Soudan - Tribute Communities and TENBlock Developments *	Toronto	2/20/2019	284	0	276	\$1,115
Riverview - Building C - Times Group Corporation *	Markham	2/23/2019	315	0	315	\$732
T1 at M2M - Aoyuan International *	North York	2/23/2019	393	0	315	\$944
Grand Total			1,096	39	971	\$886

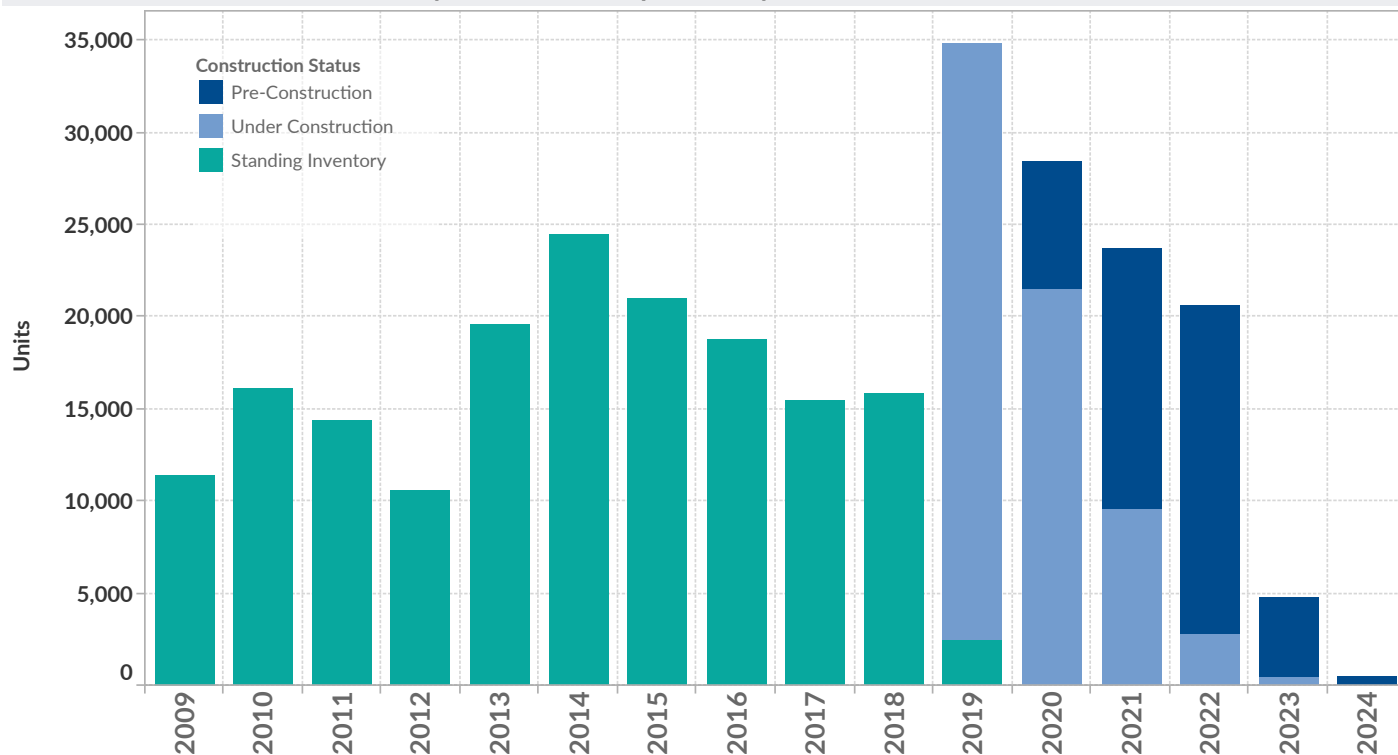
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

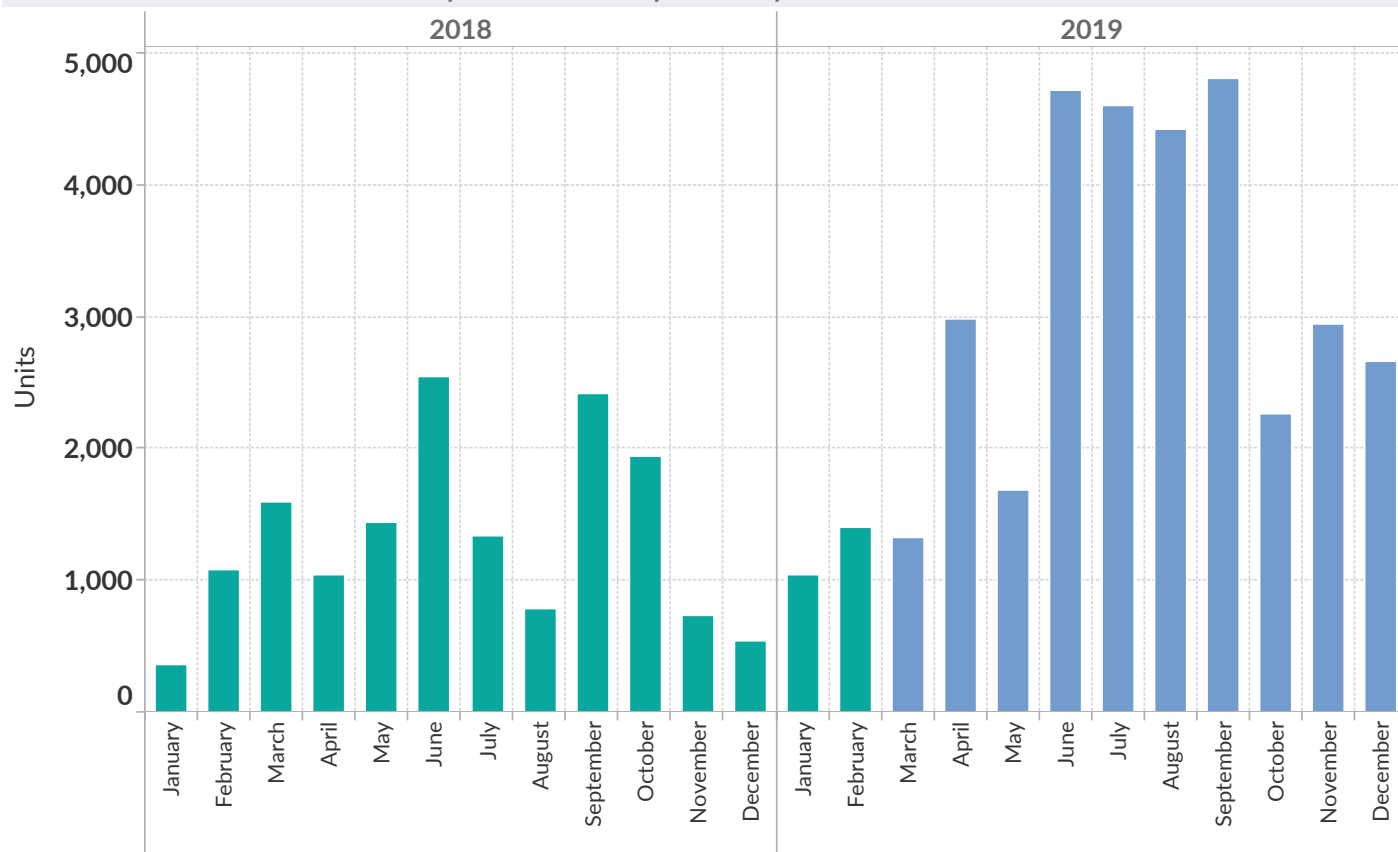


Scheduled Completions

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.		
Concord Adex	430	85											515	25.4%
Reserve Properties	247	34											281	13.8%
Westdale Properties	247	34											281	13.8%
Pemberton Group	65	28											93	4.6%
Fernbrook Homes	31	42											73	3.6%
Cityzen	30	42											72	3.5%
Fram Building Group	8	64											72	3.5%
Alterra Homes	26	37											63	3.1%
El-Ad Canada Inc.	17	33											50	2.5%
Pinnacle International	22	27											49	2.4%
Solmar Development Corp.	16	26											42	2.1%
Haven Developments	0	39											39	1.9%
Kingsmen Group Inc.	30	9											39	1.9%
Greenland Group	33	5											38	1.9%
Limen Group	29	8											37	1.8%
Urban Capital Property Group	23	12											35	1.7%
ADI Development Group	9	24											33	1.6%
Daniels Corporation	29	4											33	1.6%
Rogers Real Estate Development Limited	22	11											33	1.6%
H&W Development Corp.	6	26											32	1.6%
Hazleton Developments	22	7											29	1.4%
Westbank Projects Corp.	15	14											29	1.4%
Cortel Group	19	9											28	1.4%
Aoyuan International	0	27											27	1.3%
Tribute Communities	19	8											27	1.3%
Total (All 100 Builders)	1,258	772											2,030	

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 %
	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
Menkes	1	50	90	18	1,023	143	60	19	28	23	6	10	1,471	7.1%
Concord Adex	27	8	243	22	6	37	5	8	259	6	430	85	1,136	5.5%
Pemberton Group	16	103	158	142	48	93	192	144	33	19	65	28	1,041	5.0%
Cresford Developments	15	0	2	2	0	0	1	747	1	0	0	19	787	3.8%
Daniels Corporation	3	14	185	77	23	14	1	329	40	40	29	4	759	3.7%
Reserve Properties	0	1	0	1	0	1	2	325	121	13	247	34	745	3.6%
Westdale Properties								325	121	13	247	34	740	3.6%
Fernbrook Homes	6	181	47	189	32	35	55	36	21	52	31	42	727	3.5%
Cityzen	0	180	46	188	30	33	52	31	19	52	30	42	703	3.4%
Urban Capital Property Group	21	8	8	7	9	7	13	10	494	70	23	12	682	3.3%
Rogers Real Estate Development Limited	9	1	3	4	6	6	13	9	493	70	22	11	647	3.1%
Empire	0	1	0	0	162	58	157	116	90	1	3	18	606	2.9%
Times Group Corporation	230	123	73	43	21	40	29	7	3	0	0	1	570	2.7%
Chestnut Hill Developments	0	0	226	49	0	0	0	0	235	29	6	4	549	2.6%
Mattamy Homes	5	7	4	1	3	1	82	354	58	19	6	3	543	2.6%
Tridel	141	19	16	158	35	23	13	64	22	10	9	16	526	2.5%
Pinnacle International	185	47	31	11	11	17	64	39	39	21	22	27	514	2.5%
Greenland Group	0	21	103	42	34	27	14	35	79	95	33	5	488	2.4%
Graywood Developments	2	0	0	0	0	0	122	273	1	0	1	1	400	1.9%
Aoyuan International				250	0	0	0	55	10	0	0	27	342	1.6%
G Group Development	0	0	0	273	12	16	0	1	0	0	0	1	303	1.5%
Solmar Development Corp.	19	25	14	51	37	26	17	37	24	9	16	26	301	1.5%
Diamante Development	6	9	15	19	4	3	114	54	38	12	11	0	285	1.4%
Edilcan Development Corporation	112	37	8	32	5	4	0	35	29	20	2	0	284	1.4%
Vandyk Properties Inc.	15	30	8	56	31	7	6	26	63	16	5	4	267	1.3%
Total (All 163 Builders)	1,640	1,291	2,174	2,142	1,875	989	1,490	3,528	2,746	846	1,258	772	20,751	

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.

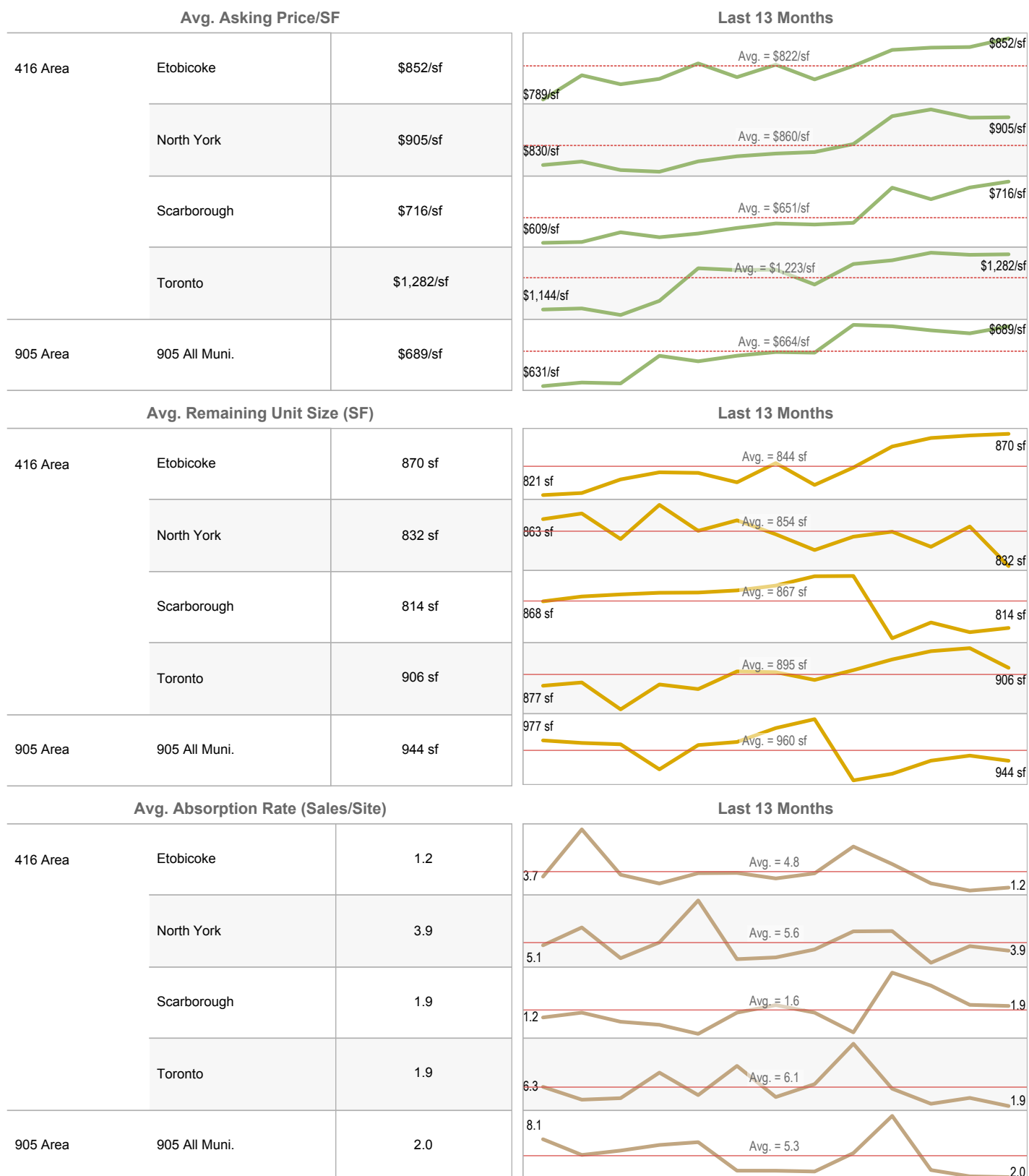
Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2019 February
Verde Condos - Fram Building Group	North York	Apartment	1 Bedroom	10
			1 Bedroom + Den	28
			2 Bedroom + Den	4
			3 Bedroom & Up	3
			2 Bedroom	9
			Studio	6
			Total	60
King's Landing - North Tower - Concord Adex	North York	Apartment	1 Bedroom	19
			1 Bedroom + Den	12
			3 Bedroom & Up	9
			2 Bedroom	15
			Studio	4
			Total	59
Clarkson Urban Towns - Haven Developments	Mississauga	Stacked	1 Bedroom	18
			1 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	21
			Total	39
Rush - Alterra	Toronto	Apartment	1 Bedroom	3
			1 Bedroom + Den	25
			3 Bedroom & Up	4
			2 Bedroom	5
			Total	37
Line 5 Condos - South Tower - Reserve Properties and Westdale Properties	Toronto	Apartment	1 Bedroom	16
			1 Bedroom + Den	5
			2 Bedroom + Den	0
			3 Bedroom & Up	2
			2 Bedroom	9
			Studio	2
			Total	34
M2M - North Tower - Aoyuan International	North York	Apartment	1 Bedroom	1
			1 Bedroom + Den	0
			2 Bedroom + Den	15
			2 Bedroom	11
			Studio	0
			Total	27

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	February 2019				February 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	1			1	20			20
Central Waterfront	Toronto	16			16	3			3
Don Mills - York Mills	North York	5		0	5	6		0	6
Downtown Core	Toronto	21			21	0			0
Downtown East	Toronto	4			4	62			62
Downtown West	Toronto	124			124	637			637
Etobicoke Waterfront	Etobicoke	3			3	25			25
Highway7 - Yonge	Markham	0			0	71			71
	Richmond Hill	1		0	1	490		20	510
Mississauga City Centre	Mississauga	36			36	58			58
North Toronto	Toronto	36			36	15			15
North Yonge Corridor	North York	28		0	28	19			19
North York East	North York	0		1	1	0			0
North York West	North York	9		1	10	98		0	98
Not Applicable	Brampton	2		7	9	2		0	2
	Burlington	25			25	8			8
	Clarington	0		0	0	4		0	4
	Etobicoke	28		0	28	51	6		57
	Georgina	0			0	0			0
	Halton Hills	0			0	2			2
	Markham	31	0	0	31	38		0	38
	Milton	4		0	4	5		3	8
	Mississauga	29		46	75	43		1	44
	Newmarket		0		0		0		0
	Oakville	10		0	10	28		0	28
	Oshawa	7			7				
	Pickering	4		6	10	0		0	0
	Scarborough	19		7	26	14		0	14
	Toronto	21			21	12		2	14
	Vaughan	18		4	22	22			22
	Whitby	5			5	0			0
	Whitchurch-Stouffville	4			4	0			0
Sheppard Corridor	North York	176			176	78			78
Toronto East	Toronto	3	2	1	6	2	0	0	2
Toronto West	Toronto	27	0		27	9	0		9
Yonge - St. Clair	Toronto	0			0	6			6
Grand Total		697	2	73	772	1,828	6	26	1,860

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	88			88	220			220
Central Waterfront	Toronto	2,263			2,263	730			730
Don Mills - York Mills	North York	233		16	249	156		24	180
	Toronto								
Downtown Core	Toronto	929			929	317			317
Downtown East	Toronto	1,089			1,089	290			290
Downtown West	Toronto	2,271			2,271	1,321			1,321
Etobicoke Waterfront	Etobicoke	181			181	180			180
Highway7 - Yonge	Markham	548			548	147			147
	Richmond Hill	214		95	309	60		49	109
Mississauga City Centre	Mississauga	1,074			1,074	528			528
North Toronto	North York								
	Toronto	972			972	575			575
North Yonge Corridor	North York	716		30	746	490		12	502
	Toronto								
North York East	North York	5		2	7	0		28	28
North York West	North York	688		76	764	233		16	249
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	213		244	457	55		75	130
	Burlington	307			307	260			260
	Caledon								
	Clarington	23		2	25	70		4	74
	Etobicoke	1,277	10	30	1,317	379		32	411
	Georgina	0			0	33			33
	Halton Hills	46			46	15			15
	King								
	Markham	480	16	4	500	745	96	0	841
	Milton	144		33	177	119		12	131
	Mississauga	971		238	1,209	455		185	640
	Newmarket		2		2		4		4
	North York								
	Oakville	350		4	354	85		12	97
	Oshawa	166			166	143			143
	Pickering	549		108	657	56		72	128
	Richmond Hill								
	Scarborough	197		40	237	503		69	572
	Toronto	293			293	116			116
	Uxbridge								
	Vaughan	588		30	618	413		74	487
Whitby	65			65	126			126	
Whitchurch-Stouffville	150			150	150			150	
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	1,347			1,347	636			636
Thornhill	Markham								
	Vaughan								
Toronto East	Toronto	348	2	13	363	85	14	28	127
Toronto West	Toronto	909	3		912	708	1		709
Yonge - St. Clair	Toronto	59			59	63			63
Grand Total		19,753	33	965	20,751	10,462	115	692	11,269

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