



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of March 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-19		Mar-18		Change
High Rise	1,428		1,640		-12.9%
Low Rise	886		295		200.3%
Total	2,314		1,935		19.6%
Year to Date Sales	Jan.-Mar. 2019		Jan.-Mar. 2018		Y/Y Change
High Rise	3,373		4,326		-22.0%
Low Rise	2,038		927		119.8%
Total	5,411		5,253		3.0%
Year to Date Supply	Jan.-Mar. 2019		Jan.-Mar. 2018		Y/Y Change
High Rise	4,107		5,155		-20.3%
Low Rise	1,866		1,135		64.4%
Total	5,973		6,290		-5.0%
Year to Date Completions	Jan.-Mar. 2019		Jan.-Mar. 2018		Y/Y Change
High Rise	3,731		3,044		22.6%
Remaining Inventory	Mar-19	Feb-19	Mar-18	M/M Change	Y/Y Change
High Rise	11,744	11,460	8,717	2.5%	34.7%
Low Rise	5,054	5,300	3,956	-4.6%	27.8%
Total	16,798	16,760	12,673	0.2%	32.5%
Benchmark Price	Mar-19	Feb-19	Mar-18	M/M Change	Y/Y Change
High Rise	\$780,839	\$792,709	\$742,801	-1.5%	5.1%
Low Rise	\$1,116,640	\$1,122,682	\$1,207,832	-0.5%	-7.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	6	329	271	155	
High Rise Units	2,080	87,136	72,604	38,231	
% Sold*	10%	82%	95%	71%	
Low Rise Projects	8	279			
Low Rise Units	390	30,802			
% Sold*	82%	84%			

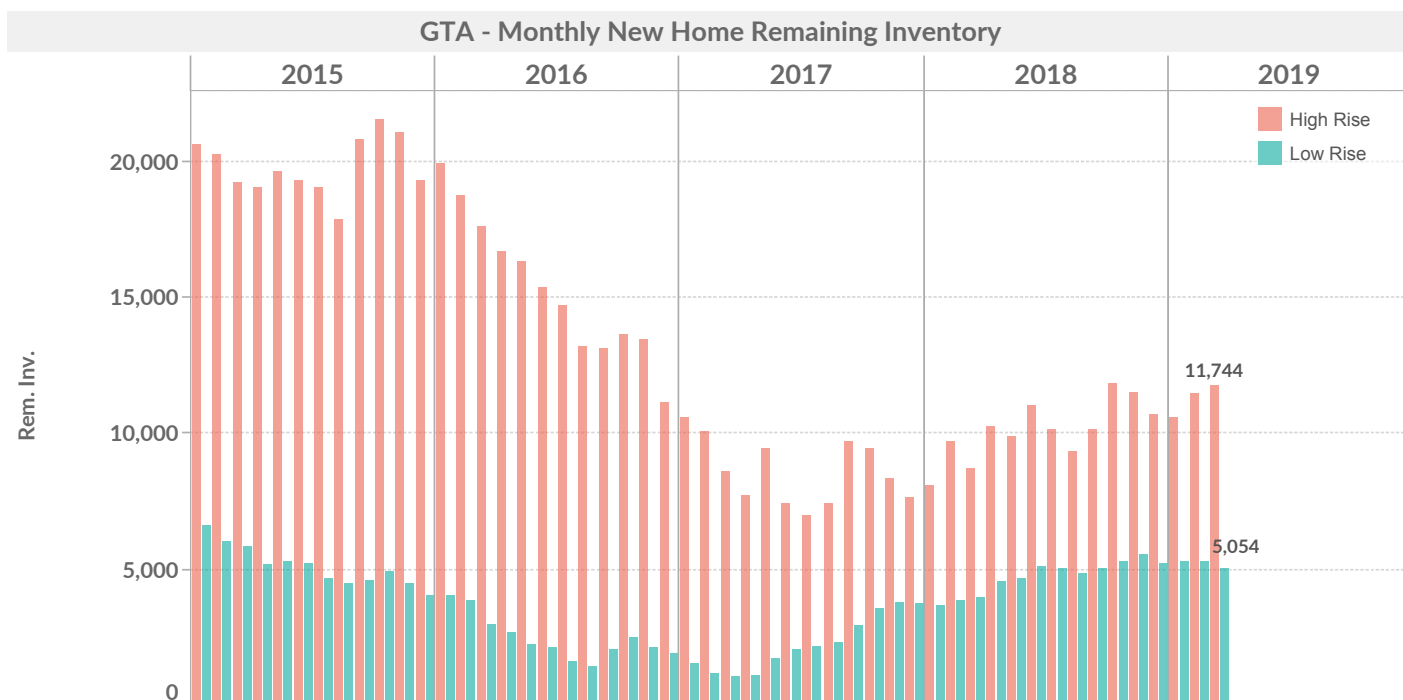
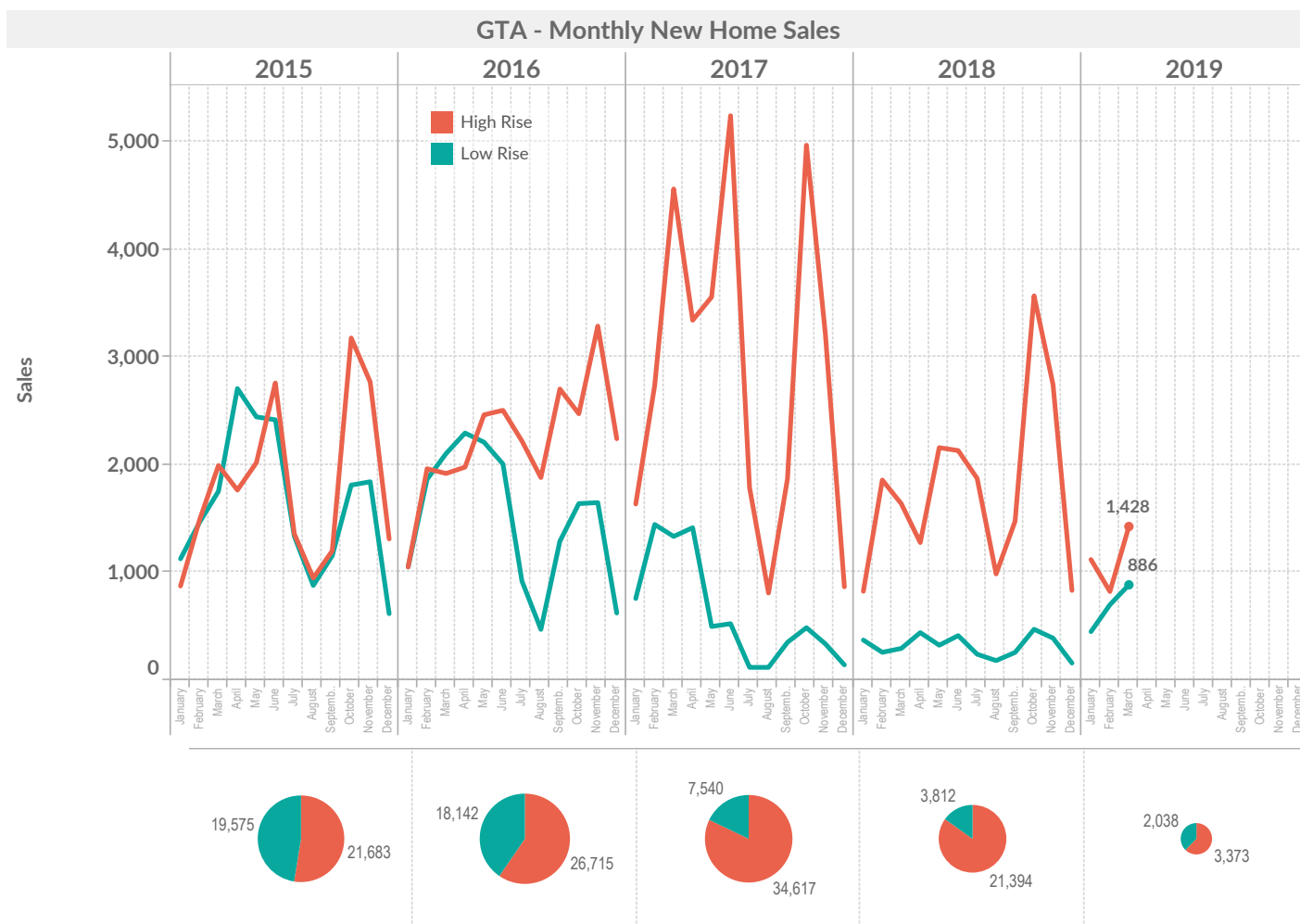
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

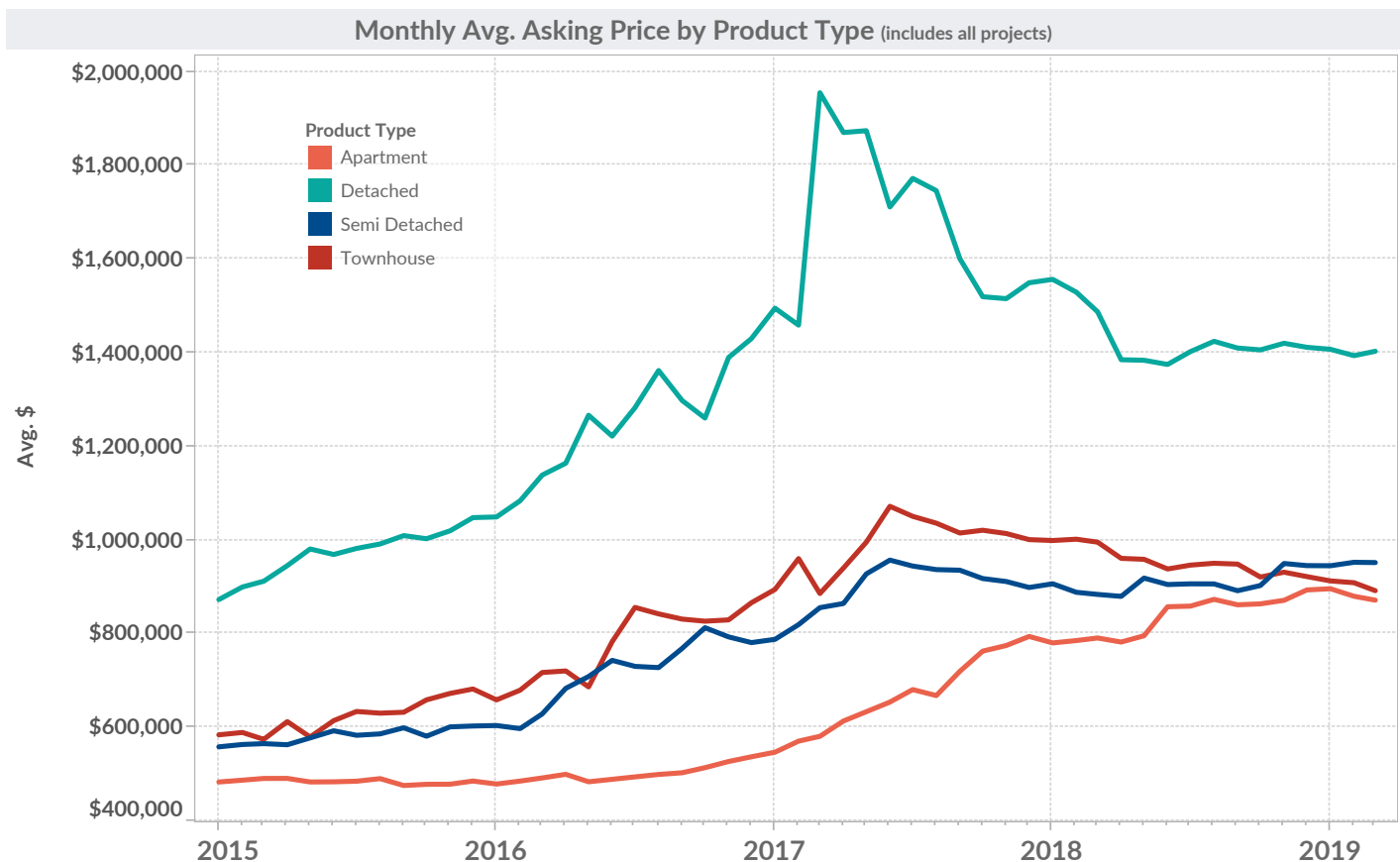
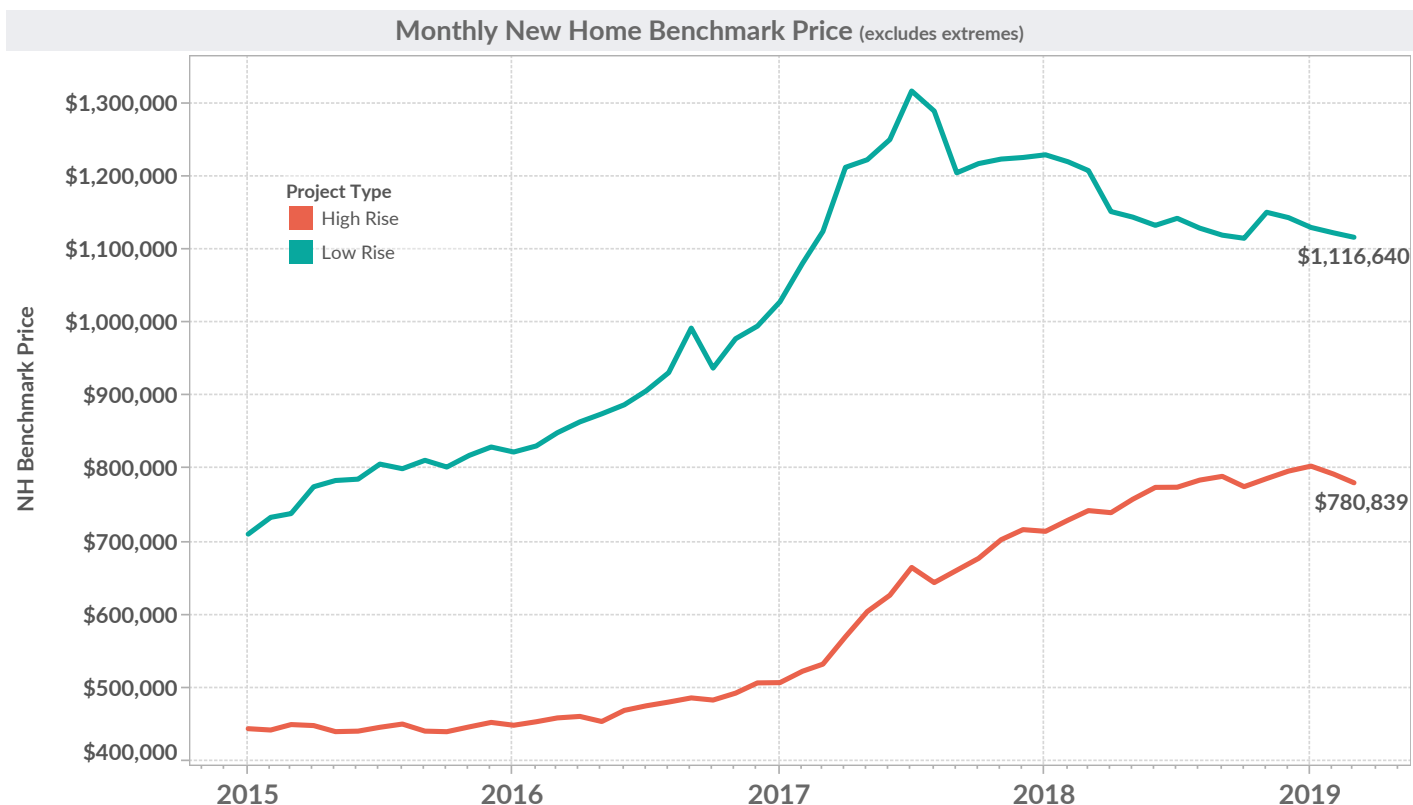
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

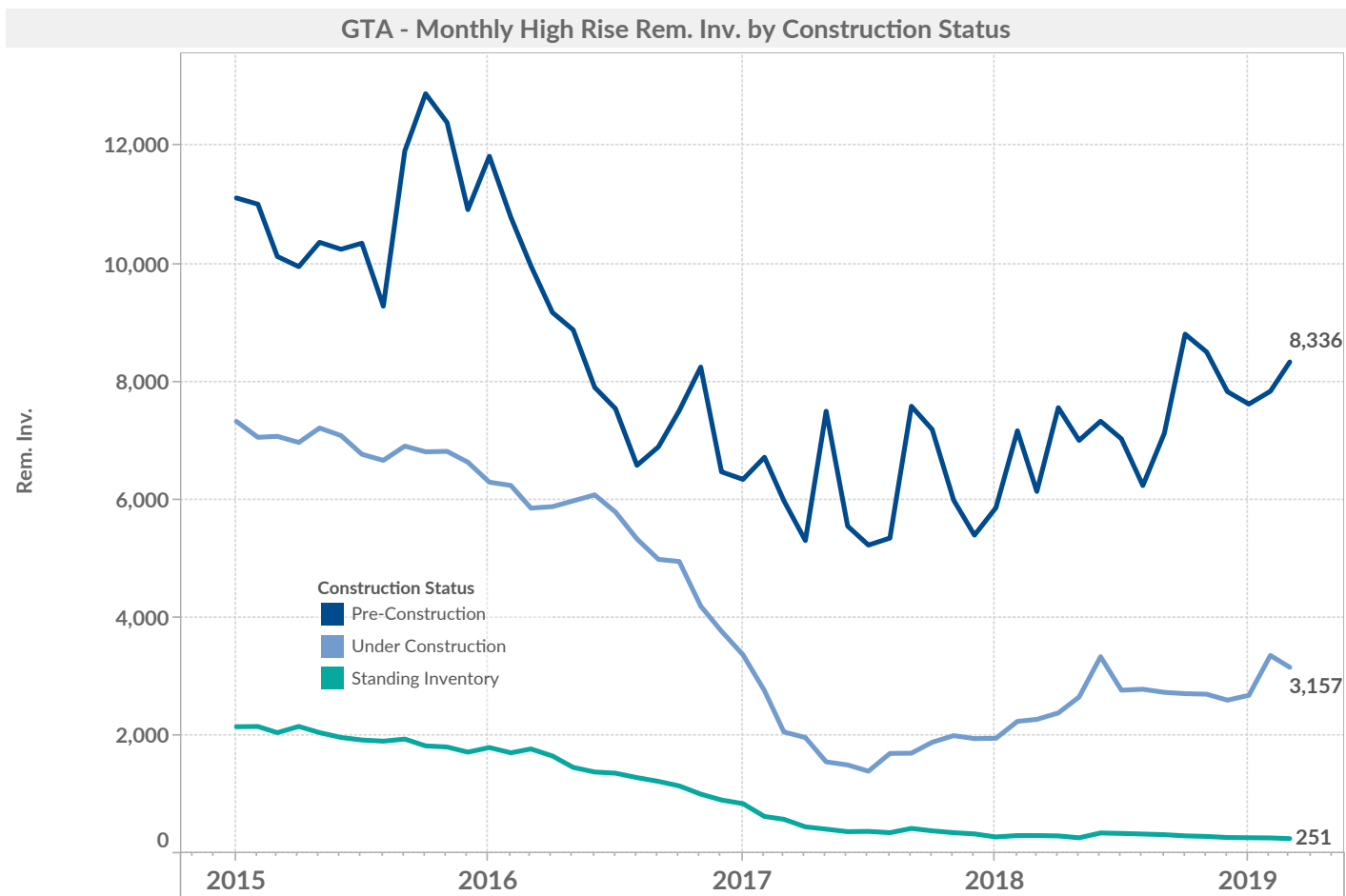
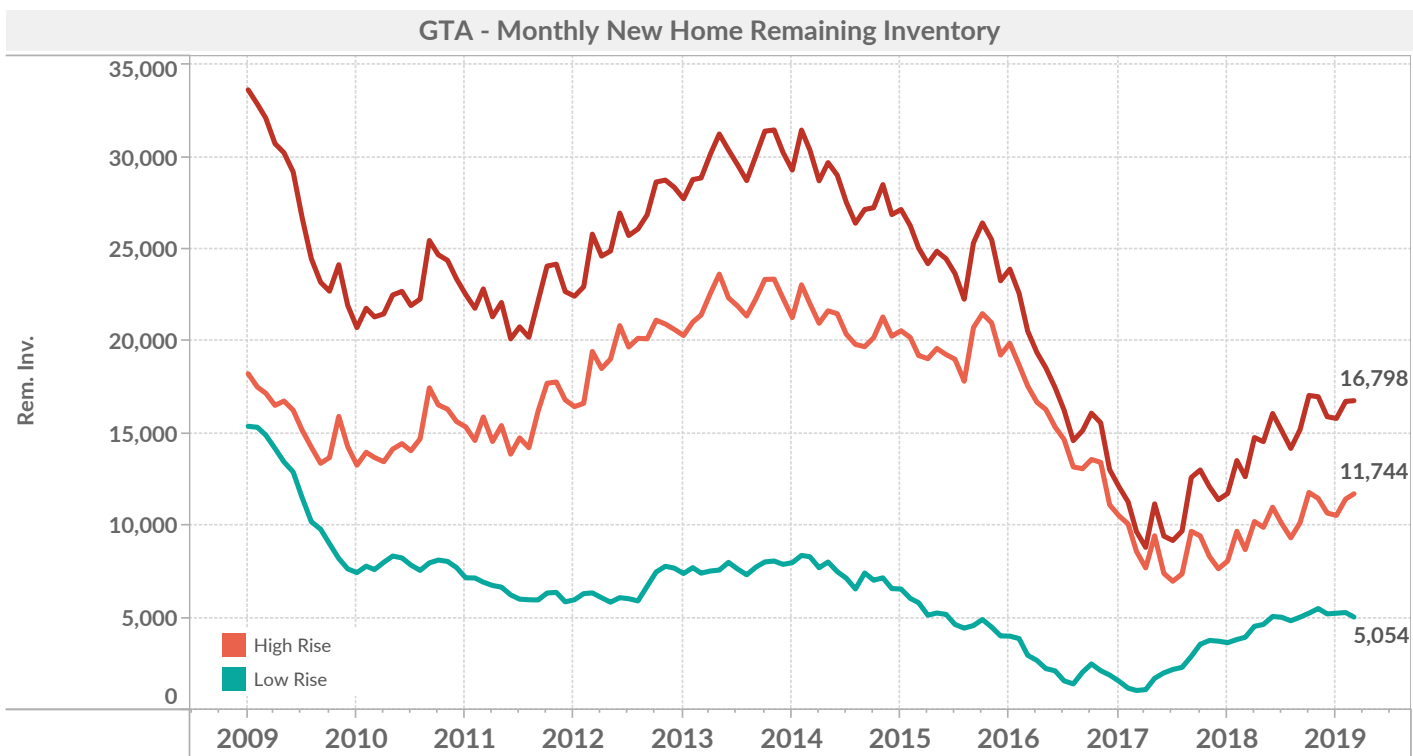
Sales & Remaining Inventory



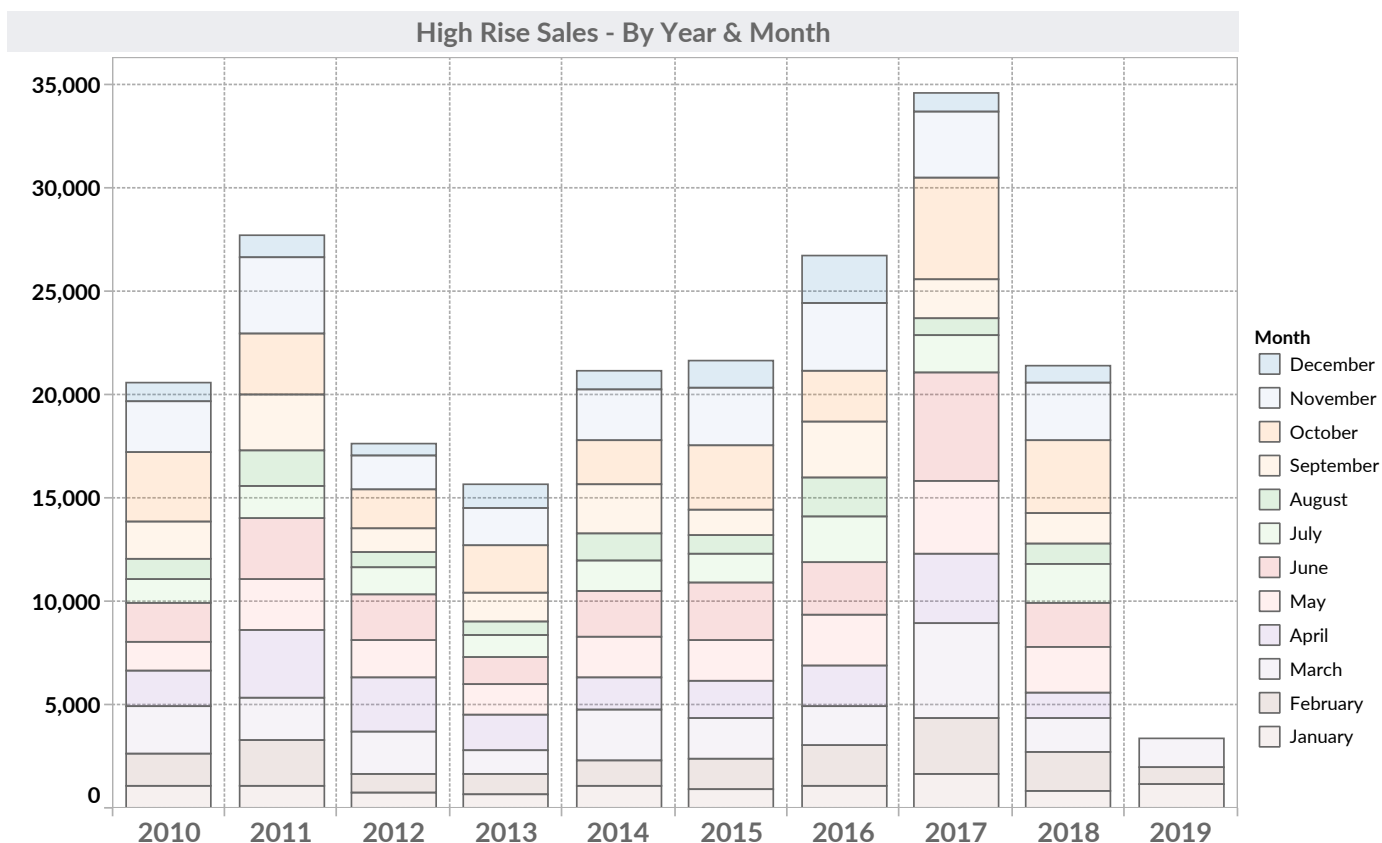
Pricing



Remaining Inventory

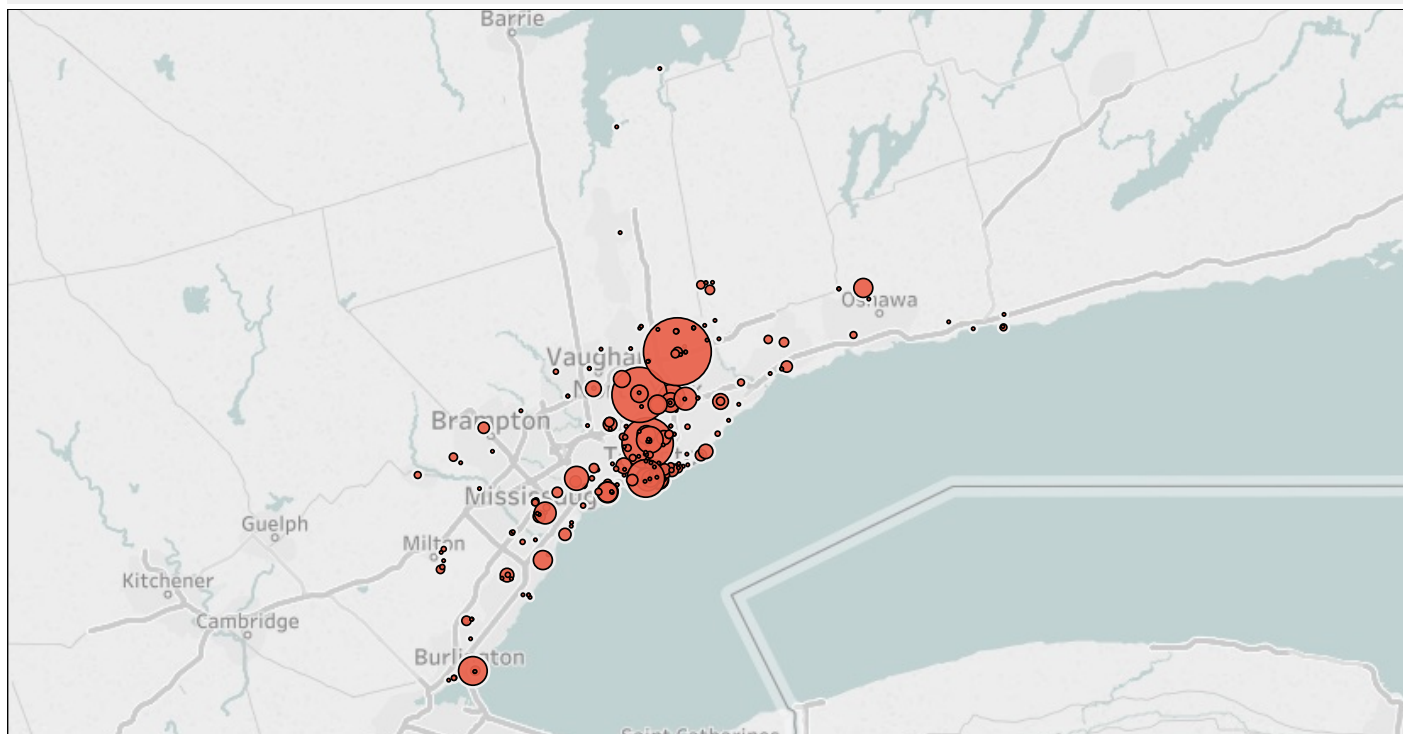


Historical Sales Comparison

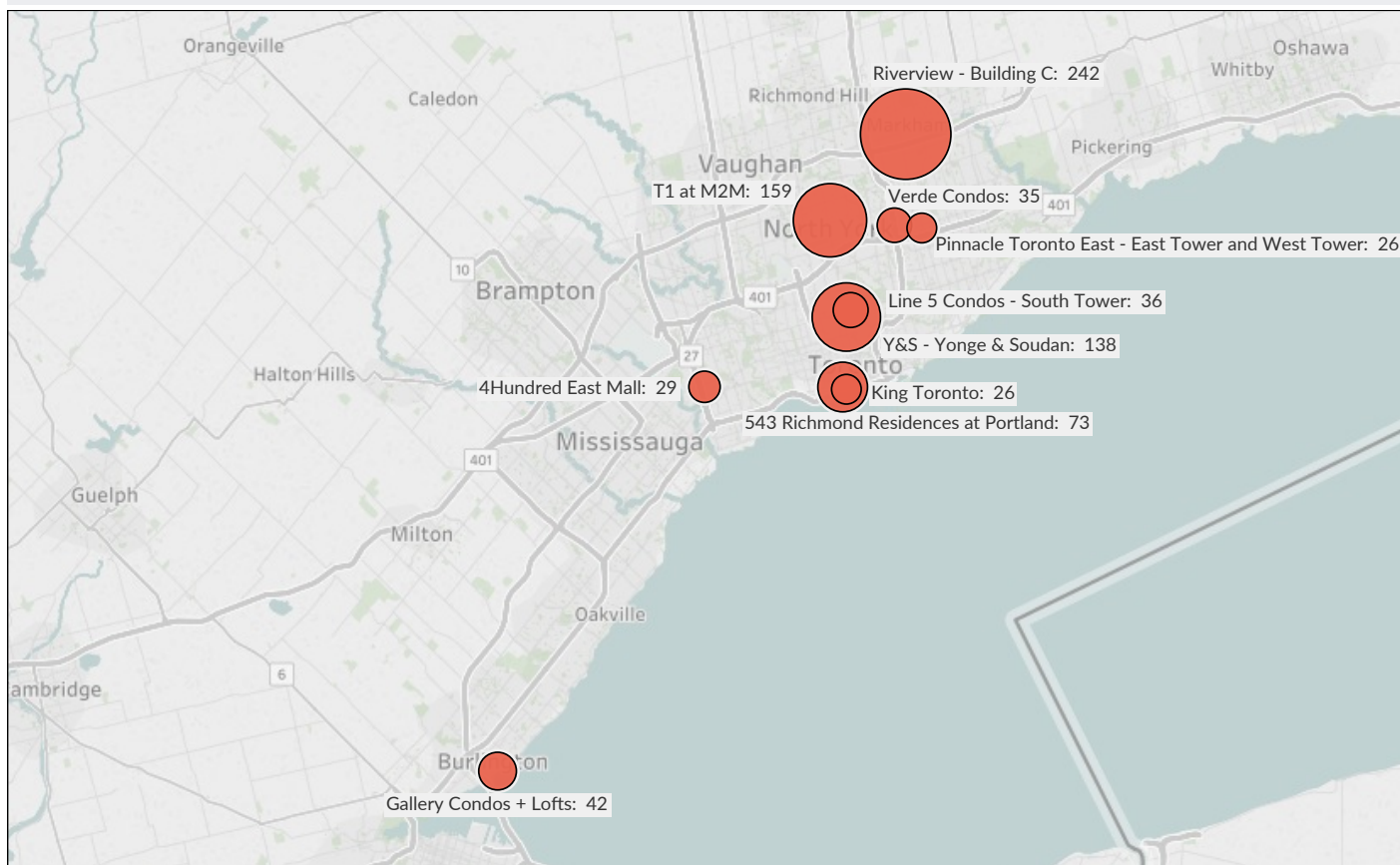


Current Sites

GTA - Active High Rise Sites by Current Month Sales



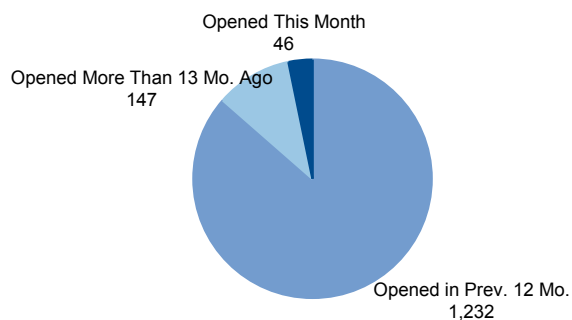
GTA - Top 10 Sites by Current Month Sales



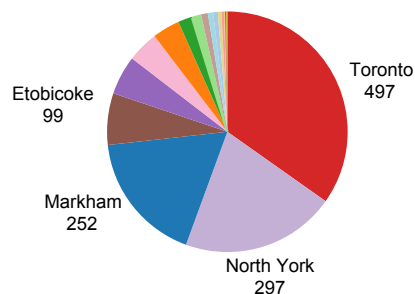
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

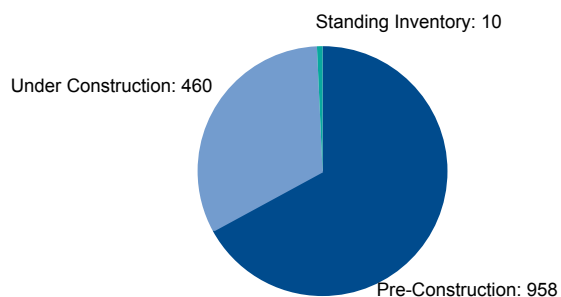
Sales by Opening Date



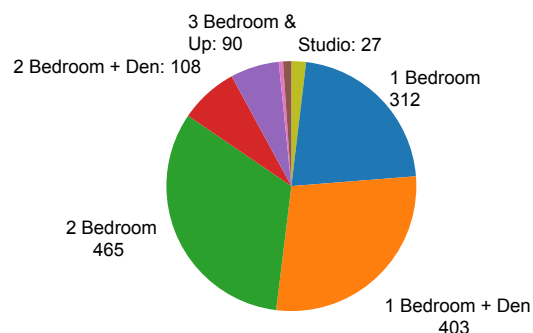
Sales by Municipality/Area



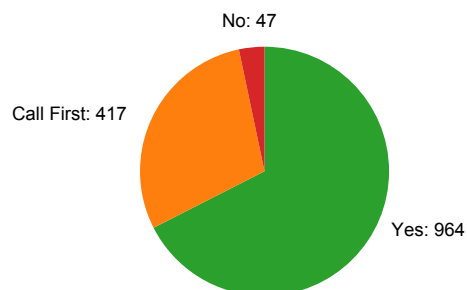
Sales by Const. Status



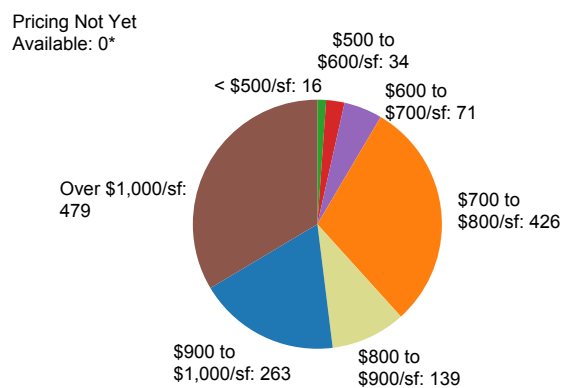
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

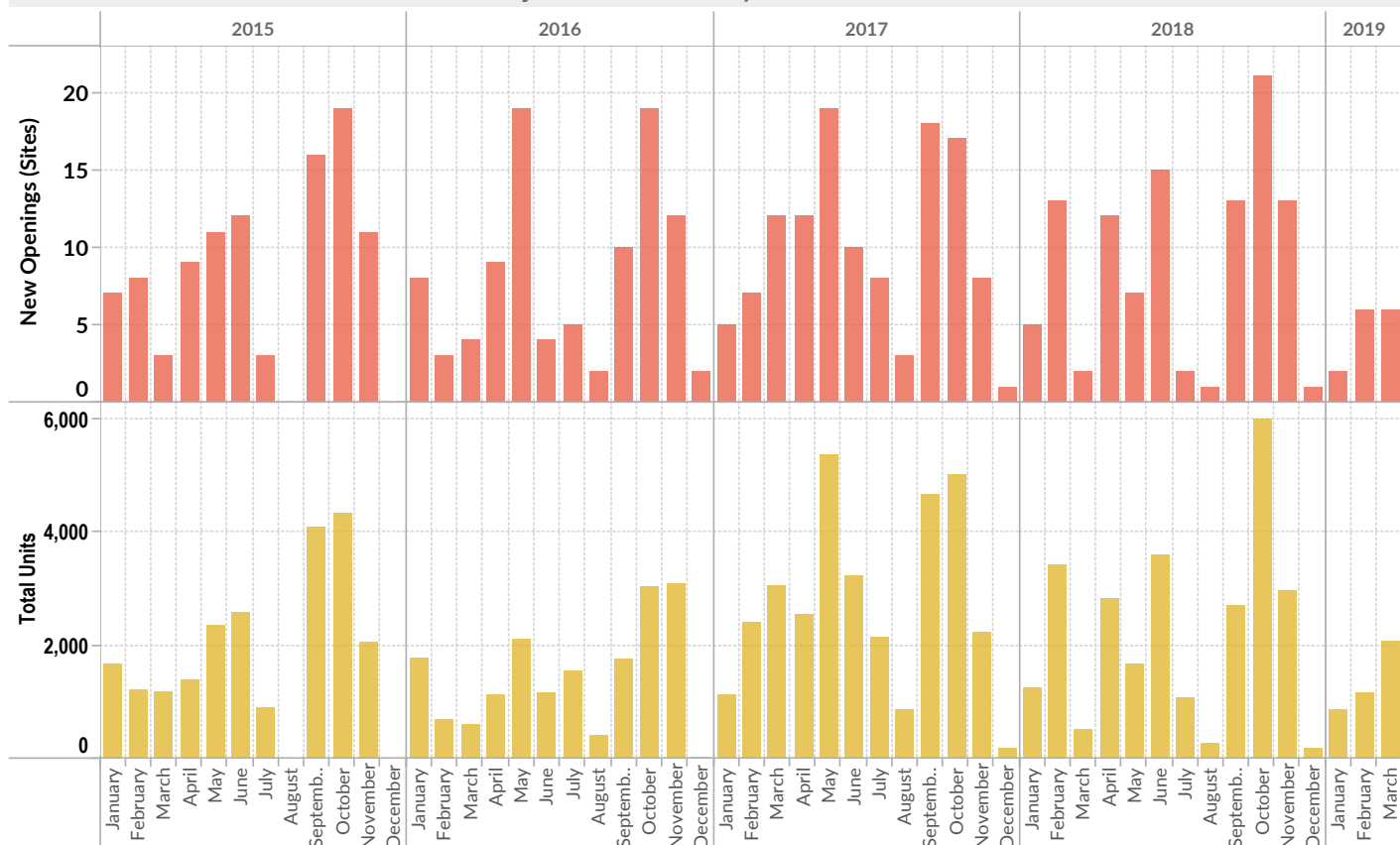
New Openings

March 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Gallery Condos + Lofts - Carriage Gate Homes	Burlington	3/5/2019	161	42	98	\$755
Riverview - Building B - Times Group Corporation	Markham	3/16/2019	307	4	295	\$755
Avia - Amacon Developments *	Mississauga	3/21/2019	568	0	493	\$779
Elgin East at Bayview - Next - Sequoia Grove Homes *	Richmond Hill	3/23/2019	122	0	122	\$699
United BLDG - Davpart Inc. *	Toronto	3/27/2019	763	0	338	\$1,635
Union Mount Pleasant - Mattamy Homes *	Brampton	3/30/2019	159	0	69	\$578
Grand Total			2,080	46	1,415	\$839

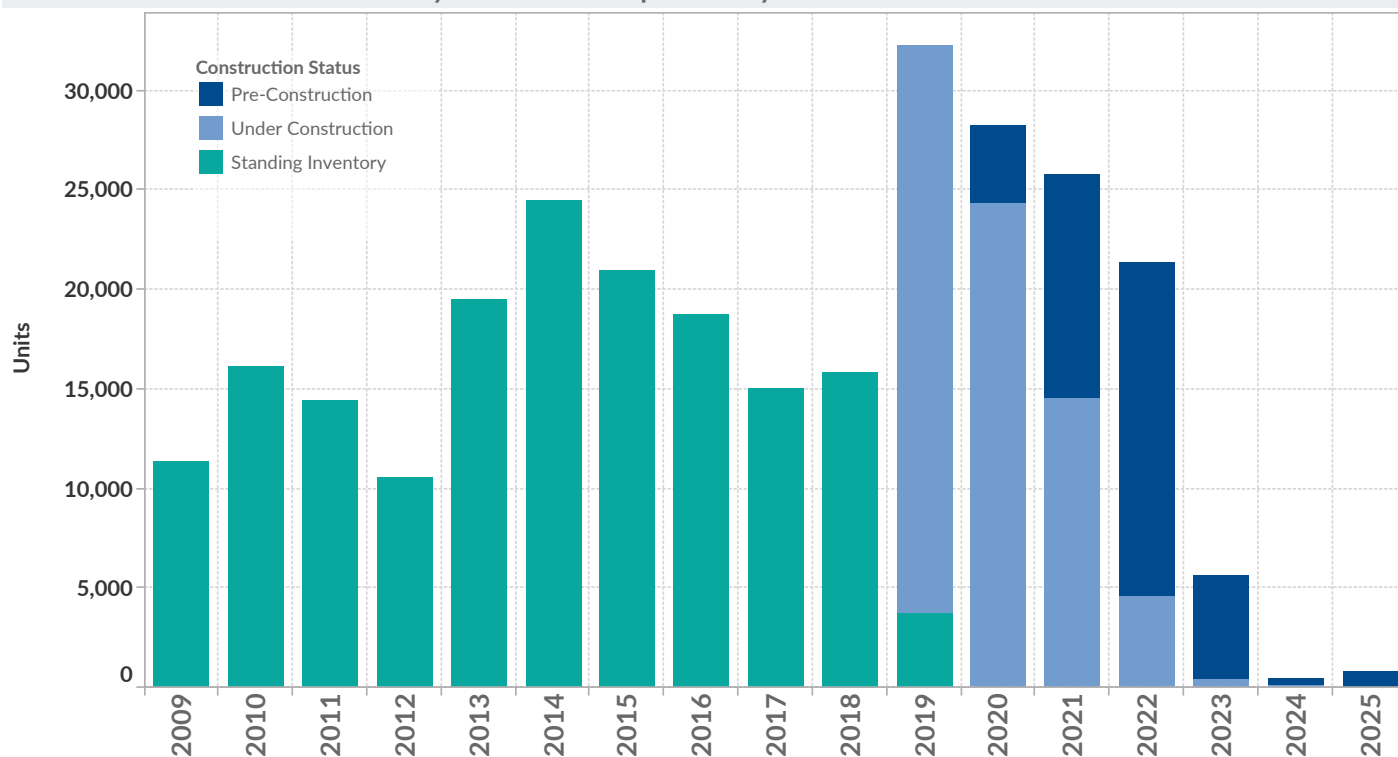
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

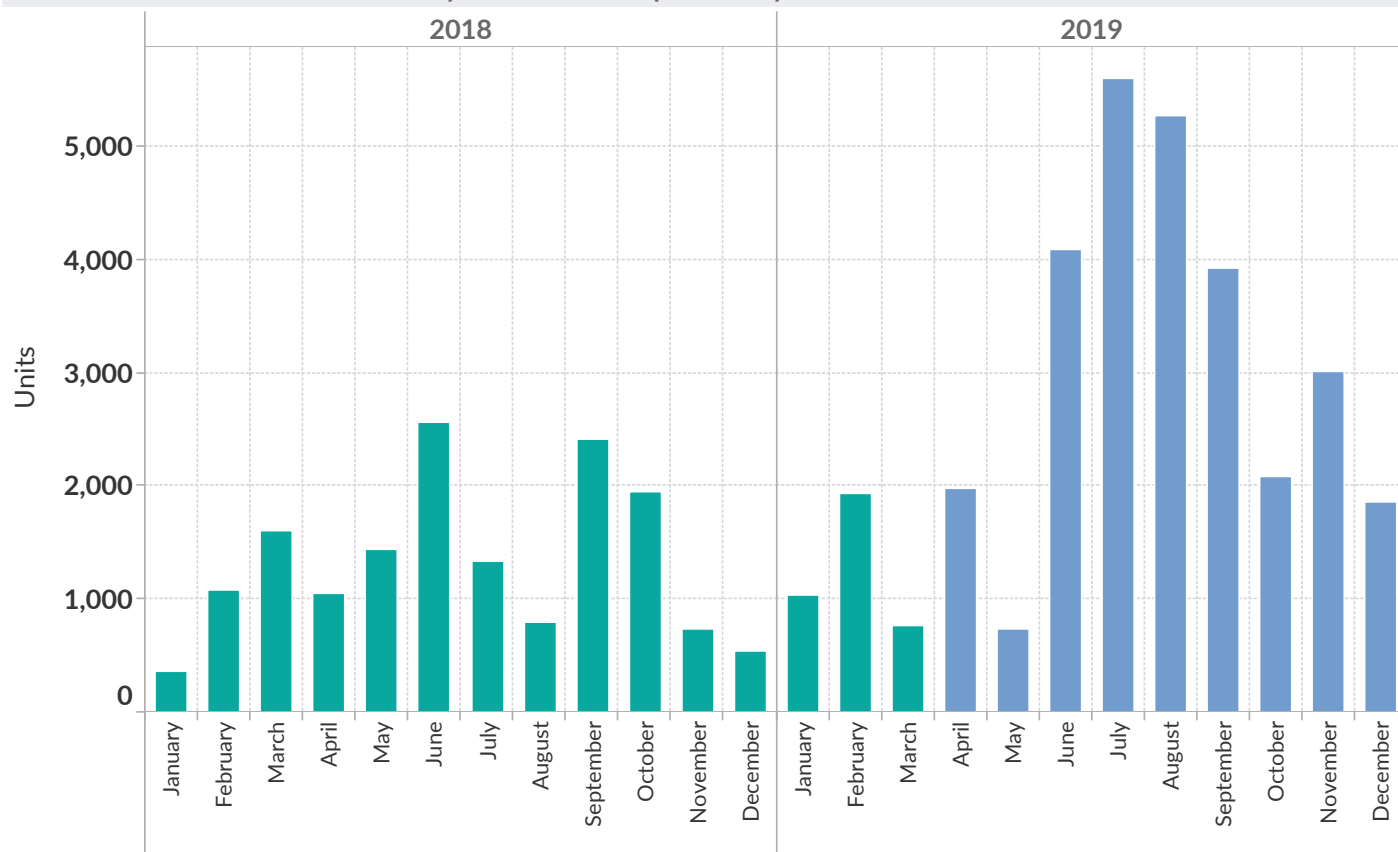


Scheduled Completions

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	285	78	37										400	11.9%
Reserve Properties	247	34	36										317	9.4%
Westdale Properties	247	34	36										317	9.4%
Aoyuan International	0	77	174										251	7.4%
Times Group Corporation	0	1	247										248	7.4%
Tribute Communities	19	9	158										186	5.5%
Pemberton Group	65	27	78										170	5.0%
TENBlock Developments		0	138										138	4.1%
Fram Building Group	8	64	49										121	3.6%
Menkes	15	46	44										105	3.1%
Fernbrook Homes	31	42	17										90	2.7%
Cityzen	30	42	16										88	2.6%
Haven Developments		39	47										86	2.5%
Pinnacle International	22	27	37										86	2.5%
Alterra Homes	26	37	22										85	2.5%
Empire	3	18	58										79	2.3%
El-Ad Canada Inc.	17	33	22										72	2.1%
Solmar Development Corp.	16	25	24										65	1.9%
Westbank Projects Corp.	15	14	26										55	1.6%
Cortel Group	19	9	22										50	1.5%
Limen Group	29	8	12										49	1.5%
Daniels Corporation	29	4	15										48	1.4%
Cresford Developments	0	19	24										43	1.3%
Carriage Gate Homes			42										42	1.2%
RioCan	17	7	18										42	1.2%
Total (All 114 Builders)	1,121	824	1,428										3,373	

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 %
	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		
Menkes	50	90	18	1,023	143	60	19	28	22	15	46	44	1,558	7.6%
Pemberton Group	103	158	142	48	93	192	144	33	19	65	27	78	1,102	5.4%
Concord Adex	8	243	22	6	37	5	8	259	6	285	78	37	994	4.9%
Cresford Developments	0	2	2	0	0	1	747	1	0	0	19	24	796	3.9%
Reserve Properties	1	0	1	0	1	2	325	121	13	247	34	36	781	3.8%
Westdale Properties							325	121	13	247	34	36	776	3.8%
Daniels Corporation	14	185	77	23	14	1	329	40	40	29	4	15	771	3.8%
Fernbrook Homes	181	47	189	32	35	42	71	21	52	31	42	17	760	3.7%
Cityzen	180	46	188	30	33	39	66	19	52	30	42	16	741	3.6%
Urban Capital Property Group	8	8	7	9	7	13	10	494	70	23	12	7	668	3.3%
Empire	1	0	0	162	58	157	116	90	1	3	18	58	664	3.2%
Rogers Real Estate Development Limited	1	3	4	6	6	13	9	493	70	22	11	7	645	3.2%
Times Group Corporation	123	72	42	21	40	29	7	3	0	0	1	247	585	2.9%
Aoyuan International			250	0	0	0	55	10	0	0	77	174	566	2.8%
Matamy Homes	7	4	1	3	1	82	354	58	19	7	6	14	556	2.7%
Chestnut Hill Developments	0	226	49	0	0	0	0	235	29	6	4	6	555	2.7%
Greenland Group	21	103	42	34	27	14	35	79	95	33	5	3	491	2.4%
Tridel	19	16	158	35	23	13	64	22	10	11	15	14	400	2.0%
Graywood Developments	0	0	0	0	0	122	273	1	0	1	0	2	399	2.0%
Tribute Communities	1	2	1	3	3	34	11	132	6	19	9	158	379	1.9%
Pinnacle International	47	31	11	11	17	64	39	39	21	22	27	37	366	1.8%
Solmar Development Corp.	25	14	51	37	26	17	37	24	9	16	25	24	305	1.5%
G Group Development	0	0	273	12	16	0	1	0	0	0	1	0	303	1.5%
Fram Building Group	0	0	0	0	0	0	129	42	5	8	64	49	297	1.5%
Westbank Projects Corp.							160	64	6	15	14	26	285	1.4%
Total (All 164 Builders)	1,279	2,161	2,134	1,875	987	1,478	3,572	2,748	834	1,121	824	1,428	20,441	

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.

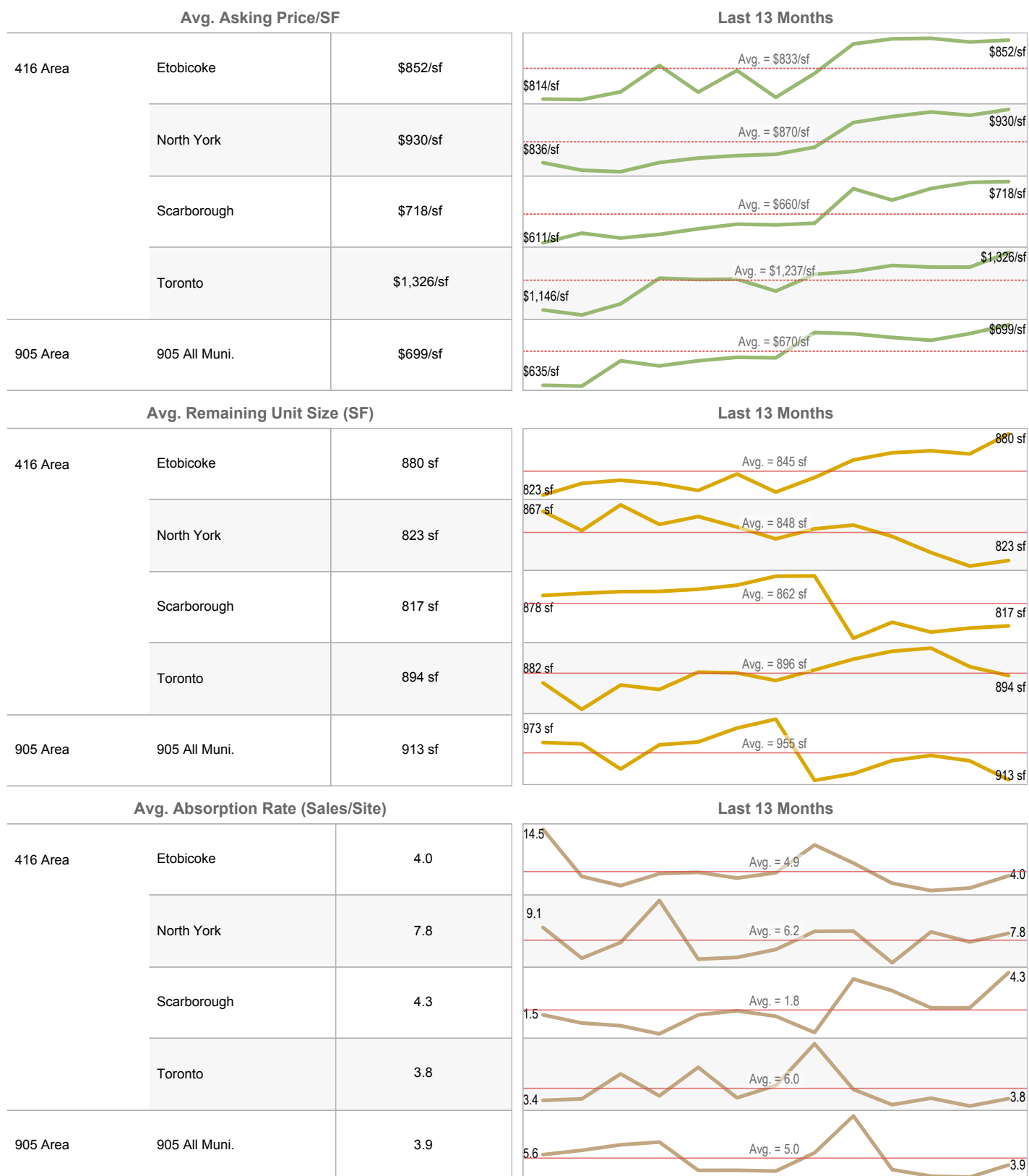
Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2019 March
Riverview - Building C - Times Group Corporation	Markham	Apartment	1 Bedroom	34
			1 Bedroom + Den	115
			2 Bedroom + Den	27
			3 Bedroom & Up	7
			2 Bedroom	59
			Total	242
T1 at M2M - Aoyuan International	North York	Apartment	1 Bedroom	5
			1 Bedroom + Den	66
			2 Bedroom + Den	16
			3 Bedroom & Up	11
			2 Bedroom	61
			Total	159
Y&S - Yonge & Soudan - Tribute Communities and TENBlock Developments	Toronto	Apartment	1 Bedroom	39
			1 Bedroom + Den	27
			2 Bedroom + Den	1
			3 Bedroom & Up	3
			2 Bedroom	68
			Total	138
543 Richmond Residences at Portland - Pemberton Group	Toronto	Apartment	1 Bedroom	4
			1 Bedroom + Den	15
			2 Bedroom + Den	14
			3 Bedroom & Up	11
			2 Bedroom	29
			Studio	0
			Total	73
Gallery Condos + Lofts - Carriage Gate Homes	Burlington	Apartment	1 Bedroom	5
			1 Bedroom + Den	16
			2 Bedroom + Den	0
			2 Bedroom	21
			Total	42

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	March 2019				March 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Toronto	• 3			• 3	• 1			• 1
Central Waterfront	Toronto	• 40			• 40	• 160			• 160
Don Mills - York Mills	North York	• 6		• 1	• 7	• 140		• 2	• 142
Downtown Core	Toronto	• 27			• 27	• 18			• 18
Downtown East	Toronto	• 25			• 25	• 7			• 7
Downtown West	Toronto	• 157			• 157	• 137			• 137
Etobicoke Waterfront	Etobicoke	• 8			• 8	• 33			• 33
Highway7 - Yonge	Markham	• 0			• 0	• 222			• 222
	Richmond Hill	• 0		• 0	• 0	• 24		• 28	• 52
Mississauga City Centre	Mississauga	• 34			• 34	• 26			• 26
North Toronto	Toronto	• 191			• 191	• 17			• 17
North Yonge Corridor	North York	• 174		• 0	• 174	• 30			• 30
North York East	North York	• 0		• 0	• 0	• 0			• 0
North York West	North York	• 15		• 1	• 16	• 67		• 0	• 67
Not Applicable	Brampton	• 3		• 6	• 9	• 6		• 16	• 22
	Burlington	• 53			• 53	• 19			• 19
	Clarington	• 2		• 0	• 2	• 9		• 0	• 9
	Etobicoke	• 62		• 29	• 91	• 296	• 7		• 303
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 2			• 2	• 3			• 3
	Markham	• 252	• 0	• 0	• 252	• 42		• 0	• 42
	Milton	• 5		• 0	• 5	• 15		• 9	• 24
	Mississauga	• 21		• 20	• 41	• 17		• 34	• 51
	Newmarket		• 0		• 0		• 0		• 0
	Oakville	• 10		• 0	• 10	• 16		• 2	• 18
	Oshawa	• 18			• 18				
	Pickering	• 6		• 7	• 13	• 0		• 5	• 5
	Scarborough	• 48		• 12	• 60	• 15		• 1	• 16
	Toronto	• 14			• 14	• 18			• 18
	Vaughan	• 12		• 1	• 13	• 66			• 66
	Whitby	• 2			• 2	• 0			• 0
	Whitchurch-Stouffville	• 7			• 7	• 0			• 0
Sheppard Corridor	North York	• 100			• 100	• 107			• 107
Thornhill	Vaughan	• 14			• 14				
Toronto East	Toronto	• 15	• 0	• 2	• 17	• 0	• 0	• 1	• 1
Toronto West	Toronto	• 21	• 0		• 21	• 8	• 2		• 10
Yonge - St. Clair	Toronto	• 2			• 2	• 14			• 14
Grand Total		• 1,349	• 0	• 79	• 1,428	• 1,533	• 9	• 98	• 1,640

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	90			90	213			213
Central Waterfront	Toronto	2,186			2,186	647			647
Don Mills - York Mills	North York	99		15	114	150		23	173
	Toronto								
Downtown Core	Toronto	938			938	628			628
Downtown East	Toronto	1,108			1,108	264			264
Downtown West	Toronto	2,323			2,323	1,199			1,199
Etobicoke Waterfront	Etobicoke	156			156	172			172
Highway7 - Yonge	Markham	326			326	147			147
	Richmond Hill	188		67	255	184		121	305
Mississauga City Centre	Mississauga	1,081			1,081	1,068			1,068
North Toronto	North York								
	Toronto	1,155			1,155	375			375
North Yonge Corridor	North York	910		30	940	339		12	351
	Toronto								
North York East	North York	5		2	7	0		28	28
North York West	North York	640		77	717	230		15	245
	Toronto								
Not Applicable	Ajax								
	Aurora								
	Brampton	210		234	444	121		69	190
	Burlington	337			337	351			351
	Caledon								
	Clarington	16		2	18	68		4	72
	Etobicoke	1,043	3	29	1,075	325		33	358
	Georgina	0			0	33			33
	Halton Hills	45			45	13			13
	King								
	Markham	690	16	4	710	800	96	0	896
	Milton	134		23	157	114		13	127
	Mississauga	975		220	1,195	434		169	603
	Newmarket		2		2		4		4
	North York								
	Oakville	343		2	345	77		12	89
	Oshawa	181			181	128			128
	Pickering	555		110	665	50		65	115
	Richmond Hill								
	Scarborough	227		52	279	466		56	522
	Toronto	270			270	120			120
	Uxbridge								
	Vaughan	233		30	263	313		74	387
	Whitby	65			65	126			126
	Whitchurch-Stouffville	157			157	144			144
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	1,188			1,188	688			688
Thornhill	Markham								
	Vaughan	315			315	74			74
Toronto East	Toronto	354	2	14	370	94	14	26	134
Toronto West	Toronto	916	1		917	693	1		694
Yonge - St. Clair	Toronto	47			47	61			61
Grand Total		19,506	24	911	20,441	10,909	115	720	11,744

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