



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of April 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-19		Apr-18		Change
High Rise	3,053		1,288		137.0%
Low Rise	800		443		80.6%
Total	3,853		1,731		122.6%
Year to Date Sales	Jan.-Apr. 2019		Jan.-Apr. 2018		Y/Y Change
High Rise	6,165		5,642		9.3%
Low Rise	2,847		1,360		109.3%
Total	9,012		7,002		28.7%
Year to Date Supply	Jan.-Apr. 2019		Jan.-Apr. 2018		Y/Y Change
High Rise	8,659		7,980		8.5%
Low Rise	2,303		2,034		13.2%
Total	10,962		10,014		9.5%
Year to Date Completions	Jan.-Apr. 2019		Jan.-Apr. 2018		Y/Y Change
High Rise	6,477		4,088		58.4%
Remaining Inventory	Apr-19	Mar-19	Apr-18	M/M Change	Y/Y Change
High Rise	13,707	11,679	10,205	17.4%	34.3%
Low Rise	4,580	4,955	4,433	-7.6%	3.3%
Total	18,287	16,634	14,638	9.9%	24.9%
Benchmark Price	Apr-19	Mar-19	Apr-18	M/M Change	Y/Y Change
High Rise	\$758,585	\$780,839	\$739,965	-2.9%	2.5%
Low Rise	\$1,119,772	\$1,116,640	\$1,151,815	0.3%	-2.8%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	16	341	271	159	
High Rise Units	4,861	90,749	72,078	40,343	
% Sold*	80%	81%	94%	69%	
Low Rise Projects	15	276			
Low Rise Units	518	29,016			
% Sold*	75%	84%			

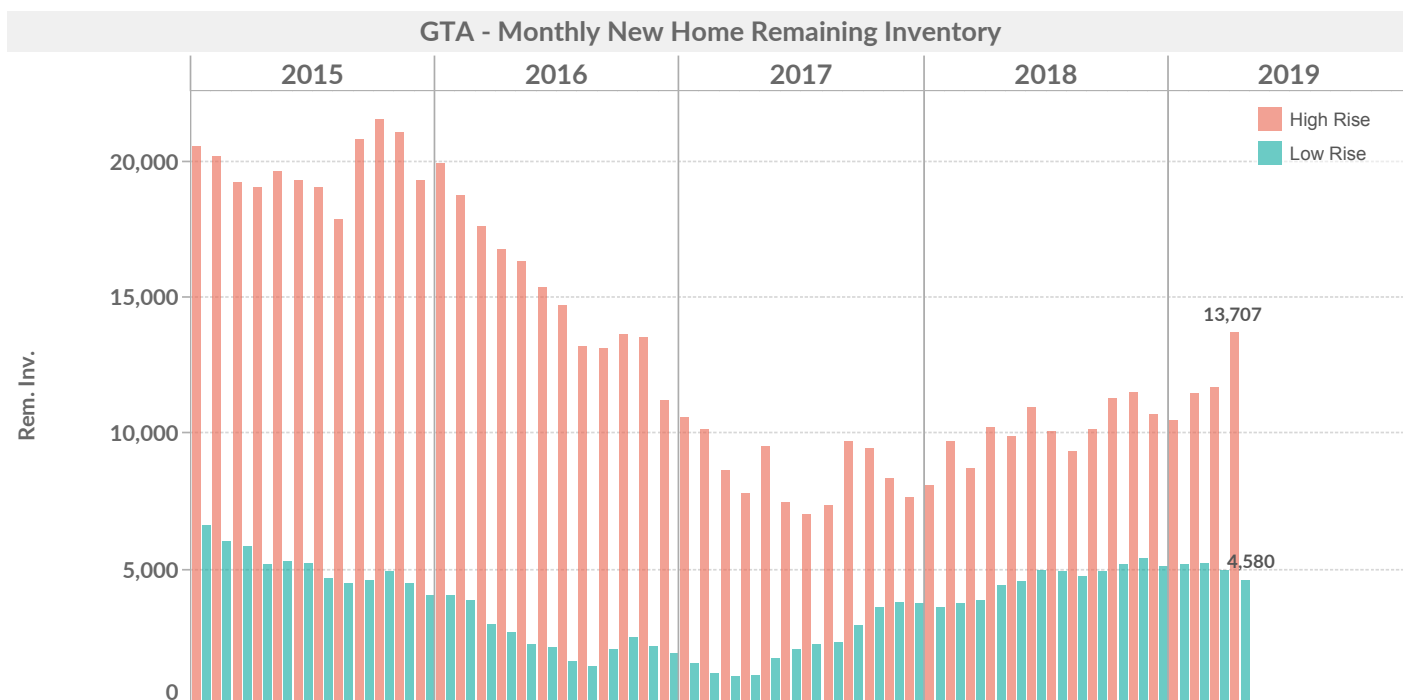
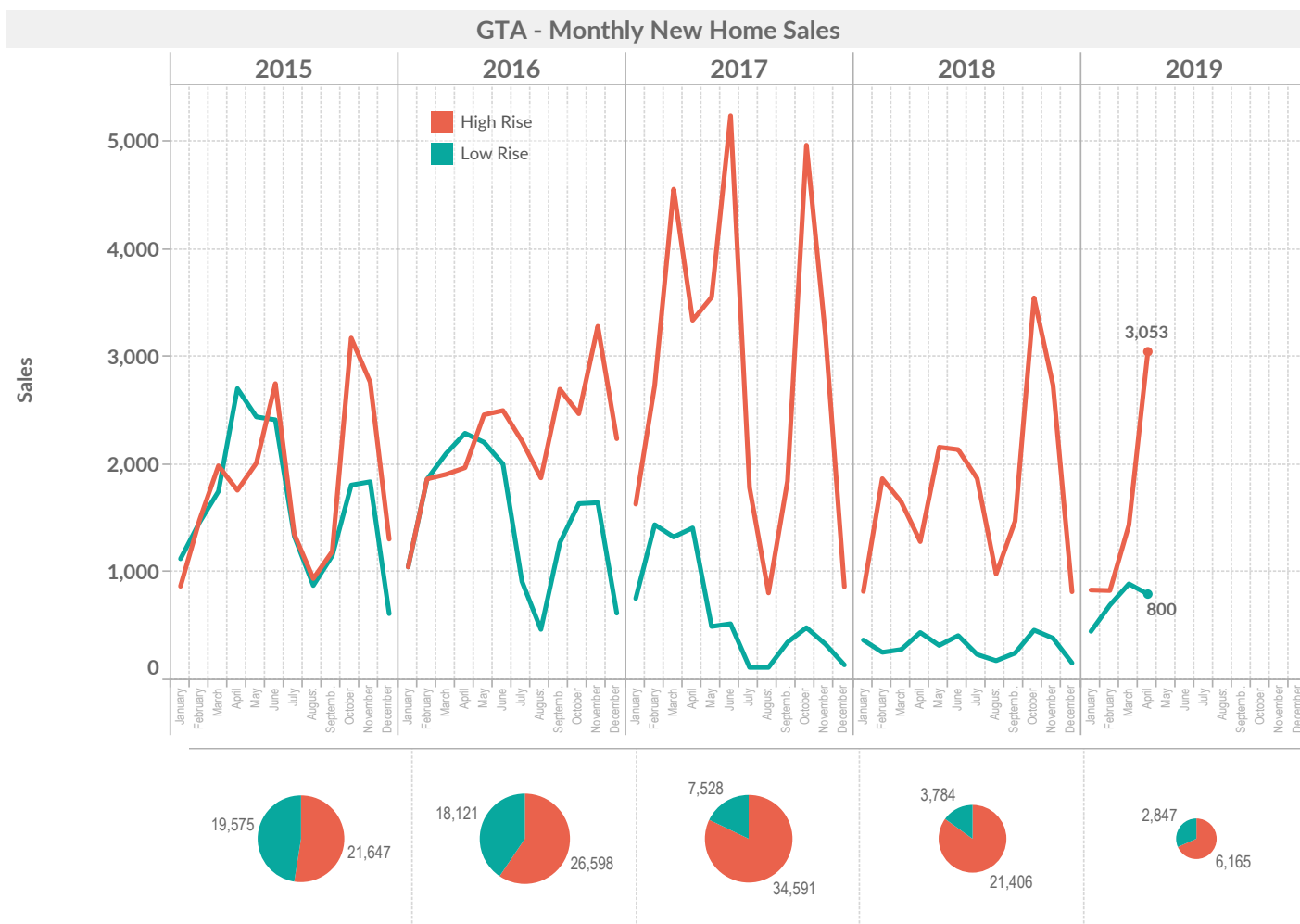
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

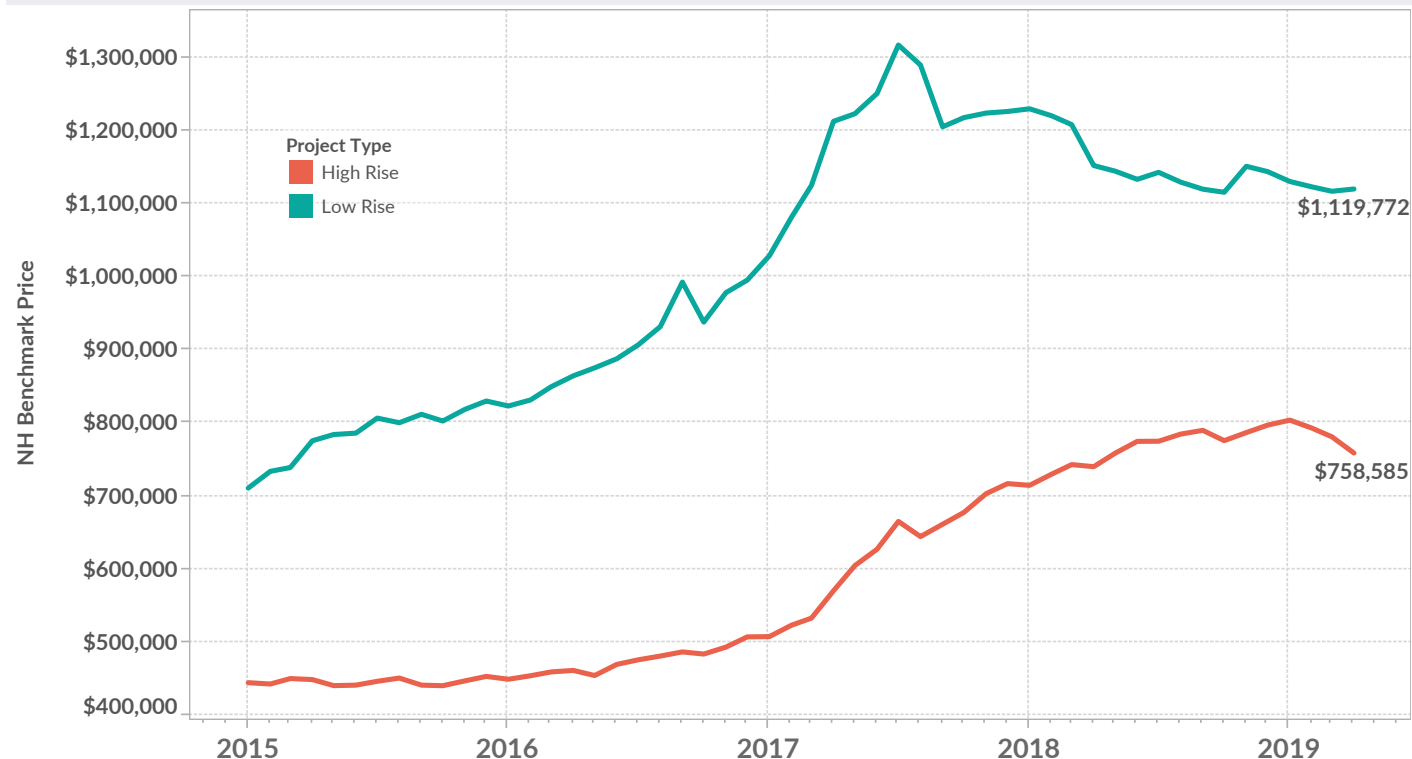
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

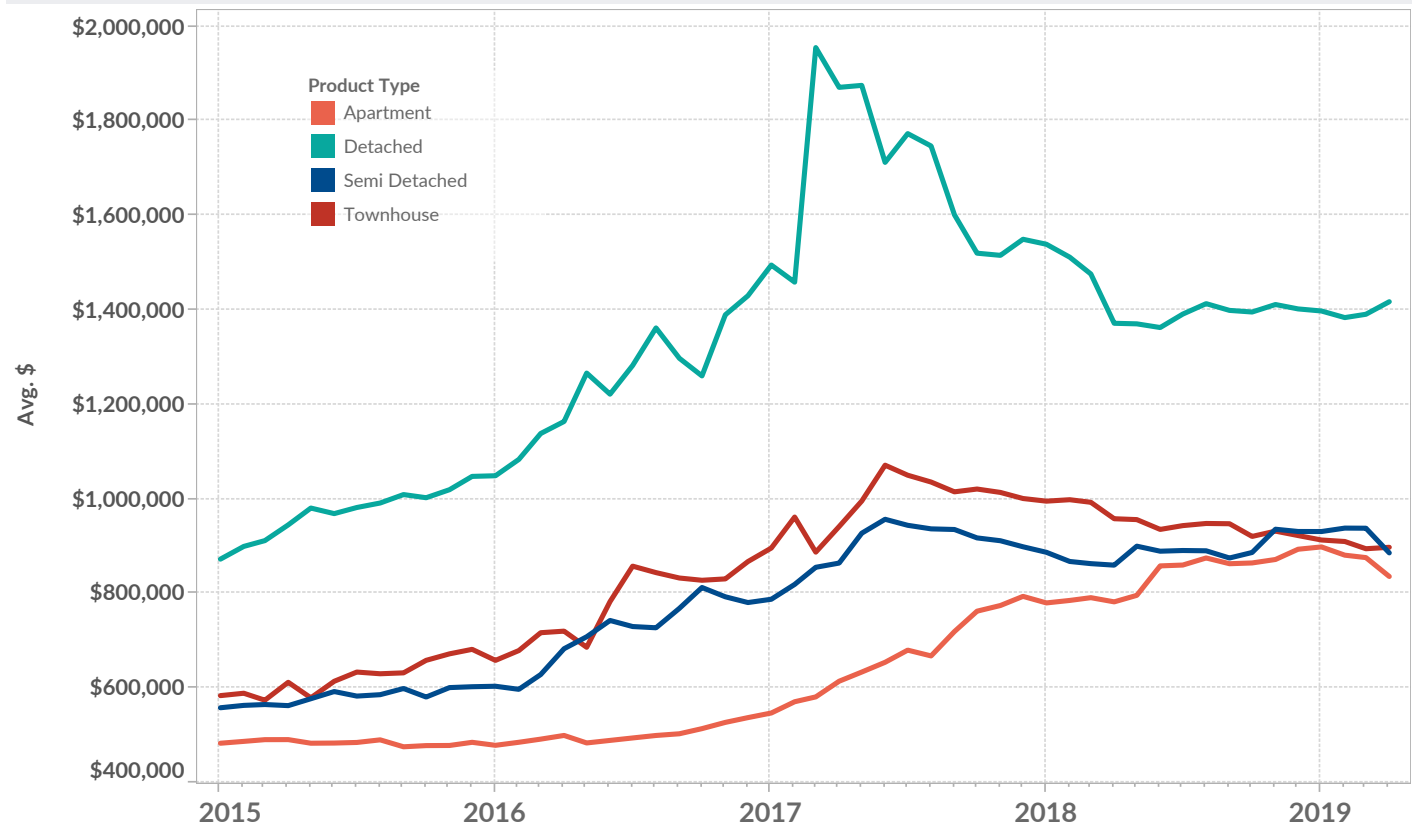


Pricing

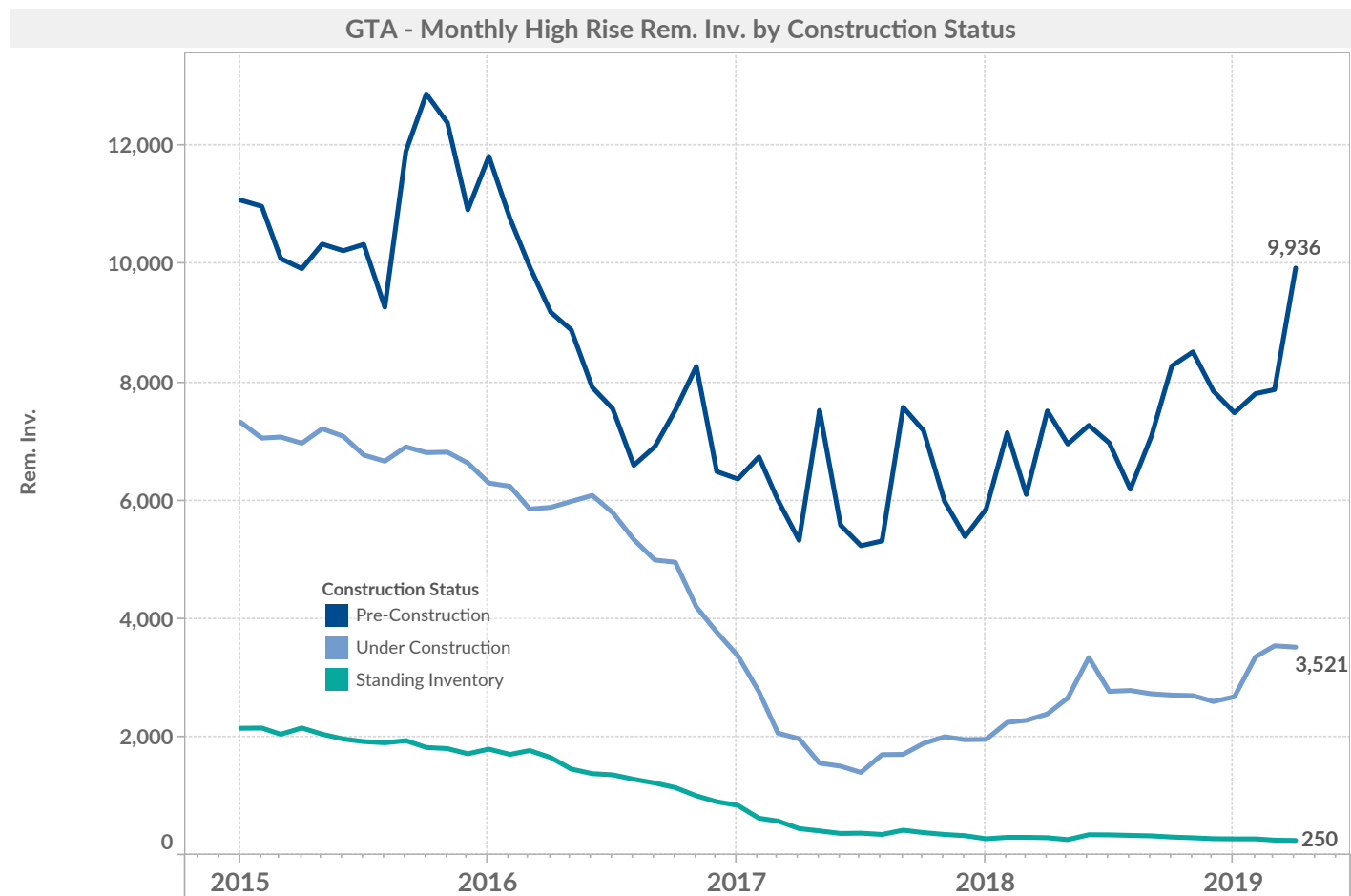
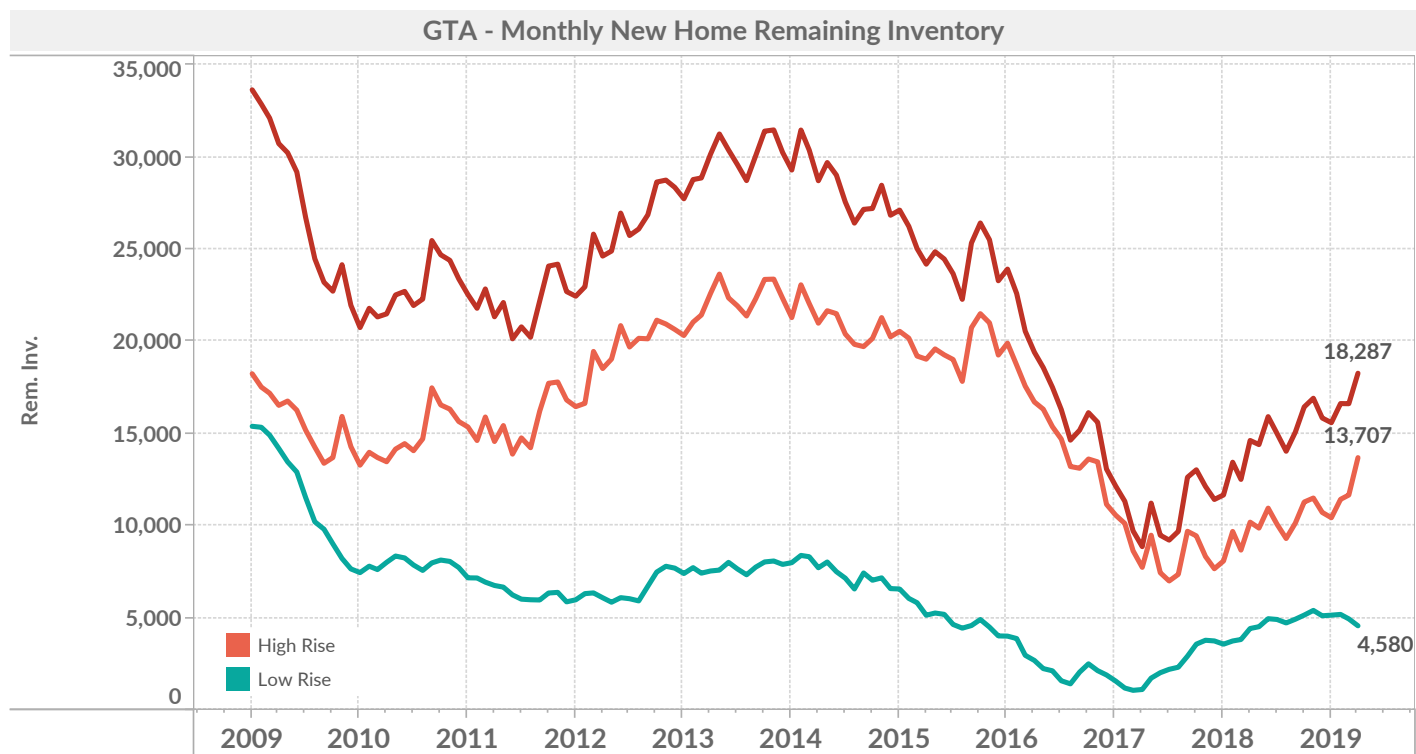
Monthly New Home Benchmark Price (excludes extremes)



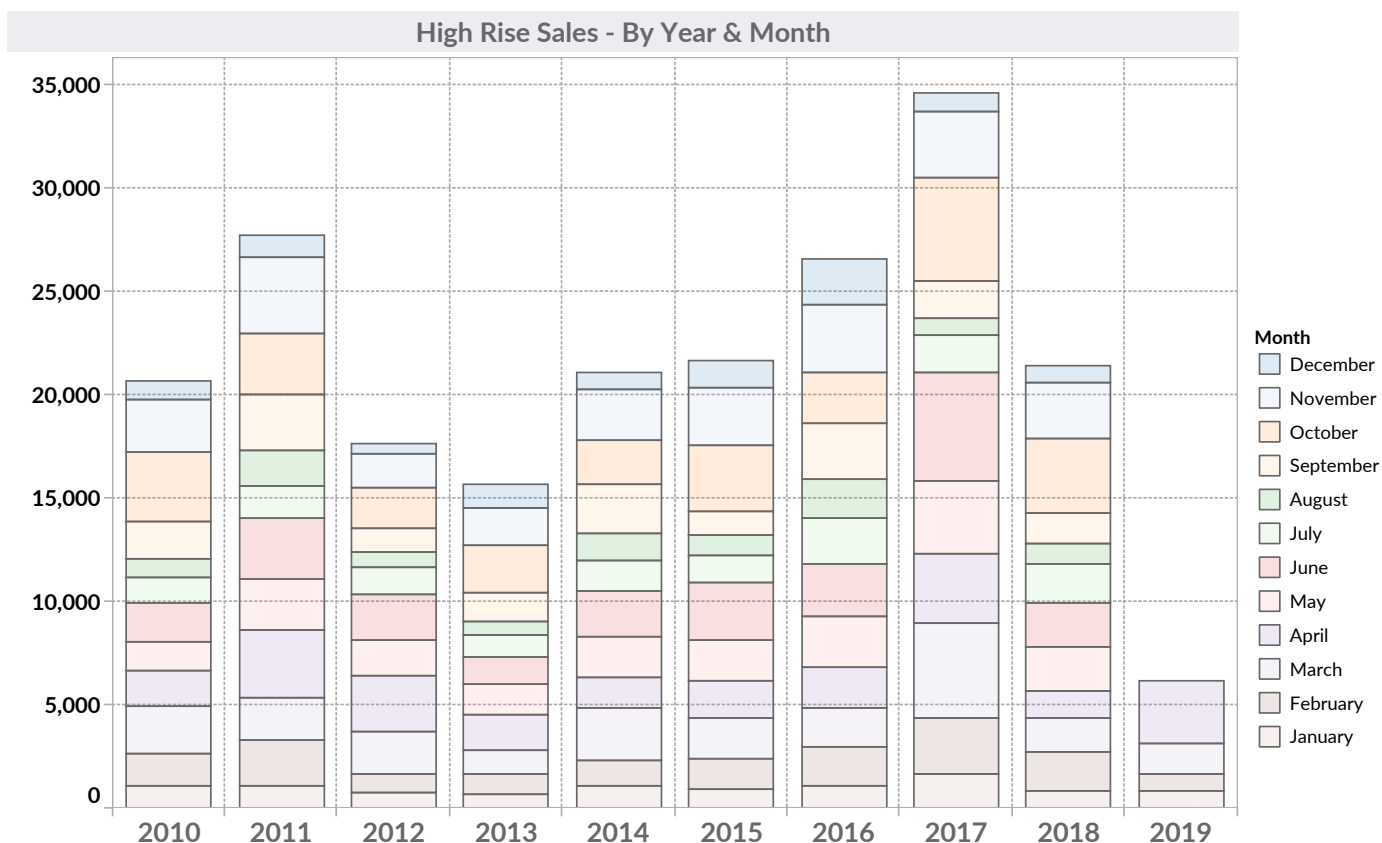
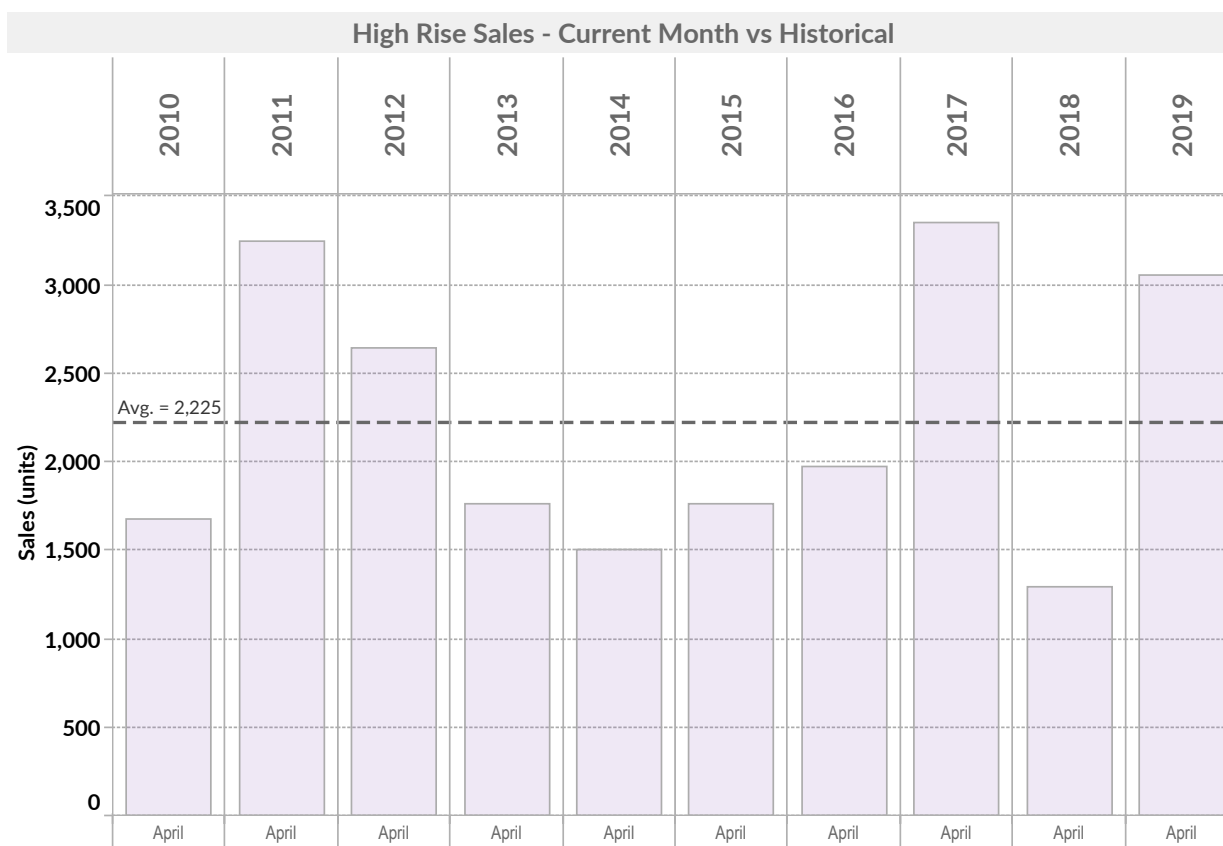
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

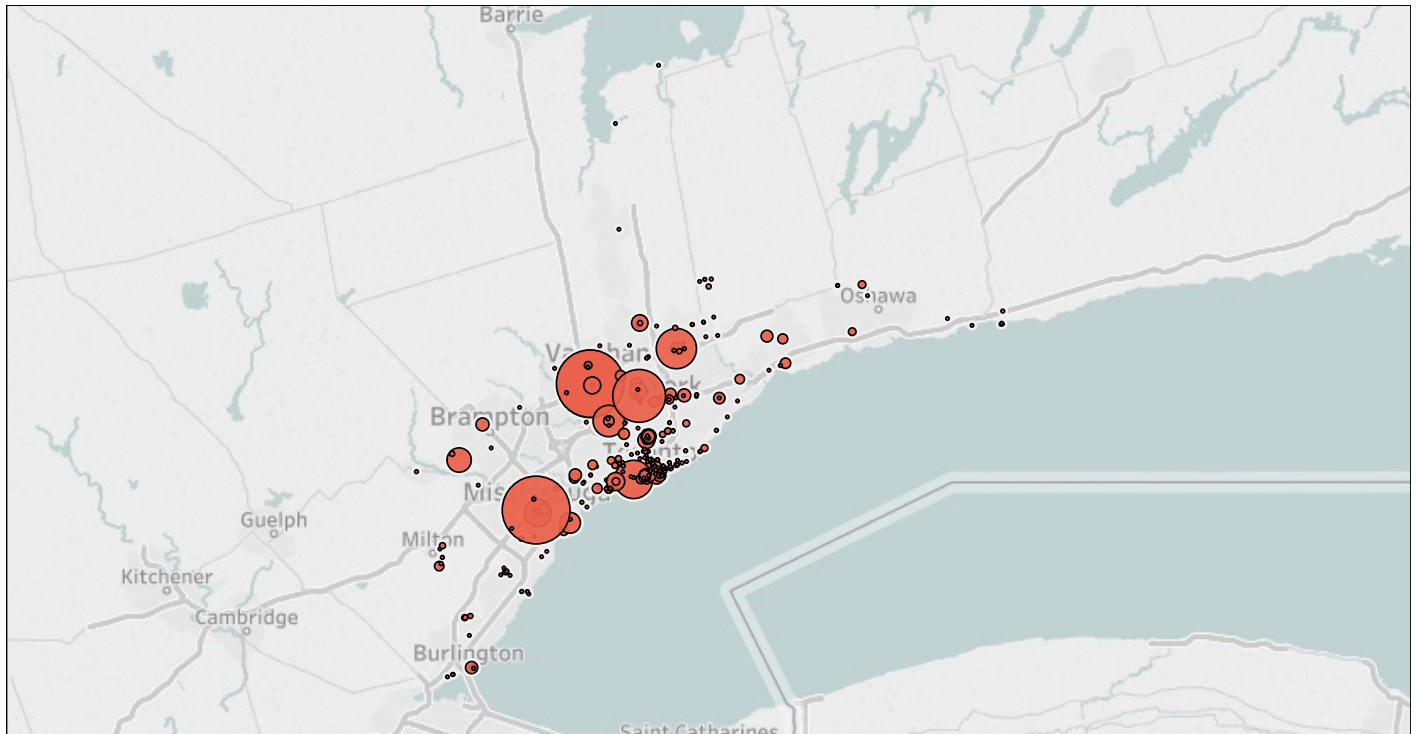


Historical Sales Comparison

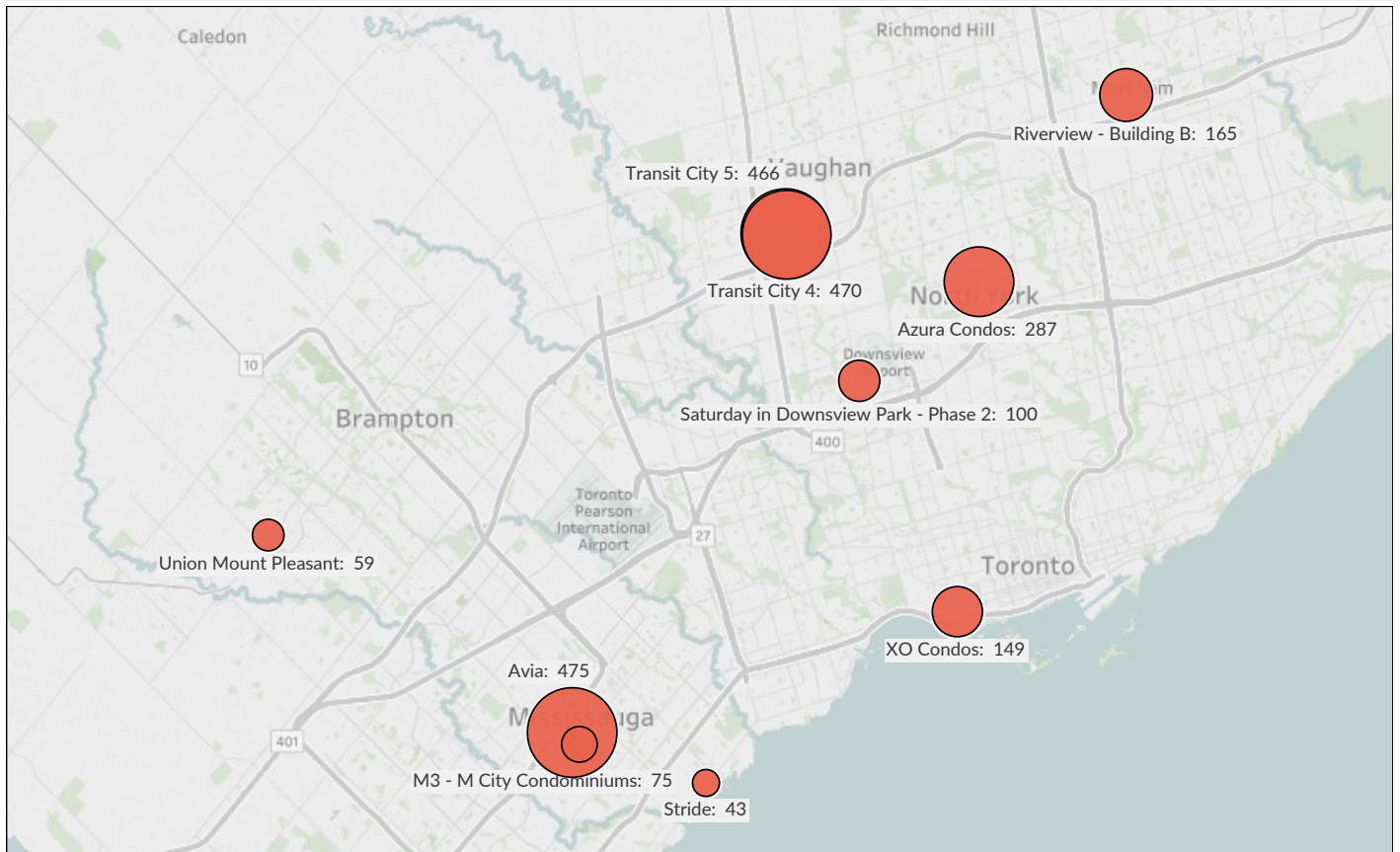


Current Sites

GTA - Active High Rise Sites by Current Month Sales



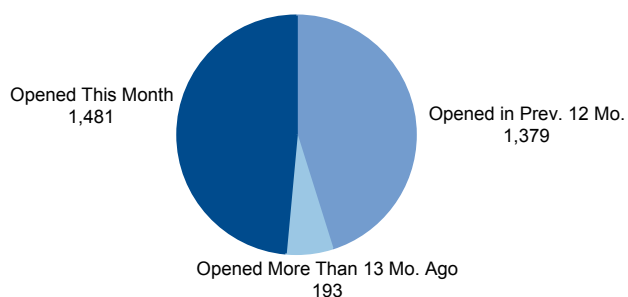
GTA - Top 10 Sites by Current Month Sales



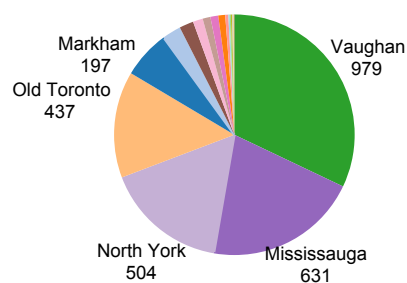
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

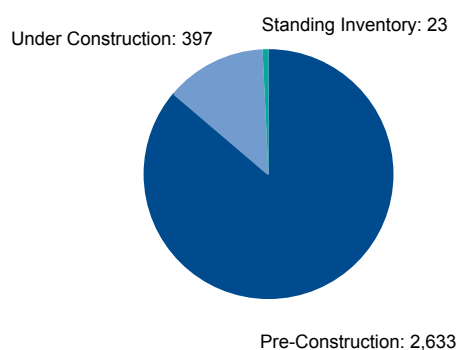
Sales by Opening Date



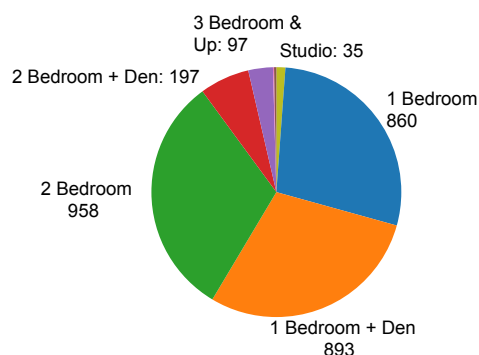
Sales by Municipality/Area



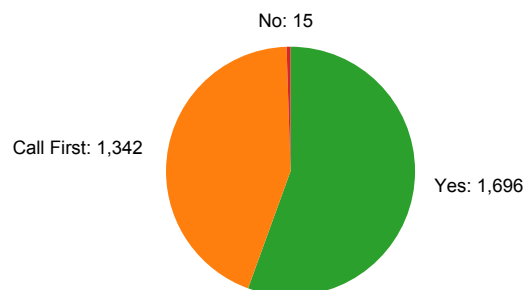
Sales by Const. Status



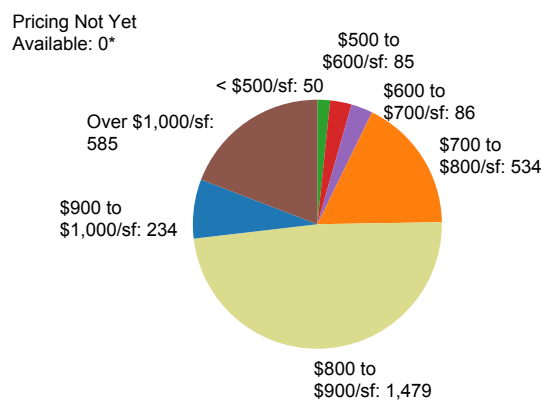
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

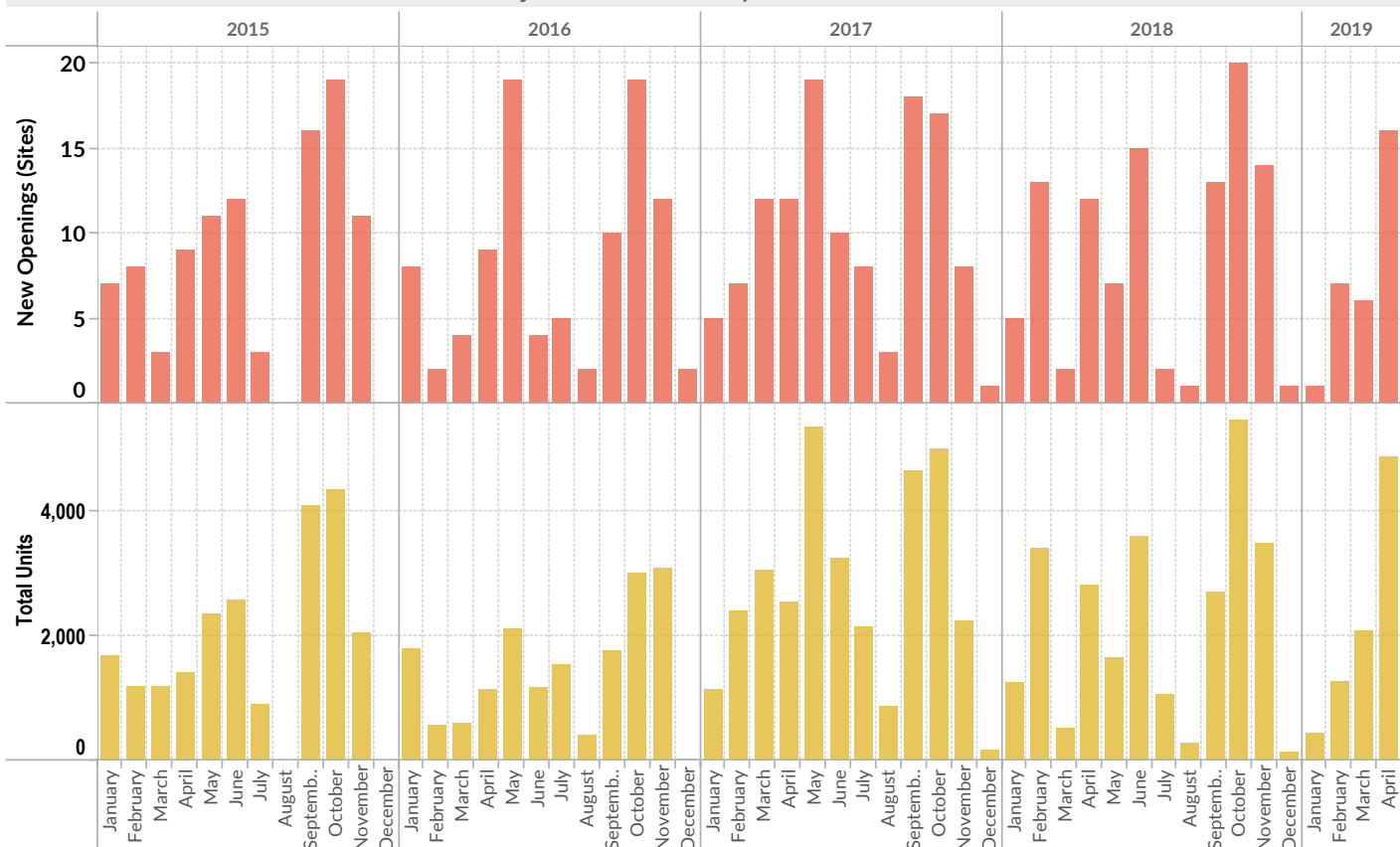
New Openings

April 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Azura Condos - Capital Developments	North York	4/6/2019	358	287	71	\$1,035
Transit City 4 - Centrecourt Developments Inc.	Vaughan	4/6/2019	494	470	24	\$856
Briar Town Bayview Village - Buildcrest and Algar Developments	North York	4/13/2019	24	9	15	\$949
Transit City 5 - Centrecourt Developments Inc.	Vaughan	4/13/2019	519	466	53	\$878
XO Condos - Lifetime Developments	Old Toronto	4/13/2019	297	149	148	\$974
Saturday in Downsview Park - Phase 2 - Mattamy Homes	North York	4/19/2019	169	100	68	\$760
Oakvillage - Minto Developments *	Oakville	4/23/2019	276	0	276	\$649
Tretti Condos - Collected *	North York	4/25/2019	340	0	340	\$0
Union Margo - Aspen Ridge Homes *	Markham	4/25/2019	243	0	232	\$722
Charisma Condominiums - North Tower - Greenpark Group *	Vaughan	4/26/2019	282	0	282	\$739
Exchange District - Camroft Felcorp *	Mississauga	4/26/2019	594	0	528	\$822
K Square - Kingdom Developments *	Scarborough	4/27/2019	653	0	653	\$784
Longhaven - Immino Developments Inc. *	Etobicoke	4/27/2019	28	0	28	\$661
Oak & Co. - Tower III - Cortel Group *	Oakville	4/27/2019	158	0	158	\$790
Oak & Co. - Tower III - Cortel Group *	Oakville	4/27/2019	144	0	144	\$664
King's Landing - South Tower - Concord Adex *	North York	4/30/2019	282	0	282	\$0
Grand Total			4,861	1,481	3,302	\$672

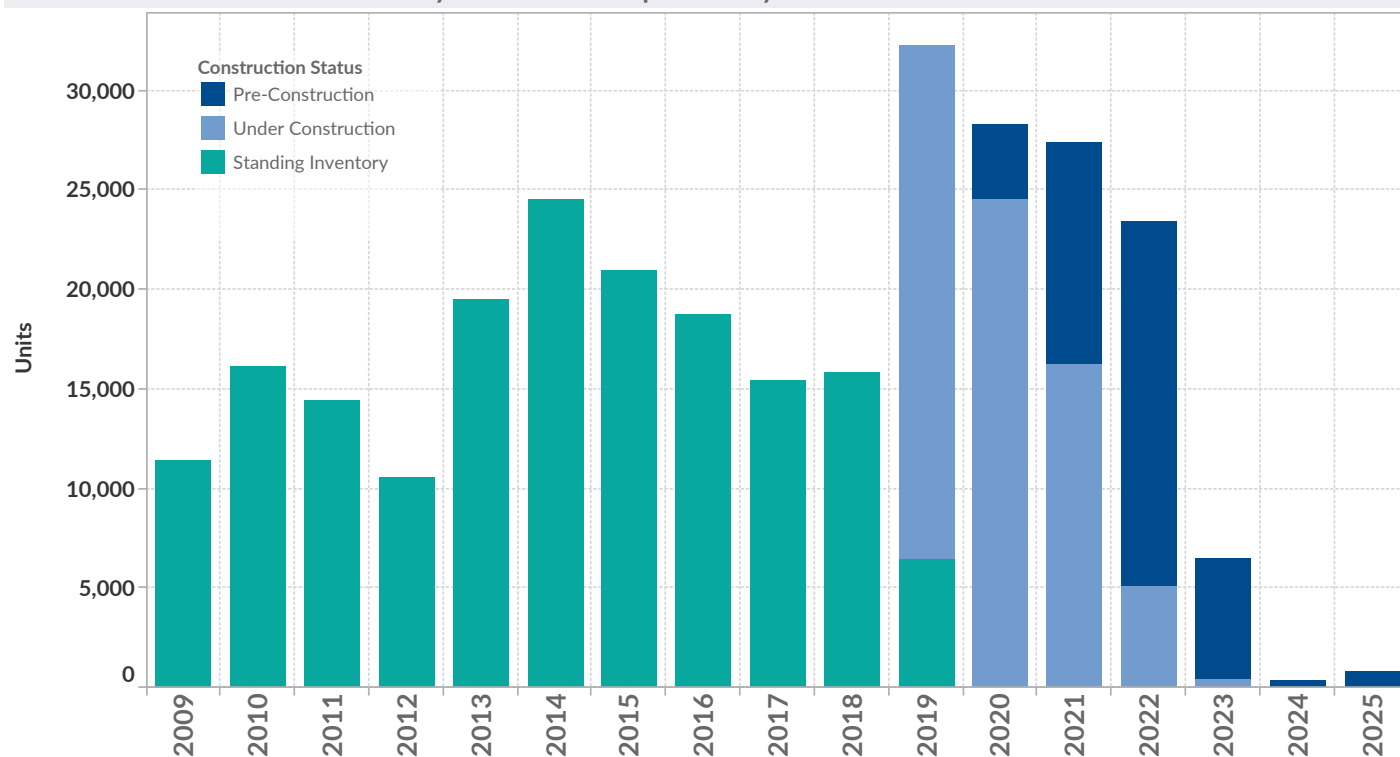
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

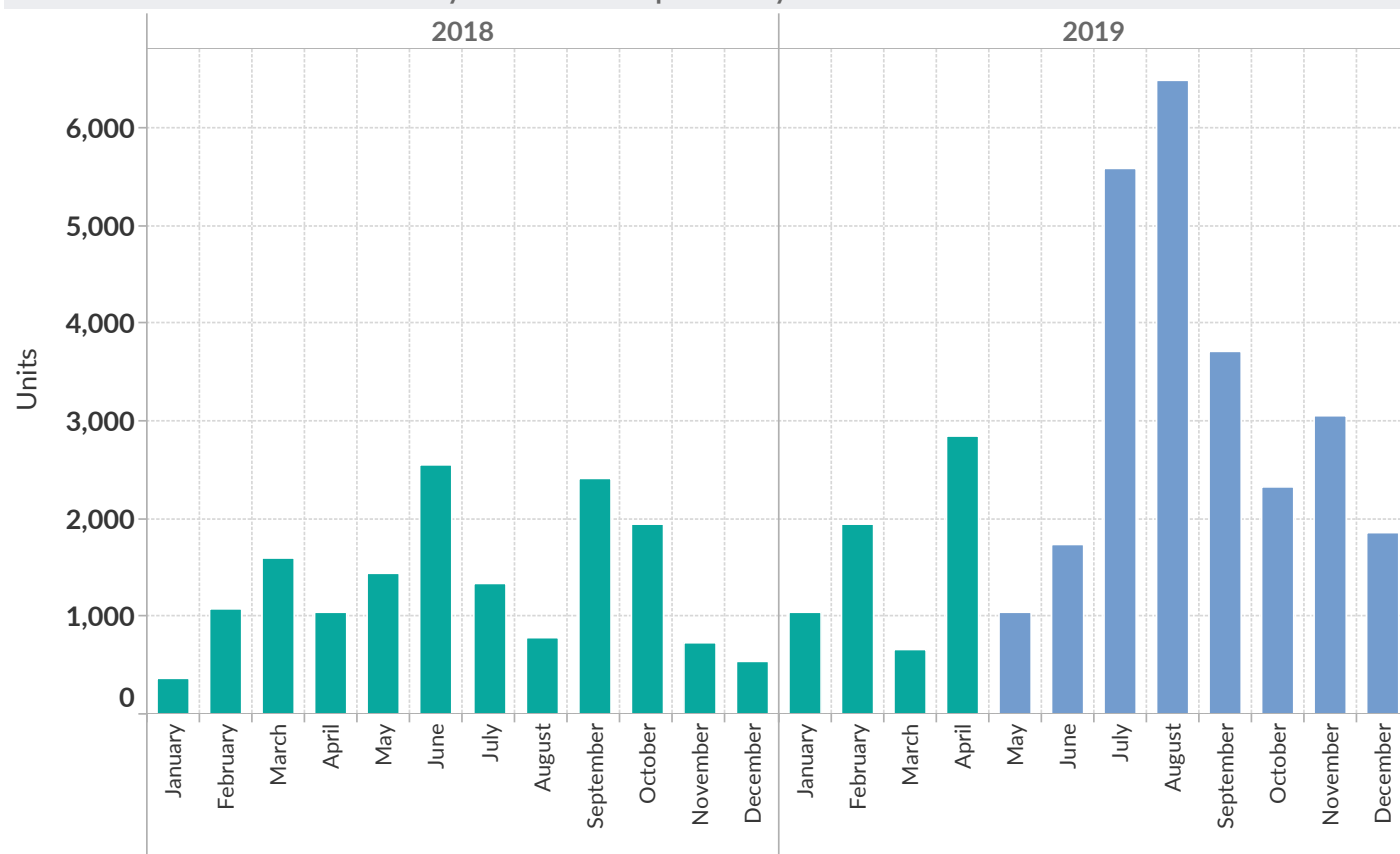


Scheduled Completions

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.		
CentreCourt Developments Inc.				936									936	15.2%
Amacon Developments			0	475									475	7.7%
Times Group Corporation	0	1	247	181									429	7.0%
Reserve Properties	247	34	36	37									354	5.7%
Westdale Properties	247	34	36	37									354	5.7%
Capital Developments	0	0	0	287									287	4.7%
Aoyuan International	0	47	164	29									240	3.9%
Tribute Communities	19	9	158	43									229	3.7%
Mattamy Homes	7	6	14	182									209	3.4%
Pemberton Group	65	32	74	11									182	3.0%
TENBlock Developments		0	138	28									166	2.7%
Lifetime Developments	1	0	0	151									152	2.5%
Concord Adex	5	79	37	18									139	2.3%
Fram Building Group	8	64	49	12									133	2.2%
Pinnacle International	22	27	37	40									126	2.0%
Urban Capital Property Group	23	12	15	75									125	2.0%
Rogers Real Estate Development Limited	22	11	15	75									123	2.0%
Menkes	15	46	44	14									119	1.9%
Fernbrook Homes	31	42	17	21									111	1.8%
Cityzen	30	42	16	18									106	1.7%
Alterra Homes	21	68	16										105	1.7%
Haven Developments		39	46	14									99	1.6%
Empire	3	18	57	19									97	1.6%
Solmar Development Corp.	16	24	25	22									87	1.4%
El-Ad Canada Inc.	17	33	22	11									83	1.3%
Total (All 129 Builders)	838	833	1,441	3,053									6,165	

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 %
	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Menkes	90	18	1,023	143	60	19	28	22	15	46	44	14	1,522	6.9%
Pemberton Group	158	142	48	93	192	144	33	19	65	32	74	11	1,011	4.6%
Centrecourt Developments Inc.												936	936	4.3%
Cresford Developments	2	2	0	0	1	747	1	0	0	19	24	26	822	3.7%
Reserve Properties	0	1	0	1	1	325	121	13	247	34	36	37	816	3.7%
Westdale Properties						325	121	13	247	34	36	37	813	3.7%
Daniels Corporation	185	77	23	14	1	329	40	40	29	4	13	4	759	3.5%
Urban Capital Property Group	8	7	9	7	13	10	494	70	23	12	15	75	743	3.4%
Matamy Homes	4	1	3	1	82	354	58	19	7	6	14	182	731	3.3%
Rogers Real Estate Development Limited	3	4	6	6	13	9	493	70	22	11	15	75	727	3.3%
Concord Adex	243	22	6	37	5	8	259	6	5	79	37	18	725	3.3%
Empire	0	0	162	58	157	116	90	1	3	18	57	19	681	3.1%
Times Group Corporation	72	42	21	40	29	7	3	0	0	1	247	181	643	2.9%
Fernbrook Homes	47	189	32	35	42	71	21	52	31	42	17	21	600	2.7%
Cityzen	46	188	30	33	39	66	19	52	30	42	16	18	579	2.6%
Chestnut Hill Developments	226	49	0	0	0	0	235	29	6	4	13	10	572	2.6%
Aoyuan International		250	0	0	0	55	10	0	0	47	164	29	555	2.5%
Greenland Group	108	51	34	28	14	18	79	95	33	5	3	17	485	2.2%
Amacon Developments											0	475	475	2.2%
Tribute Communities	2	1	3	3	34	11	132	6	19	9	158	43	421	1.9%
Graywood Developments	0	0	0	0	122	273	1	0	1	0	2	5	404	1.8%
Tridel	16	158	35	23	13	64	22	10	11	15	14	18	399	1.8%
Pinnacle International	31	11	11	17	64	39	39	21	22	27	37	40	359	1.6%
Capital Developments	0	0	3	2	15	1	1	0	0	0	0	287	309	1.4%
Fram Building Group	0	0	0	0	0	129	42	5	8	64	49	12	309	1.4%
Total (All 163 Builders)	2,165	2,143	1,875	986	1,478	3,553	2,742	822	838	833	1,441	3,053	21,929	

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 April
Avia - Amacon Developments	Mississauga	Apartment	1 Bedroom	161
			1 Bedroom + Den	79
			2 Bedroom + Den	39
			3 Bedroom & Up	1
			2 Bedroom	195
			Total	475
Transit City 4 - Centrecourt Developments Inc.	Vaughan	Apartment	1 Bedroom	157
			1 Bedroom + Den	149
			2 Bedroom + Den	7
			3 Bedroom & Up	0
			2 Bedroom	155
			Studio	2
			Total	470
Transit City 5 - Centrecourt Developments Inc.	Vaughan	Apartment	1 Bedroom	131
			1 Bedroom + Den	119
			2 Bedroom + Den	5
			2 Bedroom	211
			Total	466
Azura Condos - Capital Developments	North York	Apartment	1 Bedroom	141
			1 Bedroom + Den	71
			2 Bedroom + Den	0
			3 Bedroom & Up	9
			2 Bedroom	66
			Total	287
Riverview - Building B - Times Group Corporation	Markham	Apartment	1 Bedroom	33
			1 Bedroom + Den	98
			2 Bedroom + Den	23
			3 Bedroom & Up	0
			2 Bedroom	9
			Penthouse	2
			Total	165

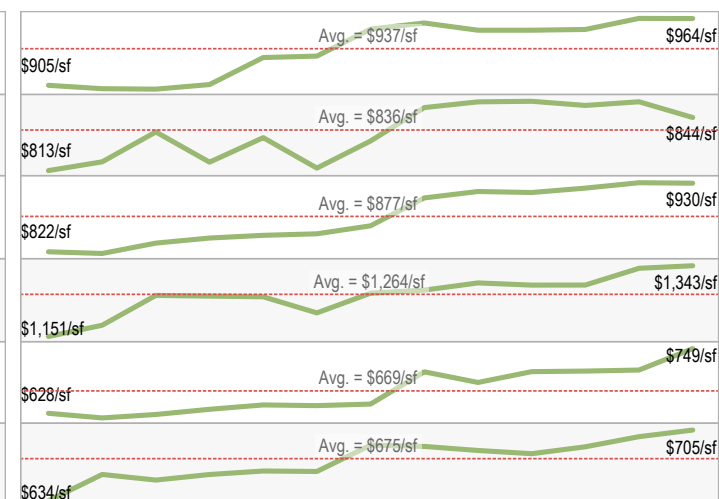
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$964/sf
	Etobicoke	\$844/sf
	North York	\$930/sf
	Old Toronto	\$1,343/sf
	Scarborough	\$749/sf
905 Area	905 All Muni.	\$705/sf

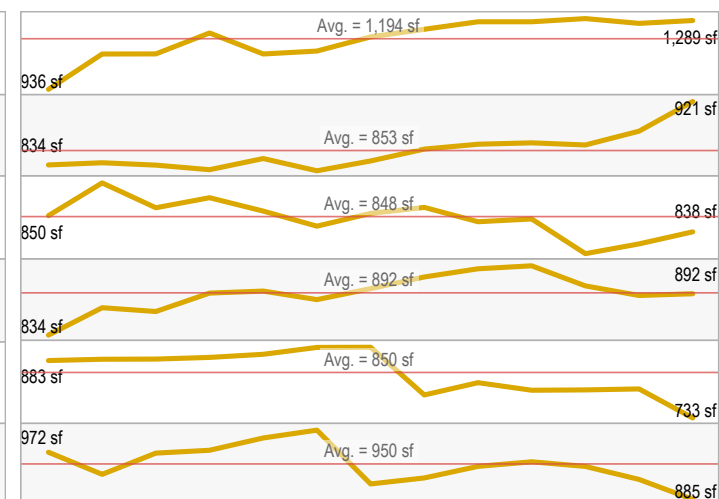
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,289 sf
	Etobicoke	921 sf
	North York	838 sf
	Old Toronto	892 sf
	Scarborough	733 sf
905 Area	905 All Muni.	885 sf

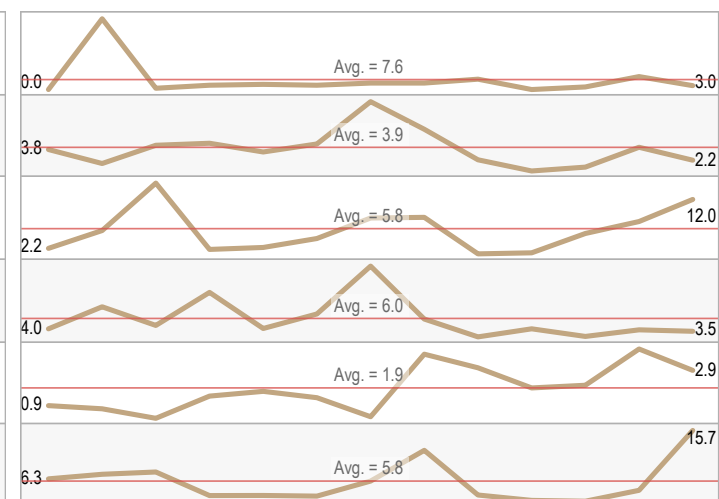
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	3.0
	Etobicoke	2.2
	North York	12.0
	Old Toronto	3.5
	Scarborough	2.9
905 Area	905 All Muni.	15.7

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	April 2019				April 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	1			1	1			1
Central Waterfront	Old Toronto	48			48	55			55
Don Mills - York Mills	North York	8		4	12	4		1	5
Downtown Core	Old Toronto	28			28	3			3
Downtown East	Old Toronto	9			9	49			49
Downtown West	Old Toronto	221			221	275			275
Etobicoke Waterfront	Etobicoke	13			13	27			27
Highway7 - Yonge	Markham	0			0	122			122
	Richmond Hill	29		3	32	102		32	134
Mississauga City Centre	Mississauga	569			569	46			46
North Toronto	Old Toronto	73			73	28			28
North Yonge Corridor	North York	316		1	317	14			14
North York East	North York	0		0	0	0			0
North York West	North York	115		11	126	38		0	38
Not Applicable	Brampton	61		16	77	113		30	143
	Burlington	28			28	22			22
	Clarington	2		0	2	0		0	0
	East York	3			3	0			0
	Etobicoke	31		14	45	61	0		61
	Georgina	0			0	0			0
	Halton Hills	1			1	4			4
	Markham	197	0	0	197	65		0	65
	Milton	12		1	13	8		4	12
	Mississauga	17		45	62	7		62	69
	Newmarket		0		0		0		0
	Oakville	5		0	5	20		1	21
	Old Toronto	0			0	10			10
	Oshawa	5			5				
	Pickering	10		22	32	0		5	5
	Scarborough	29		12	41	9		1	10
	Vaughan	969		0	969	11			11
	Whitby	5			5	0			0
	Whitchurch-Stouffville	3			3	0			0
Sheppard Corridor	North York	40		9	49	34			34
Thornhill	Vaughan	10			10				
Toronto East	Old Toronto	6	0	0	6	0	0	1	1
Toronto West	Old Toronto	48	1		49	9	0		9
Yonge - St. Clair	Old Toronto	2			2	14			14
Grand Total		2,914	1	138	3,053	1,151	0	137	1,288

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	Old Toronto	92			92	211			211
Central Waterfront	Old Toronto	2,185			2,185	564			564
Don Mills - York Mills	East York								
	North York	103		20	123	142		17	159
	Old Toronto								
Downtown Core	Old Toronto	963			963	600			600
Downtown East	Old Toronto	1,066			1,066	257			257
Downtown West	Old Toronto	2,277			2,277	1,287			1,287
Etobicoke Waterfront	Etobicoke	145			145	156			156
Highway7 - Yonge	Markham	204			204	147			147
	Richmond Hill	115		38	153	155		118	273
Mississauga City Centre	Mississauga	1,612			1,612	1,001			1,001
North Toronto	North York								
	Old Toronto	1,200			1,200	328			328
North Yonge Corridor	North York	1,172		31	1,203	423		11	434
	Old Toronto								
North York East	North York	5		2	7	0		28	28
North York West	North York	722		88	810	620		4	624
	Old Toronto								
Not Applicable	York								
	Ajax								
	Aurora								
	Brampton	158		220	378	93		53	146
	Burlington	339			339	327			327
	Caledon								
	Clarington	18		2	20	68		4	72
	East York	242			242	62			62
	Etobicoke	1,015	3	43	1,061	292		47	339
	Georgina	0			0	33			33
	Halton Hills	37			37	17			17
	King								
	Markham	823	16	4	843	867	96	0	963
	Milton	139		20	159	103		12	115
	Mississauga	988		202	1,190	426		125	551
	Newmarket		2		2		4		4
	North York								
	Oakville	328		1	329	550		112	662
	Old Toronto	13			13	57			57
	Oshawa	186			186	123			123
	Pickering	572		127	699	33		63	96
	Richmond Hill								
	Scarborough	244		63	307	1,066		44	1,110
	Uxbridge								
	Vaughan	1,190		30	1,220	831		74	905
	Whitby	70			70	125			125
	Whitchurch-Stouffville	159			159	142			142
	York								
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	916		9	925	886		15	901
Thornhill	Markham								
	Vaughan	325			325	64			64
Toronto East	East York								
	Old Toronto	358	2	13	373	90	14	26	130
Toronto West	Old Toronto	974	2		976	636	0		636
Yonge - St. Clair	Old Toronto	36			36	58			58
Grand Total		20,991	25	913	21,929	12,840	114	753	13,707

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