



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of May 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-19		May-18		Change
High Rise	3,790		2,149		76.4%
Low Rise	1,004		323		210.8%
Total	4,794		2,472		93.9%
Year to Date Sales	Jan.-May. 2019		Jan.-May. 2018		Y/Y Change
High Rise	9,964		7,786		28.0%
Low Rise	3,873		1,679		130.7%
Total	13,837		9,465		46.2%
Year to Date Supply	Jan.-May. 2019		Jan.-May. 2018		Y/Y Change
High Rise	11,171		9,624		16.1%
Low Rise	3,363		2,432		38.3%
Total	14,534		12,056		20.6%
Year to Date Completions	Jan.-May. 2019		Jan.-May. 2018		Y/Y Change
High Rise	7,384		5,523		33.7%
Remaining Inventory	May-19	Apr-19	May-18	M/M Change	Y/Y Change
High Rise	12,537	14,085	9,837	-11.0%	27.4%
Low Rise	4,574	4,529	4,483	1.0%	2.0%
Total	17,111	18,614	14,320	-8.1%	19.5%
Benchmark Price	May-19	Apr-19	May-18	M/M Change	Y/Y Change
High Rise	\$779,687	\$758,585	\$758,370	2.8%	2.8%
Low Rise	\$1,109,501	\$1,119,772	\$1,144,191	-0.9%	-3.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	344	268	168	
High Rise Units	1,941	90,927	71,748	42,117	
% Sold*	48%	83%	95%	72%	
Low Rise Projects	10	273			
Low Rise Units	462	29,788			
% Sold*	75%	85%			

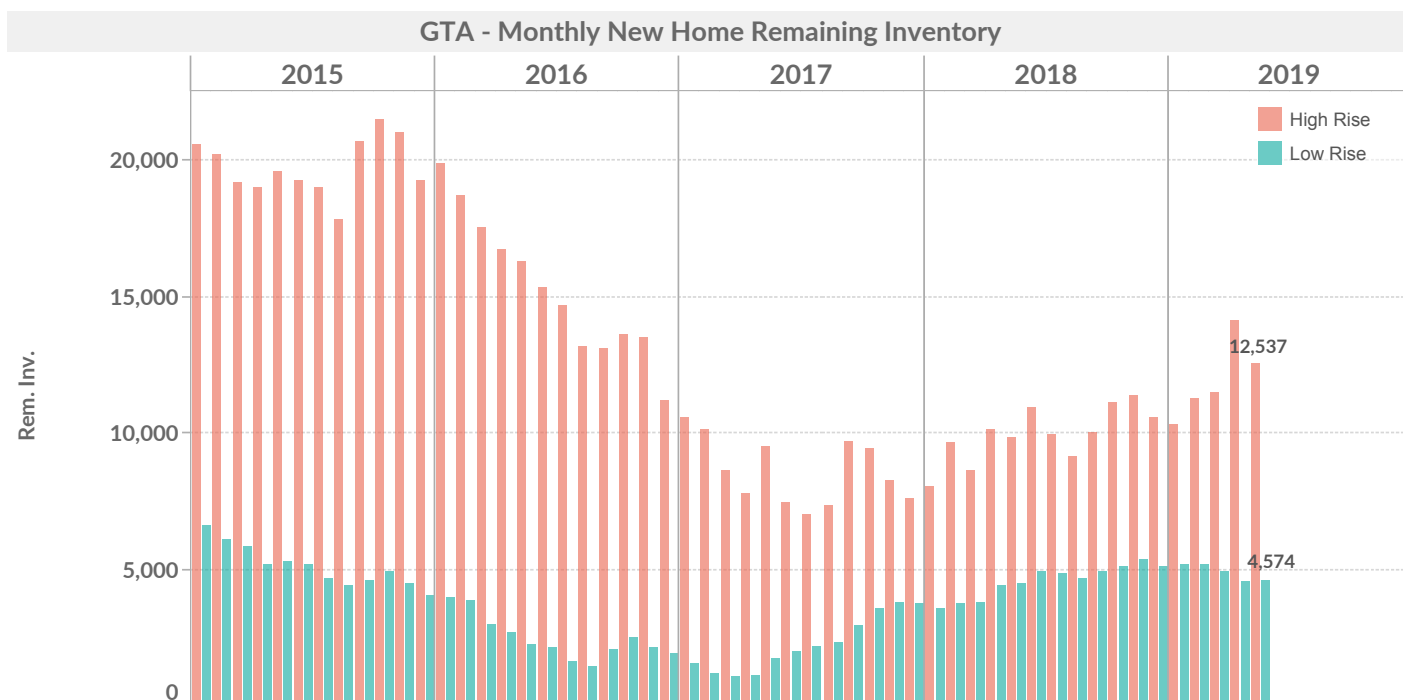
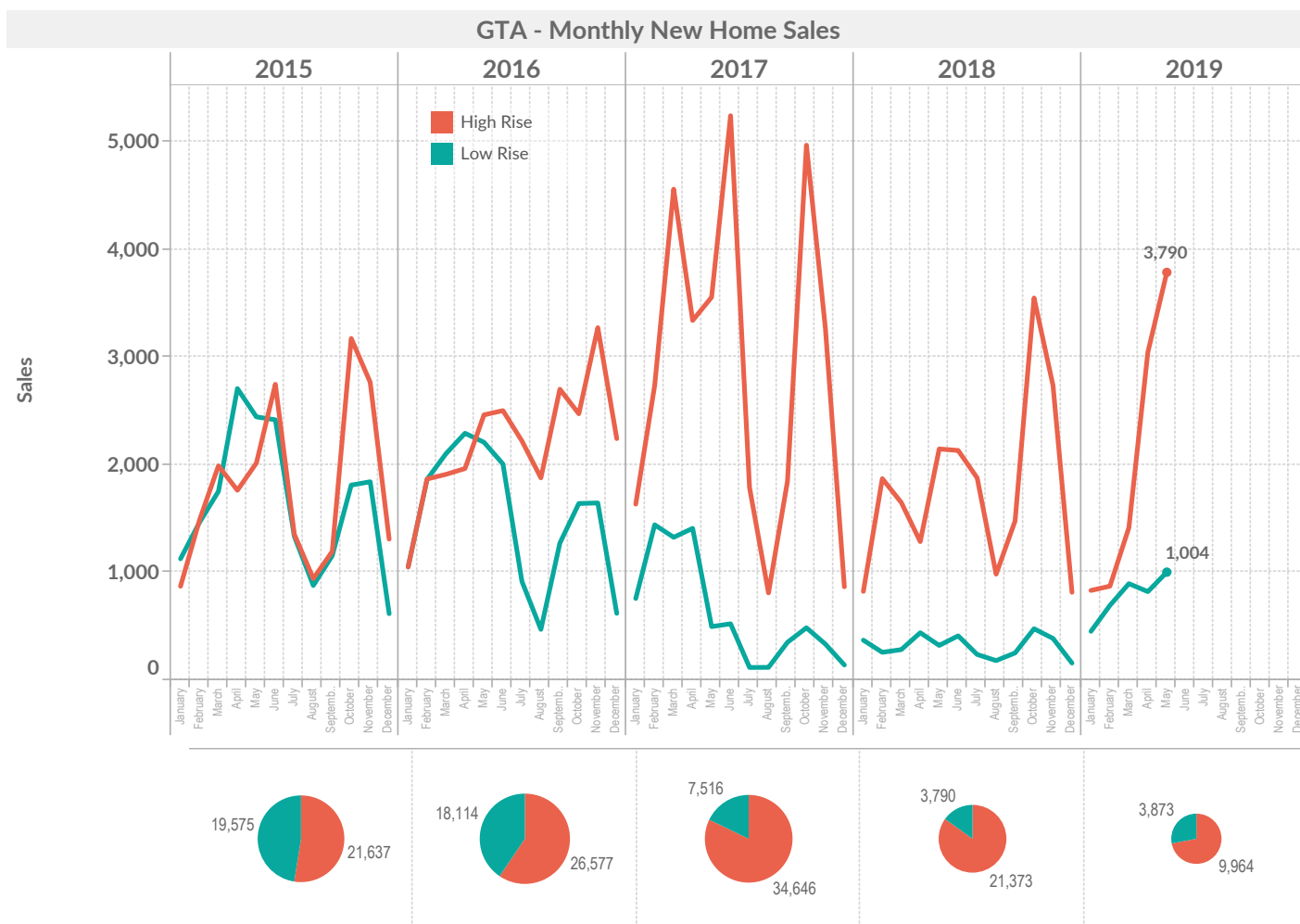
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

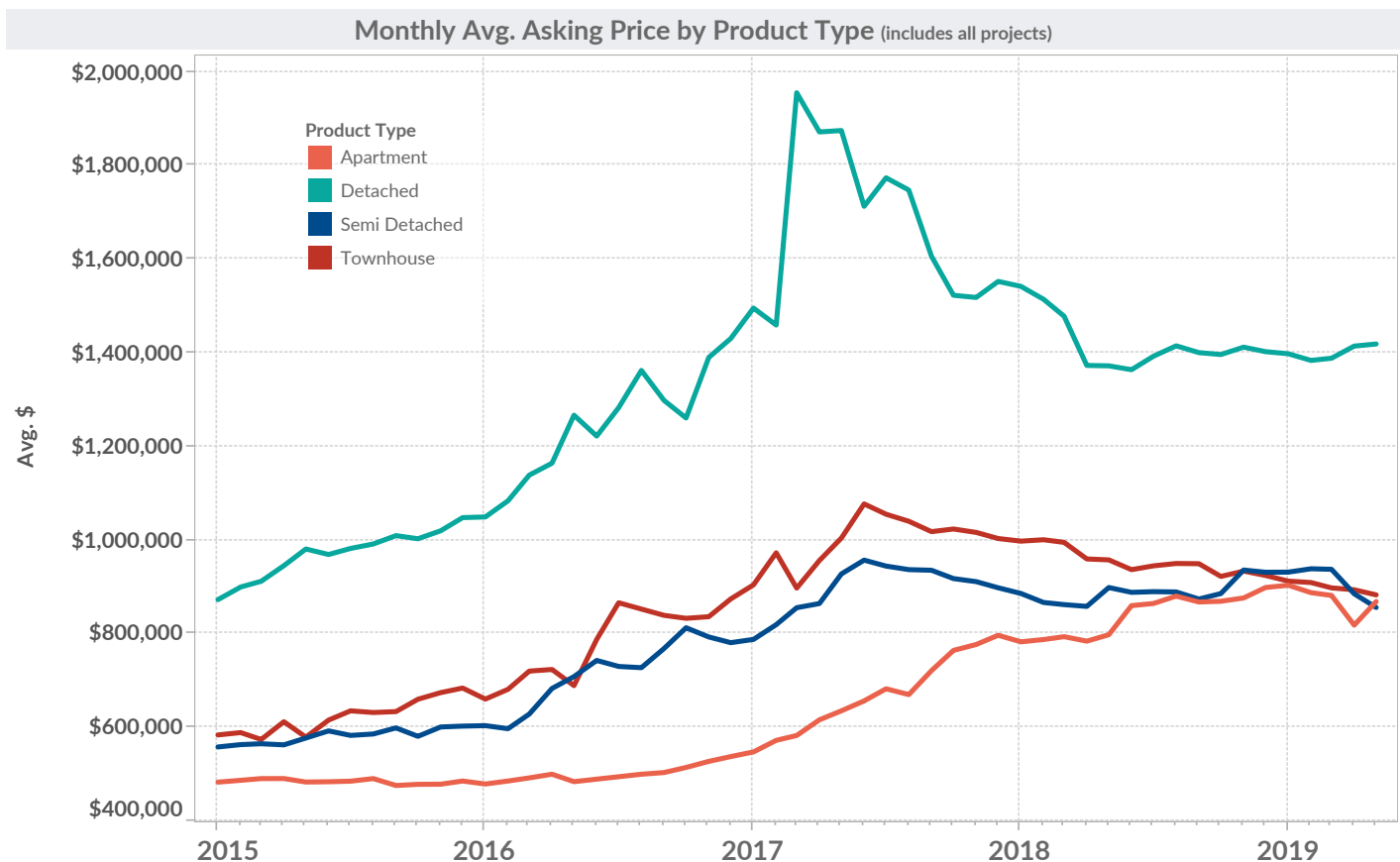
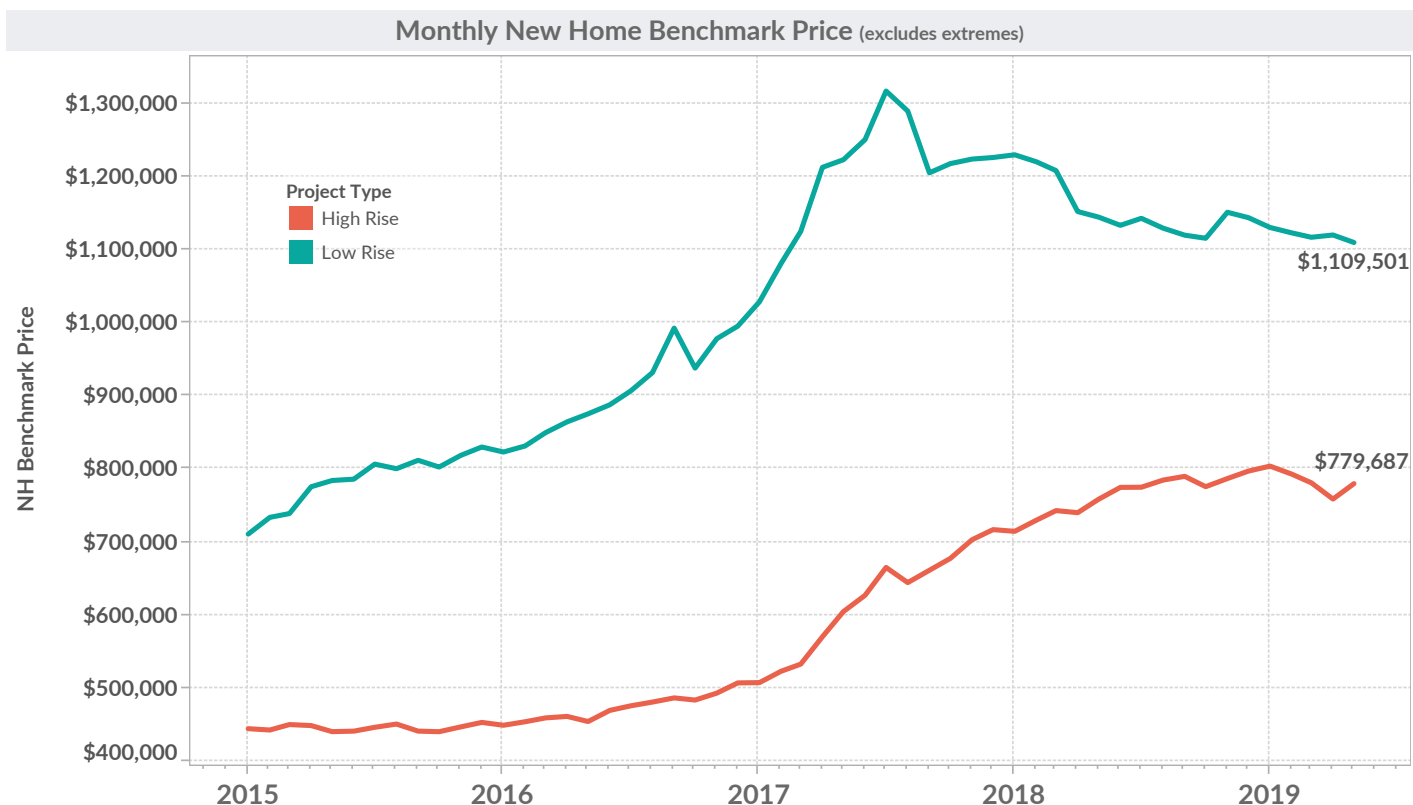
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

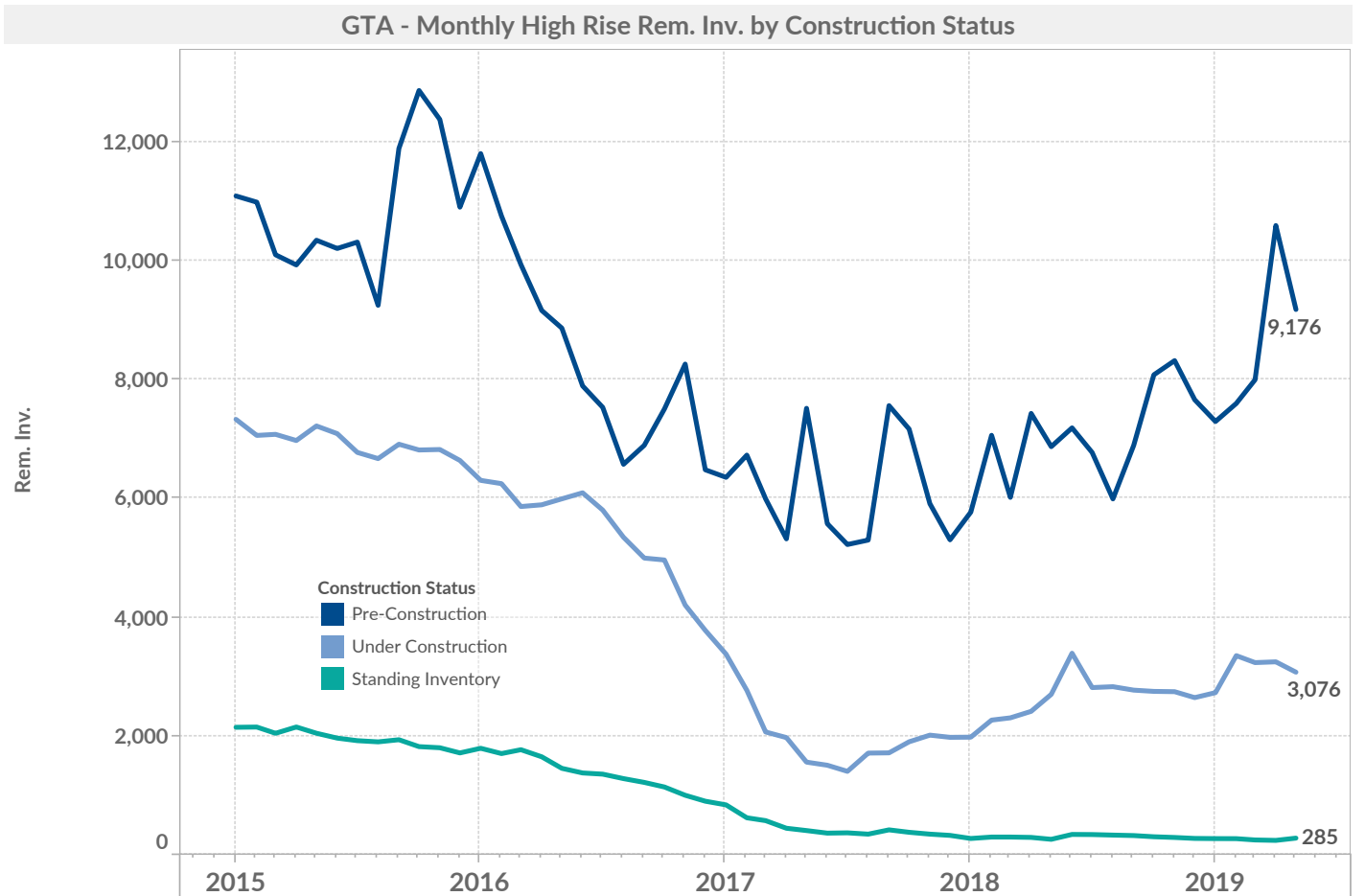
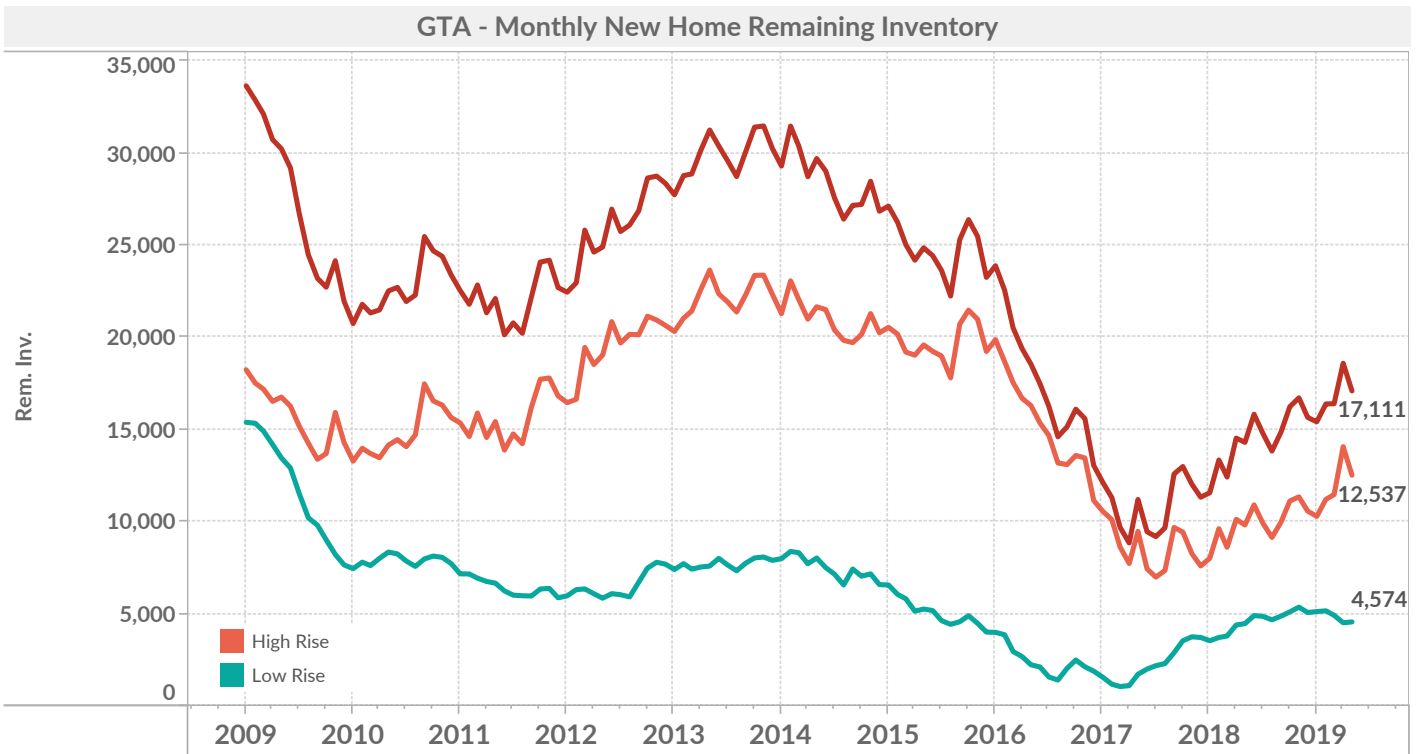
Sales & Remaining Inventory



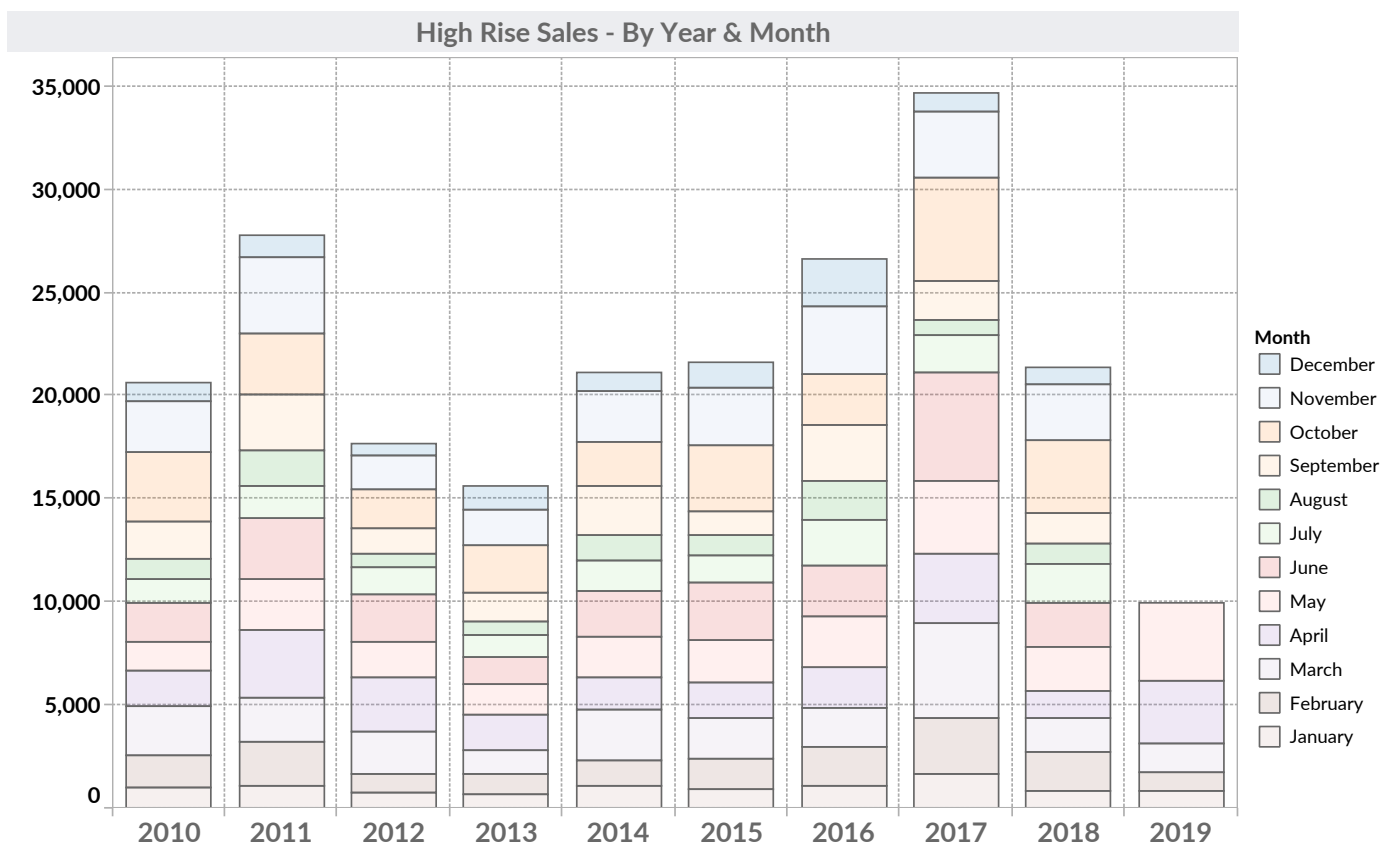
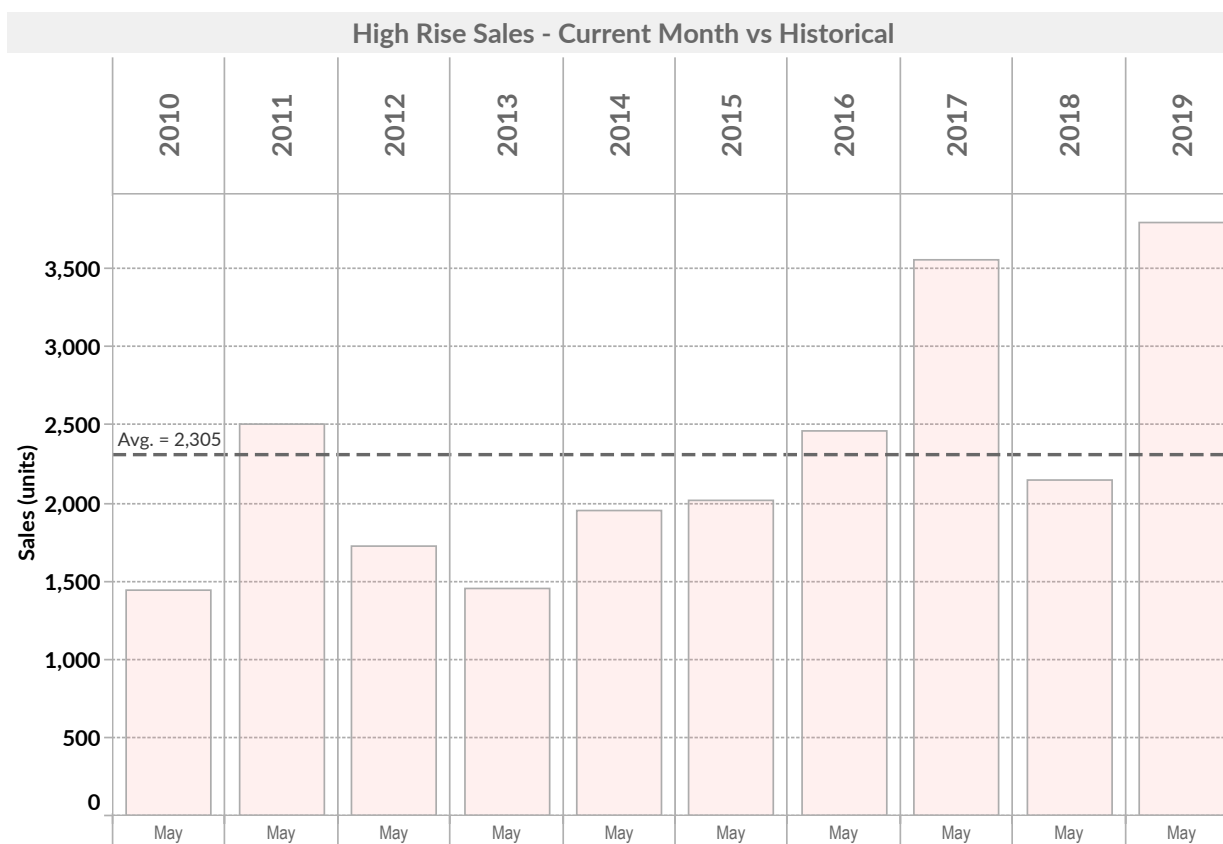
Pricing



Remaining Inventory

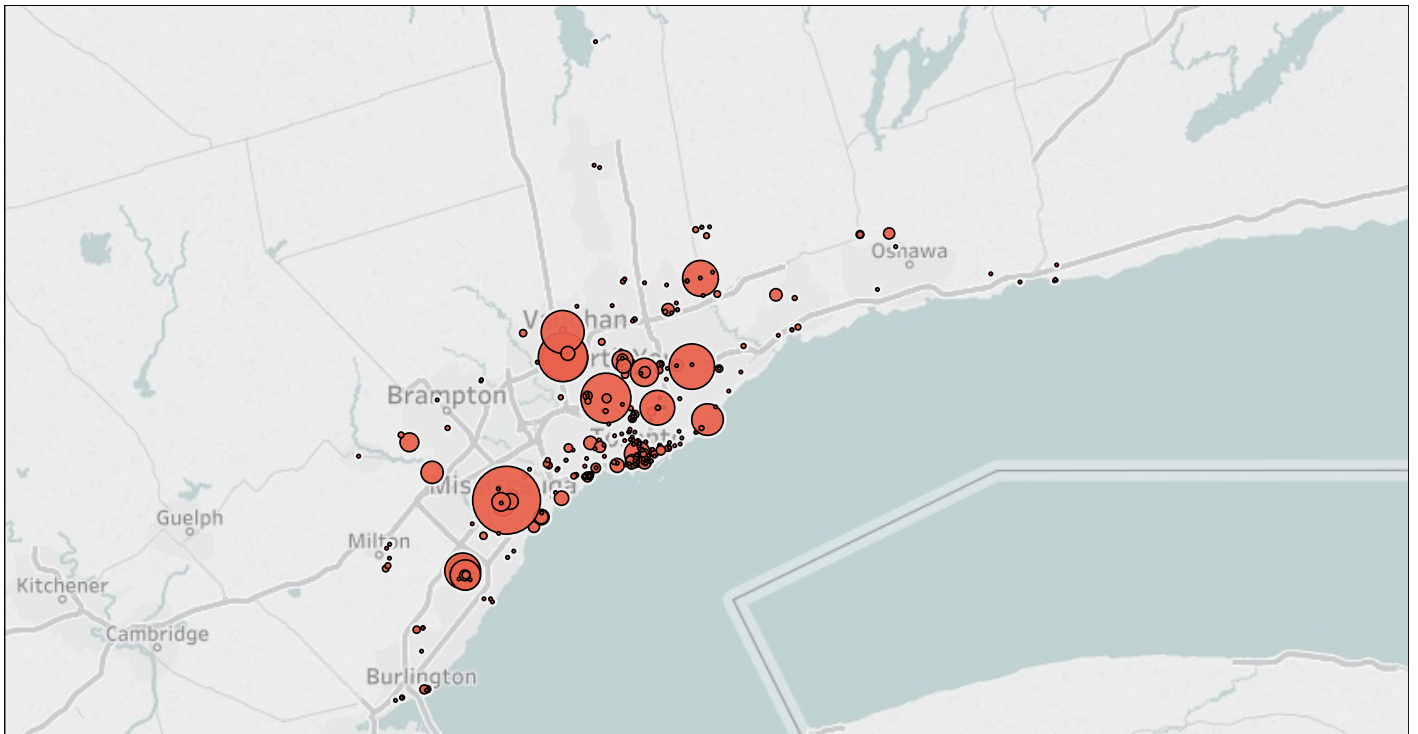


Historical Sales Comparison

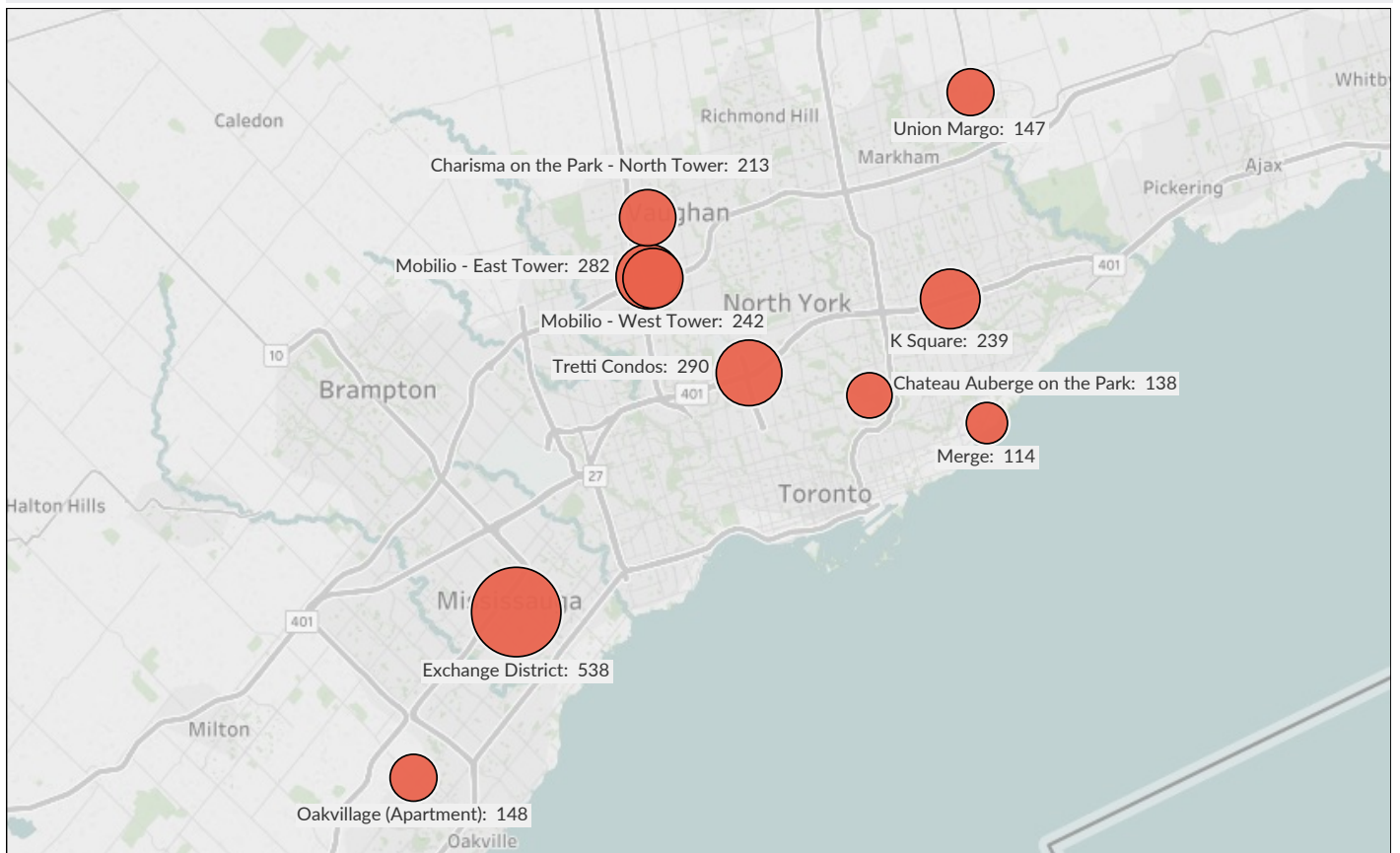


Current Sites

GTA - Active High Rise Sites by Current Month Sales



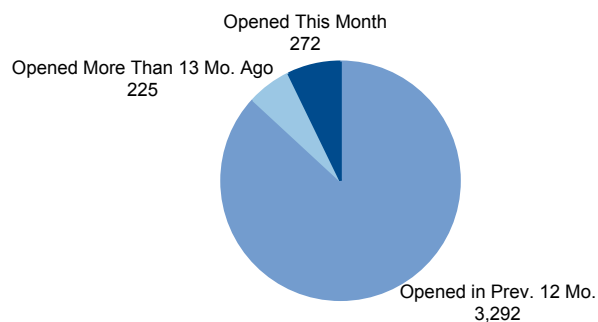
GTA - Top 10 Sites by Current Month Sales



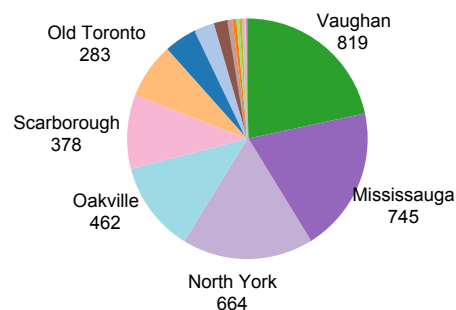
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

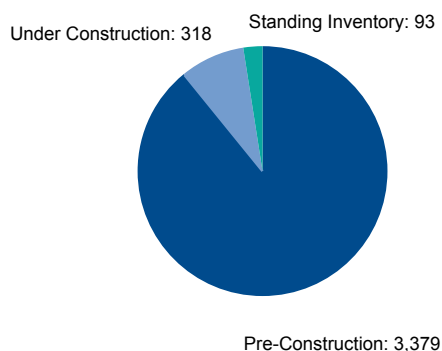
Sales by Opening Date



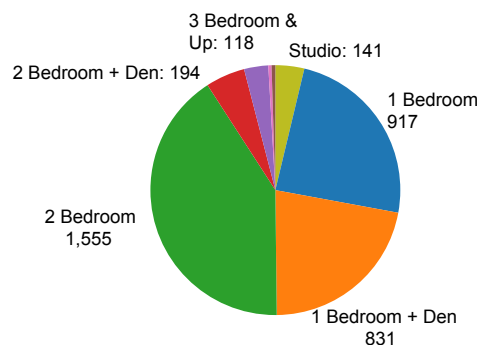
Sales by Municipality/Area



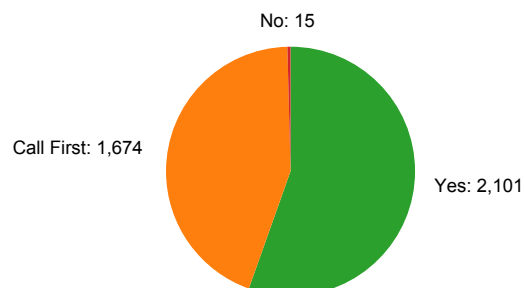
Sales by Const. Status



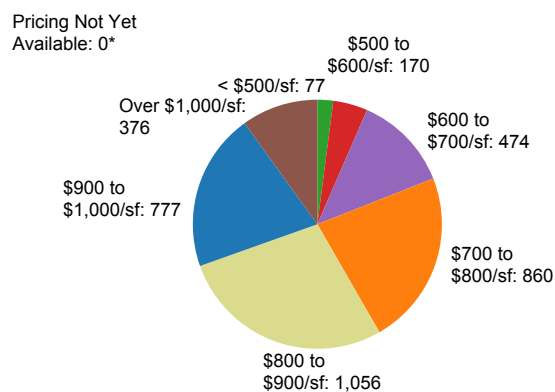
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

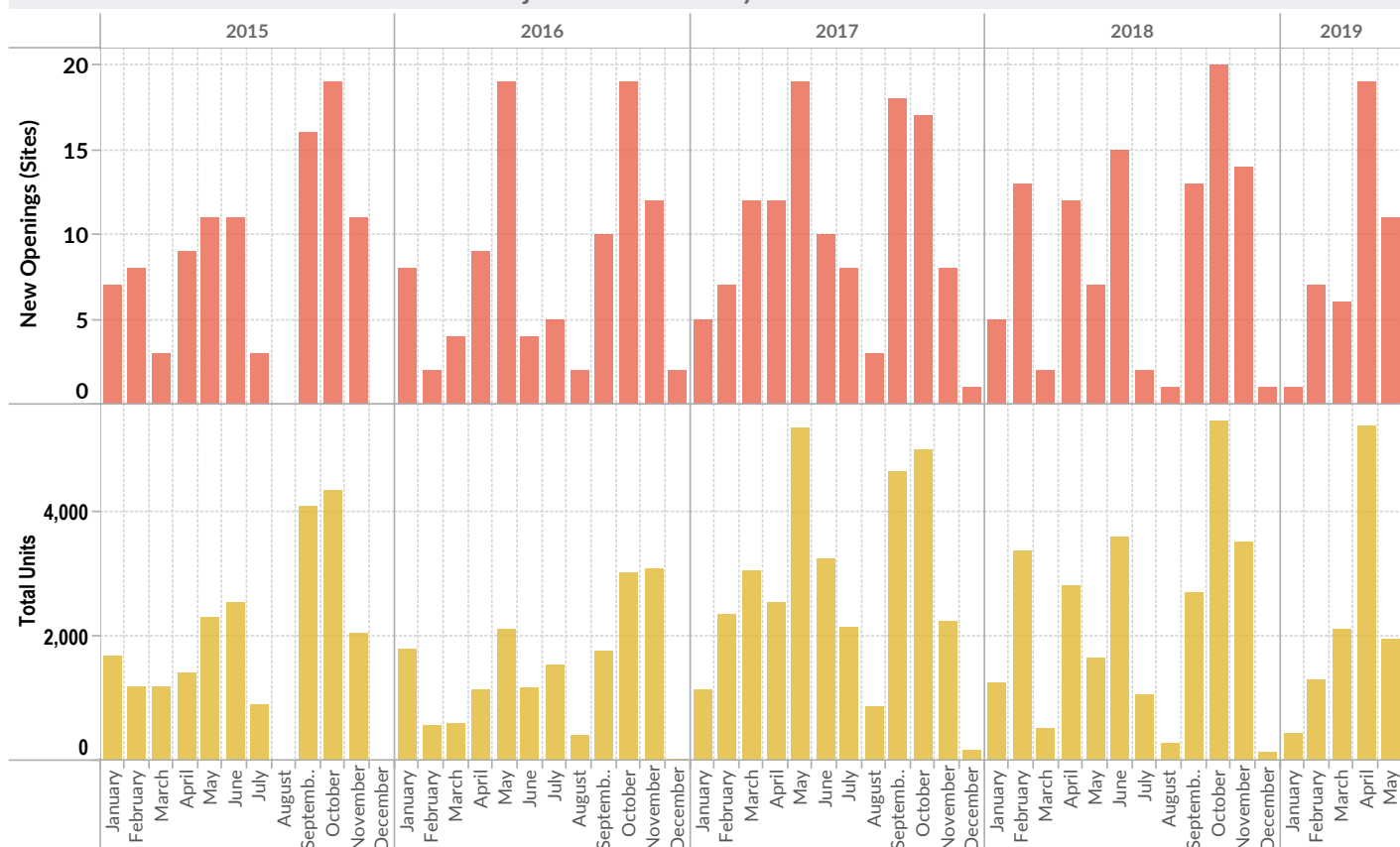
New Openings

May 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Chateau Auberge on the Park - Tridel and Rowntree Enterprises Inc.	North York	5/1/2019	251	138	113	\$983
Lookout Condominiums - Condoman Developments *	Old Toronto	5/1/2019	30	0	30	\$947
Rise at Stride - Kingsmen Group Inc.	Mississauga	5/1/2019	132	20	62	\$789
Bijou on Bloor - Plaza *	Old Toronto	5/4/2019	0		0	\$0
Merge - LCH Developments	Scarborough	5/4/2019	180	114	66	\$721
Mobilio - South Tower - Menkes and QuadReal Property Group *	Vaughan	5/11/2019	228	0	228	\$0
Avia 2 - Amacon Developments *	Mississauga	5/15/2019	352	0	352	\$828
Chelsea on the Green - Tower 1 - Lormel Homes *	Mississauga	5/22/2019	151	0	151	\$835
Mobilio Towns - Menkes and QuadReal Property Group *	Vaughan	5/22/2019	298	0	96	\$605
Davis Residences at Bakerfield - Rose Corporation *	Newmarket	5/23/2019	219	0	219	\$669
Towns at Goreway Pines - Caliber Homes *	Brampton	5/25/2019	100	0	72	\$562
Grand Total			1,941	272	1,389	\$659

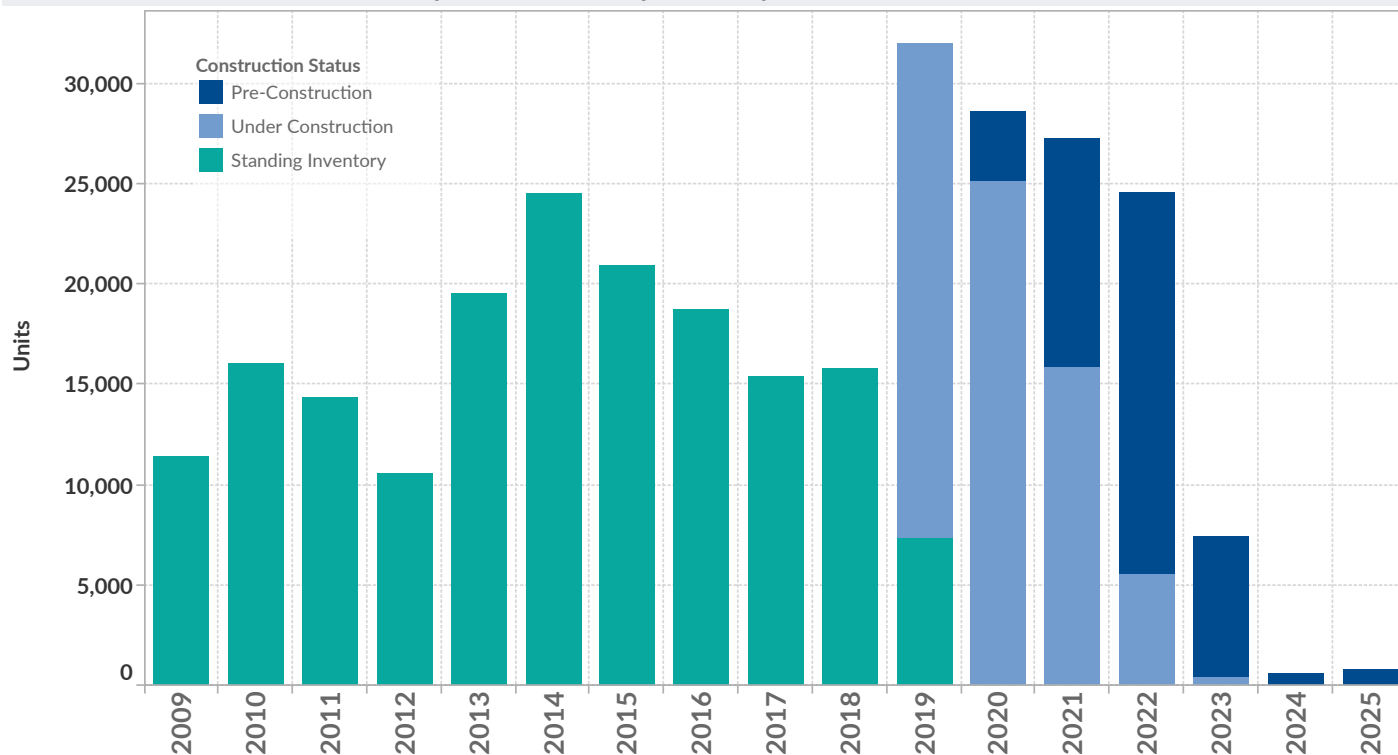
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

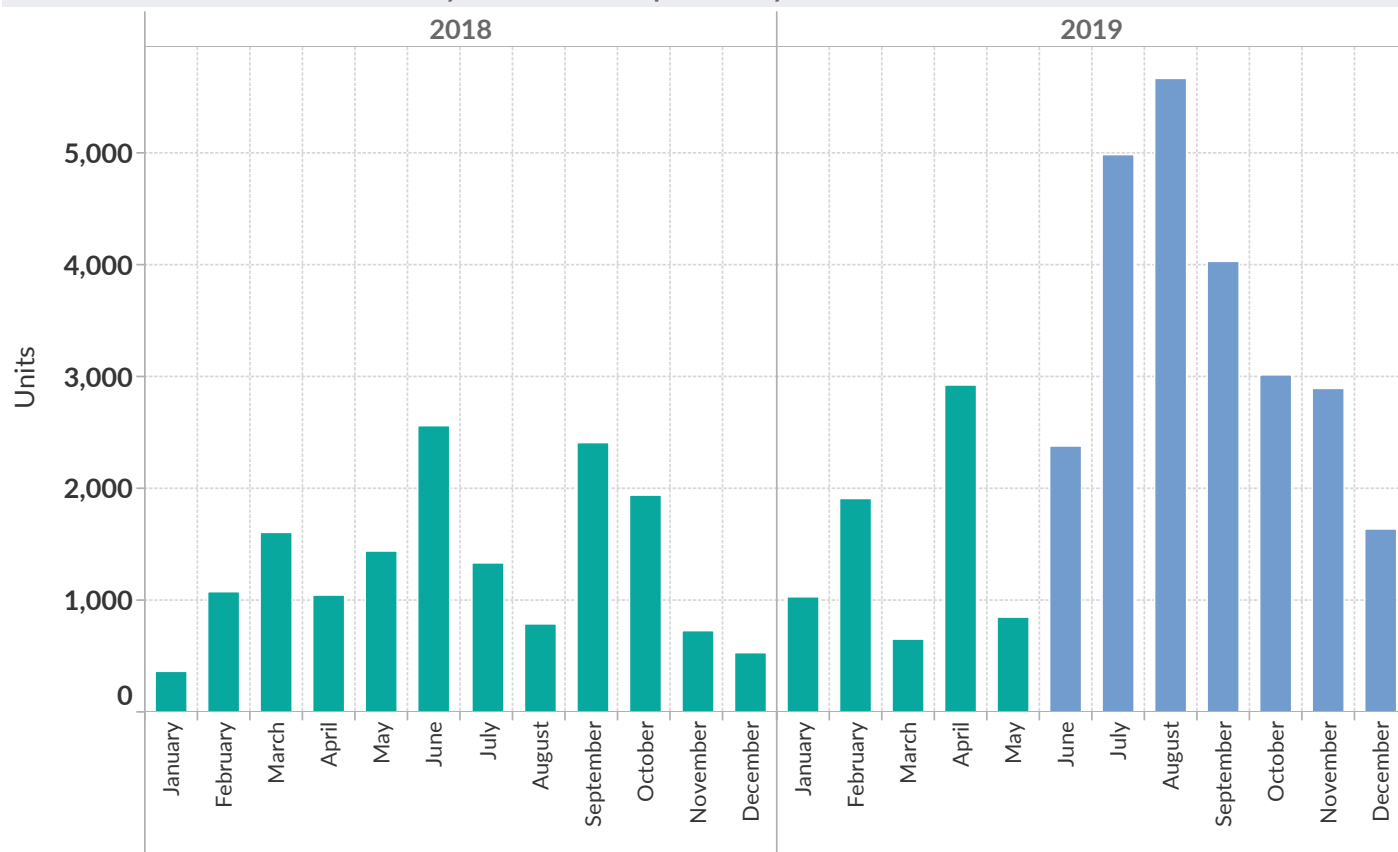


Scheduled Completions

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	48								984	9.9%
Menkes	15	46	44	14	546								665	6.7%
Camrost Felcorp	0	3	14	5	545								567	5.7%
QuadReal Property Group				0	524								524	5.3%
Amacon Developments			0	475	38								513	5.1%
Times Group Corporation	0	1	245	179	18								443	4.4%
Reserve Properties	247	34	36	36	6								359	3.6%
Westdale Properties	247	34	36	36	6								359	3.6%
Cortel Group	19	9	22	32	241								323	3.2%
Capital Developments	0	0	0	287	23								310	3.1%
Aoyuan International	0	47	164	29	61								301	3.0%
Collecdev				0	290								290	2.9%
Mattamy Homes	7	6	13	182	65								273	2.7%
Concord Adex	5	79	37	18	111								250	2.5%
Minto Developments	0	4	2	0	241								247	2.5%
Kingdom Developments				0	239								239	2.4%
Tribute Communities	18	9	158	31	23								239	2.4%
Greenpark Group				0	213								213	2.1%
Tridel	10	15	14	22	148								209	2.1%
Pemberton Group	65	32	74	11	10								192	1.9%
Urban Capital Property Group	23	12	15	76	59								185	1.9%
Rogers Real Estate Development Limit	22	11	15	75	52								175	1.8%
Lifetime Developments	1	0	0	151	21								173	1.7%
Rowntree Enterprises Inc.	4	2	6	10	142								164	1.6%
Pinnacle International	22	27	37	40	35								161	1.6%
Total (All 142 Builders)	834	874	1,418	3,048	3,790								9,964	

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 %
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.		
Menkes	18	1,023	143	60	19	28	22	15	46	44	14	546	1,978	8.4%
Centrecourt Developments Inc.											936	48	984	4.2%
Pemberton Group	142	48	93	192	144	33	19	65	32	74	11	10	863	3.7%
Cresford Developments	2	0	0	1	747	1	0	0	55	4	10	3	823	3.5%
Reserve Properties	1	0	1	1	325	120	13	247	34	36	36	6	820	3.5%
Westdale Properties					325	120	13	247	34	36	36	6	817	3.5%
Urban Capital Property Group	7	9	7	13	10	494	70	23	12	15	76	59	795	3.4%
Matamy Homes	1	3	1	82	354	58	19	7	6	13	182	65	791	3.4%
Rogers Real Estate Development Limited	4	6	6	13	9	493	70	22	11	15	75	52	776	3.3%
Empire	0	162	58	157	116	90	1	3	18	57	19	9	690	2.9%
Camrost Felcorp	3	7	11	7	22	9	11	0	3	14	5	545	637	2.7%
Daniels Corporation	77	23	14	1	329	40	40	29	4	13	4	61	635	2.7%
Aoyuan International	250	0	0	0	55	10	0	0	47	164	29	61	616	2.6%
Concord Adex	22	6	37	5	8	259	6	5	79	37	18	111	593	2.5%
Times Group Corporation	42	21	40	29	7	3	0	0	1	245	179	18	585	2.5%
Fernbrook Homes	189	32	35	42	71	21	52	31	42	17	21	5	558	2.4%
Cityzen	188	30	33	39	66	19	52	30	42	16	18	4	537	2.3%
Tridel	158	35	23	13	64	22	10	10	15	14	22	148	534	2.3%
QuadReal Property Group											0	524	524	2.2%
Amacon Developments										0	475	38	513	2.2%
Cortel Group	6	13	8	14	1	24	110	19	9	22	32	241	499	2.1%
Tribute Communities	1	3	3	36	11	130	6	18	9	158	31	23	429	1.8%
Graywood Developments	0	0	0	122	273	1	0	1	0	2	5	2	406	1.7%
Greenland Group	51	34	28	14	18	79	95	33	5	2	4	0	363	1.5%
Pinnacle International	11	11	17	64	39	39	21	22	27	37	40	35	363	1.5%
Total (All 168 Builders)	2,135	1,880	985	1,480	3,552	2,738	817	834	874	1,418	3,048	3,790	23,551	

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 May
Exchange District - Camrost Felcorp	Mississauga	Apartment	1 Bedroom	145
			1 Bedroom + Den	48
			2 Bedroom + Den	24
			2 Bedroom	321
			Total	538
Tretti Condos - Collecdev	North York	Apartment	1 Bedroom	40
			1 Bedroom + Den	9
			2 Bedroom + Den	15
			3 Bedroom & Up	6
			2 Bedroom	217
			Studio	3
			Total	290
Mobilio - East Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	42
			1 Bedroom + Den	114
			2 Bedroom	93
			Studio	33
			Total	282
Mobilio - West Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	35
			1 Bedroom + Den	93
			2 Bedroom	89
			Studio	25
			Total	242
K Square - Kingdom Developments	Scarborough	Apartment	1 Bedroom	61
			1 Bedroom + Den	77
			2 Bedroom + Den	19
			3 Bedroom & Up	15
			2 Bedroom	67
			Total	239
Charisma on the Park - North Tower - Greenpark Group	Vaughan	Apartment	1 Bedroom	70
			1 Bedroom + Den	61
			2 Bedroom	82
			Total	213

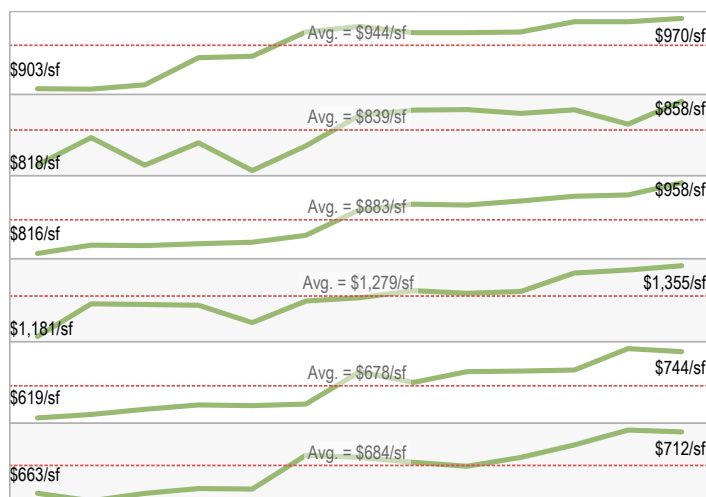
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$970/sf
	Etobicoke	\$858/sf
	North York	\$958/sf
	Old Toronto	\$1,355/sf
	Scarborough	\$744/sf
905 Area	905 All Muni.	\$712/sf

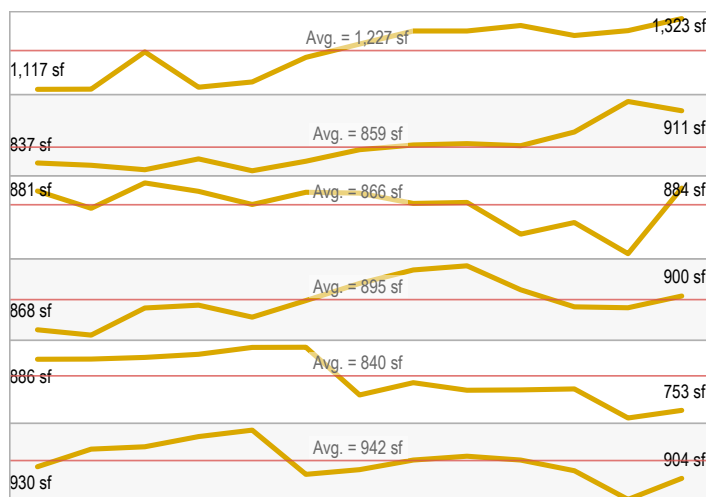
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,323 sf
	Etobicoke	911 sf
	North York	884 sf
	Old Toronto	900 sf
	Scarborough	753 sf
905 Area	905 All Muni.	904 sf

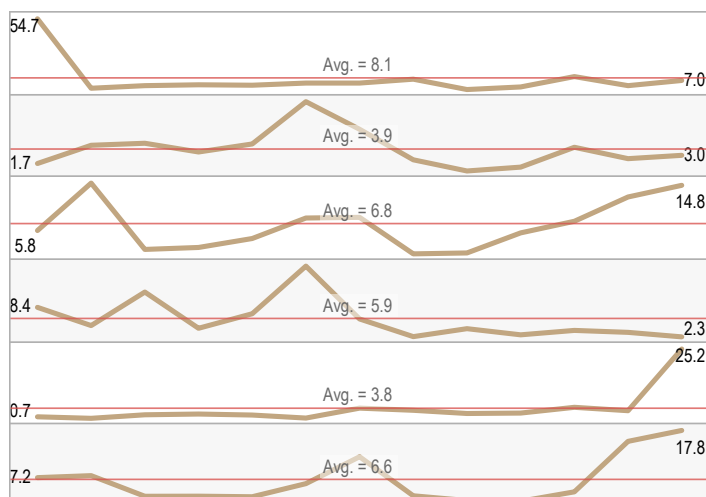
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	7.0
	Etobicoke	3.0
	North York	14.8
	Old Toronto	2.3
	Scarborough	25.2
905 Area	905 All Muni.	17.8

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	May 2019				May 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 4			• 4	• 4			• 4
Central Waterfront	Old Toronto	• 36			• 36	• 151			• 151
Don Mills - York Mills	North York	• 143		• 1	• 144	• 8		• 1	• 9
Downtown Core	Old Toronto	• 80			• 80	• 17			• 17
Downtown East	Old Toronto	• 17			• 17	• 287			• 287
Downtown West	Old Toronto	• 66			• 66	• 366			• 366
Etobicoke Waterfront	Etobicoke	• 21			• 21	• 18			• 18
Highway7 - Yonge	Markham	• 0			• 0	• 69			• 69
	Richmond Hill	• 3		• 2	• 5	• 25		• 5	• 30
Mississauga City Centre	Mississauga	• 663			• 663	• 38			• 38
North Toronto	Old Toronto	• 14			• 14	• 72			• 72
North Yonge Corridor	North York	• 89		• 0	• 89	• 17		• 11	• 28
North York East	North York	• 0		• 0	• 0	• 0			• 0
North York West	North York	• 309		• 4	• 313	• 179		• 1	• 180
Not Applicable	Brampton	• 44		• 55	• 99	• 9		• 8	• 17
	Burlington	• 20			• 20	• 1			• 1
	Clarington	• 0		• 0	• 0	• 6		• 2	• 8
	East York	• 7			• 7	• 164			• 164
	Etobicoke	• 29		• 24	• 53	• 22	• 0		• 22
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 1			• 1	• 5			• 5
	Markham	• 166	• 0	• 4	• 170	• 115		• 0	• 115
	Milton	• 8		• 0	• 8	• 10		• 2	• 12
	Mississauga	• 48		• 34	• 82	• 191		• 6	• 197
	Newmarket	• 0	• 0		• 0		• 0		• 0
	Oakville	• 369		• 93	• 462	• 6		• 0	• 6
	Old Toronto	• 0			• 0	• 2			• 2
	Oshawa	• 14			• 14	• 0			• 0
	Pickering	• 3		• 18	• 21	• 226		• 8	• 234
	Scarborough	• 374		• 4	• 378	• 8		• 0	• 8
	Vaughan	• 810		• 5	• 815	• 0			• 0
	Whitby	• 14			• 14	• 0			• 0
	Whitchurch-Stouffville	• 6			• 6	• 43			• 43
Sheppard Corridor	North York	• 118		• 0	• 118	• 20			• 20
Thornhill	Vaughan	• 4			• 4				
Toronto East	Old Toronto	• 18	• 0	• 1	• 19	• 0	• 0	• 0	• 0
Toronto West	Old Toronto	• 47			• 47	• 19	• 1		• 20
Yonge - St. Clair	Old Toronto	• 0			• 0	• 6			• 6
Grand Total		• 3,545	• 0	• 245	• 3,790	• 2,104	• 1	• 44	• 2,149

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	93			93	196			196
Central Waterfront	Old Toronto	2,056			2,056	542			542
Don Mills - York Mills	East York								
	North York	250		20	270	238		16	254
	Old Toronto								
Downtown Core	Old Toronto	1,025			1,025	523			523
Downtown East	Old Toronto	791			791	260			260
Downtown West	Old Toronto	1,959			1,959	1,182			1,182
Etobicoke Waterfront	Etobicoke	150			150	133			133
Highway7 - Yonge	Markham	135			135	147			147
	Richmond Hill	93		35	128	152		116	268
Mississauga City Centre	Mississauga	2,234			2,234	979			979
North Toronto	North York								
	Old Toronto	1,129			1,129	295			295
North Yonge Corridor	North York	1,244		22	1,266	252		9	261
	Old Toronto								
North York East	North York	5		2	7	0		28	28
North York West	North York	878		91	969	235		21	256
	Old Toronto								
Not Applicable	York								
	Ajax								
	Aurora								
	Brampton	194		267	461	50		117	167
	Burlington	353			353	314			314
	Caledon								
	Clarington	12		0	12	68		4	72
	East York	83			83	57			57
	Etobicoke	1,026	3	67	1,096	259		23	282
	Georgina	0			0	0			0
	Halton Hills	33			33	16			16
	King								
	Markham	871	16	8	895	704	96	35	835
	Milton	137		18	155	119		12	131
	Mississauga	842		230	1,072	609		127	736
	Newmarket	0	2		2	219	4		223
	North York								
	Oakville	690		94	784	181		19	200
	Old Toronto	11			11	57			57
	Oshawa	200			200	313			313
	Pickering	346		137	483	33		45	78
	Richmond Hill								
	Scarborough	610		67	677	872		40	912
	Uxbridge								
	Vaughan	2,000		35	2,035	773		165	938
	Whitby	84			84	111			111
	Whitchurch-Stouffville	122			122	136			136
York									
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	1,014		8	1,022	768		16	784
Thornhill	Markham								
	Vaughan	329			329	60			60
Toronto East	East York								
	Old Toronto	370	2	14	386	116	14	25	155
Toronto West	Old Toronto	1,012	1		1,013	579			579
Yonge - St. Clair	Old Toronto	31			31	57			57
Grand Total		22,412	24	1,115	23,551	11,605	114	818	12,537

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.