



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of June 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-19		Jun-18		Change
High Rise	2,420		2,125		13.9%
Low Rise	932		410		127.3%
Total	3,352		2,535		32.2%
Year to Date Sales	Jan.-Jun. 2019		Jan.-Jun. 2018		Y/Y Change
High Rise	12,331		9,906		24.5%
Low Rise	4,796		2,086		129.9%
Total	17,127		11,992		42.8%
Year to Date Supply	Jan.-Jun. 2019		Jan.-Jun. 2018		Y/Y Change
High Rise	15,225		13,213		15.2%
Low Rise	4,379		3,285		33.3%
Total	19,604		16,498		18.8%
Year to Date Completions	Jan.-Jun. 2019		Jan.-Jun. 2018		Y/Y Change
High Rise	10,750		8,079		33.1%
Remaining Inventory	Jun-19	May-19	Jun-18	M/M Change	Y/Y Change
High Rise	14,377	13,438	10,997	7.0%	30.7%
Low Rise	4,685	4,649	4,933	0.8%	-5.0%
Total	19,062	18,087	15,930	5.4%	19.7%
Benchmark Price	Jun-19	May-19	Jun-18	M/M Change	Y/Y Change
High Rise	\$804,591	\$779,687	\$774,554	3.2%	3.9%
Low Rise	\$1,098,948	\$1,109,501	\$1,132,957	-1.0%	-3.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	352	268	171	
High Rise Units	3,248	93,358	71,172	43,698	
% Sold*	32%	81%	93%	71%	
Low Rise Projects	13	280			
Low Rise Units	274	28,998			
% Sold*	7%	84%			

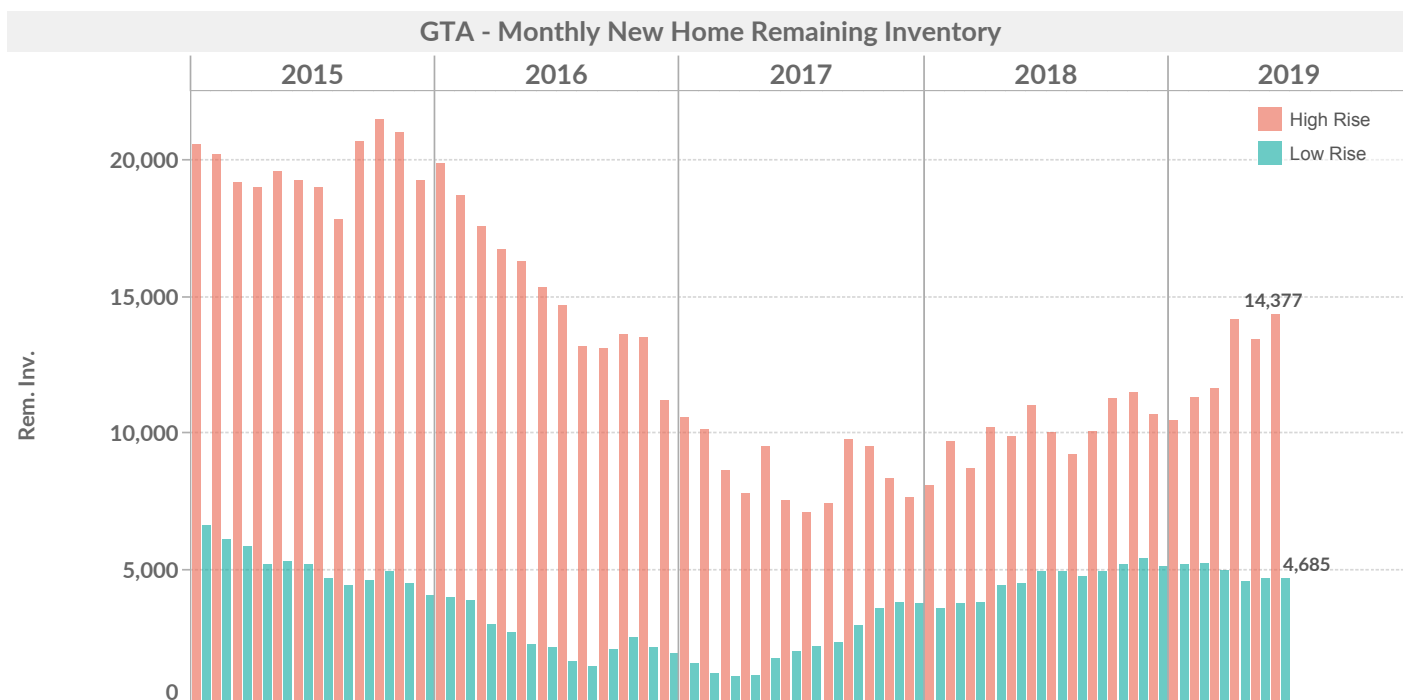
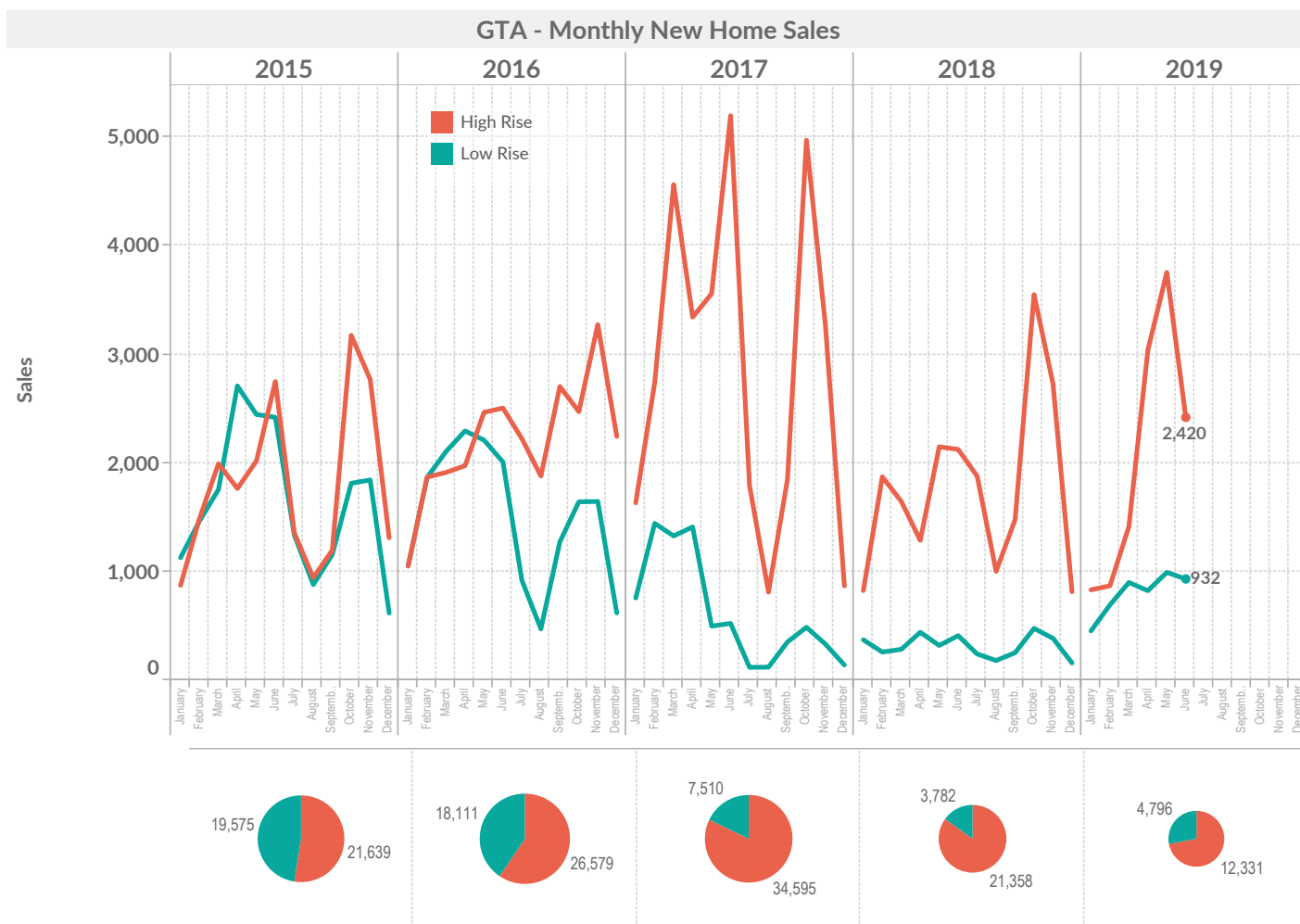
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

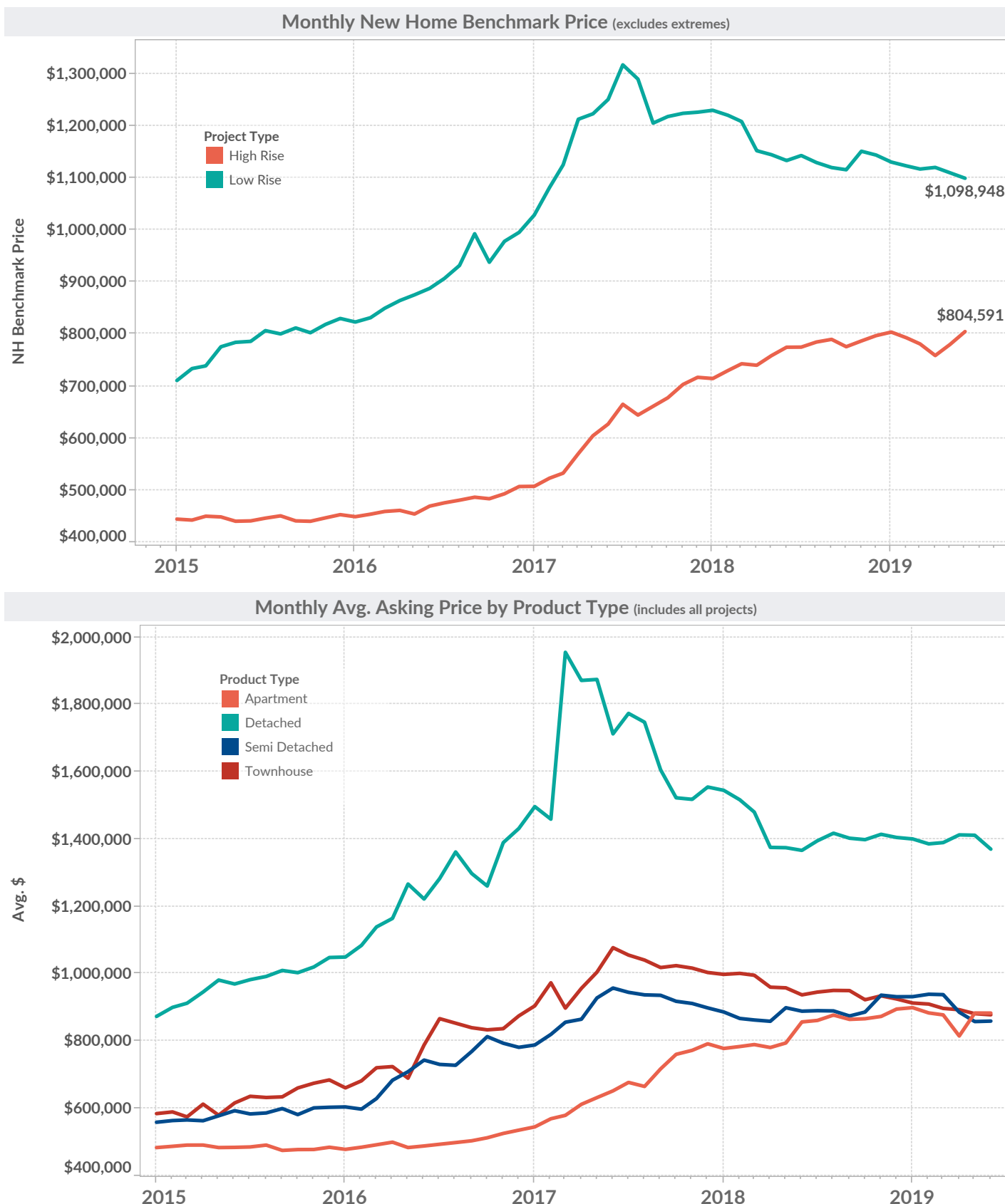
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

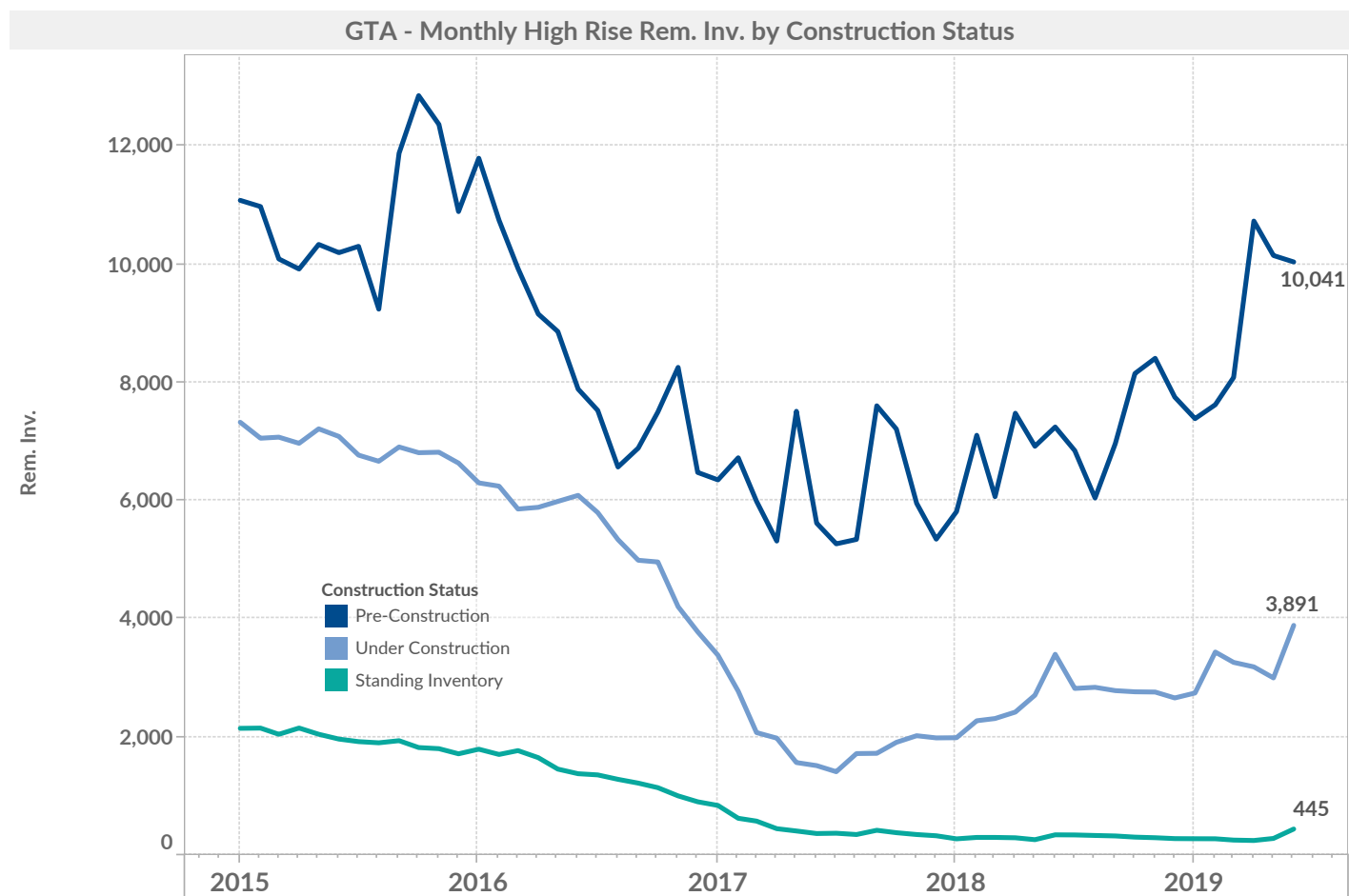
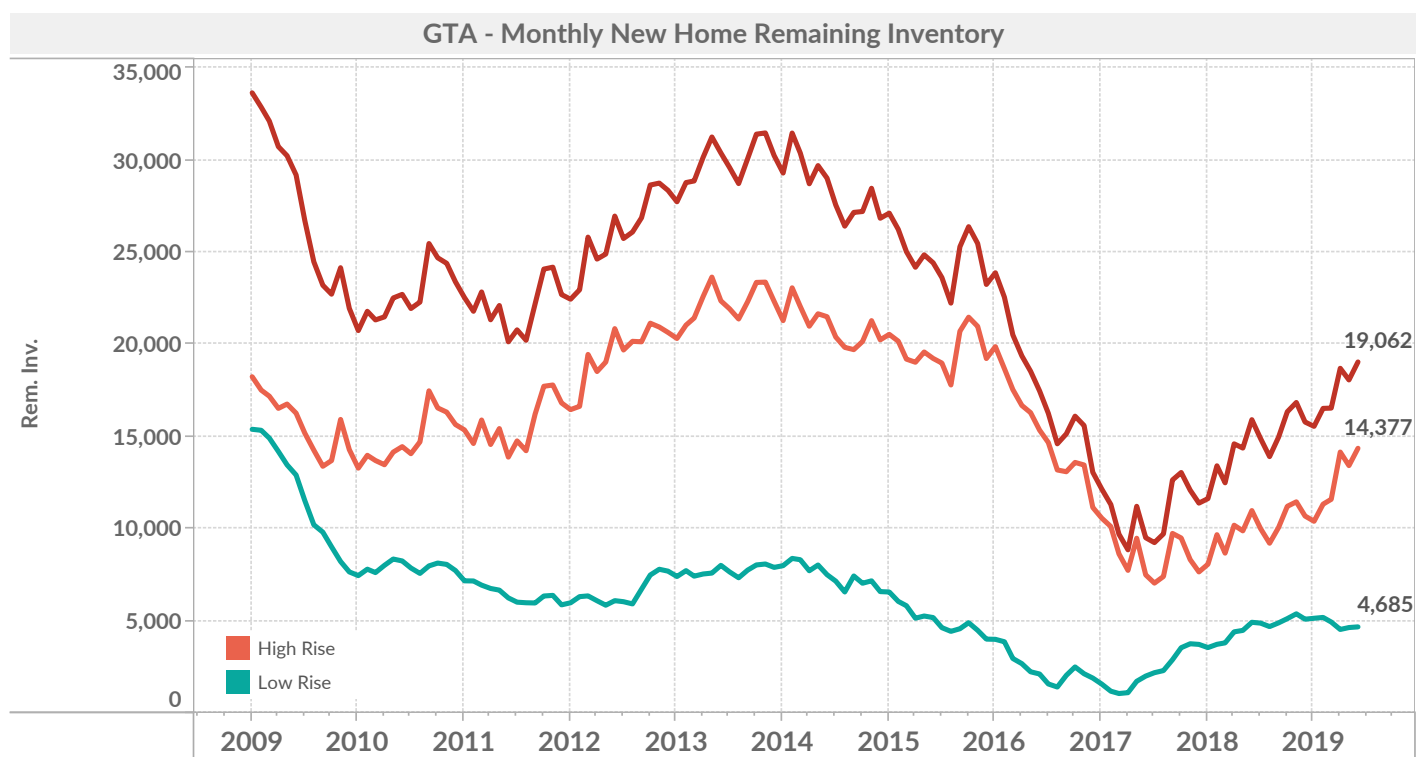
Sales & Remaining Inventory



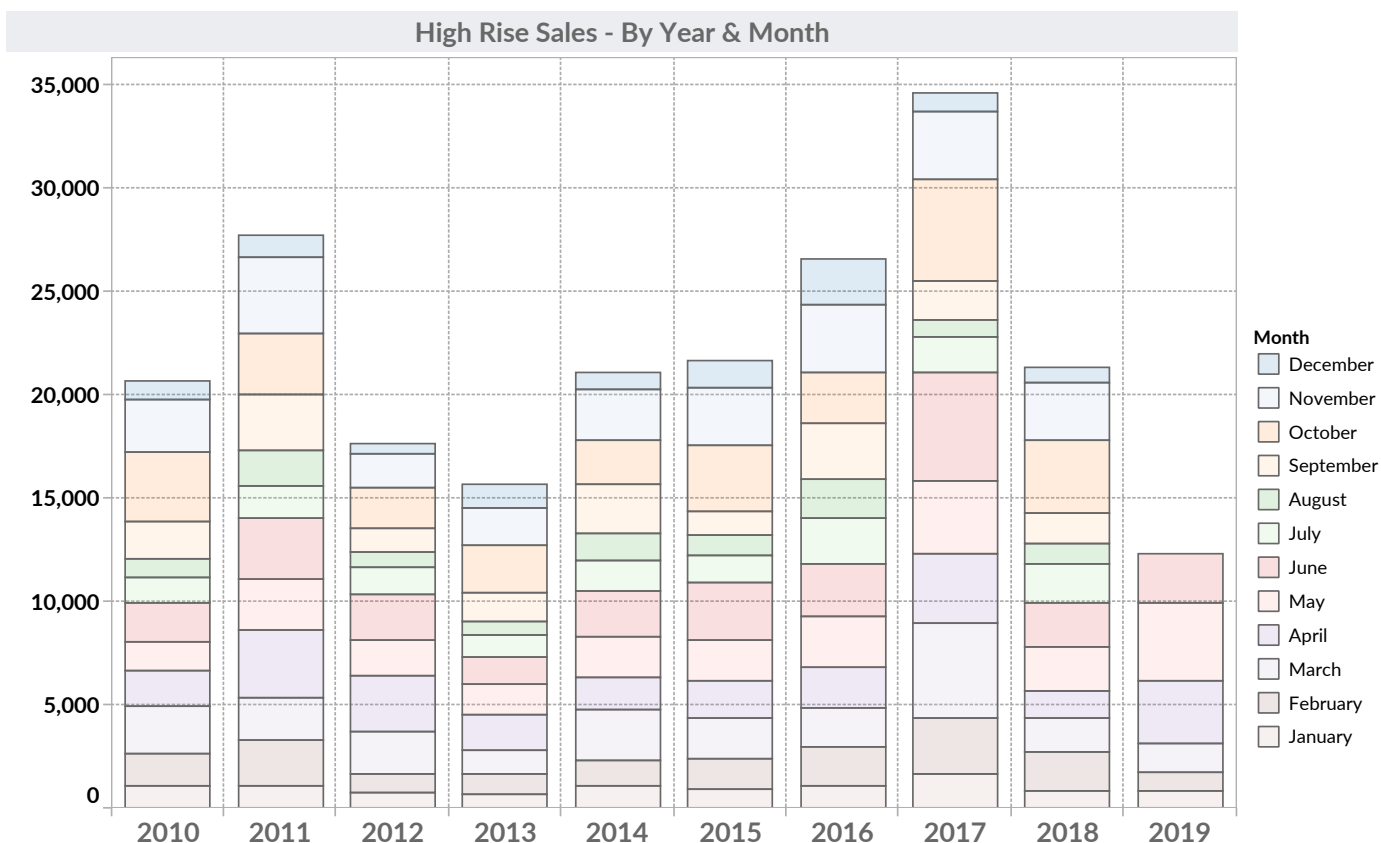
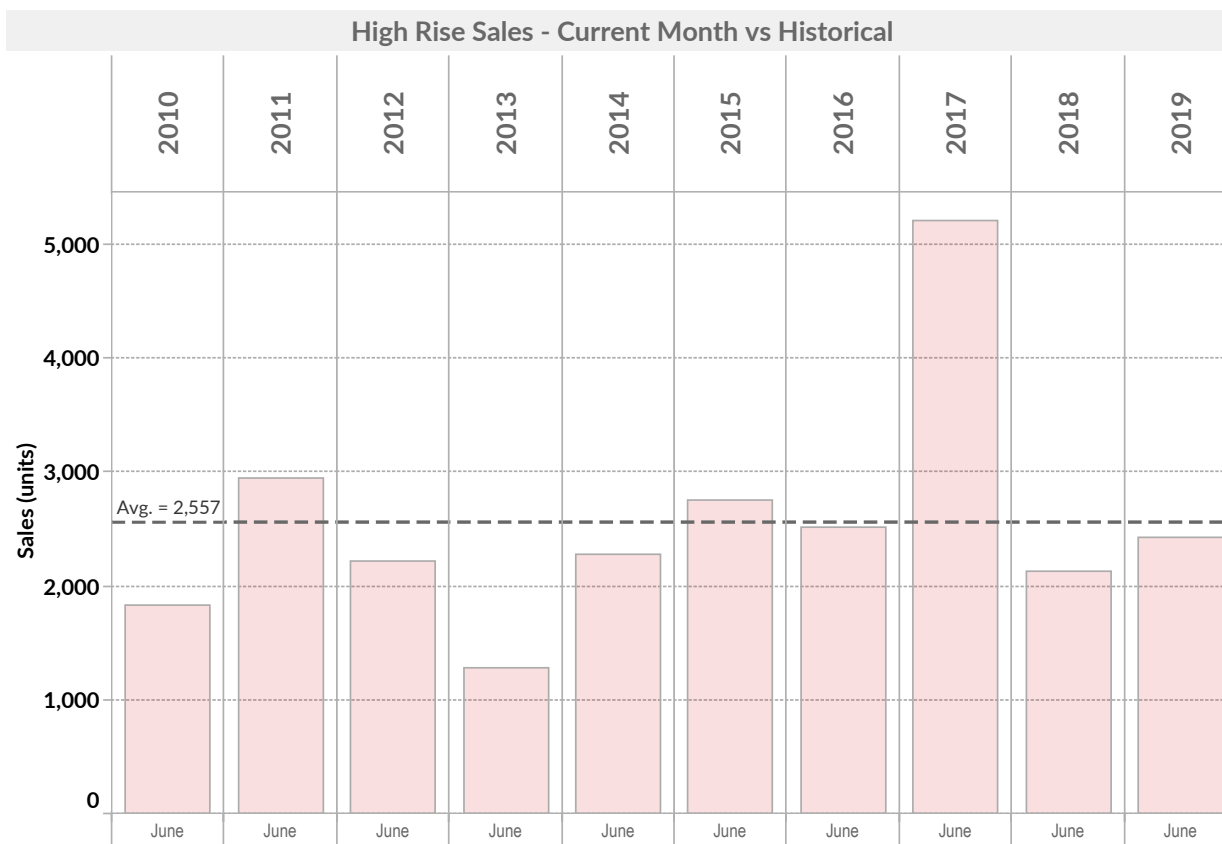
Pricing



Remaining Inventory

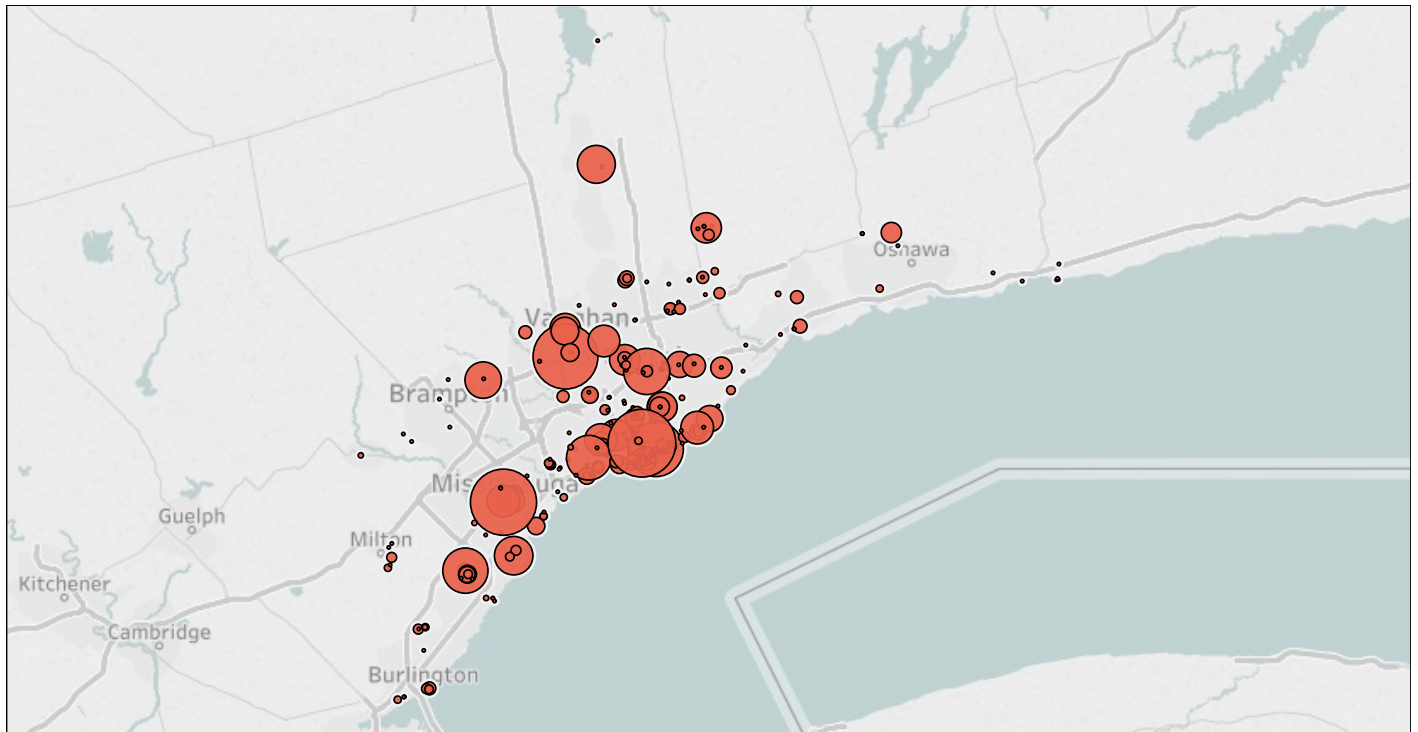


Historical Sales Comparison

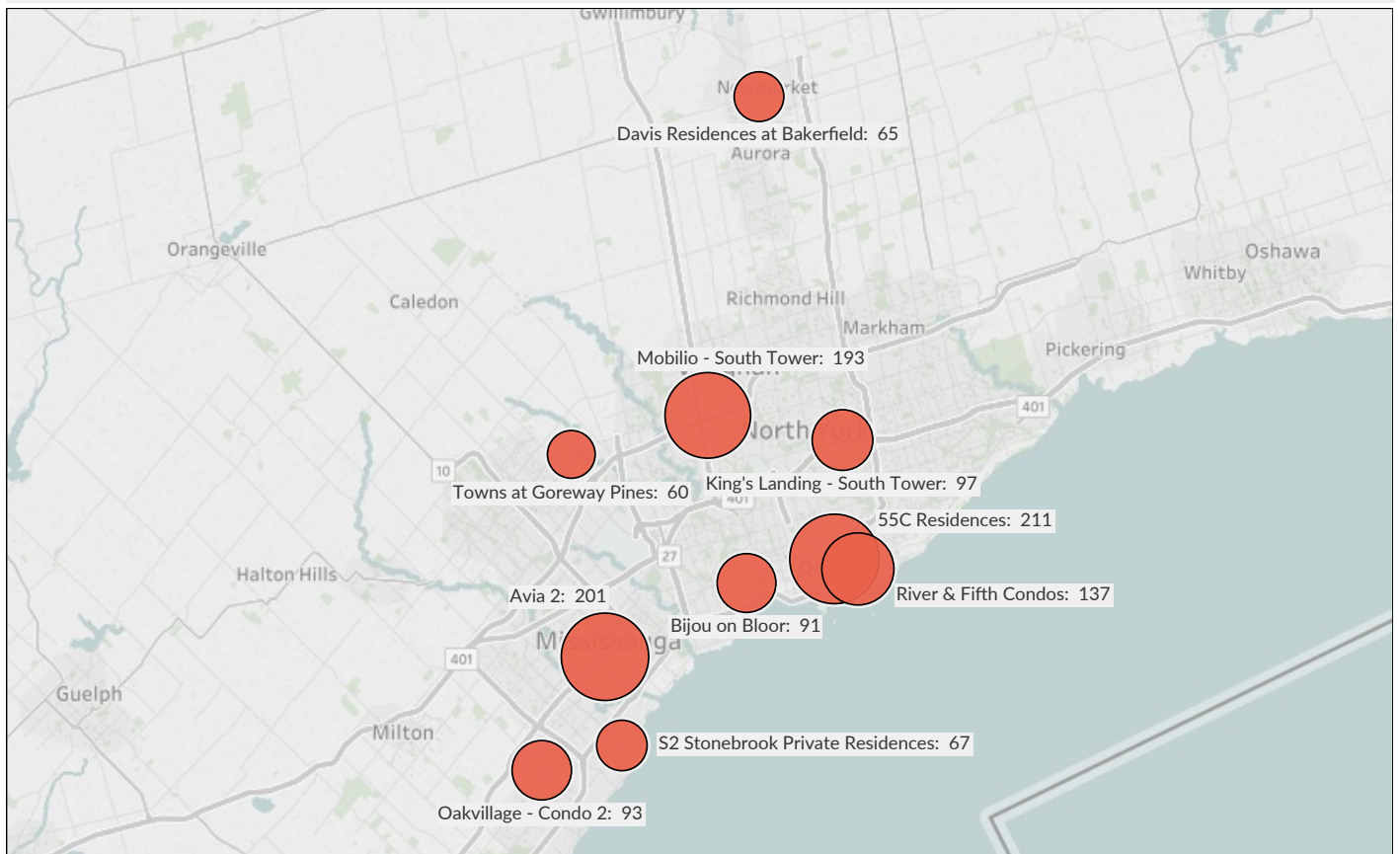


Current Sites

GTA - Active High Rise Sites by Current Month Sales



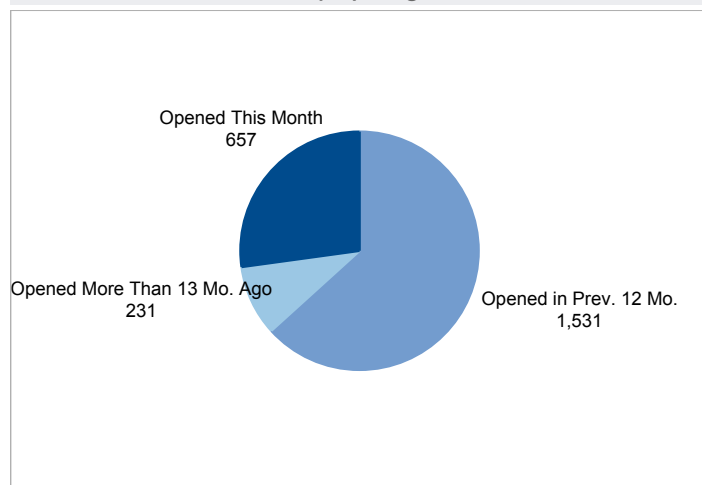
GTA - Top 10 Sites by Current Month Sales



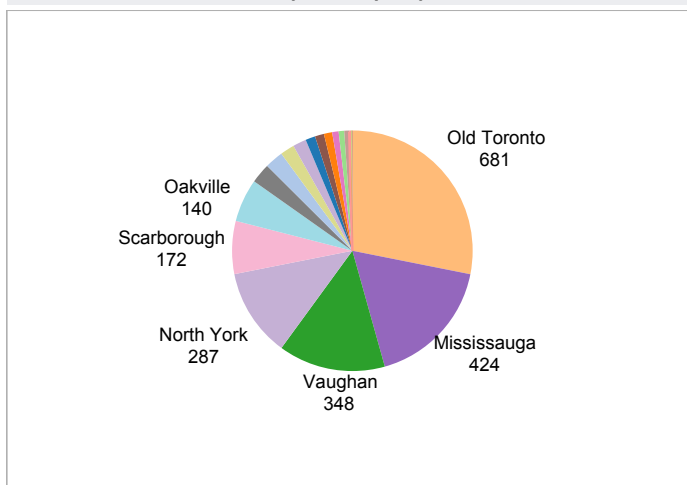
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

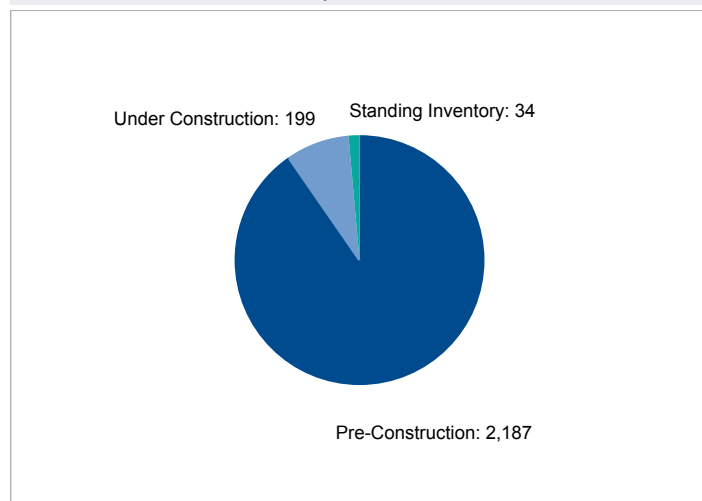
Sales by Opening Date



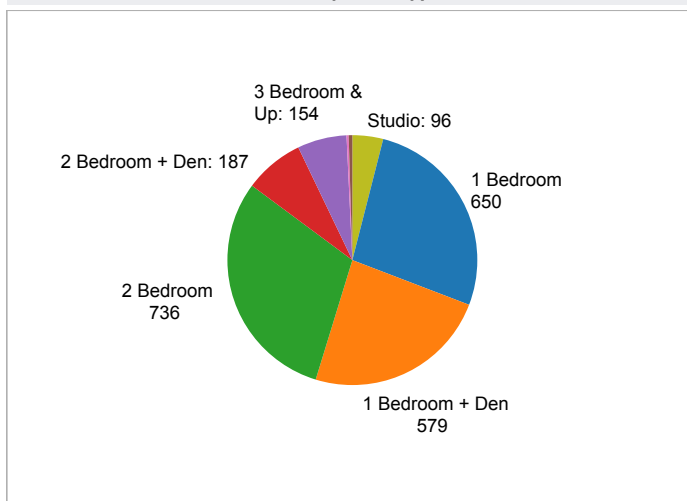
Sales by Municipality/Area



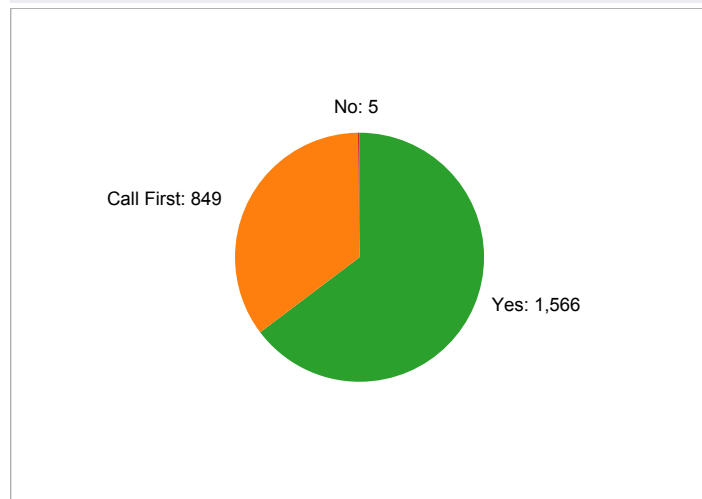
Sales by Const. Status



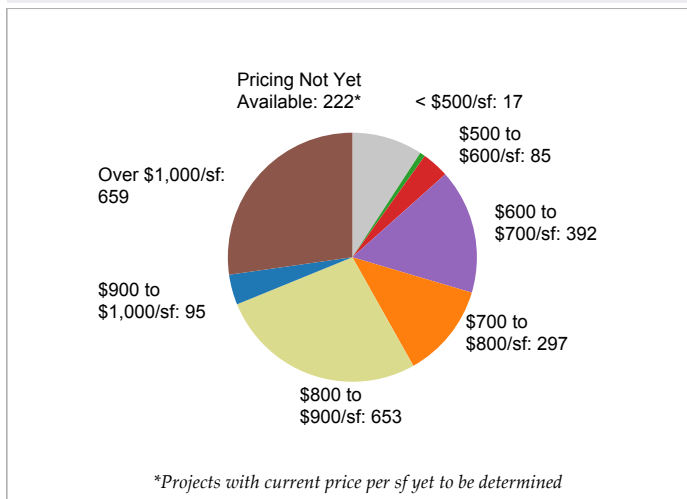
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

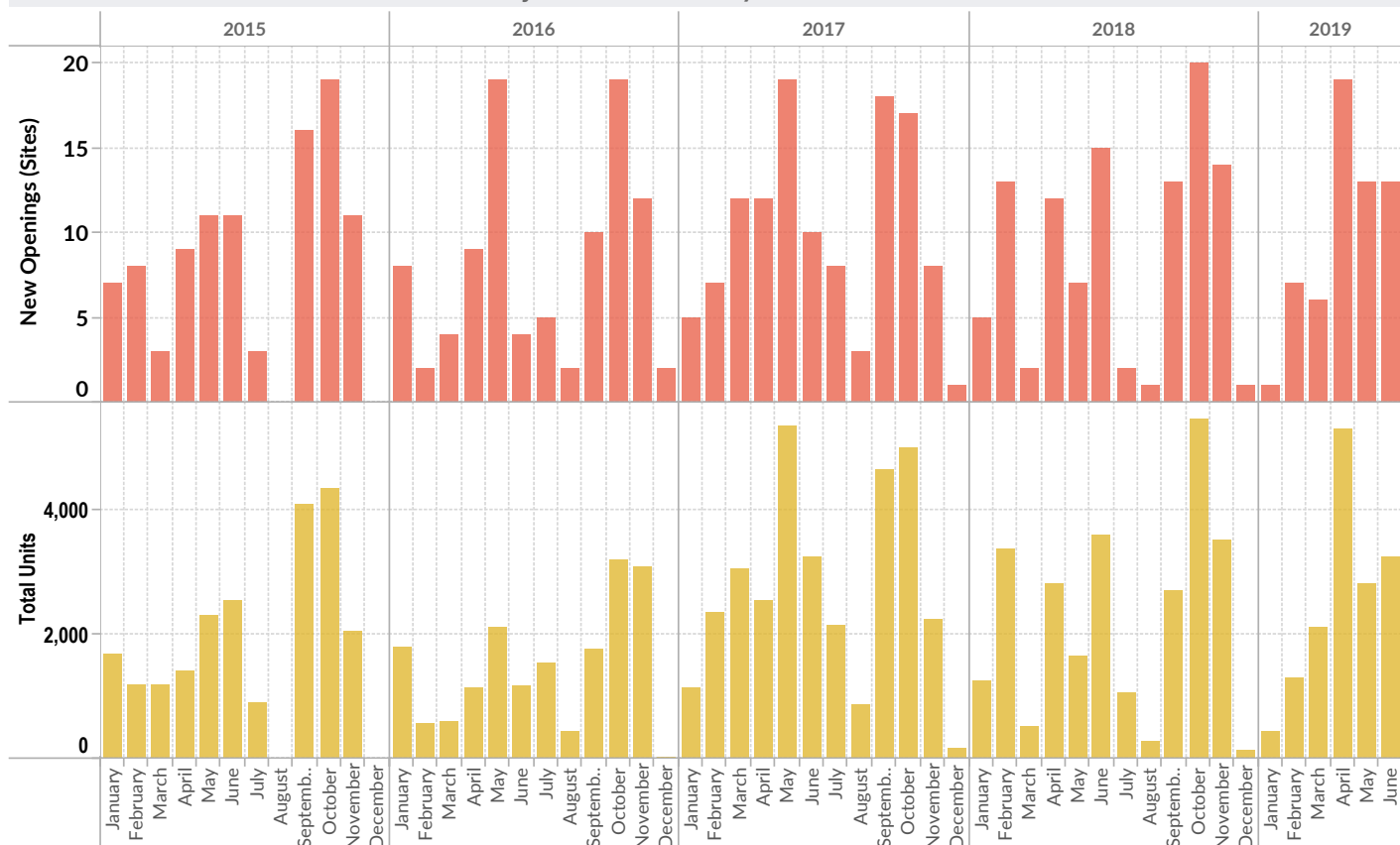
New Openings

June 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Clonmore Urban Towns - Core Development Group	Scarborough	6/1/2019	118	48	70	\$676
Reunion Crossing Condos and Urban Towns - Diamond Kilmer Developments	Old Toronto	6/1/2019	153	46	102	\$811
Reunion Crossing Condos and Urban Towns (Stacked) - Diamond Kilmer Developments	Old Toronto	6/1/2019	76	11	61	\$671
River & Fifth Condos - Broccolini	Old Toronto	6/1/2019	580	137	443	\$0
St. Clair Village - Canderel Residential and KingSett Capital	York	6/1/2019	122	44	78	\$0
Oakvillage - Condo 2 - Minto Developments	Oakville	6/4/2019	257	93	155	\$674
55C Residences - Mod Developments Inc.	Old Toronto	6/9/2019	551	211	255	\$1,429
S2 Stonebrook Private Residences - United Lands	Mississauga	6/10/2019	225	67	158	\$664
Empire Maven - Empire *	North York	6/21/2019	58	0	55	\$1,364
Notting Hill Condominiums-West Tower - Lanterra Developments	Ettobicoke	6/22/2019	564	0	351	\$747
East Junction Condos (Stacked) - Limen Group *	Old Toronto	6/27/2019	46	0	46	\$975
Well - Classic Series I - Tridel *	Old Toronto	6/29/2019	400	0	400	\$1,308
Well - Signature Series - Tridel *	Old Toronto	6/29/2019	98	0	98	\$1,444
Grand Total			3,248	657	2,272	\$788

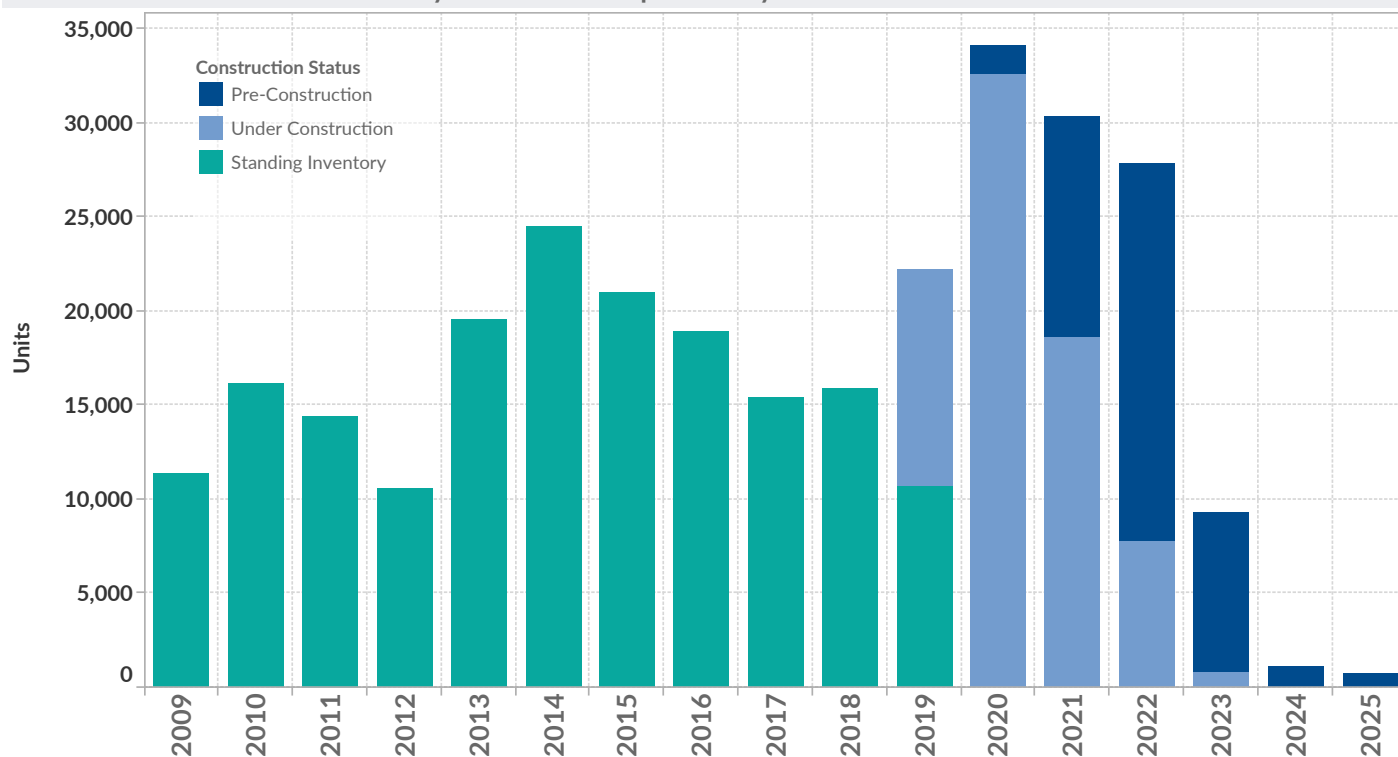
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

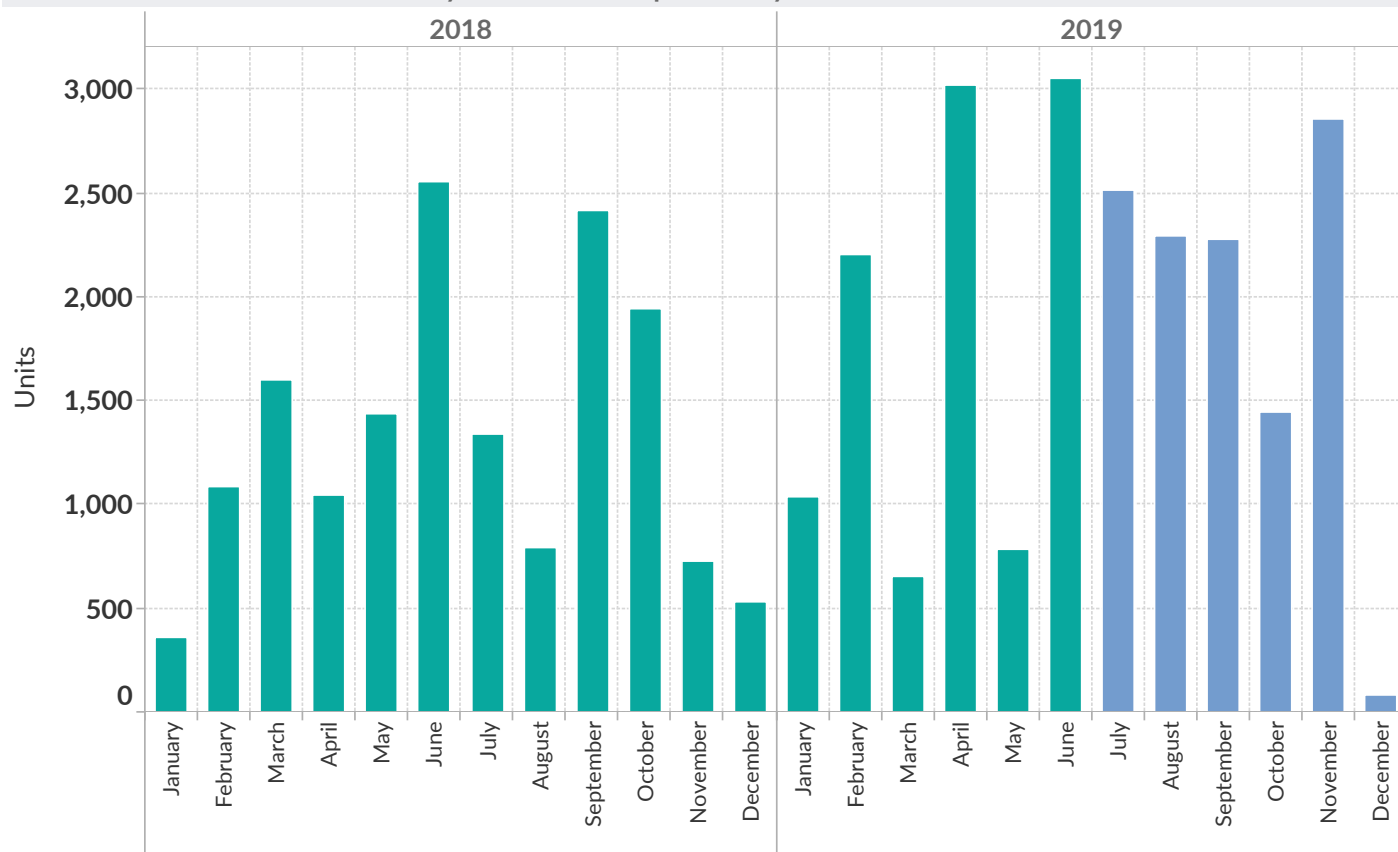


Scheduled Completions

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	64	13							1,013	8.2%
Menkes	15	46	44	14	546	201							866	7.0%
Amacon Developments			0	475	38	248							761	6.2%
QuadReal Property Group				0	524	193							717	5.8%
Camrosl Felcorp	0	3	14	5	543	29							594	4.8%
Times Group Corporation	0	1	245	179	18	9							452	3.7%
Cortel Group	19	9	22	32	239	50							371	3.0%
Reserve Properties	247	34	36	36	6	9							368	3.0%
Westdale Properties	247	34	36	36	6	9							368	3.0%
Aoyuan International	0	47	164	29	61	50							351	2.8%
Minto Developments	0	4	2	0	241	104							351	2.8%
Capital Developments	0	0	0	287	23	3							313	2.5%
Mattamy Homes	7	6	13	193	71	20							310	2.5%
Collecdev				0	290								290	2.4%
Tribute Communities	18	9	158	31	30	33							279	2.3%
Concord Adex	5	79	37	12	24	108							265	2.1%
Kingdom Developments				0	239	23							262	2.1%
Aspen Ridge Homes	0	1	5	0	167	85							258	2.1%
Greenpark Group				0	213	34							247	2.0%
Tridel	10	15	14	22	148	22							231	1.9%
Mod Developments Inc.	0	0	8	0	0	211							219	1.8%
Pinnacle International	22	27	37	40	35	44							205	1.7%
Pemberton Group	65	32	74	11	10	10							202	1.6%
Urban Capital Property Group	23	12	15	76	59	9							194	1.6%
Solmar Development Corp.	16	24	24	20	36	70							190	1.5%
Total (All 155 Builders)	832	869	1,415	3,040	3,755	2,420							12,331	

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 %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
Menkes	1,023	143	60	19	28	22	15	46	44	14	546	201	2,161	9.1%
Centrecourt Developments Inc.										936	64	13	1,013	4.3%
Reserve Properties	0	1	1	325	120	13	247	34	36	36	6	9	828	3.5%
Mattamy Homes	3	1	82	354	58	19	7	6	13	193	71	20	827	3.5%
Westdale Properties				325	120	13	247	34	36	36	6	9	826	3.5%
Cresford Developments	0	0	1	747	1	0	0	55	4	10	3	4	825	3.5%
Urban Capital Property Group	9	7	13	10	494	70	23	12	15	76	59	9	797	3.4%
Rogers Real Estate Development Limited	6	6	13	9	493	70	22	11	15	75	52	9	781	3.3%
Amacom Developments									0	475	38	248	761	3.2%
Pemberton Group	48	93	192	144	33	19	65	32	74	11	10	10	731	3.1%
QuadReal Property Group										0	524	193	717	3.0%
Empire	162	58	157	116	90	1	3	18	57	19	9	25	715	3.0%
Camroft Felcorp	7	11	7	22	9	11	0	3	14	5	543	29	661	2.8%
Concord Adex	6	37	5	8	259	6	5	79	37	12	24	108	586	2.5%
Daniels Corporation	23	14	1	329	40	40	29	4	13	4	59	10	566	2.4%
Times Group Corporation	21	40	29	7	3	0	0	1	245	179	18	9	552	2.3%
Cortel Group	13	8	14	1	24	110	19	9	22	32	239	50	541	2.3%
Tribute Communities	3	2	35	13	130	6	18	9	158	31	30	33	468	2.0%
Aoyuan International	0	0	0	55	10	0	0	47	164	29	61	50	416	1.7%
Fernbrook Homes	31	33	41	69	20	52	31	42	17	18	5	47	406	1.7%
Graywood Developments	0	0	122	273	1	0	1	0	2	5	2	0	406	1.7%
Tridel	35	23	13	64	22	10	10	15	14	22	148	22	398	1.7%
Cityzen	30	33	39	66	19	52	30	42	16	18	5	47	397	1.7%
Pinnacle International	11	17	64	39	39	21	22	27	37	40	35	44	396	1.7%
Minto Developments	1	0	0	1	0	2	0	4	2	0	241	104	355	1.5%
Total (All 176 Builders)	1,879	1,002	1,478	3,551	2,728	814	832	869	1,415	3,040	3,755	2,420	23,783	

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 June
55C Residences - Mod Developments Inc.	Old Toronto	Apartment	1 Bedroom	114
			3 Bedroom & Up	15
			2 Bedroom	62
			Studio	20
			Total	211
Avia 2 - Amacon Developments	Mississauga	Apartment	1 Bedroom	84
			1 Bedroom + Den	44
			2 Bedroom + Den	3
			2 Bedroom	51
			Studio	19
			Total	201
Mobillio - South Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	60
			1 Bedroom + Den	94
			2 Bedroom	16
			Studio	23
			Total	193
River & Fifth Condos - Broccolini	Old Toronto	Apartment	1 Bedroom	24
			1 Bedroom + Den	55
			2 Bedroom + Den	6
			3 Bedroom & Up	10
			2 Bedroom	36
			Studio	6
			Total	137
King's Landing - South Tower - Concord Adex	North York	Apartment	1 Bedroom	48
			1 Bedroom + Den	6
			2 Bedroom + Den	0
			3 Bedroom & Up	10
			2 Bedroom	20
			Studio	13
			Total	97
Oakvillage - Condo 2 - Minto Developments	Oakville	Apartment	1 Bedroom	30
			1 Bedroom + Den	50
			2 Bedroom + Den	6
			2 Bedroom	7
			Total	93

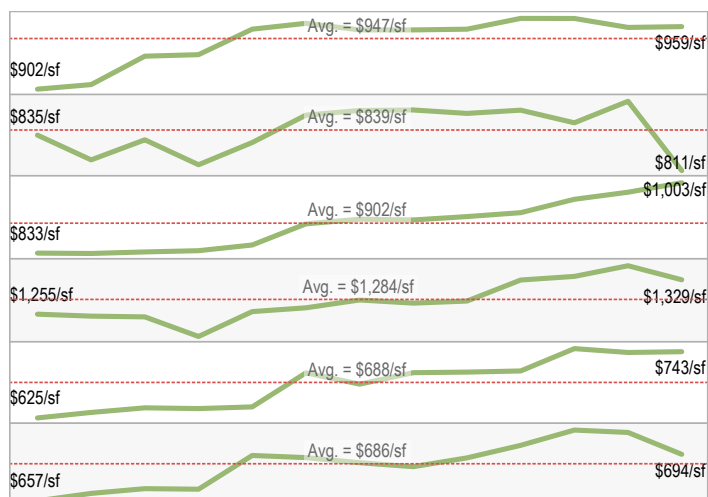
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$959/sf
	Etobicoke	\$811/sf
	North York	\$1,003/sf
	Old Toronto	\$1,329/sf
	Scarborough	\$743/sf
905 Area	905 All Muni.	\$694/sf

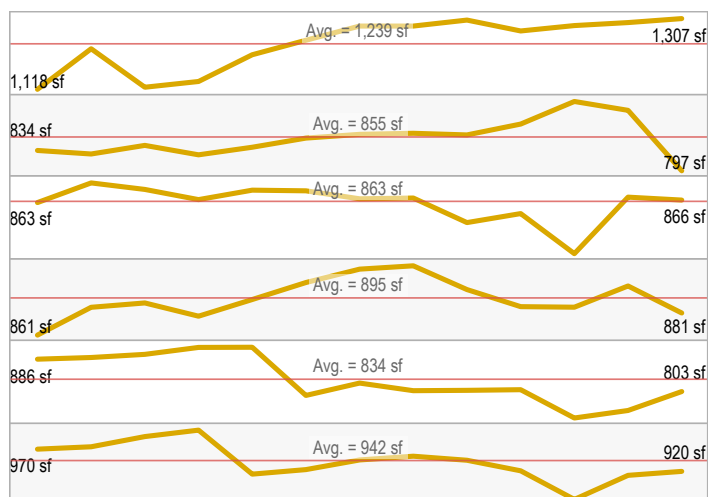
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,307 sf
	Etobicoke	797 sf
	North York	866 sf
	Old Toronto	881 sf
	Scarborough	803 sf
905 Area	905 All Muni.	920 sf

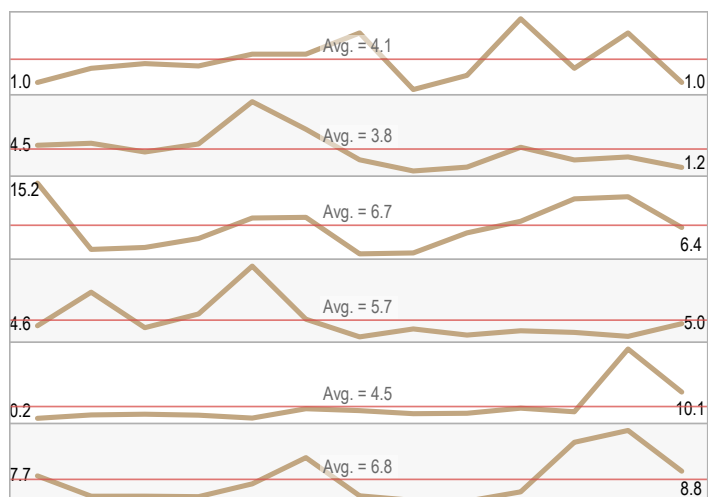
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	1.0
	Etobicoke	1.2
	North York	6.4
	Old Toronto	5.0
	Scarborough	10.1
905 Area	905 All Muni.	8.8

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	June 2019				June 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 4			• 4	• 1			• 1
Central Waterfront	Old Toronto	• 20			• 20	● 224			● 224
Don Mills - York Mills	North York	● 96		• 1	● 97	• 6		• 2	• 8
Downtown Core	Old Toronto	● 239			● 239	• 15			• 15
Downtown East	Old Toronto	● 145			● 145	• 84			• 84
Downtown West	Old Toronto	• 53			• 53	● 159			● 159
Etobicoke Waterfront	Etobicoke	• 0			• 0	• 12			• 12
Highway7 - Yonge	Markham	• 0			• 0	• 42			• 42
	Richmond Hill	• 12		• 9	• 21	• 17		• 3	• 20
Mississauga City Centre	Mississauga	● 319			● 319	• 96			• 96
North Toronto	Old Toronto	• 24			• 24	• 22			• 22
North Yonge Corridor	North York	• 54		• 1	• 55	● 529		• 13	● 542
North York East	North York	• 0		• 0	• 0	• 0			• 0
North York West	North York	• 23		• 6	• 29	• 21		• 44	• 65
Not Applicable	Brampton	• 0		• 60	• 60	• 48		• 48	• 96
	Burlington	• 27			• 27	• 6			• 6
	Clarington	• 0		• 0	• 0	• 1		• 0	• 1
	East York	• 1			• 1	• 3			• 3
	Etobicoke	• 27		• 2	• 29	● 95	• 0		● 95
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 1			• 1	• 6			• 6
	Markham	• 27	• 0	• 5	• 32	• 70		• 1	• 71
	Milton	• 2		• 4	• 6	• 35		• 1	• 36
	Mississauga	● 96		• 9	● 105	● 177		• 5	● 182
	Newmarket	• 65	• 0		• 65		• 0		• 0
	Oakville	● 138		• 2	● 140	• 5		• 0	• 5
	Old Toronto	• 2			• 2	• 1			• 1
	Oshawa	• 18			• 18	• 1			• 1
	Pickering	• 8		• 8	• 16	• 49		• 7	• 56
	Scarborough	● 124		• 48	● 172	• 2		• 0	• 2
	Vaughan	● 296		• 7	● 303	• 24		• 0	• 24
	Whitby	• 2			• 2	• 0			• 0
	Whitchurch-Stouffville	• 46			• 46	• 29			• 29
	York	• 44			• 44				
Sheppard Corridor	North York	● 106		• 0	● 106	• 12			• 12
Thornhill	Vaughan	• 45			• 45	● 167			● 167
Toronto East	Old Toronto	• 13	• 0	• 5	• 18	• 9	• 0	• 0	• 9
Toronto West	Old Toronto	● 165		• 11	● 176	• 29	• 0		• 29
Yonge - St. Clair	Old Toronto	• 0			• 0	• 4			• 4
Grand Total		● 2,242	• 0	• 178	● 2,420	● 2,001	• 0	• 124	● 2,125

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	94			94	196			196
Central Waterfront	Old Toronto	1,853			1,853	521			521
Don Mills - York Mills	East York								
	North York	358		19	377	748		15	763
	Old Toronto								
Downtown Core	Old Toronto	1,248			1,248	751			751
Downtown East	Old Toronto	852			852	695			695
Downtown West	Old Toronto	1,896			1,896	1,667			1,667
Etobicoke Waterfront	Etobicoke	138			138	133			133
Highway7 - Yonge	Markham	93			93	147			147
	Richmond Hill	88		41	129	140		107	247
Mississauga City Centre	Mississauga	2,454			2,454	709			709
North Toronto	North York								
	Old Toronto	1,138			1,138	264			264
North Yonge Corridor	North York	769		10	779	198		8	206
	Old Toronto								
North York East	North York	5		2	7	0		28	28
North York West	North York	897		40	937	250		28	278
	Old Toronto								
Not Applicable	York								
	Ajax								
	Aurora								
	Brampton	146		279	425	44		234	278
	Burlington	353			353	308			308
	Caledon								
	Clarington	11		0	11	89		4	93
	East York	82			82	55			55
	Etobicoke	947	3	69	1,019	721		21	742
	Georgina	0			0	0			0
	Halton Hills	25			25	18			18
	King								
	Markham	831	16	12	859	674	96	30	800
	Milton	93		29	122	118		0	118
	Mississauga	761		234	995	587		146	733
	Newmarket	65	2		67	154	4		158
	North York								
	Oakville	821		96	917	293		17	310
	Old Toronto	12			12	55			55
	Oshawa	217			217	295			295
	Pickering	305		138	443	25		37	62
	Richmond Hill								
	Scarborough	742		115	857	808		110	918
	Uxbridge								
	Vaughan	2,288		43	2,331	474		157	631
	Whitby	86			86	109			109
	Whitchurch-Stouffville	136			136	184			184
	York	44			44	78			78
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	998		8	1,006	737		16	753
Thornhill	Markham								
	Vaughan	207			207	15			15
Toronto East	East York								
	Old Toronto	365	2	19	386	114	14	20	148
Toronto West	Old Toronto	1,149	1	11	1,161	747		107	854
Yonge - St. Clair	Old Toronto	27			27	57			57
Grand Total		22,594	24	1,165	23,783	13,178	114	1,085	14,377

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