



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of July 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-19		Jul-18		Change
High Rise	2,297		1,879		22.2%
Low Rise	566		240		135.8%
Total	2,863		2,119		35.1%
Year to Date Sales	Jan.-Jul. 2019		Jan.-Jul. 2018		Y/Y Change
High Rise	14,934		11,679		27.9%
Low Rise	5,334		2,326		129.3%
Total	20,268		14,005		44.7%
Year to Date Supply	Jan.-Jul. 2019		Jan.-Jul. 2018		Y/Y Change
High Rise	16,417		14,336		14.5%
Low Rise	4,636		3,482		33.1%
Total	21,053		17,818		18.2%
Year to Date Completions	Jan.-Jul. 2019		Jan.-Jul. 2018		Y/Y Change
High Rise	14,798		9,414		57.2%
Remaining Inventory	Jul-19	Jun-19	Jul-18	M/M Change	Y/Y Change
High Rise	12,873	13,953	9,960	-7.7%	29.2%
Low Rise	4,409	4,830	4,889	-8.7%	-9.8%
Total	17,282	18,783	14,849	-8.0%	16.4%
Benchmark Price	Jul-19	Jun-19	Jul-18	M/M Change	Y/Y Change
High Rise	\$838,824	\$804,591	\$774,759	4.3%	8.3%
Low Rise	\$1,091,727	\$1,098,948	\$1,142,574	-0.7%	-4.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	4	352	264	162	
High Rise Units	923	89,455	70,924	40,603	
% Sold*	51%	84%	94%	71%	
Low Rise Projects	4	281			
Low Rise Units	89	28,594			
% Sold*	19%	85%			

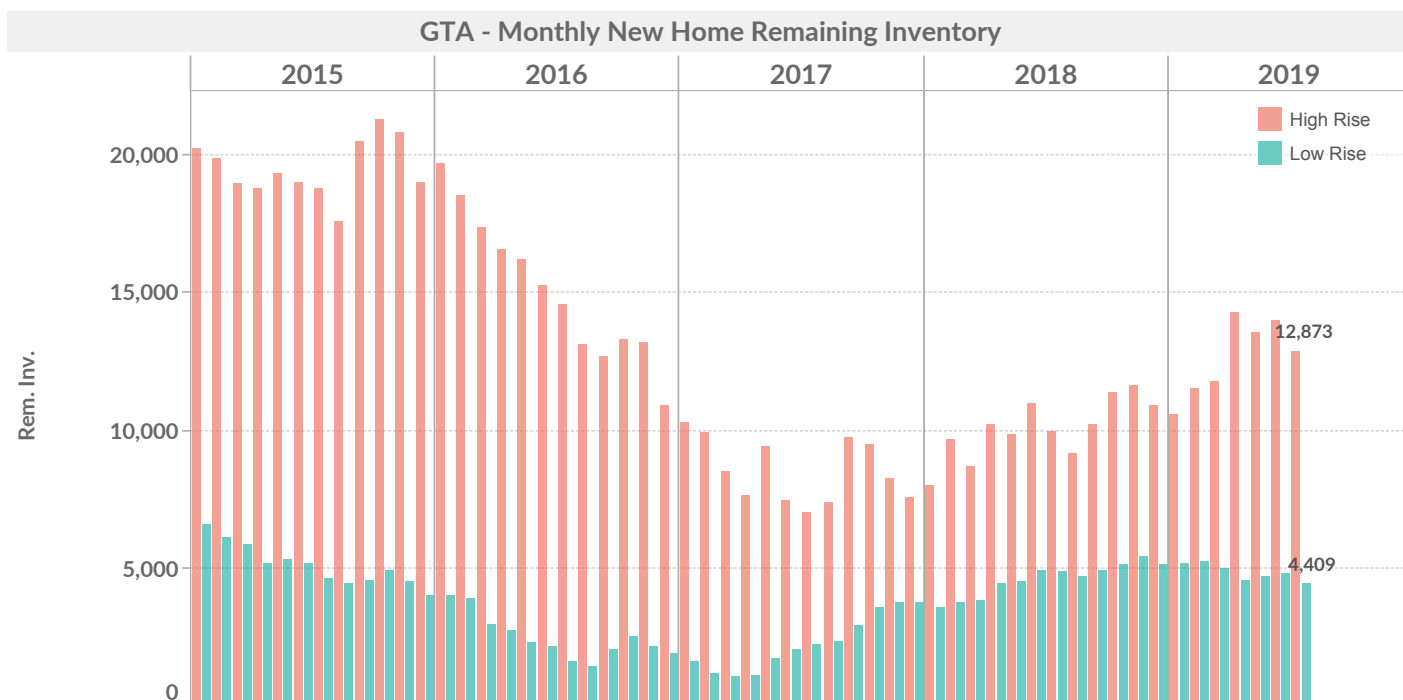
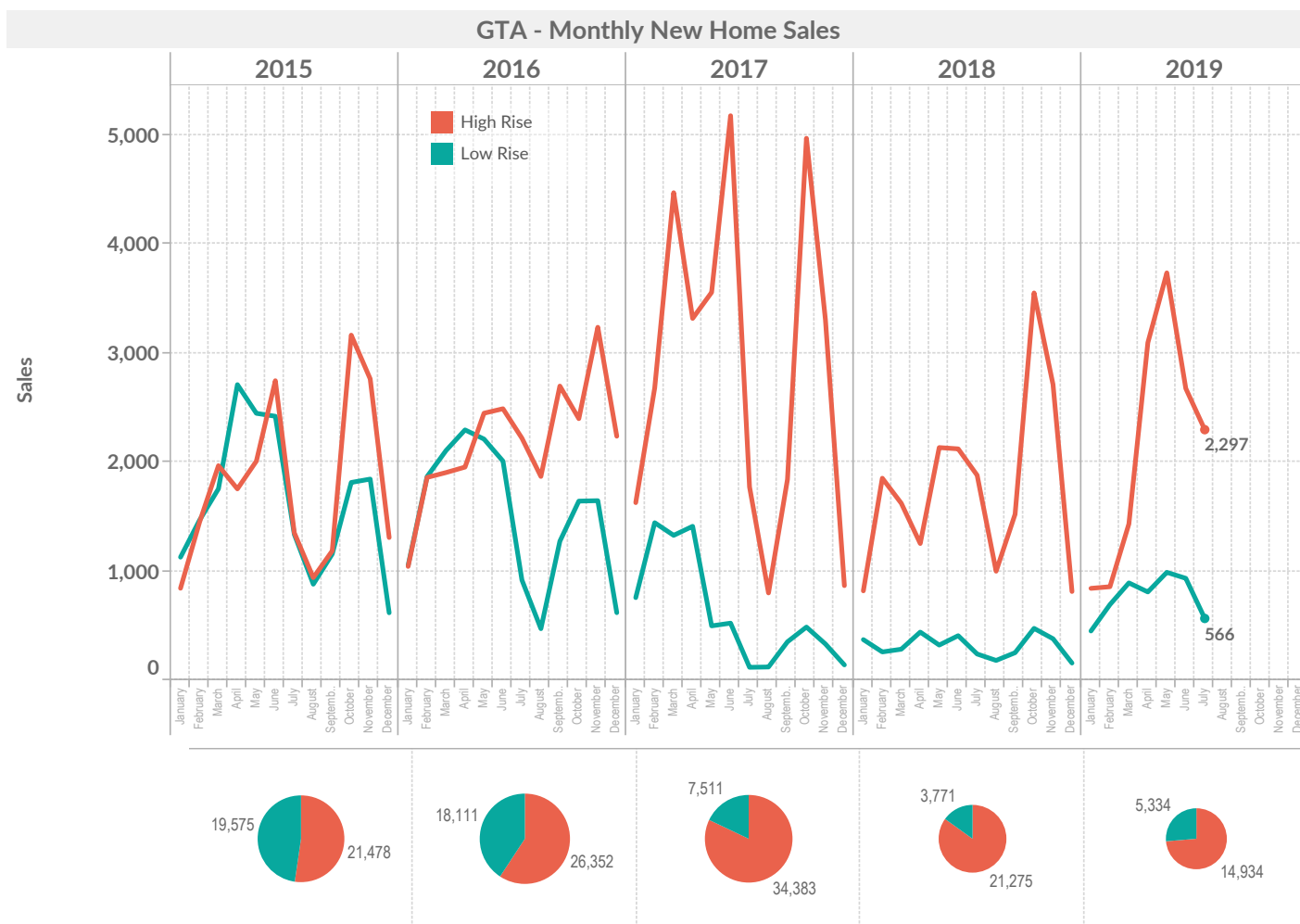
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

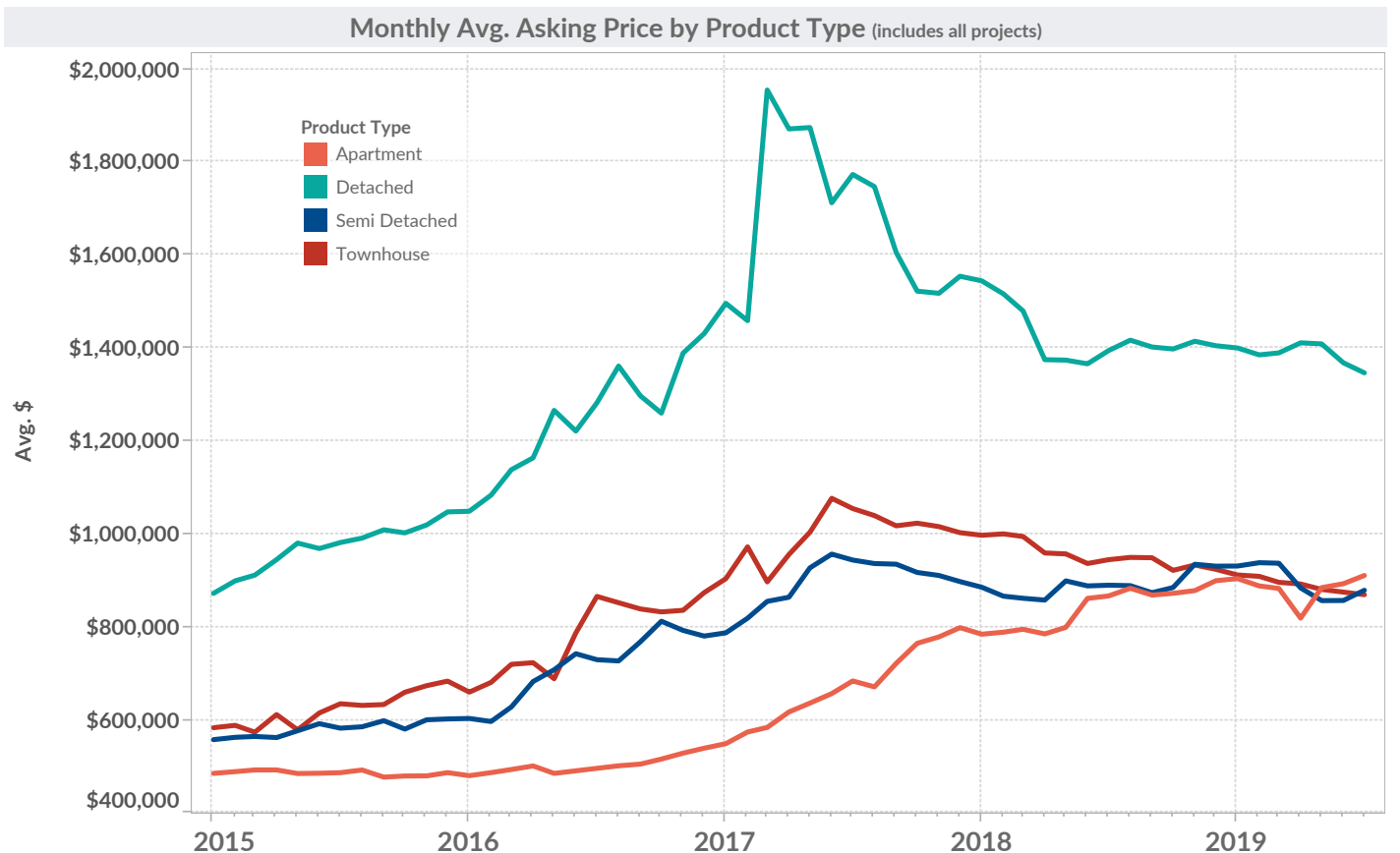
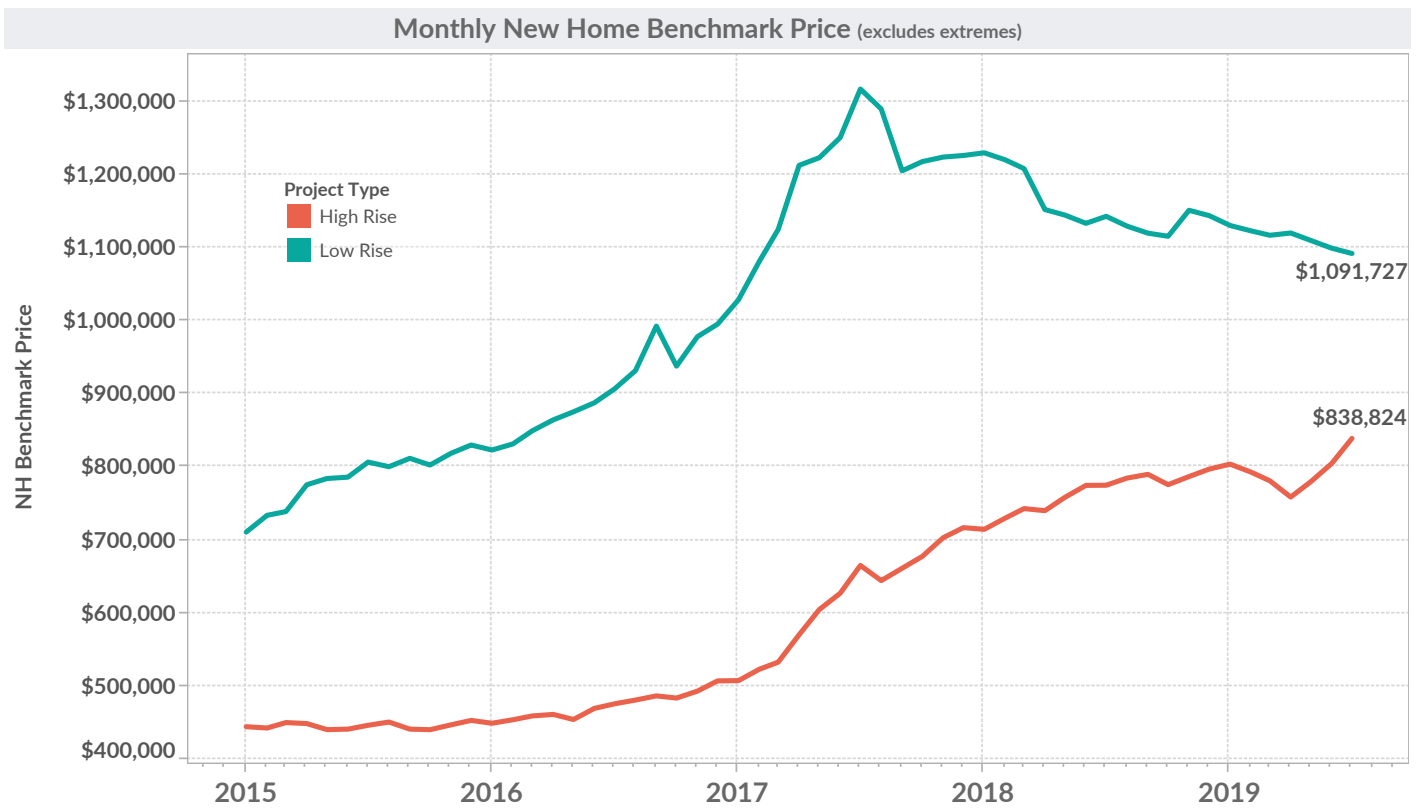
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

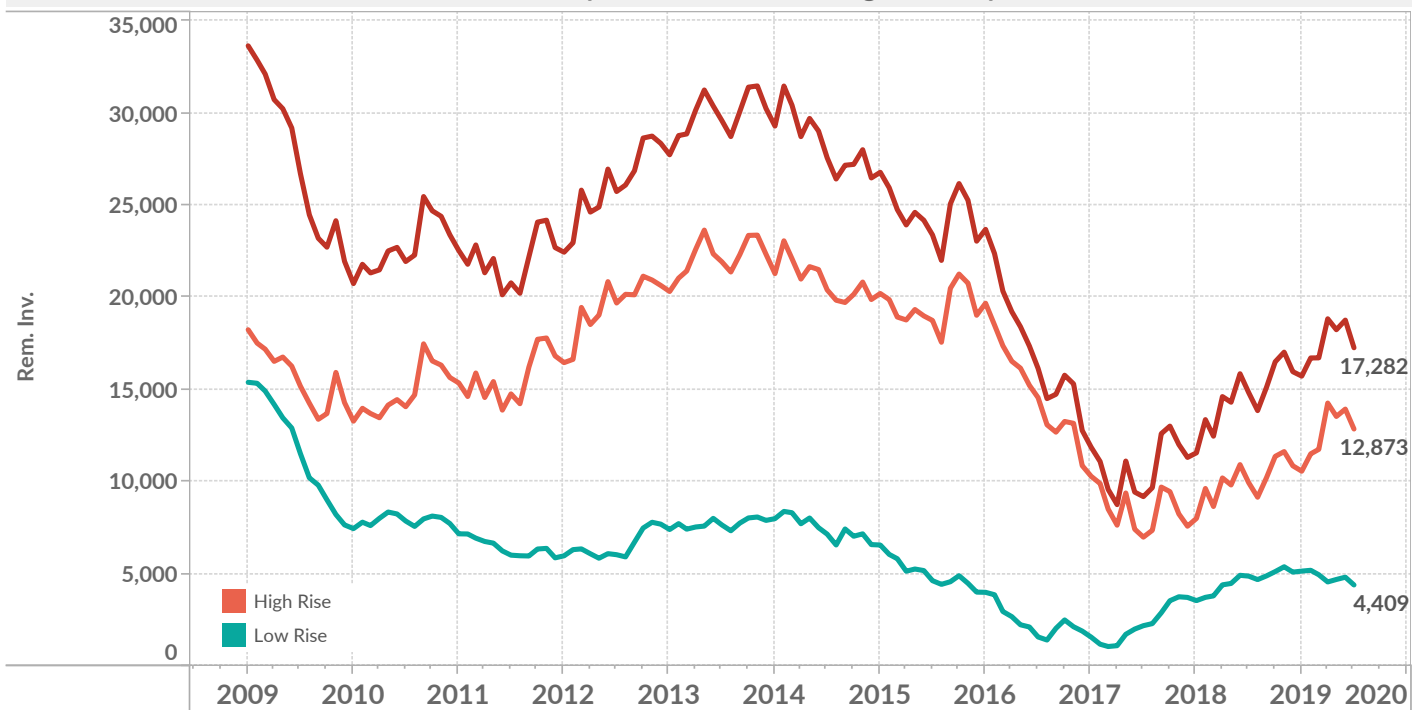


Pricing

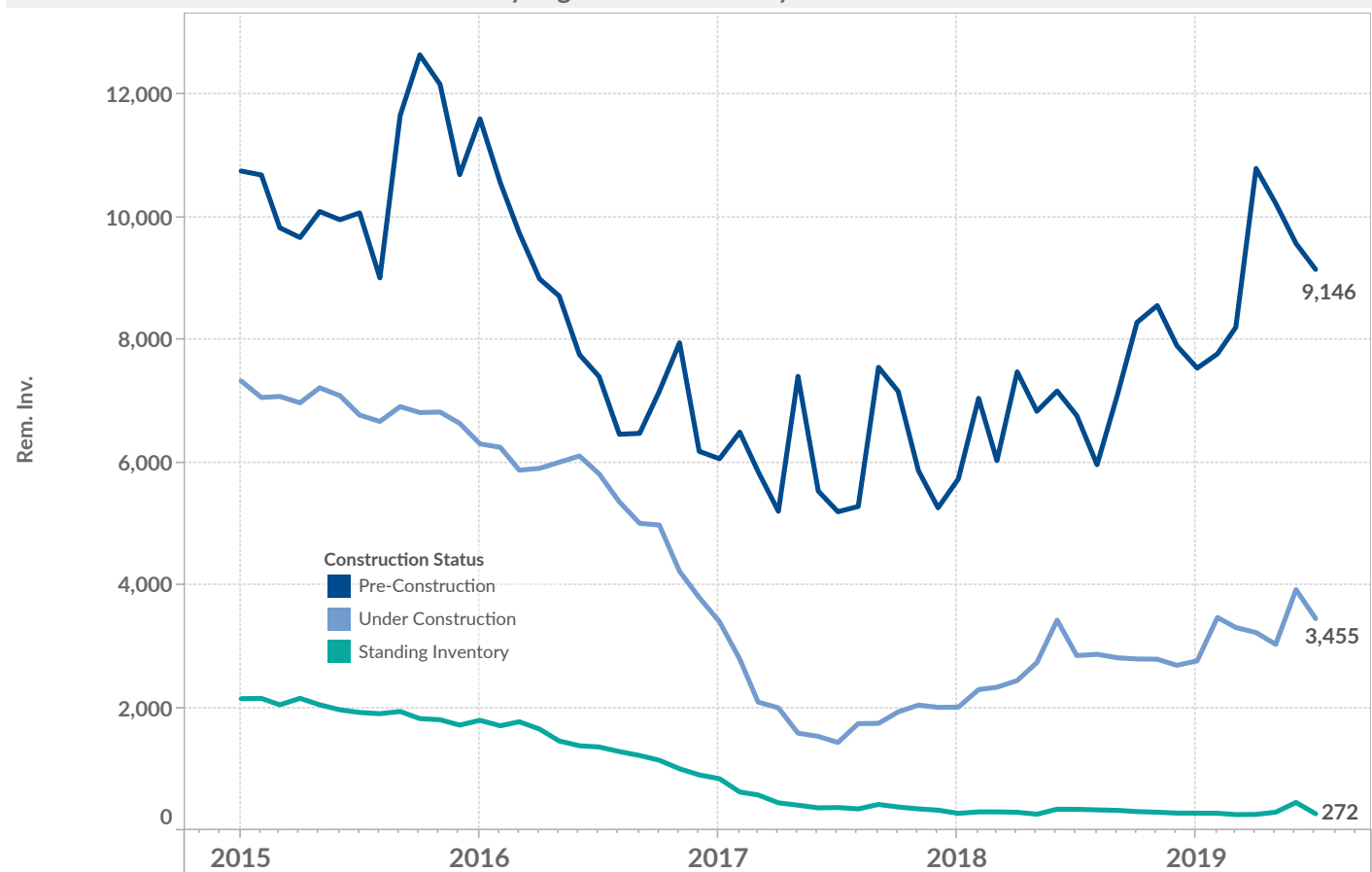


Remaining Inventory

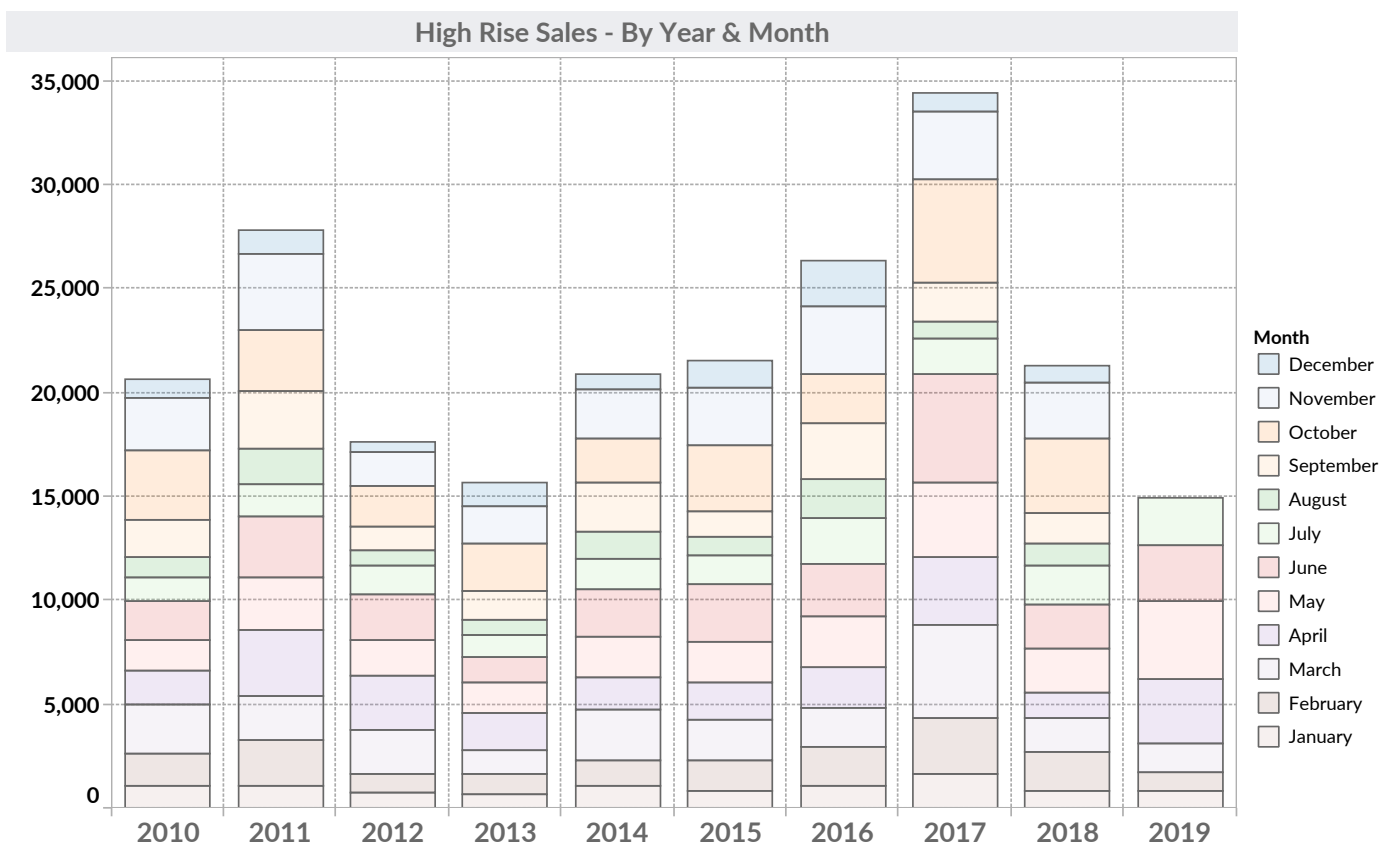
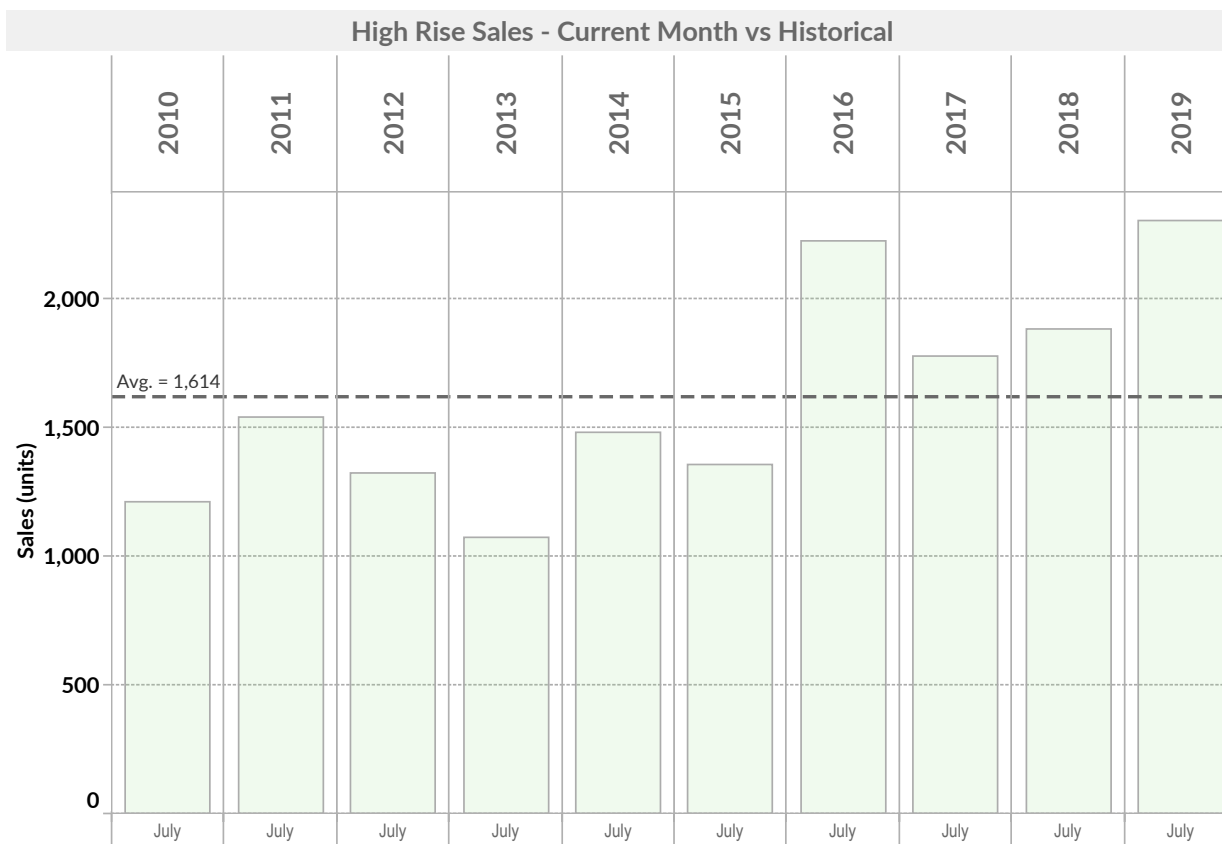
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

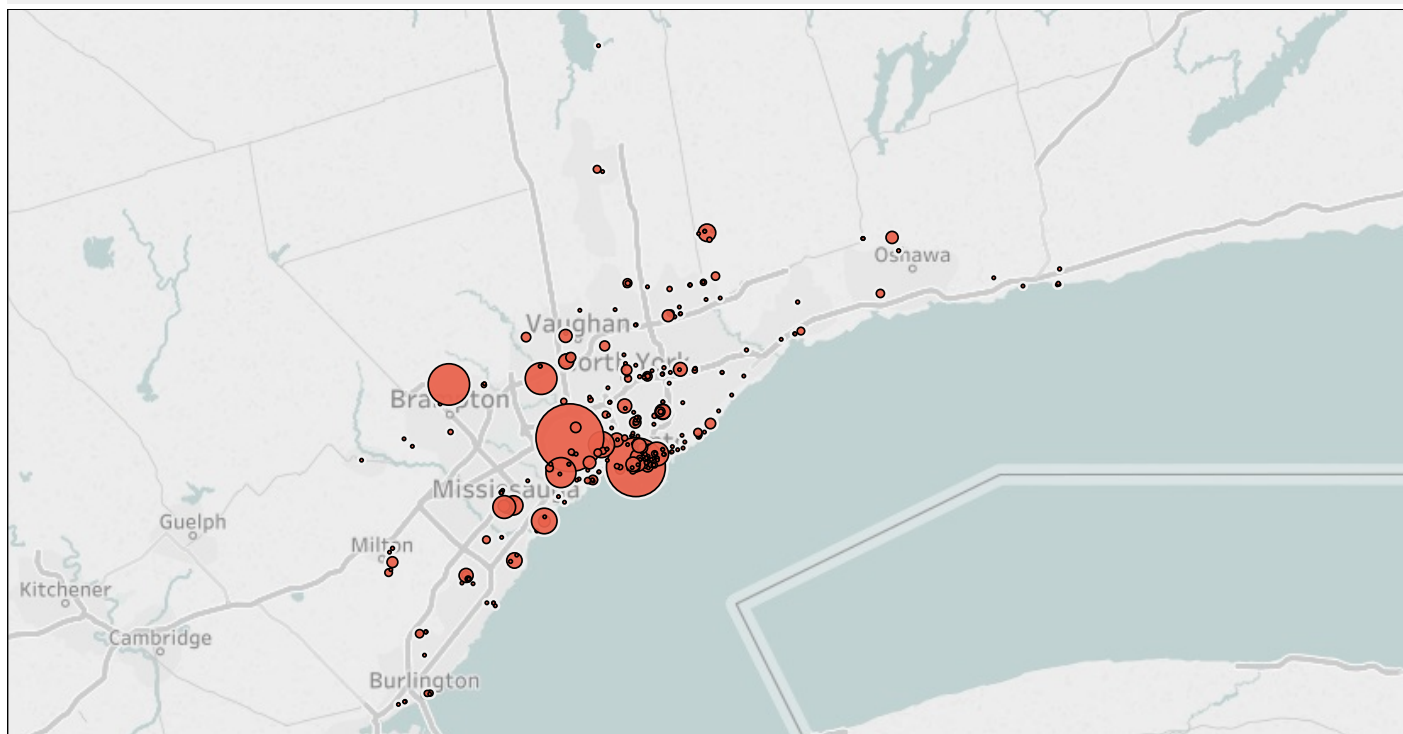


Historical Sales Comparison

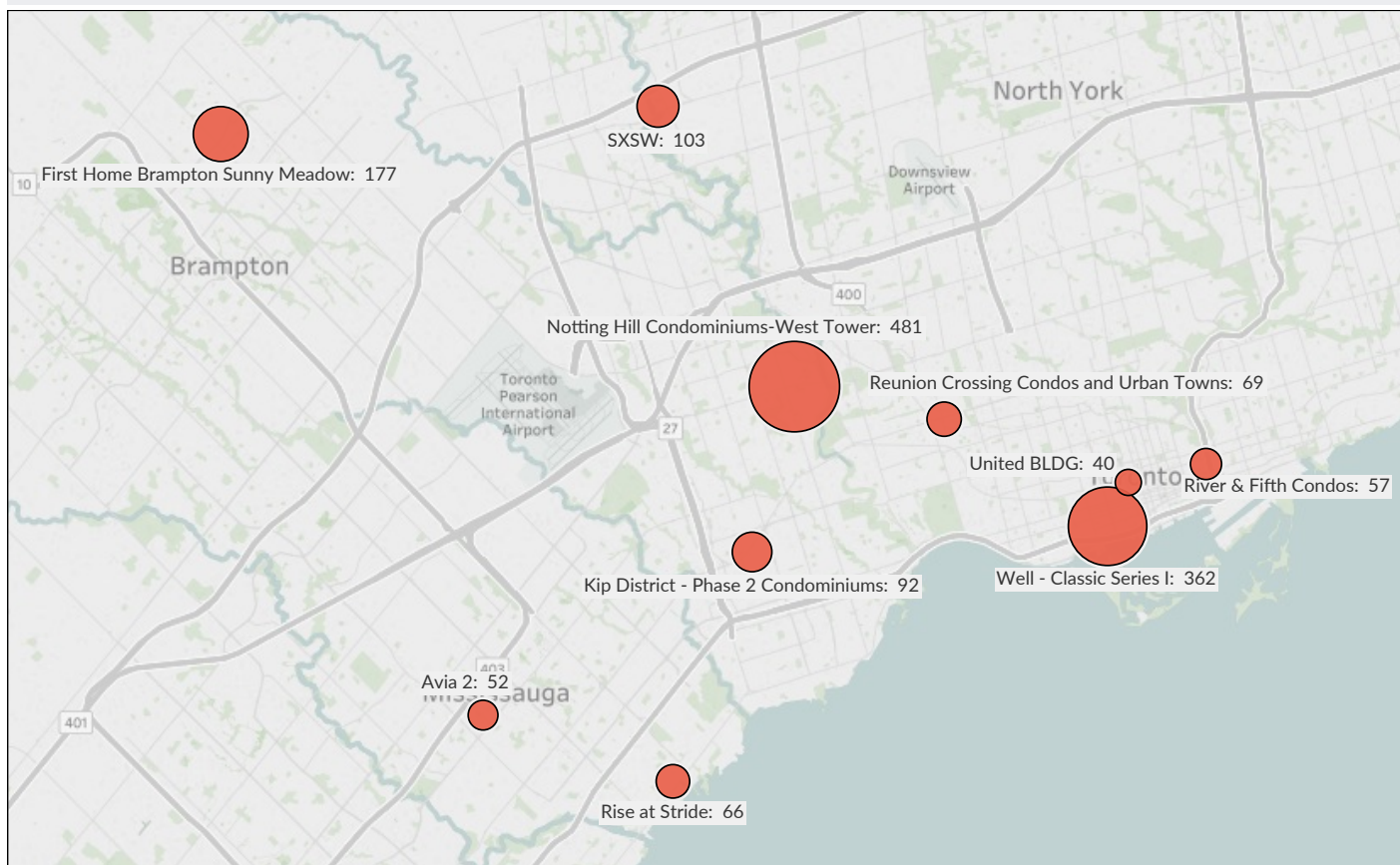


Current Sites

GTA - Active High Rise Sites by Current Month Sales



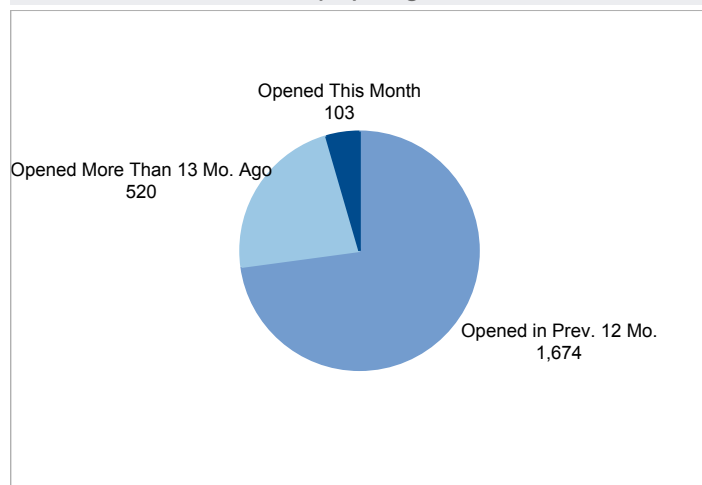
GTA - Top 10 Sites by Current Month Sales



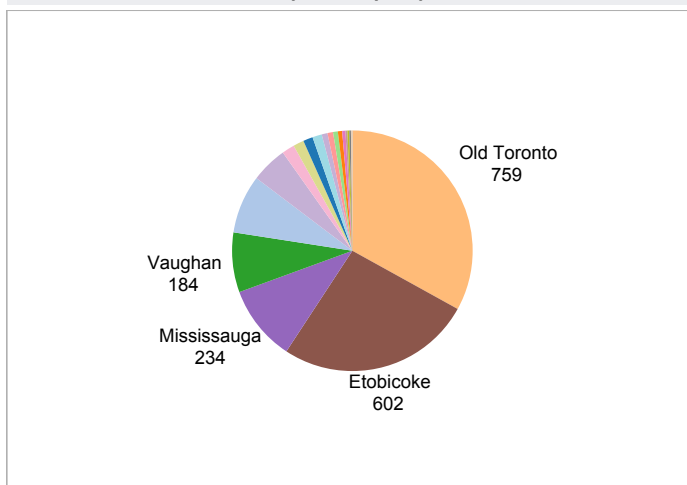
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

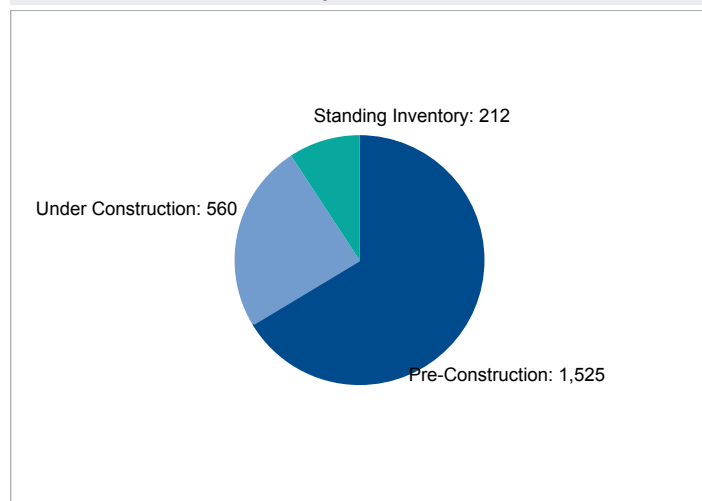
Sales by Opening Date



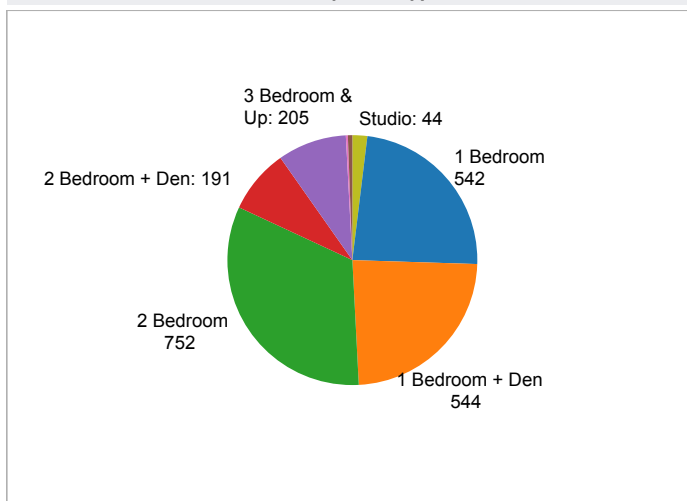
Sales by Municipality/Area



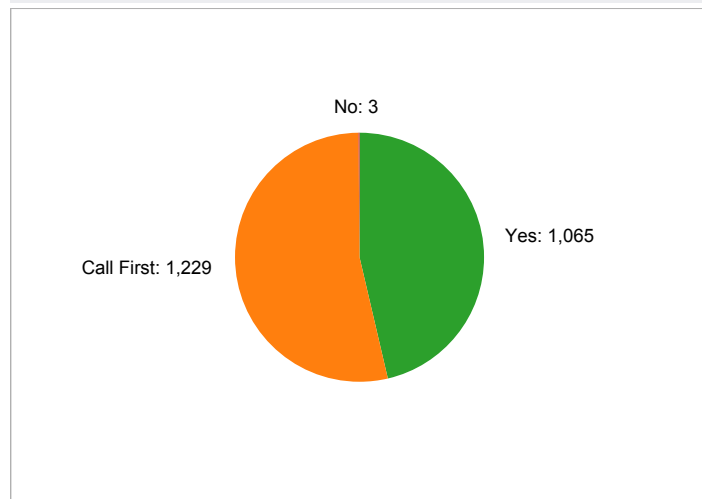
Sales by Const. Status



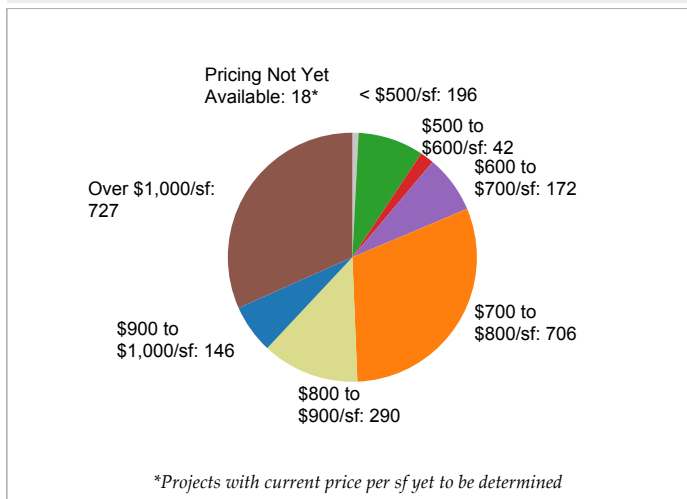
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



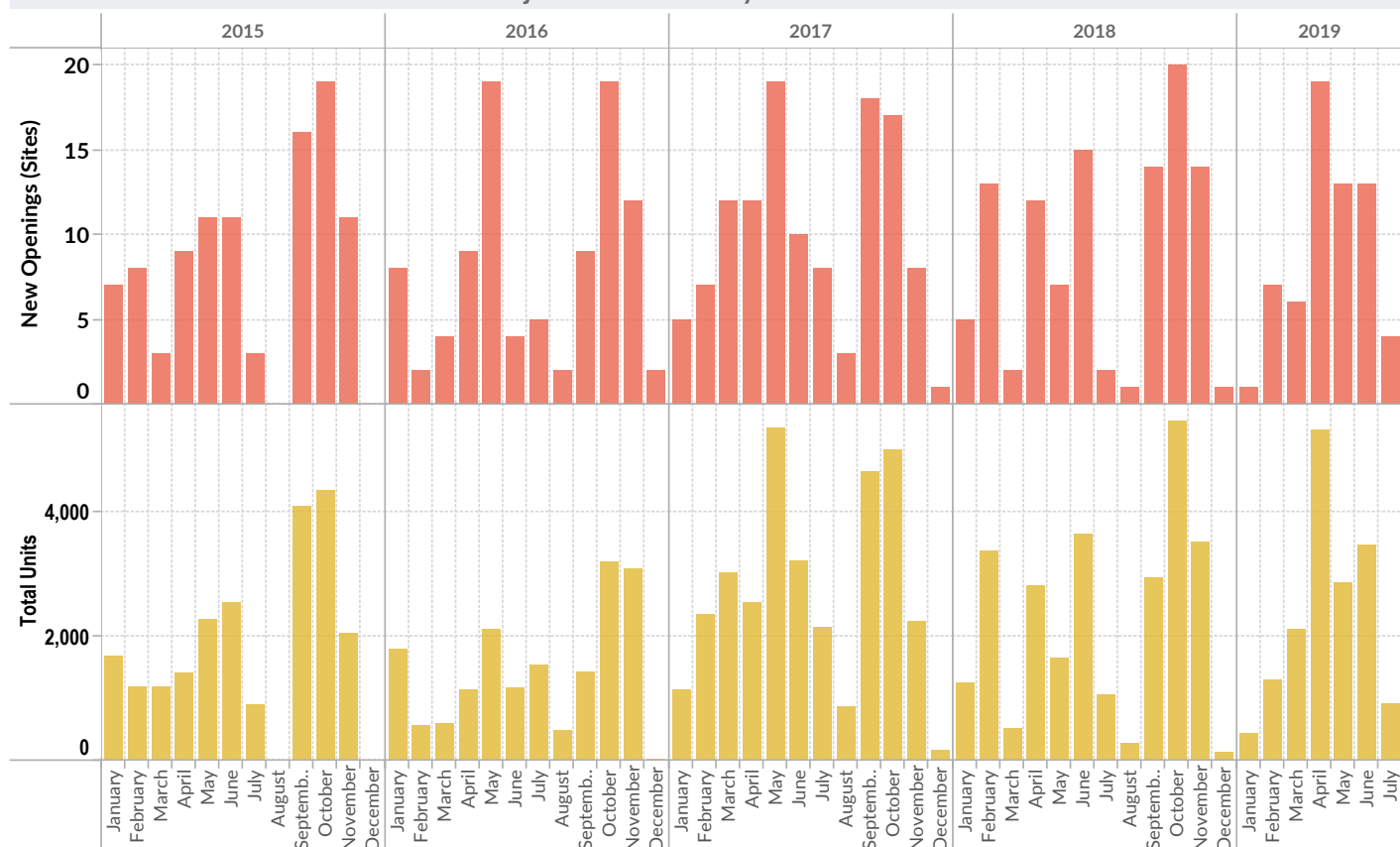
New Openings

July 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Edenbridge Kingsway - Tridel *	Etobicoke	7/6/2019	179	0	179	\$1,113
SXSW - Primont Homes	Vaughan	7/6/2019	202	103	83	\$804
Greenwich Village - Crown Communities *	North York	7/25/2019	153	0	150	\$670
Sixty Five Broadway - Times Group Corporation *	Old Toronto	7/29/2019	389	0	373	\$1,134
Grand Total			923	103	785	\$978

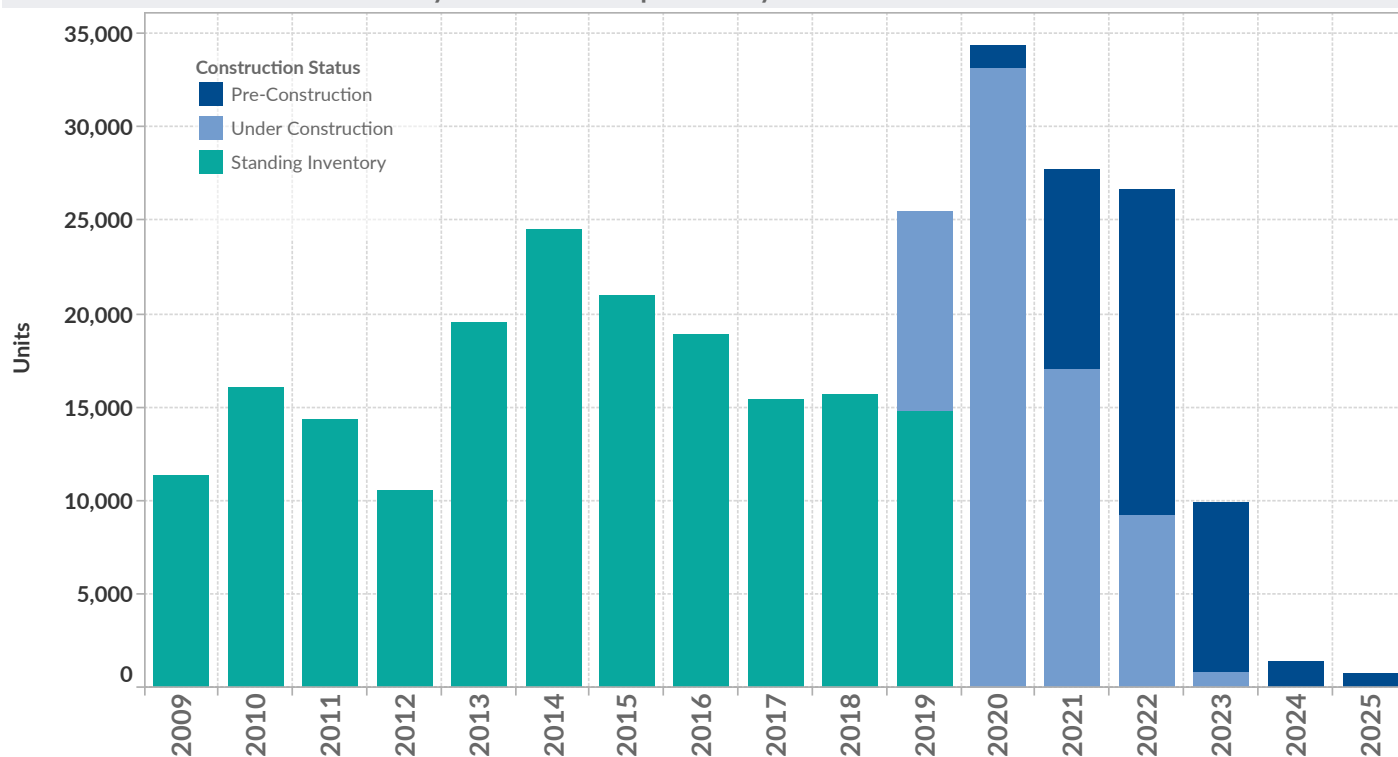
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

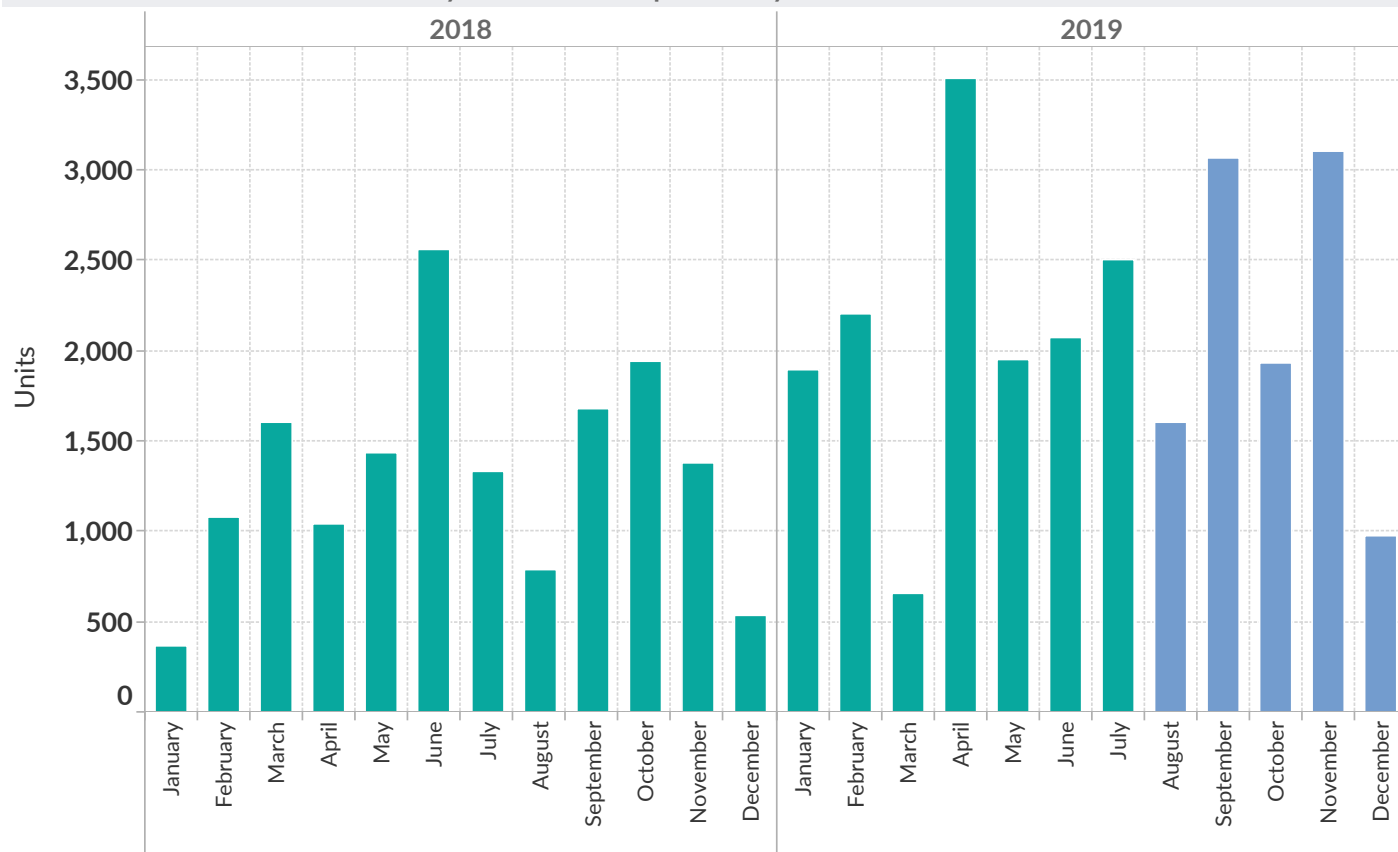


Scheduled Completions

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	63	12	3						1,014	6.8%
Menkes	15	46	44	14	546	229	36						930	6.2%
Amacon Developments			0	475	38	248	65						826	5.5%
QuadReal Property Group				0	524	193	22						739	4.9%
Tridel	10	15	14	22	148	22	384						615	4.1%
Camroost Felcorp	0	3	14	5	543	29	6						600	4.0%
Lanterra Developments	6	6	7	4	0	10	507						540	3.6%
Aspen Ridge Homes	0	1	5	0	162	317	46						531	3.6%
Times Group Corporation	0	1	245	179	18	9	5						457	3.1%
Cortel Group	19	9	22	32	238	42	14						376	2.5%
Reserve Properties	247	34	36	36	6	9	8						376	2.5%
Minto Developments	0	4	2	0	241	104	24						375	2.5%
Westdale Properties	247	34	36	36	6	9	5						373	2.5%
Tribute Communities	18	9	158	31	30	88	27						361	2.4%
Aoyuan International	0	47	164	29	61	50	0						351	2.4%
Matamy Homes	7	6	13	193	71	21	15						326	2.2%
Capital Developments	0	0	0	287	23	3	10						323	2.2%
Daniels Corporation	29	4	13	4	59	10	194						313	2.1%
Collecdev				0	290								290	1.9%
Concord Adex	5	79	37	12	24	108	13						278	1.9%
Greenpark Group				0	213	34	16						263	1.8%
Kingdom Developments				0	239	19	2						260	1.7%
Urban Capital Property Group	23	19	22	126	49	3	1						243	1.6%
Pinnacle International	22	27	37	40	35	46	32						239	1.6%
Rogers Real Estate Development Limited	22	18	22	125	42	2	0						231	1.5%
Total (All 157 Builders)	842	857	1,433	3,095	3,735	2,675	2,297						14,934	

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
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Share %		
Menkes	143	60	19	28	22	15	46	44	14	546	229	36	1,202	4.9%	
Centrecourt Developments Inc.									936	63	12	3	1,014	4.1%	
Mattamy Homes	1	82	354	58	19	7	6	13	193	71	21	15	840	3.4%	
Reserve Properties	1	1	325	120	13	247	34	36	36	6	9	8	836	3.4%	
Urban Capital Property Group	7	13	10	494	69	23	19	22	126	49	3	1	836	3.4%	
Cresford Developments	0	1	747	1	0	0	55	4	10	3	4	6	831	3.4%	
Westdale Properties			325	120	13	247	34	36	36	6	9	5	831	3.4%	
Amacon Developments								0	475	38	248	65	826	3.4%	
Rogers Real Estate Development Limited	6	13	9	493	69	22	18	22	125	42	2	0	821	3.3%	
Tridel	23	13	64	22	10	10	15	14	22	148	22	384	747	3.0%	
QuadReal Property Group									0	524	193	22	739	3.0%	
Daniels Corporation	14	1	329	40	40	29	4	13	4	59	10	194	737	3.0%	
Pemberton Group	93	192	144	33	19	65	32	74	11	10	10	22	705	2.9%	
Camrost Felcorp	11	7	22	9	11	0	3	14	5	543	29	6	660	2.7%	
Lanterra Developments	31	10	10	19	2	6	6	7	4	0	10	507	612	2.5%	
Concord Adex	37	5	8	259	6	5	79	37	12	24	108	13	593	2.4%	
Empire	57	157	116	90	1	3	18	56	19	9	25	38	589	2.4%	
Tribute Communities	2	35	13	130	6	18	9	158	31	30	88	27	547	2.2%	
Aspen Ridge Homes	1	0	4	2	0	0	1	5	0	162	317	46	538	2.2%	
Times Group Corporation	40	29	7	3	0	0	1	245	179	18	9	5	536	2.2%	
Cortel Group	8	14	1	24	110	19	9	22	32	238	42	14	533	2.2%	
Graywood Developments	0	122	273	1	0	1	0	2	5	2	0	13	419	1.7%	
Pinnacle International	17	64	39	39	21	22	27	37	40	35	46	32	419	1.7%	
Aoyuan International	0	0	55	10	0	0	47	164	29	61	50	0	416	1.7%	
Fernbrook Homes	33	41	69	20	52	31	42	17	18	5	47	10	385	1.6%	
Total (All 172 Builders)	999	1,522	3,551	2,711	813	842	857	1,433	3,095	3,735	2,675	2,297	24,530		

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 July
Notting Hill Condominiums-West Tower - Lanterra Developments	Etobicoke	Apartment	1 Bedroom	121
			1 Bedroom + Den	127
			2 Bedroom + Den	61
			3 Bedroom & Up	65
			2 Bedroom	90
			Studio	17
			Total	481
Well - Classic Series I - Tridel	Old Toronto	Apartment	1 Bedroom	90
			1 Bedroom + Den	125
			2 Bedroom + Den	17
			3 Bedroom & Up	10
			2 Bedroom	120
			Total	362
First Home Brampton Sunny Meadow - Daniels Corporation	Brampton	Stacked	1 Bedroom	50
			3 Bedroom & Up	38
			2 Bedroom	89
			Total	177
SXSX - Primont Homes	Vaughan	Apartment	1 Bedroom	7
			1 Bedroom + Den	21
			2 Bedroom	75
			Total	103
Kip District - Phase 2 Condominiums - Concert Properties	Etobicoke	Apartment	1 Bedroom	37
			1 Bedroom + Den	51
			2 Bedroom + Den	0
			2 Bedroom	4
			Total	92
Reunion Crossing Condos and Urban Towns - Diamond Kilmer Developments	Old Toronto	Apartment	1 Bedroom	21
			1 Bedroom + Den	4
			2 Bedroom + Den	2
			2 Bedroom	42
			Total	69

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$960/sf
	Etobicoke	\$931/sf
	North York	\$956/sf
	Old Toronto	\$1,336/sf
	Scarborough	\$745/sf
905 Area	905 All Muni.	\$703/sf
	Old Toronto	\$654/sf

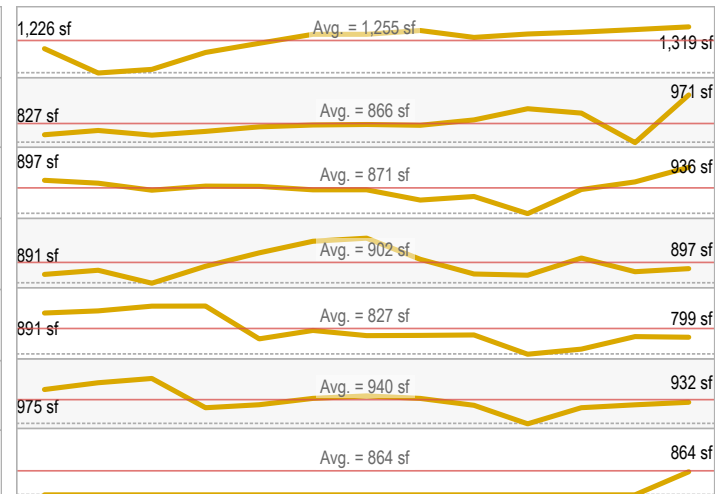
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,319 sf
	Etobicoke	971 sf
	North York	936 sf
	Old Toronto	897 sf
	Scarborough	799 sf
905 Area	905 All Muni.	932 sf
	Old Toronto	864 sf

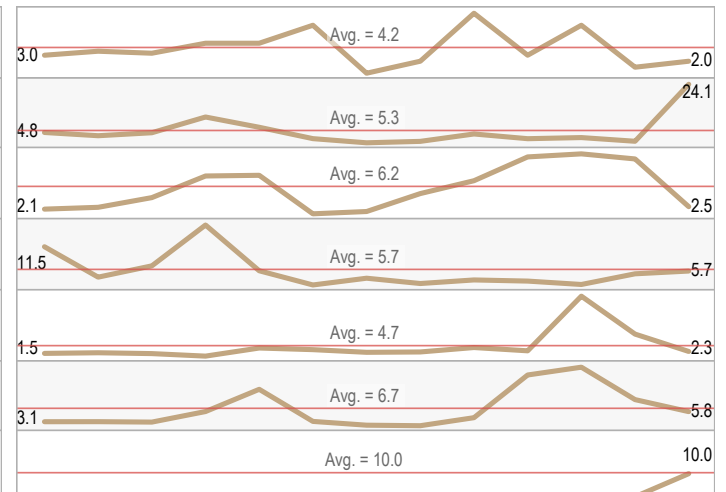
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	2.0
	Etobicoke	24.1
	North York	2.5
	Old Toronto	5.7
	Scarborough	2.3
905 Area	905 All Muni.	5.8
	Old Toronto	10.0

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	July 2019				July 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	21			21	8			8
Central Waterfront	Old Toronto	18			18	1,104			1,104
Don Mills - York Mills	North York	55		0	55	5		2	7
Downtown Core	Old Toronto	59			59	33			33
Downtown East	Old Toronto	61			61	11			11
Downtown West	Old Toronto	434			434	143			143
Etobicoke Waterfront	Etobicoke	16			16	20			20
Highway7 - Yonge	Markham	0			0	21			21
	Richmond Hill	9		1	10	7		5	12
Mississauga City Centre	Mississauga	121			121	47			47
North Toronto	Old Toronto	21			21	16			16
North Yonge Corridor	North York	14		0	14	13		0	13
North York East	North York	0		0	0	0			0
North York West	North York	25		3	28	21		17	38
Not Applicable	Brampton	2		179	181	18		29	47
	Burlington	13			13	7			7
	Clarington	2		0	2	2		0	2
	East York	2			2	9			9
	Etobicoke	585		1	586	96	3		99
	Georgina	0			0	0			0
	Halton Hills	0			0	4			4
	Markham	30	0	0	30	37		0	37
	Milton	6		11	17	21		2	23
	Mississauga	94		19	113	51		5	56
	Newmarket	5	0		5		0		0
	Oakville	29		0	29	12		0	12
	Old Toronto	10			10	0			0
	Oshawa	15			15	0			0
	Pickering	5		1	6	0		2	2
	Scarborough	32		7	39	13		3	16
	Vaughan	153		22	175	6		14	20
	Whitby	6			6	2			2
	Whitchurch-Stouffville	33			33	21			21
	York	18			18				
Sheppard Corridor	North York	15		0	15	25			25
Thornhill	Vaughan	9			9	9			9
Toronto East	Old Toronto	2	0	0	2	6	0	0	6
Toronto West	Old Toronto	109		21	130	6	0		6
Yonge - St. Clair	Old Toronto	3			3	3			3
Grand Total		2,032	0	265	2,297	1,797	3	79	1,879

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	117			117	240			240
Central Waterfront	Old Toronto	704			704	517			517
Don Mills - York Mills	East York								
	North York	636		17	653	465		15	480
	Old Toronto								
Downtown Core	Old Toronto	1,274			1,274	696			696
Downtown East	Old Toronto	902			902	394			394
Downtown West	Old Toronto	2,187			2,187	1,209			1,209
Etobicoke Waterfront	Etobicoke	135			135	116			116
Highway7 - Yonge	Markham	72			72	147			147
	Richmond Hill	90		37	127	131		106	237
Mississauga City Centre	Mississauga	2,573			2,573	543			543
North Toronto	North York								
	Old Toronto	1,134			1,134	620			620
North Yonge Corridor	North York	769		10	779	184		8	192
	Old Toronto								
North York East	North York	5		2	7	0		28	28
North York West	North York	901		26	927	225		175	400
	Old Toronto								
Not Applicable	York								
	Ajax								
	Aurora								
	Brampton	129		429	558	43		45	88
	Burlington	362			362	292			292
	Caledon								
	Clarington	11		0	11	87		4	91
	East York	75			75	53			53
	Etobicoke	1,437		70	1,507	527		20	547
	Georgina	0			0	0			0
	Halton Hills	21			21	18			18
	King								
	Markham	823	16	12	851	645	96	30	771
	Milton	79		38	117	111		13	124
	Mississauga	787		248	1,035	560		127	687
	Newmarket	51	2		53	168	4		172
	North York								
	Oakville	829		96	925	273		17	290
	Old Toronto	155			155	145			145
	Oshawa	287			287	225			225
	Pickering	310		134	444	20		39	59
	Richmond Hill								
	Scarborough	756		119	875	780		103	883
	Uxbridge								
	Vaughan	2,433		79	2,512	519		107	626
	Whitby	88			88	105			105
	Whitchurch-Stouffville	148			148	151			151
	York	57			57	22			22
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	963		8	971	758		16	774
Thornhill	Markham								
	Vaughan	206			206	7			7
Toronto East	East York								
	Old Toronto	348	2	19	369	128	14	20	162
Toronto West	Old Toronto	1,252	1	32	1,285	638		90	728
Yonge - St. Clair	Old Toronto	27			27	34			34
Grand Total		23,133	21	1,376	24,530	11,796	114	963	12,873

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