



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of August 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-19		Aug-18		Change
High Rise	961		997		-3.6%
Low Rise	439		181		142.5%
Total	1,400		1,178		18.8%
Year to Date Sales	Jan.-Aug. 2019		Jan.-Aug. 2018		Y/Y Change
High Rise	15,864		12,670		25.2%
Low Rise	5,751		2,503		129.8%
Total	21,615		15,173		42.5%
Year to Date Supply	Jan.-Aug. 2019		Jan.-Aug. 2018		Y/Y Change
High Rise	16,105		14,613		10.2%
Low Rise	5,047		3,510		43.8%
Total	21,152		18,123		16.7%
Year to Date Completions	Jan.-Aug. 2019		Jan.-Aug. 2018		Y/Y Change
High Rise	15,088		10,174		48.3%
Remaining Inventory	Aug-19	Jul-19	Aug-18	M/M Change	Y/Y Change
High Rise	12,079	13,020	9,309	-7.2%	29.8%
Low Rise	4,450	4,578	4,747	-2.8%	-6.3%
Total	16,529	17,598	14,056	-6.1%	17.6%
Benchmark Price	Aug-19	Jul-19	Aug-18	M/M Change	Y/Y Change
High Rise	\$840,799	\$838,824	\$784,512	0.2%	7.2%
Low Rise	\$1,083,358	\$1,091,727	\$1,129,129	-0.8%	-4.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	0	345	268	158	
High Rise Units	0	87,891	71,182	39,916	
% Sold*	0%	86%	94%	73%	
Low Rise Projects	3	285			
Low Rise Units	48	30,040			
% Sold*	4%	85%			

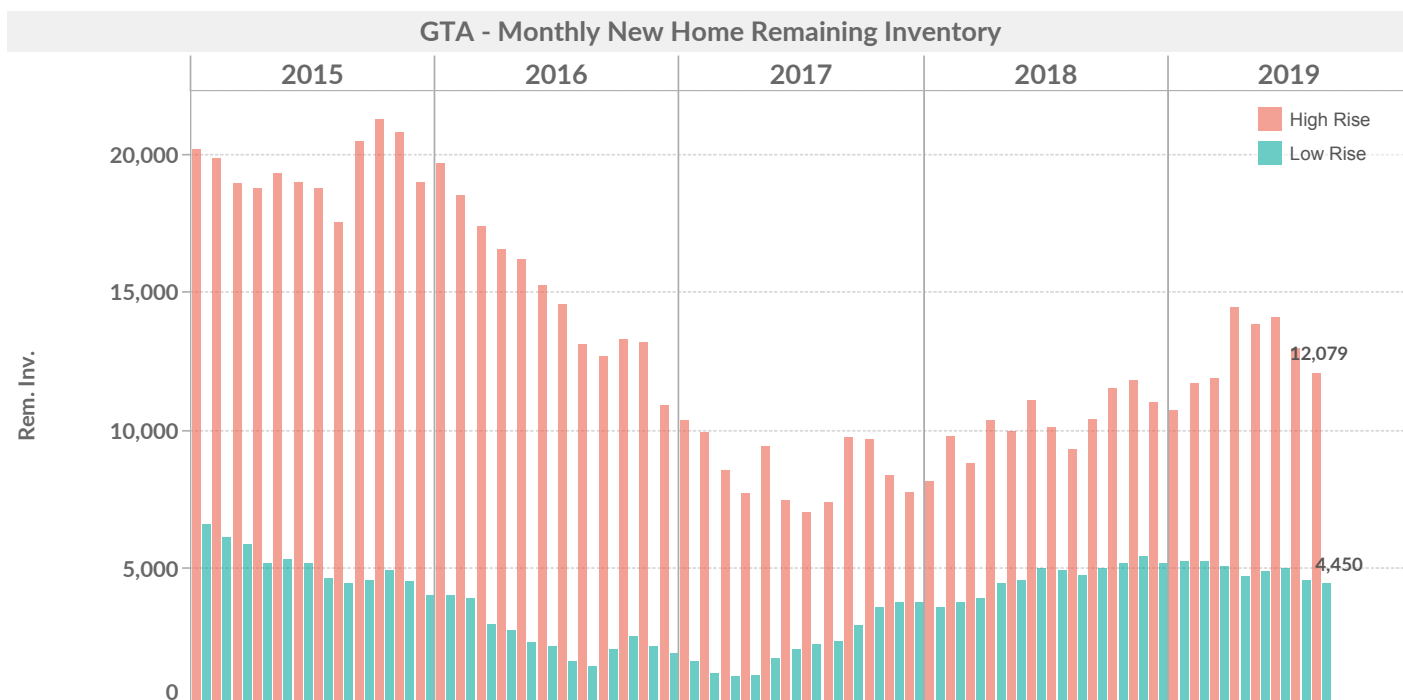
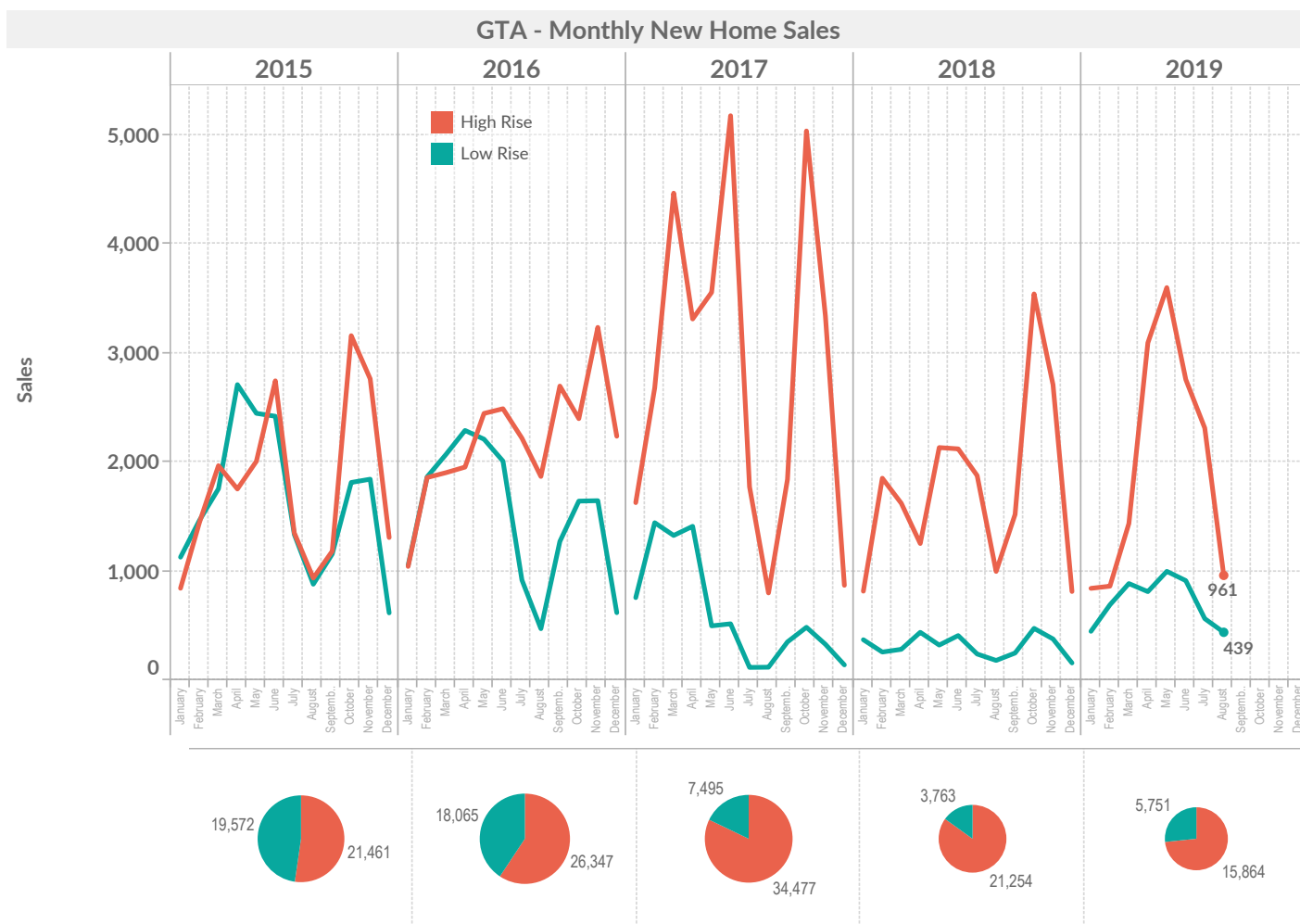
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

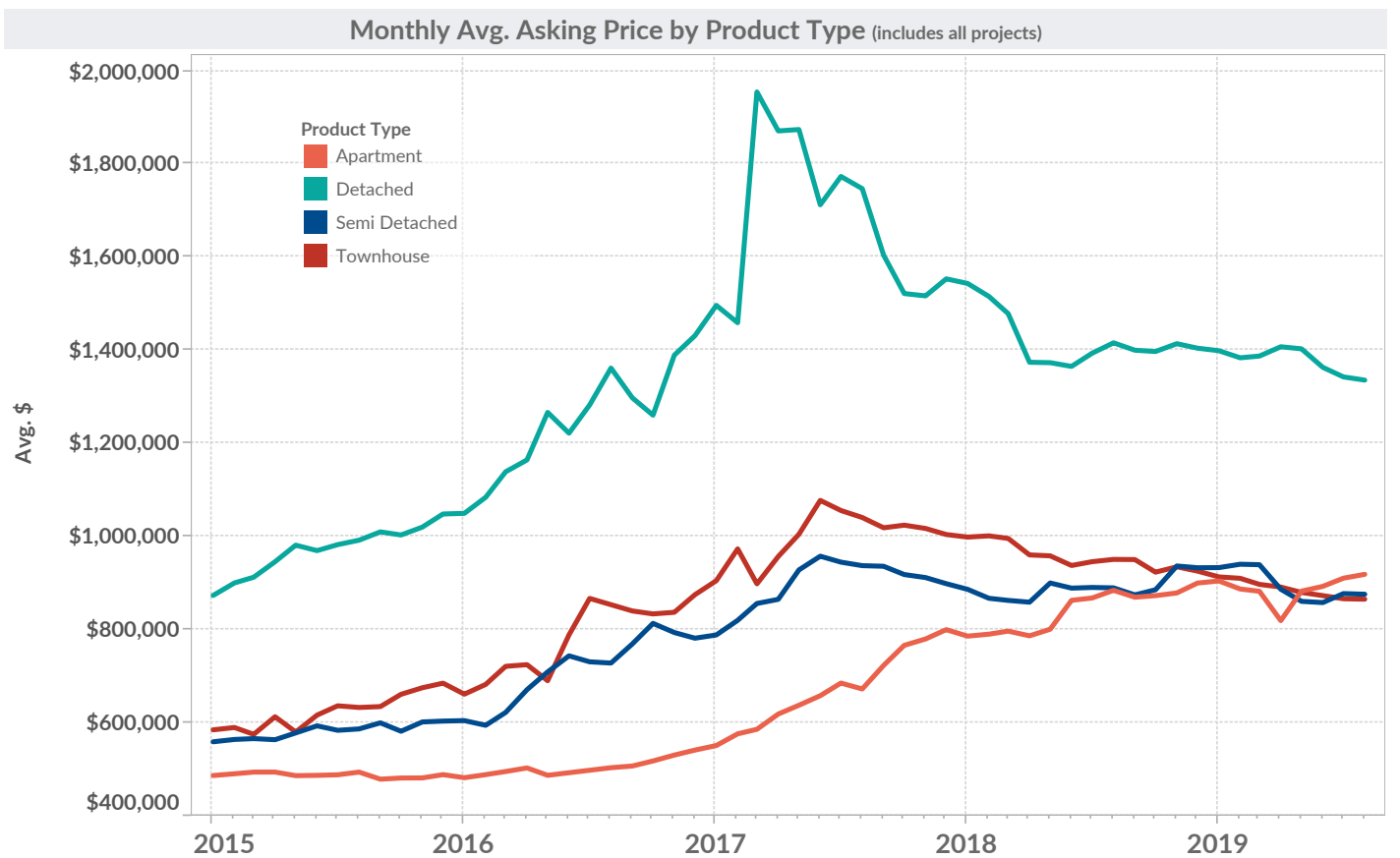
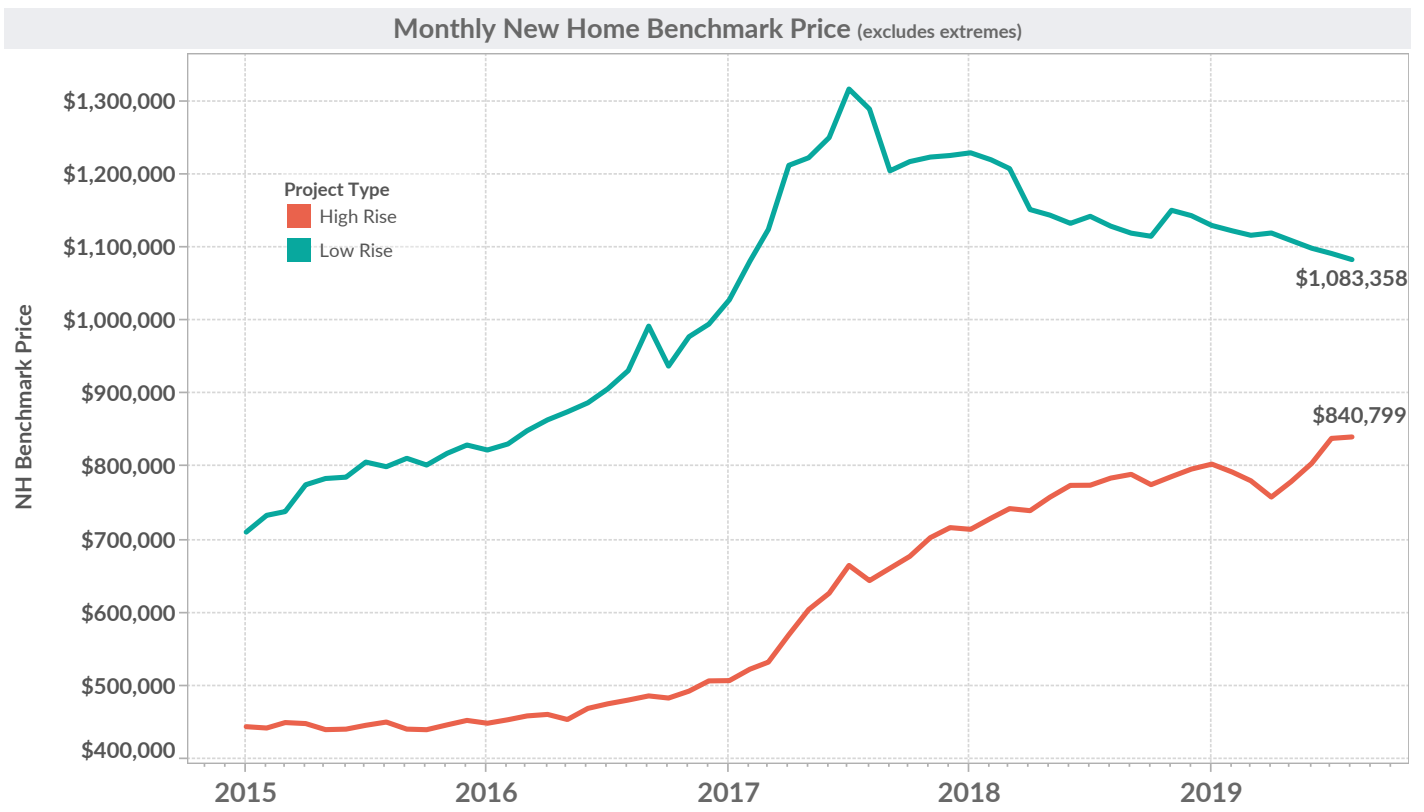
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

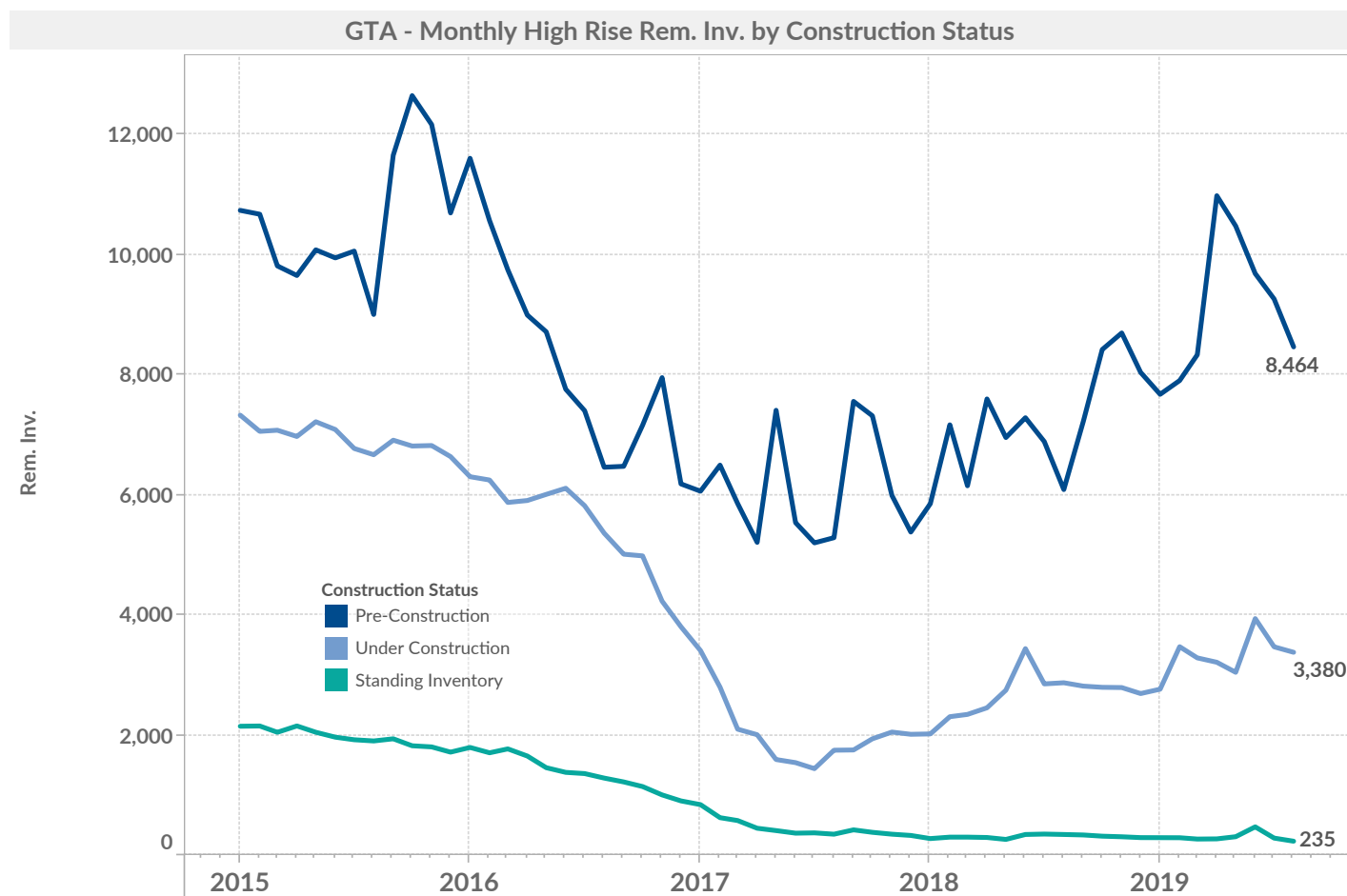
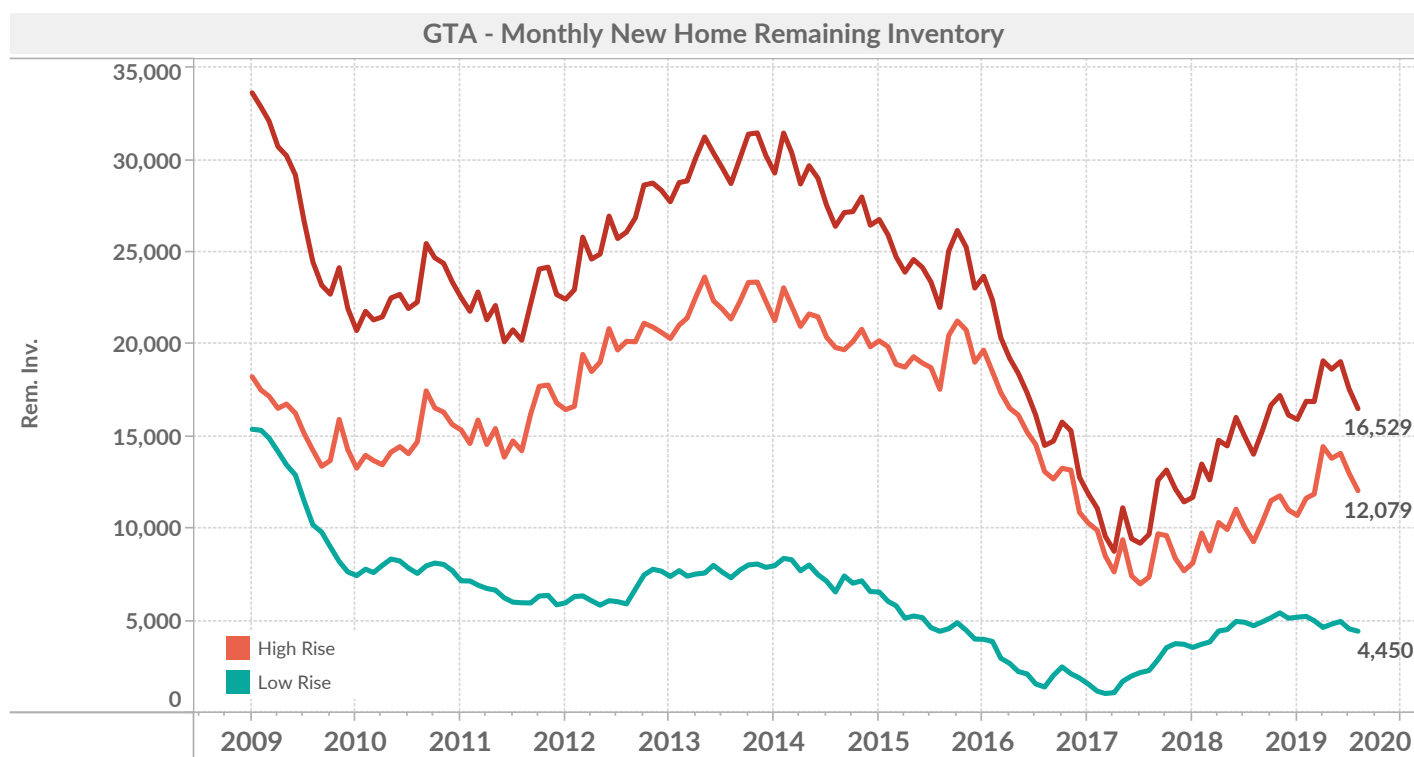
Sales & Remaining Inventory



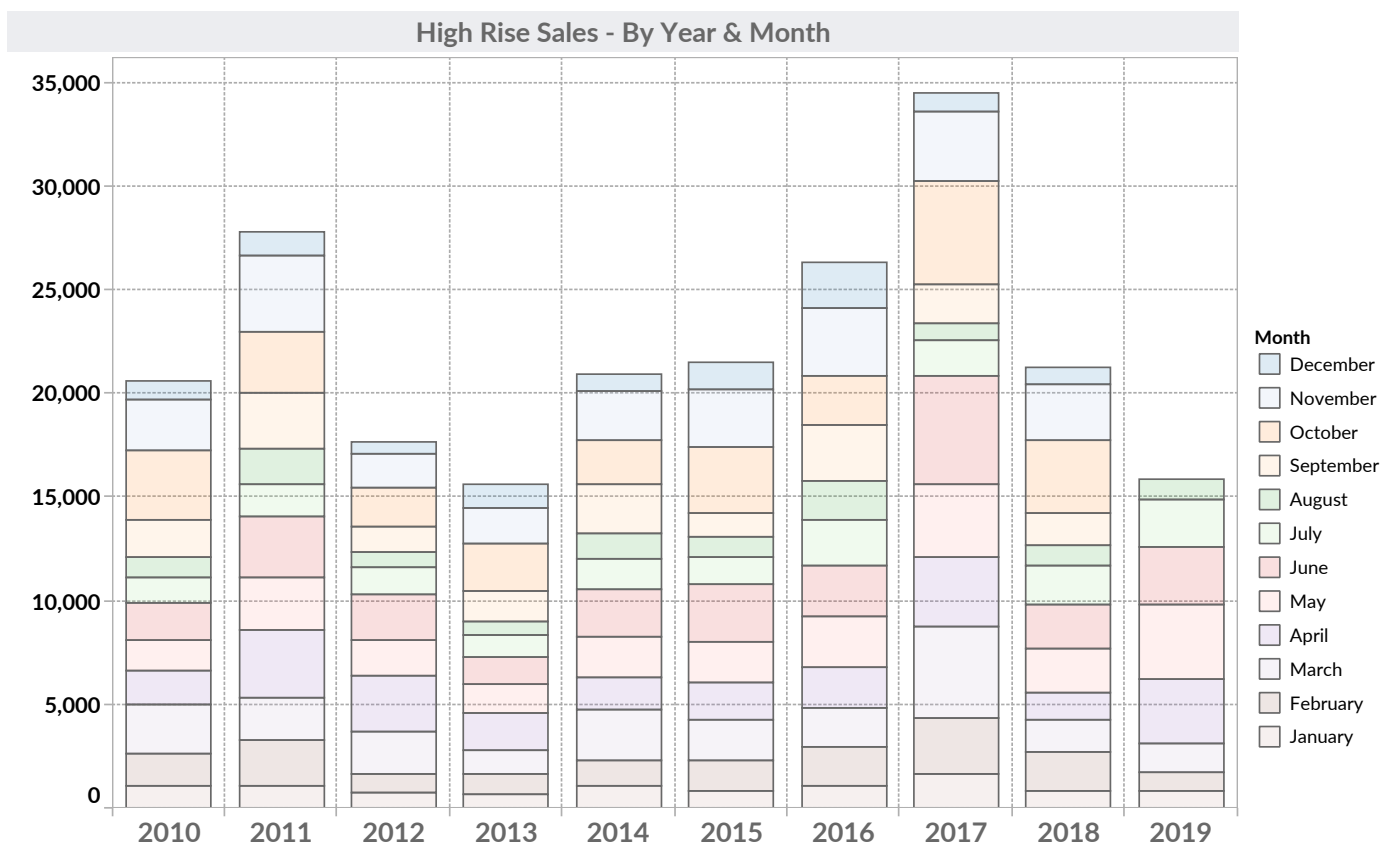
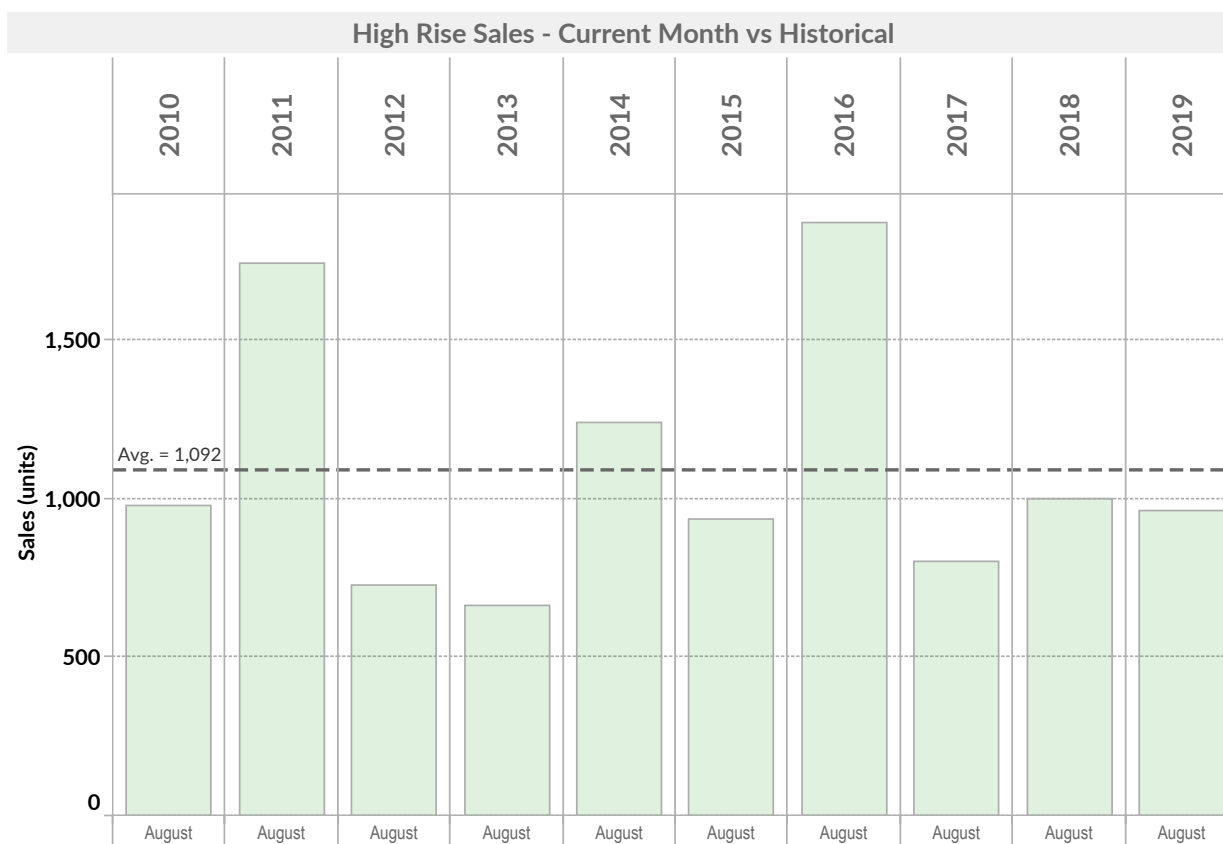
Pricing



Remaining Inventory

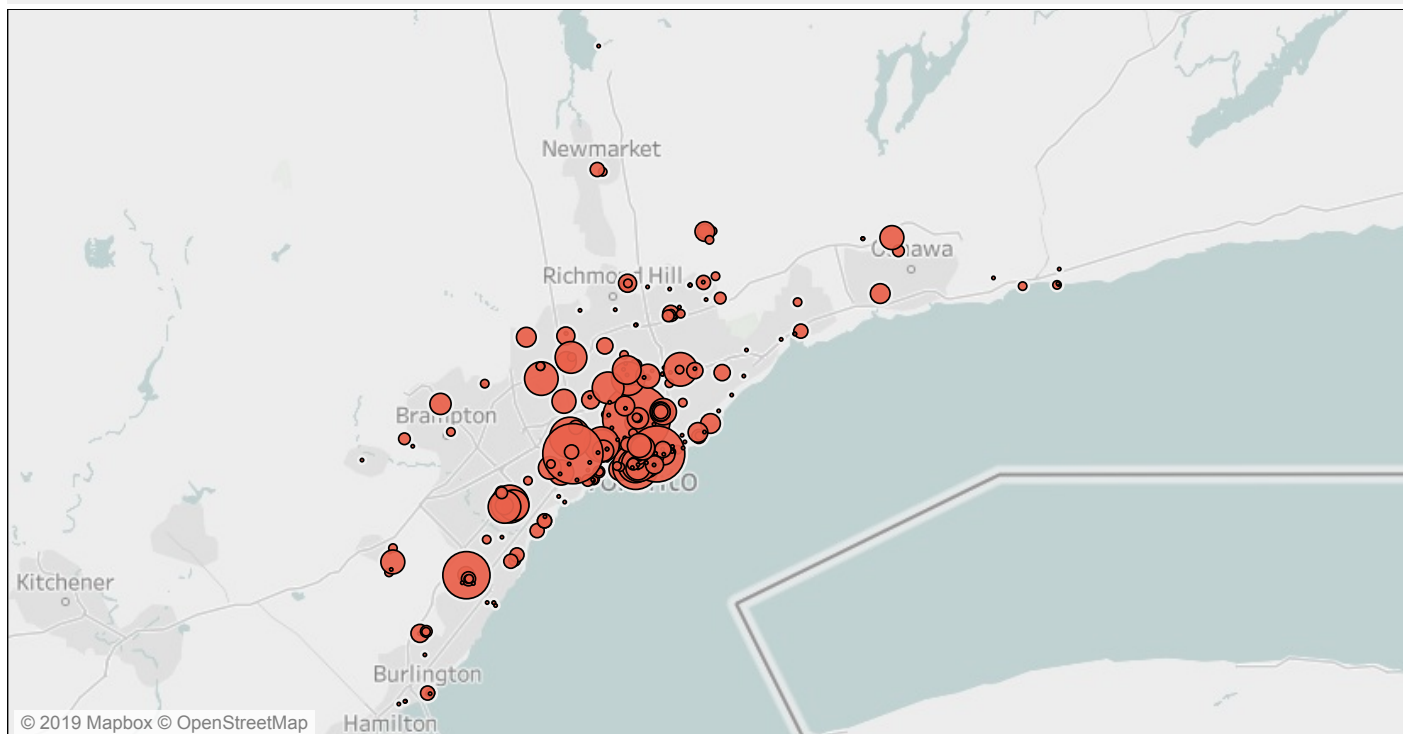


Historical Sales Comparison

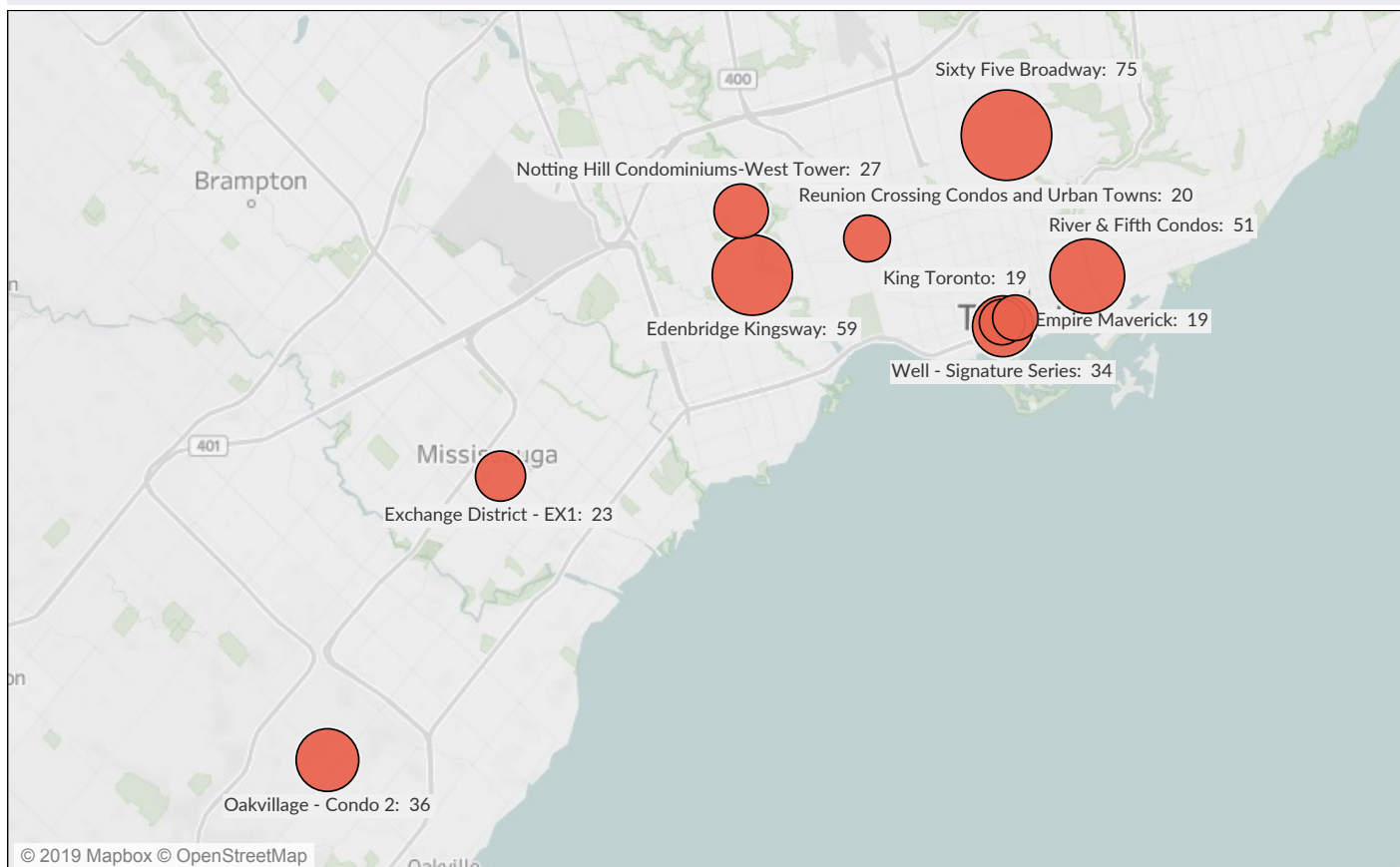


Current Sites

GTA - Active High Rise Sites by Current Month Sales



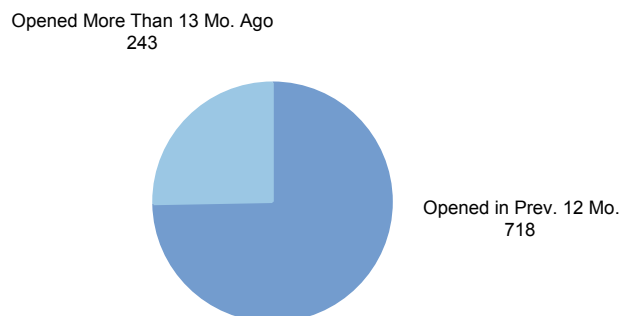
GTA - Top 10 Sites by Current Month Sales



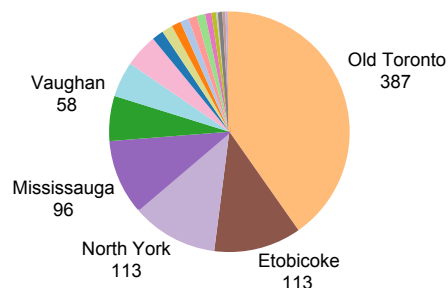
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

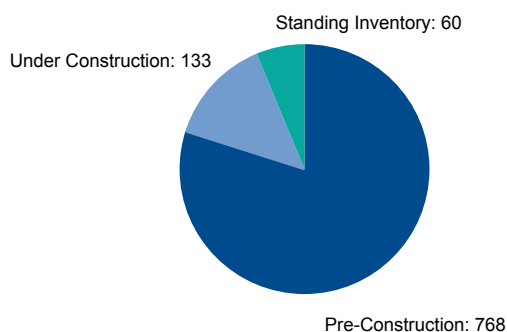
Sales by Opening Date



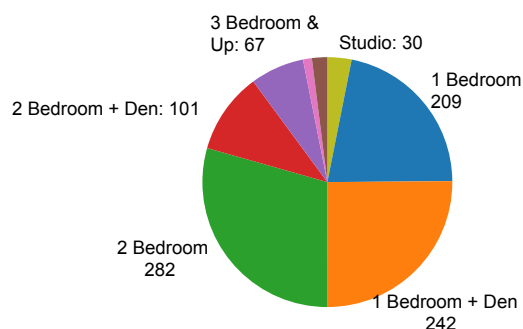
Sales by Municipality/Area



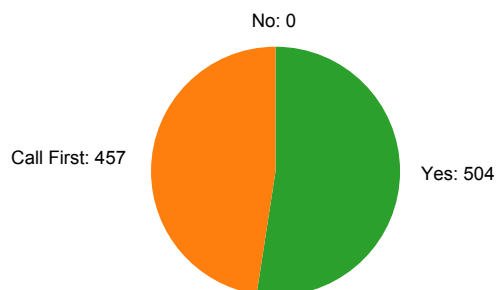
Sales by Const. Status



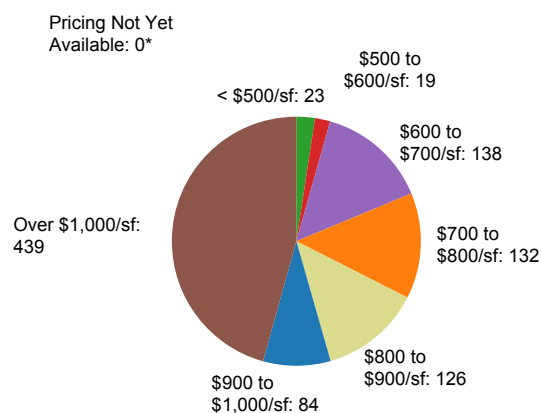
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range

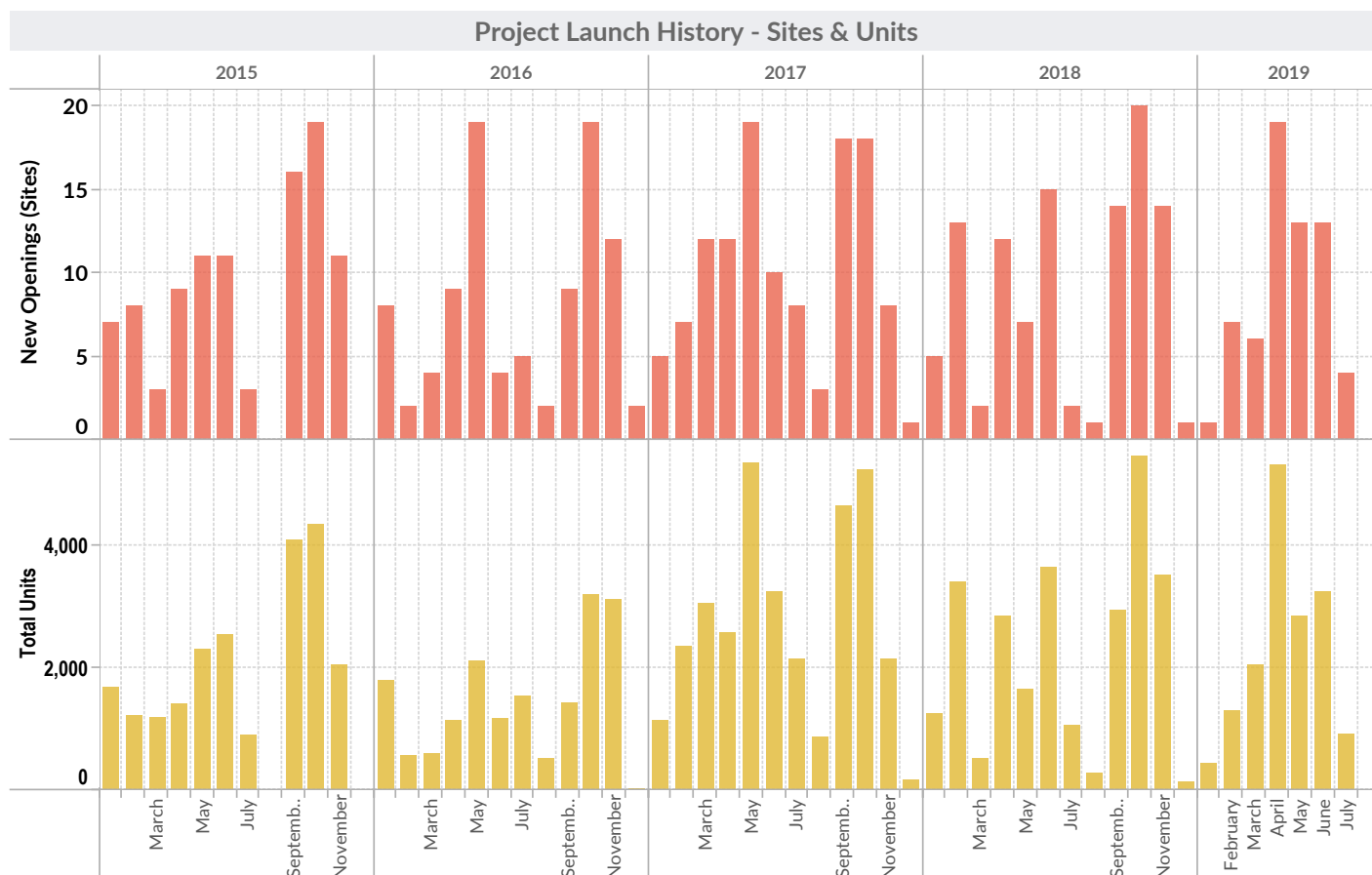


*Projects with current price per sf yet to be determined

New Openings

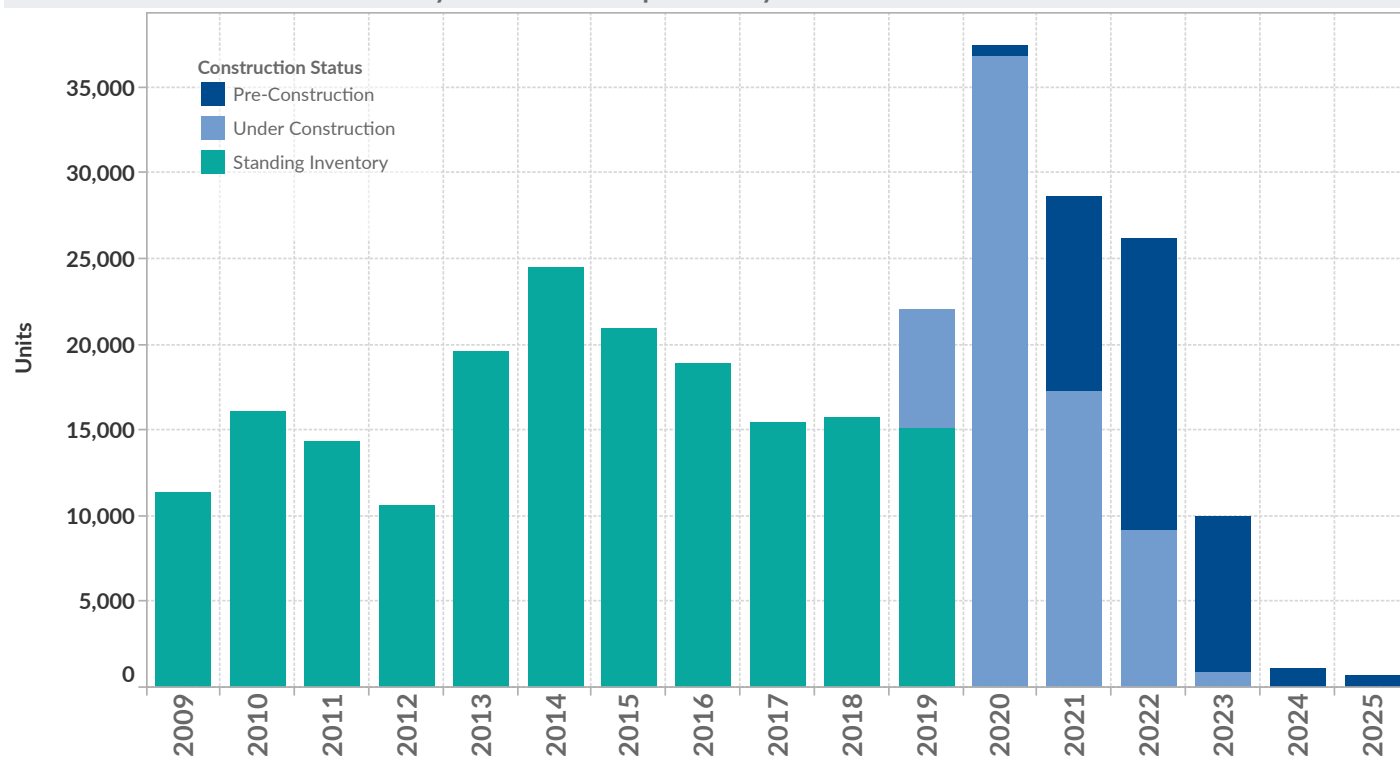
August 2019 - New Project Launches

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

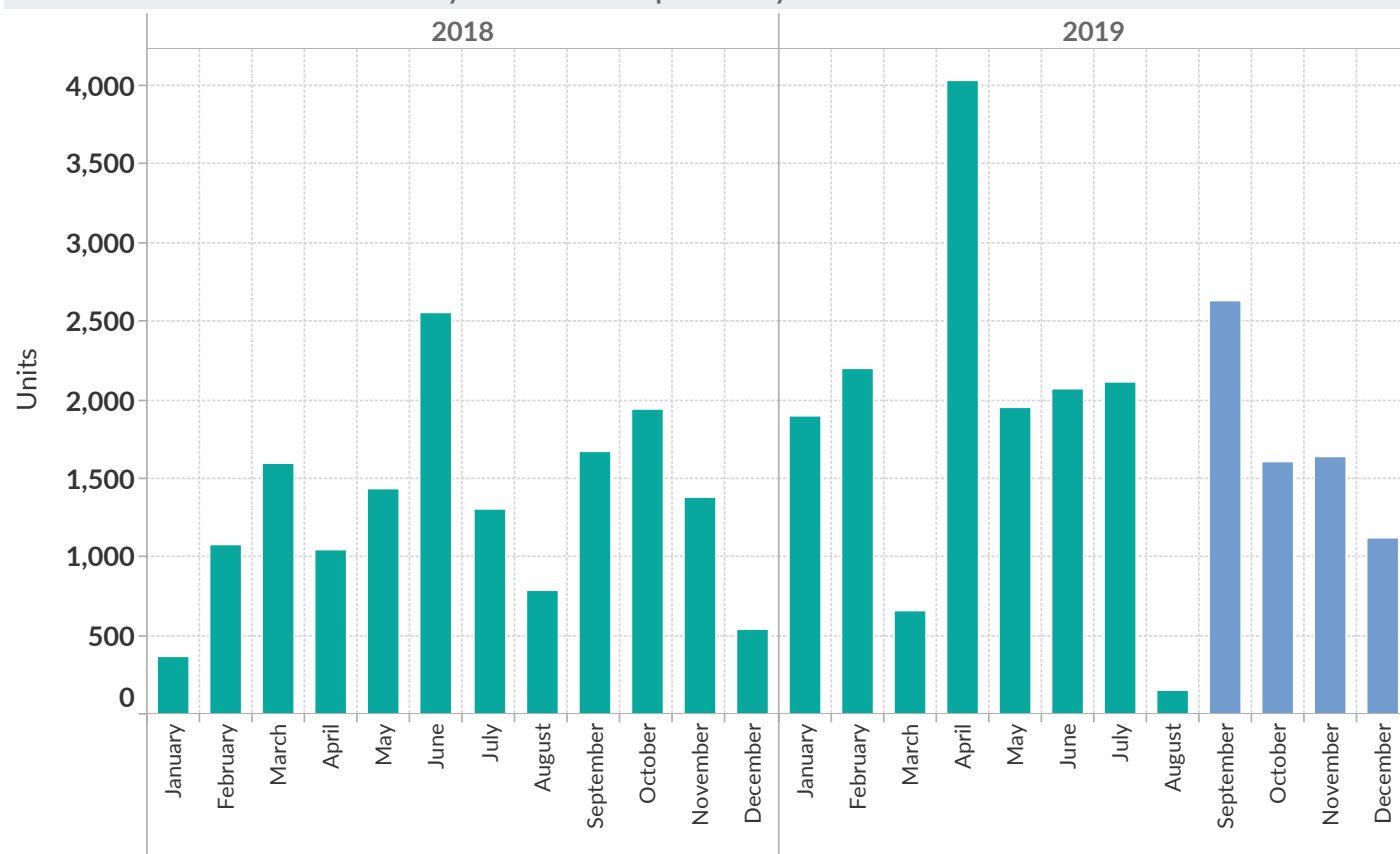


Scheduled Completions

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 Last 12 Month's Sales

Builder	2018				2019								Total	Market Share %
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.		
Menkes	60	19	28	22	15	46	44	14	546	229	36	8	1,067	4.4%
CentreCourt Developments Inc.								936	63	12	3	0	1,014	4.1%
SmartCentres								936	63	12	3	0	1,014	4.1%
Tridel	13	64	22	10	10	15	14	22	148	22	384	127	851	3.5%
Amacon Developments							0	475	38	248	65	22	848	3.5%
Mattamy Homes	82	354	58	19	7	6	13	193	71	21	15	6	845	3.5%
Reserve Properties	1	325	120	13	247	34	36	36	6	9	8	8	843	3.4%
Cresford Developments	1	747	1	0	0	55	4	10	3	4	6	8	839	3.4%
Westdale Properties		325	120	13	247	34	36	36	6	9	5	8	839	3.4%
Urban Capital Property Group	13	10	494	70	23	19	22	127	49	3	1	3	834	3.4%
Rogers Real Estate Development Limited	13	9	493	69	22	18	22	125	42	2	0	0	815	3.3%
QuadReal Property Group								0	524	193	22	6	745	3.0%
Daniels Corporation	1	329	40	40	29	4	13	4	59	10	184	8	721	2.9%
Lanterra Developments	10	10	19	2	6	6	7	4	0	10	507	39	620	2.5%
Camrosc Felcorp	7	22	9	11	0	3	14	5	423	66	30	27	617	2.5%
Pemberton Group	192	144	33	19	65	32	74	11	10	10	22	3	615	2.5%
Concord Adex	5	8	259	6	5	79	37	12	24	108	17	25	585	2.4%
Times Group Corporation	29	7	3	0	0	1	245	179	18	9	5	80	576	2.4%
Tribute Communities	35	13	130	6	18	9	158	31	30	88	27	24	569	2.3%
Empire	157	116	90	1	3	18	56	19	9	25	38	27	559	2.3%
Aspen Ridge Homes	0	4	2	0	0	1	5	0	162	317	44	21	556	2.3%
Cortel Group	14	1	24	110	19	9	22	32	237	40	13	22	543	2.2%
Graywood Developments	122	273	1	0	1	0	2	5	2	0	13	14	433	1.8%
Pinnacle International	64	39	39	21	22	27	37	40	35	46	32	31	433	1.8%
Minto Developments	0	1	0	2	0	4	2	0	231	113	23	42	418	1.7%
Total (All 177 Builders)	1,520	3,542	2,709	813	842	862	1,437	3,093	3,600	2,757	2,312	961	24,448	

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 %
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.		
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Pemberton Group	192	144	33	19	65	32	74	11	10	10	22	3	615	2.5%
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Tribute Communities	35	13	130	6	18	9	158	31	30	88	27	24	569	2.3%
Empire	157	116	90	1	3	18	56	19	9	25	38	27	559	2.3%
Aspen Ridge Homes	0	4	2	0	0	1	5	0	162	317	44	21	556	2.3%
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Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2019 August
Sixty Five Broadway - Times Group Corporation	Old Toronto	Apartment	1 Bedroom	39
			1 Bedroom + Den	4
			2 Bedroom + Den	0
			3 Bedroom & Up	4
			2 Bedroom	17
			Studio	11
			Total	75
Edenbridge Kingsway - Tridel	Etobicoke	Apartment	1 Bedroom	6
			1 Bedroom + Den	27
			2 Bedroom + Den	10
			2 Bedroom	13
			Other	0
			Penthouse	3
			Total	59
River & Fifth Condos - Broccolini	Old Toronto	Apartment	1 Bedroom	7
			1 Bedroom + Den	29
			2 Bedroom + Den	4
			3 Bedroom & Up	1
			2 Bedroom	9
			Studio	1
			Total	51
Oakvillage - Condo 2 - Minto Developments	Oakville	Apartment	1 Bedroom	5
			1 Bedroom + Den	25
			2 Bedroom + Den	2
			2 Bedroom	4
			Total	36
Well - Signature Series - Tridel	Old Toronto	Apartment	2 Bedroom + Den	15
			3 Bedroom & Up	1
			2 Bedroom	18
			Penthouse	0
			Total	34

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$953/sf
	Etobicoke	\$900/sf
	North York	\$955/sf
	Old Toronto	\$1,355/sf
	Scarborough	\$759/sf
	York	\$654/sf
905 Area	905 All Muni.	\$708/sf

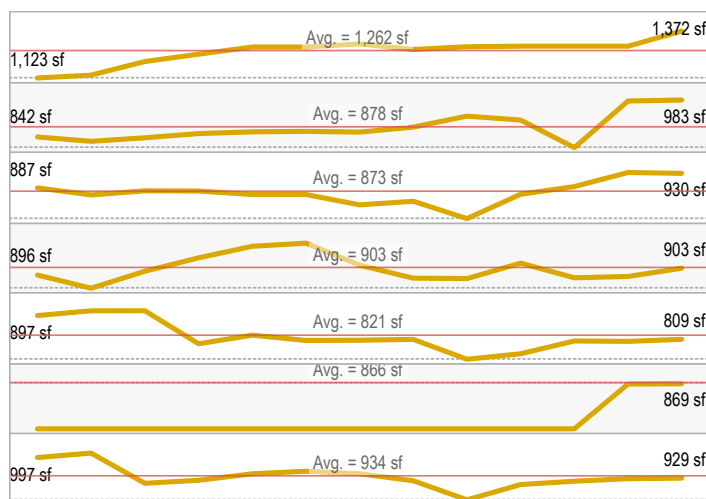
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,372 sf
	Etobicoke	983 sf
	North York	930 sf
	Old Toronto	903 sf
	Scarborough	809 sf
	York	869 sf
905 Area	905 All Muni.	929 sf

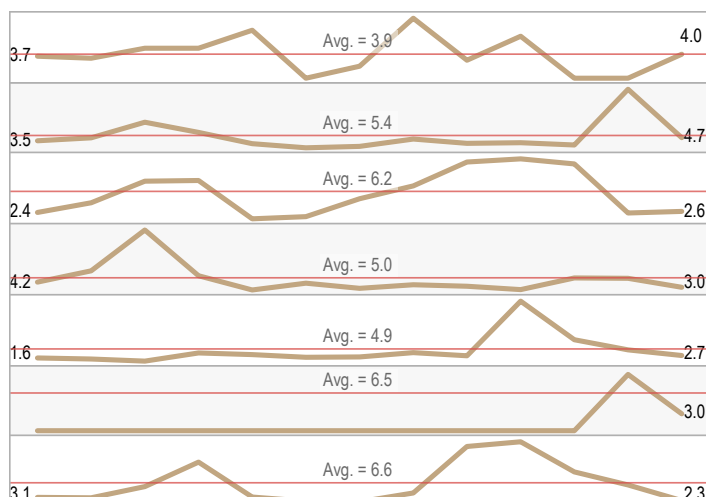
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	4.0
	Etobicoke	4.7
	North York	2.6
	Old Toronto	3.0
	Scarborough	2.7
	York	3.0
905 Area	905 All Muni.	2.3

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	August 2019				August 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	10			10	7			7
Central Waterfront	Old Toronto	19			19	189			189
Don Mills - York Mills	North York	33		1	34	14		2	16
Downtown Core	Old Toronto	27			27	13			13
Downtown East	Old Toronto	61			61	179			179
Downtown West	Old Toronto	116			116	63			63
Etobicoke Waterfront	Etobicoke	3			3	22			22
Highway7 - Yonge	Markham	0			0	37			37
	Richmond Hill	6		2	8	8		2	10
Mississauga City Centre	Mississauga	64			64	39			39
North Toronto	Old Toronto	91			91	8			8
North Yonge Corridor	North York	31		0	31	17		0	17
North York East	North York	0		2	2	0			0
North York West	North York	12		25	37	12		2	14
Not Applicable	Brampton	4		7	11	2		12	14
	Burlington	12			12	7			7
	Clarington	0		2	2	4		0	4
	East York	4			4	11			11
	Etobicoke	109		1	110	61			61
	Georgina	0			0	0			0
	Halton Hills	0			0	2			2
	Markham	13	0	2	15	32		1	33
	Milton	2		9	11	14		3	17
	Mississauga	22		10	32	86		7	93
	Newmarket	3	1		4		0		0
	Oakville	45		1	46	7		0	7
	Old Toronto	0			0	1			1
	Oshawa	11			11	1			1
	Pickering	3		1	4	0		0	0
	Scarborough	37		6	43	16		2	18
	Vaughan	48		6	54	10		0	10
	Whitby	6			6	6			6
	Whitchurch-Stouffville	14			14	19			19
	York	3			3				
Sheppard Corridor	North York	9		0	9	50			50
Thornhill	Vaughan	4			4	14			14
Toronto East	Old Toronto	9	0	4	13	1	0	0	1
Toronto West	Old Toronto	45		1	46	7	0		7
Yonge - St. Clair	Old Toronto	4			4	7			7
Grand Total		880	1	80	961	966	0	31	997

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	120			120	230			230
Central Waterfront	Old Toronto	534			534	498			498
Don Mills - York Mills	East York								
	North York	655		16	671	435		23	458
	Old Toronto								
Downtown Core	Old Toronto	1,287			1,287	670			670
Downtown East	Old Toronto	784			784	457			457
Downtown West	Old Toronto	2,251			2,251	1,114			1,114
Etobicoke Waterfront	Etobicoke	137			137	92			92
Highway7 - Yonge	Markham	35			35	147			147
	Richmond Hill	106		48	154	107		93	200
Mississauga City Centre	Mississauga	2,533			2,533	543			543
North Toronto	North York								
	Old Toronto	1,217			1,217	529			529
North Yonge Corridor	North York	782		10	792	154		8	162
	Old Toronto								
North York East	North York	5		4	9	0		26	26
North York West	North York	901		49	950	213		149	362
	Old Toronto								
Not Applicable	Ajax								
	Aurora								
Brampton	Brampton	131		426	557	43		36	79
	Burlington	356			356	291			291
Caledon	Caledon								
	Clarington	8		2	10	86		2	88
East York	East York	64			64	53			53
	Etobicoke	1,485		71	1,556	428		19	447
Georgina	Georgina	0			0	0			0
	Halton Hills	19			19	18			18
King	King								
	Markham	804	16	13	833	620	96	28	744
Milton	Milton	67		44	111	109		4	113
	Mississauga	723		251	974	539		117	656
Newmarket	Newmarket	54	3		57	165	3		168
	North York								
Oakville	Oakville	860		97	957	235		16	251
	Old Toronto	9			9	57			57
Oshawa	Oshawa	296			296	215			215
	Pickering	313		138	451	17		35	52
Richmond Hill	Richmond Hill								
	Scarborough	812		123	935	708		97	805
Uxbridge	Uxbridge								
	Vaughan	2,472		85	2,557	470		101	571
Whitby	Whitby	89			89	98			98
	Whitchurch-Stouffville	144			144	136			136
York	York	205			205	107			107
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	915		12	927	756		12	768
Thornhill	Markham								
	Vaughan	196			196	3			3
Toronto East	East York								
	Old Toronto	356	2	23	381	120	14	16	150
Toronto West	Old Toronto	1,244	1	21	1,266	640		51	691
Yonge - St. Clair	Old Toronto	24			24	30			30
Grand Total		22,993	22	1,433	24,448	11,133	113	833	12,079

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