



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of September 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-19		Sep-18		Change
High Rise	2,107		1,520		38.6%
Low Rise	954		249		283.1%
Total	3,061		1,769		73.0%
Year to Date Sales	Jan.-Sep. 2019		Jan.-Sep. 2018		Y/Y Change
High Rise	17,796		14,184		25.5%
Low Rise	6,656		2,749		142.1%
Total	24,452		16,933		44.4%
Year to Date Supply	Jan.-Sep. 2019		Jan.-Sep. 2018		Y/Y Change
High Rise	20,148		17,567		14.7%
Low Rise	6,541		3,969		64.8%
Total	26,689		21,536		23.9%
Year to Date Completions	Jan.-Sep. 2019		Jan.-Sep. 2018		Y/Y Change
High Rise	16,317		11,849		37.7%
Remaining Inventory	Sep-19	Aug-19	Sep-18	M/M Change	Y/Y Change
High Rise	13,715	12,657	10,414	8.4%	31.7%
Low Rise	5,030	4,478	4,947	12.3%	1.7%
Total	18,745	17,135	15,361	9.4%	22.0%
Benchmark Price	Sep-19	Aug-19	Sep-18	M/M Change	Y/Y Change
High Rise	\$841,159	\$840,799	\$789,643	0.0%	6.5%
Low Rise	\$1,081,175	\$1,083,358	\$1,119,533	-0.2%	-3.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	349	274	156	
High Rise Units	3,237	92,732	72,670	41,409	
% Sold*	45%	81%	93%	70%	
Low Rise Projects	18	296			
Low Rise Units	960	32,363			
% Sold*	41%	84%			

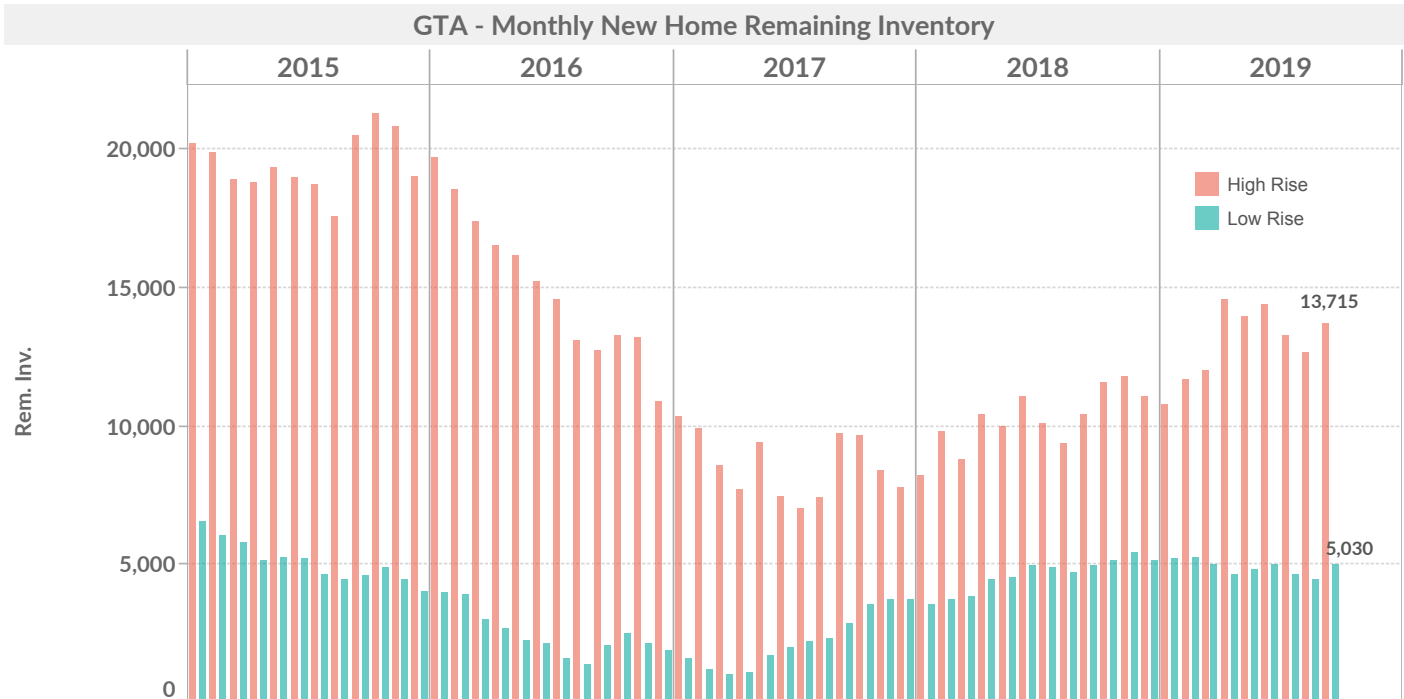
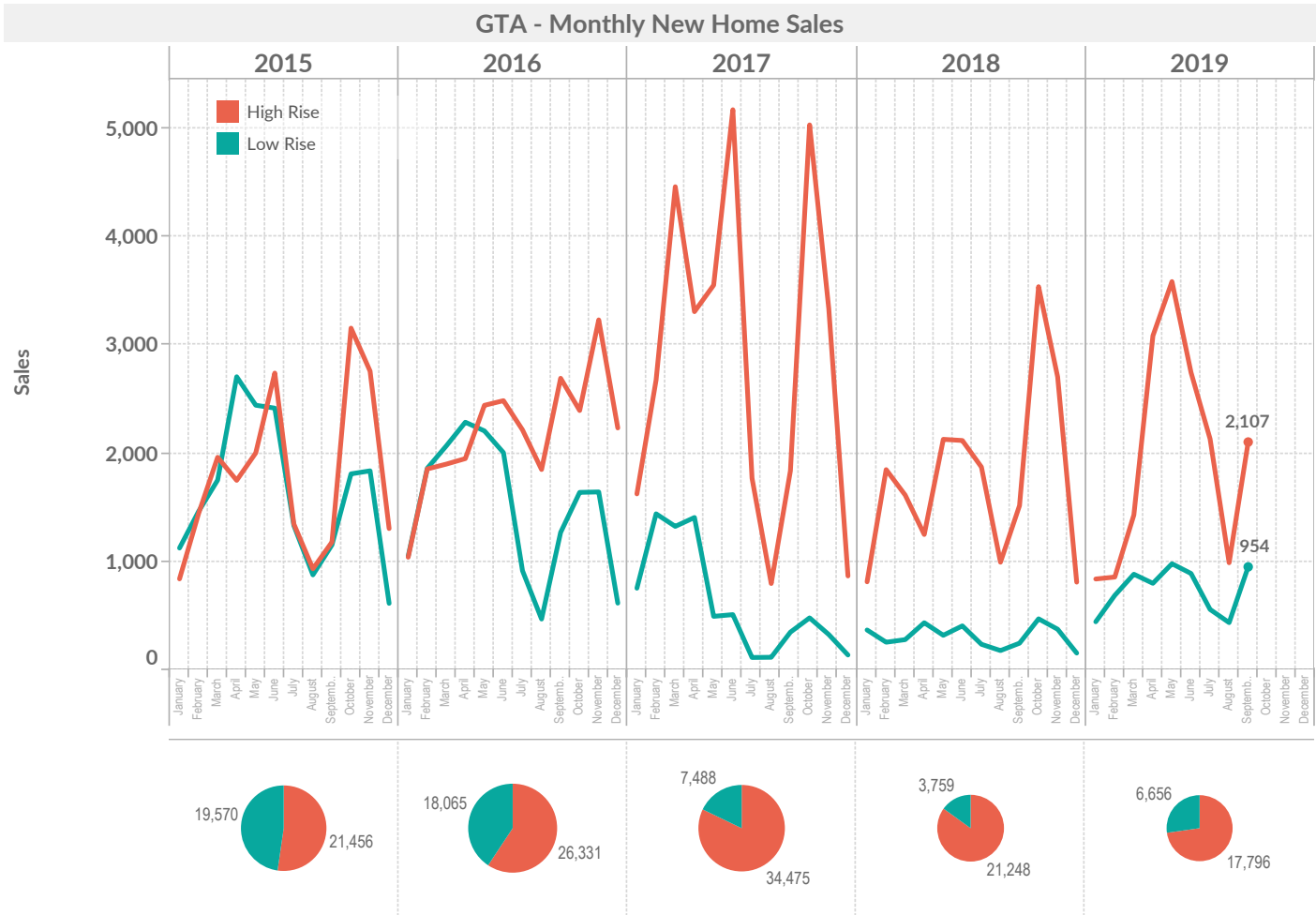
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

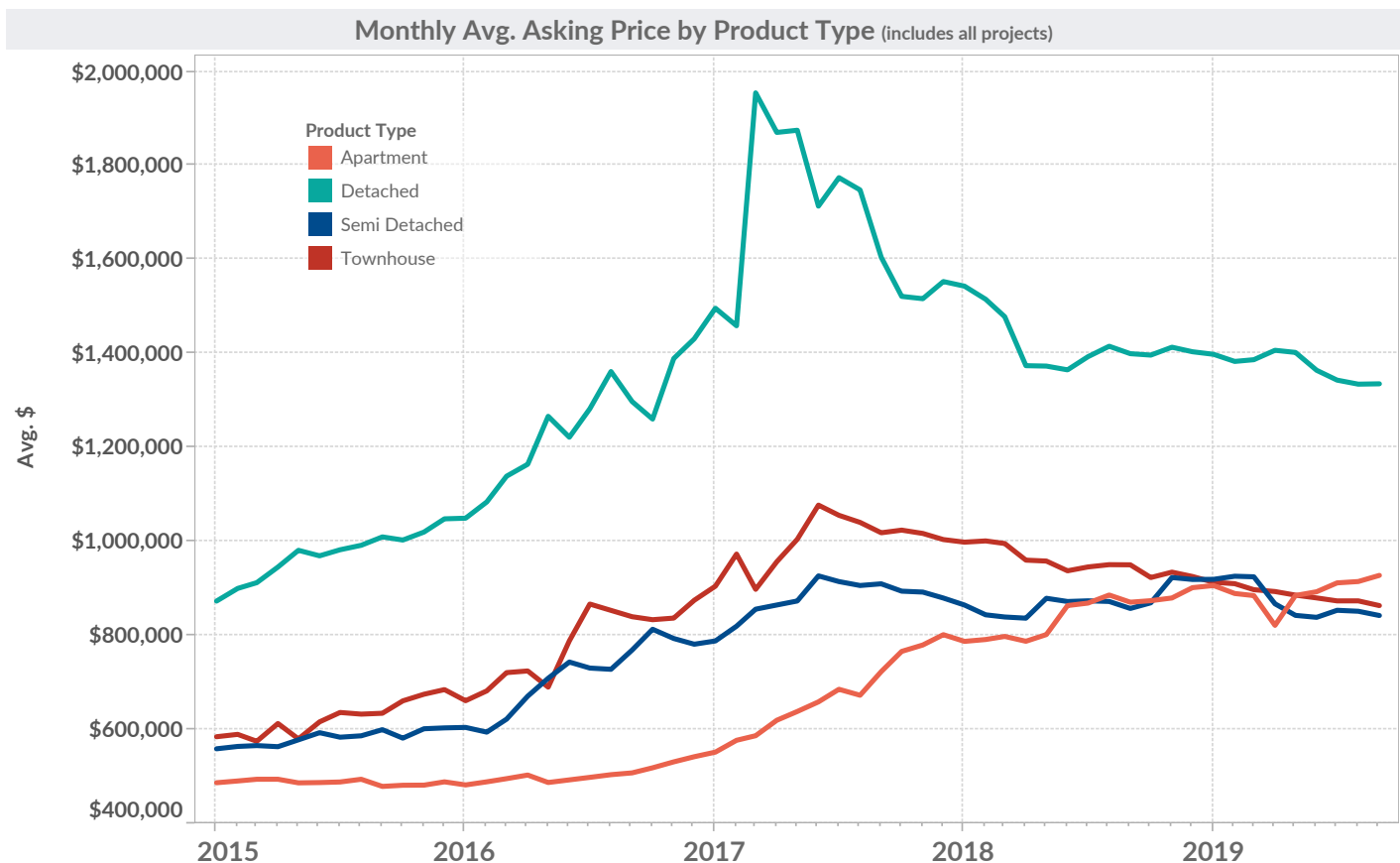
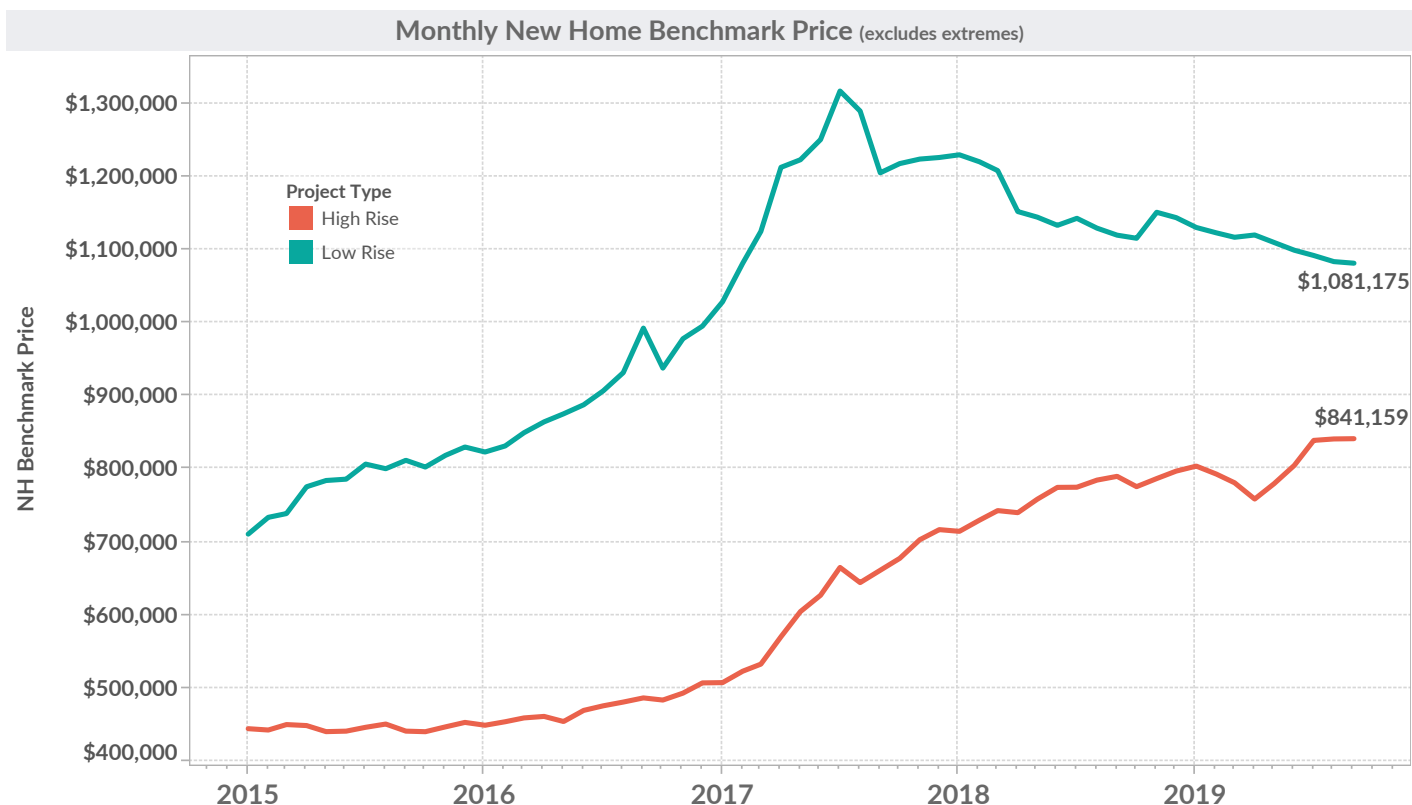
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

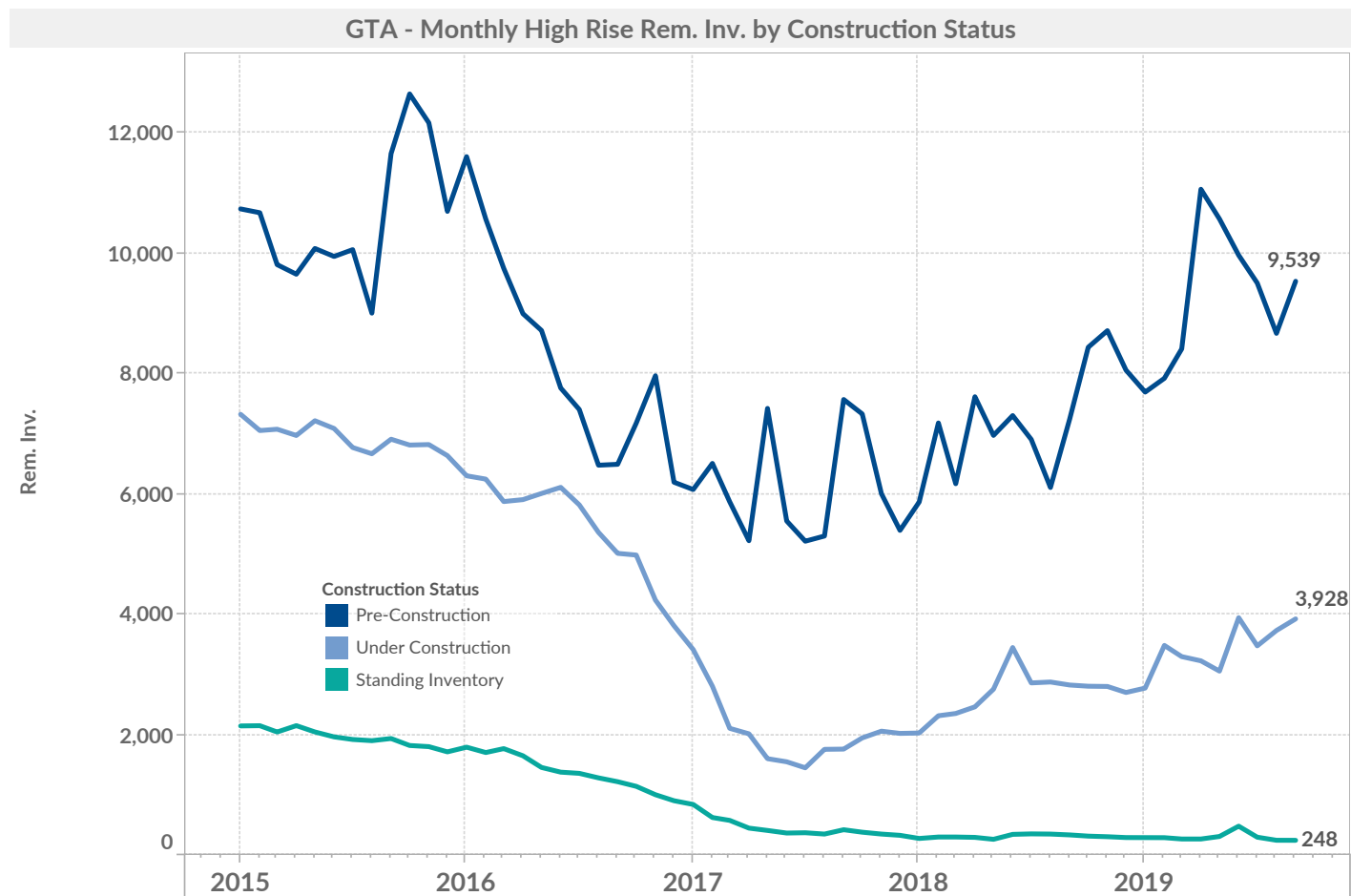
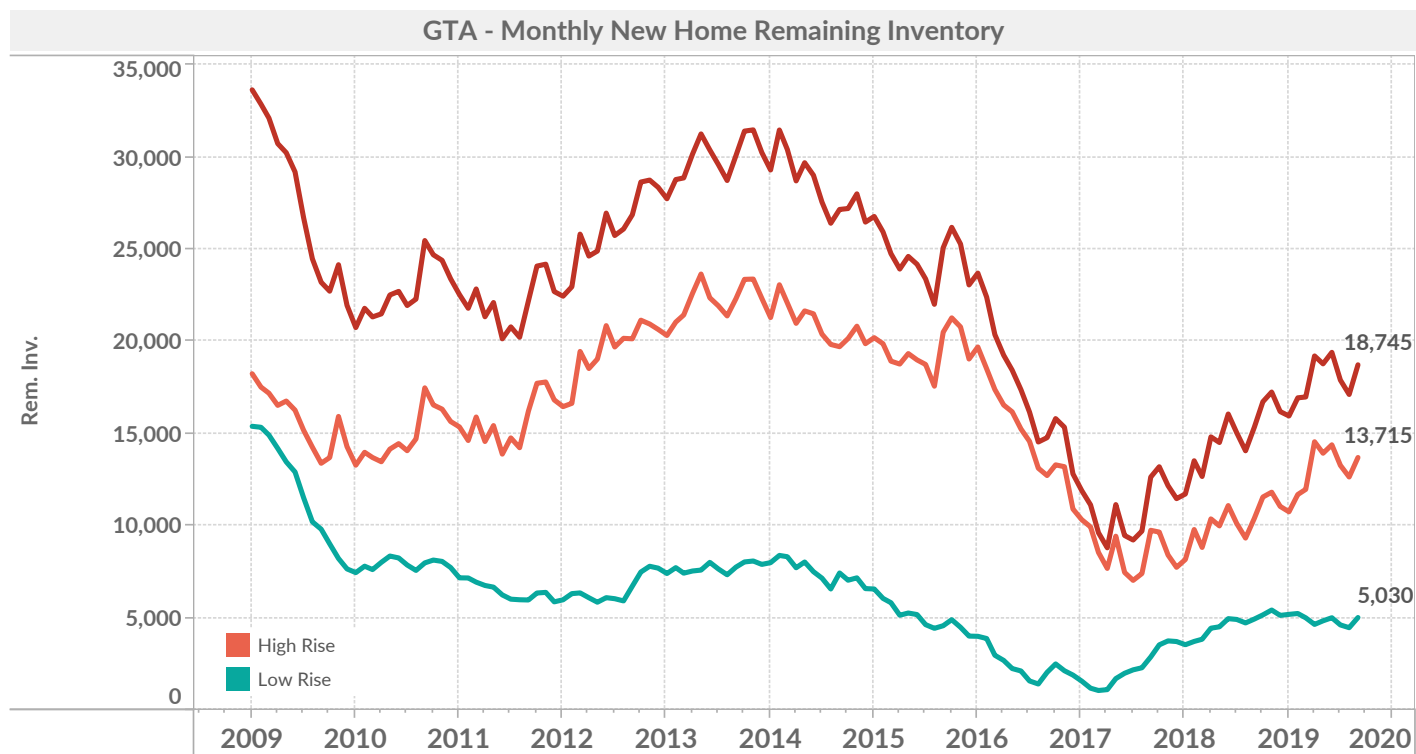
Sales & Remaining Inventory



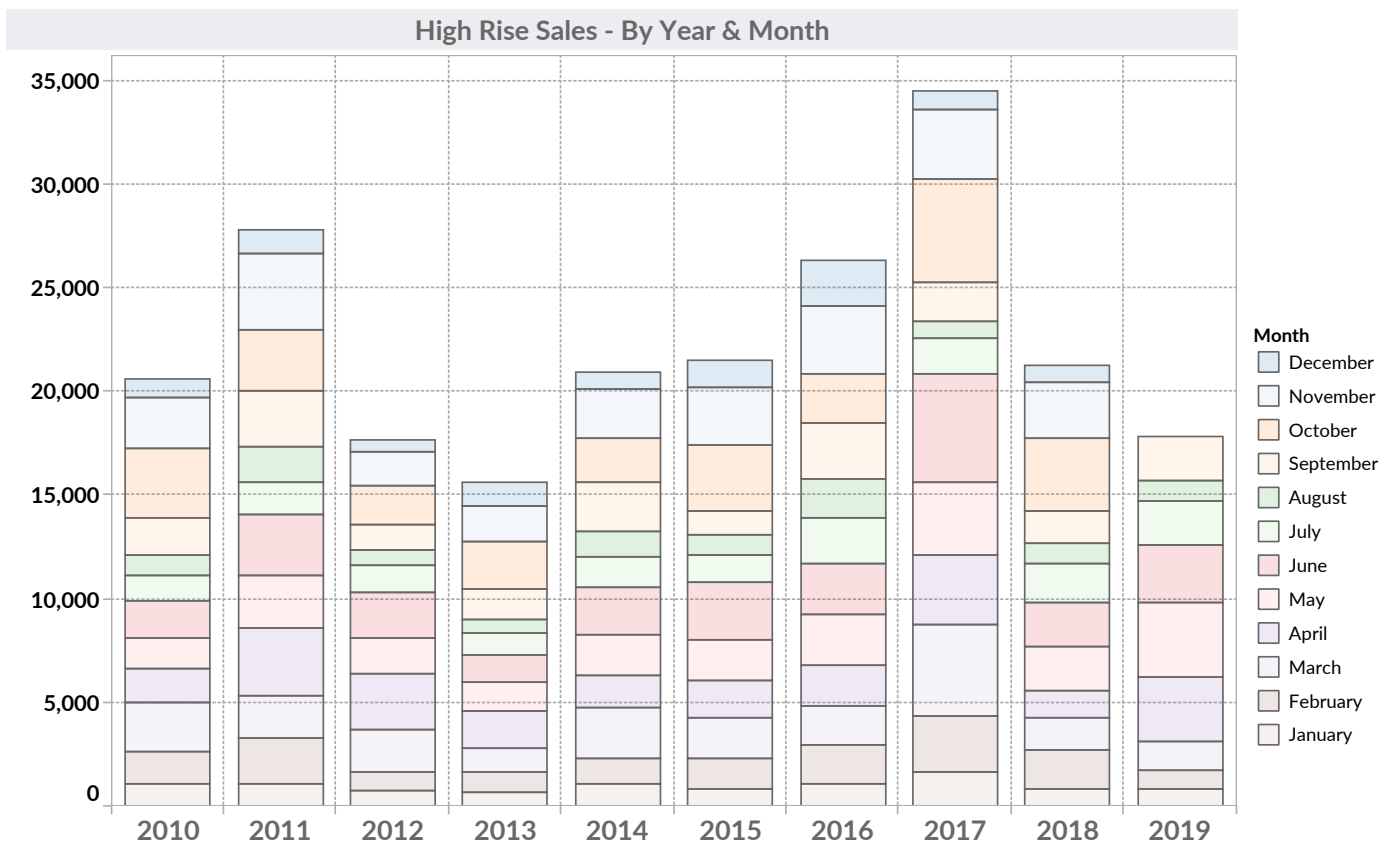
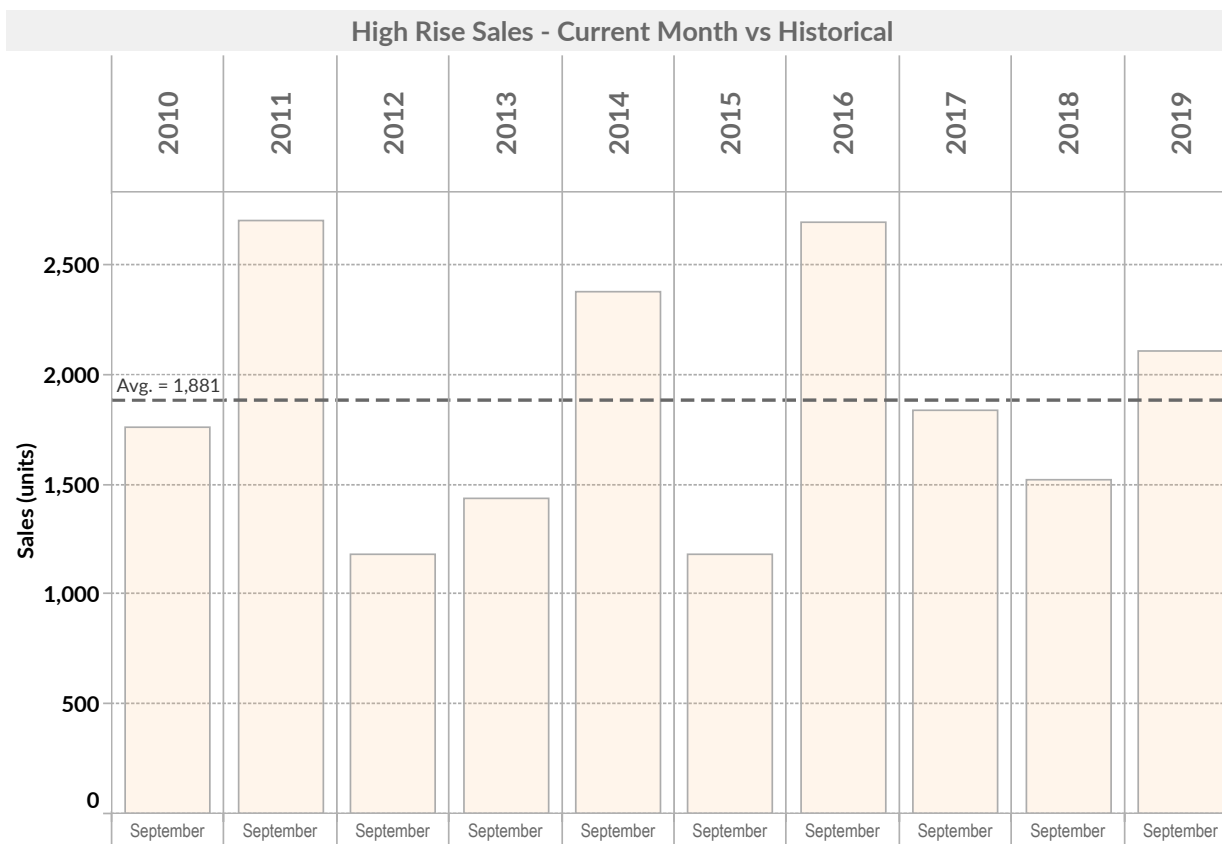
Pricing



Remaining Inventory

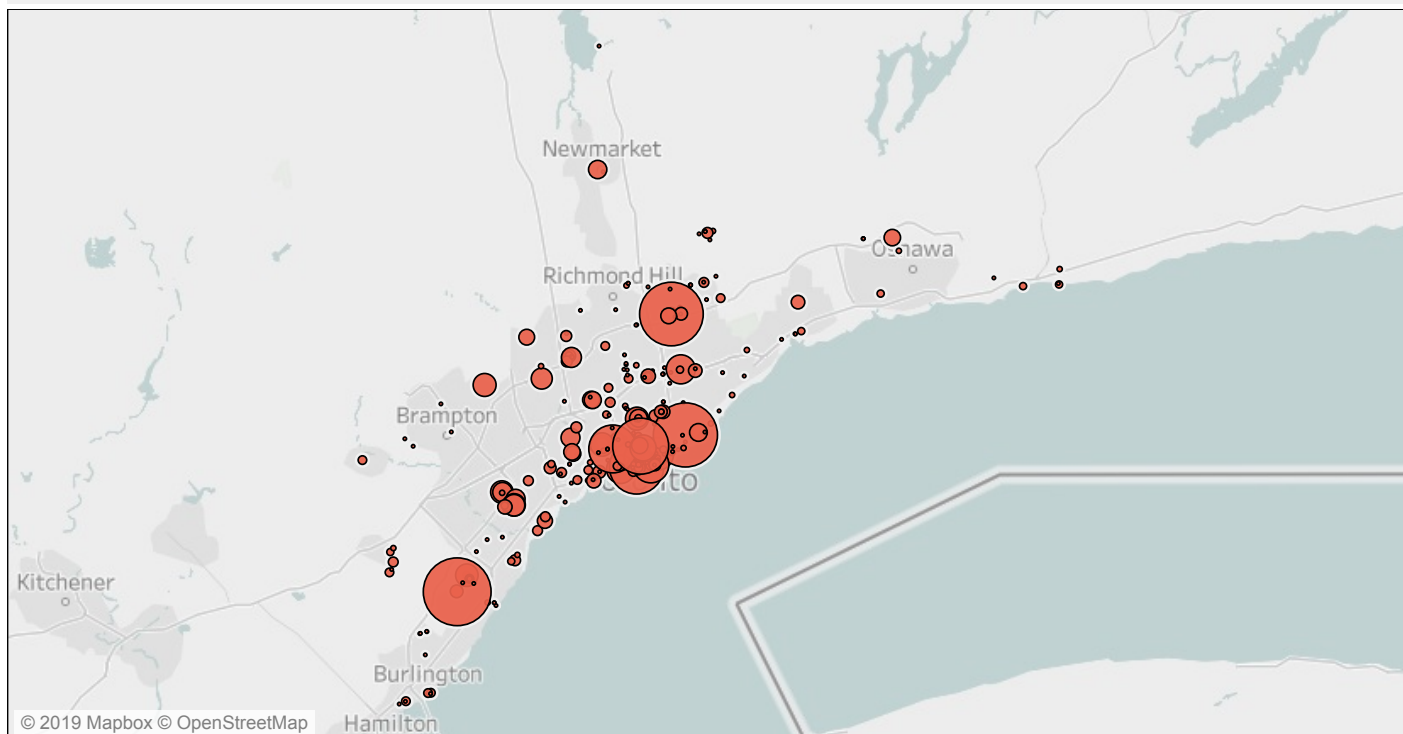


Historical Sales Comparison

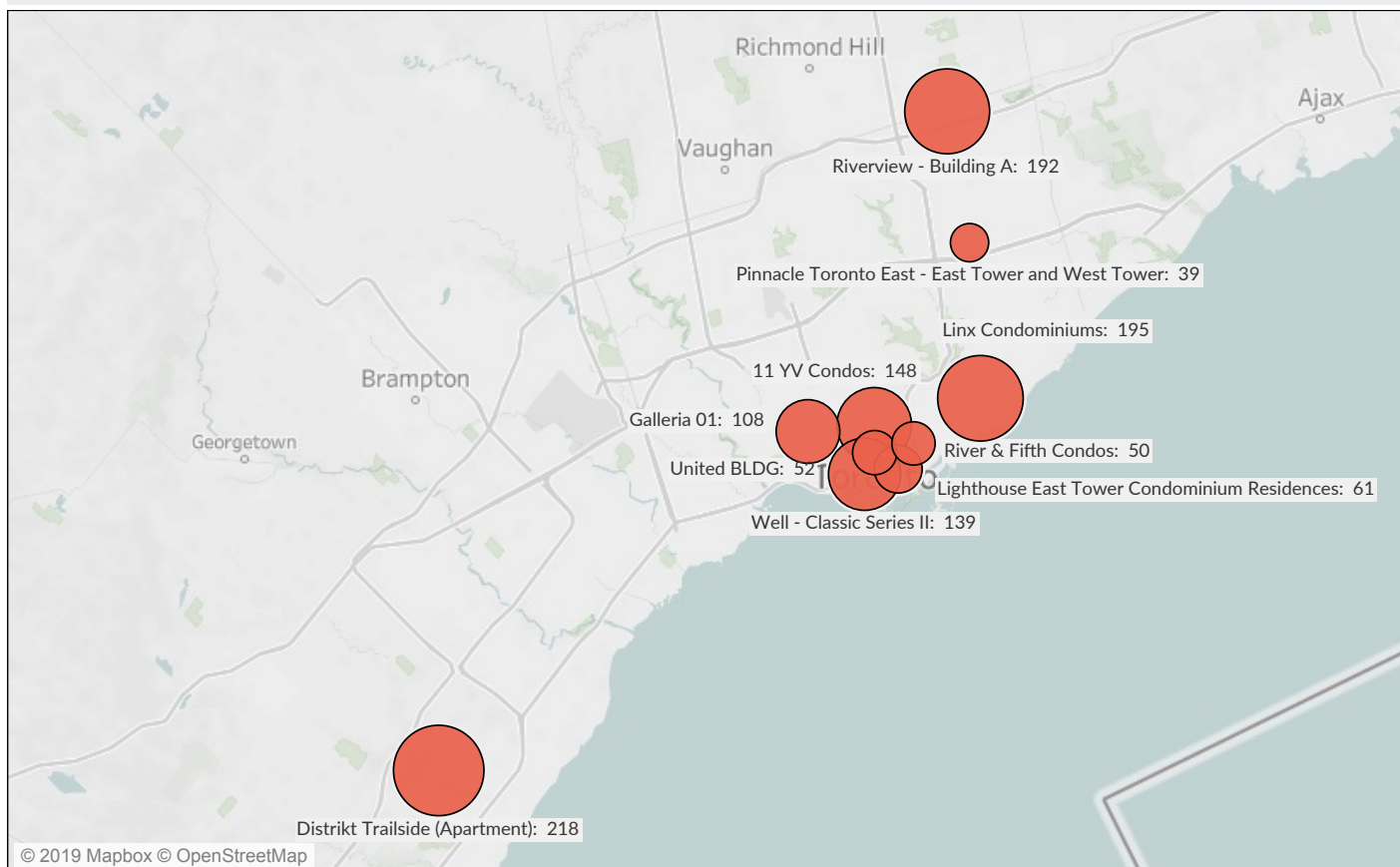


Current Sites

GTA - Active High Rise Sites by Current Month Sales



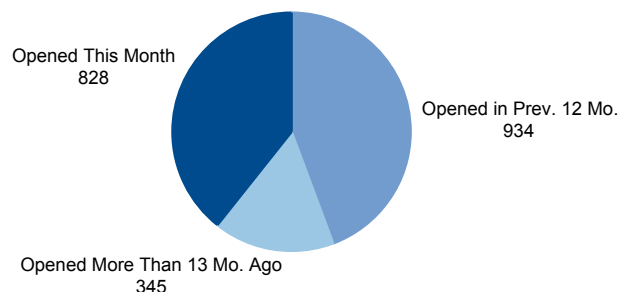
GTA - Top 10 Sites by Current Month Sales



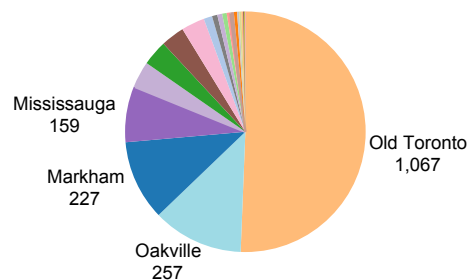
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

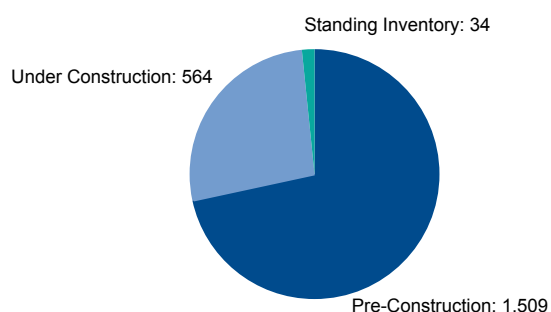
Sales by Opening Date



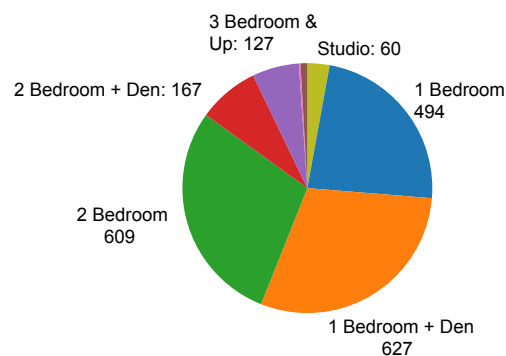
Sales by Municipality/Area



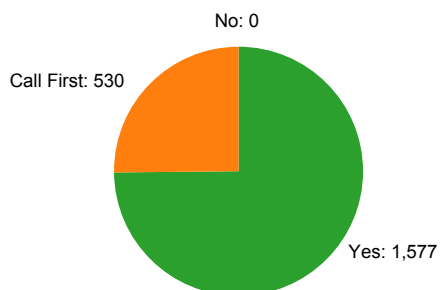
Sales by Const. Status



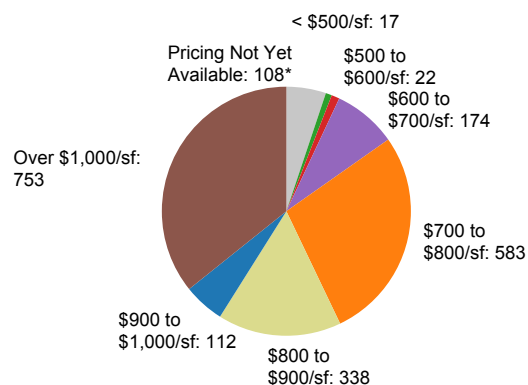
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

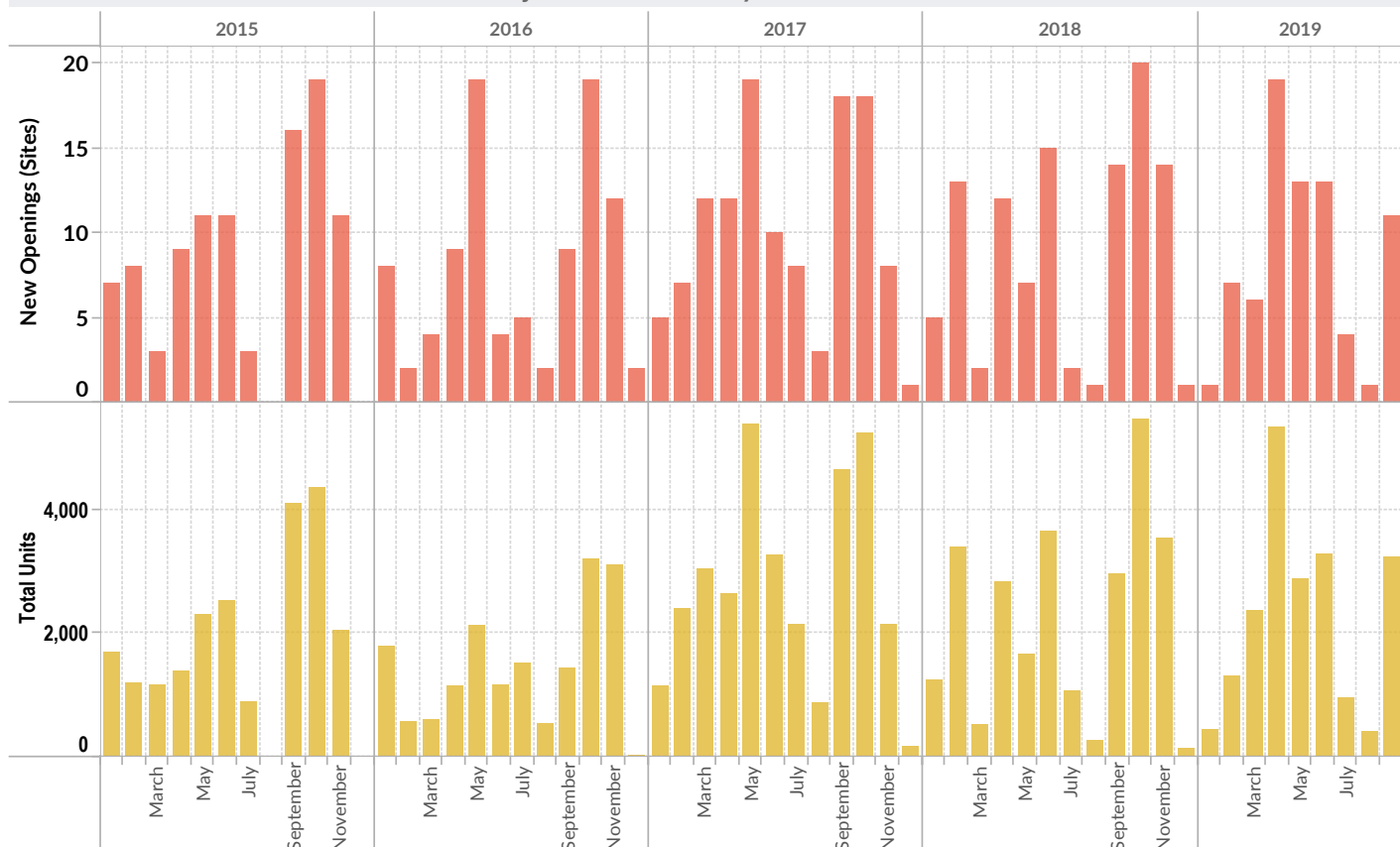
New Openings

September 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Well - Classic Series II - Tridel	Old Toronto	9/1/2019	258	139	119	\$1,367
Thirty Six Zorra - Altree Developments *	Etobicoke	9/10/2019	459	0	374	\$754
Distrikt Trailside (Apartment) - Distrikt	Oakville	9/14/2019	263	218	45	\$711
Distrikt Trailside (Stacked) - Distrikt	Oakville	9/14/2019	36	7	11	\$655
Galleria 01 - El-Ad Canada Inc.	Old Toronto	9/14/2019	267	108	159	\$0
Parkside Towns at Saturday - Mattamy Homes	North York	9/14/2019	42	13	29	\$706
11 YV Condos - Metropia and Capital Developments and RioCan	Old Toronto	9/18/2019	593	148	445	\$1,676
Linx Condominiums - Tribute Communities and Greybrook Realty Partners	Old Toronto	9/18/2019	371	195	148	\$885
Way Urban Towns in Erin Mills - Phase 2 - Sorbara *	Mississauga	9/18/2019	375	0	144	\$510
250 Lawrence - Graywood Developments *	Old Toronto	9/21/2019	178	0	178	\$1,198
Exchange District - EX2 - Camrost Felcorp *	Mississauga	9/28/2019	395	0	132	\$867
Grand Total			3,237	828	1,784	\$896

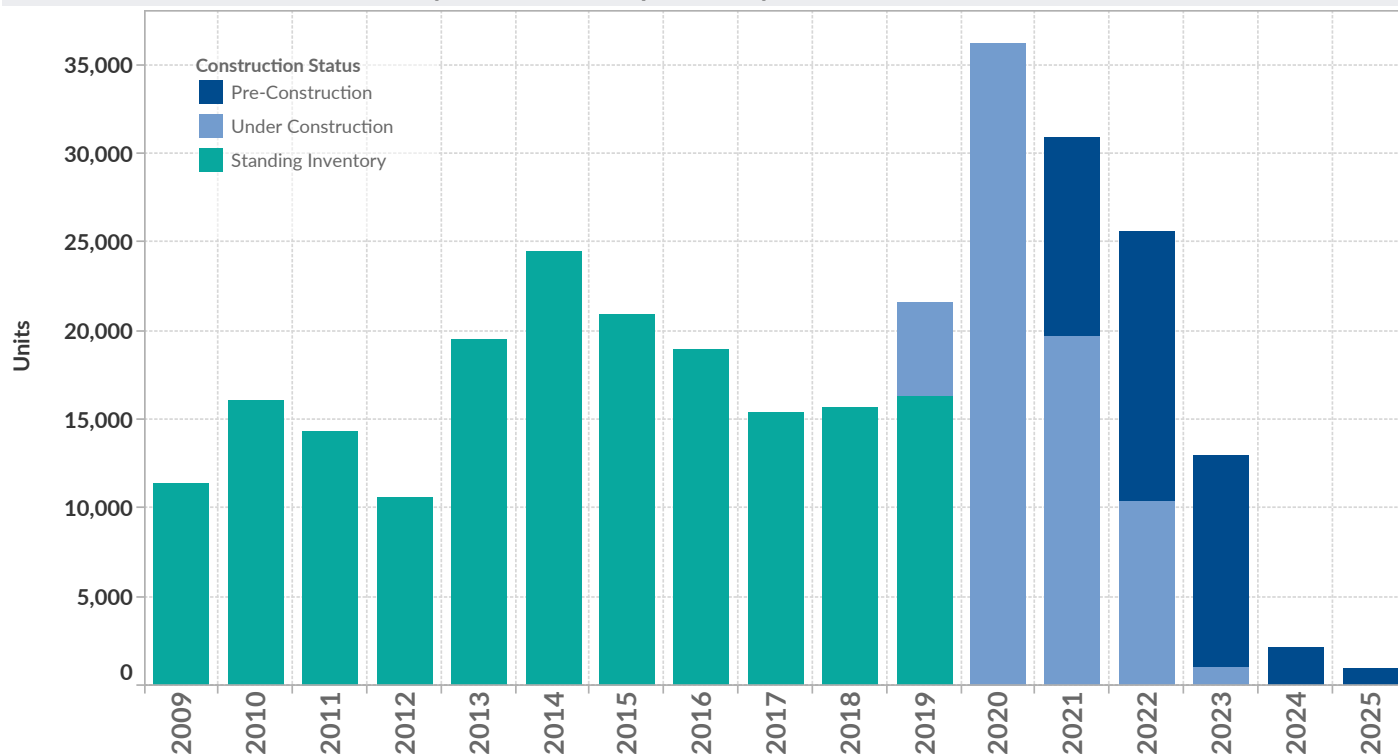
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

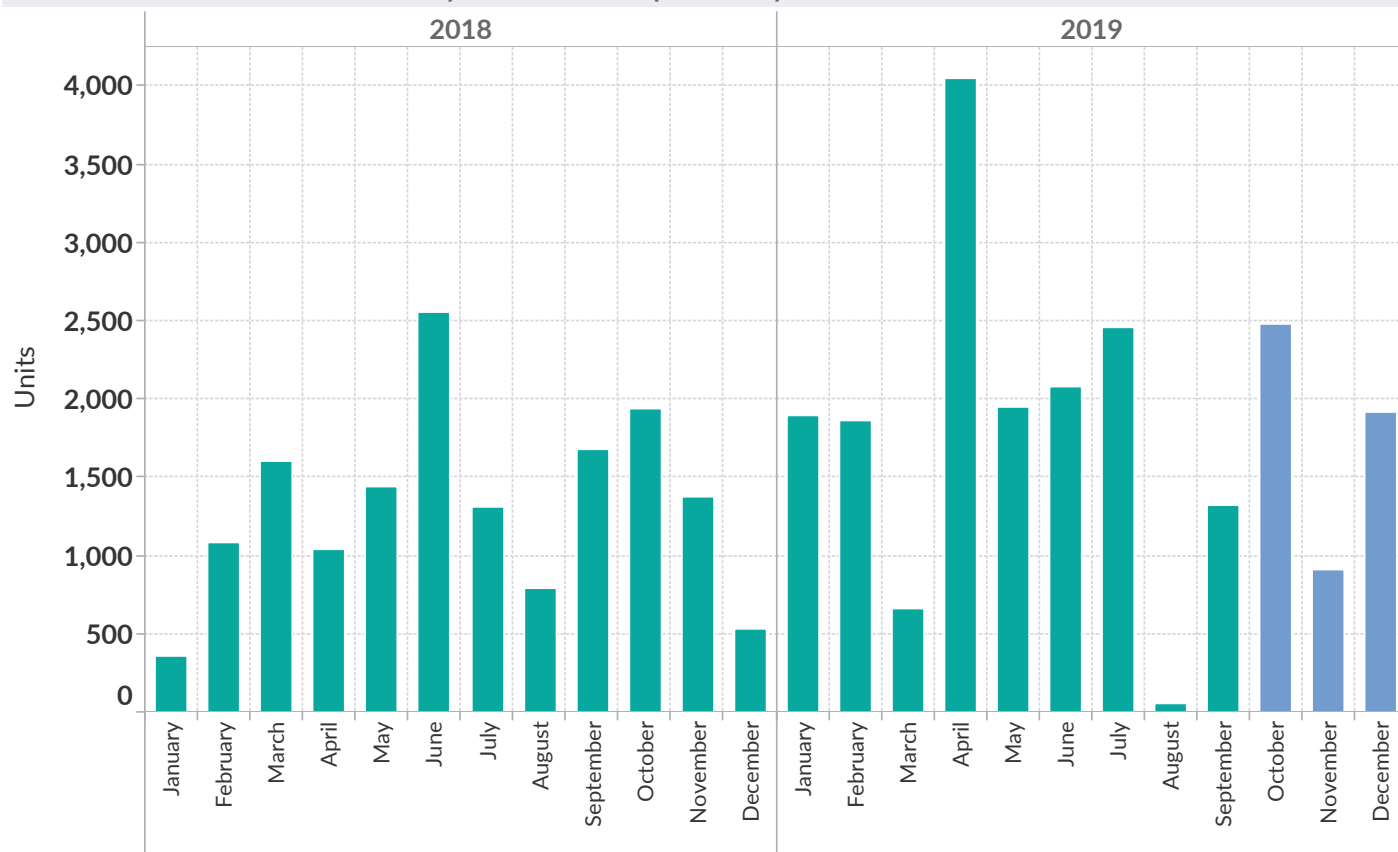


Scheduled Completions

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	0	9				1,023	5.7%
SmartCentres				936	63	12	3	0	9				1,023	5.7%
Menkes	15	46	44	14	546	229	36	9	18				957	5.4%
Tridel	10	15	14	22	148	22	384	127	175				917	5.2%
Amacon Developments			0	475	38	248	65	26	11				863	4.8%
Times Group Corporation	0	1	245	179	18	9	5	80	226				763	4.3%
QuadReal Property Group				0	524	193	22	7	5				751	4.2%
Tribute Communities	18	9	158	31	30	88	27	24	219				604	3.4%
Camrosc Felcorp	0	3	14	5	423	66	30	27	17				585	3.3%
Aspen Ridge Homes	0	1	5	0	162	317	44	21	16				566	3.2%
Capital Developments	0	0	0	287	23	3	9	13	148				483	2.7%
Lanterra Developments	6	6	7	4	0	10	341	47	33				454	2.6%
Minto Developments	0	4	2	0	231	113	23	42	25				440	2.5%
Cortel Group	19	9	22	32	237	40	13	22	24				418	2.3%
Reserve Properties	247	34	36	36	6	9	8	13	16				405	2.3%
Westdale Properties	247	34	36	36	6	9	5	13	16				402	2.3%
Daniels Corporation	29	4	13	4	59	10	184	8	66				377	2.1%
Mattamy Homes	7	6	13	190	71	21	18	9	26				361	2.0%
Pinnacle International	22	27	37	40	35	46	32	32	85				356	2.0%
Aoyuan International	0	47	164	29	61	50	0	0	0				351	2.0%
Concord Adex	5	79	37	12	24	108	17	25	29				336	1.9%
RioCan	17	7	18	5	13	73	14	9	160				316	1.8%
Broccolini						137	57	51	50				295	1.7%
Collecdev				0	290								290	1.6%
Solmar Development Corp.	16	24	24	20	36	69	39	17	44				289	1.6%
Total (All 166 Builders)	842	860	1,433	3,088	3,589	2,749	2,136	992	2,107				17,796	

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 %
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.		
Menkes	19	28	22	15	46	44	14	546	229	36	9	18	1,026	4.1%
CentreCourt Developments Inc.							936	63	12	3	0	9	1,023	4.1%
SmartCentres							936	63	12	3	0	9	1,023	4.1%
Tridel	64	22	10	10	15	14	22	148	22	384	127	175	1,013	4.1%
Amacon Developments						0	475	38	248	65	26	11	863	3.5%
Reserve Properties	325	120	13	247	34	36	36	6	9	8	13	16	863	3.5%
Westdale Properties	325	120	13	247	34	36	36	6	9	5	13	16	860	3.5%
Cresford Developments	747	1	0	0	55	4	10	3	3	2	1	1	827	3.3%
Urban Capital Property Group	10	494	70	23	19	22	127	47	3	1	3	3	822	3.3%
Rogers Real Estate Development Limited	9	493	69	22	18	22	125	40	2	0	0	2	802	3.2%
Mattamy Homes	354	58	19	7	6	13	190	71	21	18	9	26	792	3.2%
Daniels Corporation	329	40	40	29	4	13	4	59	10	184	8	66	786	3.2%
Times Group Corporation	7	3	0	0	1	245	179	18	9	5	80	226	773	3.1%
Tribute Communities	13	130	6	18	9	158	31	30	88	27	24	219	753	3.0%
QuadReal Property Group							0	524	193	22	7	5	751	3.0%
Camrosc Felcorp	22	9	11	0	3	14	5	423	66	30	27	17	627	2.5%
Concord Adex	8	259	6	5	79	37	12	24	108	17	25	29	609	2.4%
Aspen Ridge Homes	4	2	0	0	1	5	0	162	317	44	21	16	572	2.3%
Cortel Group	1	24	110	19	9	22	32	237	40	13	22	24	553	2.2%
Capital Developments	1	1	0	0	0	0	287	23	3	9	13	148	485	2.0%
Lanterra Developments	10	19	2	6	6	7	4	0	10	341	47	33	485	2.0%
Pinnacle International	39	39	21	22	27	37	40	35	46	32	32	85	455	1.8%
RioCan		130	6	17	7	18	5	13	73	14	9	160	452	1.8%
Minto Developments	1	0	2	0	4	2	0	231	113	23	42	25	443	1.8%
Pemberton Group	144	33	19	65	32	74	11	10	10	22	3	1	424	1.7%
Total (All 176 Builders)	3,542	2,709	813	842	860	1,433	3,088	3,589	2,749	2,136	992	2,107	24,860	

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 September
Distrikt Trailside (Apartment) - Distrikt	Oakville	Apartment	1 Bedroom	19
			1 Bedroom + Den	84
			2 Bedroom + Den	17
			3 Bedroom & Up	5
			2 Bedroom	84
			Other	9
			Total	218
Linx Condominiums - Tribute Communities and Greybrook Realty Partners	Old Toronto	Apartment	1 Bedroom	83
			1 Bedroom + Den	58
			2 Bedroom + Den	1
			3 Bedroom & Up	12
			2 Bedroom	41
			Total	195
Riverview - Building A - Times Group Corporation	Markham	Apartment	1 Bedroom + Den	85
			2 Bedroom + Den	23
			3 Bedroom & Up	10
			2 Bedroom	74
			Total	192
11 YV Condos - Metropia and Capital Developments and RioCan	Old Toronto	Apartment	1 Bedroom	80
			1 Bedroom + Den	22
			3 Bedroom & Up	4
			2 Bedroom	34
			Studio	8
			Total	148
Well - Classic Series II - Tridel	Old Toronto	Apartment	1 Bedroom	54
			1 Bedroom + Den	42
			2 Bedroom + Den	6
			3 Bedroom & Up	3
			2 Bedroom	34
			Other	0
			Total	139

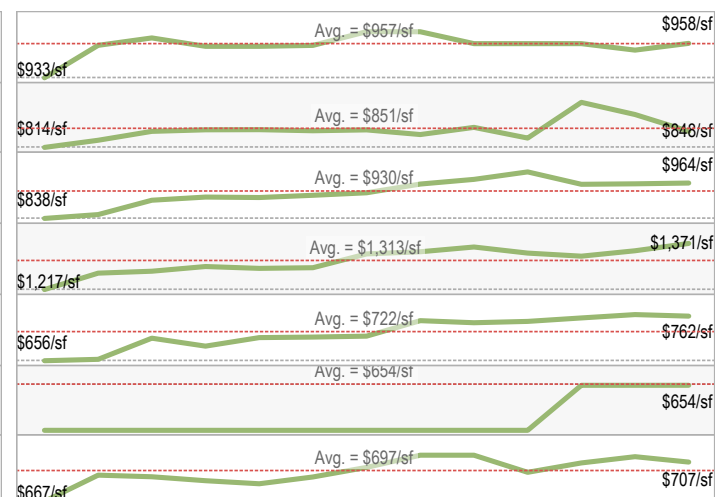
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$958/sf
	Etobicoke	\$848/sf
	North York	\$964/sf
	Old Toronto	\$1,371/sf
	Scarborough	\$762/sf
	York	\$654/sf
905 Area	905 All Muni.	\$707/sf

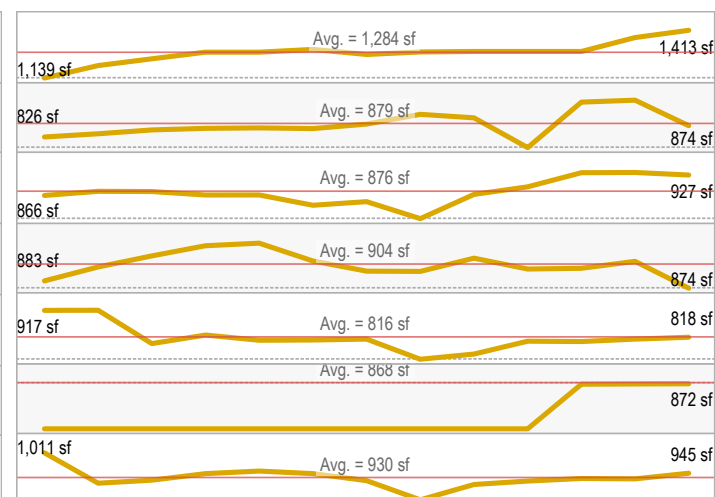
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,413 sf
	Etobicoke	874 sf
	North York	927 sf
	Old Toronto	874 sf
	Scarborough	818 sf
	York	872 sf
905 Area	905 All Muni.	945 sf

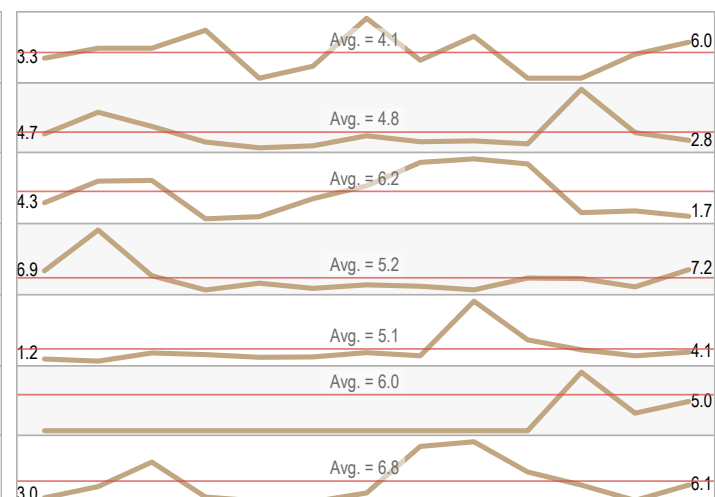
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	6.0
	Etobicoke	2.8
	North York	1.7
	Old Toronto	7.2
	Scarborough	4.1
	York	5.0
905 Area	905 All Muni.	6.1

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	September 2019				September 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	 176			 176	 25			 25
Central Waterfront	Old Toronto	 83			 83	 67			 67
Don Mills - York Mills	North York	 19		 0	 19	 12		 1	 13
Downtown Core	Old Toronto	 85			 85	 13			 13
Downtown East	Old Toronto	 60			 60	 65			 65
Downtown West	Old Toronto	 225			 225	 266			 266
Etobicoke Waterfront	Etobicoke	 10			 10	 17			 17
Highway7 - Yonge	Markham	 0			 0	 27			 27
	Richmond Hill	 0		 1	 1	 6		 3	 9
Mississauga City Centre	Mississauga	 72			 72	 31			 31
North Toronto	Old Toronto	 59			 59	 22			 22
North Yonge Corridor	North York	 3		 0	 3	 0		 0	 0
North York East	North York	 0		 1	 1	 0			 0
North York West	North York	 20		 16	 36	 142		 4	 146
Not Applicable	Brampton	 0		 24	 24	 10		 0	 10
	Burlington	 9			 9	 9			 9
	Clarington	 3		 2	 5	 0		 0	 0
	East York	 6			 6	 10			 10
	Etobicoke	 55		 2	 57	 104			 104
	Georgina	 0			 0	 0			 0
	Halton Hills	 3			 3	 4			 4
	Markham	 224	 0	 3	 227	 34		 2	 36
	Milton	 6		 4	 10	 11		 1	 12
	Mississauga	 80		 7	 87	 89		 1	 90
	Newmarket	 15	 0		 15		 0		 0
	Oakville	 250		 7	 257	 16		 0	 16
	Old Toronto	 0			 0	 1			 1
	Oshawa	 13			 13	 1			 1
	Pickering	 2		 8	 10	 0		 1	 1
	Scarborough	 51		 15	 66	 12		 1	 13
	Vaughan	 58		 11	 69	 7		 6	 13
	Whitby	 2			 2	 13			 13
	Whitchurch-Stouffville	 6			 6	 13			 13
	York	 14			 14	 58			 58
Sheppard Corridor	North York	 15		 0	 15	 17			 17
Thornhill	Vaughan	 3			 3	 23			 23
Toronto East	Old Toronto	 202	 0	 2	 204	 5	 0	 0	 5
Toronto West	Old Toronto	 55		 9	 64	 369	 0		 369
Yonge - St. Clair	Old Toronto	 111			 111	 1			 1
Grand Total		 1,995	 0	 112	 2,107	 1,500	 0	 20	 1,520

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	271			271	703			703
Central Waterfront	Old Toronto	551			551	485			485
Don Mills - York Mills	East York								
	North York	666		15	681	401		23	424
	Old Toronto								
Downtown Core	Old Toronto	1,347			1,347	941			941
Downtown East	Old Toronto	779			779	424			424
Downtown West	Old Toronto	2,217			2,217	1,144			1,144
Etobicoke Waterfront	Etobicoke	130			130	80			80
Highway7 - Yonge	Markham	8			8	147			147
	Richmond Hill	100		46	146	107		92	199
Mississauga City Centre	Mississauga	2,575			2,575	631			631
North Toronto	North York								
	Old Toronto	1,256			1,256	689			689
North Yonge Corridor	North York	785		9	794	151		9	160
	Old Toronto								
North York East	North York	5		5	10	0		25	25
North York West	North York	779		61	840	193		178	371
	Old Toronto								
Not Applicable	Ajax								
	Aurora								
Brampton	Brampton	121		450	571	43		50	93
	Burlington	356			356	282			282
Caledon	Caledon								
	Clarington	11		4	15	83		0	83
East York	East York	60			60	47			47
	Etobicoke	1,275		73	1,348	833		17	850
Georgina	Georgina	0			0	0			0
	Halton Hills	20			20	13			13
King	King								
	Markham	995	16	14	1,025	735	96	25	856
Milton	Milton	62		47	109	103		0	103
	Mississauga	715		248	963	468		263	731
Newmarket	Newmarket	69	3		72	150	3		153
	North York								
Oakville	Oakville	1,094		104	1,198	248		27	275
	Old Toronto	8			8	57			57
Oshawa	Oshawa	307			307	203			203
	Pickering	316		145	461	14		27	41
Richmond Hill	Richmond Hill								
	Scarborough	848		137	985	666		82	748
Uxbridge	Uxbridge								
	Vaughan	2,524		93	2,617	427		87	514
Whitby	Whitby	76			76	98			98
	Whitchurch-Stouffville	137			137	130			130
York	York	161			161	93			93
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	913		10	923	741		14	755
Thornhill	Markham								
	Vaughan	176			176	0			0
Toronto East	East York								
	Old Toronto	552	2	25	579	266	14	14	294
Toronto West	Old Toronto	923	1	30	954	592		92	684
Yonge - St. Clair	Old Toronto	134			134	189			189
Grand Total		23,322	22	1,516	24,860	12,577	113	1,025	13,715

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