



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of October 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-19		Oct-18		Change
High Rise	3,424		3,538		-3.2%
Low Rise	1,296		466		178.1%
Total	4,720		4,004		17.9%
Year to Date Sales	Jan.-Oct. 2019		Jan.-Oct. 2018		Y/Y Change
High Rise	21,291		17,678		20.4%
Low Rise	7,897		3,211		145.9%
Total	29,188		20,889		39.7%
Year to Date Supply	Jan.-Oct. 2019		Jan.-Oct. 2018		Y/Y Change
High Rise	24,023		22,868		5.1%
Low Rise	8,102		4,661		73.8%
Total	32,125		27,529		16.7%
Year to Date Completions	Jan.-Oct. 2019		Jan.-Oct. 2018		Y/Y Change
High Rise	18,327		13,790		32.9%
Remaining Inventory	Oct-19	Sep-19	Oct-18	M/M Change	Y/Y Change
High Rise	14,323	14,006	11,627	2.3%	23.2%
Low Rise	5,395	5,116	5,214	5.5%	3.5%
Total	19,718	19,122	16,841	3.1%	17.1%
Benchmark Price	Oct-19	Sep-19	Oct-18	M/M Change	Y/Y Change
High Rise	\$833,827	\$841,159	\$775,537	-0.9%	7.5%
Low Rise	\$1,074,791	\$1,081,175	\$1,115,284	-0.6%	-3.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	19	362	268	173	
High Rise Units	4,103	94,645	70,813	45,095	
% Sold*	50%	81%	93%	70%	
Low Rise Projects	19	308			
Low Rise Units	518	32,753			
% Sold*	45%	84%			

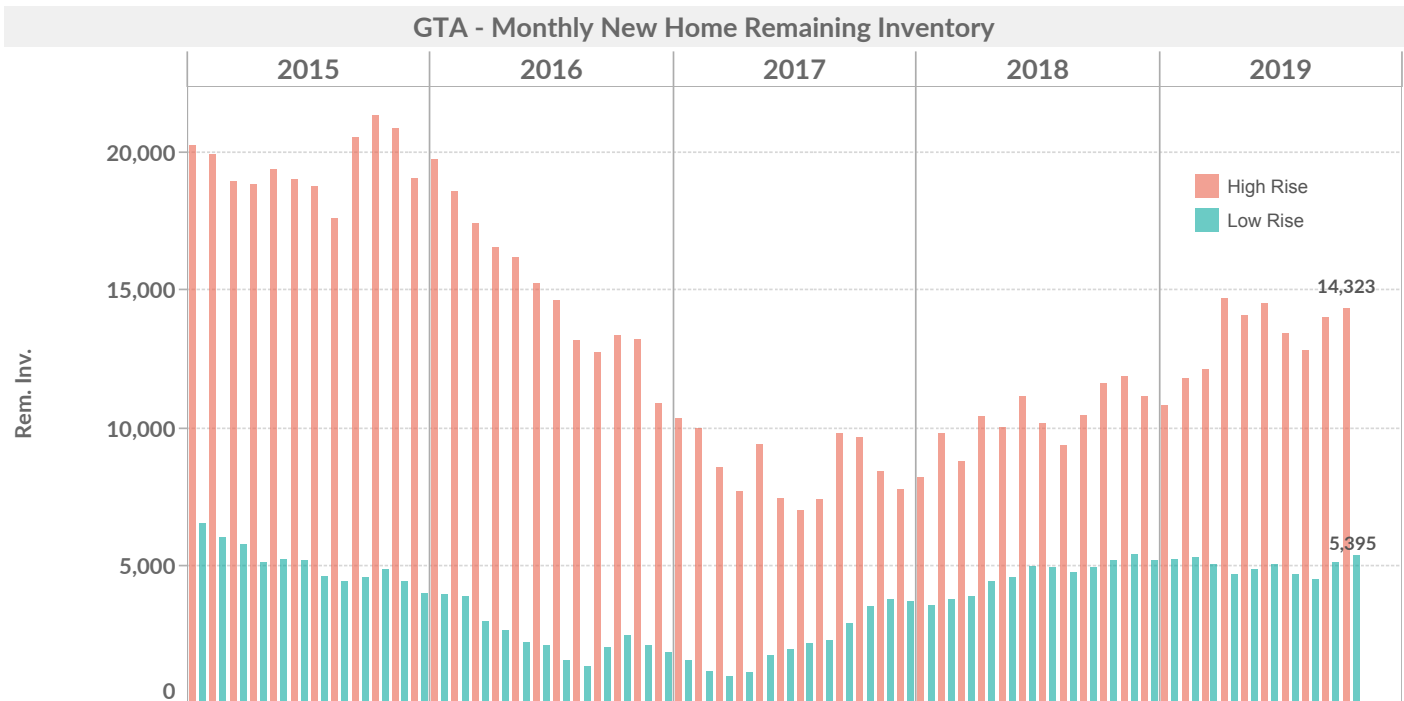
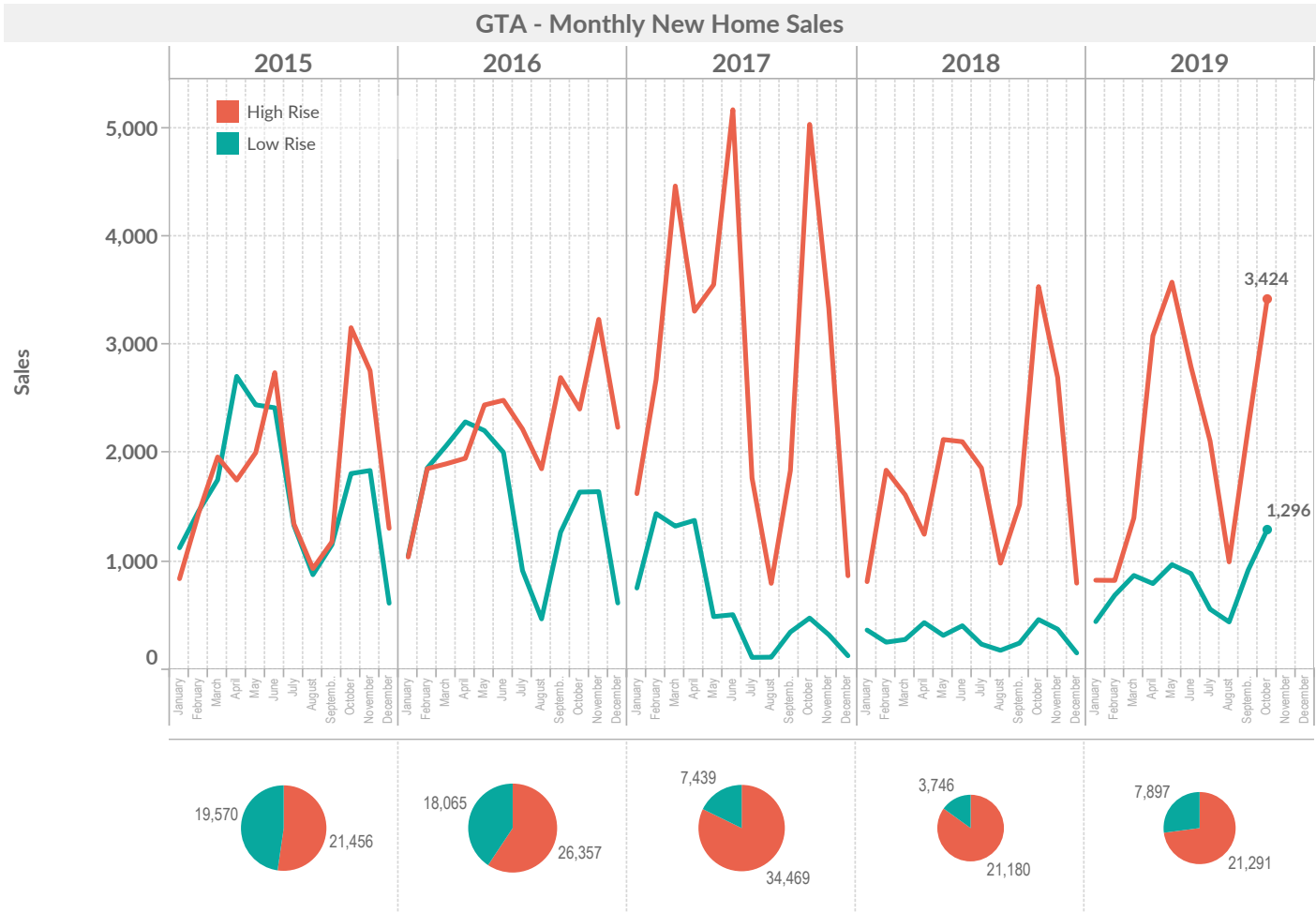
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

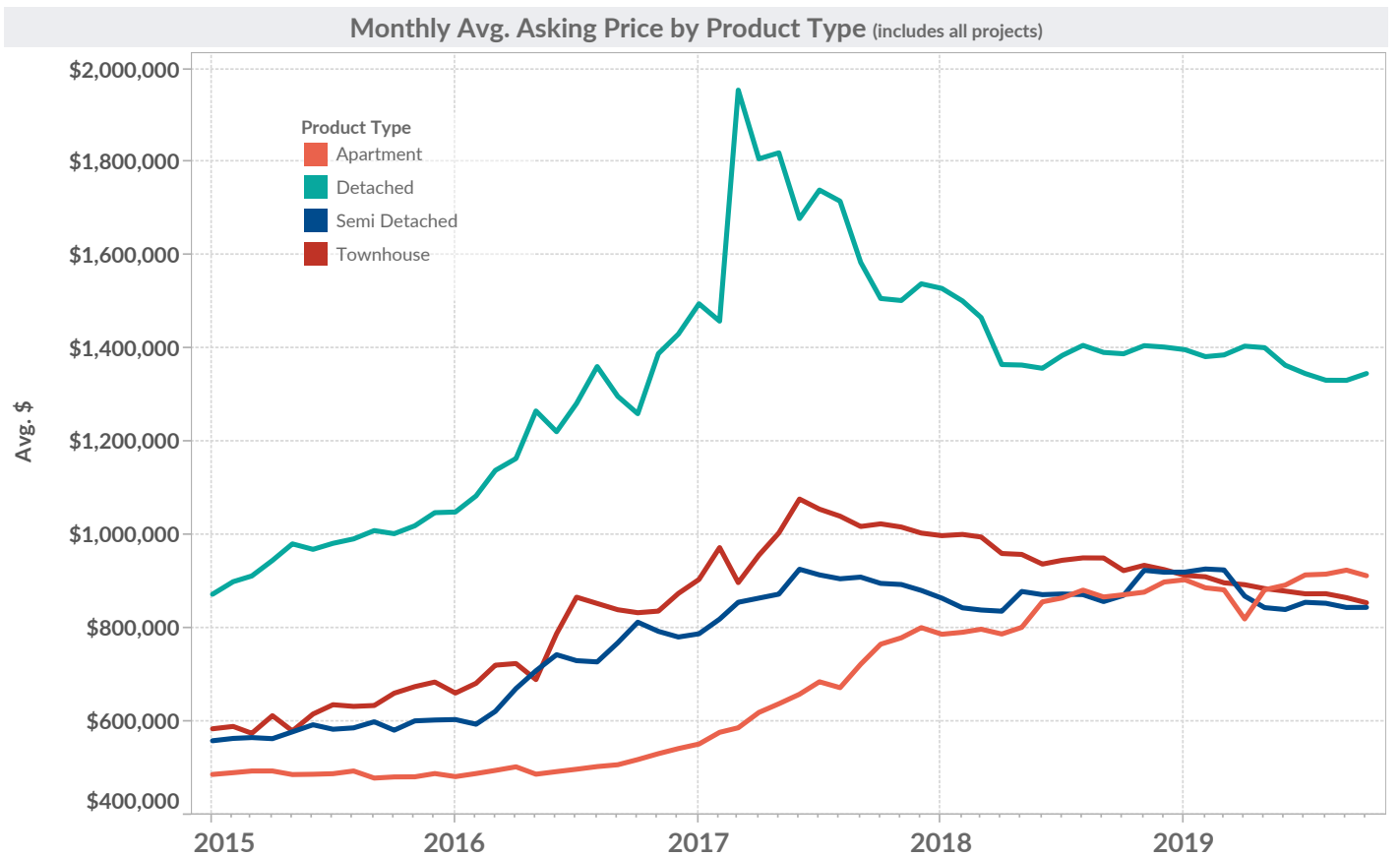
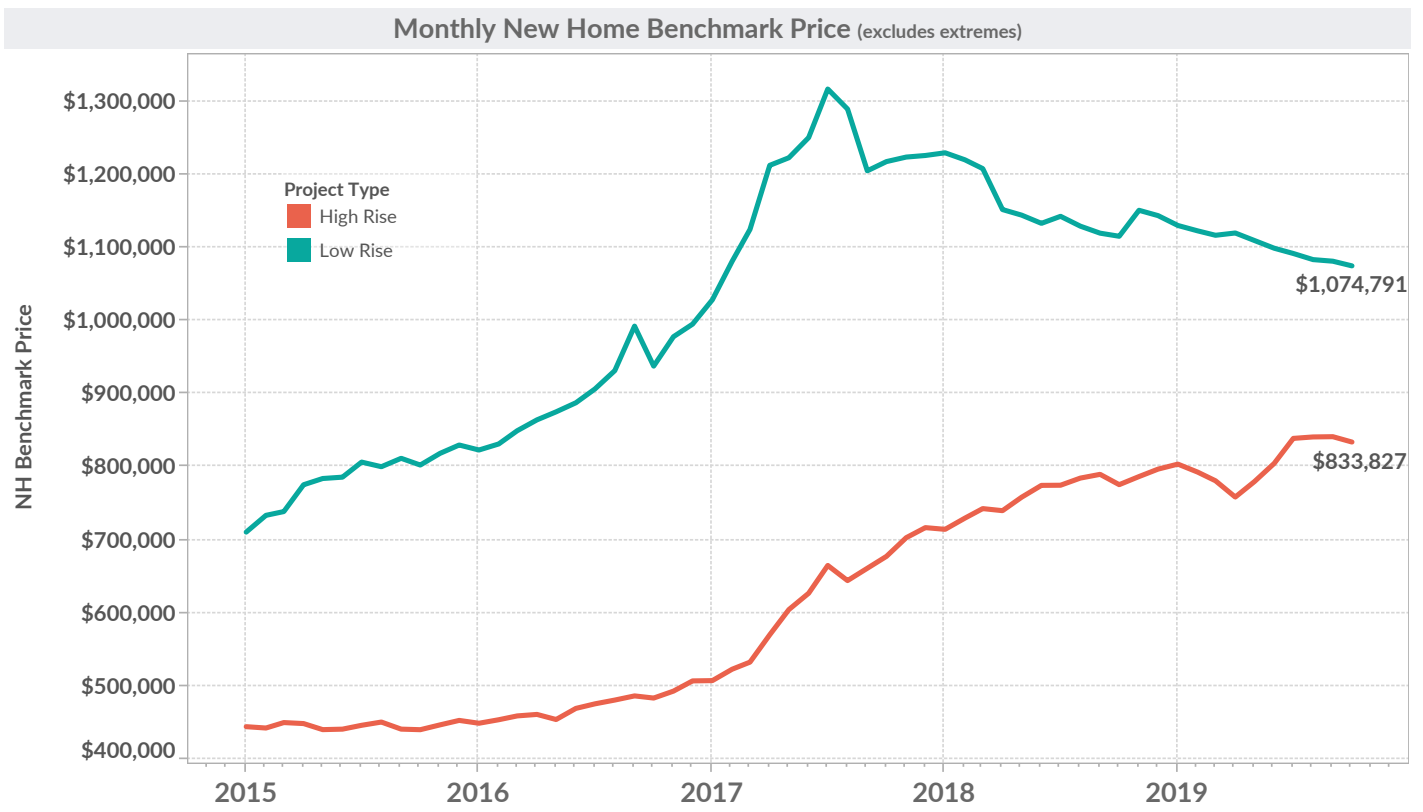
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

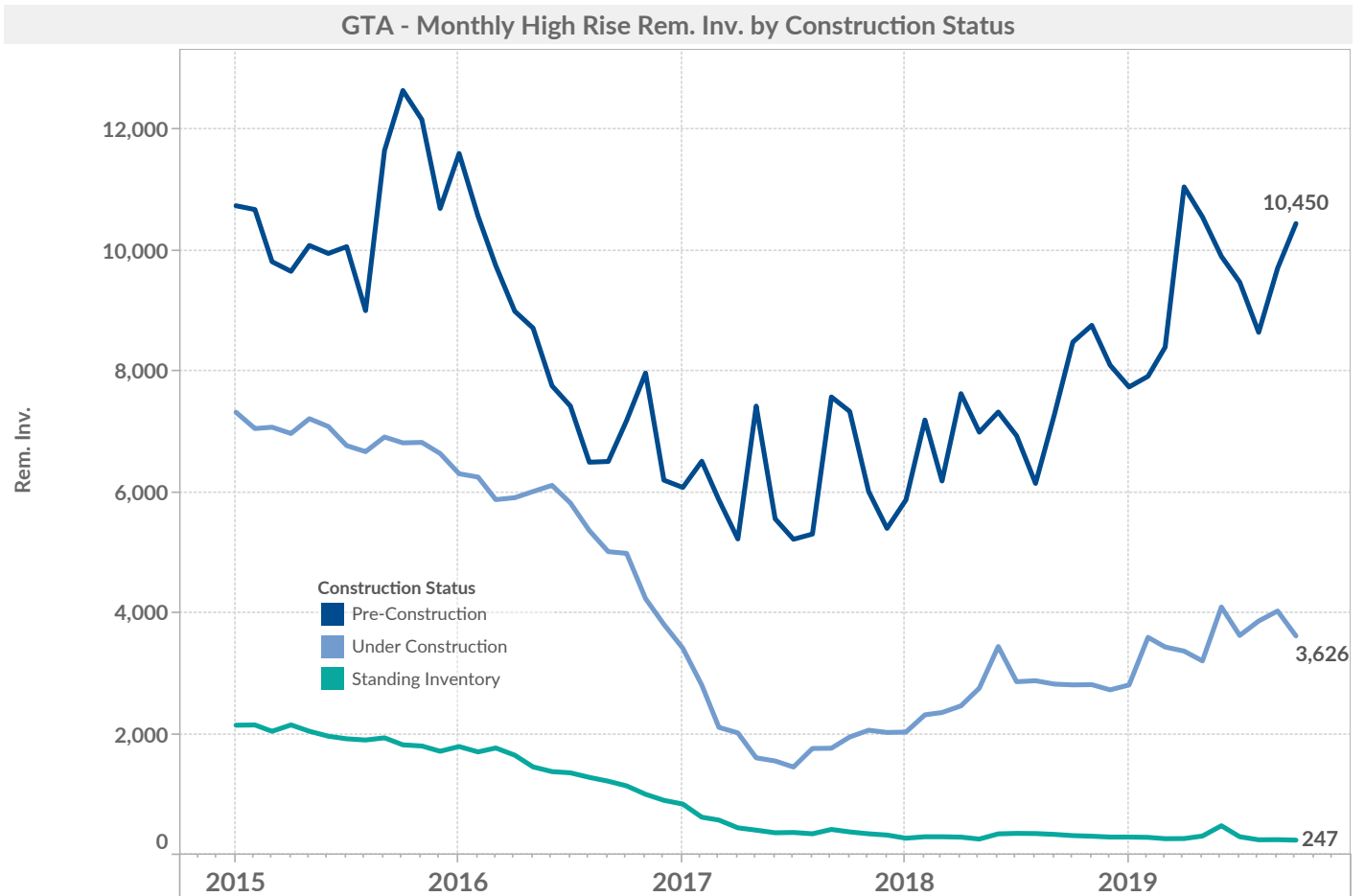
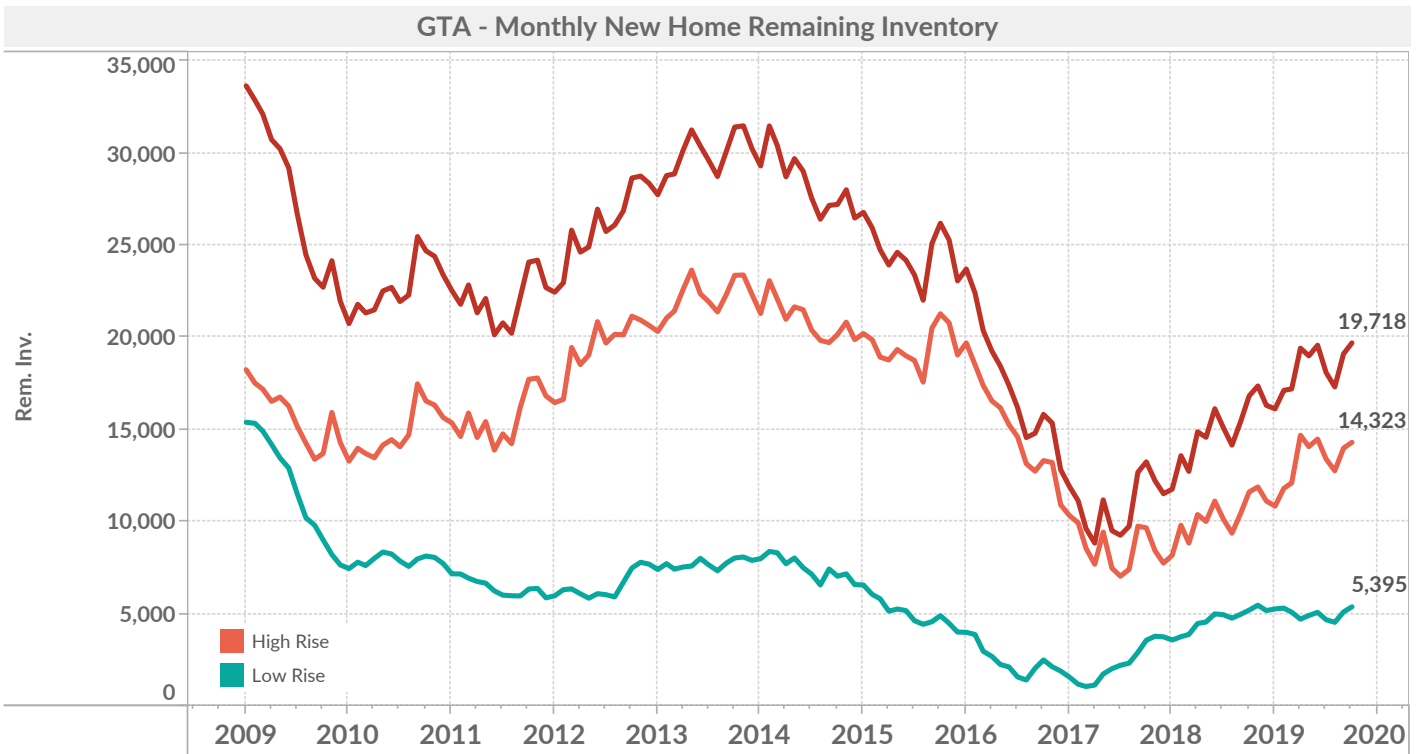
Sales & Remaining Inventory



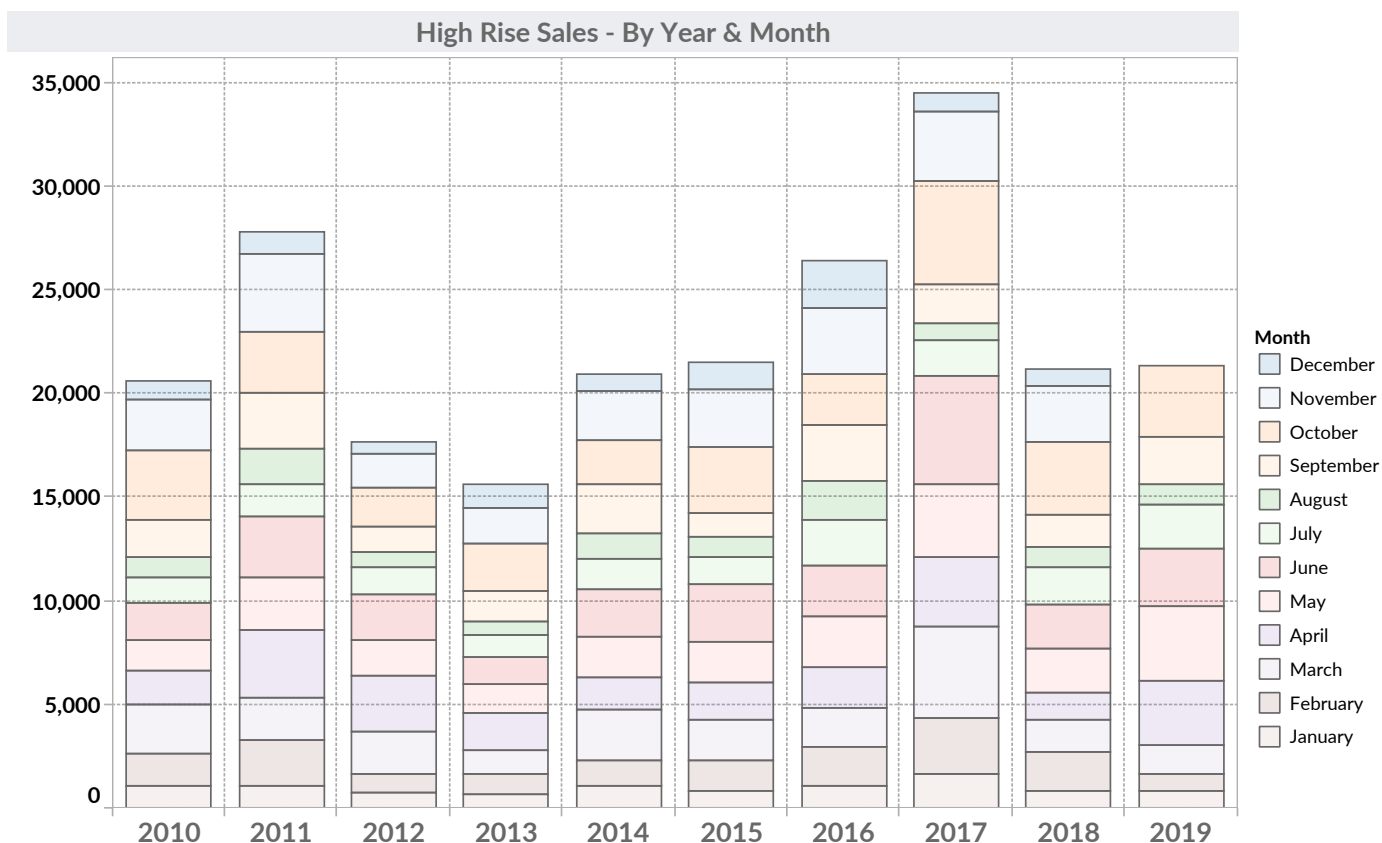
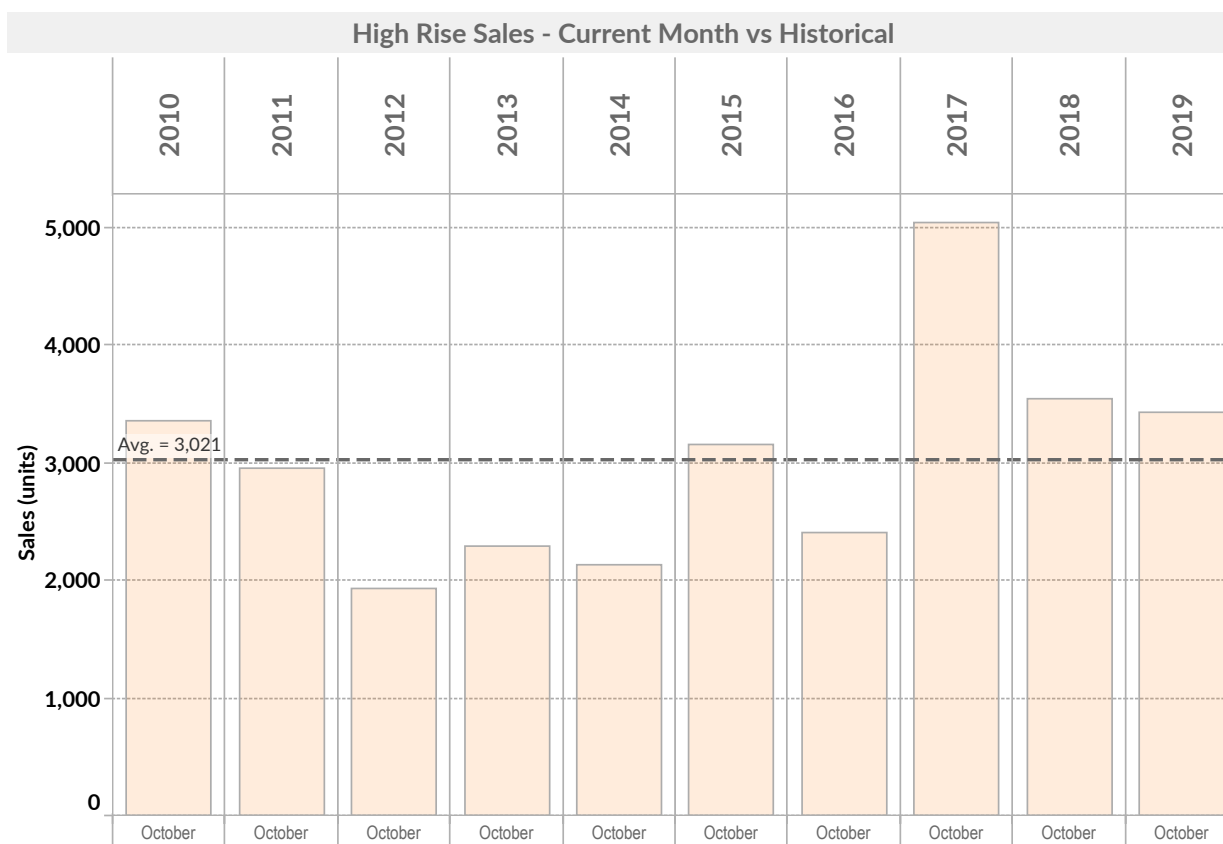
Pricing



Remaining Inventory

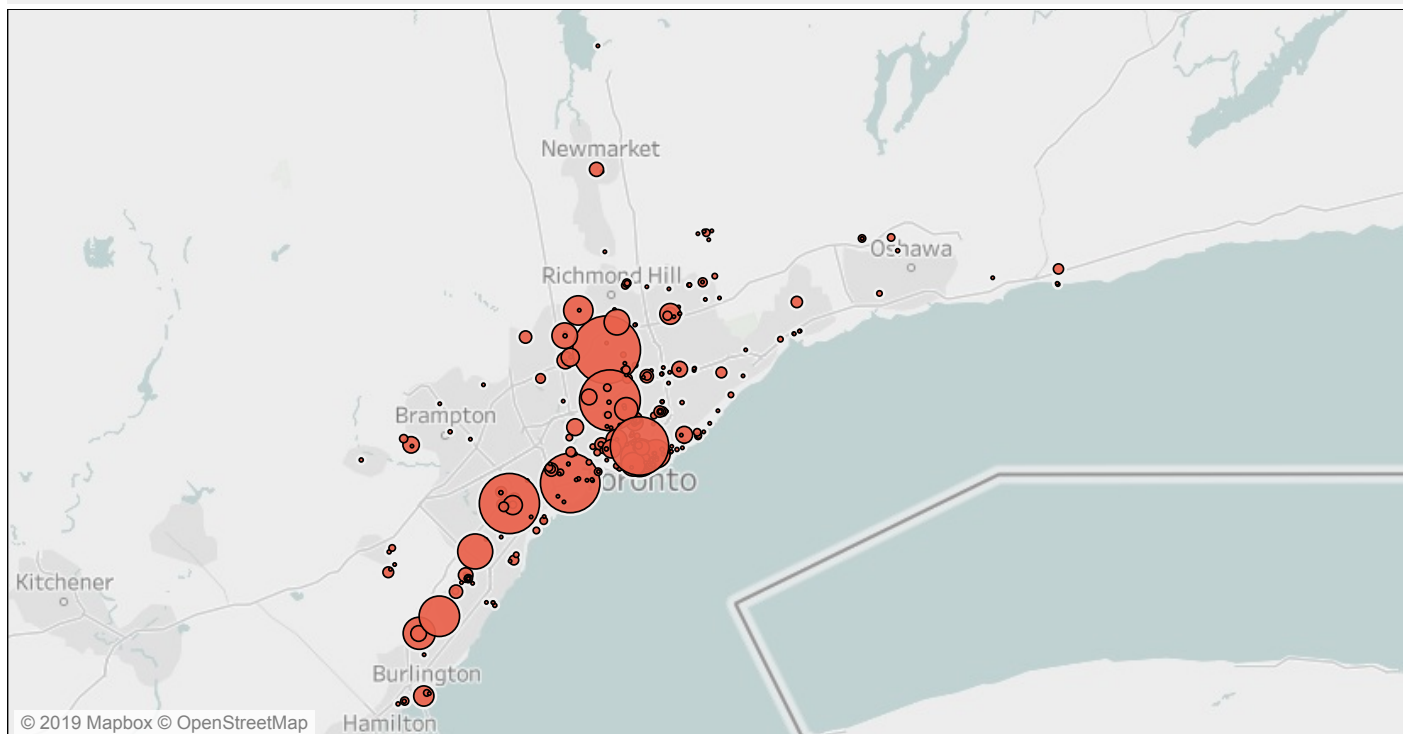


Historical Sales Comparison

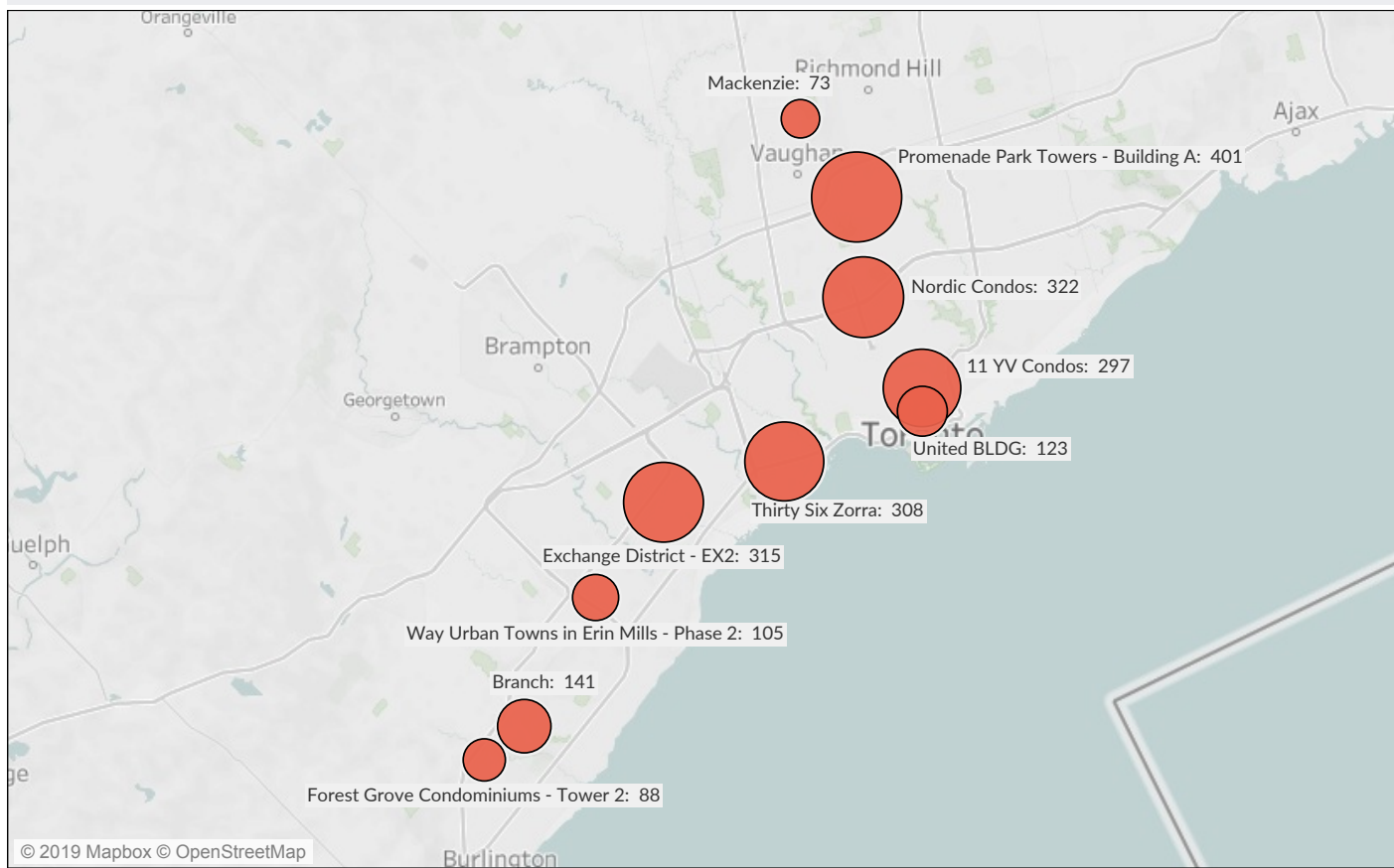


Current Sites

GTA - Active High Rise Sites by Current Month Sales



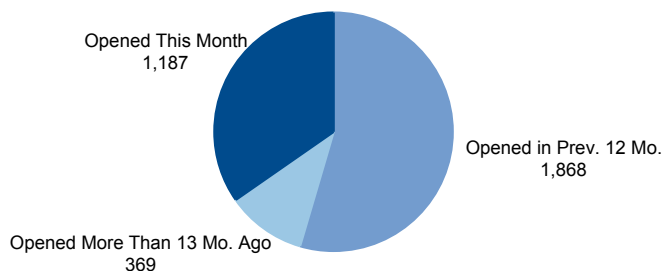
GTA - Top 10 Sites by Current Month Sales



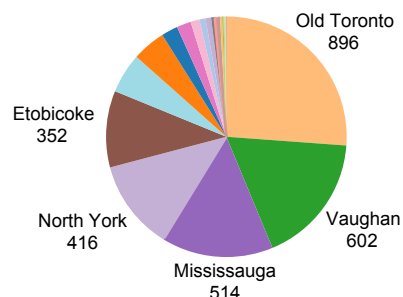
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

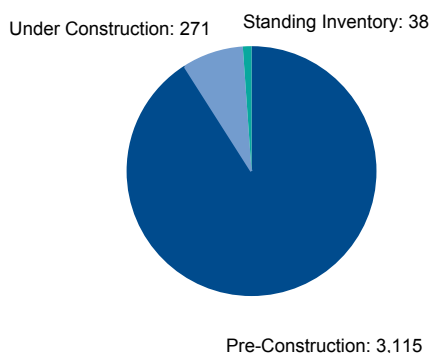
Sales by Opening Date



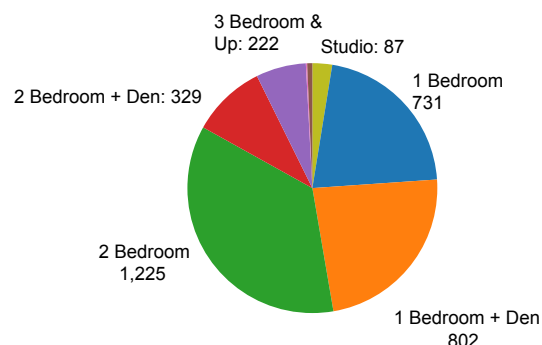
Sales by Municipality/Area



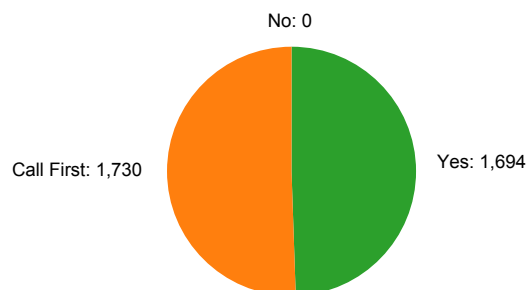
Sales by Const. Status



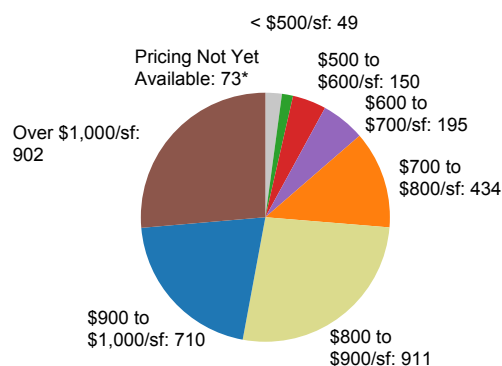
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

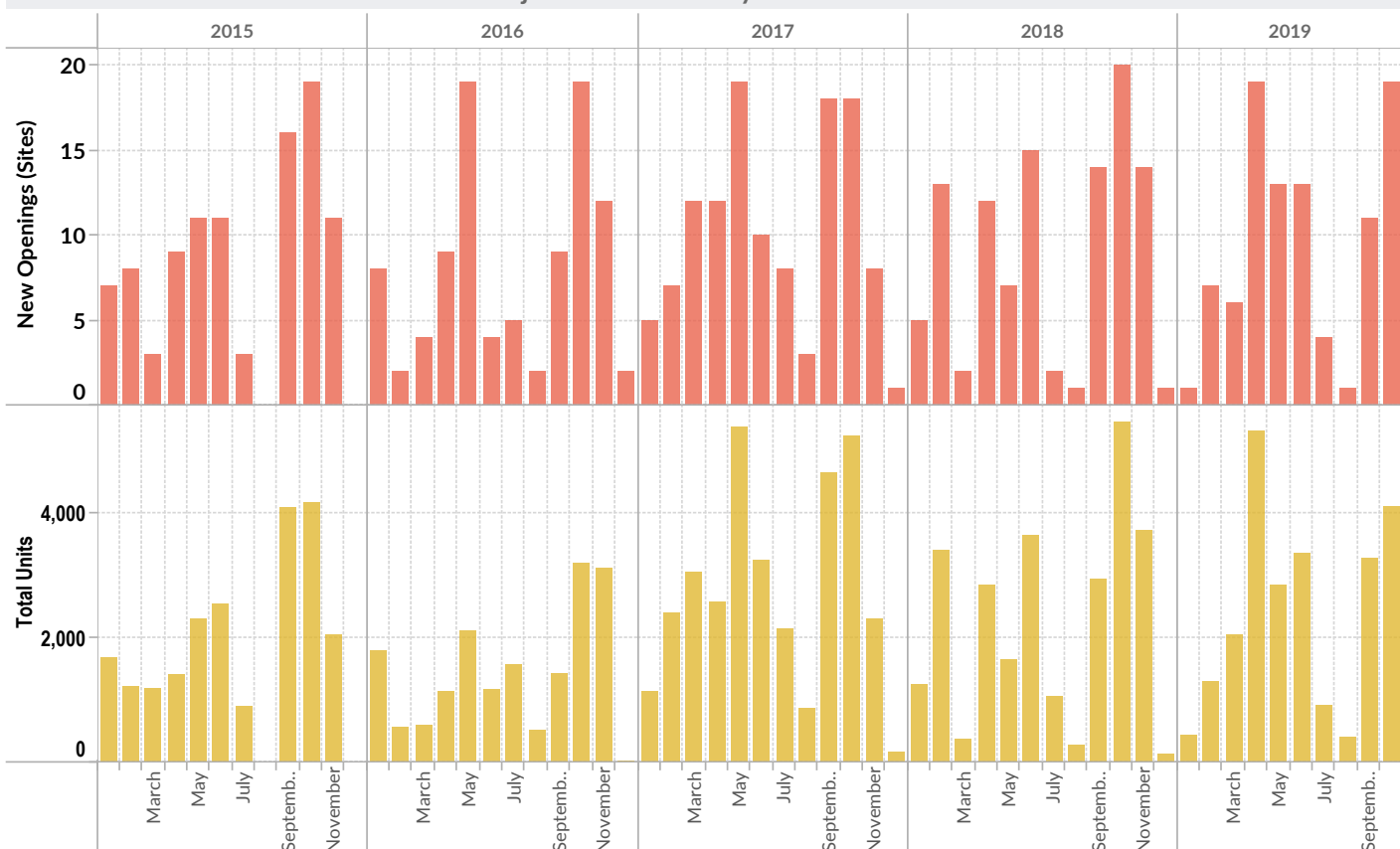
New Openings

October 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Illumina - Molinaro Group	Burlington	10/1/2019	160	34	126	\$710
Branch - Zancor Homes	Oakville	10/5/2019	334	141	177	\$771
Monza Condos - Benvenuto Group	Old Toronto	10/5/2019	76	37	39	\$1,098
Promenade Park Towers - Building A - Liberty Development Corporation	Vaughan	10/10/2019	428	401	27	\$816
Mackenzie - Pemberton Group	Vaughan	10/16/2019	117	73	44	\$0
Universal City Condominiums - Tower Three - Chestnut Hill Developments *	Pickering	10/16/2019	359	0	359	\$730
C1 - Connect Urban Community - Briarwood Homes and Gilbach Real Estate Deve.*	Milton	10/17/2019	161	0	161	\$699
123 Portland - Minto Developments	Old Toronto	10/19/2019	116	47	68	\$1,419
8888 Yonge Condominiums - Metroview Developments	Richmond Hill	10/19/2019	207	55	152	\$804
Bond on Yonge - Dormer Homes and Rivermill Homes	Richmond Hill	10/19/2019	120	0	115	\$578
Charisma on the Park - South Tower - Greenpark Group	Vaughan	10/19/2019	264	55	209	\$805
Nordic Condos - Colleddev	North York	10/19/2019	429	322	0	\$960
Stella at Southside - i2 Developments Inc. *	Brampton	10/19/2019	204	0	204	\$799
Union Mount Pleasant (Stacked) - Mattamy Homes	Brampton	10/19/2019	64	22	10	\$396
Forest Hill Condominiums - Centrecourt Developments Inc. *	Old Toronto	10/23/2019	333	0	0	\$1,161
20/Twenty Towns - Consulate Development Group *	Mississauga	10/26/2019	148	0	92	\$580
8 Haus Boutique Condos - Royalpark Homes *	York	10/26/2019	99	0	0	\$756
SXSW - Tower 2 - Primont Homes *	Vaughan	10/26/2019	176	0	154	\$821
Thornhill - Daniels Corporation and Baif Developments *	Vaughan	10/26/2019	308	0	308	\$827
Grand Total			4,103	1,187	2,245	\$820

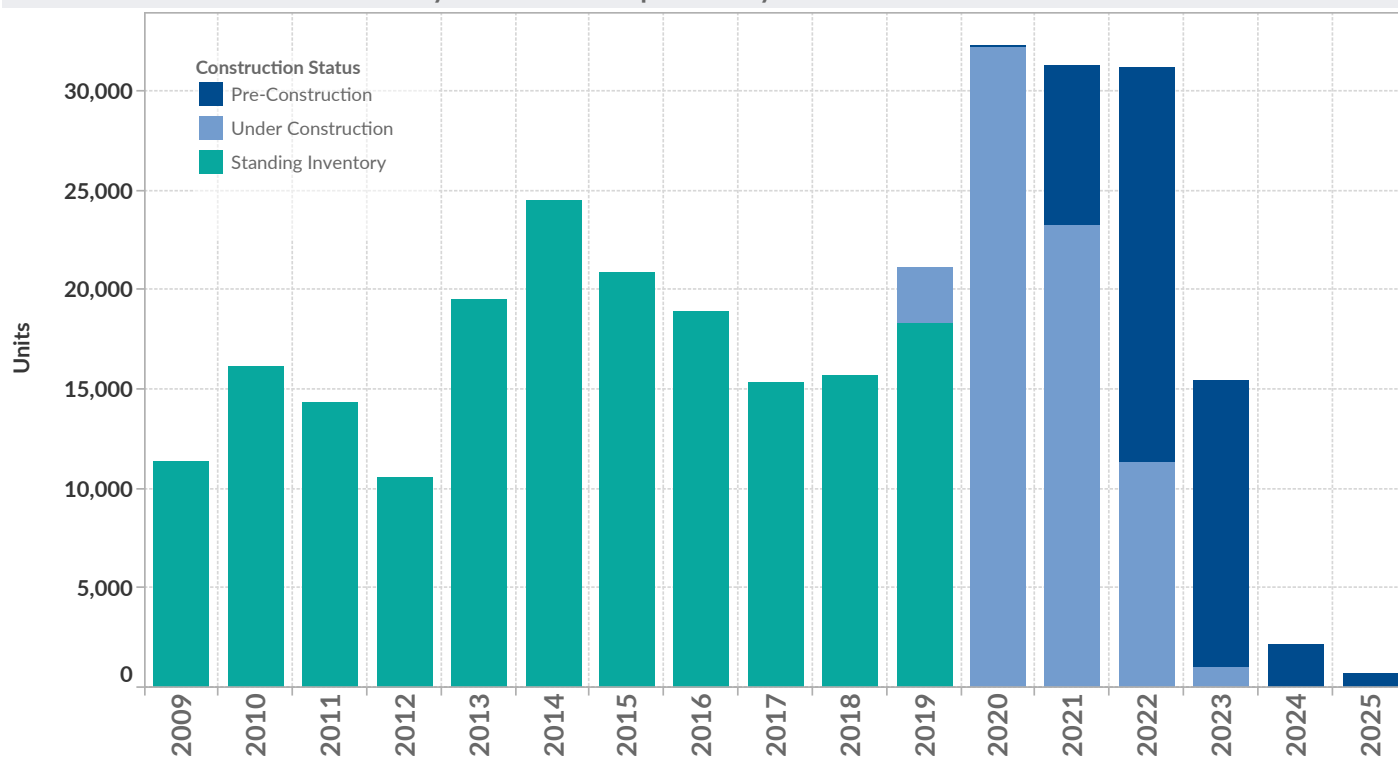
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

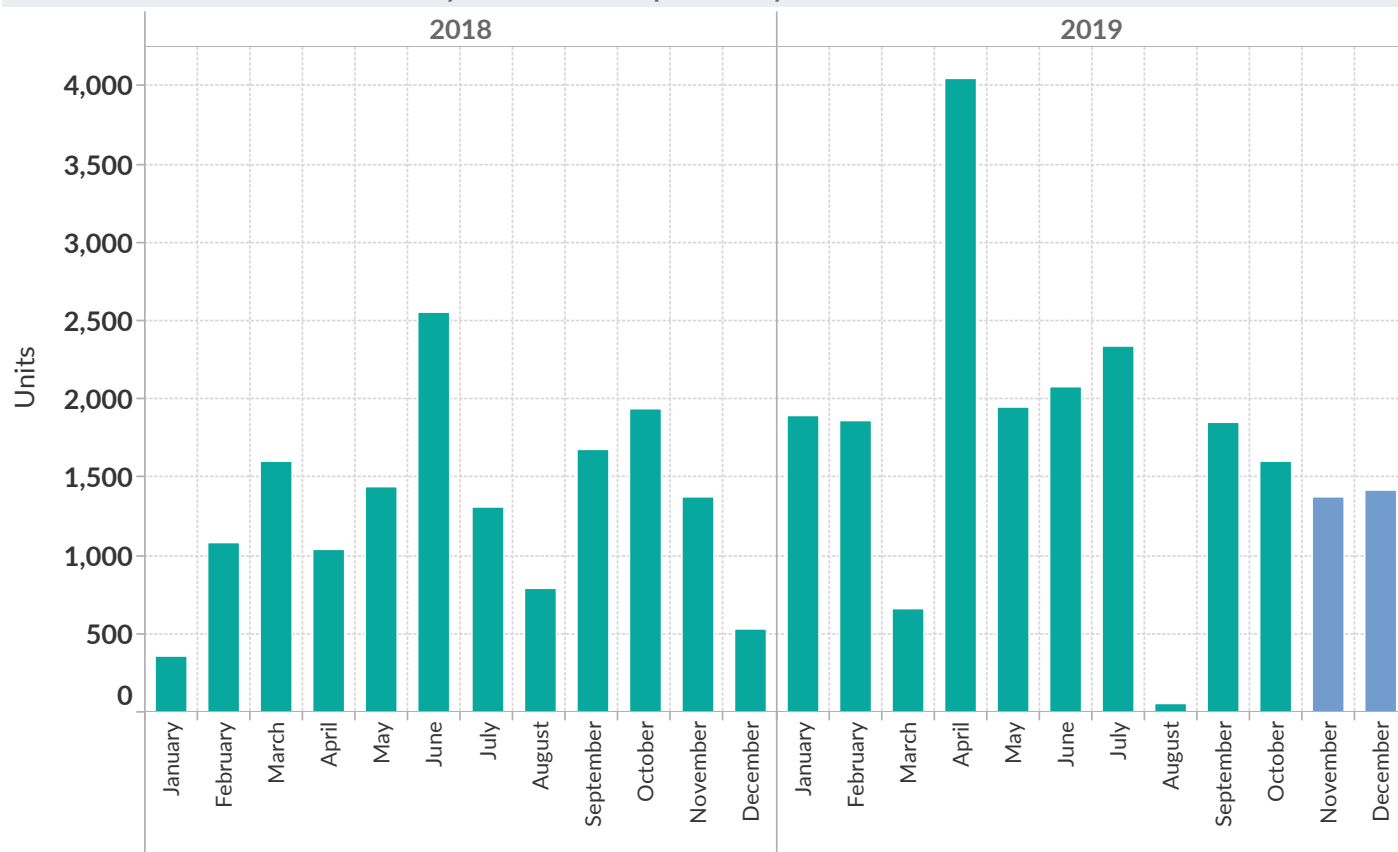


Scheduled Completions

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	3			1,026	4.8%
SmartCentres				936	63	12	3	0	9	3			1,026	4.8%
Menkes	7	12	19	13	537	274	18	24	46	35			985	4.6%
Tridel	10	15	14	22	148	22	384	127	175	48			965	4.5%
Camrost Felcorp	0	3	14	5	423	66	30	27	17	318			903	4.2%
Amacon Developments			0	475	38	248	65	26	11	8			871	4.1%
Times Group Corporation	0	1	245	179	18	9	5	80	224	68			829	3.9%
Capital Developments	0	0	0	287	23	3	9	11	152	302			787	3.7%
QuadReal Property Group				0	524	221	0	0	0	0			745	3.5%
Tribute Communities	18	9	158	31	30	88	27	24	219	50			654	3.1%
RioCan	17	7	18	5	13	73	14	9	160	301			617	2.9%
Collecdev				0	290					322			612	2.9%
Aspen Ridge Homes	0	1	5	0	162	317	44	21	16	19			585	2.7%
Minto Developments	0	4	2	0	231	113	23	42	25	64			504	2.4%
Lanterra Developments	5	6	7	2	0	10	340	46	32	9			457	2.1%
Cortel Group	19	9	22	32	236	40	13	20	25	35			451	2.1%
Metropia	0	0	0	0	0	0	0	0	148	297			445	2.1%
Reserve Properties	247	34	36	36	6	9	8	13	16	0			405	1.9%
Pinnacle International	22	27	37	40	35	46	32	32	85	48			404	1.9%
Westdale Properties	247	34	36	36	6	9	5	13	16	0			402	1.9%
Liberty Development Corporation										401			401	1.9%
Mattamy Homes	7	6	13	190	71	21	18	9	25	23			383	1.8%
Daniels Corporation	29	4	13	4	59	10	184	8	66	4			381	1.8%
Concord Adex	5	79	37	12	24	108	17	25	24	49			380	1.8%
Broccolini						137	57	51	50	68			363	1.7%
Total (All 172 Builders)	829	827	1,403	3,085	3,579	2,797	2,114	998	2,235	3,424			21,291	

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 %
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.		
CentreCourt Developments Inc.						936	63	12	3	0	9	3	1,026	4.1%
SmartCentres						936	63	12	3	0	9	3	1,026	4.1%
Menkes	20	14	7	12	19	13	537	274	18	24	46	35	1,019	4.1%
Tridel	22	10	10	15	14	22	148	22	384	127	175	48	997	4.0%
Camrosc Felcorp	9	11	0	3	14	5	423	66	30	27	17	318	923	3.7%
Amacon Developments					0	475	38	248	65	26	11	8	871	3.5%
Times Group Corporation	3	0	0	1	245	179	18	9	5	80	224	68	832	3.4%
Urban Capital Property Group	494	70	23	19	22	127	47	3	1	3	3	1	813	3.3%
Rogers Real Estate Development Limited	493	69	22	18	22	125	40	2	0	0	2	0	793	3.2%
Tribute Communities	130	6	18	9	158	31	30	88	27	24	219	50	790	3.2%
Capital Developments	1	0	0	0	0	287	23	3	9	11	152	302	788	3.2%
RioCan	130	6	17	7	18	5	13	73	14	9	160	301	753	3.0%
QuadReal Property Group						0	524	221	0	0	0	0	745	3.0%
Concord Adex	259	6	5	79	37	12	24	108	17	25	24	49	645	2.6%
Collecdev						0	290					322	612	2.5%
Aspen Ridge Homes	2	0	0	1	5	0	162	317	44	21	16	19	587	2.4%
Cortel Group	24	110	19	9	22	32	236	40	13	20	25	35	585	2.4%
Reserve Properties	120	13	247	34	36	36	6	9	8	13	16	0	538	2.2%
Westdale Properties	120	13	247	34	36	36	6	9	5	13	16	0	535	2.2%
Minto Developments	0	2	0	4	2	0	231	113	23	42	25	64	506	2.0%
Lanterra Developments	19	2	5	6	7	2	0	10	340	46	32	9	478	1.9%
Pinnacle International	39	21	22	27	37	40	35	46	32	32	85	48	464	1.9%
Daniels Corporation	40	40	29	4	13	4	59	10	184	8	66	4	461	1.9%
Mattamy Homes	58	19	7	6	13	190	71	21	18	9	25	23	460	1.9%
Metropia	1	0	0	0	0	0	0	0	0	0	148	297	446	1.8%
Total (All 179 Builders)	2,700	802	829	827	1,403	3,085	3,579	2,797	2,114	998	2,235	3,424	24,793	

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 October
Promenade Park Towers - Building A - Liberty Development Corporation	Vaughan	Apartment	1 Bedroom	37
			1 Bedroom + Den	225
			2 Bedroom + Den	73
			3 Bedroom & Up	5
			2 Bedroom	61
			Total	401
Nordic Condos - Colleddev	North York	Apartment	1 Bedroom	59
			1 Bedroom + Den	62
			2 Bedroom + Den	20
			3 Bedroom & Up	28
			2 Bedroom	145
			Other	8
			Total	322
Exchange District - EX2 - Camrost Felcorp	Mississauga	Apartment	1 Bedroom	85
			1 Bedroom + Den	40
			2 Bedroom + Den	13
			2 Bedroom	177
			Total	315
Thirty Six Zorra - Altree Developments	Etobicoke	Apartment	1 Bedroom	56
			1 Bedroom + Den	80
			2 Bedroom + Den	45
			3 Bedroom & Up	18
			2 Bedroom	89
			Other	2
			Studio	18
			Total	308
11 YV Condos - Metropia and Capital Developments and RioCan	Old Toronto	Apartment	1 Bedroom	104
			1 Bedroom + Den	40
			3 Bedroom & Up	30
			2 Bedroom	100
			Studio	23
			Total	297

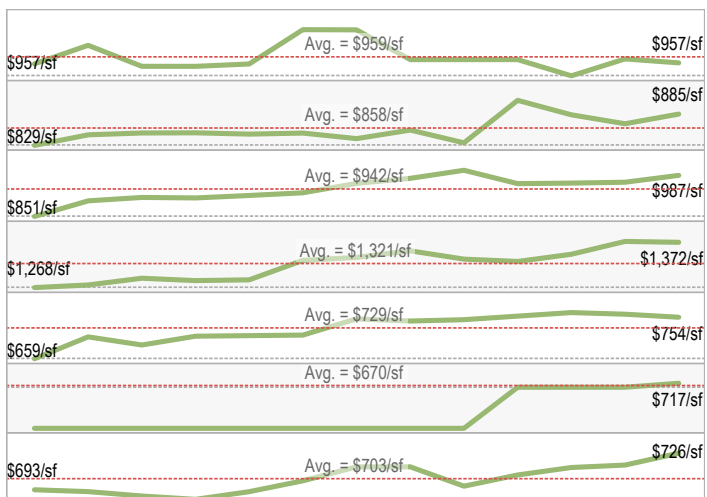
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$957/sf
	Etobicoke	\$885/sf
	North York	\$987/sf
	Old Toronto	\$1,372/sf
	Scarborough	\$754/sf
	York	\$717/sf
905 Area	905 All Muni.	\$726/sf

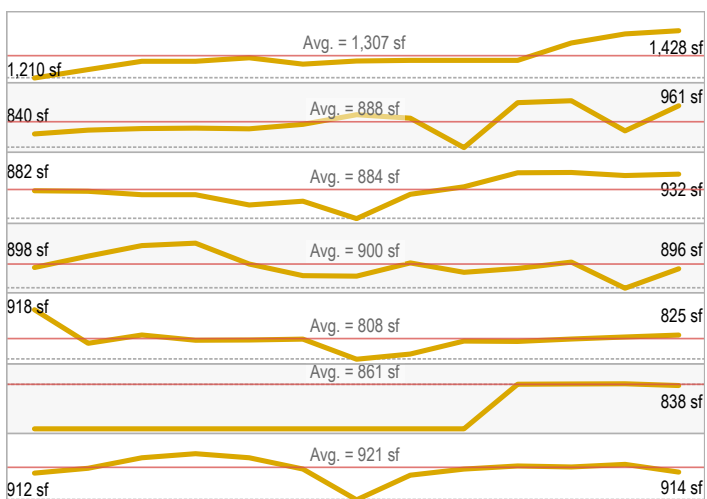
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,428 sf
	Etobicoke	961 sf
	North York	932 sf
	Old Toronto	896 sf
	Scarborough	825 sf
	York	838 sf
905 Area	905 All Muni.	914 sf

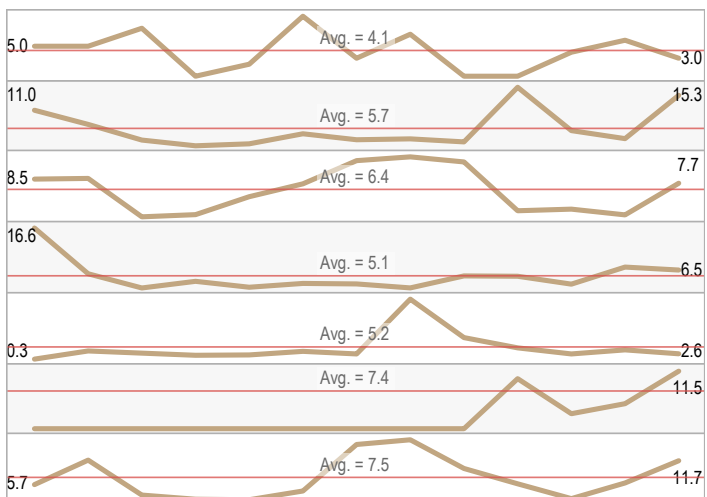
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	3.0
	Etobicoke	15.3
	North York	7.7
	Old Toronto	6.5
	Scarborough	2.6
	York	11.5
905 Area	905 All Muni.	11.7

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	October 2019				October 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	 317			 317	 16			 16
Central Waterfront	Old Toronto	 26			 26	 32			 32
Don Mills - York Mills	North York	 25		 1	 26	 12		 0	 12
Downtown Core	Old Toronto	 143			 143	 773			 773
Downtown East	Old Toronto	 73			 73	 336			 336
Downtown West	Old Toronto	 125			 125	 373			 373
Etobicoke Waterfront	Etobicoke	 0			 0	 7			 7
Highway7 - Yonge	Markham	 0			 0	 6			 6
	Richmond Hill	 62		 4	 66	 9		 12	 21
Mississauga City Centre	Mississauga	 365			 365	 34			 34
North Toronto	Old Toronto	 85			 85	 338			 338
North Yonge Corridor	North York	 12		 0	 12	 57		 0	 57
North York East	North York	 0		 2	 2	 0			 0
North York West	North York	 346		 7	 353	 140		 0	 140
Not Applicable	Brampton	 6		 22	 28	 4		 17	 21
	Burlington	 154			 154	 101			 101
	Clarington	 9			 9	 1		 0	 1
	East York	 3			 3	 10			 10
	Etobicoke	 352		 0	 352	 289			 289
	Georgina	 0			 0	 0			 0
	Halton Hills	 1			 1	 3			 3
	Markham	 72	 4	 0	 76	 11	 10	 0	 21
	Milton	 13			 13	 8		 4	 12
	Mississauga	 42		 107	 149	 116		 1	 117
	Newmarket	 16	 0		 16		 0		 0
	Oakville	 181		 3	 184	 201		 1	 202
	Old Toronto	 0			 0	 4			 4
	Oshawa	 5			 5	 0			 0
	Pickering	 0		 12	 12	 0		 38	 38
	Scarborough	 37		 4	 41	 3		 0	 3
	Vaughan	 166		 35	 201	 20		 4	 24
	Whitby	 6			 6	 25			 25
	Whitchurch-Stouffville	 4			 4	 5			 5
	York	 26			 26	 24			 24
Sheppard Corridor	North York	 23		 0	 23	 138			 138
Thornhill	Vaughan	 401			 401	 18			 18
Toronto East	Old Toronto	 25	 0	 1	 26	 263	 0	 0	 263
Toronto West	Old Toronto	 69		 1	 70	 70	 0		 70
Yonge - St. Clair	Old Toronto	 31			 31	 4			 4
Grand Total		 3,221	 4	 199	 3,424	 3,451	 10	 77	 3,538

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	</							

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