



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of November 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-19		Nov-18		Change
High Rise	3,564		2,698		32.1%
Low Rise	1,156		377		206.6%
Total	4,720		3,075		53.5%
Year to Date Sales	Jan.-Nov. 2019		Jan.-Nov. 2018		Y/Y Change
High Rise	25,057		20,353		23.1%
Low Rise	9,032		3,585		151.9%
Total	34,089		23,938		42.4%
Year to Date Supply	Jan.-Nov. 2019		Jan.-Nov. 2018		Y/Y Change
High Rise	27,281		26,502		2.9%
Low Rise	8,966		5,305		69.0%
Total	36,247		31,807		14.0%
Year to Date Completions	Jan.-Nov. 2019		Jan.-Nov. 2018		Y/Y Change
High Rise	18,889		15,169		24.5%
Remaining Inventory	Nov-19	Oct-19	Nov-18	M/M Change	Y/Y Change
High Rise	14,396	14,359	11,986	0.3%	20.1%
Low Rise	5,143	5,489	5,500	-6.3%	-6.5%
Total	19,539	19,848	17,486	-1.6%	11.7%
Benchmark Price	Nov-19	Oct-19	Nov-18	M/M Change	Y/Y Change
High Rise	\$866,827	\$833,827	\$786,602	4.0%	10.2%
Low Rise	\$1,075,215	\$1,074,791	\$1,150,823	0.0%	-6.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	368	274	176	
High Rise Units	3,223	95,673	72,359	46,056	
% Sold*	44%	82%	93%	73%	
Low Rise Projects	10	309			
Low Rise Units	198	33,515			
% Sold*	51%	85%			

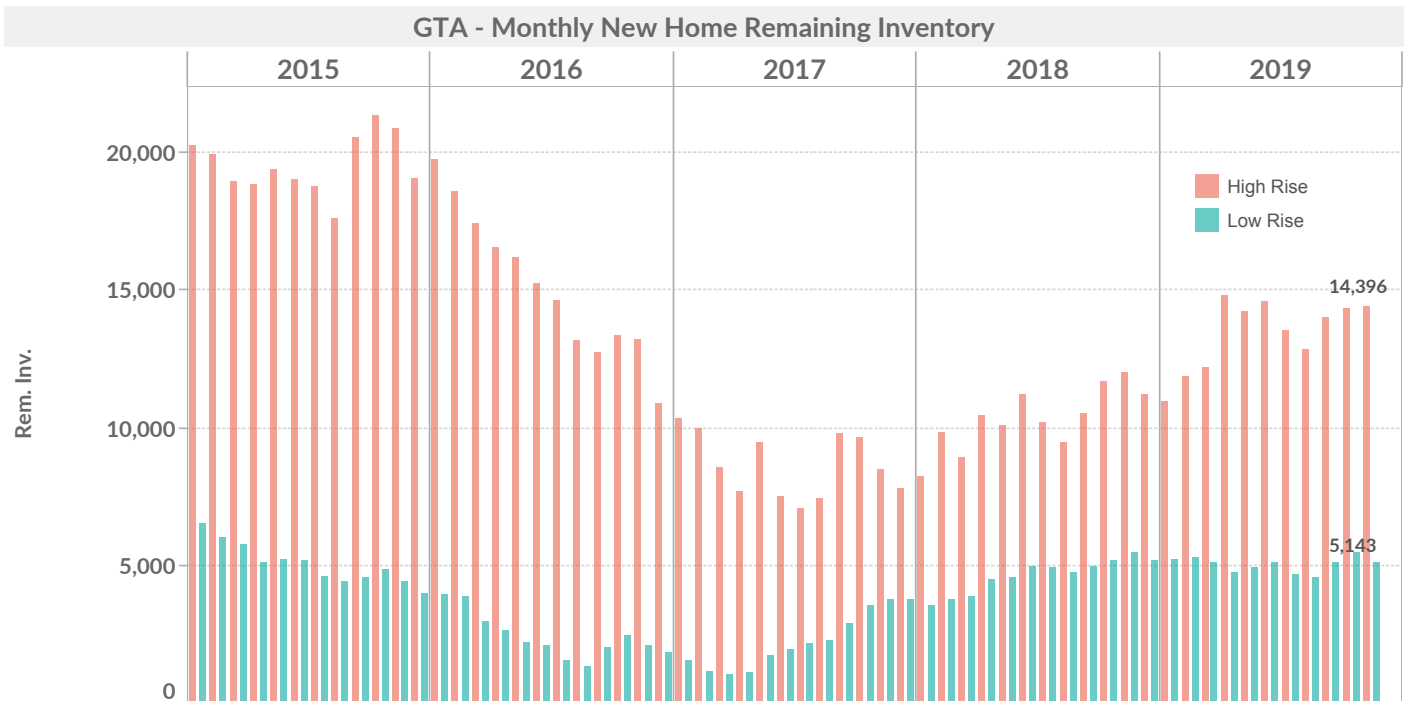
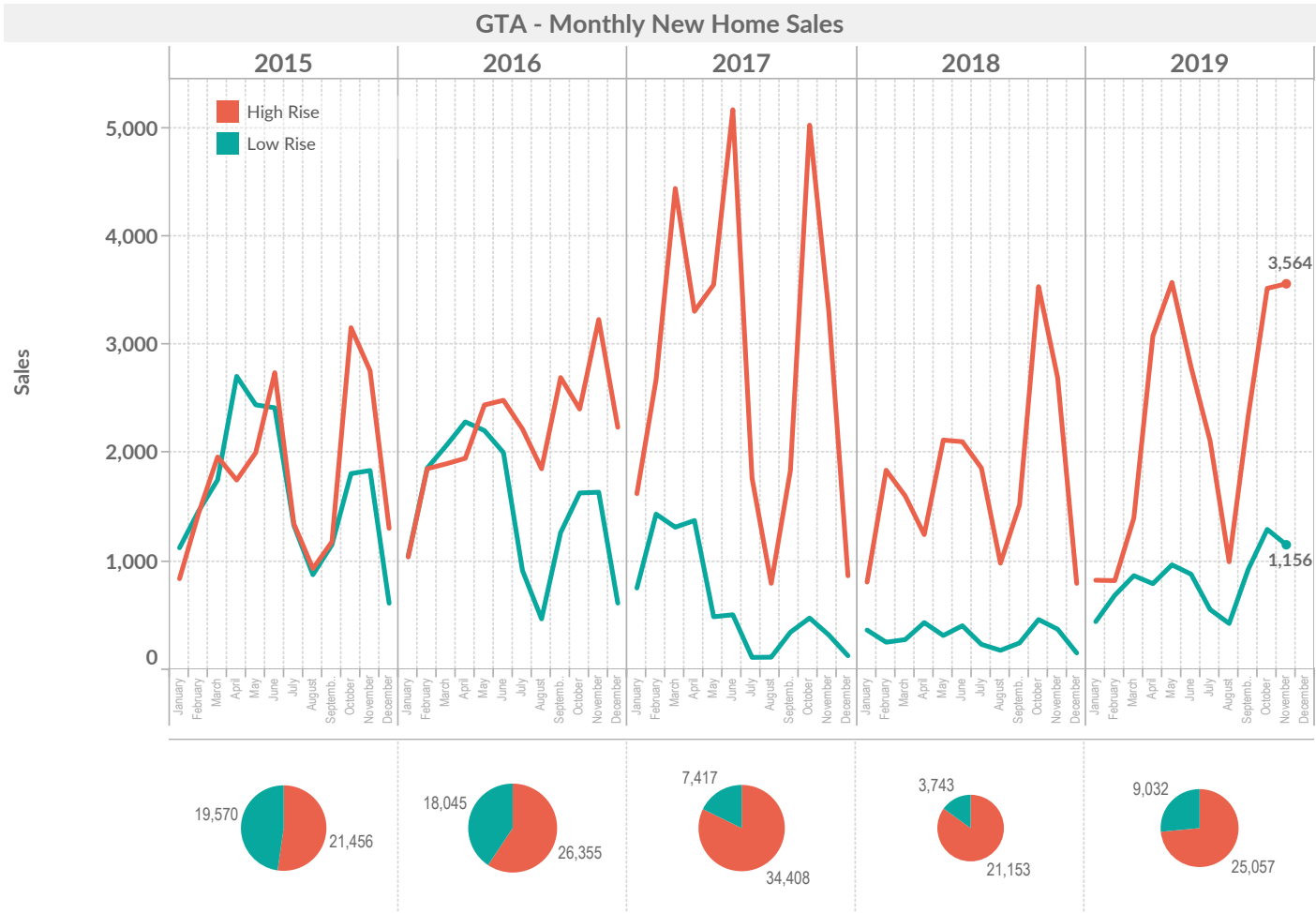
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

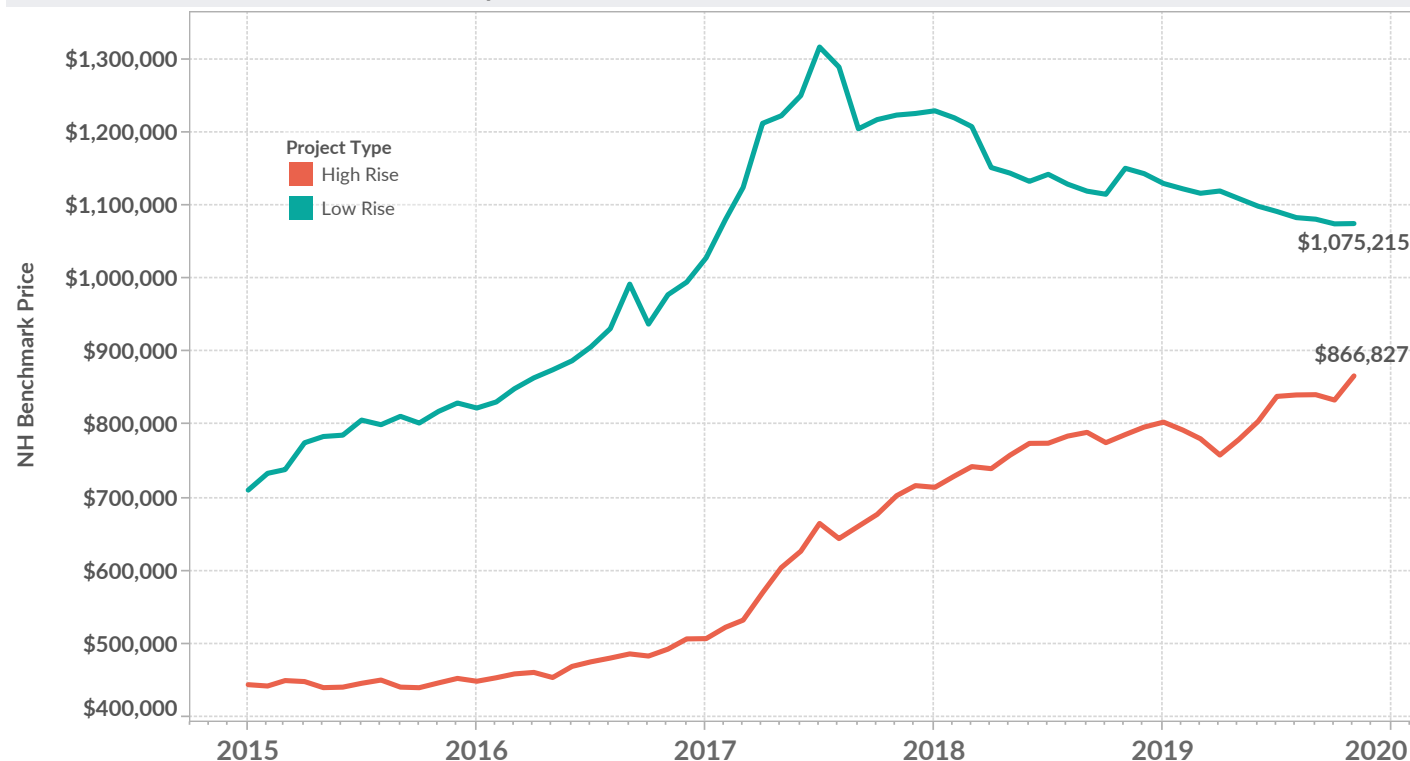
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

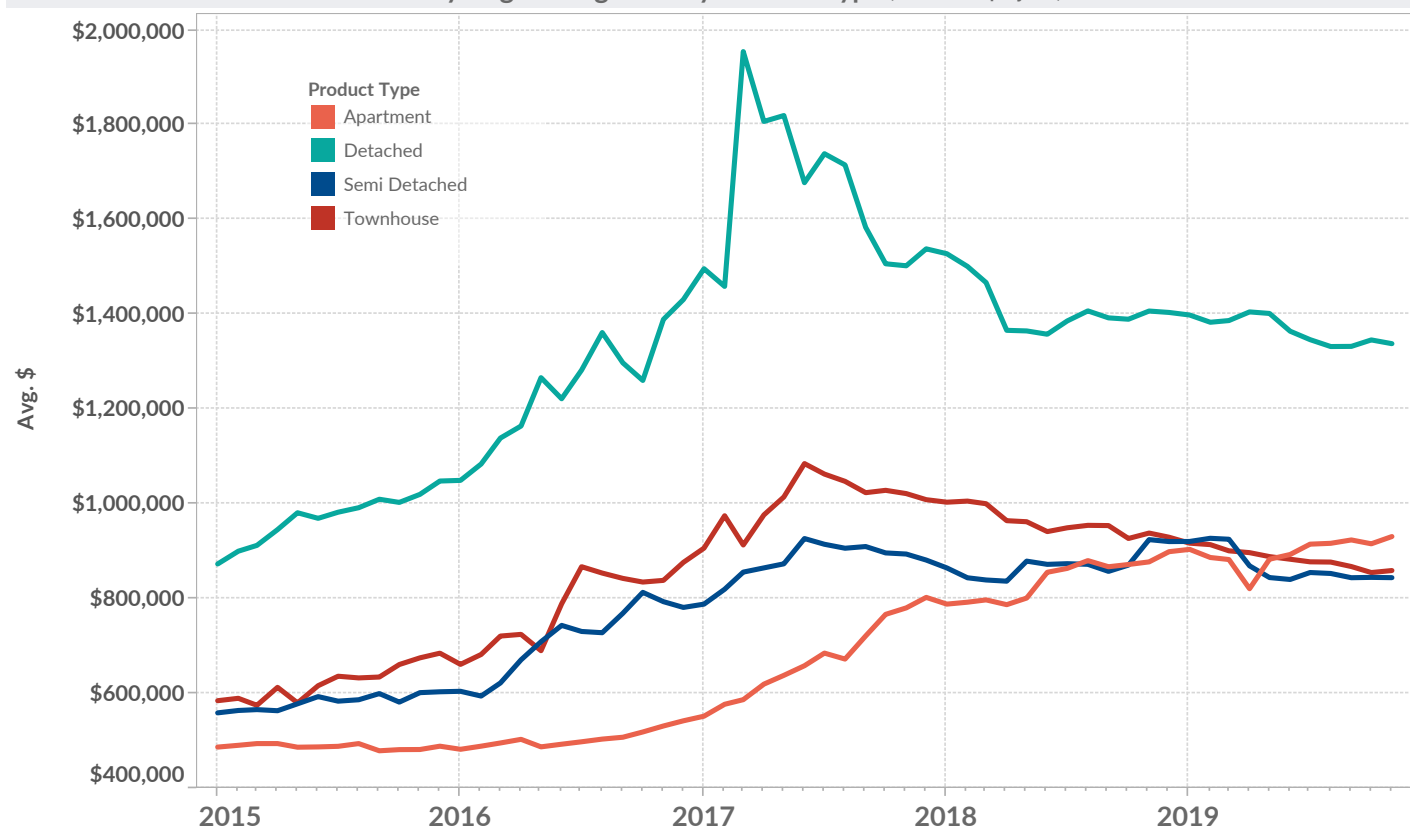


Pricing

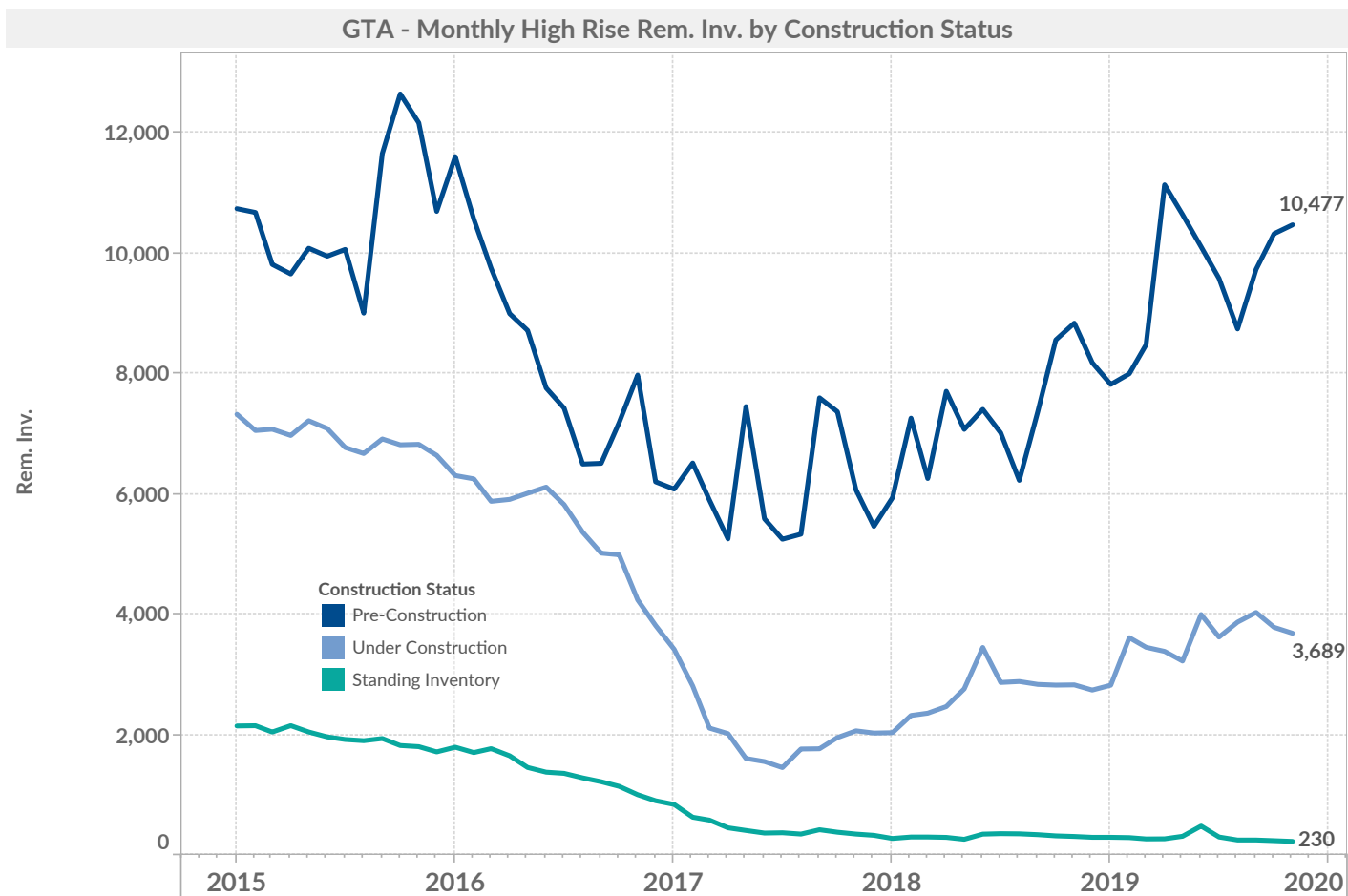
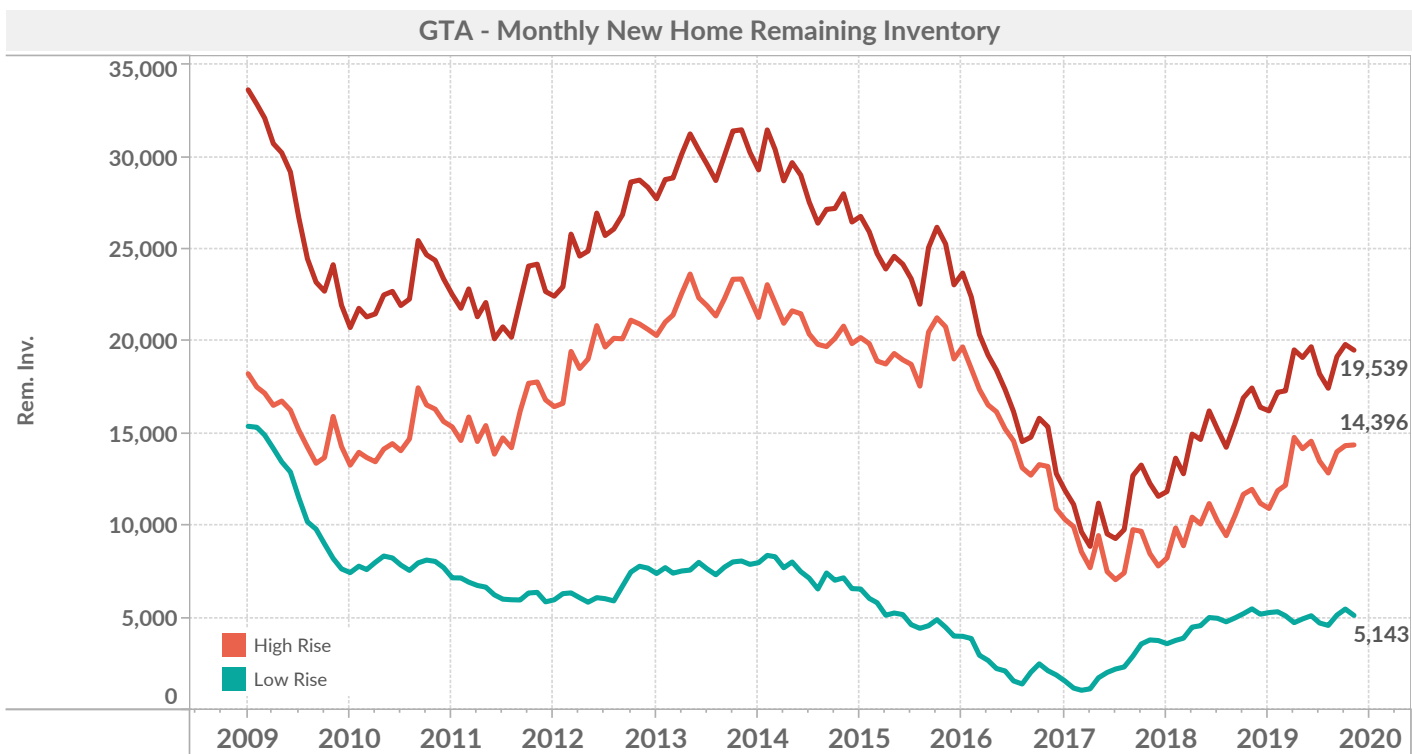
Monthly New Home Benchmark Price (excludes extremes)



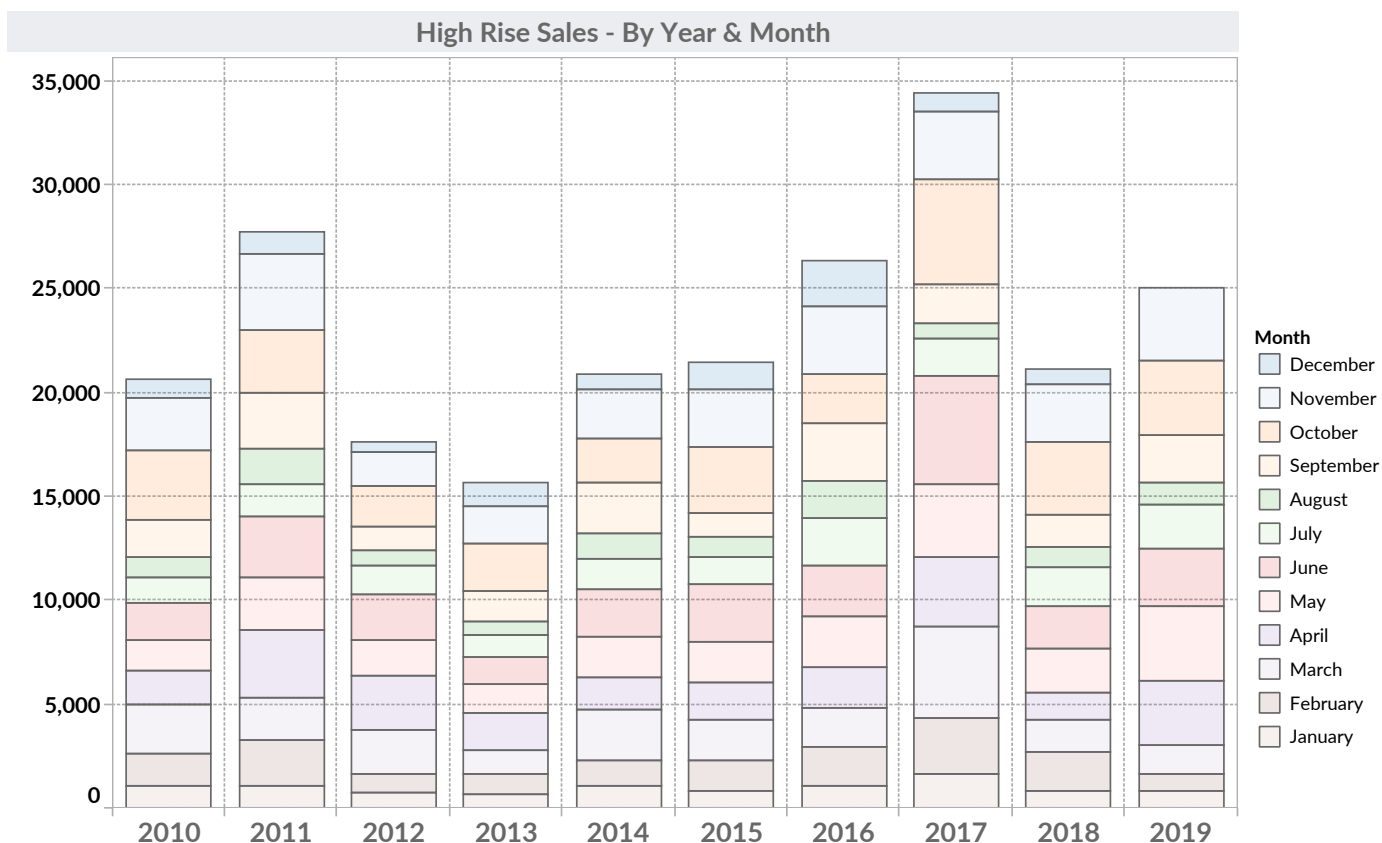
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

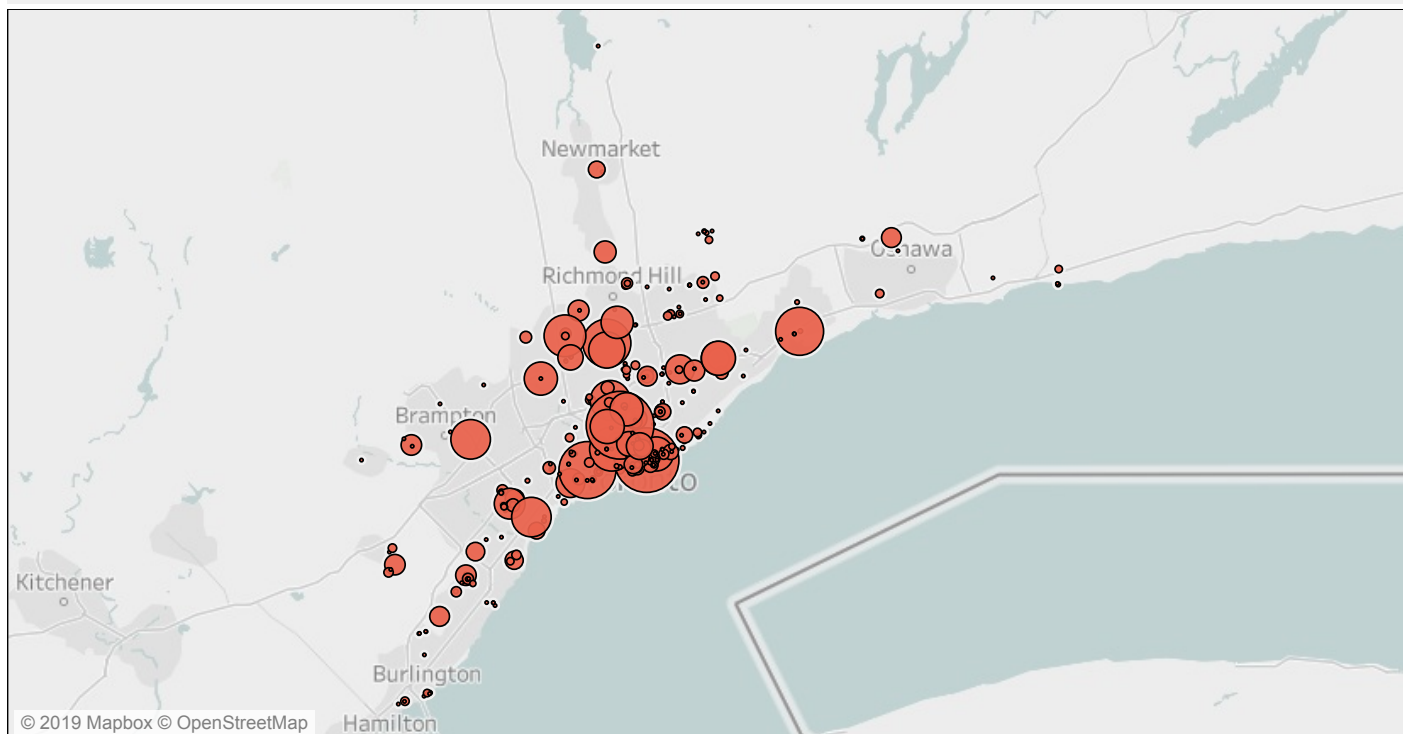


Historical Sales Comparison

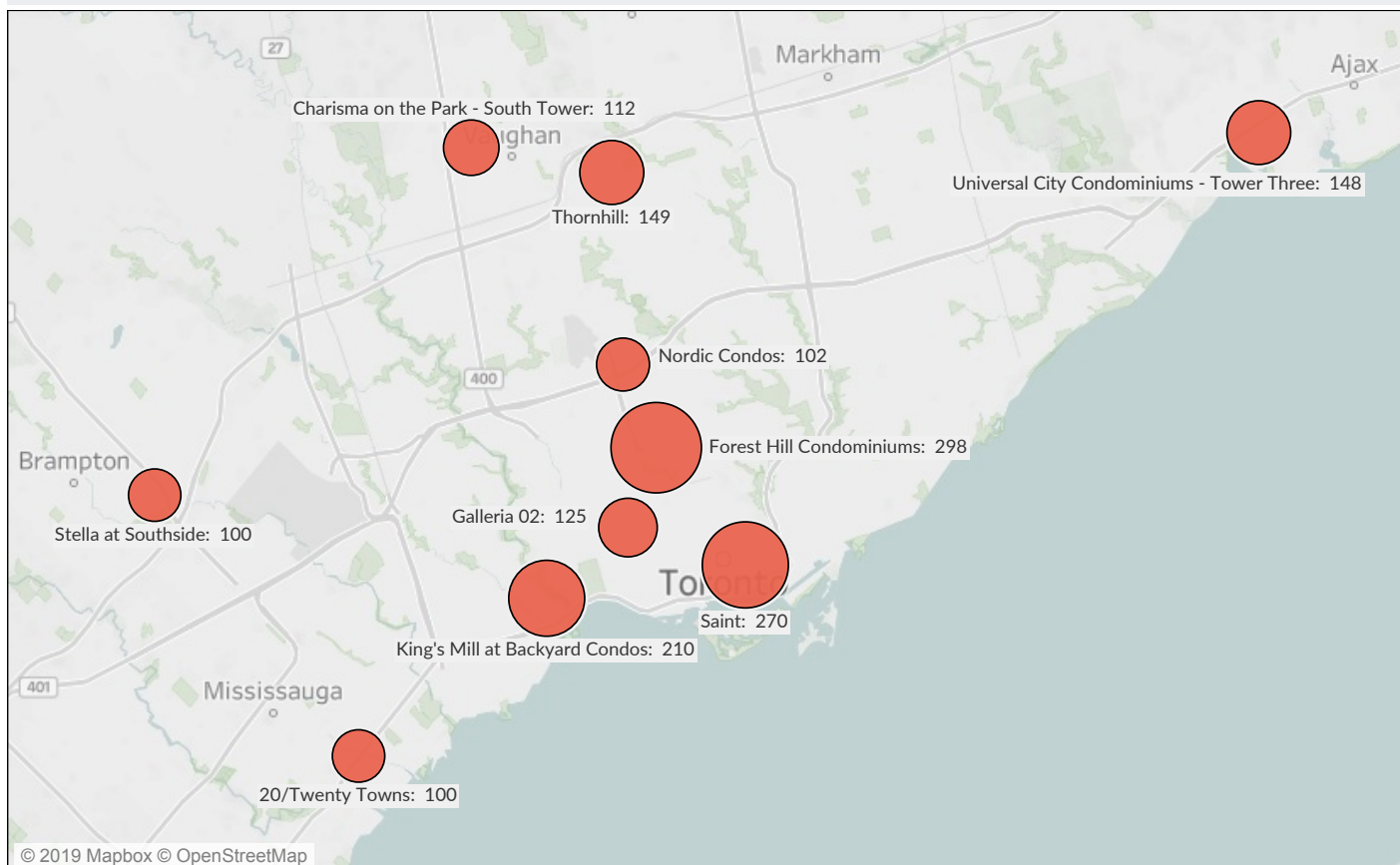


Current Sites

GTA - Active High Rise Sites by Current Month Sales



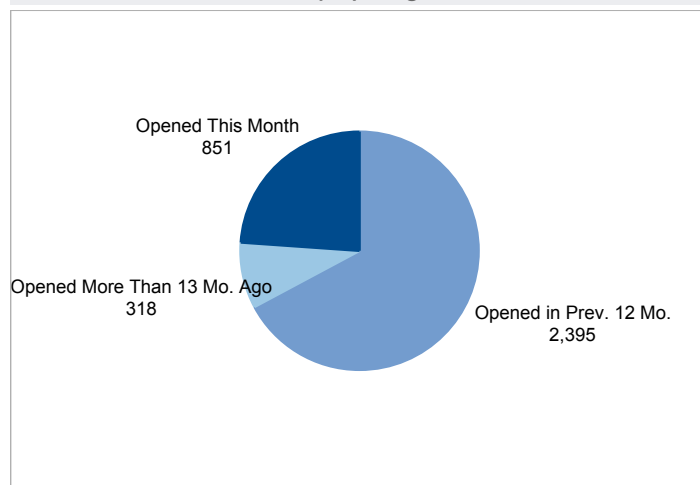
GTA - Top 10 Sites by Current Month Sales



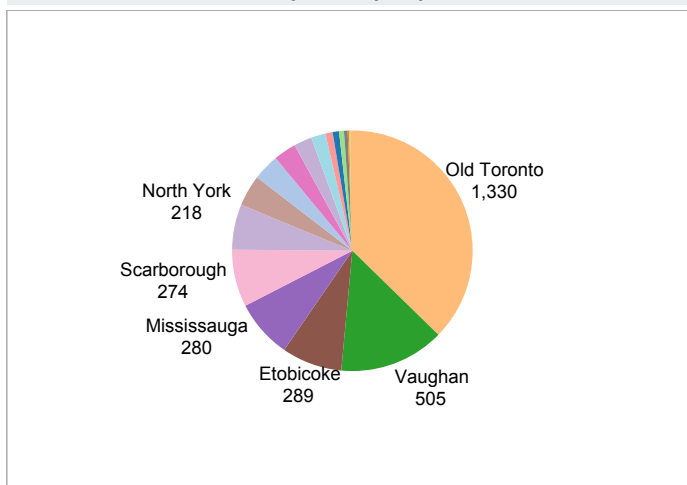
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

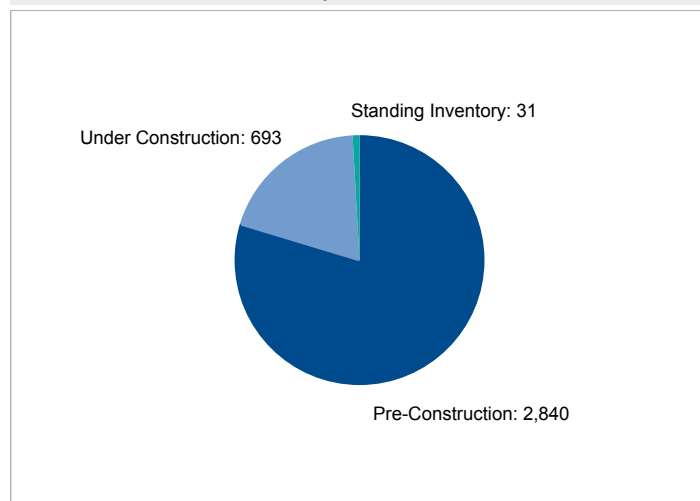
Sales by Opening Date



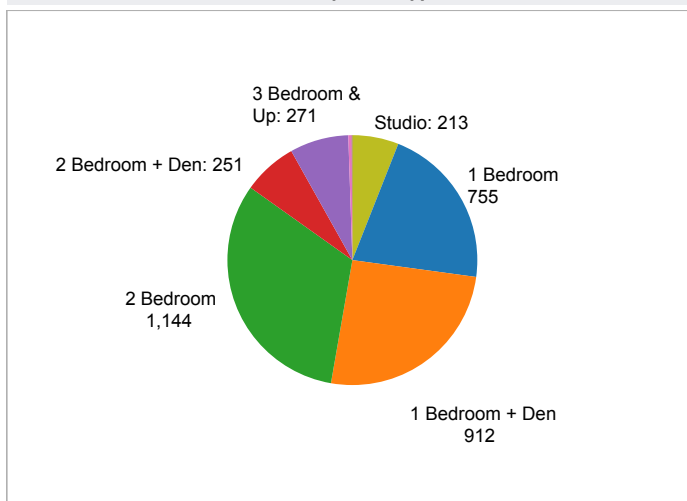
Sales by Municipality/Area



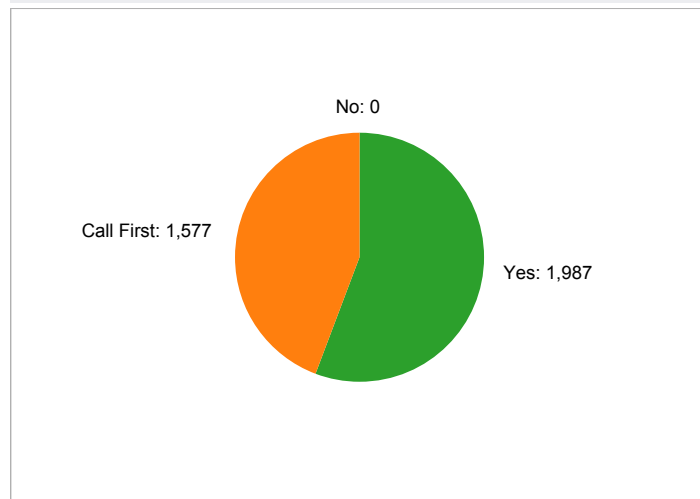
Sales by Const. Status



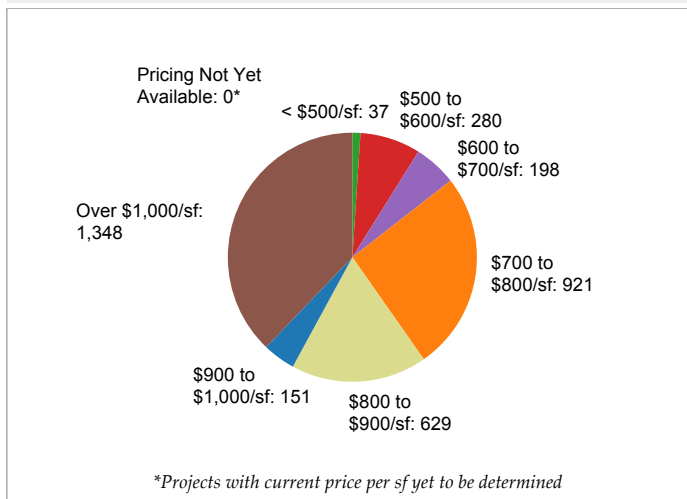
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

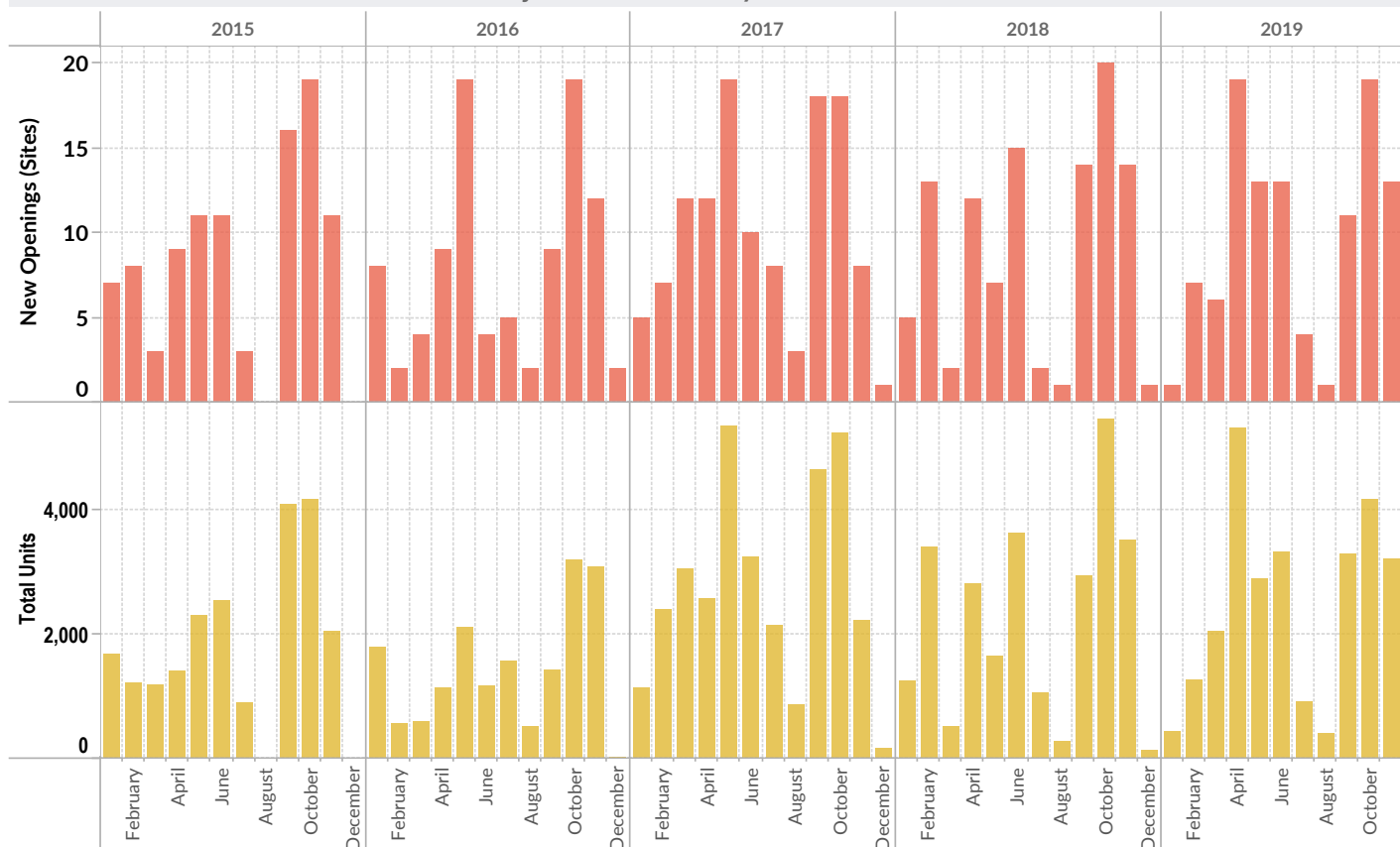
New Openings

November 2019 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Borough - Tower A - G Group Development *	Scarborough	11/1/2019	282	0	282	\$838
Borough - Tower B - G Group Development *	Scarborough	11/1/2019	102	0	102	\$847
Saint - Minto Developments	Old Toronto	11/2/2019	419	270	149	\$1,234
ANX - Freed Developments Ltd.	Old Toronto	11/7/2019	105	38	57	\$1,371
Daniels FirstHome Markham Sheppard - Building A - Daniels Corporation and Diamond Corp	Scarborough	11/9/2019	77	74	3	\$639
Daniels FirstHome Markham Sheppard - Building B - Daniels Corporation and Diamond Corp	Scarborough	11/9/2019	73	72	1	\$533
Daniels FirstHome Markham Sheppard (Stacked) - Daniels Corporation and Diamond Corp	Scarborough	11/9/2019	110	29	15	\$578
King's Mill at Backyard Condos - Vandyk Properties Inc.	Etobicoke	11/9/2019	234	210	24	\$735
Galleria 02 - El-Ad Canada Inc.	Old Toronto	11/12/2019	217	125	21	\$1,034
Bread Company - Lamb Development Corp.	Old Toronto	11/14/2019	309	33	276	\$1,314
36 Birch - North Drive *	Old Toronto	11/23/2019	27	0	27	\$1,513
No. 31 Condominiums - Lanterra Developments *	Old Toronto	11/23/2019	428	0	428	\$1,337
SkyTower at Pinnacle One Yonge - Pinnacle International *	Old Toronto	11/30/2019	840	0	840	\$0
Grand Total			3,223	851	2,225	\$903

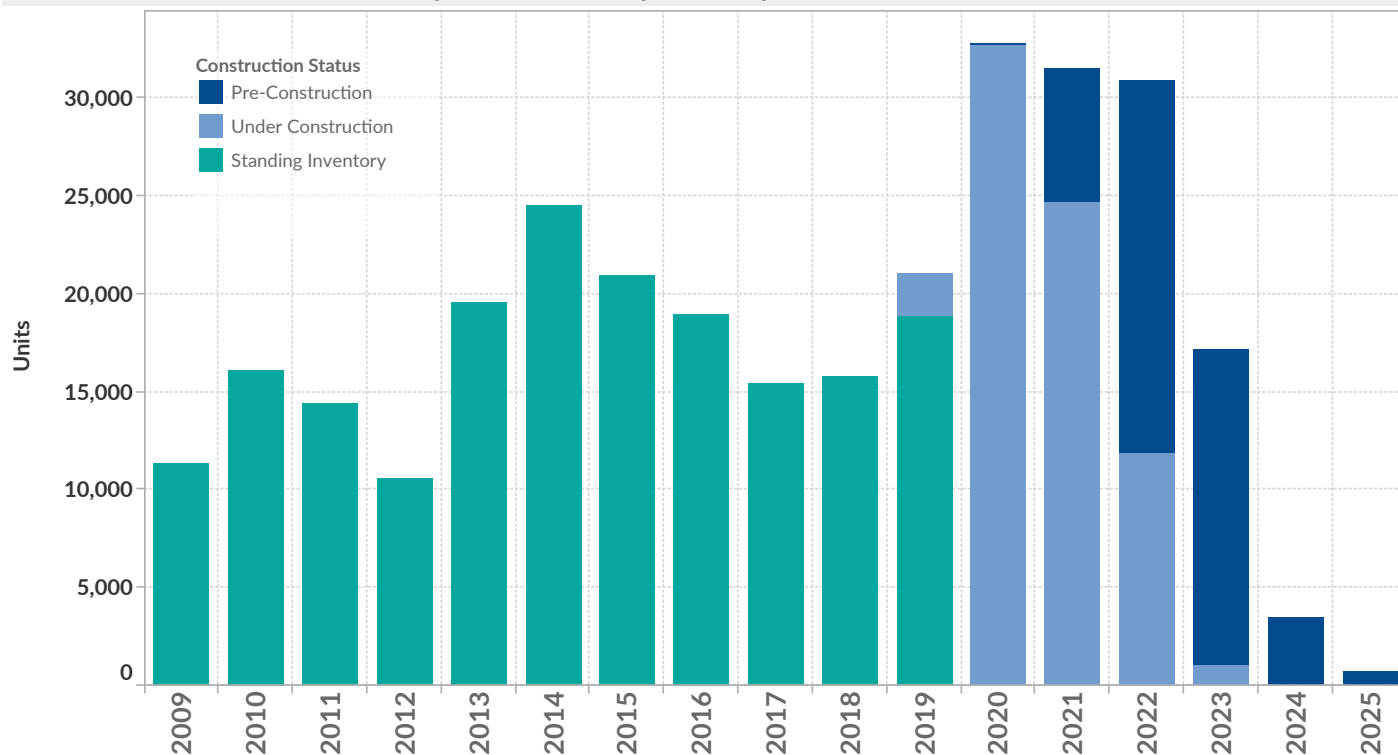
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

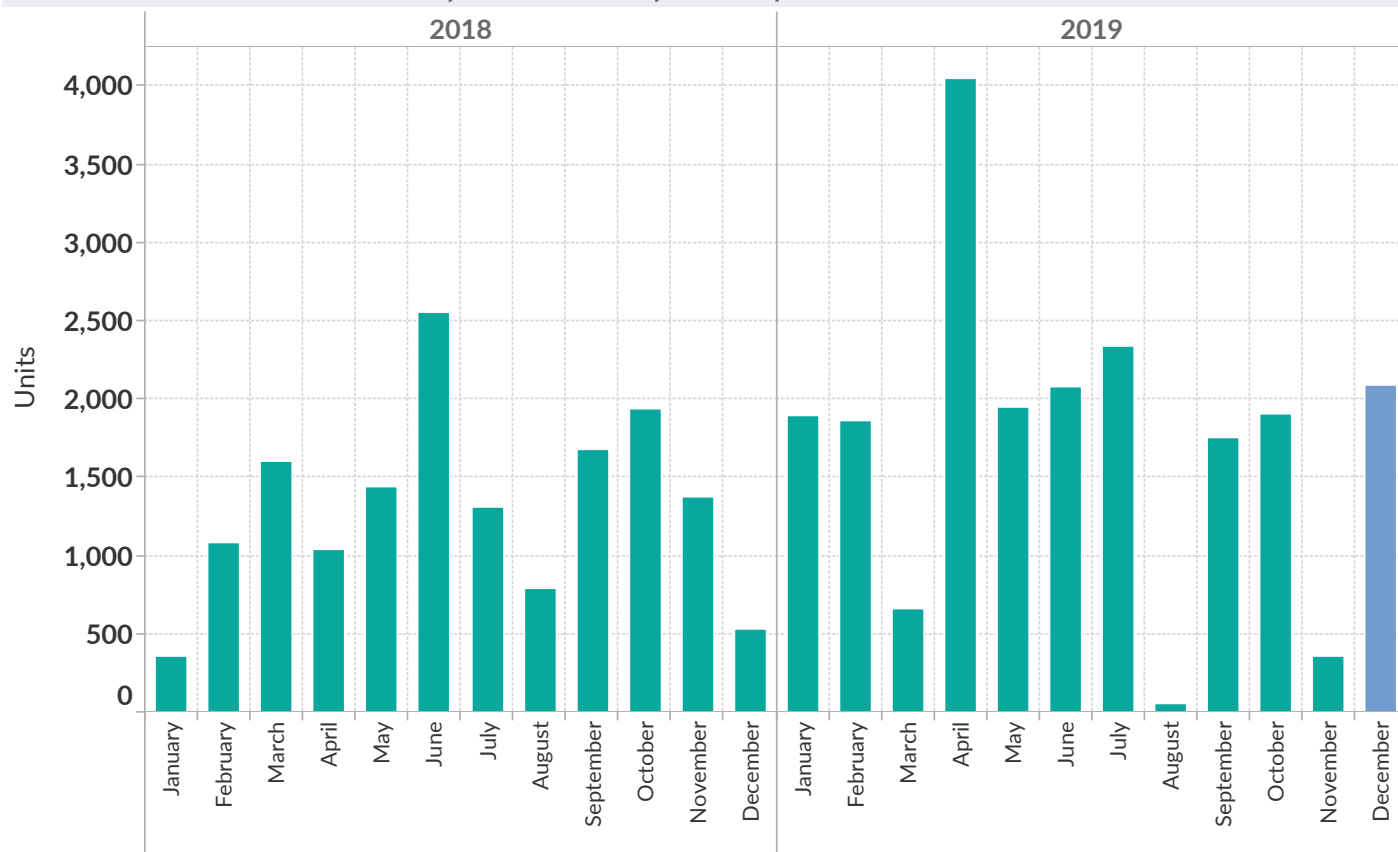


Scheduled Completions

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	298		1,324	5.3%
SmartCentres				936	63	12	3	0	9	3			1,026	4.1%
Tridel	10	15	14	22	148	22	384	127	175	48	36		1,001	4.0%
Menkes	7	12	19	13	537	274	18	24	46	35	11		996	4.0%
Camrosc Felcorp	0	3	14	5	423	66	30	27	13	272	62		915	3.7%
Times Group Corporation	0	1	245	179	18	9	5	80	224	79	37		877	3.5%
Amacon Developments			0	475	38	248	65	26	11	8	4		875	3.5%
Capital Developments	0	0	0	287	23	3	9	11	152	302	49		836	3.3%
Minto Developments	0	4	2	0	231	113	23	42	25	64	317		821	3.3%
QuadReal Property Group				0	524	221	0	0	0	0	0		745	3.0%
Daniels Corporation	29	4	13	4	59	10	184	8	66	4	334		715	2.9%
Tribute Communities	18	9	158	31	30	88	27	24	219	50	61		715	2.9%
Collecdev				0	290					322	102		714	2.8%
RioCan	17	7	18	5	13	73	14	9	160	301	69		686	2.7%
Aspen Ridge Homes	0	1	5	0	162	317	44	23	17	18	38		625	2.5%
Cortel Group	19	9	22	32	236	40	13	20	24	35	50		500	2.0%
Metropia	0	0	0	0	0	0	0	0	148	297	45		490	2.0%
Lanterra Developments	5	6	7	2	0	10	340	46	32	8	12		468	1.9%
Pinnacle International	22	27	37	40	35	46	32	32	85	48	59		463	1.8%
Concord Adex	5	79	37	12	24	108	17	25	32	58	51		448	1.8%
Greenpark Group				0	213	34	16	5	5	56	115		444	1.8%
Broccolini						137	57	51	50	68	74		437	1.7%
Mattamy Homes	7	6	13	188	71	21	18	9	25	27	34		419	1.7%
El-Ad Canada Inc.	26	18	6	4	5	3	0	0	226	0	125		413	1.6%
Liberty Development Corporation										321	84		405	1.6%
Total (All 182 Builders)	829	825	1,403	3,083	3,577	2,797	2,116	999	2,342	3,522	3,564		25,057	

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 %
	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.		
CentreCourt Developments Inc.					936	63	12	3	0	9	3	298	1,324	5.1%
SmartCentres					936	63	12	3	0	9	3		1,026	4.0%
Tridel	10	10	15	14	22	148	22	384	127	175	48	36	1,011	3.9%
Menkes	14	7	12	19	13	537	274	18	24	46	35	11	1,010	3.9%
Camrosc Felcorp	11	0	3	14	5	423	66	30	27	13	272	62	926	3.6%
Times Group Corporation	0	0	1	245	179	18	9	5	80	224	79	37	877	3.4%
Amacon Developments				0	475	38	248	65	26	11	8	4	875	3.4%
Capital Developments	0	0	0	0	287	23	3	9	11	152	302	49	836	3.2%
Minto Developments	2	0	4	2	0	231	113	23	42	25	64	317	823	3.2%
Daniels Corporation	40	29	4	13	4	59	10	184	8	66	4	334	755	2.9%
QuadReal Property Group					0	524	221	0	0	0	0	0	745	2.9%
Tribute Communities	6	18	9	158	31	30	88	27	24	219	50	61	721	2.8%
Collecdev					0	290					322	102	714	2.8%
RioCan	6	17	7	18	5	13	73	14	9	160	301	69	692	2.7%
Aspen Ridge Homes	0	0	1	5	0	162	317	44	23	17	18	38	625	2.4%
Cortel Group	110	19	9	22	32	236	40	13	20	24	35	50	610	2.4%
Metropia	0	0	0	0	0	0	0	0	0	148	297	45	490	1.9%
Pinnacle International	21	22	27	37	40	35	46	32	32	85	48	59	484	1.9%
Lanterra Developments	2	5	6	7	2	0	10	340	46	32	8	12	470	1.8%
Concord Adex	6	5	79	37	12	24	108	17	25	32	58	51	454	1.8%
Greenpark Group					0	213	34	16	5	5	56	115	444	1.7%
Mattamy Homes	19	7	6	13	188	71	21	18	9	25	27	34	438	1.7%
Broccolini							137	57	51	50	68	74	437	1.7%
Reserve Properties	13	247	34	36	36	6	9	8	13	16	0	0	418	1.6%
Westdale Properties	13	247	34	36	36	6	9	5	13	16	0	0	415	1.6%
Total (All 186 Builders)	800	829	825	1,403	3,083	3,577	2,797	2,116	999	2,342	3,522	3,564	25,857	

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 November
Forest Hill Condominiums - Centrecourt Developments Inc.	Old Toronto	Apartment	1 Bedroom	112
			1 Bedroom + Den	71
			2 Bedroom + Den	30
			3 Bedroom & Up	0
			2 Bedroom	39
			Studio	46
			Total	298
Saint - Minto Developments	Old Toronto	Apartment	1 Bedroom	73
			1 Bedroom + Den	111
			2 Bedroom + Den	0
			3 Bedroom & Up	20
			2 Bedroom	30
			Studio	36
			Total	270
King's Mill at Backyard Condos - Vandyk Properties Inc.	Etobicoke	Apartment	1 Bedroom	28
			1 Bedroom + Den	103
			2 Bedroom + Den	18
			3 Bedroom & Up	14
			2 Bedroom	41
			Studio	6
			Total	210
Thornhill - Daniels Corporation and Baif Developments	Vaughan	Apartment	1 Bedroom	33
			1 Bedroom + Den	60
			2 Bedroom	55
			Studio	1
			Total	149
Universal City Condominiums - Tower Three - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	27
			1 Bedroom + Den	48
			2 Bedroom + Den	12
			3 Bedroom & Up	4
			2 Bedroom	57
			Total	148

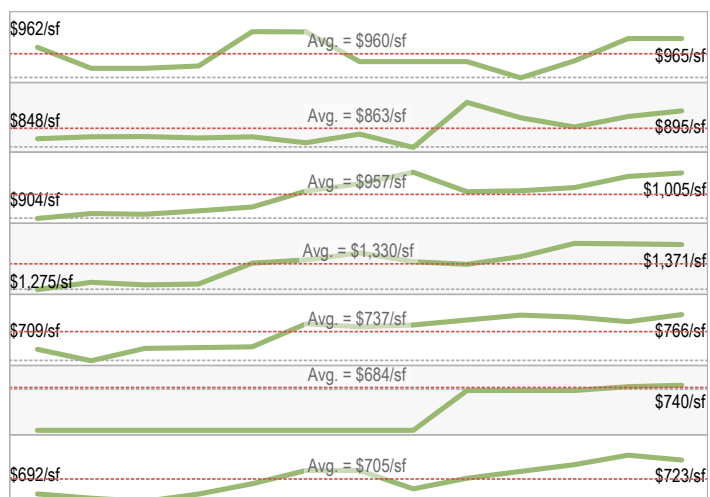
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$965/sf
	Etobicoke	\$895/sf
	North York	\$1,005/sf
	Old Toronto	\$1,371/sf
	Scarborough	\$766/sf
	York	\$740/sf
905 Area	905 All Muni.	\$723/sf

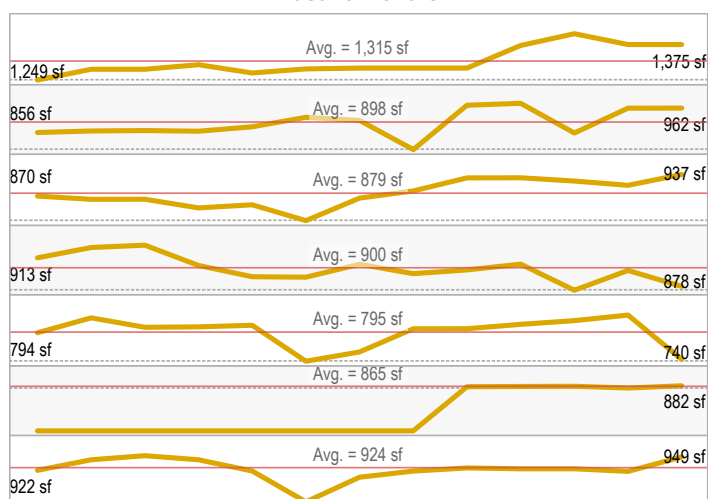
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,375 sf
	Etobicoke	962 sf
	North York	937 sf
	Old Toronto	878 sf
	Scarborough	740 sf
	York	882 sf
905 Area	905 All Muni.	949 sf

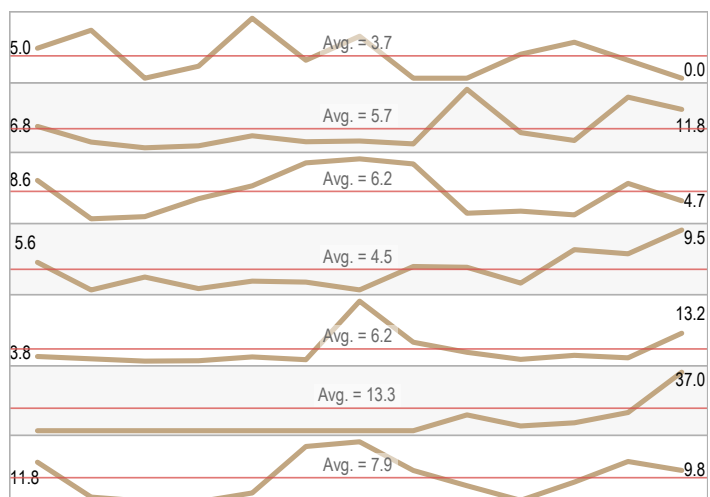
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	11.8
	North York	4.7
	Old Toronto	9.5
	Scarborough	13.2
	York	37.0
905 Area	905 All Muni.	9.8

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	November 2019				November 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 54			● 54	● 14			● 14
Central Waterfront	Old Toronto	● 35			● 35	● 59			● 59
Don Mills - York Mills	North York	● 36		● 0	● 36	● 9		● 3	● 12
Downtown Core	Old Toronto	● 74			● 74	● 16			● 16
Downtown East	Old Toronto	● 374			● 374	● 29			● 29
Downtown West	Old Toronto	● 109			● 109	● 177			● 177
Etobicoke Waterfront	Etobicoke	● 2			● 2	● 9			● 9
Highway7 - Yonge	Markham	● 0			● 0	● 2			● 2
	Richmond Hill	● 75		● 33	● 108	● 13		● 5	● 18
Mississauga City Centre	Mississauga	● 80			● 80	● 519			● 519
North Toronto	Old Toronto	● 123			● 123	● 139			● 139
North Yonge Corridor	North York	● 6		● 0	● 6	● 10		● 6	● 16
North York East	North York	● 0		● 4	● 4	● 5		● 0	● 5
North York West	North York	● 118		● 20	● 138	● 27		● 0	● 27
Not Applicable	Brampton	● 100		● 26	● 126	● 0		● 54	● 54
	Burlington	● 8			● 8	● 52			● 52
	Clarington	● 4			● 4	● 0		● 0	● 0
	East York	● 0			● 0	● 10			● 10
	Etobicoke	● 285		● 2	● 287	● 169			● 169
	Georgina	● 0			● 0	● 0			● 0
	Halton Hills	● 0			● 0	● 3			● 3
	Markham	● 28	● 0	● 2	● 30	● 26	● 0	● 0	● 26
	Milton	● 35			● 35	● 4		● 4	● 8
	Mississauga	● 64		● 136	● 200	● 148		● 37	● 185
	Newmarket	● 17	● 0		● 17		● 1		● 1
	Oakville	● 66		● 3	● 69	● 27		● 0	● 27
	Old Toronto	● 298			● 298	● 0			● 0
	Oshawa	● 24			● 24	● 130			● 130
	Pickering	● 149		● 1	● 150	● 235		● 30	● 265
	Scarborough	● 241		● 33	● 274	● 33		● 20	● 53
	Vaughan	● 264		● 8	● 272	● 24		● 2	● 26
	Whitby	● 5			● 5	● 10			● 10
	Whitchurch-Stouffville	● 5			● 5	● 10			● 10
	York	● 87			● 87	● 11			● 11
Sheppard Corridor	North York	● 34		● 0	● 34	● 301			● 301
Thornhill	Vaughan	● 233			● 233	● 9			● 9
Toronto East	Old Toronto	● 37	● 10	● 2	● 49	● 30	● 0	● 4	● 34
Toronto West	Old Toronto	● 152		● 15	● 167	● 271	● 0		● 271
Yonge - St. Clair	Old Toronto	● 47		● 0	● 47	● 1			● 1
Grand Total		● 3,269	● 10	● 285	● 3,564	● 2,532	● 1	● 165	● 2,698

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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