



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of December 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-19		Dec-18		Change
High Rise	1,871		806		132.1%
Low Rise	500		159		214.5%
Total	2,371		965		145.7%
Year to Date Sales	Jan.-Dec. 2019		Jan.-Dec. 2018		Y/Y Change
High Rise	26,948		21,145		27.4%
Low Rise	9,523		3,710		156.7%
Total	36,471		24,855		46.7%
Year to Date Supply	Jan.-Dec. 2019		Jan.-Dec. 2018		Y/Y Change
High Rise	27,300		26,618		2.6%
Low Rise	9,097		5,150		76.6%
Total	36,397		31,768		14.6%
Year to Date Completions	Jan.-Dec. 2019		Jan.-Dec. 2018		Y/Y Change
High Rise	19,985		15,700		27.3%
Remaining Inventory	Dec-19	Nov-19	Dec-18	M/M Change	Y/Y Change
High Rise	12,280	14,272	11,230	-14.0%	9.3%
Low Rise	4,836	5,248	5,262	-7.9%	-8.1%
Total	17,116	19,520	16,492	-12.3%	3.8%
Benchmark Price	Dec-19	Nov-19	Dec-18	M/M Change	Y/Y Change
High Rise	\$916,585	\$866,827	\$796,815	5.7%	15.0%
Low Rise	\$1,088,317	\$1,075,215	\$1,143,505	1.2%	-4.8%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	0	355	277	166	
High Rise Units	0	93,377	73,803	43,079	
% Sold*	0%	83%	93%	76%	
Low Rise Projects	1	308			
Low Rise Units	5	32,911			
% Sold*	0%	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.

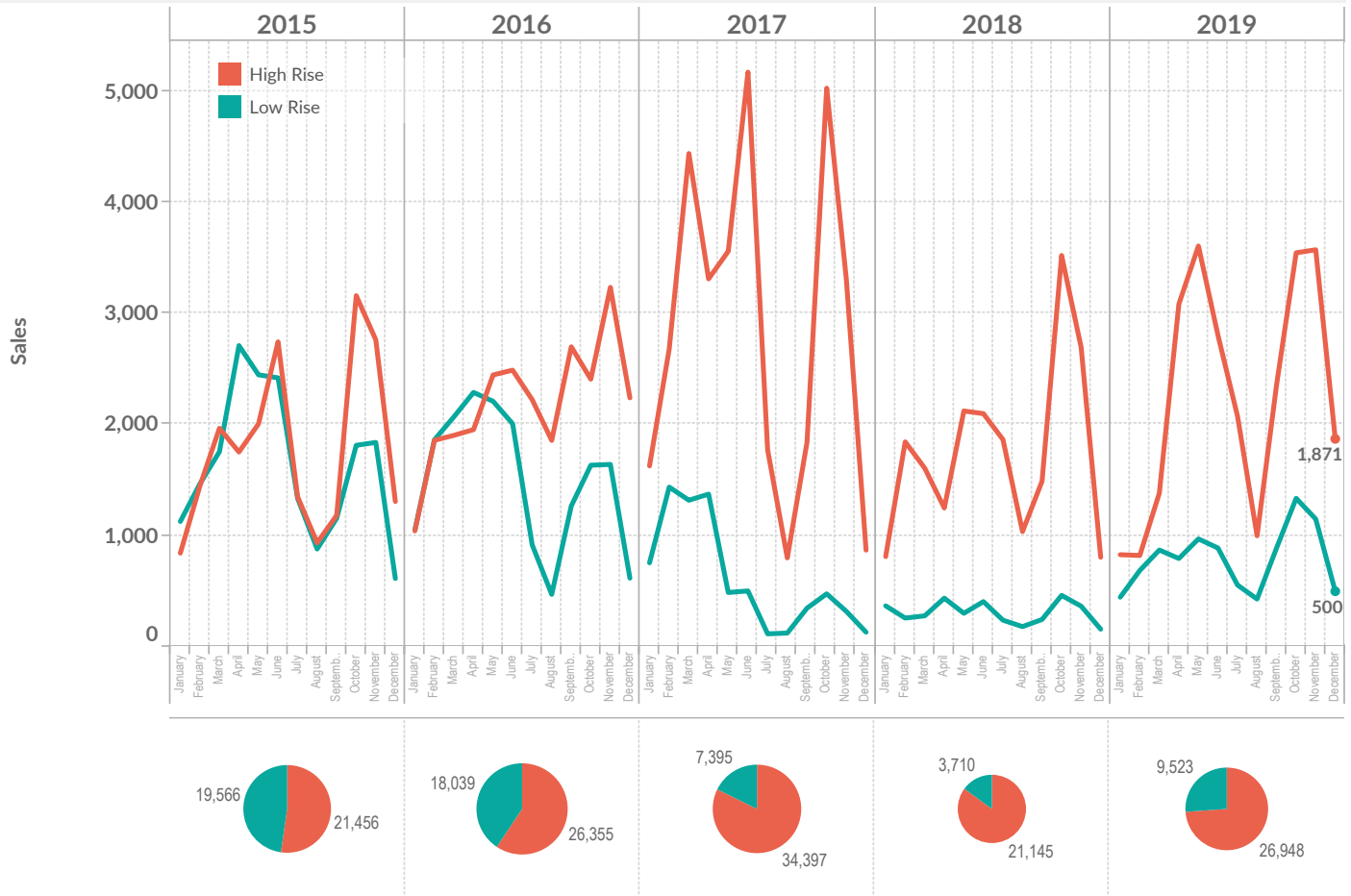
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

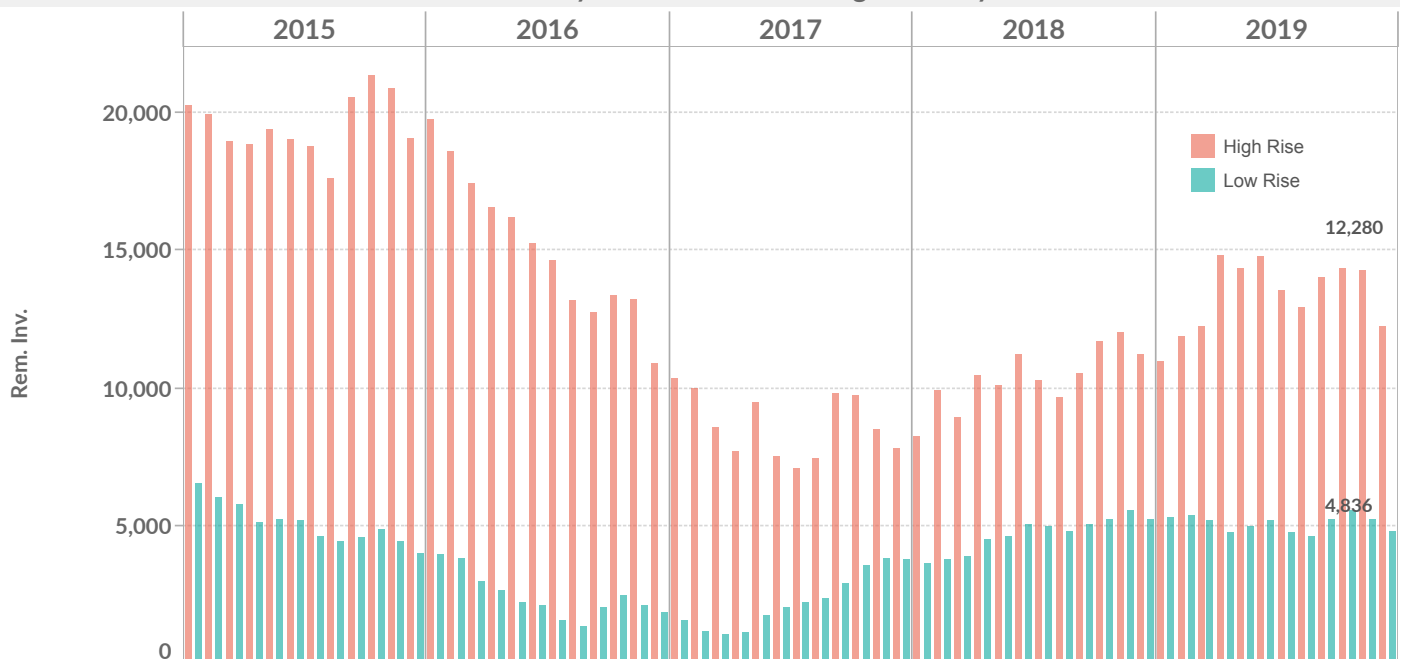
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

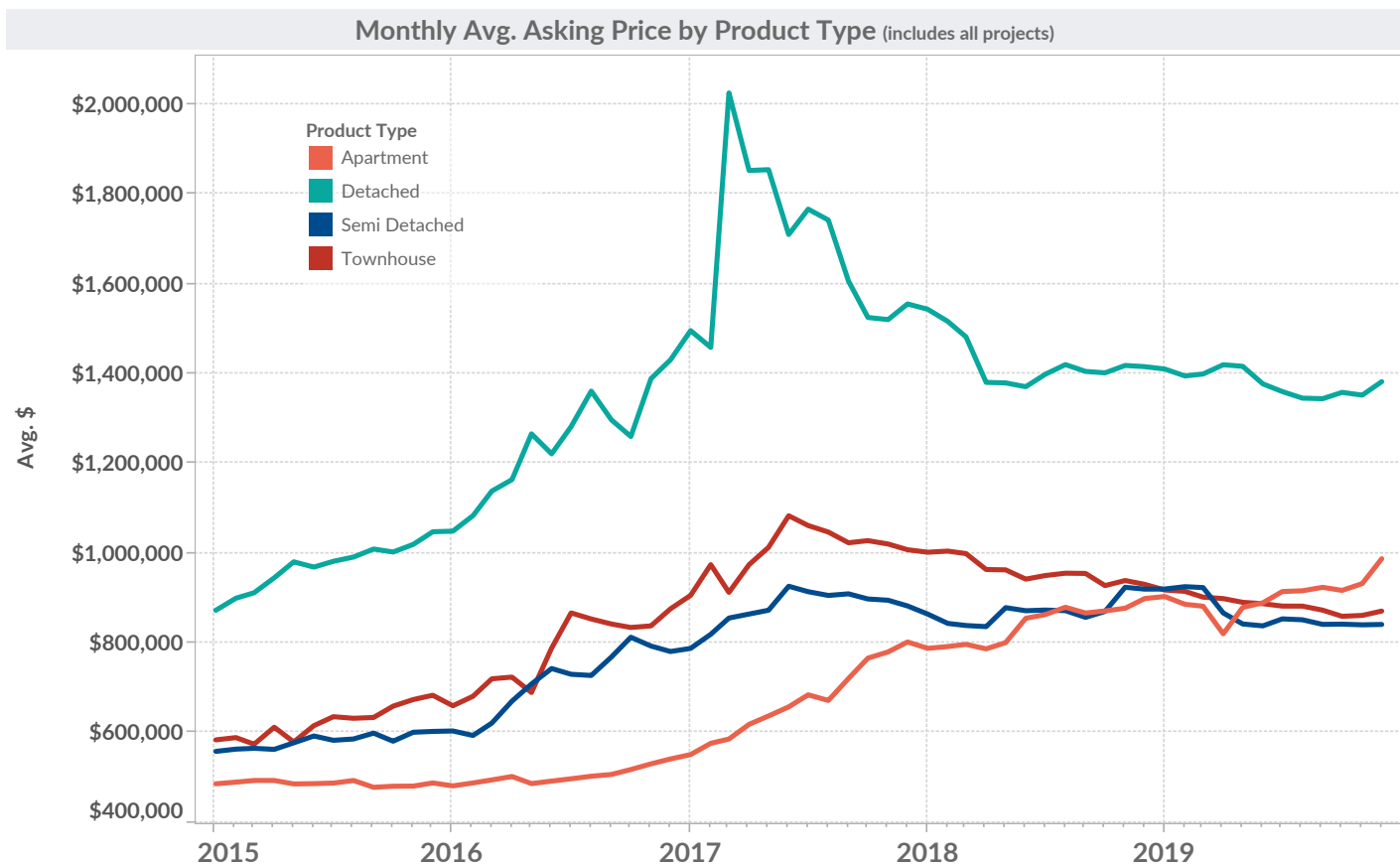
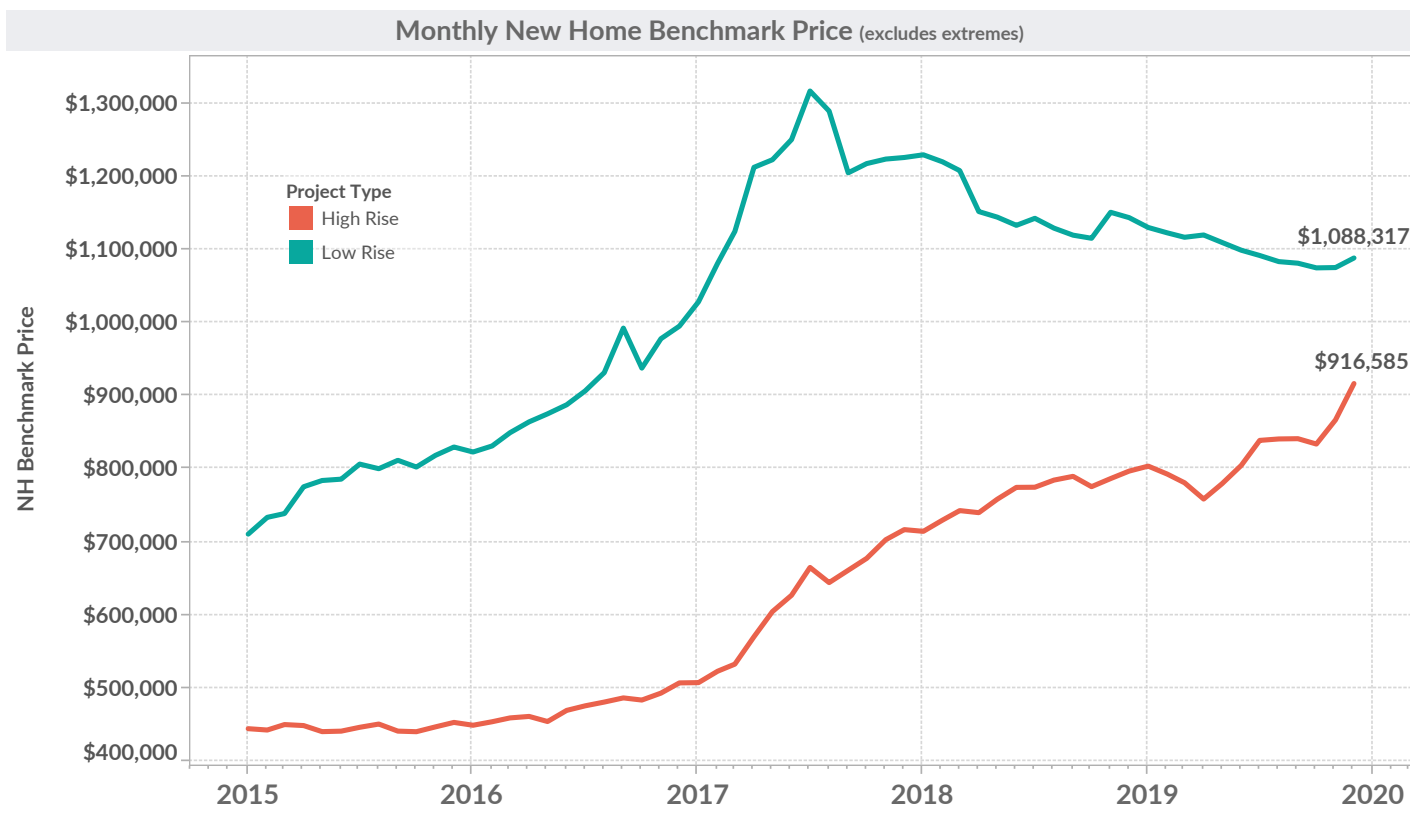
GTA - Monthly New Home Sales



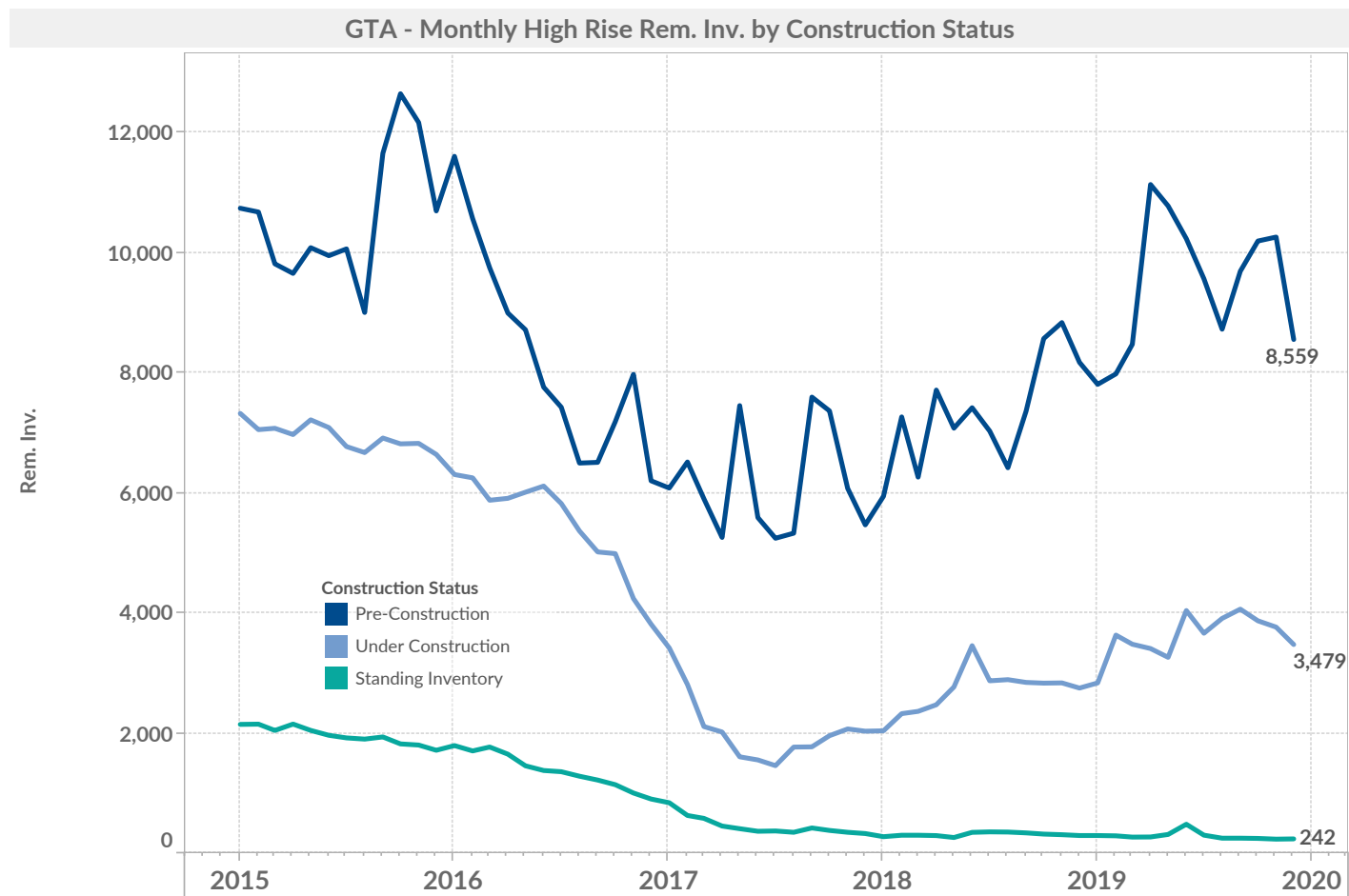
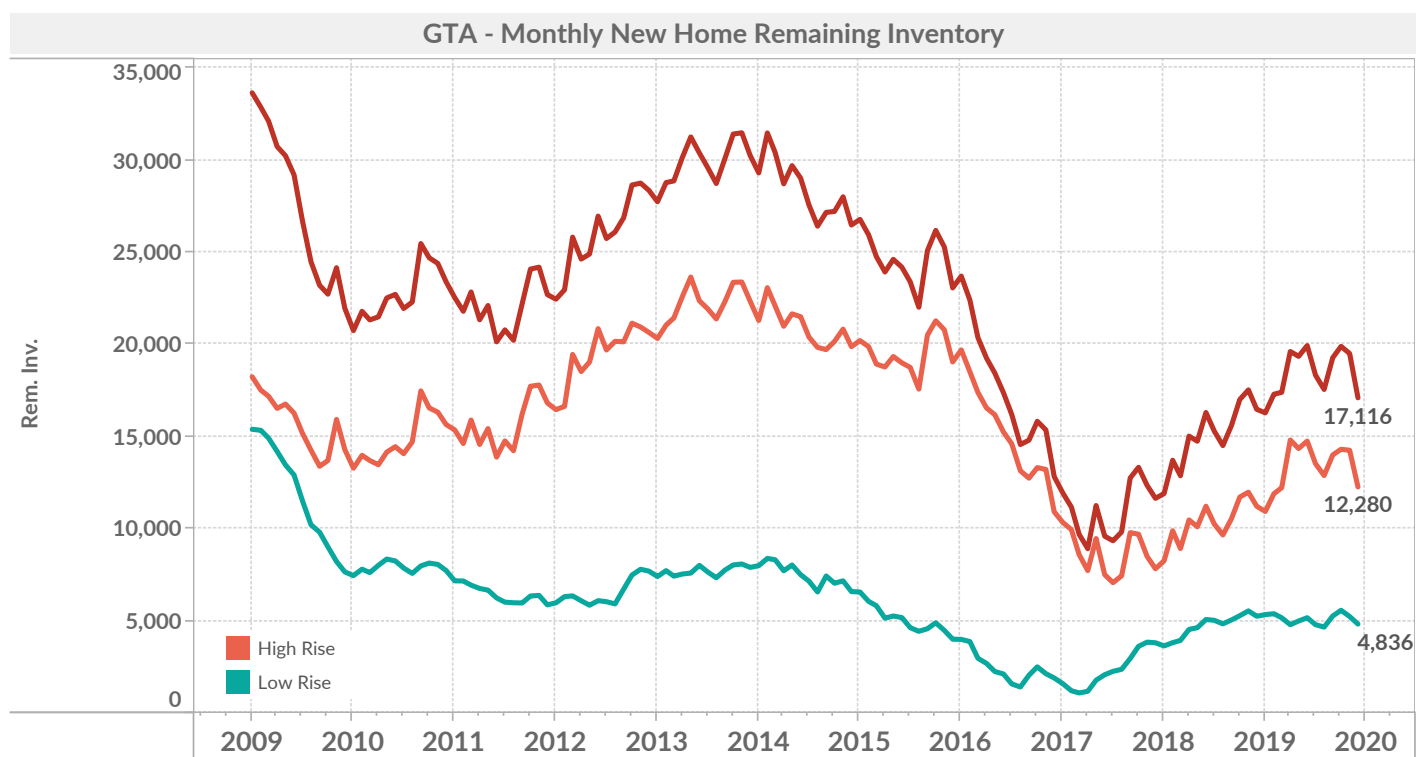
GTA - Monthly New Home Remaining Inventory



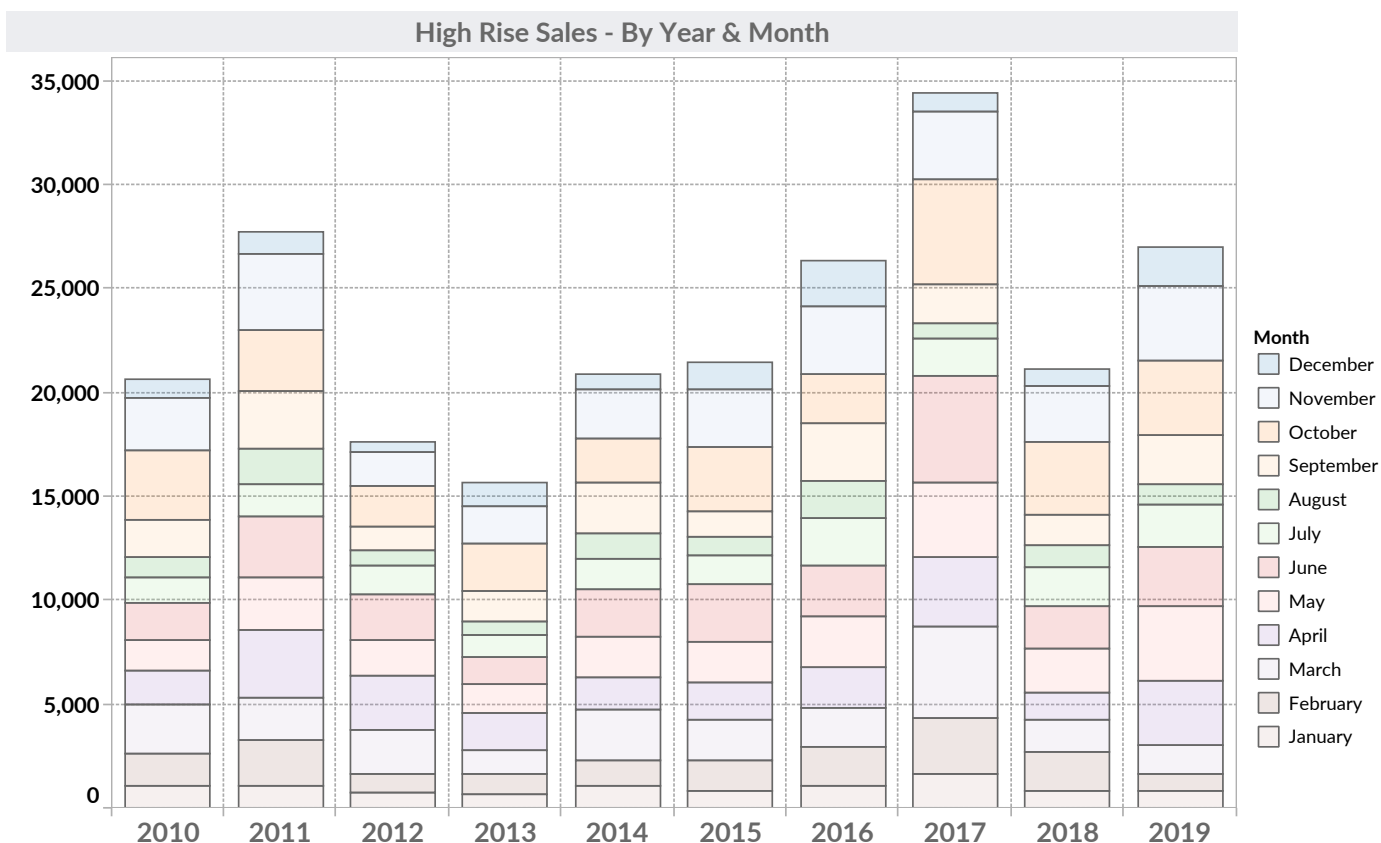
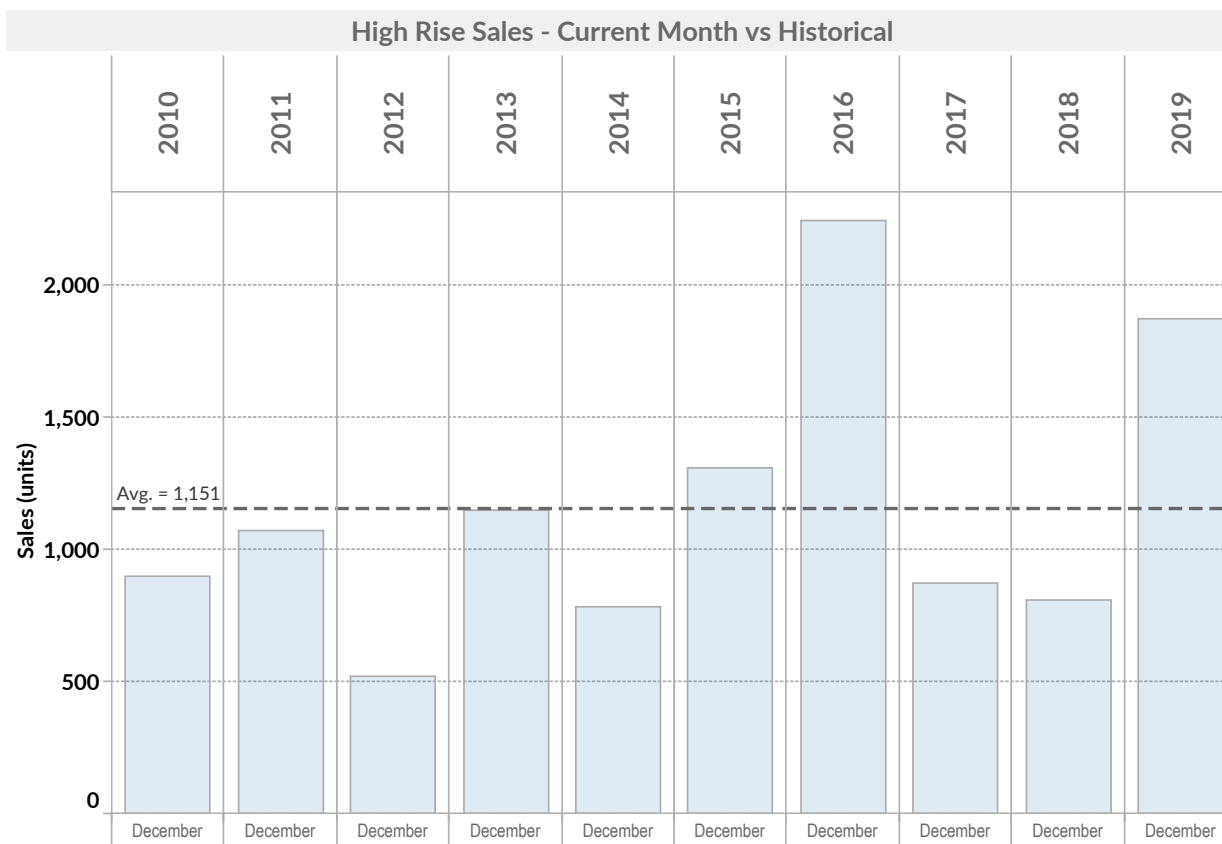
Pricing



Remaining Inventory

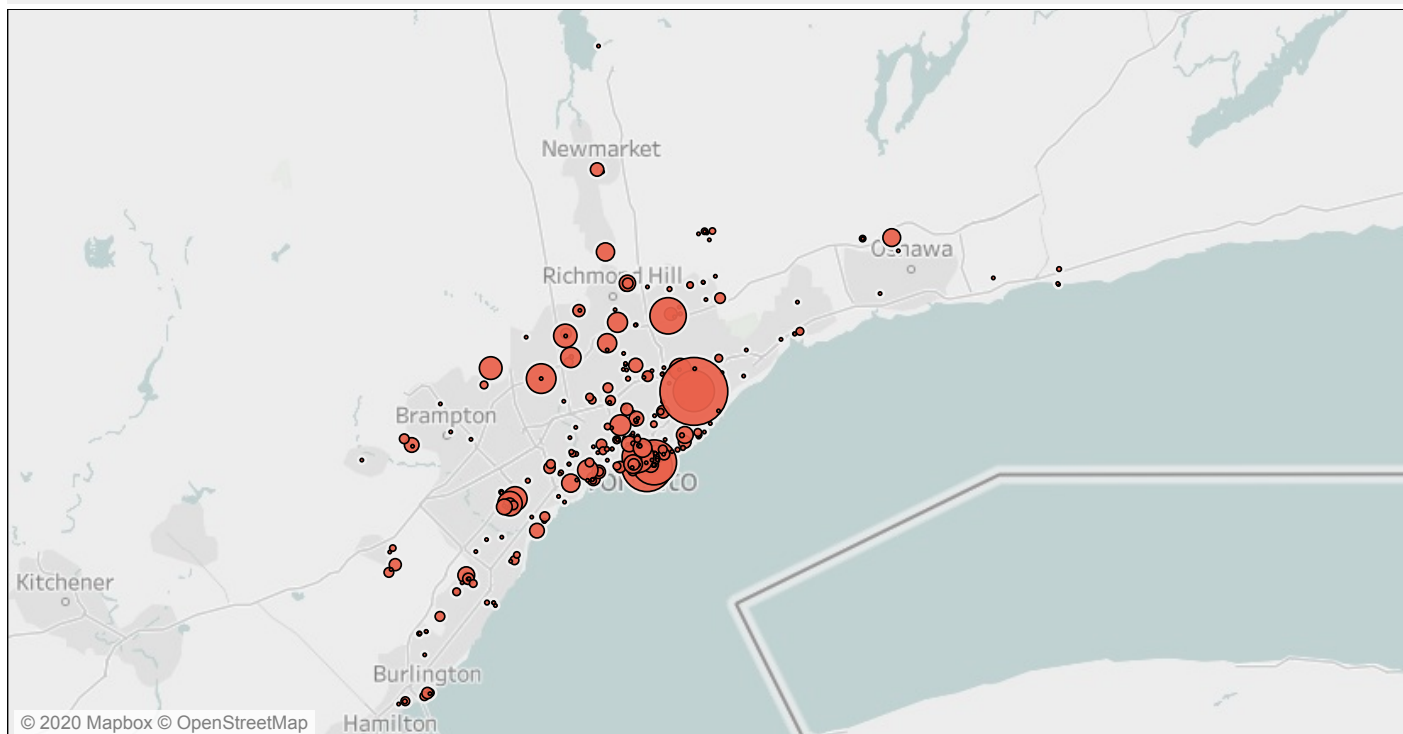


Historical Sales Comparison

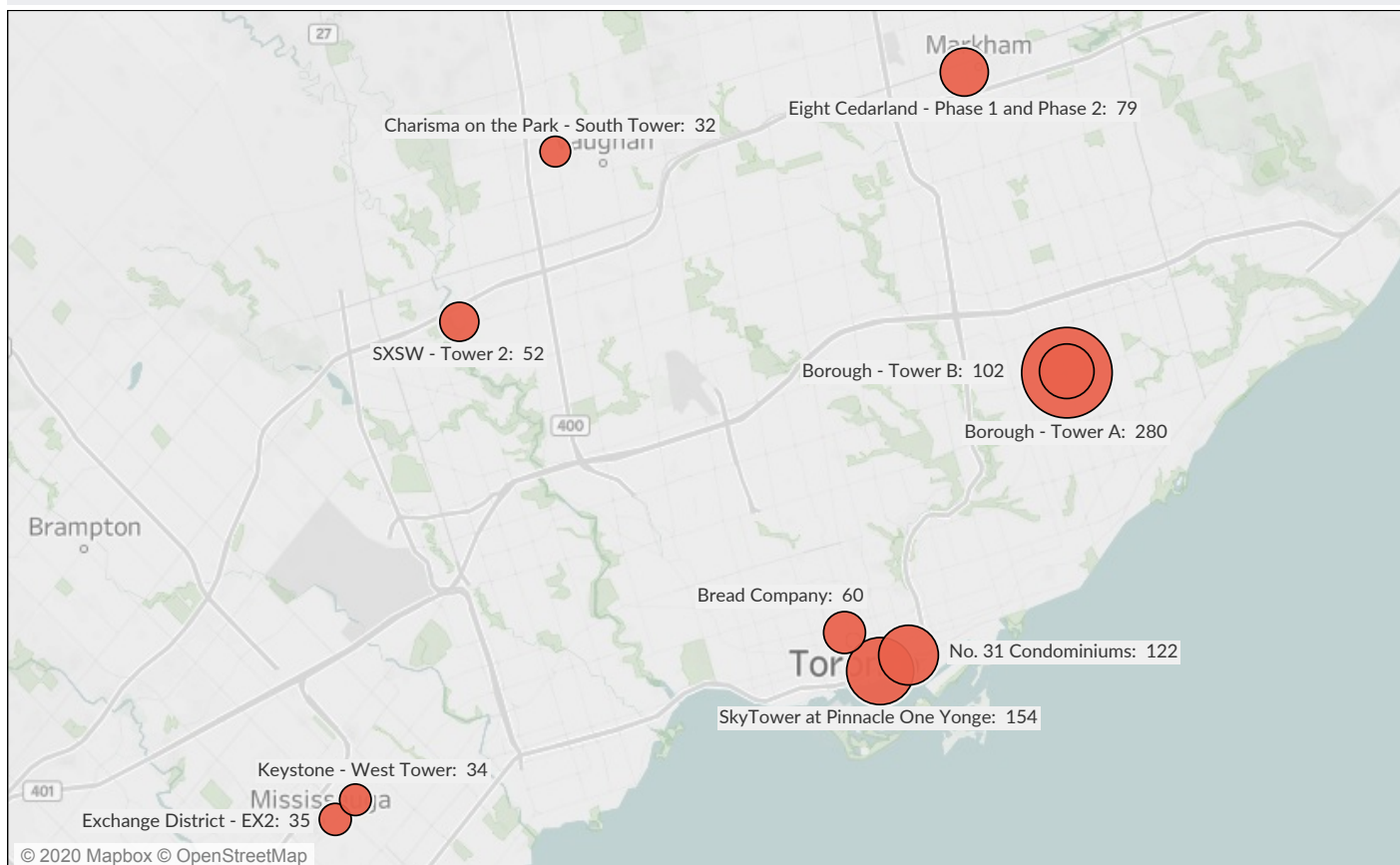


Current Sites

GTA - Active High Rise Sites by Current Month Sales



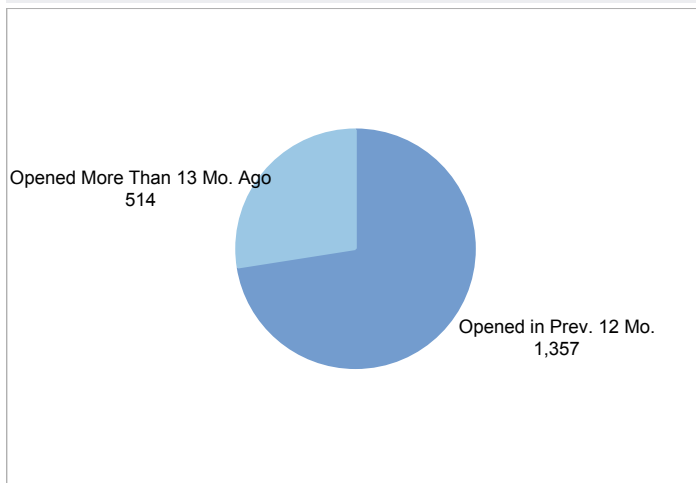
GTA - Top 10 Sites by Current Month Sales



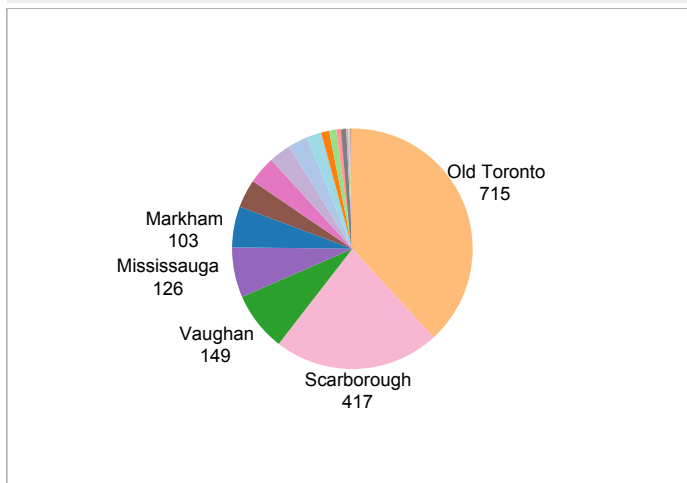
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

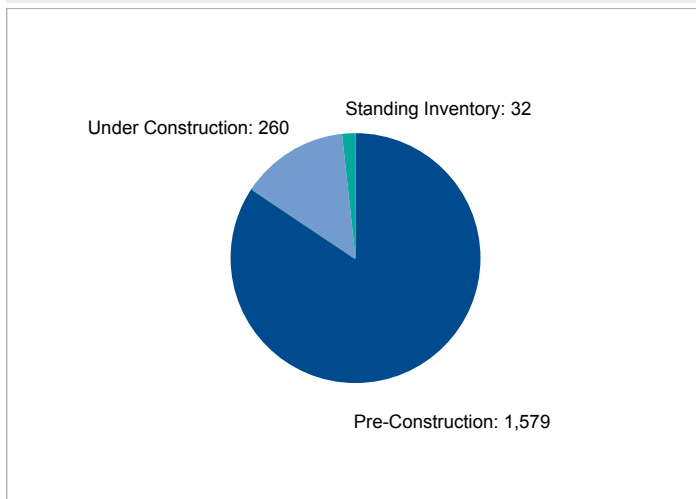
Sales by Opening Date



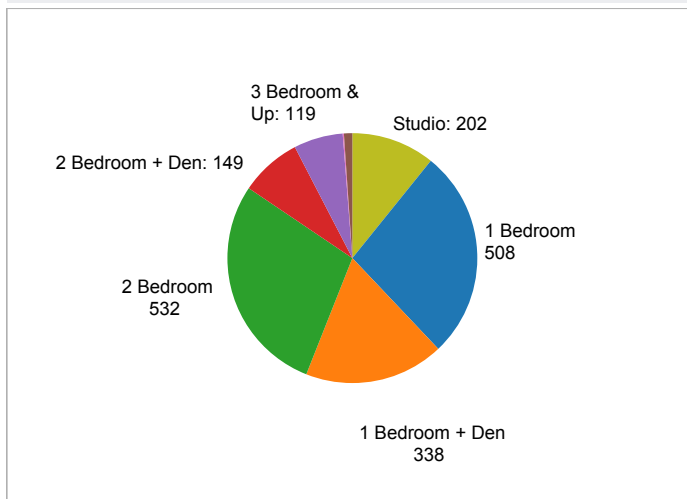
Sales by Municipality/Area



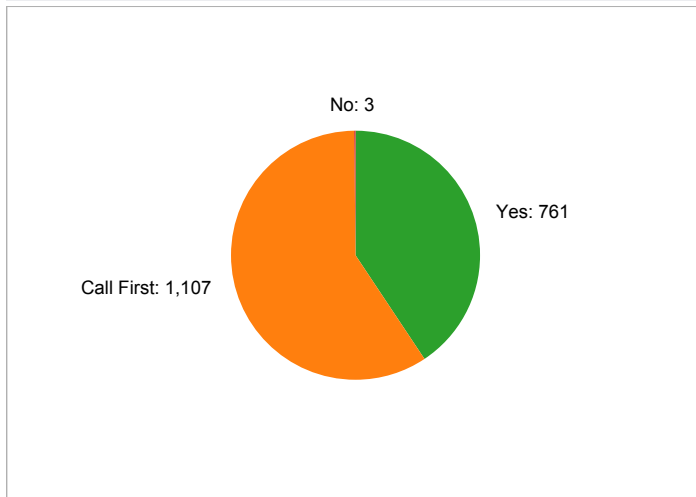
Sales by Const. Status



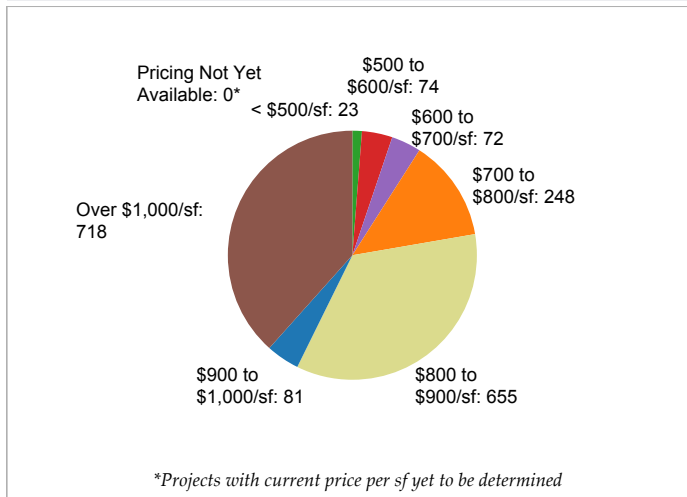
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range

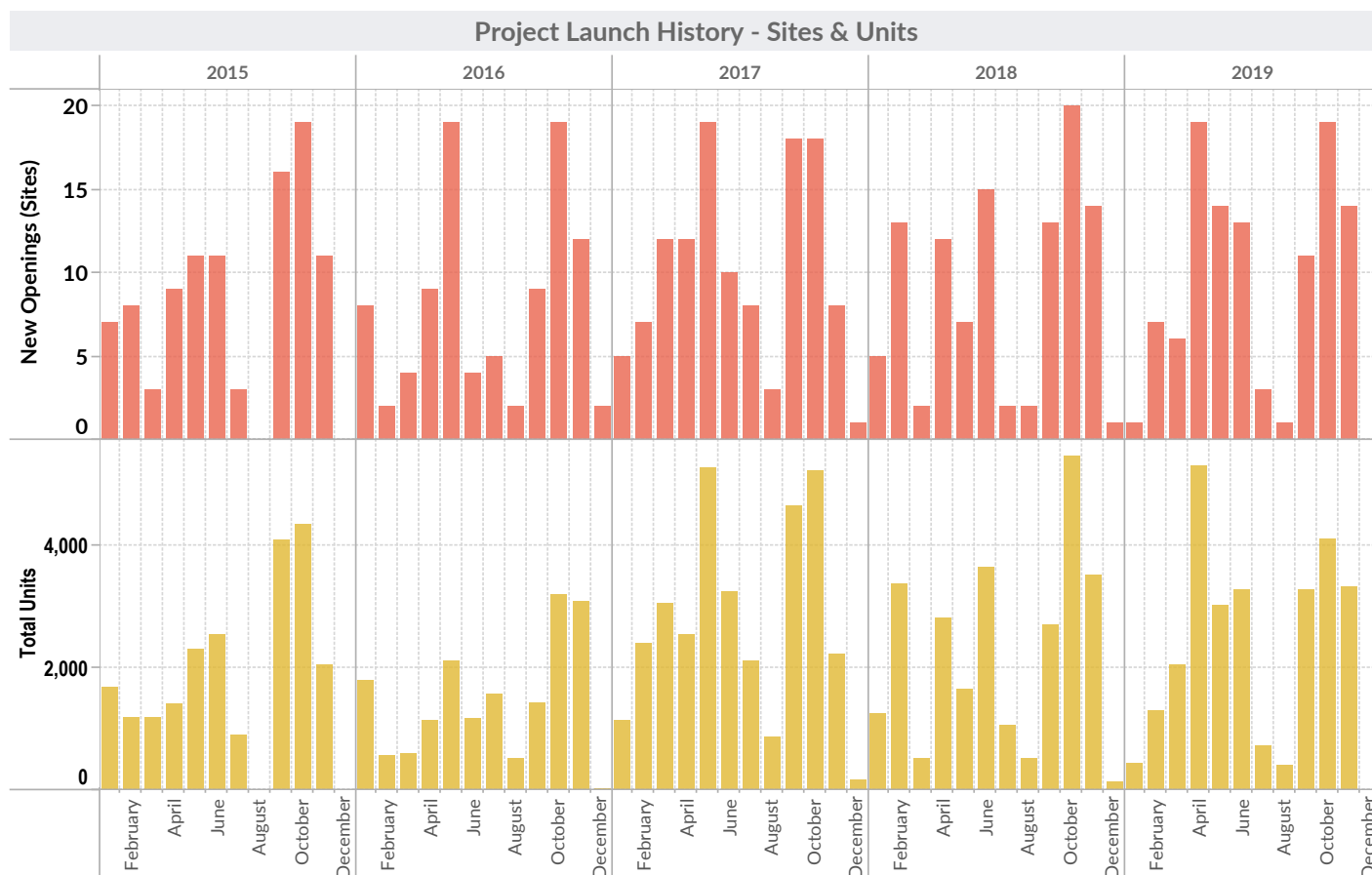


*Projects with current price per sf yet to be determined

New Openings

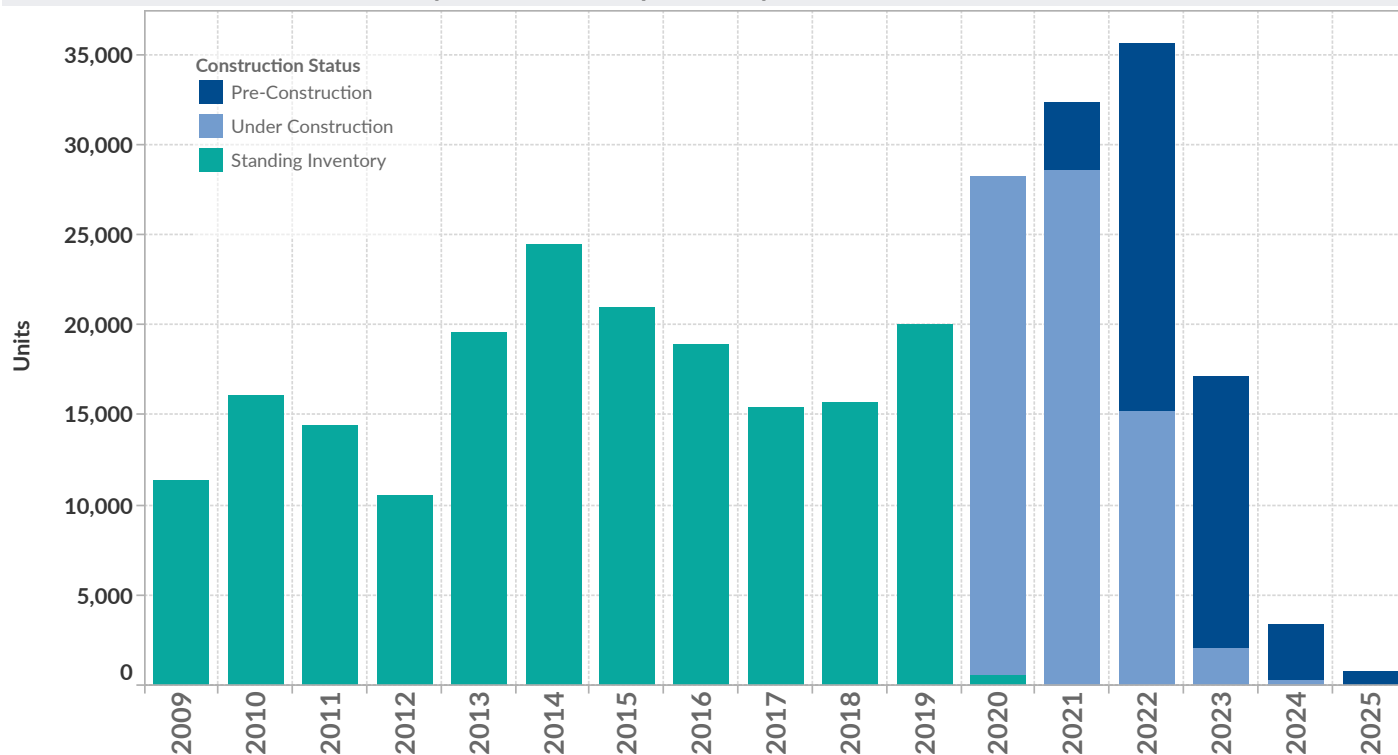
December 2019 - New Project Launches

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

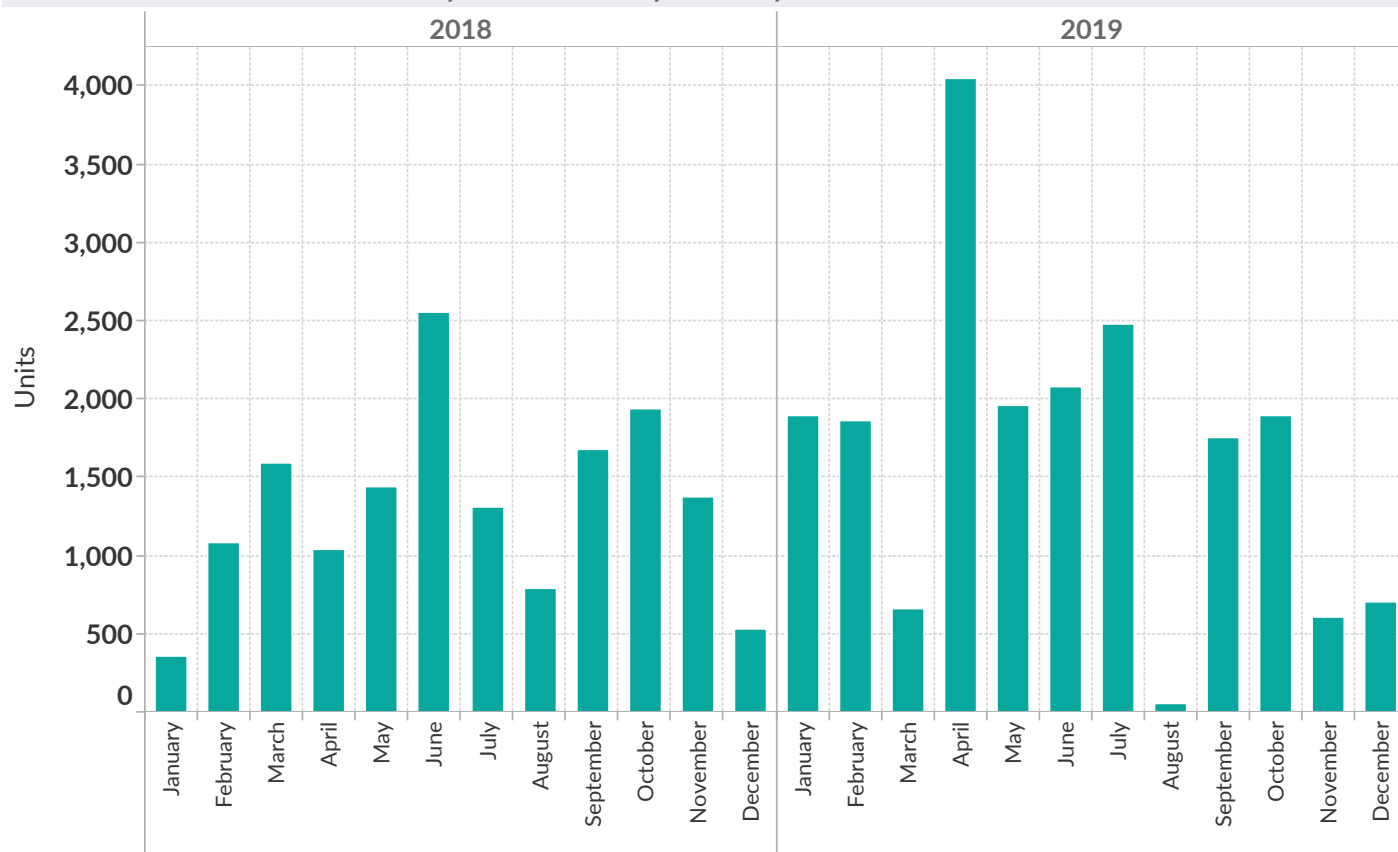


Scheduled Completions

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 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	25	1,349	5.0%
Menkes	7	12	19	13	537	274	18	24	46	42	15	61	1,068	4.0%
SmartCentres				936	63	12	3	0	9	3			1,026	3.8%
Tridel	10	15	14	22	148	22	384	127	175	48	36	24	1,025	3.8%
Camroost Felcorp	0	3	14	5	423	66	30	27	13	272	61	43	957	3.6%
Times Group Corporation	0	1	245	179	17	9	5	80	224	79	38	24	901	3.3%
Amacon Developments			0	475	38	248	65	26	11	8	4	14	889	3.3%
Minto Developments	0	4	2	0	231	113	23	42	25	64	317	41	862	3.2%
Capital Developments	0	0	0	287	23	3	9	11	152	300	44	0	829	3.1%
Tribute Communities	18	9	158	31	30	88	27	24	219	50	61	37	752	2.8%
QuadReal Property Group				0	524	221	0	0	0	0	0	4	749	2.8%
Daniels Corporation	29	4	13	4	59	10	184	8	66	4	331	32	744	2.8%
Collecdev				0	290					322	102	5	719	2.7%
RioCan	17	7	18	5	13	73	14	9	160	299	64	18	697	2.6%
Pinnacle International	22	27	36	40	35	46	32	32	85	47	58	187	647	2.4%
Aspen Ridge Homes	0	1	5	0	162	317	44	24	19	17	41	15	645	2.4%
Lanterra Developments	5	6	7	2	0	10	340	46	32	8	12	123	591	2.2%
Cortel Group	14	5	16	32	226	36	13	20	24	34	49	31	500	1.9%
Metropia	0	0	0	0	0	0	0	0	148	295	40	0	483	1.8%
Greenpark Group				0	213	34	16	5	5	56	115	32	476	1.8%
Concord Adex	5	79	37	12	24	108	17	25	32	58	51	17	465	1.7%
Broccolini						137	57	51	50	68	74	18	455	1.7%
El-Ad Canada Inc.	26	16	5	4	4	2	8	1	235	11	125	0	437	1.6%
Mattamy Homes	7	6	13	188	71	21	18	9	25	27	34	15	434	1.6%
Reserve Properties	247	34	36	36	6	9	8	13	16	0	0	0	405	1.5%
Total (All 185 Builders)	829	822	1,383	3,084	3,606	2,802	2,075	999	2,360	3,545	3,572	1,871	26,948	

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 December
Borough - Tower A - G Group Development	Scarborough	Apartment	1 Bedroom	124
			3 Bedroom & Up	3
			2 Bedroom	84
			Studio	69
			Total	280
SkyTower at Pinnacle One Yonge - Pinnacle International	Old Toronto	Apartment	1 Bedroom	68
			1 Bedroom + Den	60
			2 Bedroom + Den	26
			3 Bedroom & Up	0
			2 Bedroom	0
			Other	0
			Total	154
No. 31 Condominiums - Lanterra Developments	Old Toronto	Apartment	1 Bedroom	62
			1 Bedroom + Den	22
			2 Bedroom + Den	1
			3 Bedroom & Up	3
			2 Bedroom	12
			Studio	22
			Total	122
Borough - Tower B - G Group Development	Scarborough	Apartment	1 Bedroom	55
			3 Bedroom & Up	2
			2 Bedroom	20
			Studio	25
			Total	102
Eight Cedarland - Phase 1 and Phase 2 - H&W Development Corp.	Markham	Apartment	1 Bedroom	2
			1 Bedroom + Den	27
			2 Bedroom + Den	14
			3 Bedroom & Up	1
			2 Bedroom	29
			Other	6
			Total	79

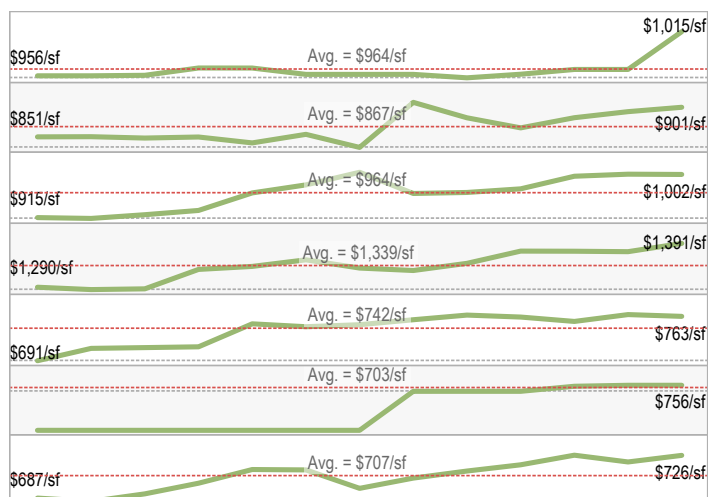
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,015/sf
	Etobicoke	\$901/sf
	North York	\$1,002/sf
	Old Toronto	\$1,391/sf
	Scarborough	\$763/sf
	York	\$756/sf
905 Area	905 All Muni.	\$726/sf

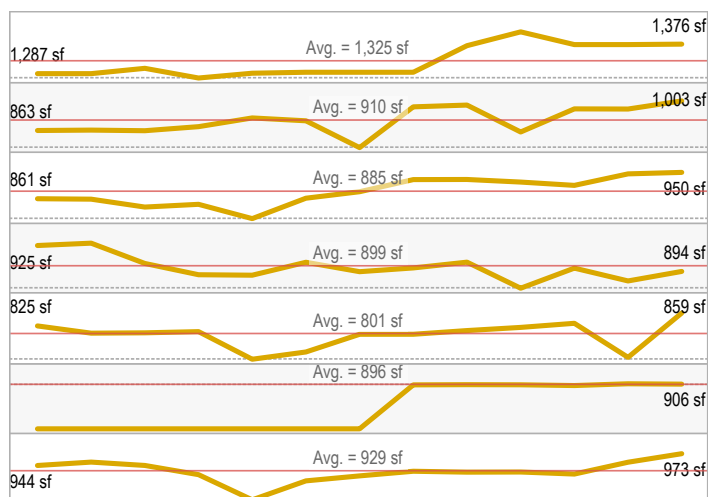
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,376 sf
	Etobicoke	1,003 sf
	North York	950 sf
	Old Toronto	894 sf
	Scarborough	859 sf
	York	906 sf
905 Area	905 All Muni.	973 sf

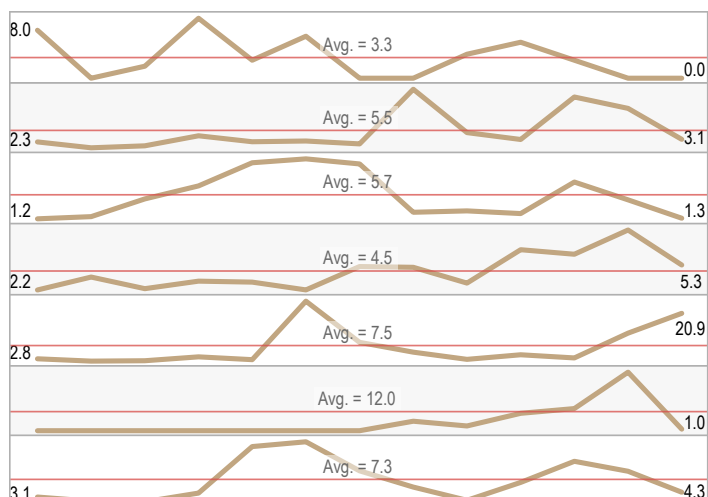
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	3.1
	North York	1.3
	Old Toronto	5.3
	Scarborough	20.9
	York	1.0
905 Area	905 All Muni.	4.3

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	December 2019				December 2018			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 5			• 5	• 3			• 3
Central Waterfront	Old Toronto	● 222			● 222	● 104			● 104
Don Mills - York Mills	North York	• 17		• 0	• 17	• 3		• 2	• 5
Downtown Core	Old Toronto	• 39			• 39	• 6			• 6
Downtown East	Old Toronto	● 184			● 184	• 16			• 16
Downtown West	Old Toronto	● 127			● 127	● 76			● 76
Etobicoke Waterfront	Etobicoke	• 12			• 12	• 9			• 9
Highway7 - Yonge	Markham	• 0			• 0	• 0			• 0
	Richmond Hill	• 44		• 26	• 70	• 0		• 0	• 0
Mississauga City Centre	Mississauga	● 66			● 66	● 101			● 101
North Toronto	Old Toronto	• 21			• 21	• 21			• 21
North Yonge Corridor	North York	• 1		• 0	• 1	• 0		• 0	• 0
North York East	North York	• 0		• 11	• 11	• 0		• 0	• 0
North York West	North York	• 9		• 8	• 17	• 26		• 7	• 33
Not Applicable	Brampton	• 5		• 45	• 50	• 0		• 15	• 15
	Burlington	• 20			• 20	• 18			• 18
	Clarington	• 1			• 1	• 0		• 0	• 0
	East York	• 0			• 0	• 8			• 8
	Etobicoke	● 55		• 4	● 59	● 47			● 47
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 0			• 0	• 1			• 1
	Markham	● 92	• 5	• 6	● 103	• 5	• 4	• 0	• 9
	Milton	• 15			• 15	• 2		• 2	• 4
	Mississauga	● 53		• 7	● 60	• 26		• 2	• 28
	Newmarket	• 10	• 0		• 10		• 0		• 0
	Oakville	• 33		• 4	• 37	• 15		• 0	• 15
	Old Toronto	• 27			• 27	• 0			• 0
	Oshawa	• 18			• 18	• 6			• 6
	Pickering	• 3		• 0	• 3	• 29		• 4	• 33
	Scarborough	● 414		• 3	● 417	• 34		• 3	• 37
	Vaughan	● 128		• 0	● 128	● 109		• 0	● 109
	Whitby	• 2			• 2	• 2			• 2
	Whitchurch-Stouffville	• 4			• 4	• 3			• 3
	York	• 5			• 5	• 5			• 5
Sheppard Corridor	North York	• 9		• 0	• 9	• 11			• 11
Thornhill	Vaughan	• 21			• 21	• 16			• 16
Toronto East	Old Toronto	• 35	• 0	• 4	• 39	• 13	• 0	• 2	• 15
Toronto West	Old Toronto	• 34		• 0	• 34	• 46	• 0		• 46
Yonge - St. Clair	Old Toronto	• 15		• 2	• 17	• 4			• 4
Grand Total		● 1,746	• 5	● 120	● 1,871	● 765	• 4	• 37	● 806

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	595			595	348			348
Central Waterfront	Old Toronto	592			592	1,182			1,182
Don Mills - York Mills	East York								
	North York	726		11	737	357		22	379
	Old Toronto								
Downtown Core	Old Toronto	804			804	681			681
Downtown East	Old Toronto	1,028			1,028	691			691
Downtown West	Old Toronto	1,975			1,975	1,137			1,137
Etobicoke Waterfront	Etobicoke	129			129	66			66
Highway7 - Yonge	Markham	0			0	0			0
	Richmond Hill	259		92	351	133		149	282
Mississauga City Centre	Mississauga	2,394			2,394	397			397
North Toronto	North York								
	Old Toronto	1,016			1,016	434			434
North Yonge Corridor	North York	735		3	738	97		9	106
	Old Toronto								
North York East	North York	0		22	22	0		8	8
North York West	North York	1,052		133	1,185	163		99	262
	Old Toronto								
Not Applicable	York								
	Ajax								
	Aurora								
	Brampton	235		459	694	135		49	184
	Burlington	400			400	227			227
	Caledon								
	Clarington	24		4	28	51			51
	East York	35			35	44			44
	Etobicoke	1,465		81	1,546	462		9	471
	Georgina	0			0	0			0
	Halton Hills	9			9	17			17
	King								
	Markham	1,150	19	22	1,191	535	79	17	631
	Milton	210		37	247	112			112
	Mississauga	574		468	1,042	300		119	419
	Newmarket	112	2		114	107	3		110
	North York								
	Oakville	1,082		116	1,198	342		32	374
	Old Toronto	329			329	63			63
	Oshawa	218			218	156			156
	Pickering	361		80	441	64		20	84
	Richmond Hill								
	Scarborough	1,476		152	1,628	730		88	818
	Uxbridge								
	Vaughan	2,910		161	3,071	396		13	409
	Whitby	49			49	88			88
	Whitchurch-Stouffville	124			124	125			125
	York	250			250	108			108
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	543		10	553	663		14	677
Thornhill	Markham								
	Vaughan	707			707	162			162
Toronto East	East York								
	Old Toronto	343	12	26	381	178	4	9	191
Toronto West	Old Toronto	995	1	48	1,044	615		64	679
Yonge - St. Clair	Old Toronto	81		2	83	82		25	107
Grand Total		24,987	34	1,927	26,948	11,448	86	746	12,280

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