



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of January 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-20		Jan-19		Change
High Rise	1,100		829		32.7%
Low Rise	1,006		446		125.6%
Total	2,106		1,275		65.2%
Year to Date Sales	Jan.-Jan. 2020		Jan.-Jan. 2019		Y/Y Change
High Rise	1,100		829		32.7%
Low Rise	1,006		446		125.6%
Total	2,106		1,275		65.2%
Year to Date Supply	Jan.-Jan. 2020		Jan.-Jan. 2019		Y/Y Change
High Rise	266		423		-37.1%
Low Rise	737		536		37.5%
Total	1,003		959		4.6%
Year to Date Completions	Jan.-Jan. 2020		Jan.-Jan. 2019		Y/Y Change
High Rise	2,264		1,899		19.2%
Remaining Inventory	Jan-20	Dec-19	Jan-19	M/M Change	Y/Y Change
High Rise	11,632	12,261	10,958	-5.1%	6.2%
Low Rise	4,544	4,813	5,335	-5.6%	-14.8%
Total	16,176	17,074	16,293	-5.3%	-0.7%
Benchmark Price	Jan-20	Dec-19	Jan-19	M/M Change	Y/Y Change
High Rise	\$925,209	\$916,585	\$803,638	0.9%	15.1%
Low Rise	\$1,097,613	\$1,088,317	\$1,130,046	0.9%	-2.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	348	279	161	
High Rise Units	266	92,351	73,686	41,875	
% Sold*	0%	8%	93%	77%	
Low Rise Projects	3	300			
Low Rise Units	249	32,456			
% Sold*	79%	86%			

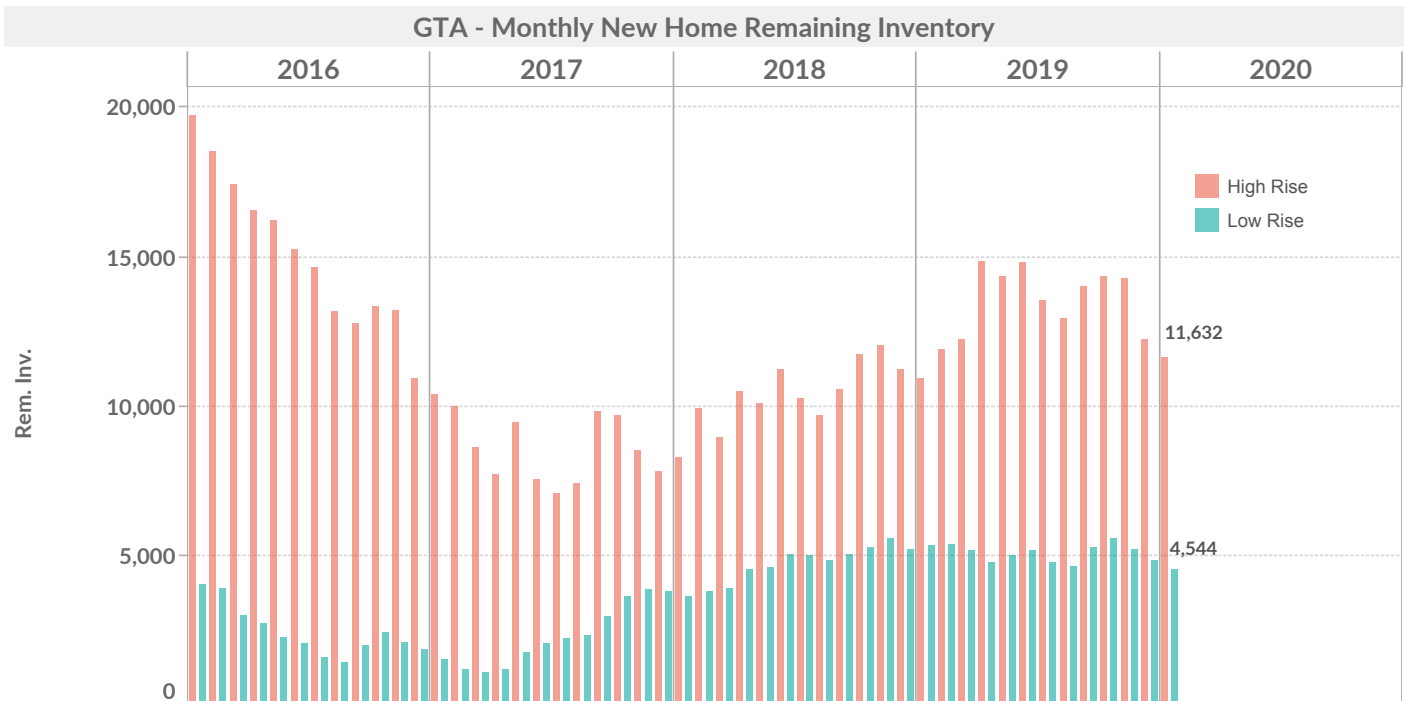
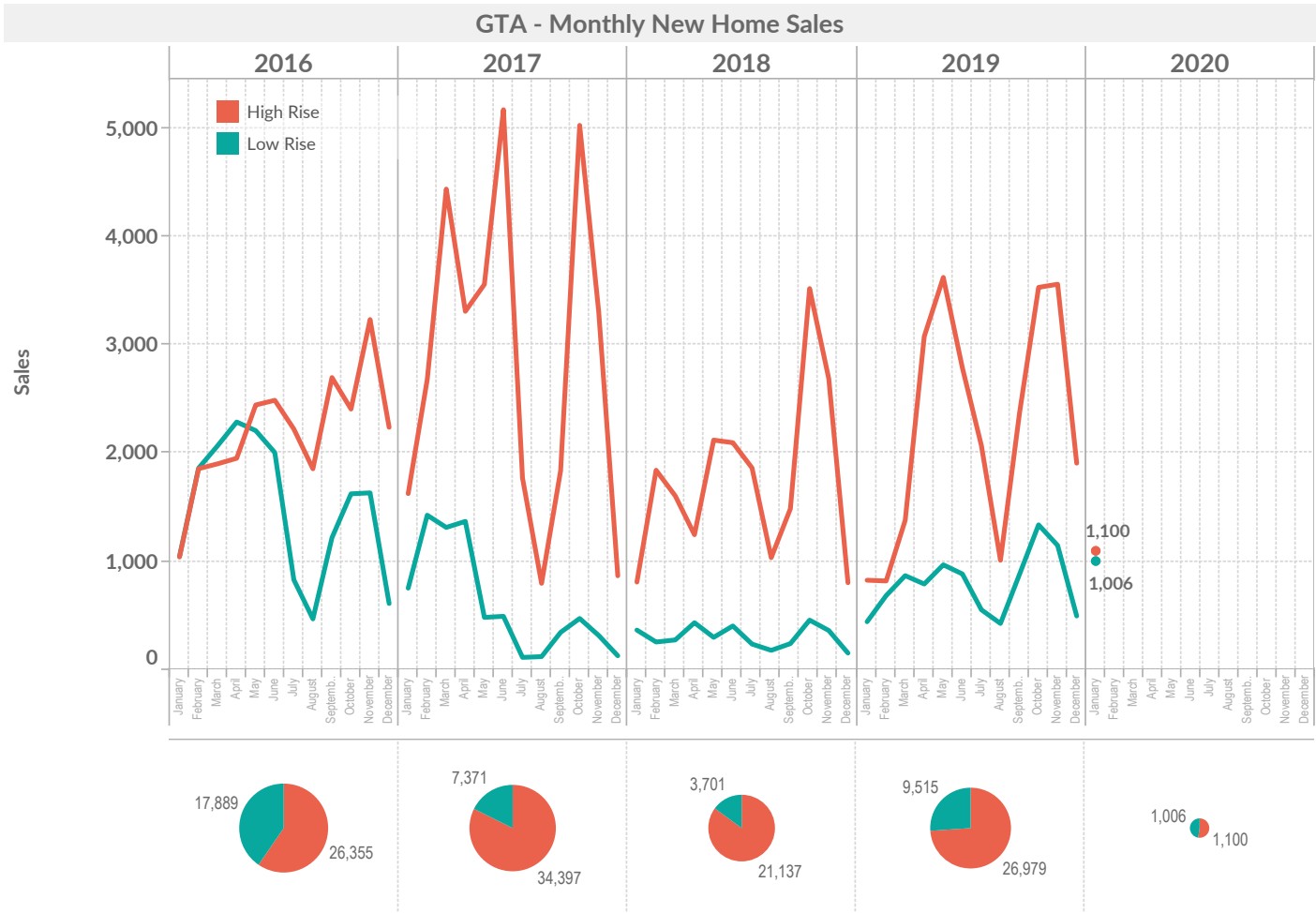
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

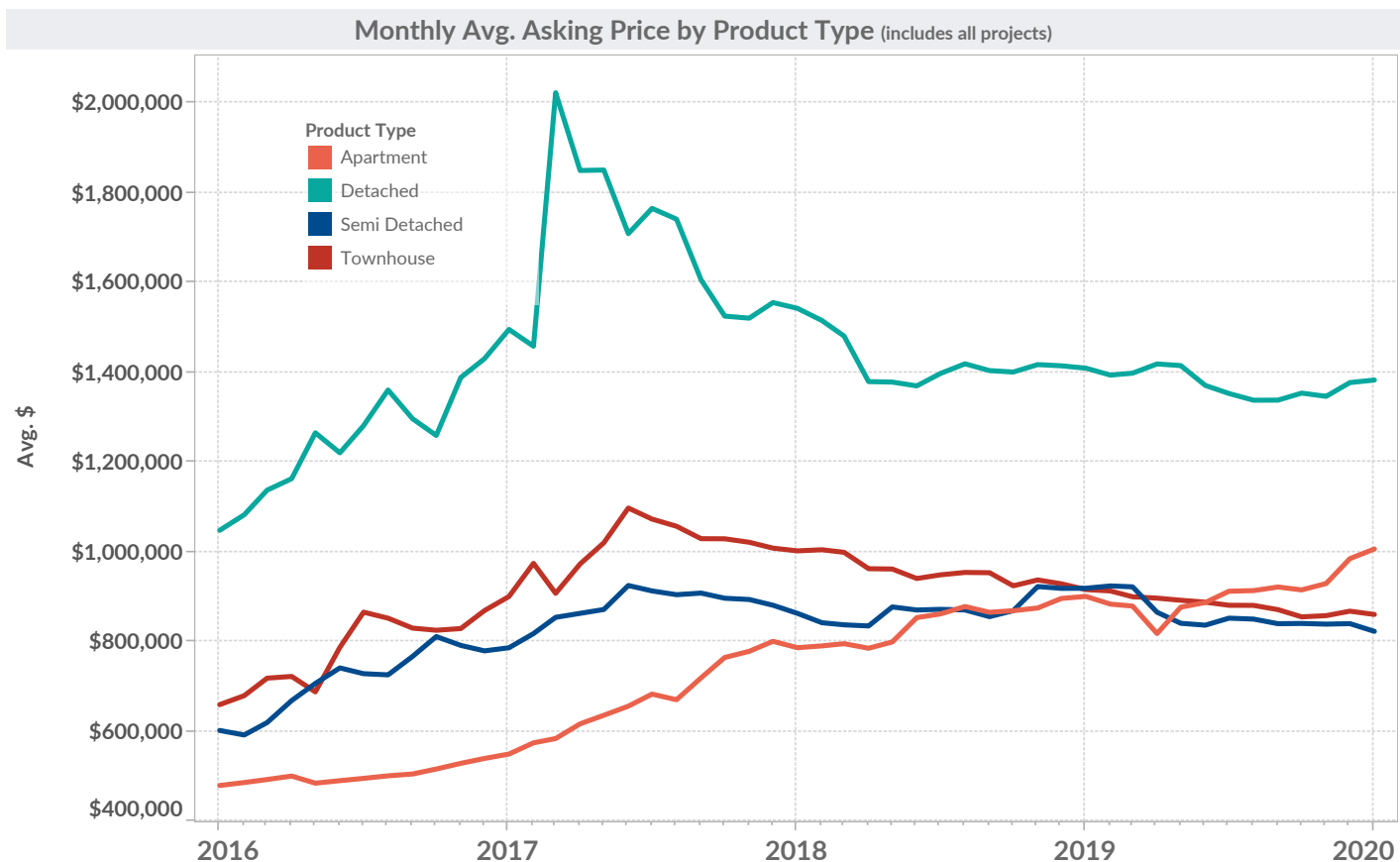
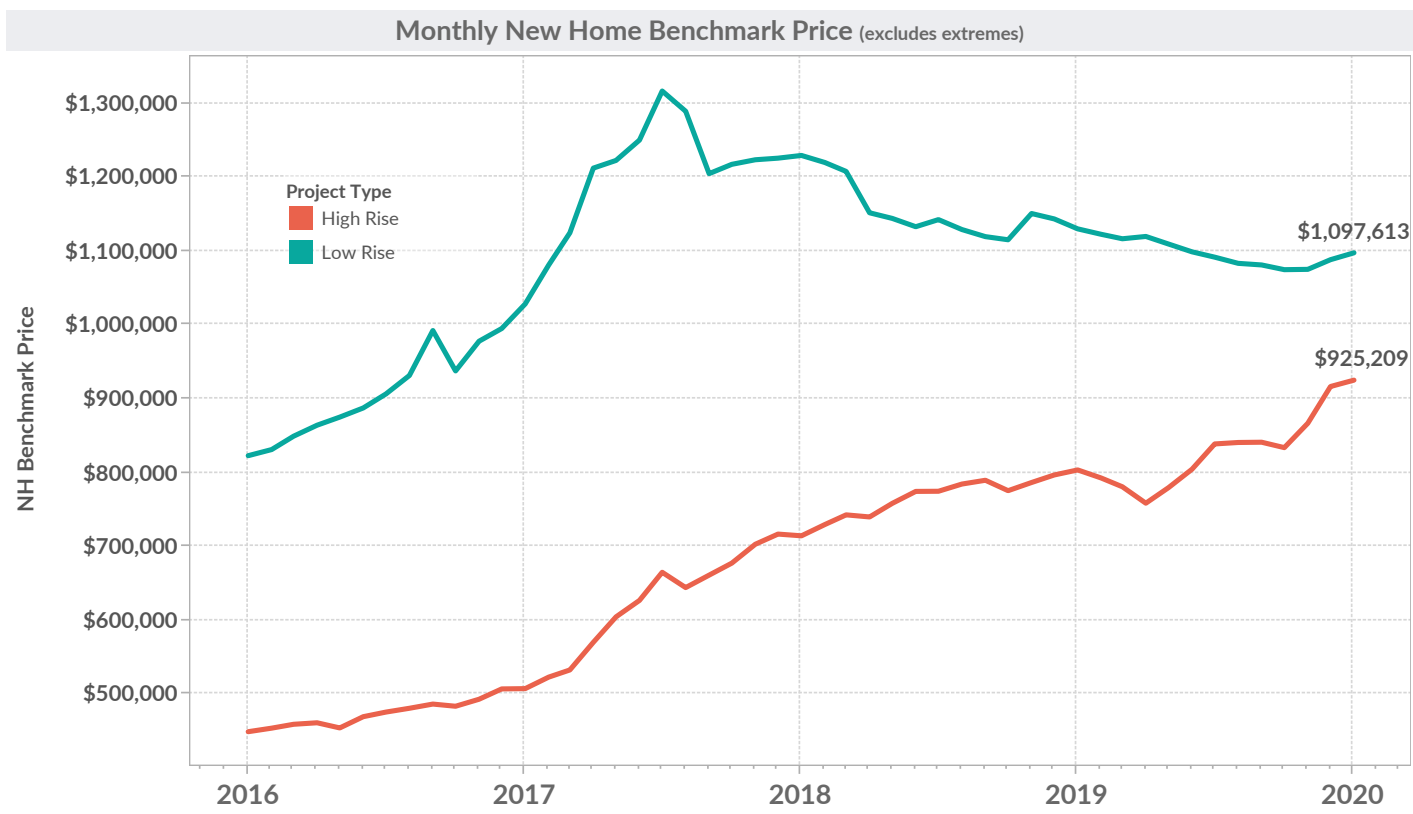
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

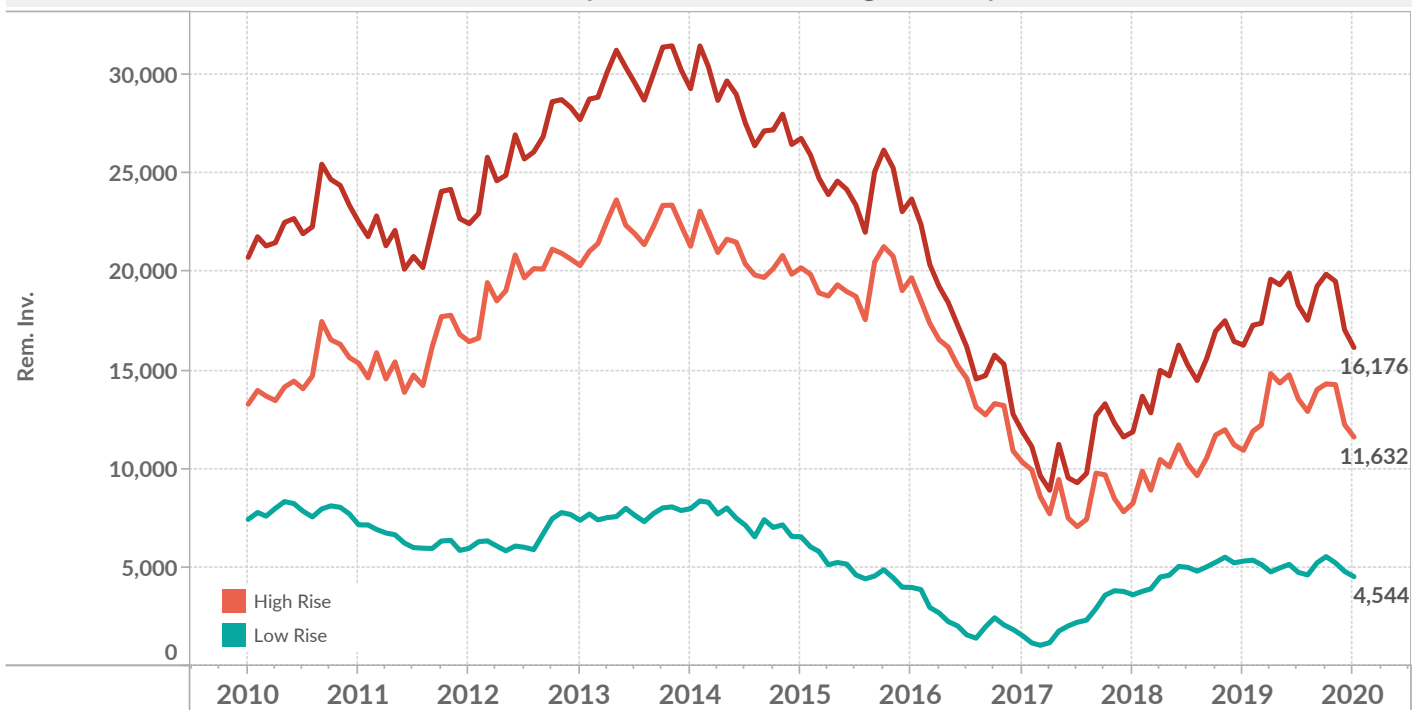


Pricing

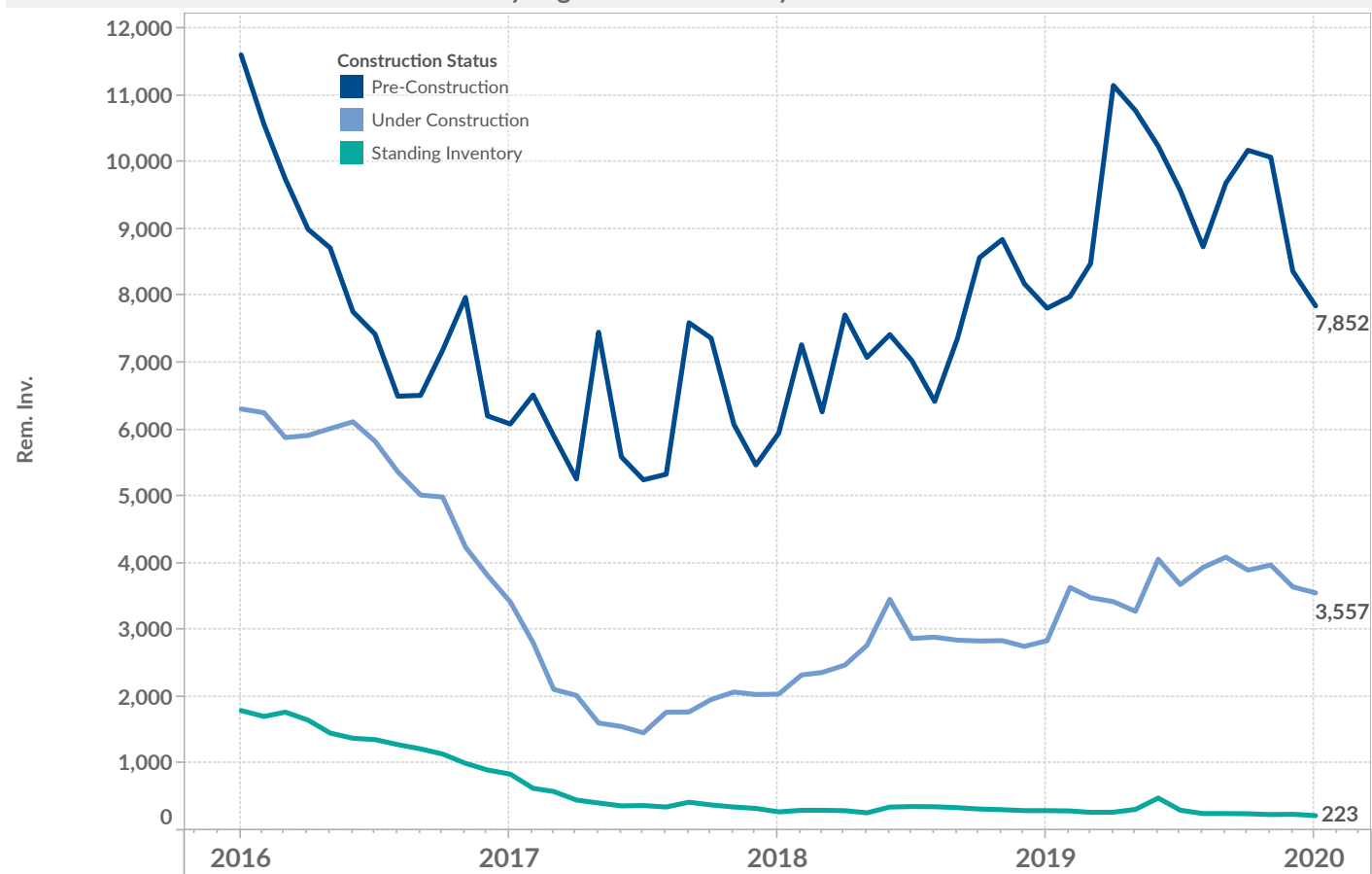


Remaining Inventory

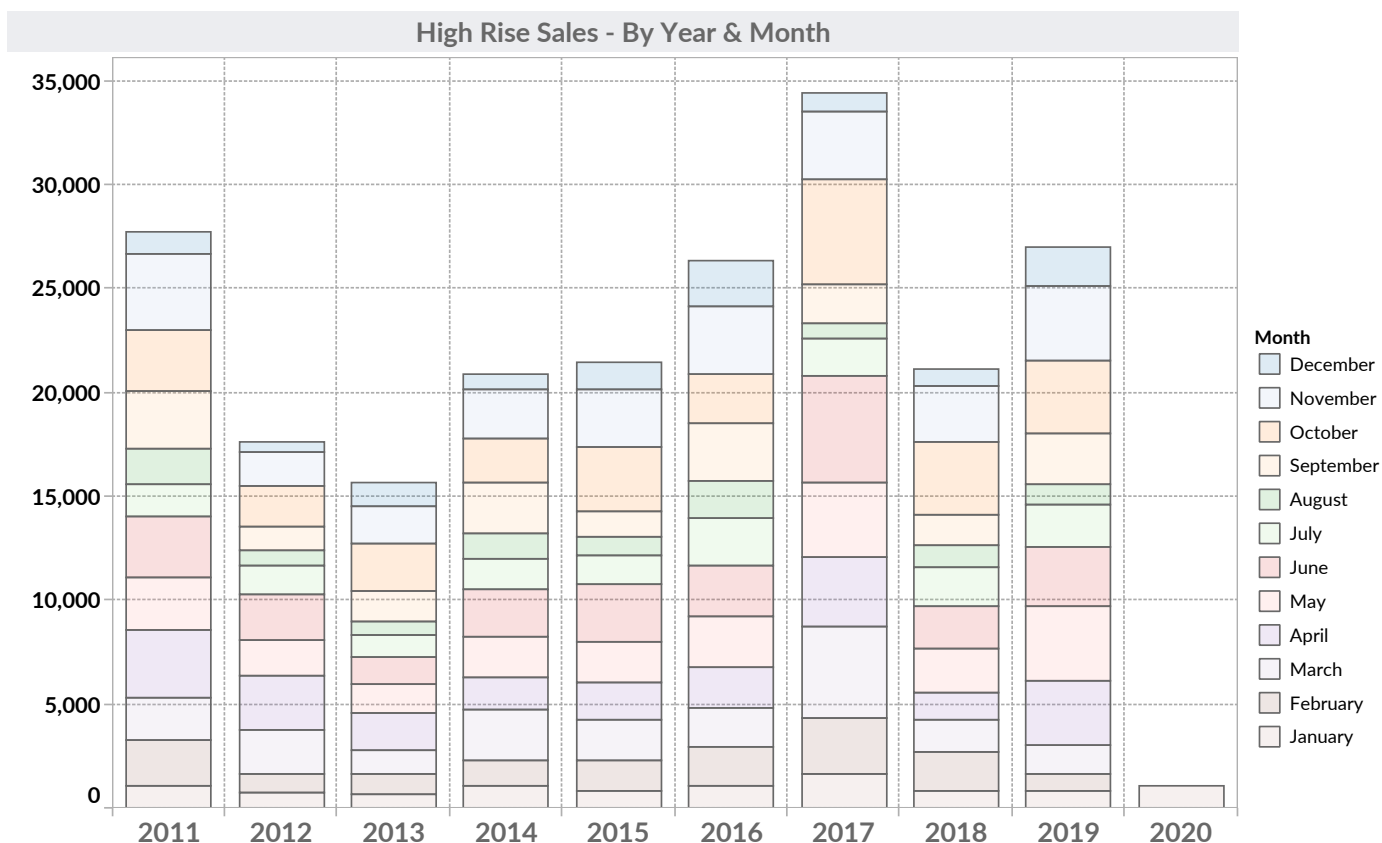
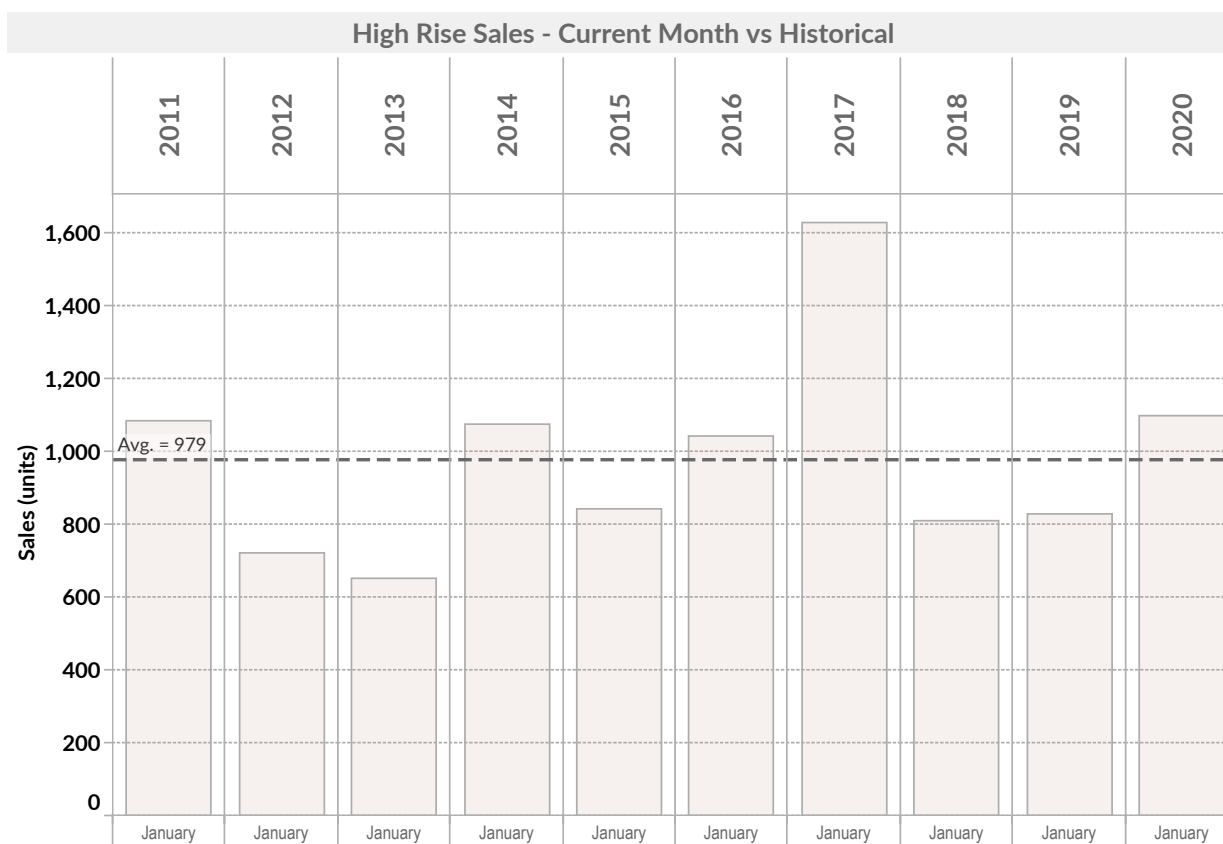
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

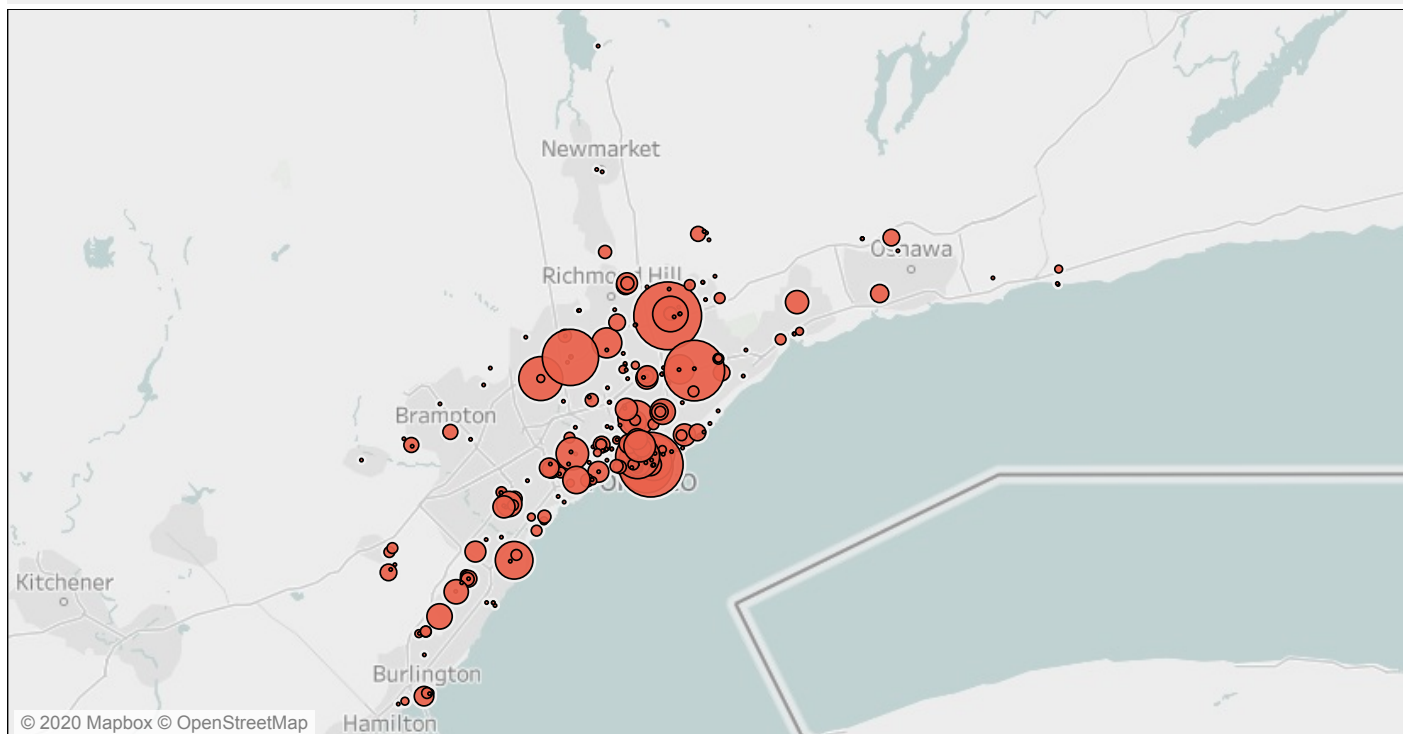


Historical Sales Comparison

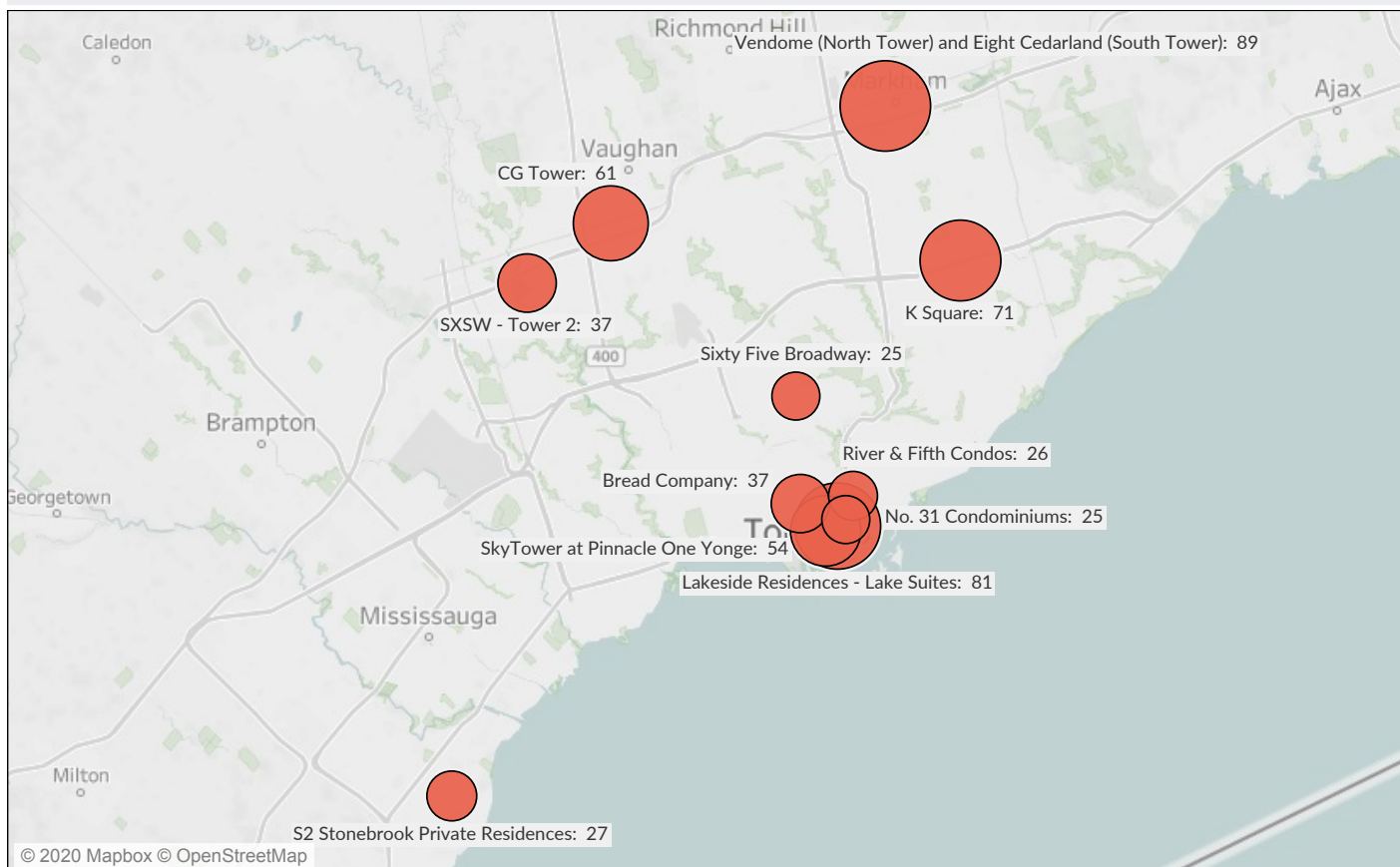


Current Sites

GTA - Active High Rise Sites by Current Month Sales



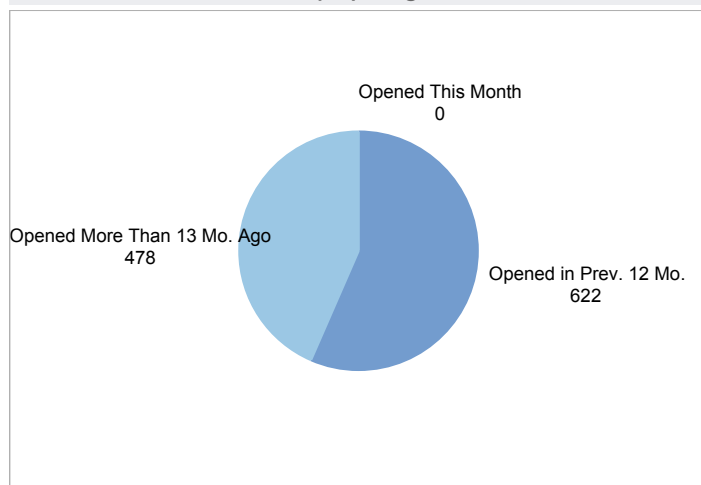
GTA - Top 10 Sites by Current Month Sales



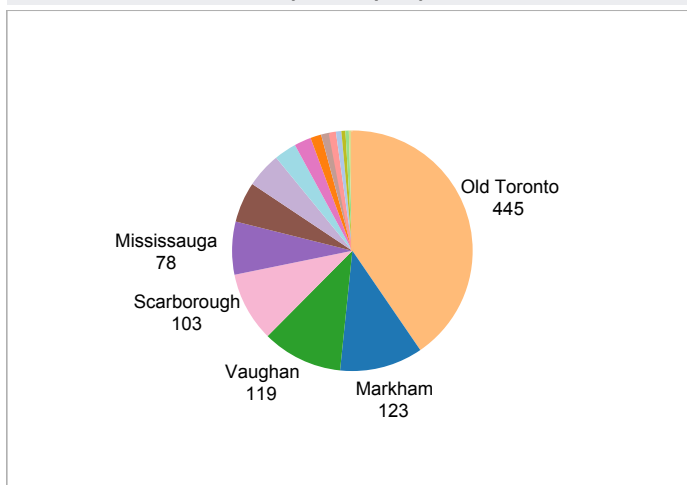
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

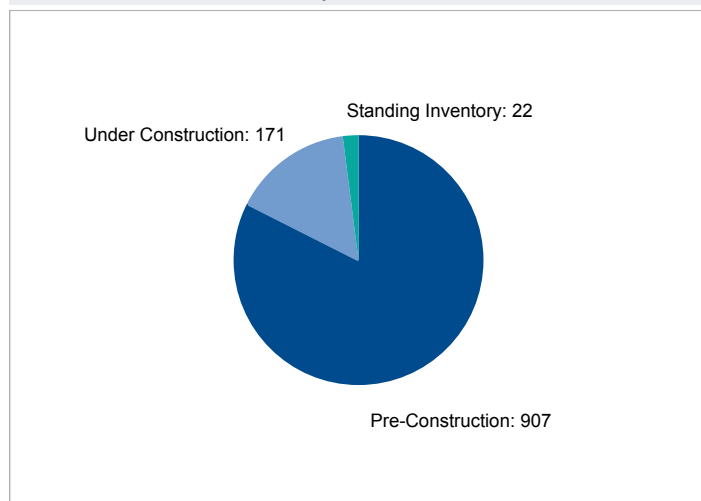
Sales by Opening Date



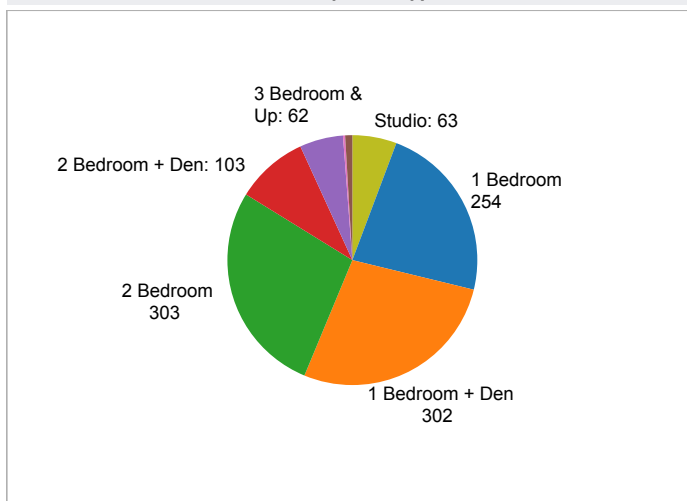
Sales by Municipality/Area



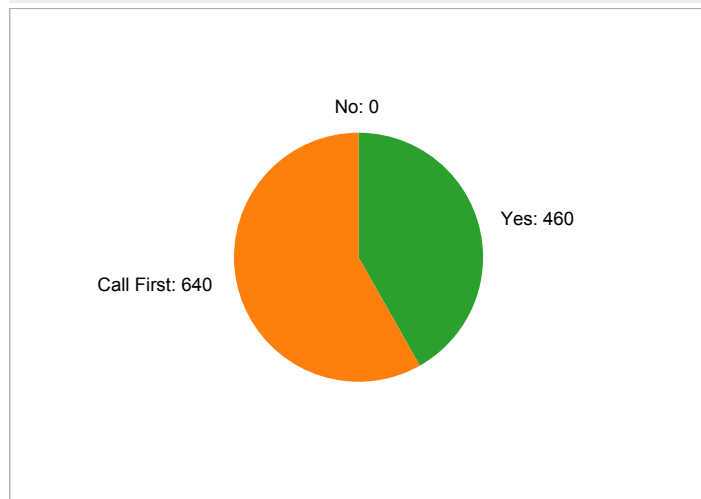
Sales by Const. Status



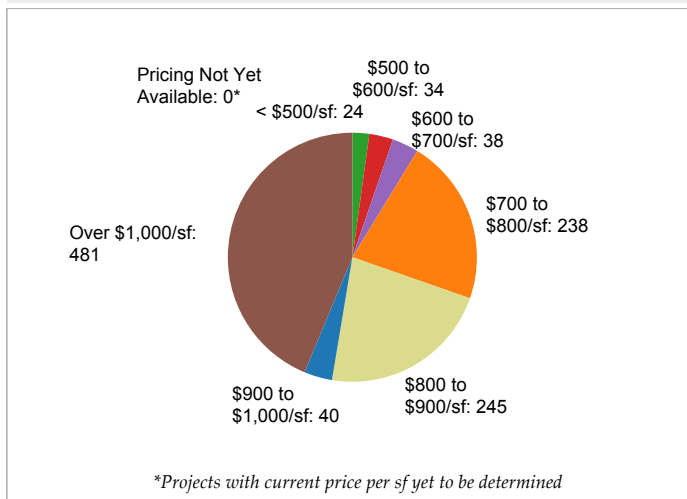
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

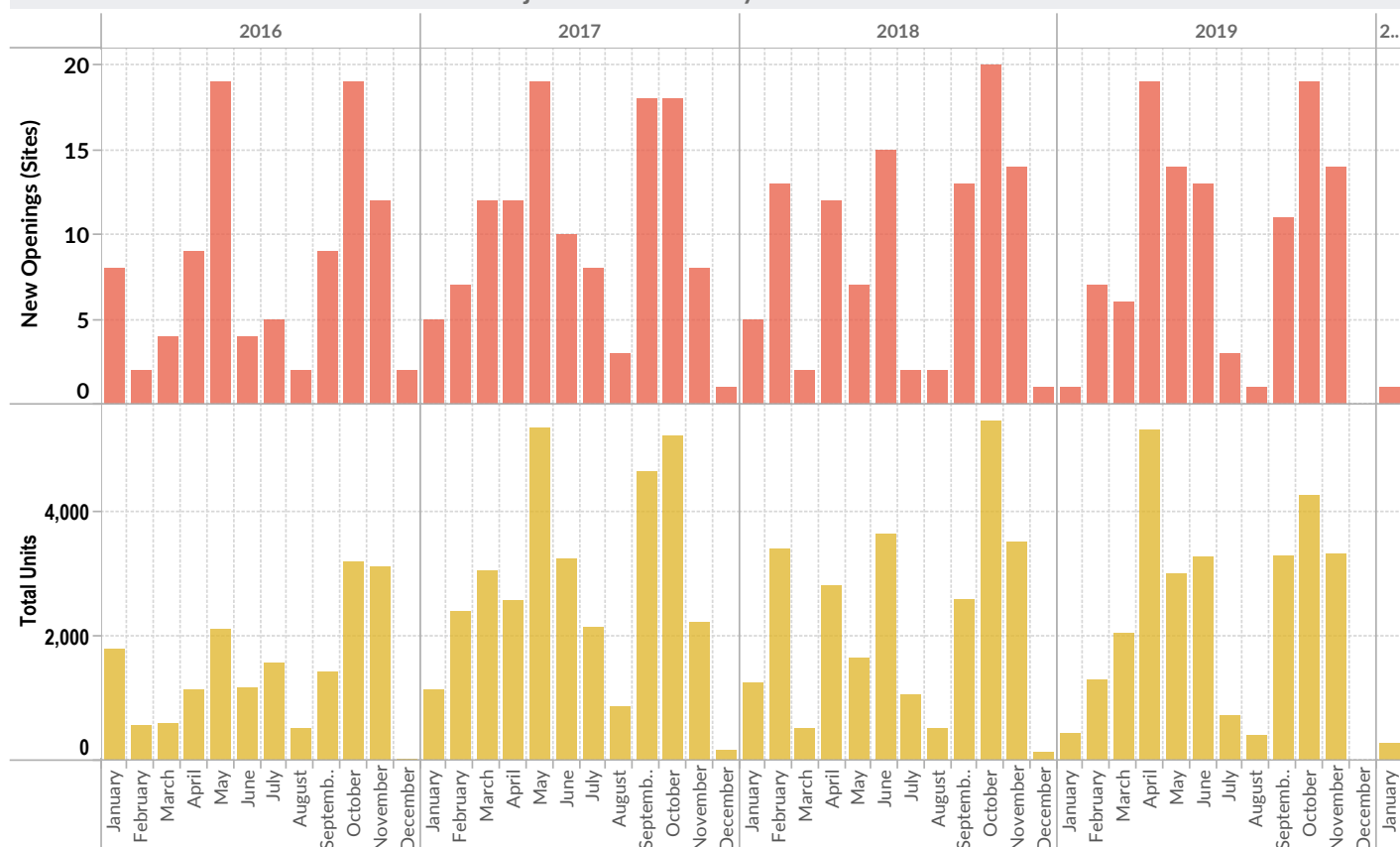
New Openings

January 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq Foot
Upper West Side - Condos at Oakville - Branthaven Homes *	Oakville	1/23/2020	266	0	266	\$749
Grand Total			266	0	266	\$749

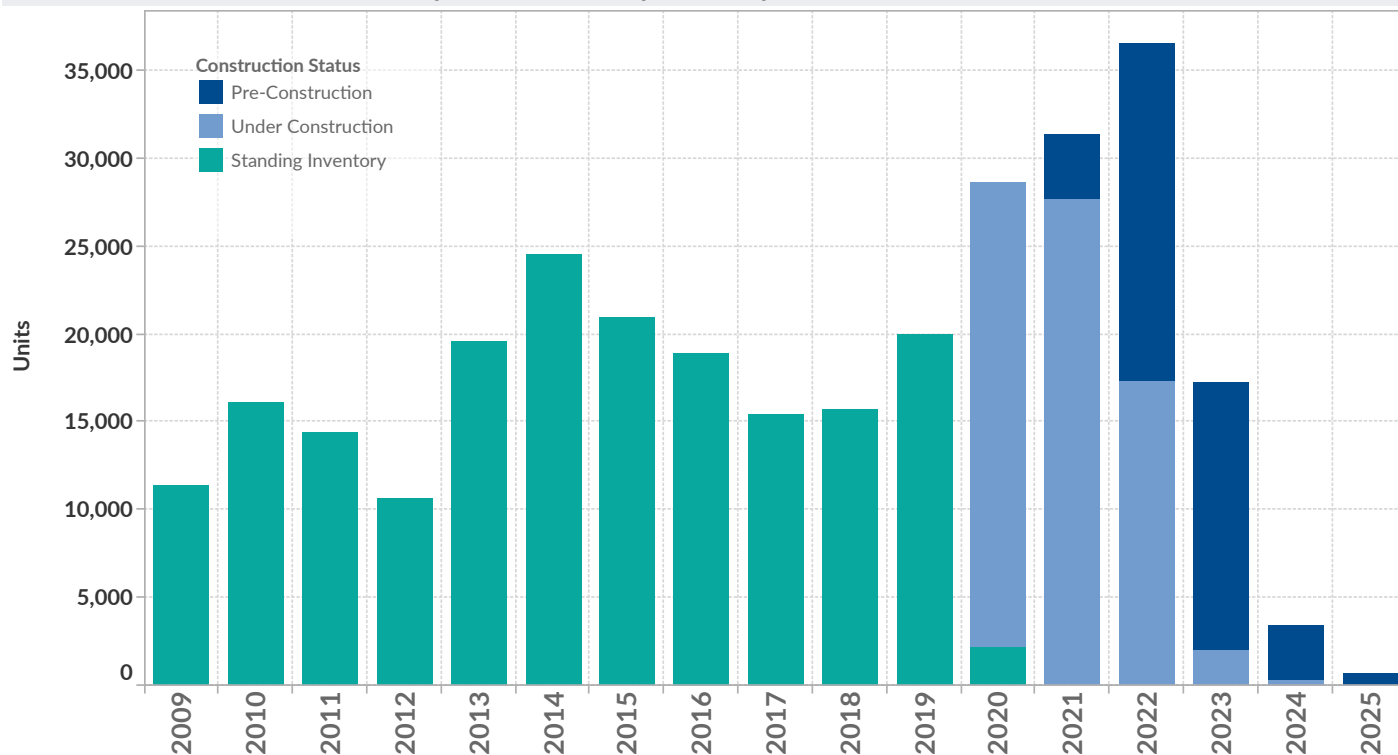
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

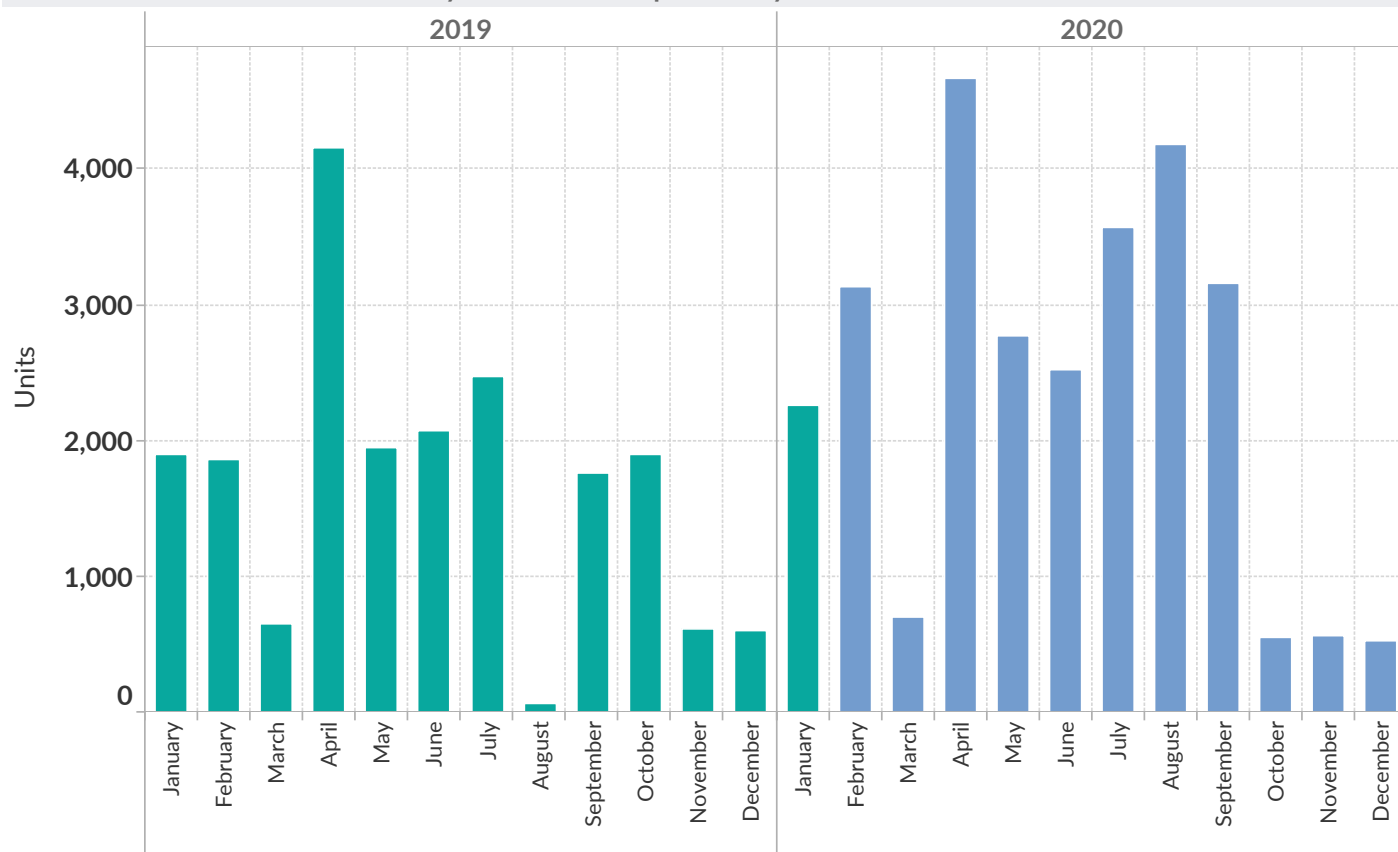


Scheduled Completions

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	2020												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Greenland Group	90												90	8.2%
H&W Development Corp.	89												89	8.1%
Pinnacle International	77												77	7.0%
Kingdom Developments	71												71	6.5%
Cortel Group	69												69	6.3%
Times Group Corporation	55												55	5.0%
Tridel	40												40	3.6%
Lamb Development Corp.	38												38	3.5%
Primont Homes	38												38	3.5%
Concord Adex	27												27	2.5%
Lanterra Developments	27												27	2.5%
United Lands	27												27	2.5%
Broccolini	26												26	2.4%
Daniels Corporation	26												26	2.4%
RioCan	24												24	2.2%
Tribute Communities	24												24	2.2%
Davpart Inc.	22												22	2.0%
Capital Developments	21												21	1.9%
Metropia	21												21	1.9%
Aspen Ridge Homes	20												20	1.8%
Baif Developments	17												17	1.5%
Sequoia Grove Homes	17												17	1.5%
Camrost Felcorp	15												15	1.4%
Empire	14												14	1.3%
First Avenue Properties	14												14	1.3%
Total (All 91 Builders)	1,100												1,100	

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	2019												2020	Market	
	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Total	Share %	
CentreCourt Developments Inc.			936	63	12	3	0	9	3	298	25	0	1,349	5.0%	
Menkes	12	19	13	537	274	18	24	46	42	15	61	13	1,074	3.9%	
Tridel	15	14	22	148	22	384	127	175	48	36	24	40	1,055	3.9%	
SmartCentres			936	63	12	3	0	9	3				1,026	3.8%	
Camrost Felcorp	3	14	5	423	66	30	27	13	272	61	43	15	972	3.6%	
Times Group Corporation	1	245	178	17	9	5	80	224	79	38	24	55	955	3.5%	
Amacon Developments		0	475	38	248	65	26	11	8	4	14	9	898	3.3%	
Minto Developments	4	2	0	231	113	23	42	25	64	317	41	11	873	3.2%	
Capital Developments	0	0	287	23	3	9	11	152	300	41	0	21	847	3.1%	
QuadReal Property Group			0	524	221	0	0	0	0	0	4		749	2.7%	
Tribute Communities	9	158	31	29	88	27	24	219	50	52	37	24	748	2.7%	
Daniels Corporation	4	13	4	59	10	184	8	66	4	331	32	26	741	2.7%	
Collecdev			0	290					322	102	5		719	2.6%	
RioCan	7	18	5	13	73	14	9	160	299	64	18	24	704	2.6%	
Pinnacle International	27	36	40	35	46	32	32	85	48	59	186	77	703	2.6%	
Aspen Ridge Homes	1	5	0	162	317	44	24	19	17	41	15	20	665	2.4%	
Lanterra Developments	6	7	2	0	10	340	46	32	8	12	123	27	613	2.2%	
Cortel Group	5	16	32	226	36	13	20	24	34	49	31	69	555	2.0%	
Concord Adex	79	37	12	24	108	17	25	32	58	51	62	27	532	2.0%	
Metropia	0	0	0	0	0	0	0	148	295	40	0	21	504	1.8%	
Broccolini					137	57	51	50	68	74	18	26	481	1.8%	
Greenpark Group			0	213	34	16	5	5	56	115	32	3	479	1.8%	
Mattamy Homes	6	13	188	71	21	18	9	25	27	34	15	7	434	1.6%	
Davpart Inc.		0	0	76	24	40	10	52	123	51	16	22	414	1.5%	
El-Ad Canada Inc.	16	5	4	4	2	8	1	235	11	125	0	0	411	1.5%	
Total (All 184 Builders)	822	1,382	3,078	3,623	2,790	2,070	1,013	2,372	3,531	3,560	1,909	1,100	27,250		

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	2020 January
Vendome (North Tower) and Eight Cedarland (South Tower) - H&W Development Corp.	Markham	Apartment	1 Bedroom	12
			1 Bedroom + Den	35
			2 Bedroom + Den	6
			3 Bedroom & Up	0
			2 Bedroom	36
			Other	0
			Total	89
Lakeside Residences - Lake Suites - Greenland Group	Old Toronto	Apartment	1 Bedroom	16
			1 Bedroom + Den	23
			2 Bedroom + Den	2
			3 Bedroom & Up	4
			2 Bedroom	36
			Total	81
K Square - Kingdom Developments	Scarborough	Apartment	1 Bedroom	0
			1 Bedroom + Den	63
			2 Bedroom + Den	8
			3 Bedroom & Up	0
			2 Bedroom	0
			Total	71
CG Tower - Cortel Group	Vaughan	Apartment	1 Bedroom	41
			1 Bedroom + Den	0
			2 Bedroom + Den	0
			3 Bedroom & Up	1
			2 Bedroom	19
			Total	61
SkyTower at Pinnacle One Yonge - Pinnacle International	Old Toronto	Apartment	1 Bedroom	22
			1 Bedroom + Den	24
			2 Bedroom + Den	8
			3 Bedroom & Up	0
			2 Bedroom	0
			Other	0
			Total	54

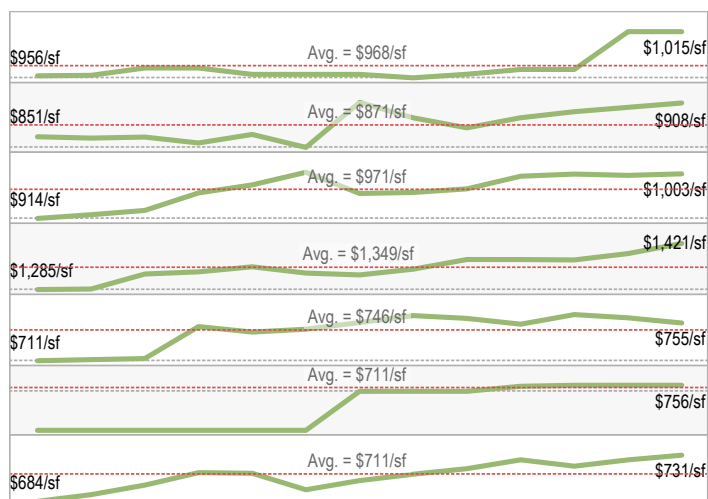
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,015/sf
	Etobicoke	\$908/sf
	North York	\$1,003/sf
	Old Toronto	\$1,421/sf
	Scarborough	\$755/sf
	York	\$756/sf
905 Area	905 All Muni.	\$731/sf

Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,376 sf
	Etobicoke	1,020 sf
	North York	962 sf
	Old Toronto	914 sf
	Scarborough	895 sf
	York	906 sf
905 Area	905 All Muni.	970 sf

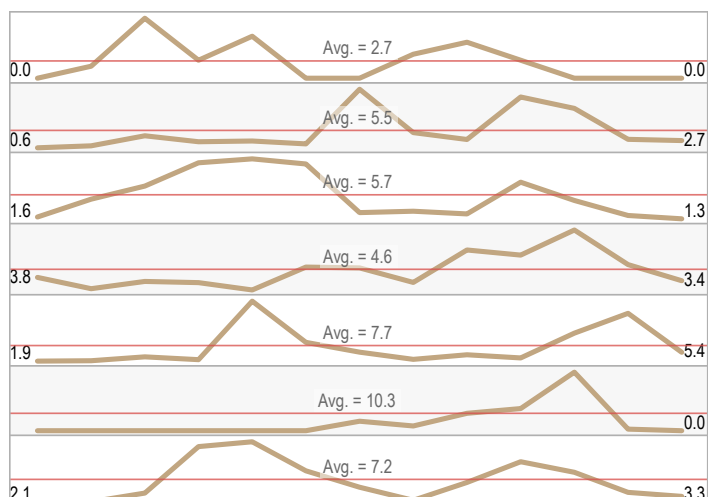
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	2.7
	North York	1.3
	Old Toronto	3.4
	Scarborough	5.4
	York	0.0
905 Area	905 All Muni.	3.3

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	January 2020				January 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	19			19	3			3
Central Waterfront	Old Toronto	160			160	42			42
Don Mills - York Mills	North York	27		0	27	16		0	16
Downtown Core	Old Toronto	35			35	1			1
Downtown East	Old Toronto	65			65	10			10
Downtown West	Old Toronto	68			68	117			117
Etobicoke Waterfront	Etobicoke	1			1	6			6
Highway7 - Yonge	Markham	0			0	0			0
	Richmond Hill	16		6	22	0		0	0
Mississauga City Centre	Mississauga	27			27	59			59
North Toronto	Old Toronto	47			47	249			249
North Yonge Corridor	North York	0		1	1	0		0	0
North York East	North York	0		1	1	0		1	1
North York West	North York	0		3	3	7		0	7
Not Applicable	Brampton	4		4	8	3		8	11
	Burlington	16			16	10			10
	Clarington	1			1	0		0	0
	East York	0			0	0			0
	Etobicoke	59		0	59	9			9
	Georgina	0			0	0			0
	Halton Hills	0			0	0			0
	Markham	121		2	123	13		0	13
	Milton	9			9	5		0	5
	Mississauga	37		14	51	33		29	62
	Newmarket	0	0		0		1		1
	Oakville	33		0	33	9		0	9
	Old Toronto	2			2	1			1
	Oshawa	5			5	17			17
	Pickering	1		12	13	6		2	8
	Richmond Hill			3	3				
	Scarborough	96		7	103	23		2	25
	Vaughan	102		0	102	6		0	6
	Whitby	6			6	1			1
	Whitchurch-Stouffville	4			4	3			3
	York	0			0	2			2
Sheppard Corridor	North York	20		0	20	39			39
Thornhill	Markham	0			0				
	Vaughan	17			17	30			30
Toronto East	Old Toronto	11		1	12	5	0	4	9
Toronto West	Old Toronto	20		2	22	57	0		57
Yonge - St. Clair	Old Toronto	7		8	15	0			0
Grand Total		1,036	0	64	1,100	782	1	46	829

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	611			611	329			329
Central Waterfront	Old Toronto	747			747	985			985
Don Mills - York Mills	East York								
	North York	737		11	748	330		22	352
	Old Toronto								
Downtown Core	Old Toronto	838			838	646			646
Downtown East	Old Toronto	1,073			1,073	658			658
Downtown West	Old Toronto	1,967			1,967	993			993
Etobicoke Waterfront	Etobicoke	124			124	65			65
Highway7 - Yonge	Markham	0			0	0			0
	Richmond Hill	275		49	324	117		72	189
Mississauga City Centre	Mississauga	2,362			2,362	408			408
North Toronto	North York								
	Old Toronto	814			814	387			387
North Yonge Corridor	North York	732		4	736	100		8	108
	Old Toronto								
North York East	North York	0		21	21	0		8	8
North York West	North York	1,045		136	1,181	163		96	259
	Old Toronto								
Not Applicable	York								
	Ajax								
	Aurora								
	Brampton	238		453	691	129		47	176
	Burlington	404			404	213			213
	Caledon								
	Clarington	24		4	28	51			51
	East York	35			35	44			44
	Etobicoke	1,515		81	1,596	413		9	422
	Georgina	0			0	0			0
	Halton Hills	9			9	17			17
	King								
	Markham	1,253		33	1,286	531		47	578
	Milton	214		37	251	103			103
	Mississauga	574		439	1,013	283		151	434
	Newmarket	112	1		113	107	3		110
	North York								
	Oakville	1,103		115	1,218	563		33	596
	Old Toronto	330			330	61			61
	Oshawa	206			206	151			151
	Pickering	356		90	446	63		23	86
	Richmond Hill			52	52			68	68
	Scarborough	1,549		157	1,706	634		81	715
	Uxbridge								
	Vaughan	3,005		161	3,166	337		13	350
	Whitby	56			56	80			80
	Whitchurch-Stouffville	125			125	121			121
	York	248			248	108			108
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	550		10	560	617		14	631
Thornhill	Markham	14			14	11			11
	Vaughan	661			661	178			178
Toronto East	East York								
	Old Toronto	351	10	23	384	171		8	179
Toronto West	Old Toronto	957	1	50	1,008	598		62	660
Yonge - St. Clair	Old Toronto	88		10	98	85		17	102
Grand Total		25,302	12	1,936	27,250	10,850	3	779	11,632

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