



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of February 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-20	Feb-19	Change
High Rise	2,418	814	197.1%
Low Rise	2,247	686	227.6%
Total	4,665	1,500	211.0%

Year to Date Sales	Jan.-Feb. 2020	Jan.-Feb. 2019	Y/Y Change
High Rise	3,515	1,614	117.8%
Low Rise	3,224	1,131	185.1%
Total	6,739	2,745	145.5%

Year to Date Supply	Jan.-Feb. 2020	Jan.-Feb. 2019	Y/Y Change
High Rise	4,095	1,310	212.6%
Low Rise	1,270	633	100.6%
Total	5,365	1,943	176.1%

Year to Date Completions	Jan.-Feb. 2020	Jan.-Feb. 2019	Y/Y Change
High Rise	2,730	3,755	-27.3%

Remaining Inventory	Feb-20	Jan-20	Feb-19	M/M Change	Y/Y Change
High Rise	12,909	11,438	11,830	12.9%	9.1%
Low Rise	4,290	4,666	5,404	-8.1%	-20.6%
Total	17,199	16,104	17,234	6.8%	-0.2%

Benchmark Price	Feb-20	Jan-20	Feb-19	M/M Change	Y/Y Change
High Rise	\$961,268	\$925,209	\$792,709	3.9%	21.3%
Low Rise	\$1,097,987	\$1,097,613	\$1,122,682	0.0%	-2.2%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	15	356	282	168
High Rise Units	4,095	94,986	74,280	44,869
% Sold*	59%	82%	93%	75%
Low Rise Projects	10	303		
Low Rise Units	623	32,036		
% Sold*	68%	87%		

* 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.

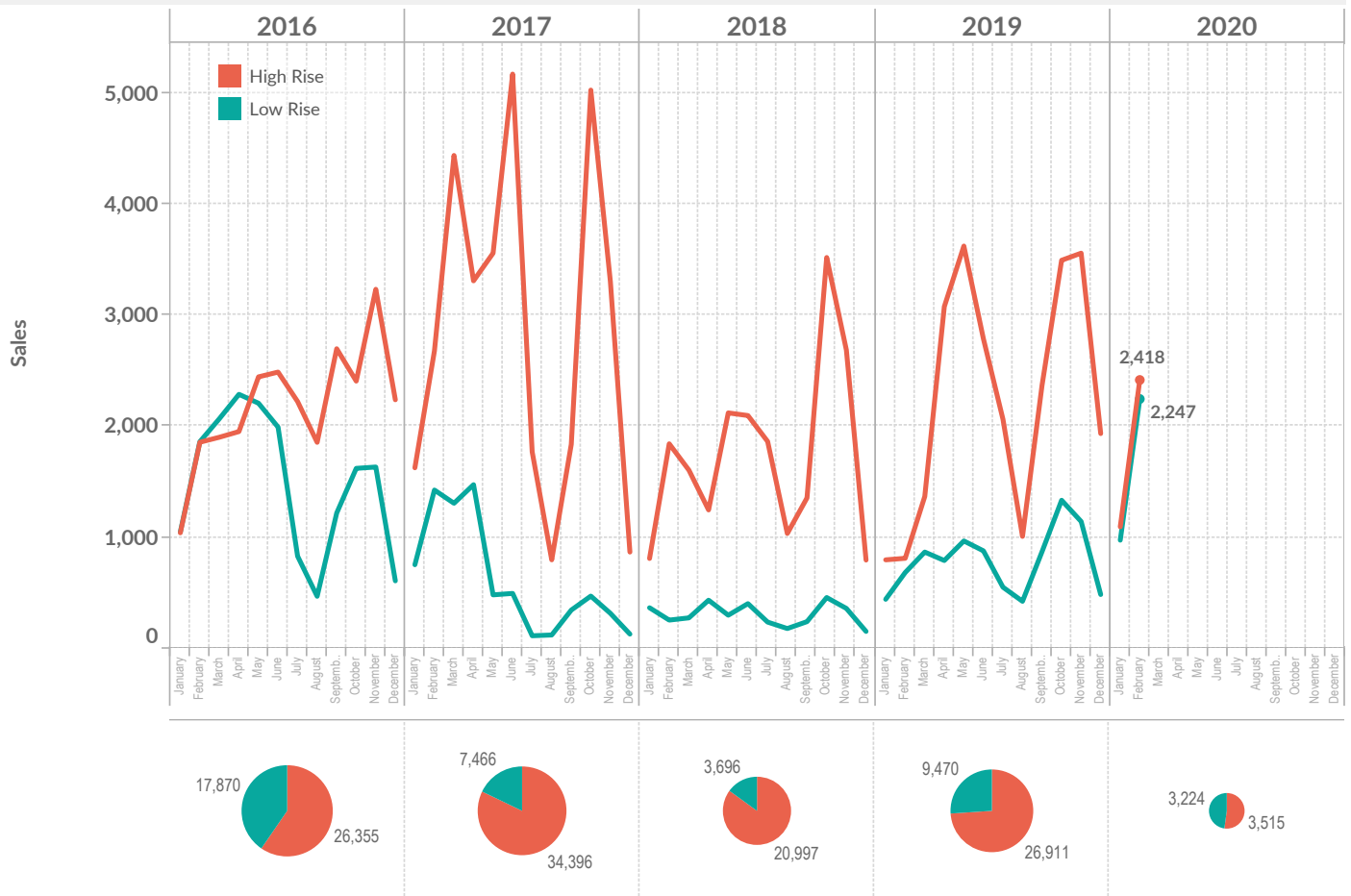
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

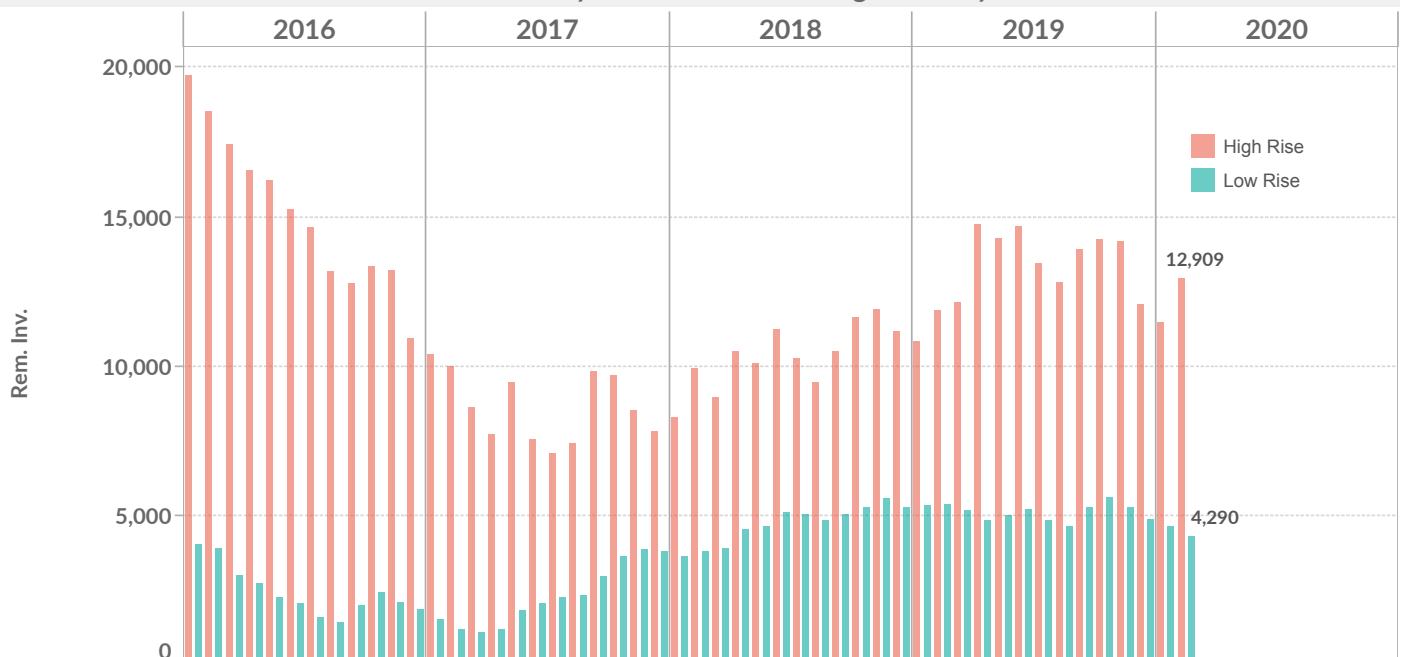
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

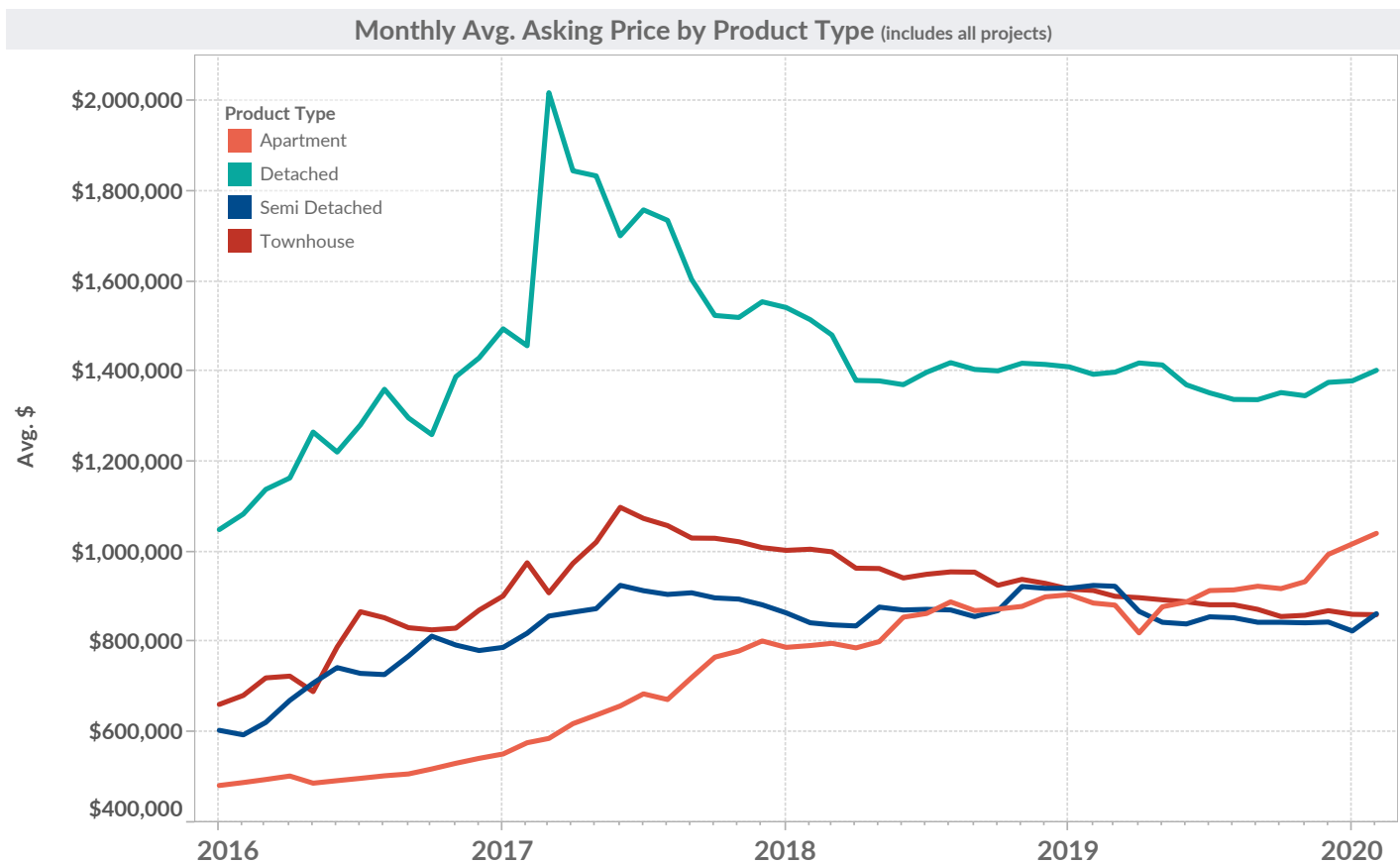
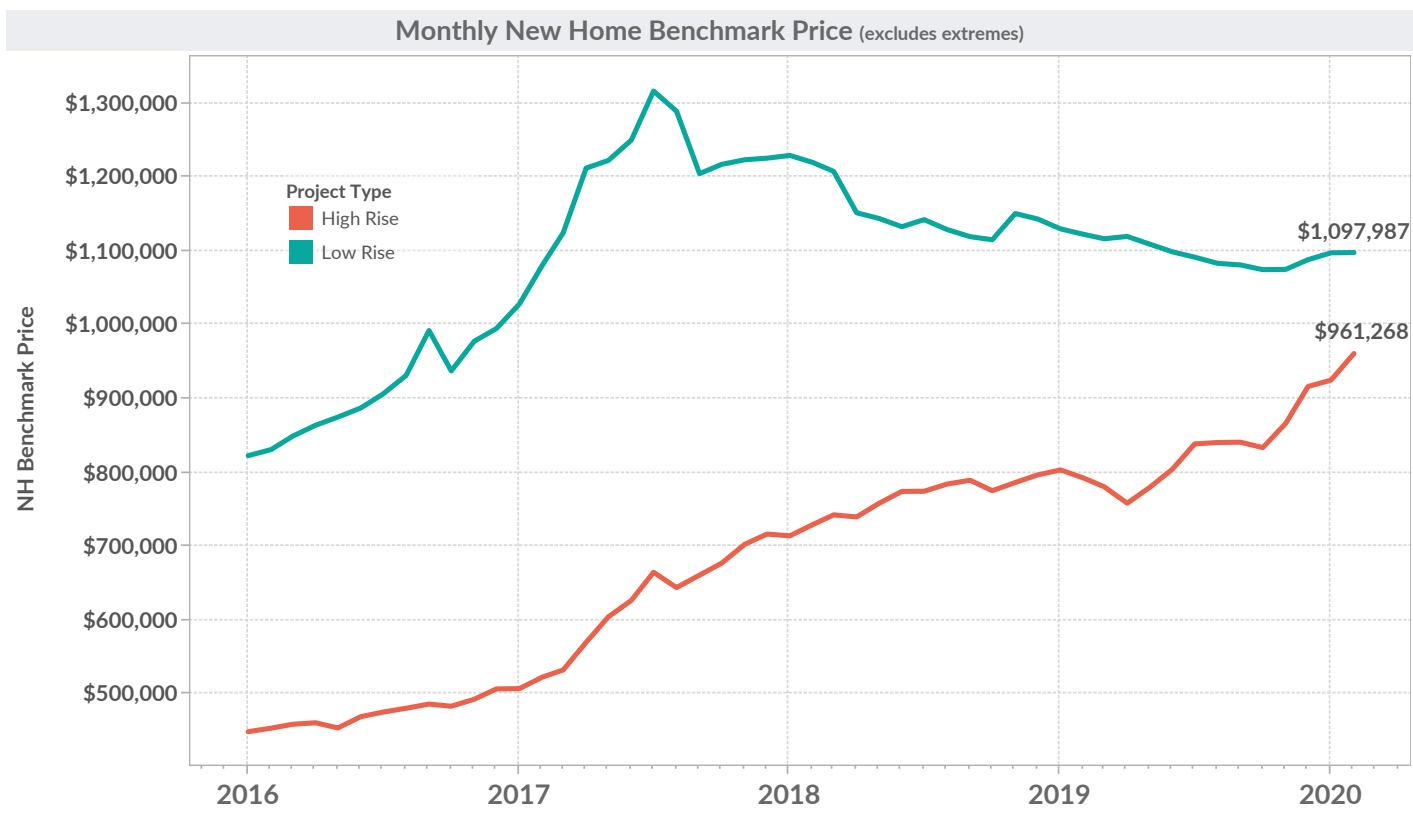
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

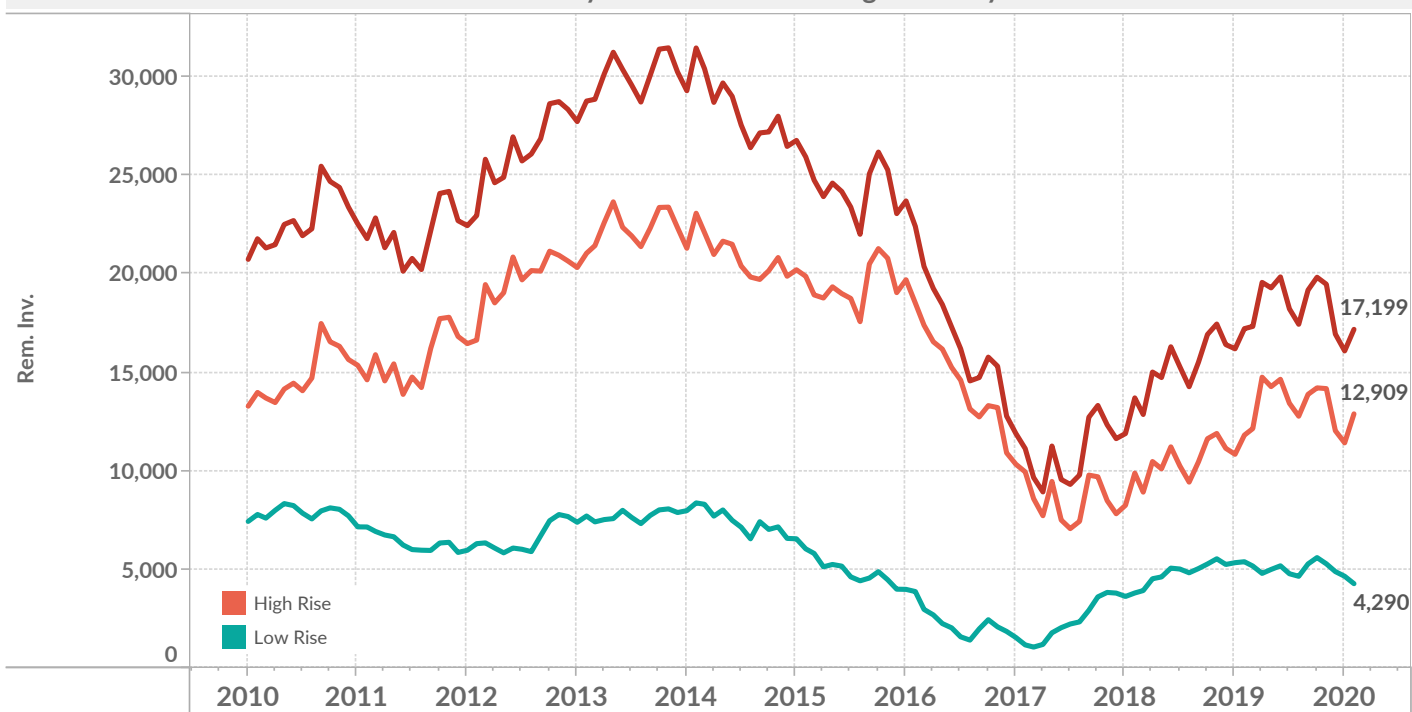


Pricing

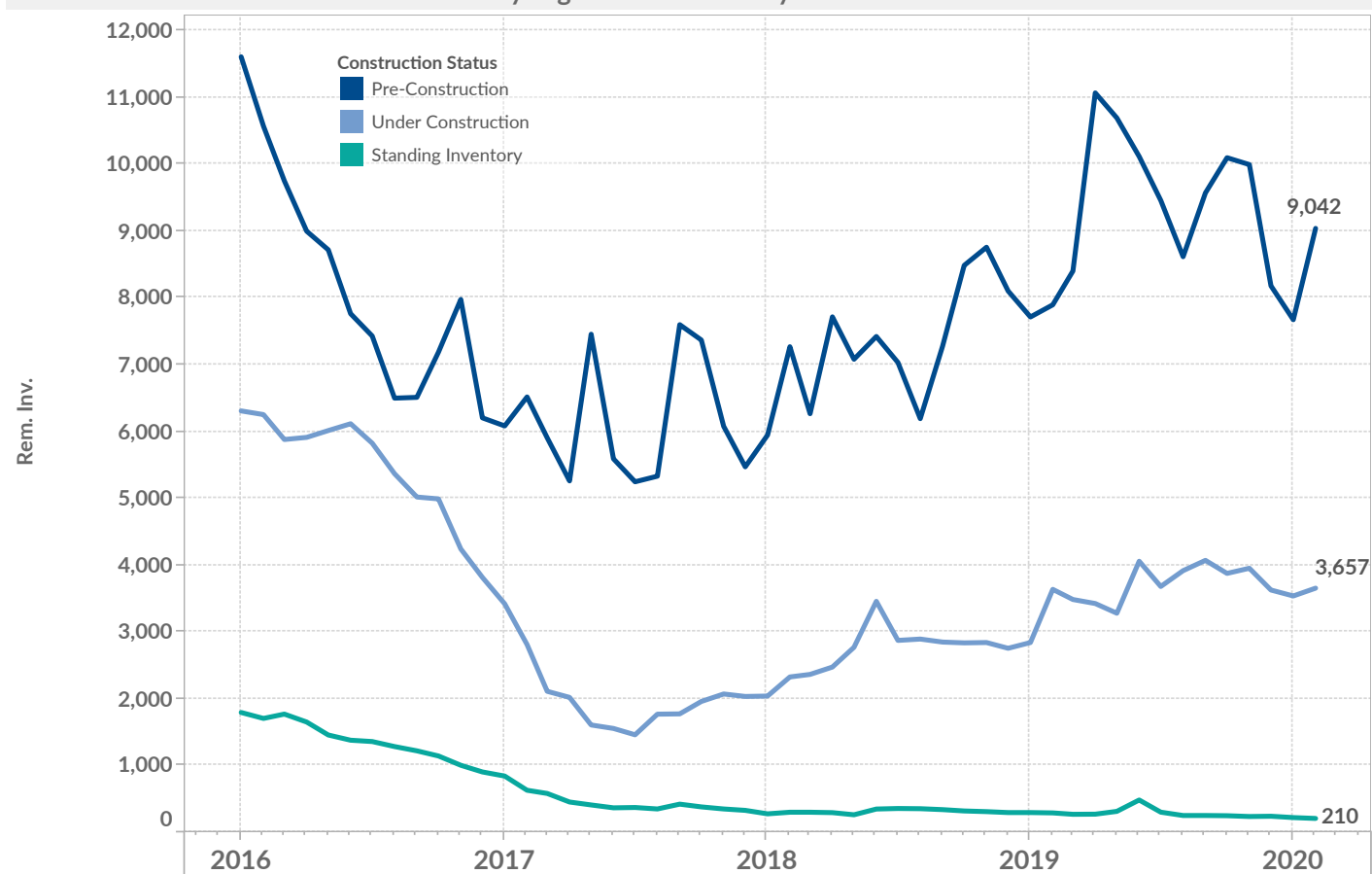


Remaining Inventory

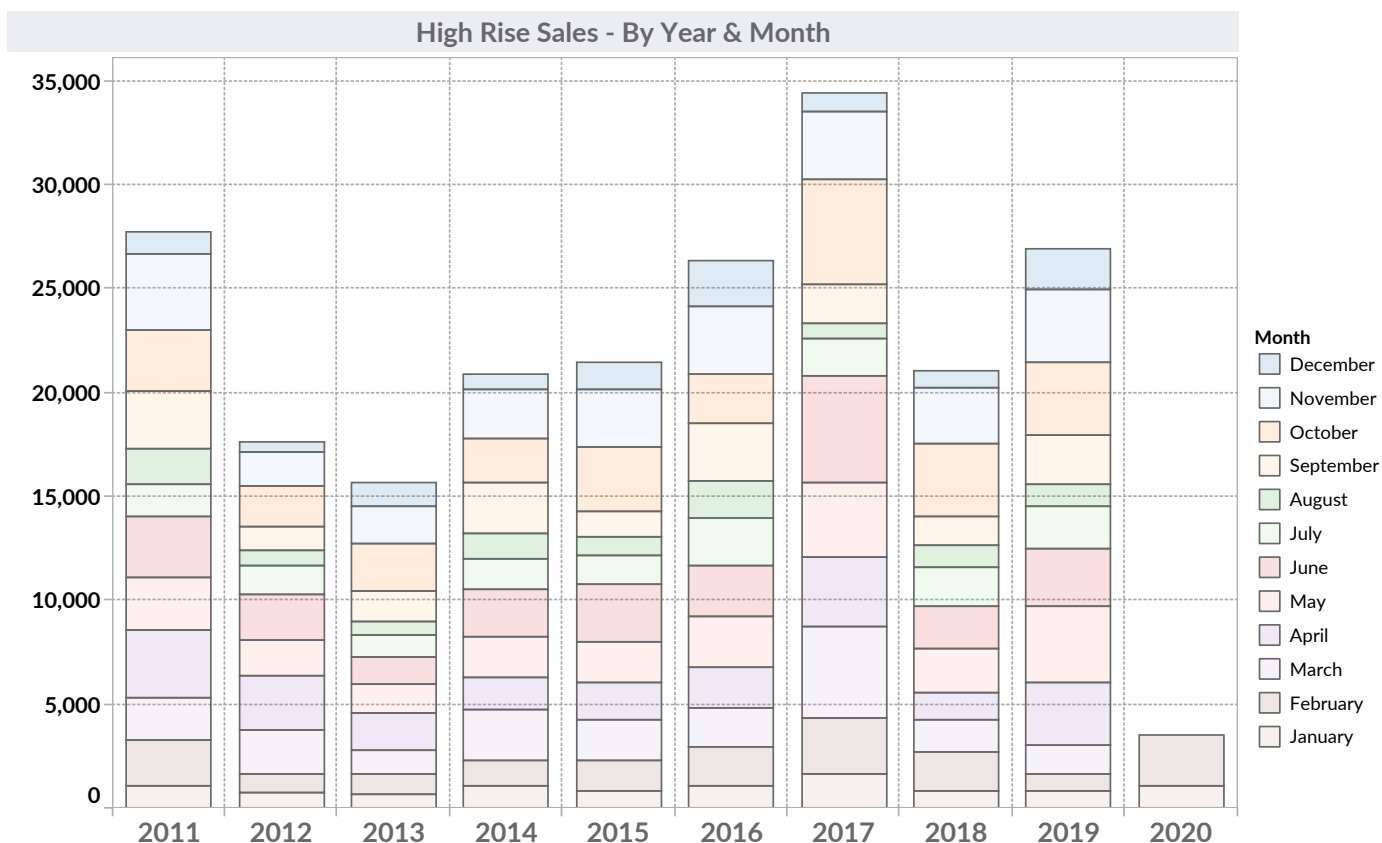
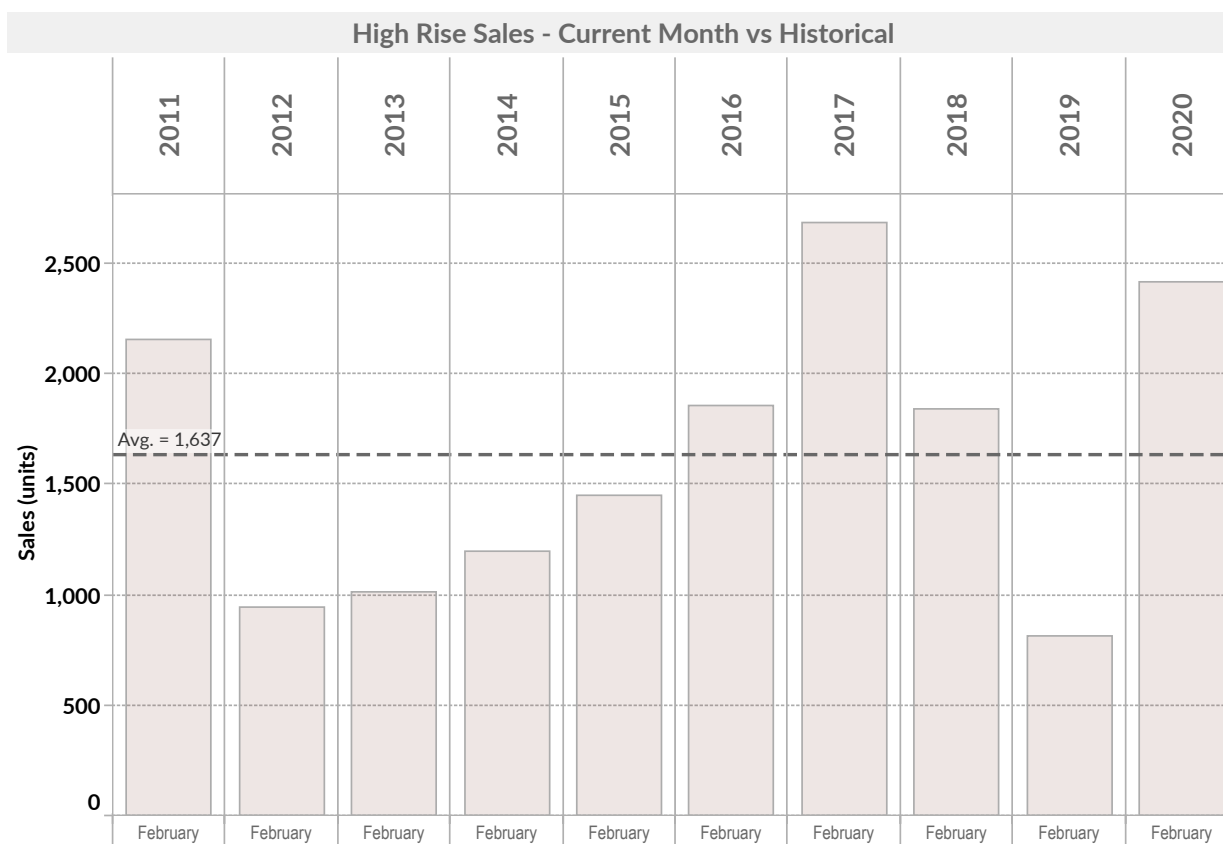
GTA - Monthly New Home Remaining Inventory



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

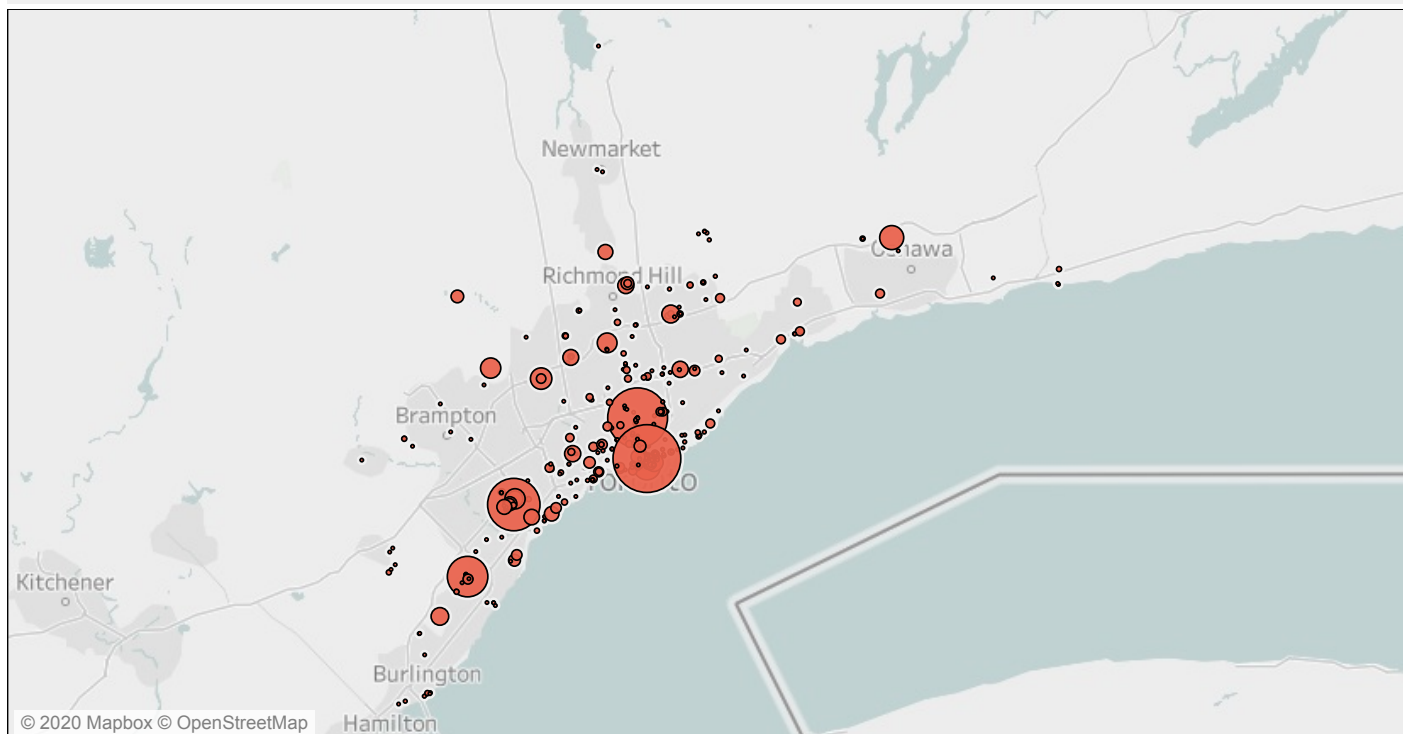


Historical Sales Comparison

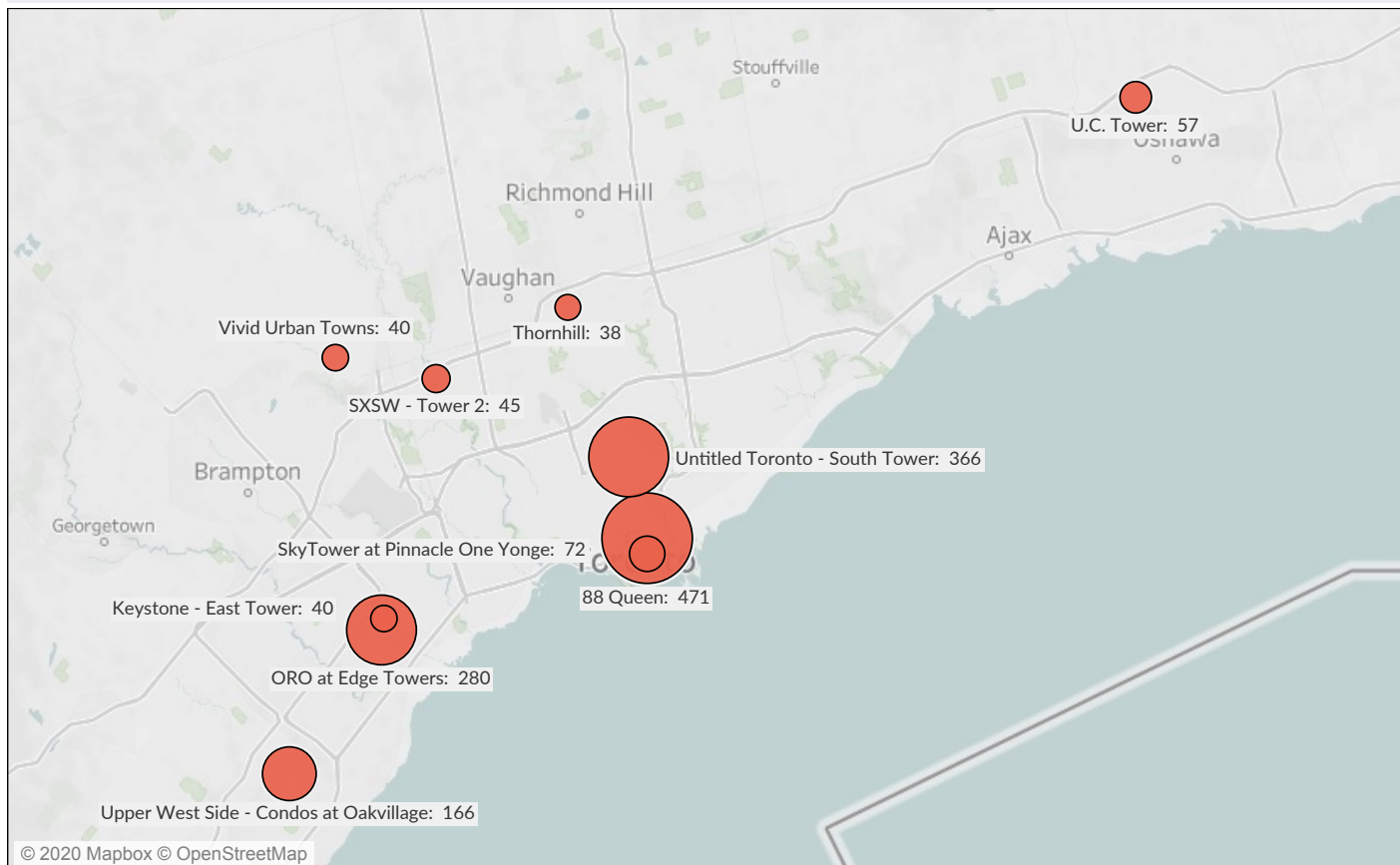


Current Sites

GTA - Active High Rise Sites by Current Month Sales



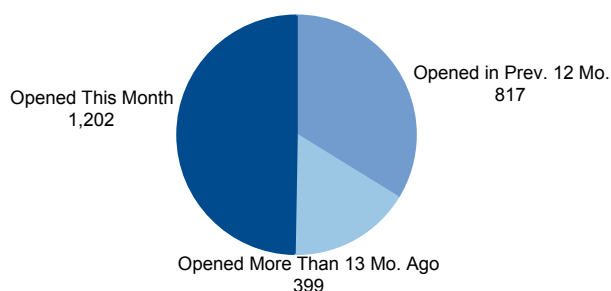
GTA - Top 10 Sites by Current Month Sales



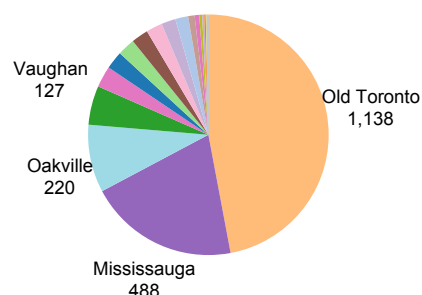
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

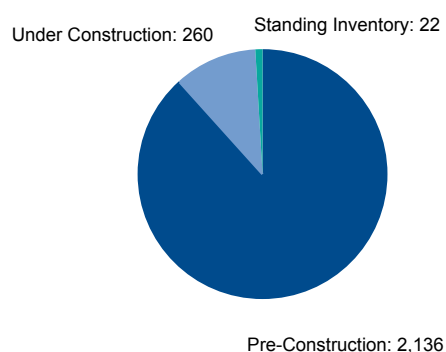
Sales by Opening Date



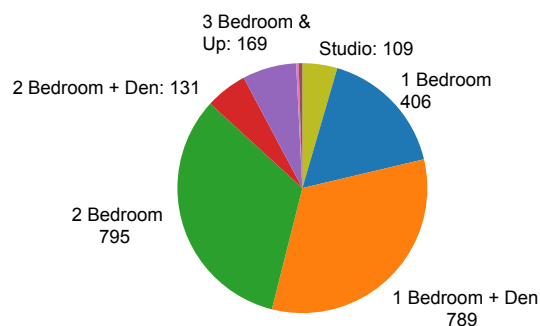
Sales by Municipality/Area



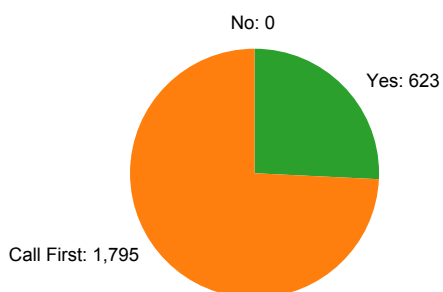
Sales by Const. Status



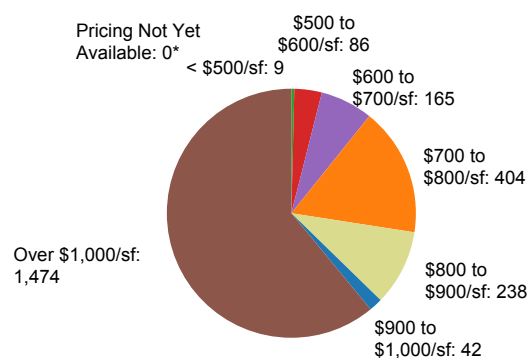
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

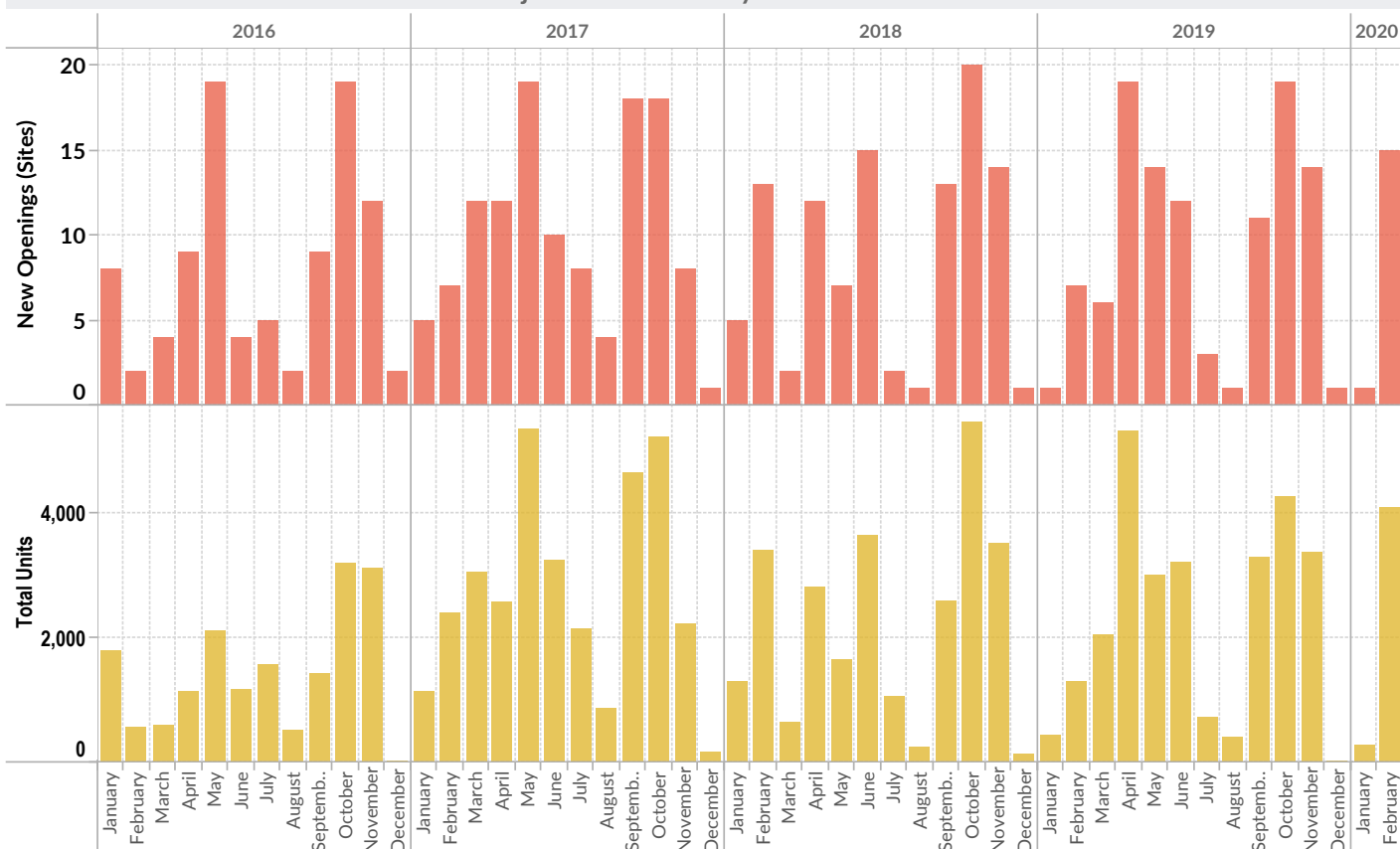
New Openings

February 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Untitled Toronto - South Tower - Reserve Properties and Westdale Properties	Old Toronto	2/1/2020	457	366	25	\$1,150
Keystone - East Tower - Kaneff	Mississauga	2/6/2020	204	40	164	\$826
50 Ann - Brookfield Residential	Caledon	2/7/2020	73	15	58	\$722
Anthem Modern Towns - Block A - Booth Developments	Mississauga	2/8/2020	24	10	14	\$703
Anthem Modern Towns - Block B - Booth Developments	Mississauga	2/8/2020	72	20	13	\$687
ORO at Edge Towers - Solmar Development Corp.	Mississauga	2/9/2020	617	280	141	\$1,092
88 Queen - St. Thomas Developments Inc.	Old Toronto	2/15/2020	569	471	82	\$1,368
Lake & Town - Menkes *	Etobicoke	2/18/2020	200	0	200	\$0
55 Mercer - CentreCourt Developments Inc. *	Old Toronto	2/22/2020	543	0	543	\$1,388
Promenade Park Towers - Building B - Liberty Development Corporation *	Vaughan	2/22/2020	327	0	327	\$859
Untitled Toronto - North Tower - Reserve Properties and Westdale Properties *	Old Toronto	2/22/2020	295	0	255	\$1,201
Mont Vert - North Tower - Primont Homes *	Brampton	2/26/2020	129	0	118	\$0
Mont Vert - South Tower - Primont Homes *	Brampton	2/26/2020	126	0	125	\$0
Liberty Market Tower - Lifetime Developments *	Old Toronto	2/29/2020	281	0	198	\$1,169
Royal Bayview - Royal and Bayview - Tridel *	Markham	2/29/2020	168	0	168	\$1,238
Grand Total			4,085	1,202	2,431	\$906

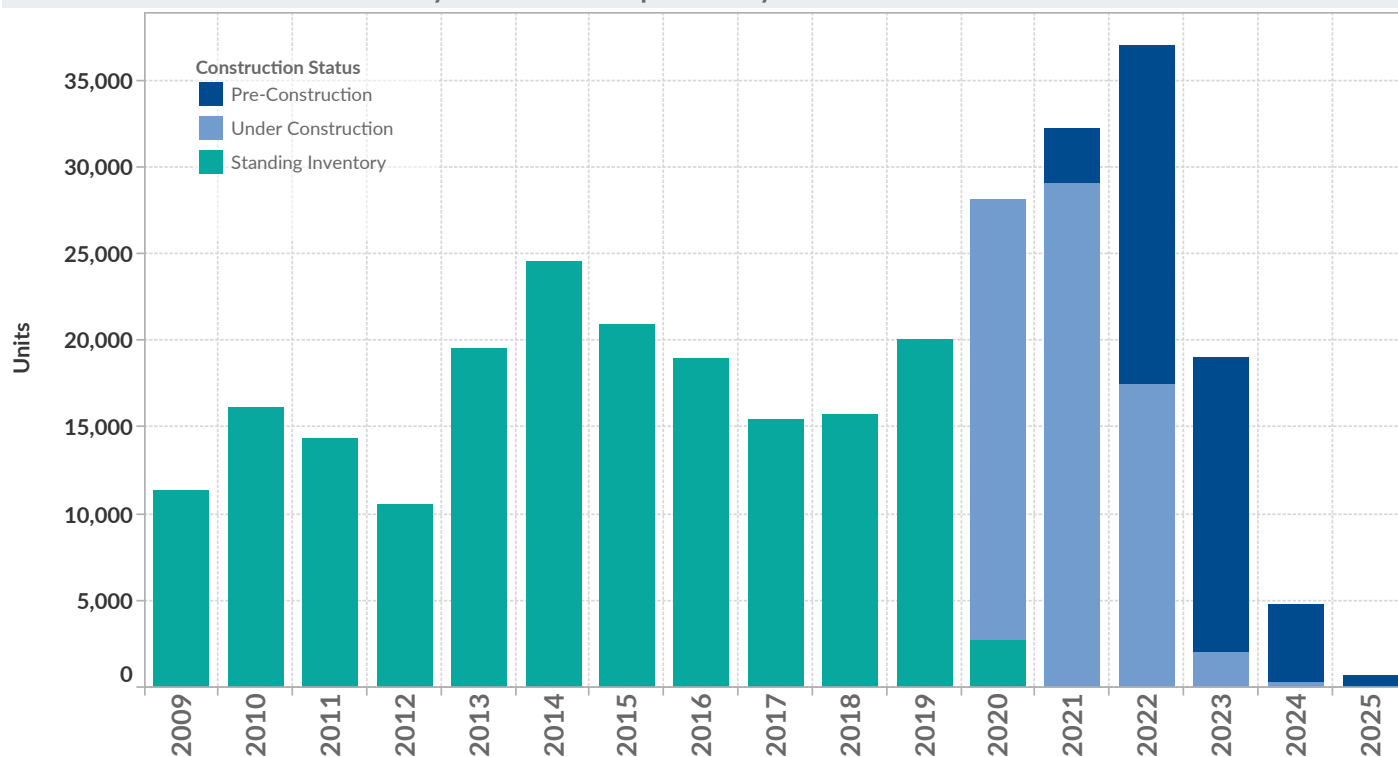
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

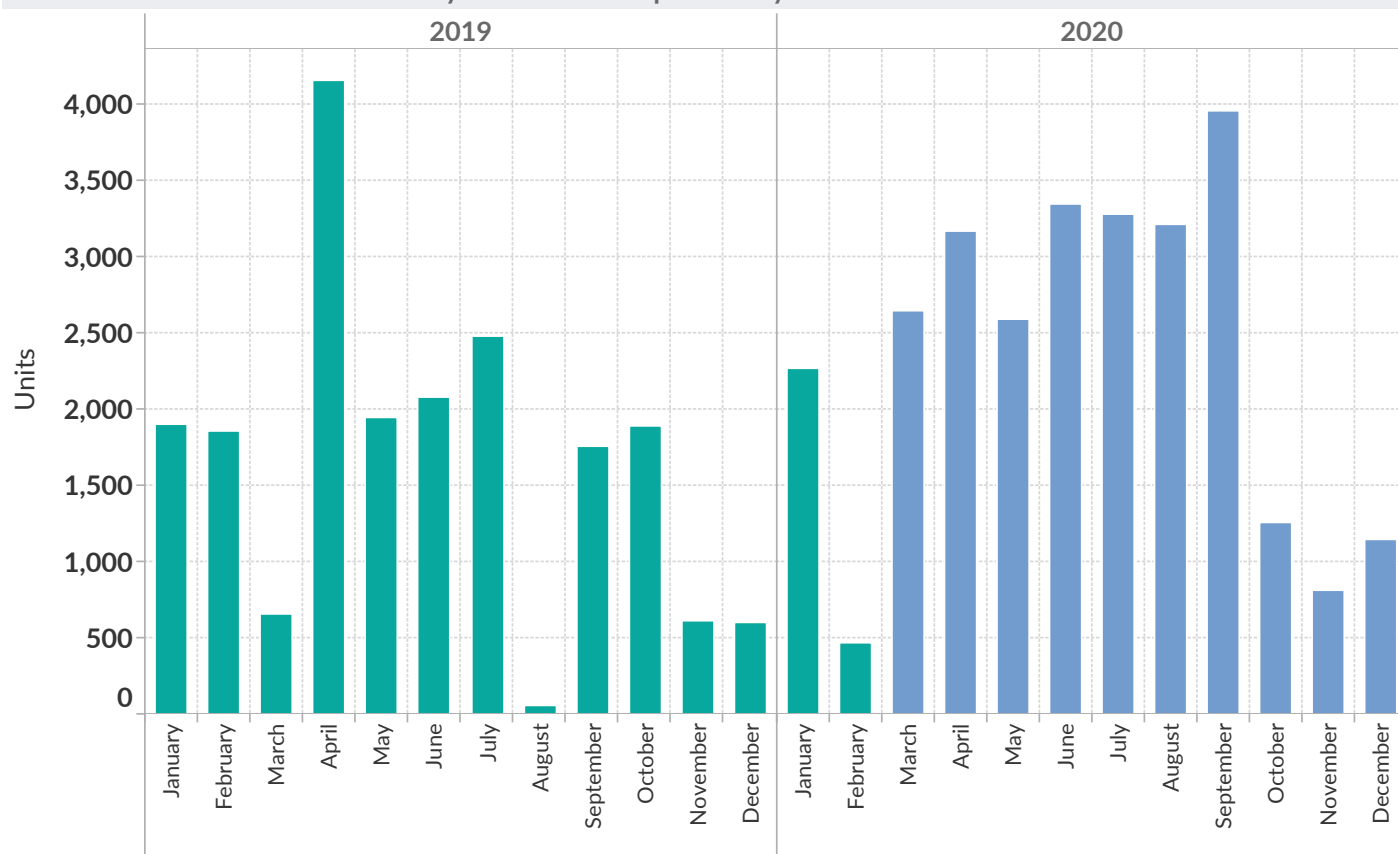


Scheduled Completions

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.		
St. Thomas Developments Inc.		471											471	13.4%
Reserve Properties	0	366											366	10.4%
Westdale Properties	0	366											366	10.4%
Solmar Development Corp.	3	284											287	8.2%
Pinnacle International	77	108											185	5.3%
Branthaven Homes	0	166											166	4.7%
Cortel Group	69	48											117	3.3%
Greenland Group	89	10											99	2.8%
H&W Development Corp.	89	3											92	2.6%
Primont Homes	37	55											92	2.6%
Times Group Corporation	55	36											91	2.6%
Tridel	40	49											89	2.5%
RioCan	17	70											87	2.5%
Kingdom Developments	71	10											81	2.3%
Tribute Communities	24	57											81	2.3%
Daniels Corporation	26	47											73	2.1%
Kaneff	4	63											67	1.9%
Lanterra Developments	27	38											65	1.8%
Sequoia Grove Homes	17	45											62	1.8%
Lamb Development Corp.	38	18											56	1.6%
Balf Developments	17	38											55	1.6%
Camrost Felcorp	14	30											44	1.3%
Concord Adex	27	15											42	1.2%
Zancor Homes	12	30											42	1.2%
Mosaik Homes	0	40											40	1.1%
Total (All 127 Builders)	1,097	2,418											3,515	

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		Total	Market Share %
	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
CentreCourt Developments Inc.		936	63	12	3	0	9	3	298	25	0	4	1,353	4.7%
Tridel	14	22	148	22	384	127	175	48	36	24	40	49	1,089	3.8%
Menkes	19	13	537	274	18	24	46	42	15	61	13	10	1,072	3.7%
SmartCentres		936	63	12	3	0	9	3					1,026	3.6%
Camrost Felcorp	14	5	423	66	30	27	13	272	61	43	14	30	998	3.5%
Times Group Corporation	245	178	17	9	5	80	224	79	38	24	55	36	990	3.4%
Amacon Developments	0	475	38	248	65	26	11	8	4	14	9	21	919	3.2%
Minto Developments	2	0	231	113	23	42	25	64	317	41	11	17	886	3.1%
Capital Developments	0	287	23	3	9	11	152	269	40	30	14	17	855	3.0%
Tribute Communities	158	31	29	88	27	24	219	50	52	37	24	57	796	2.8%
Daniels Corporation	13	4	59	10	184	8	66	4	331	32	26	47	784	2.7%
Pinnacle International	36	40	35	46	32	32	85	48	59	186	77	108	784	2.7%
RioCan	18	5	13	73	14	9	160	268	63	48	17	70	758	2.6%
QuadReal Property Group		0	524	221	0	0	0	0	0	4			749	2.6%
Collecdev		0	290					322	102	5			719	2.5%
Aspen Ridge Homes	5	0	162	317	44	24	19	17	41	15	20	13	677	2.3%
Lanterra Developments	7	2	0	10	340	46	32	8	12	123	27	38	645	2.2%
Solmar Development Corp.	24	20	36	69	39	17	44	34	24	12	3	284	606	2.1%
Cortel Group	16	32	226	36	13	20	24	34	49	31	69	48	598	2.1%
Metropia	0	0	0	0	0	0	148	264	39	30	14	13	508	1.8%
Reserve Properties	36	36	6	9	8	13	16	0	0	0	0	366	490	1.7%
Westdale Properties	36	36	6	9	5	13	16	0	0	0	0	366	487	1.7%
Greenpark Group		0	213	34	16	5	5	56	115	32	3	5	484	1.7%
Broccolini				137	57	51	50	68	74	18	26	2	483	1.7%
St. Thomas Developments Inc.												471	471	1.6%
Total (All 187 Builders)	1,370	3,078	3,623	2,789	2,065	1,011	2,371	3,495	3,559	1,936	1,097	2,418	28,812	

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 February
88 Queen - St. Thomas Developments Inc.	Old Toronto	Apartment	1 Bedroom	65
			1 Bedroom + Den	158
			3 Bedroom & Up	58
			2 Bedroom	190
			Total	471
Untitled Toronto - South Tower - Reserve Properties and Westdale Properties	Old Toronto	Apartment	1 Bedroom	79
			1 Bedroom + Den	136
			2 Bedroom + Den	3
			3 Bedroom & Up	16
			2 Bedroom	66
			Studio	66
			Total	366
ORO at Edge Towers - Solmar Development Corp.	Mississauga	Apartment	1 Bedroom + Den	172
			3 Bedroom & Up	4
			2 Bedroom	100
			Penthouse	4
			Total	280
Upper West Side - Condos at Oakville - Branthaven Homes	Oakville	Apartment	1 Bedroom	62
			1 Bedroom + Den	75
			2 Bedroom + Den	3
			2 Bedroom	25
			Other	1
			Total	166
SkyTower at Pinnacle One Yonge - Pinnacle International	Old Toronto	Apartment	1 Bedroom	32
			1 Bedroom + Den	32
			2 Bedroom + Den	8
			3 Bedroom & Up	0
			2 Bedroom	0
			Other	0
			Total	72
U.C. Tower - Tribute Communities and RioCan	Oshawa	Apartment	1 Bedroom	17
			1 Bedroom + Den	12
			3 Bedroom & Up	1
			2 Bedroom	22
			Studio	5
			Total	57

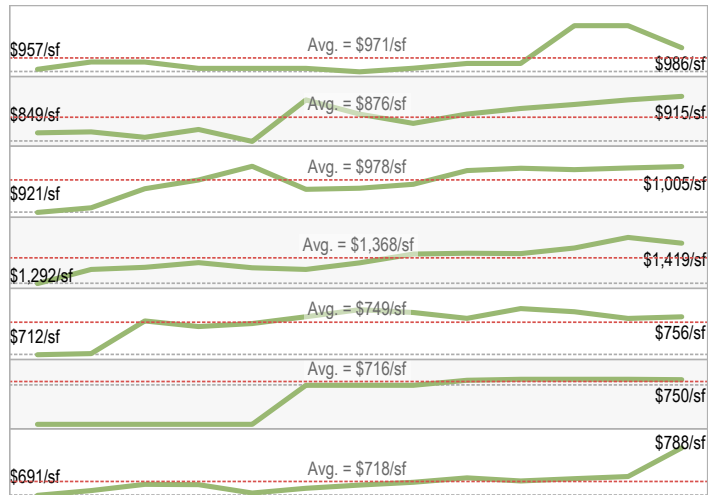
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$986/sf
	Etobicoke	\$915/sf
	North York	\$1,005/sf
	Old Toronto	\$1,419/sf
	Scarborough	\$756/sf
	York	\$750/sf
905 Area	905 All Muni.	\$788/sf

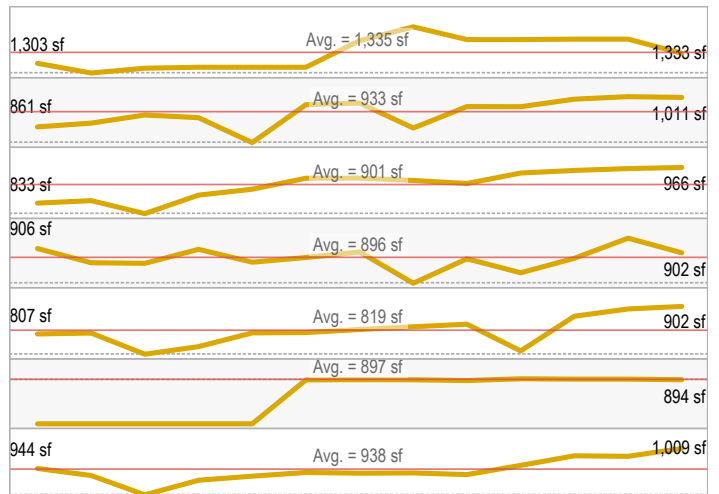
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,333 sf
	Etobicoke	1,011 sf
	North York	966 sf
	Old Toronto	902 sf
	Scarborough	902 sf
	York	894 sf
905 Area	905 All Muni.	1,009 sf

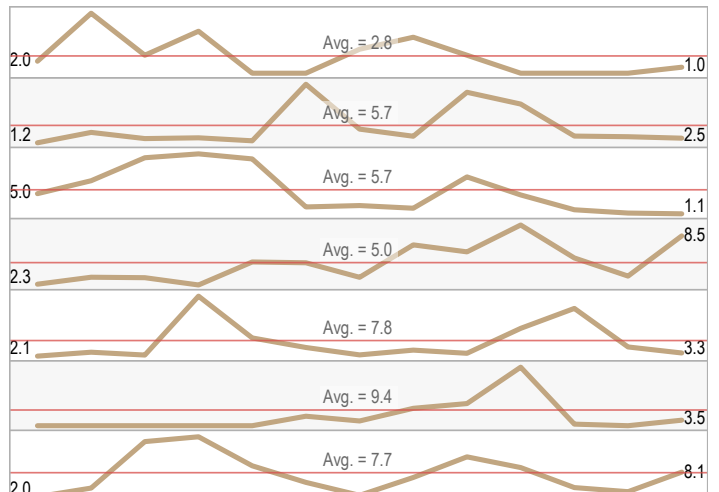
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	1.0
	Etobicoke	2.5
	North York	1.1
	Old Toronto	8.5
	Scarborough	3.3
	York	3.5
905 Area	905 All Muni.	8.1

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	February 2020				February 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	13			13	6			6
Central Waterfront	Old Toronto	97			97	17			17
Don Mills - York Mills	North York	20		0	20	5		0	5
Downtown Core	Old Toronto	11			11	57			57
Downtown East	Old Toronto	524			524	3			3
Downtown West	Old Toronto	61			61	158			158
Etobicoke Waterfront	Etobicoke	6			6	2			2
Highway7 - Yonge	Markham	2			2	0			0
	Richmond Hill	23		25	48	1		0	1
Mississauga City Centre	Mississauga	336			336	41			41
North Toronto	Old Toronto	367			367	40			40
North Yonge Corridor	North York	8		0	8	48		0	48
North York East	North York	0		0	0	0		1	1
North York West	North York	8		0	8	17		1	18
Not Applicable	Brampton	2		40	42	3		7	10
	Burlington	5			5	12			12
	Caledon	15			15				
	Clarington	2			2	0		0	0
	East York	1			1	2			2
	Etobicoke	45		4	49	28		0	28
	Georgina	0			0	0			0
	Halton Hills	0			0	0			0
	Markham	47		7	54	31		0	31
	Milton	2			2	5		0	5
	Mississauga	86		66	152	31		45	76
	Newmarket	0	0		0		0		0
	Oakville	219		1	220	5		0	5
	Old Toronto	5			5	0			0
	Oshawa	57			57	7			7
	Pickering	9		12	21	4		6	10
	Richmond Hill			21	21				
	Scarborough	46		7	53	19		8	27
	Vaughan	89		0	89	3		3	6
	Whitby	9			9	4			4
	Whitchurch-Stouffville	3			3	4			4
	York	7			7	3			3
Sheppard Corridor	North York	8		2	10	153			153
Thornhill	Markham	2			2				
	Vaughan	38			38	15			15
Toronto East	Old Toronto	5		0	5	4	0	1	5
Toronto West	Old Toronto	48		2	50	13	0		13
Yonge - St. Clair	Old Toronto	5		0	5	1			1
Grand Total		2,231	0	187	2,418	742	0	72	814

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	609			609	325			325
Central Waterfront	Old Toronto	826			826	889			889
Don Mills - York Mills	North York	752		11	763	310		22	332
	Old Toronto								
Downtown Core	Old Toronto	792			792	635			635
Downtown East	Old Toronto	1,592			1,592	671			671
Downtown West	Old Toronto	1,869			1,869	1,674			1,674
Etobicoke Waterfront	Etobicoke	132			132	63			63
Highway7 - Yonge	Markham	2			2	145			145
	Richmond Hill	297		74	371	94		115	209
Mississauga City Centre	Mississauga	2,657			2,657	493			493
North Toronto	North York								
	Old Toronto	1,140			1,140	667			667
North Yonge Corridor	North York	692		4	696	92		8	100
	Old Toronto								
North York East	North York	0		20	20	0		8	8
North York West	North York	1,036		135	1,171	155		96	251
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	237		486	723	266		47	313
	Burlington	398			398	207			207
	Caledon	15			15	58			58
	Clarington	26		4	30	49			49
	East York	34			34	43			43
	Etobicoke	1,532		85	1,617	368		205	573
	Georgina	0			0	0			0
	Halton Hills	9			9	17			17
	King								
	Markham	1,269		40	1,309	484		40	524
	Milton	206		37	243	106			106
	Mississauga	619		468	1,087	411		158	569
	Newmarket	112	1		113	107	3		110
	North York								
	Oakville	1,313		116	1,429	351		32	383
	Old Toronto	335			335	56			56
	Oshawa	256			256	94			94
	Pickering	361		94	455	54		13	67
	Richmond Hill			73	73			47	47
	Scarborough	1,578		156	1,734	586		74	660
	Uxbridge								
	Vaughan	3,090		158	3,248	249		13	262
	Whitby	61			61	71			71
	Whitchurch-Stouffville	124			124	118			118
	York	252			252	101			101
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	405		12	417	609		12	621
Thornhill	Markham	16			16	177			177
	Vaughan	684			684	467			467
Toronto East	East York								
	Old Toronto	350	10	22	382	168		8	176
Toronto West	Old Toronto	972	1	53	1,026	468		13	481
Yonge - St. Clair	Old Toronto	92		10	102	80		17	97
Grand Total		26,742	12	2,058	28,812	11,978	3	928	12,909

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