



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of March 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-20		Mar-19		Change
High Rise	2,840		1,365		108.1%
Low Rise	890		869		2.4%
Total	3,730		2,234		67.0%
Year to Date Sales	Jan.-Mar. 2020		Jan.-Mar. 2019		Y/Y Change
High Rise	6,458		2,976		117.0%
Low Rise	4,154		1,998		107.9%
Total	10,612		4,974		113.3%
Year to Date Supply	Jan.-Mar. 2020		Jan.-Mar. 2019		Y/Y Change
High Rise	4,847		3,062		58.3%
Low Rise	3,796		1,921		97.6%
Total	8,643		4,983		73.4%
Year to Date Completions	Jan.-Mar. 2020		Jan.-Mar. 2019		Y/Y Change
High Rise	4,719		4,410		7.0%
Remaining Inventory	Mar-20	Feb-20	Mar-19	M/M Change	Y/Y Change
High Rise	10,083	12,661	12,190	-20.4%	-17.3%
Low Rise	3,850	4,363	5,202	-11.8%	-26.0%
Total	13,933	17,024	17,392	-18.2%	-19.9%
Benchmark Price	Mar-20	Feb-20	Mar-19	M/M Change	Y/Y Change
High Rise	\$983,133	\$961,268	\$780,839	2.3%	25.9%
Low Rise	\$1,115,869	\$1,097,987	\$1,116,640	1.6%	-0.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	356	286	157	
High Rise Units	496	94,959	77,187	40,025	
% Sold*	64%	85%	92%	80%	
Low Rise Projects	9	296			
Low Rise Units	187	30,573			
% Sold*	30%	87%			

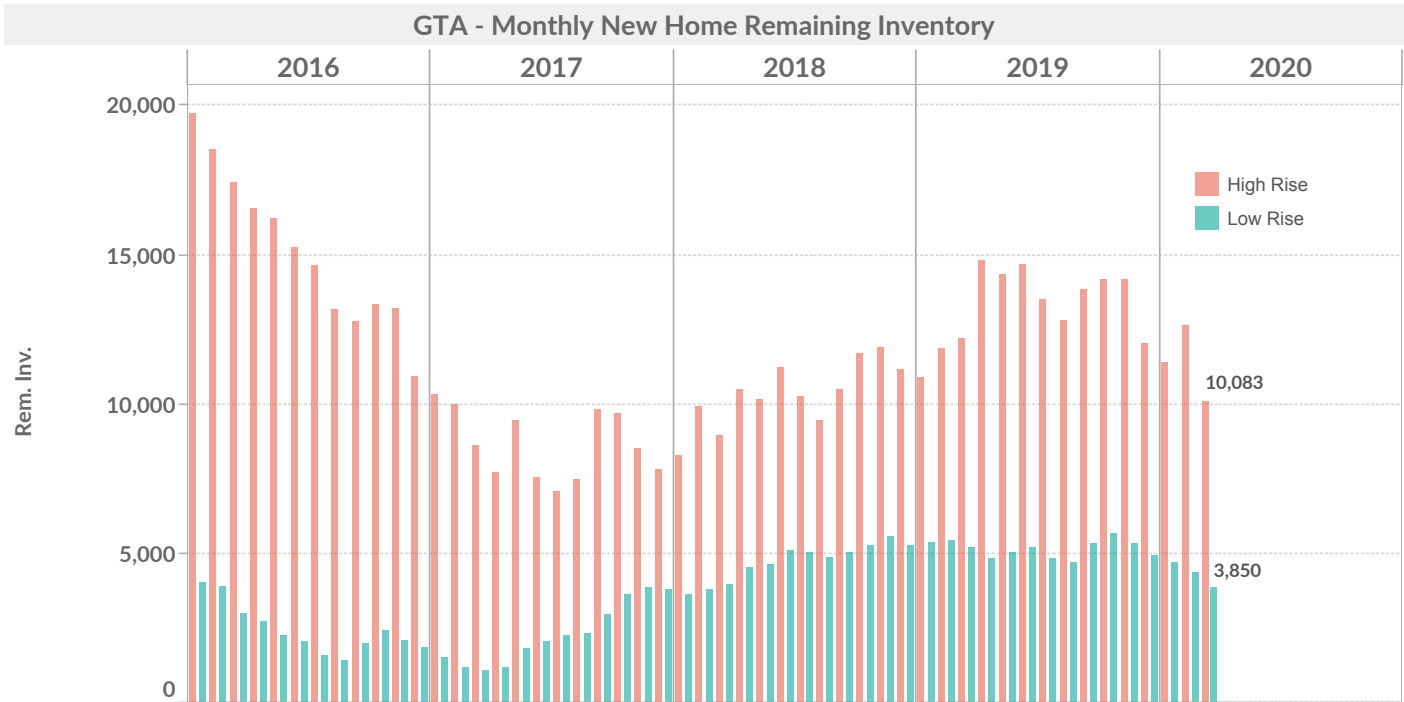
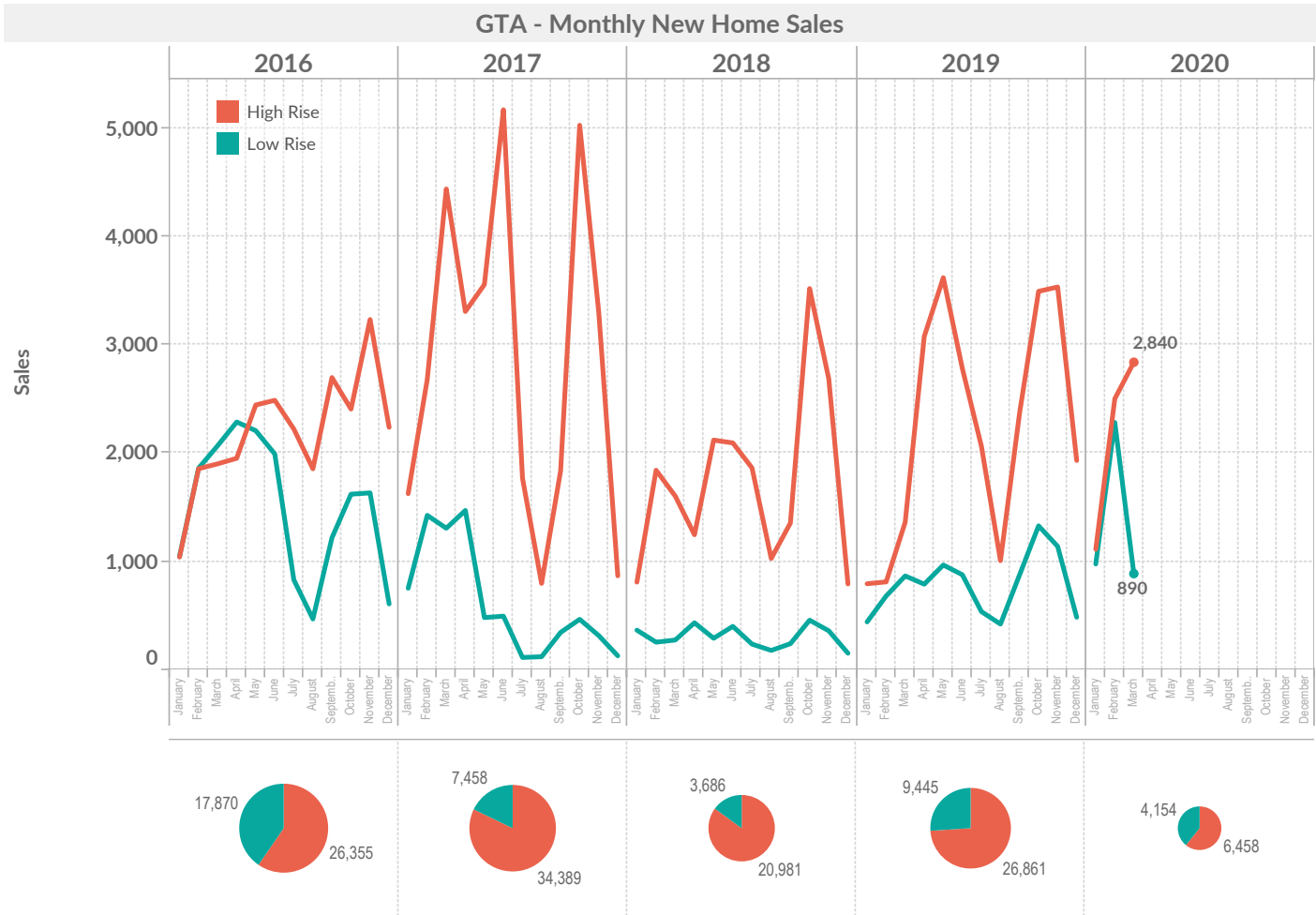
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

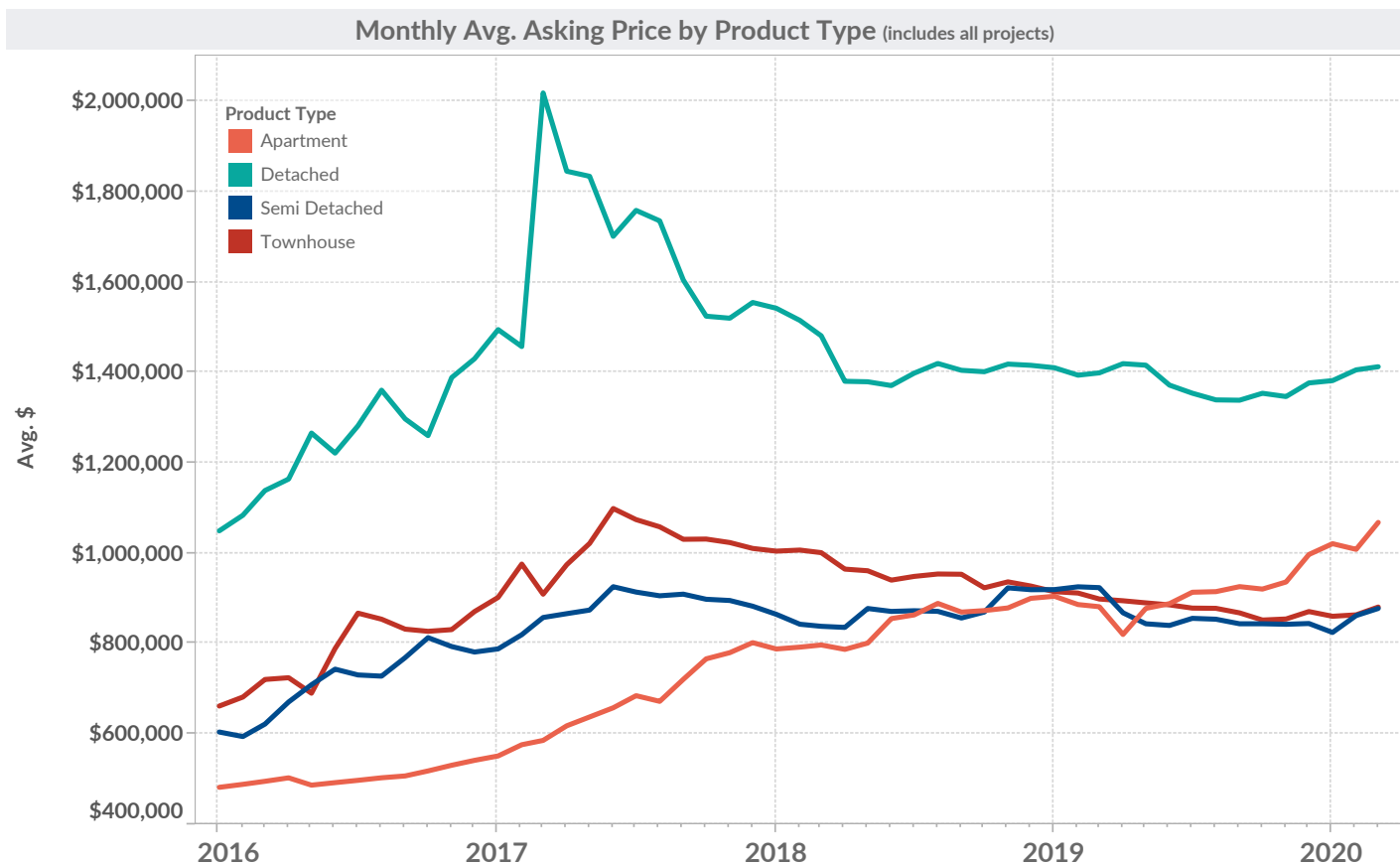
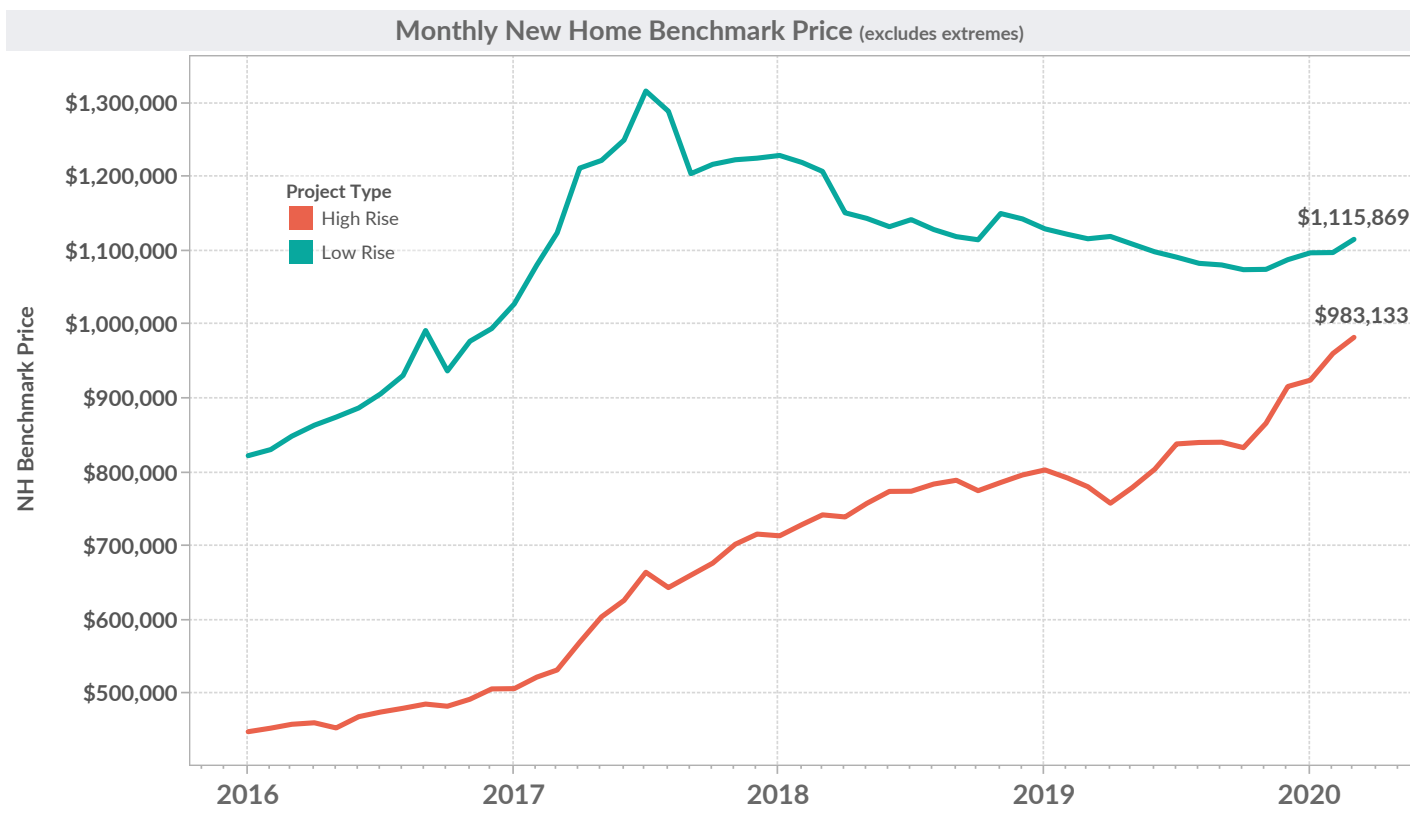
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

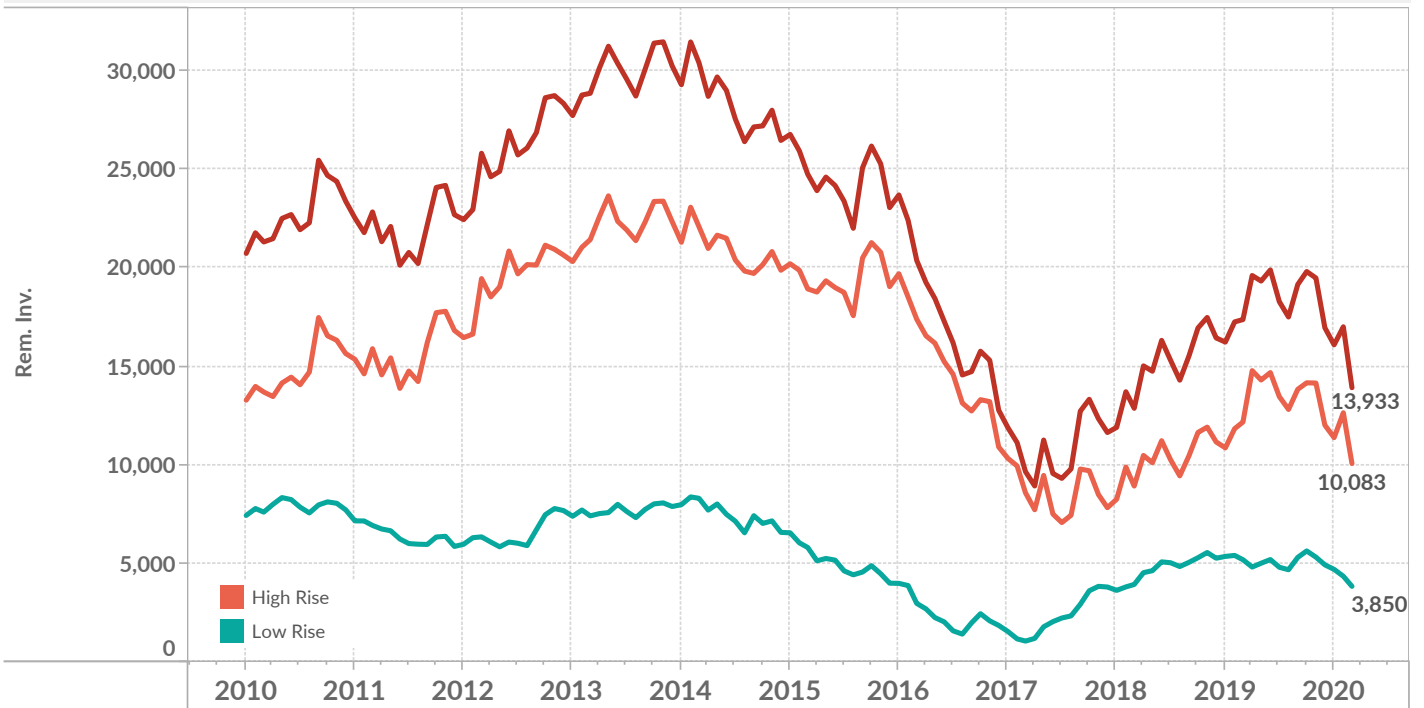


Pricing

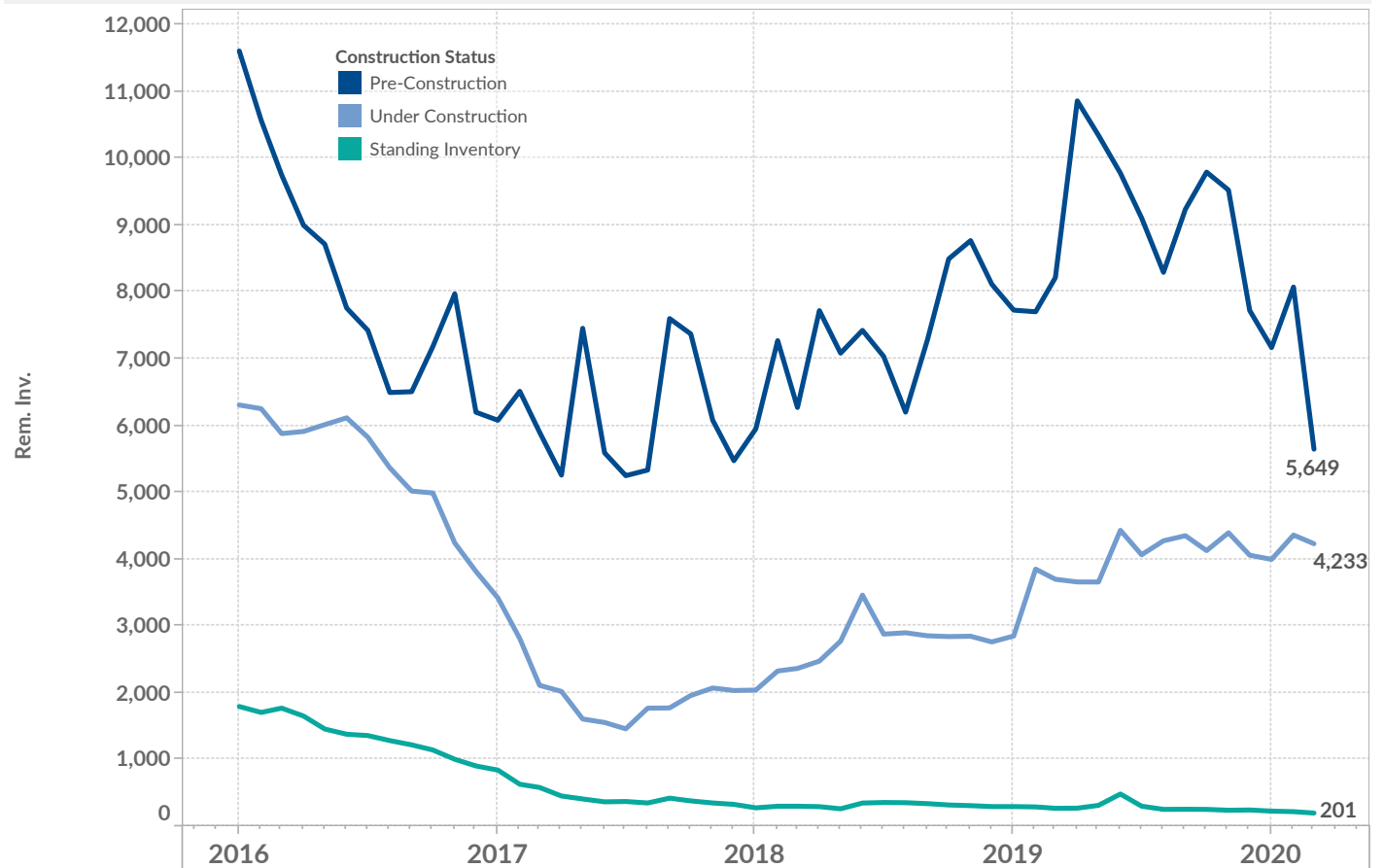


Remaining Inventory

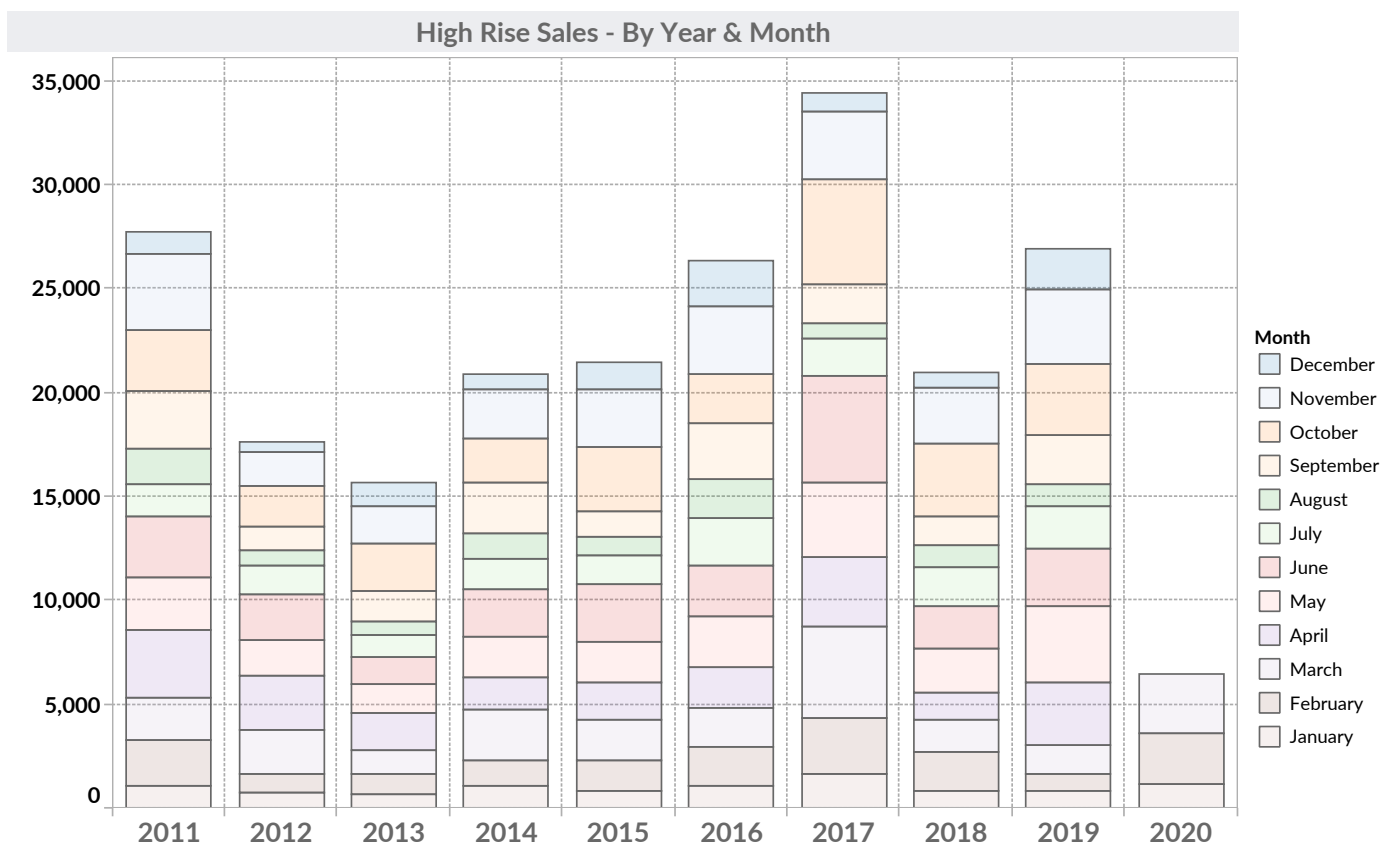
GTA - Monthly New Home Remaining Inventory



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

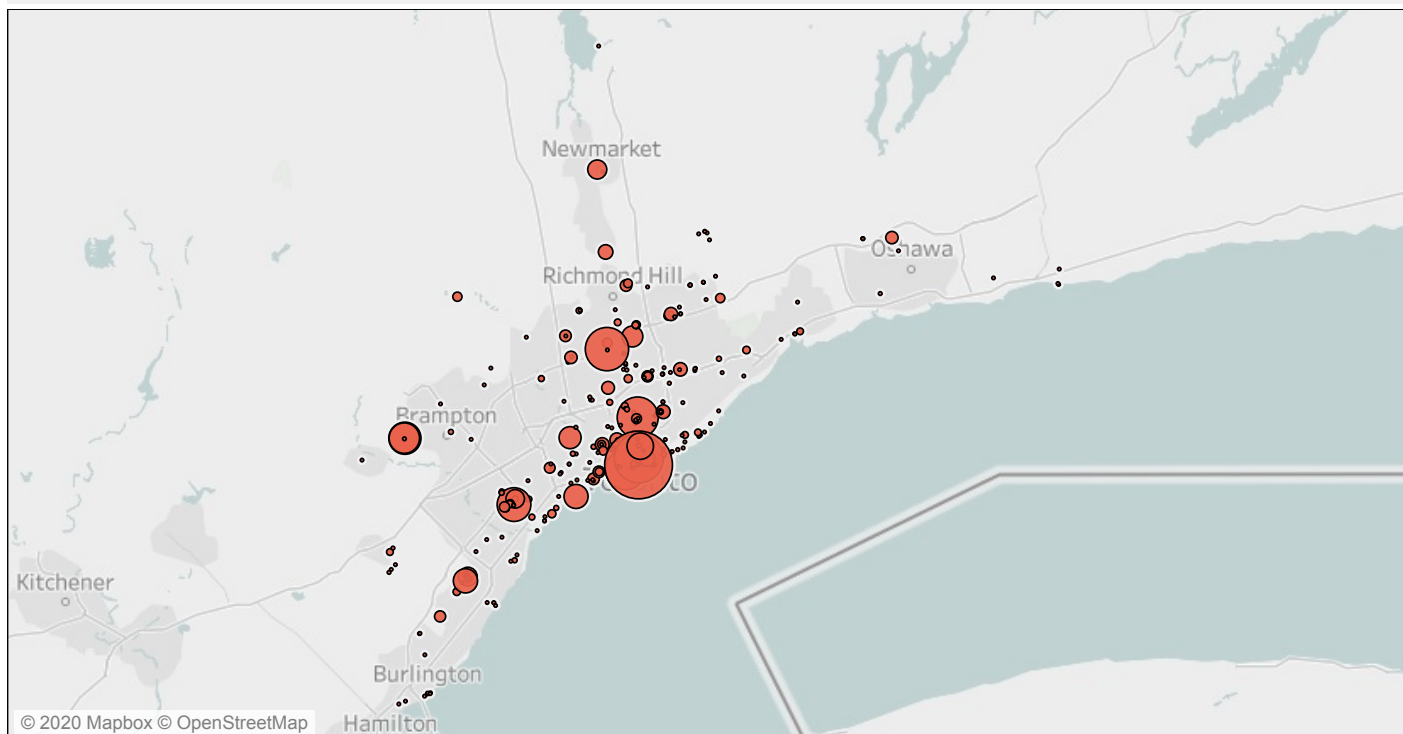


Historical Sales Comparison

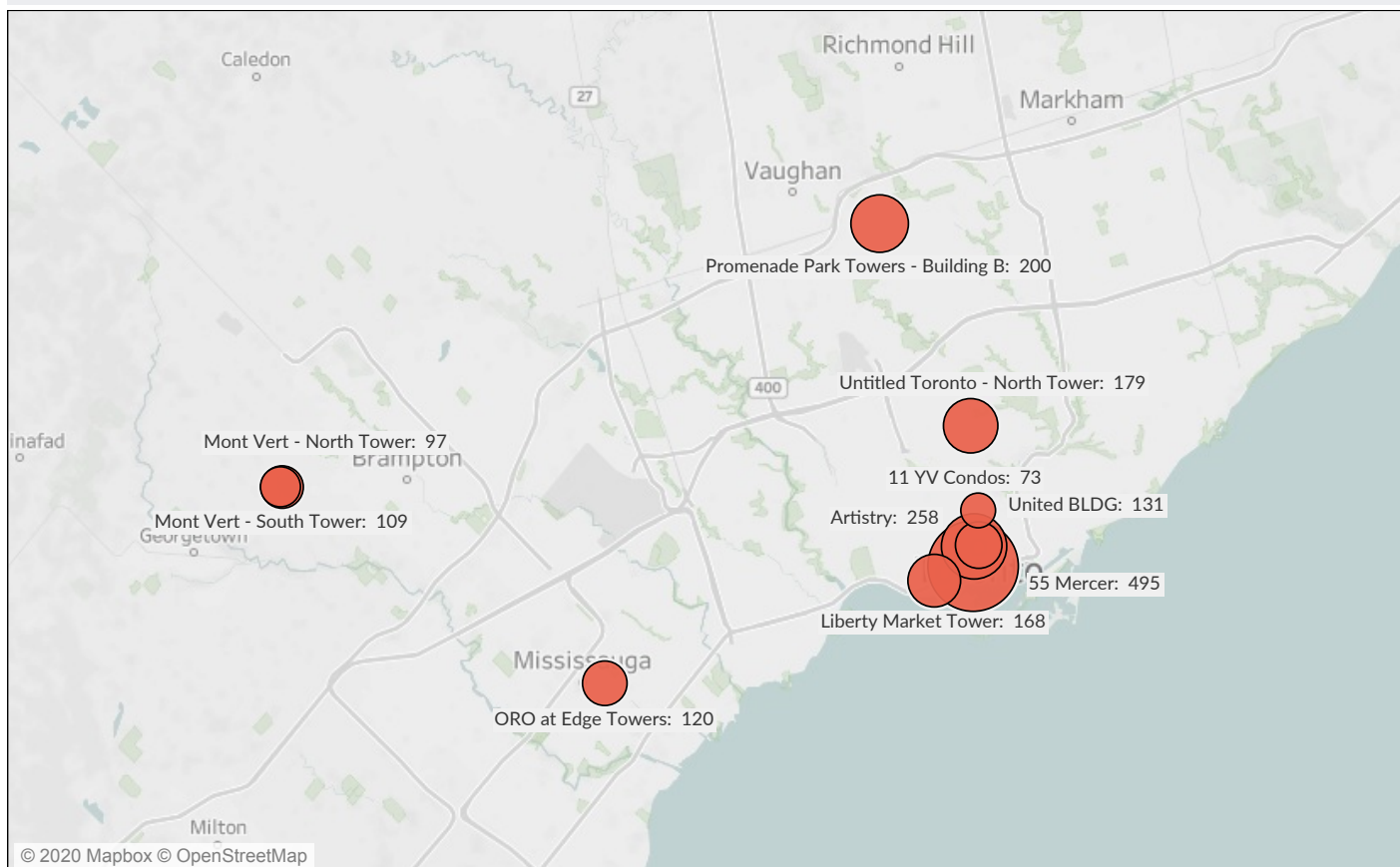


Current Sites

GTA - Active High Rise Sites by Current Month Sales



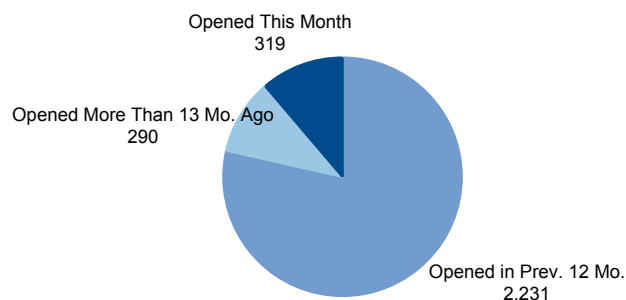
GTA - Top 10 Sites by Current Month Sales



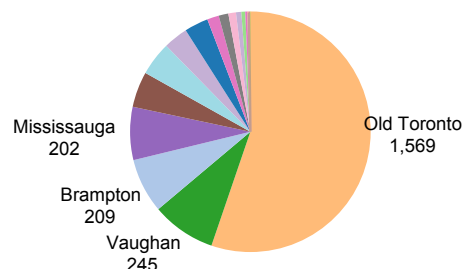
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

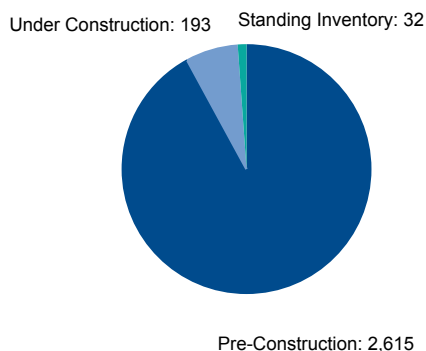
Sales by Opening Date



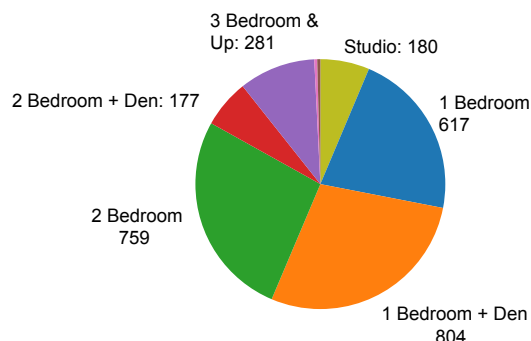
Sales by Municipality/Area



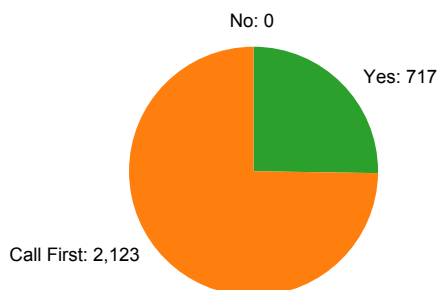
Sales by Const. Status



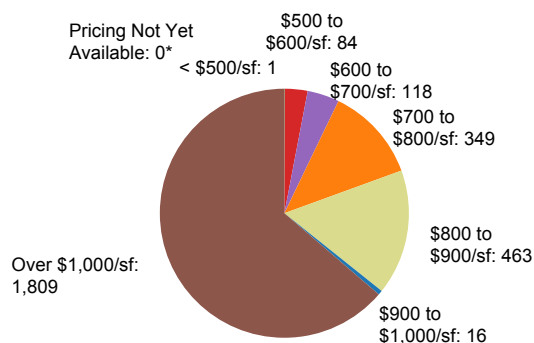
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

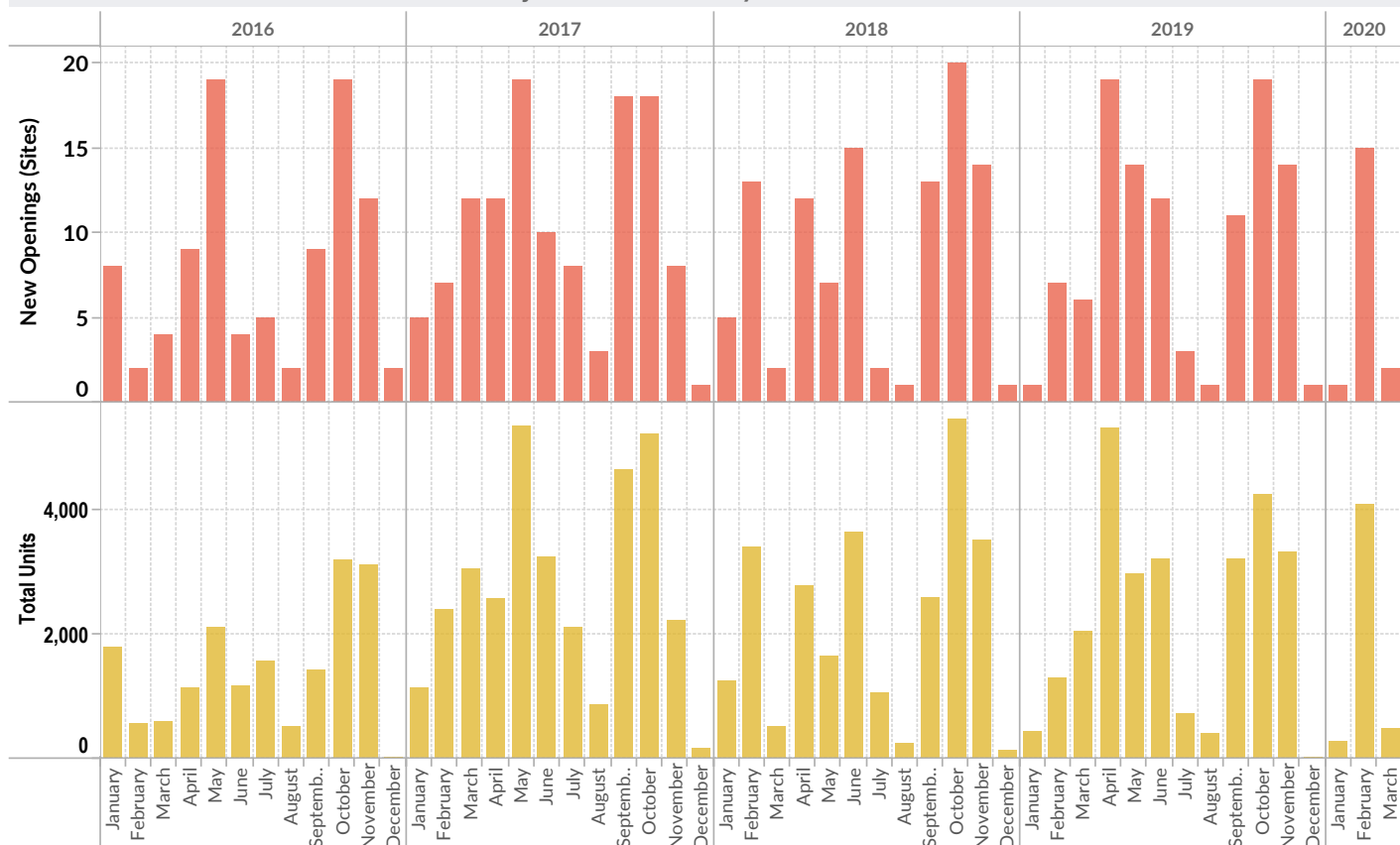
New Openings

March 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq Foot
5North - The Preserve - Mattamy Homes	Oakville	3/7/2020	150	61	32	\$746
Artistry - Tribute Communities and Greybrook Realty Partners	Old Toronto	3/7/2020	346	258	88	\$1,408
Grand Total			496	319	120	\$1,114

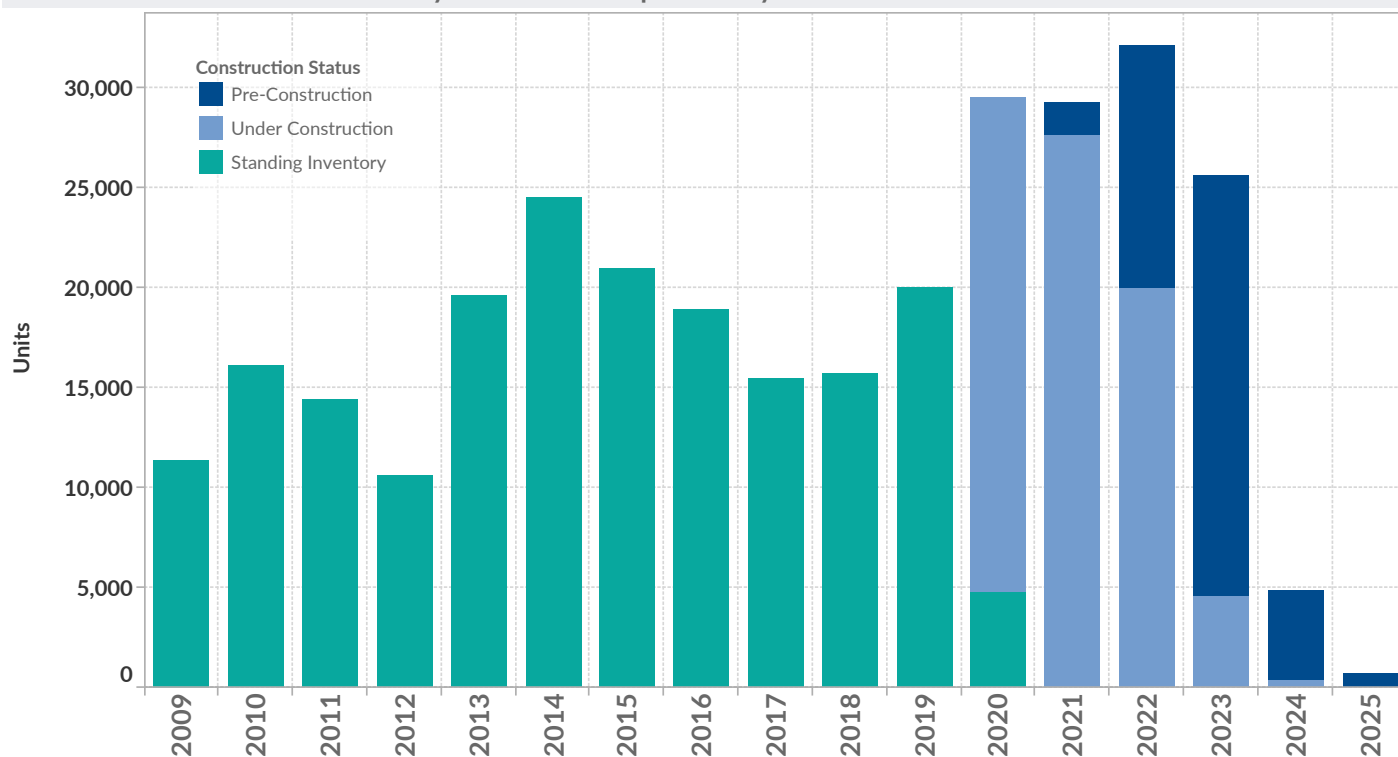
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

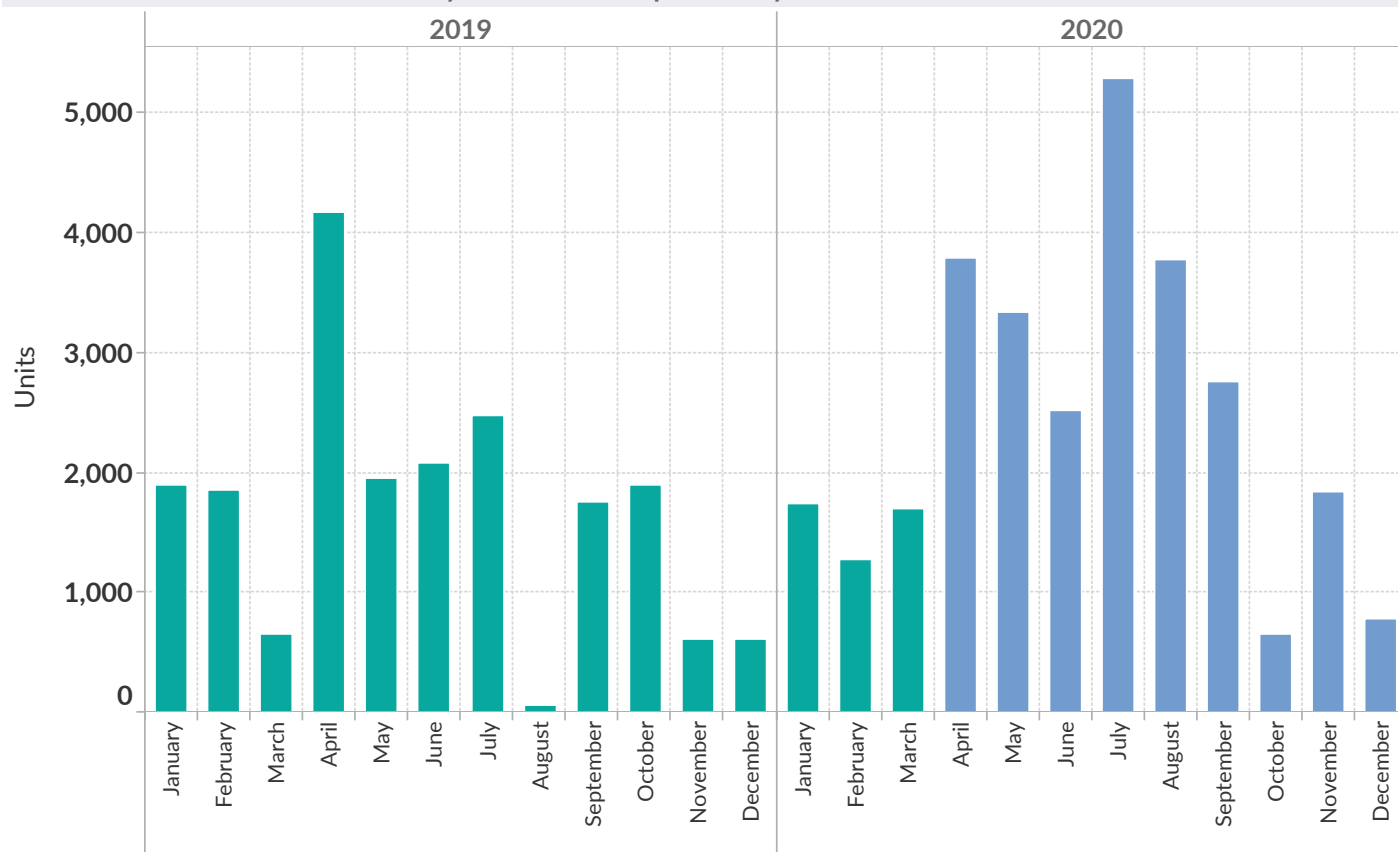


Scheduled Completions

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.		
Reserve Properties	0	366	186										552	8.5%
Westdale Properties	0	366	185										551	8.5%
CentreCourt Developments Inc.	0	4	495										499	7.7%
St. Thomas Developments Inc.		471	24										495	7.7%
Solmar Development Corp.	3	284	120										407	6.3%
Tribute Communities	24	58	282										364	5.6%
Primont Homes	37	57	212										306	4.7%
Greybrook Realty Partners	9	0	262										271	4.2%
Branthaven Homes	0	197	36										233	3.6%
Pinnacle International	77	105	45										227	3.5%
Liberty Development Corporation	0	0	200										200	3.1%
RioCan	17	70	88										175	2.7%
Lifetime Developments	0	6	168										174	2.7%
Davpart Inc.	22	9	131										162	2.5%
Tridel	40	49	65										154	2.4%
Cortel Group	69	48	24										141	2.2%
Lanterra Developments	27	37	69										133	2.1%
Times Group Corporation	55	36	39										130	2.0%
Concord Adex	27	45	39										111	1.7%
Greenland Group	89	10	8										107	1.7%
Capital Developments	14	17	74										105	1.6%
Kaneff	4	63	38										105	1.6%
Metropia	14	13	73										100	1.5%
H&W Development Corp.	89	3	7										99	1.5%
Menkes	13	8	75										96	1.5%
Total (All 136 Builders)	1,115	2,503	2,840										6,458	

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 %
	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		
CentreCourt Developments Inc.	936	63	12	3	0	9	3	298	25	0	4	495	1,848	6.1%
Tridel	22	148	22	384	127	175	48	36	24	40	49	65	1,140	3.8%
Menkes	13	537	274	18	24	46	42	15	60	13	8	75	1,125	3.7%
SmartCentres	936	63	12	3	0	9	3						1,026	3.4%
Camrosc Felcorp	5	423	66	30	27	13	272	61	43	14	30	10	994	3.3%
Amacon Developments	475	38	248	65	26	11	8	4	14	9	21	10	929	3.1%
Capital Developments	287	23	3	9	11	152	269	40	26	14	17	74	925	3.0%
Tribute Communities	31	29	88	27	24	219	50	52	37	24	58	282	921	3.0%
Minto Developments	0	231	113	23	42	25	64	317	41	11	17	19	903	3.0%
RioCan	5	13	73	14	9	160	268	63	44	17	70	88	824	2.7%
Daniels Corporation	4	59	10	184	8	66	4	331	32	26	52	15	791	2.6%
Times Group Corporation	178	17	9	5	80	224	79	38	24	55	36	39	784	2.6%
Pinnacle International	40	32	42	32	31	84	48	59	186	77	105	45	781	2.6%
QuadReal Property Group	0	524	221	0	0	0	0	0	4				749	2.5%
Collecdev	0	290					322	102	5				719	2.4%
Lanterra Developments	2	0	10	340	46	32	8	12	123	27	37	69	706	2.3%
Solmar Development Corp.	20	36	69	39	17	44	34	24	12	3	284	120	702	2.3%
Aspen Ridge Homes	0	162	314	44	24	19	17	41	15	14	16	31	697	2.3%
Reserve Properties	36	6	9	8	13	16	0	0	0	0	366	186	640	2.1%
Westdale Properties	36	6	9	5	13	16	0	0	0	0	366	185	636	2.1%
Cortel Group	32	226	36	13	20	24	34	49	31	69	48	24	606	2.0%
Metropia	0	0	0	0	0	148	264	39	26	14	13	73	577	1.9%
Primont Homes	7	50	5	59	19	11	16	48	56	37	57	212	577	1.9%
Liberty Development Corporation							306	65	0	0	0	200	571	1.9%
Davpart Inc.	0	76	24	40	10	52	123	51	16	22	9	131	554	1.8%
Total (All 185 Builders)	3,078	3,620	2,782	2,065	1,010	2,368	3,494	3,534	1,934	1,115	2,503	2,840	30,343	

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 March
55 Mercer - CentreCourt Developments Inc.	Old Toronto	Apartment	1 Bedroom	164
			1 Bedroom + Den	158
			2 Bedroom + Den	11
			3 Bedroom & Up	50
			2 Bedroom	35
			Studio	77
			Total	495
Artistry - Tribute Communities and Greybrook Realty Partners	Old Toronto	Apartment	1 Bedroom	87
			1 Bedroom + Den	61
			3 Bedroom & Up	15
			2 Bedroom	72
			Studio	23
			Total	258
Promenade Park Towers - Building B - Liberty Development Corporation	Vaughan	Apartment	1 Bedroom	35
			1 Bedroom + Den	130
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	35
			Total	200
Untitled Toronto - North Tower - Reserve Properties and Westdale Properties	Old Toronto	Apartment	1 Bedroom	57
			1 Bedroom + Den	53
			3 Bedroom & Up	9
			2 Bedroom	17
			Studio	43
			Total	179
Liberty Market Tower - Lifetime Developments	Old Toronto	Apartment	1 Bedroom	109
			1 Bedroom + Den	32
			3 Bedroom & Up	3
			2 Bedroom	24
			Total	168

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$986/sf
	Etobicoke	\$933/sf
	North York	\$1,008/sf
	Old Toronto	\$1,438/sf
	Scarborough	\$759/sf
	York	\$740/sf
905 Area	905 All Muni.	\$776/sf

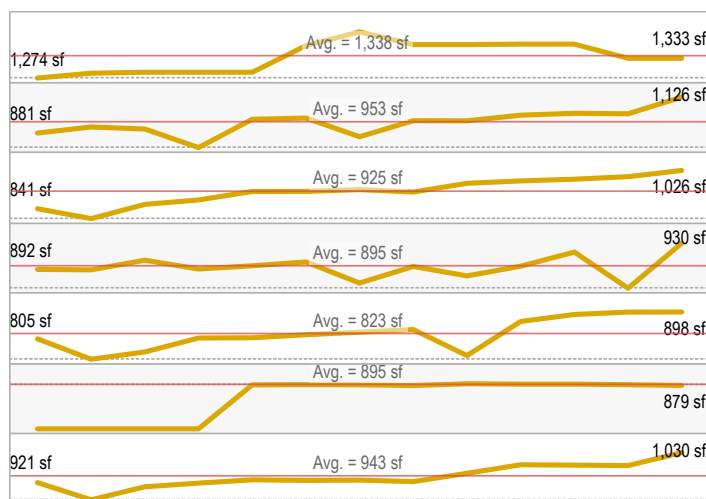
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,333 sf
	Etobicoke	1,126 sf
	North York	1,026 sf
	Old Toronto	930 sf
	Scarborough	898 sf
	York	879 sf
905 Area	905 All Muni.	1,030 sf

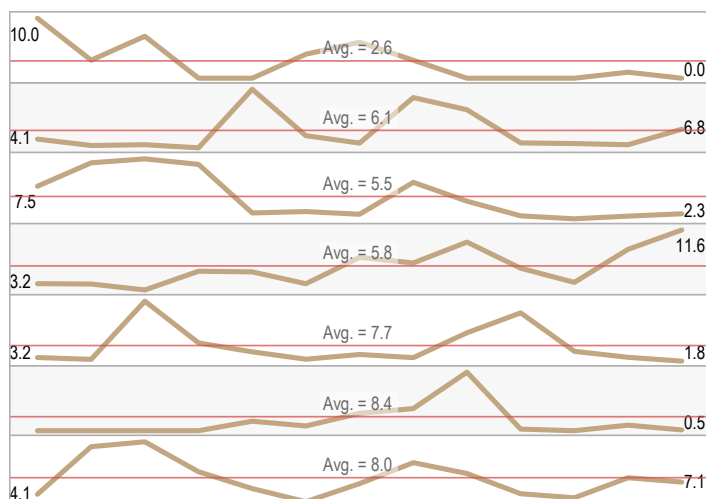
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	6.8
	North York	2.3
	Old Toronto	11.6
	Scarborough	1.8
	York	0.5
905 Area	905 All Muni.	7.1

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	March 2020				March 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	82			82	9			9
Central Waterfront	Old Toronto	41			41	20			20
Don Mills - York Mills	North York	35		0	35	6		3	9
Downtown Core	Old Toronto	152			152	6			6
Downtown East	Old Toronto	67			67	17			17
Downtown West	Old Toronto	965			965	149			149
Etobicoke Waterfront	Etobicoke	13			13	11			11
Highway7 - Yonge	Markham	10			10	0			0
	Richmond Hill	11		13	24	0		0	0
Mississauga City Centre	Mississauga	142			142	49			49
North Toronto	Old Toronto	197			197	183			183
North Yonge Corridor	North York	7		0	7	164		0	164
North York East	North York	0		0	0	0		0	0
North York West	North York	9		16	25	28		1	29
Not Applicable	Brampton	209		0	209	5		6	11
	Burlington	0			0	60			60
	Caledon	8			8				
	Clarington	0			0	2		0	2
	East York	0			0	10			10
	Etobicoke	63		60	123	63		29	92
	Georgina	0			0	0			0
	Halton Hills	0			0	2			2
	Markham	28		8	36	251		0	251
	Milton	6			6	6		0	6
	Mississauga	46		14	60	18		19	37
	Newmarket	37	0		37		0		0
	Oakville	127		2	129	4		0	4
	Old Toronto	0			0	0			0
	Oshawa	15			15	18			18
	Pickering	4		0	4	13		7	20
	Richmond Hill			21	21				
	Scarborough	18		11	29	34		11	45
	Vaughan	36		0	36	12		1	13
	Whitby	1			1	2			2
	Whitchurch-Stouffville	0			0	6			6
	York	20			20	8			8
Sheppard Corridor	North York	27		0	27	84			84
Thornhill	Markham	45			45				
	Vaughan	209			209	14			14
Toronto East	Old Toronto	7		1	8	13	0	2	15
Toronto West	Old Toronto	50		6	56	16	0		16
Yonge - St. Clair	Old Toronto	1		0	1	3			3
Grand Total		2,688	0	152	2,840	1,286	0	79	1,365

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	678			678	241			241
Central Waterfront	Old Toronto	845			845	850			850
Don Mills - York Mills	North York	777		8	785	235		22	257
	Old Toronto								
Downtown Core	Old Toronto	950			950	488			488
Downtown East	Old Toronto	1,639			1,639	619			619
Downtown West	Old Toronto	2,694			2,694	1,046			1,046
Etobicoke Waterfront	Etobicoke	136			136	48			48
Highway7 - Yonge	Markham	12		12	12	135			135
	Richmond Hill	308		87	395	83		102	185
Mississauga City Centre	Mississauga	2,750			2,750	351			351
North Toronto	North York								
	Old Toronto	1,154			1,154	470			470
North Yonge Corridor	North York	535		4	539	85		8	93
	Old Toronto								
North York East	North York	0		20	20	0		8	8
North York West	North York	1,013		147	1,160	153		83	236
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	441		480	921	57		11	68
	Burlington	338			338	207			207
	Caledon	23			23	50			50
	Clarington	24		4	28	49			49
	East York	24			24	43			43
	Etobicoke	1,532		116	1,648	226		5	231
	Georgina	0			0	0			0
	Halton Hills	7			7	17			17
	King								
	Markham	1,044		48	1,092	433		32	465
	Milton	204		37	241	102			102
	Mississauga	642		471	1,113	370		136	506
	Newmarket	159	1	1	160	60	3		63
	North York								
	Oakville	1,462		118	1,580	292		30	322
	Old Toronto	334			334	57			57
	Oshawa	253			253	79			79
	Pickering	352		86	438	50		14	64
	Richmond Hill			94	94			26	26
	Scarborough	1,550		156	1,706	583		63	646
	Uxbridge								
	Vaughan	3,116		157	3,273	231		13	244
	Whitby	58			58	72			72
	Whitchurch-Stouffville	118			118	118			118
	York	264			264	65			65
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	386		11	397	467		13	480
Thornhill	Markham	61			61	131			131
	Vaughan	884			884	253			253
Toronto East	East York								
	Old Toronto	344	10	21	375	161		7	168
Toronto West	Old Toronto	1,000	1	59	1,060	424		7	431
Yonge - St. Clair	Old Toronto	86		10	96	82		17	99
Grand Total		28,197	12	2,134	30,343	9,483	3	597	10,083

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