



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of April 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-20		Apr-19		Change
High Rise	470		3,078		-84.7%
Low Rise	301		793		-62.0%
Total	771		3,871		-80.1%
Year to Date Sales	Jan.-Apr. 2020		Jan.-Apr. 2019		Y/Y Change
High Rise	7,155		6,055		18.2%
Low Rise	4,540		2,791		62.7%
Total	11,695		8,846		32.2%
Year to Date Supply	Jan.-Apr. 2020		Jan.-Apr. 2019		Y/Y Change
High Rise	5,698		9,129		-37.6%
Low Rise	3,528		2,315		52.4%
Total	9,226		11,444		-19.4%
Year to Date Completions	Jan.-Apr. 2020		Jan.-Apr. 2019		Y/Y Change
High Rise	7,914		8,581		-7.8%
Remaining Inventory	Apr-20	Mar-20	Apr-19	M/M Change	Y/Y Change
High Rise	9,931	9,929	14,824	0.0%	-33.0%
Low Rise	3,920	3,976	4,808	-1.4%	-18.5%
Total	13,851	13,905	19,632	-0.4%	-29.4%
Benchmark Price	Apr-20	Mar-20	Apr-19	M/M Change	Y/Y Change
High Rise	\$984,369	\$983,133	\$758,585	0.1%	29.8%
Low Rise	\$1,117,955	\$1,115,869	\$1,119,772	0.2%	-0.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	358	283	149	
High Rise Units	747	94,800	77,160	37,137	
% Sold*	14%	85%	92%	79%	
Low Rise Projects	3	293			
Low Rise Units	14	31,650			
% Sold*	7%	88%			

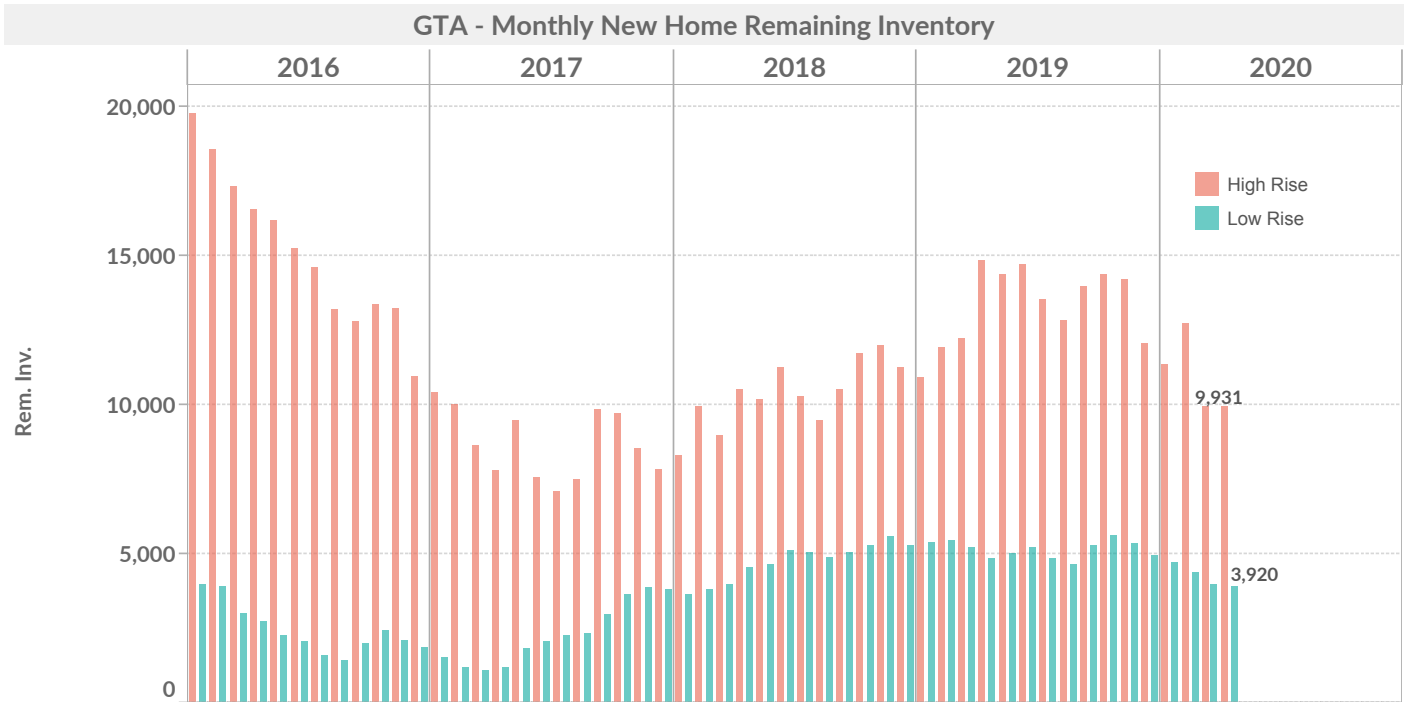
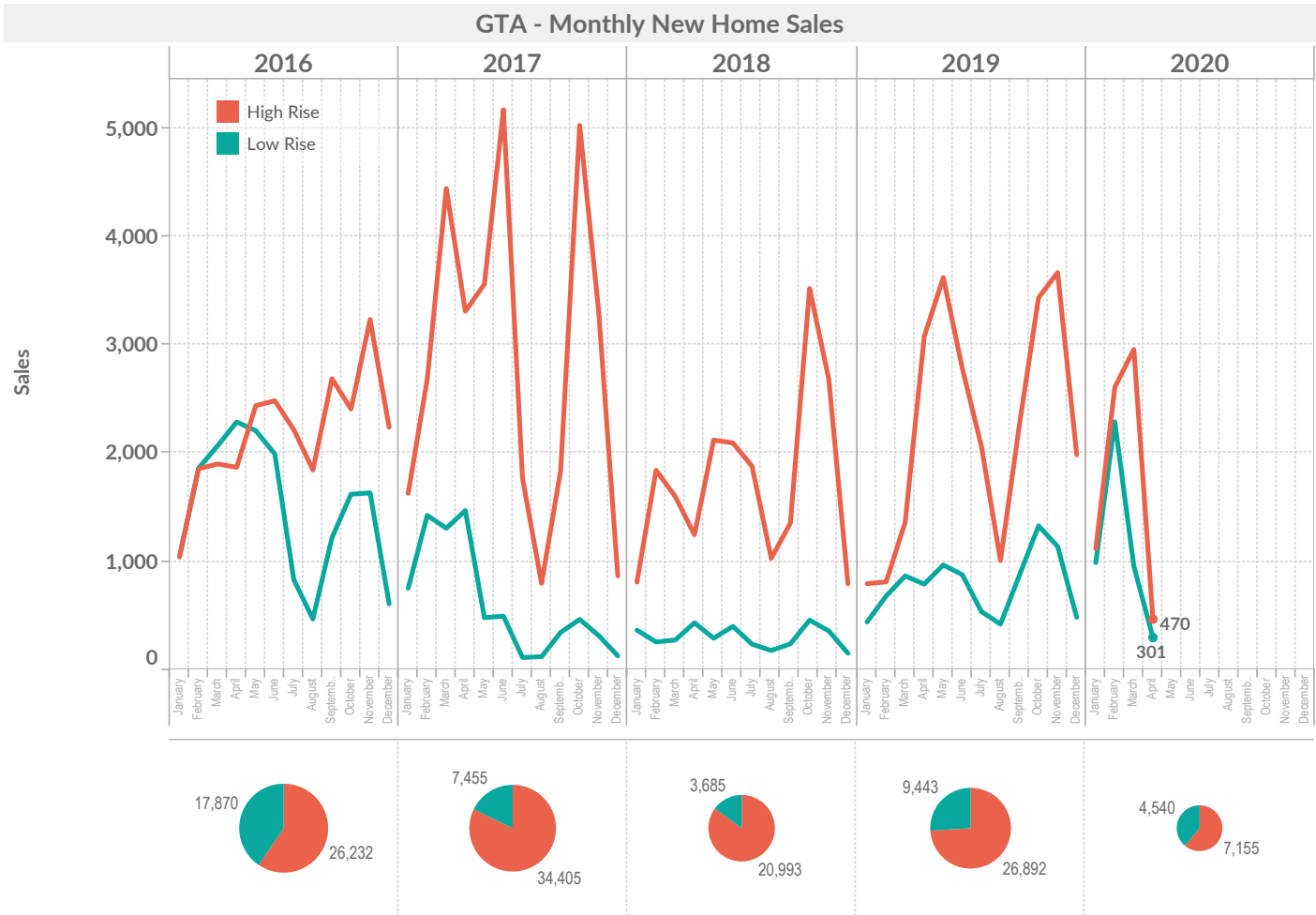
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

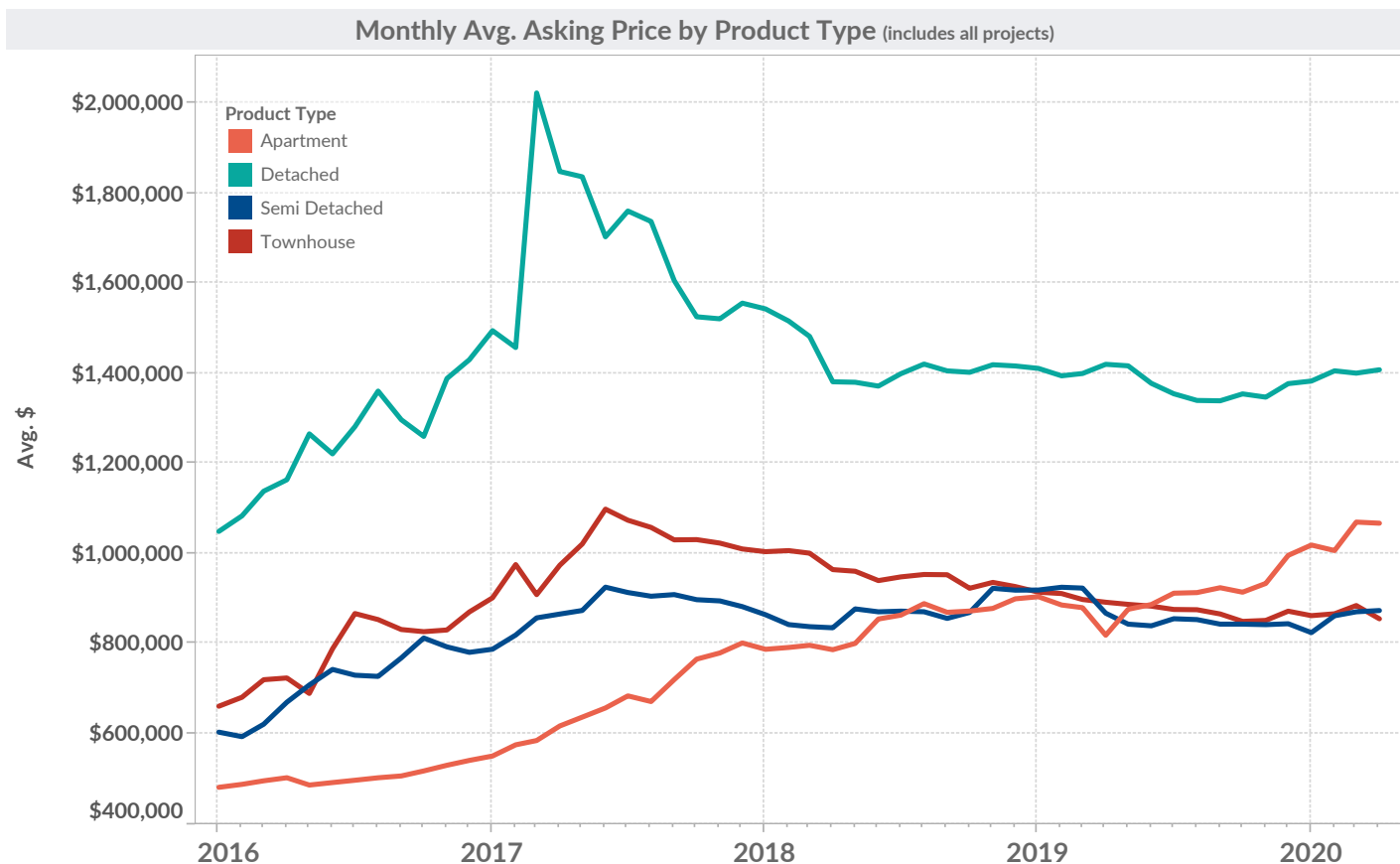
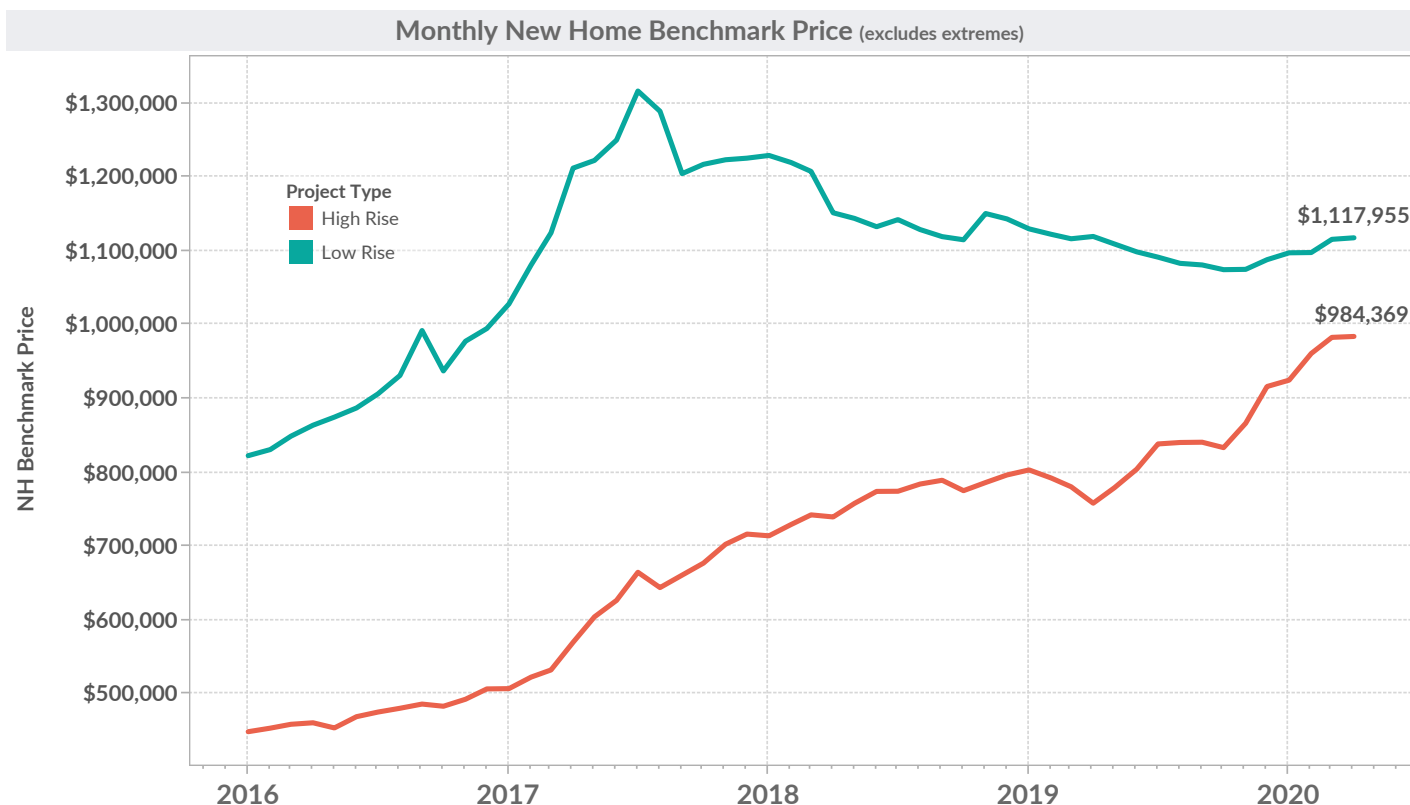
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

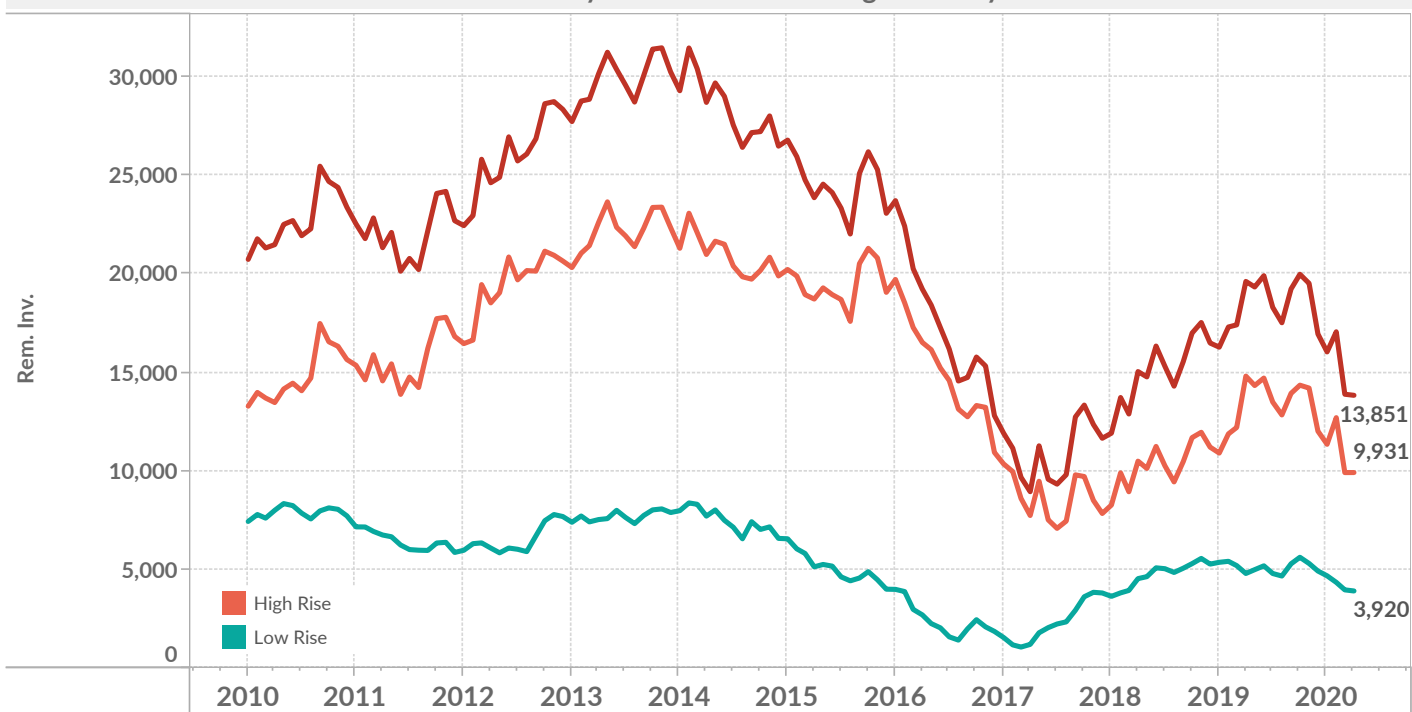


Pricing

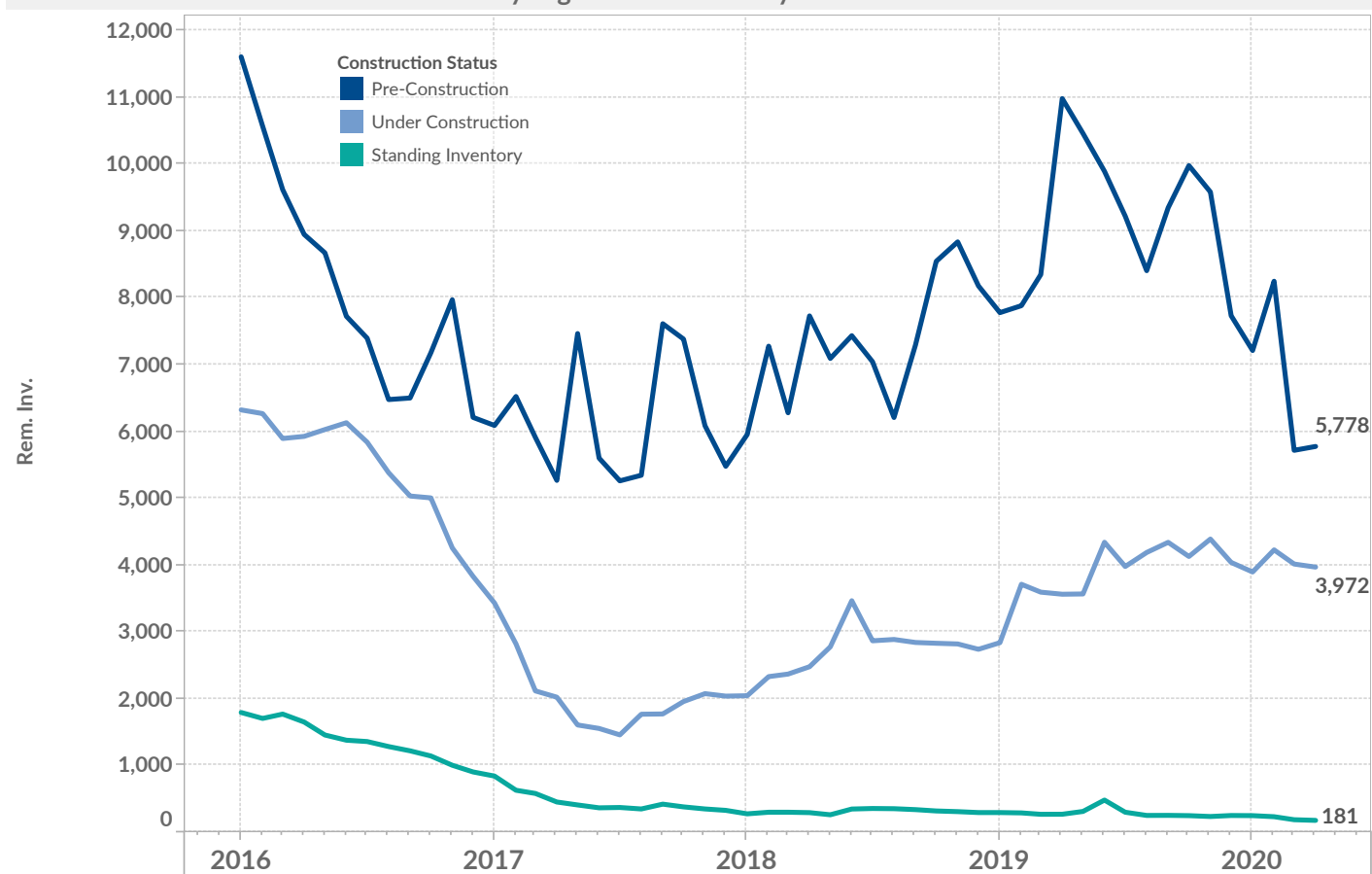


Remaining Inventory

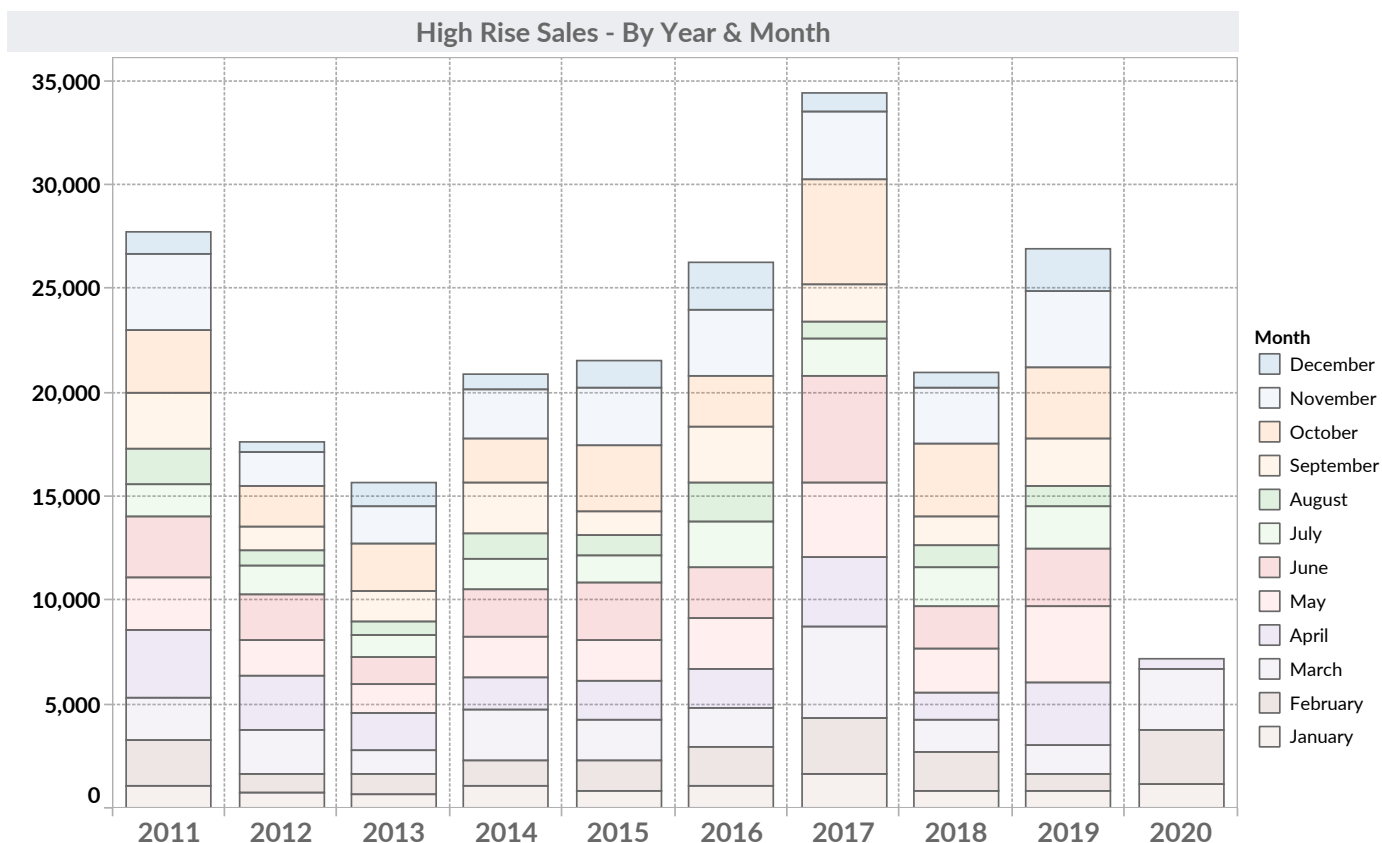
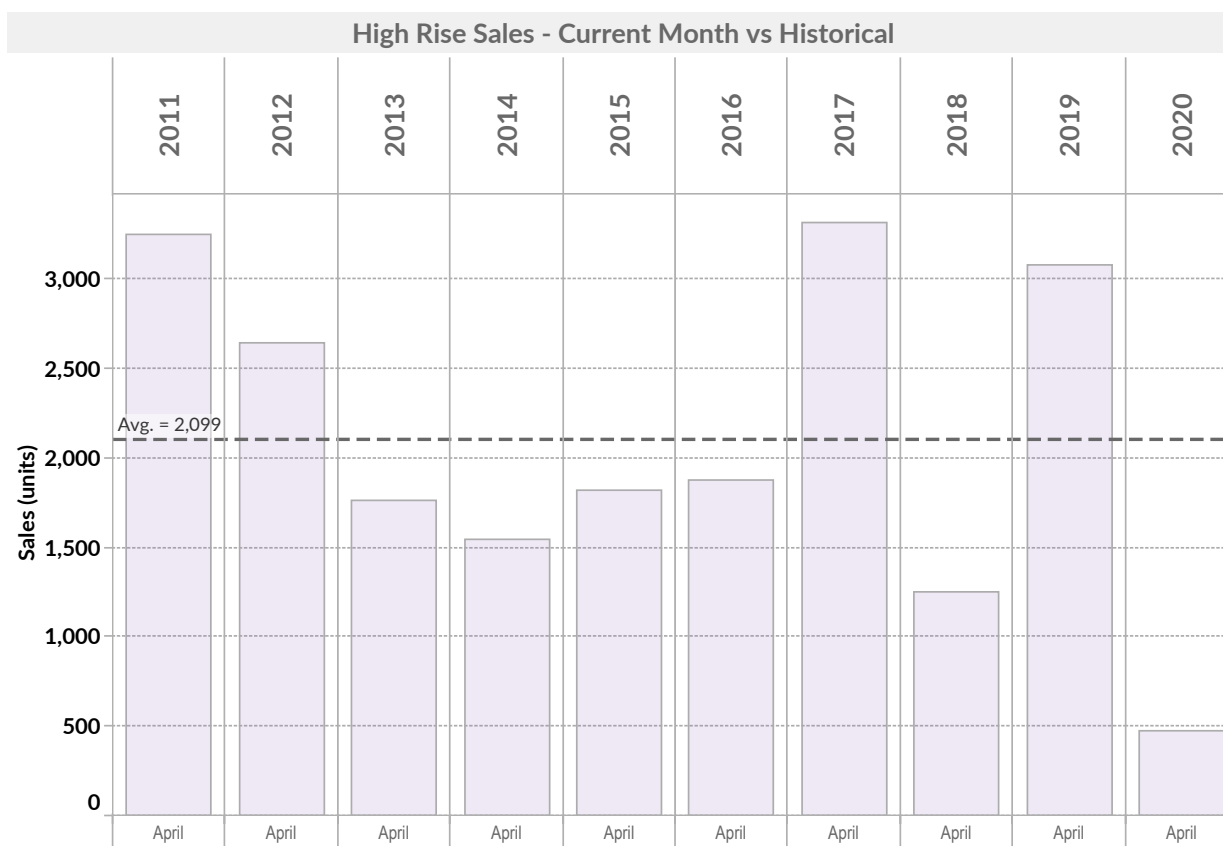
GTA - Monthly New Home Remaining Inventory



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

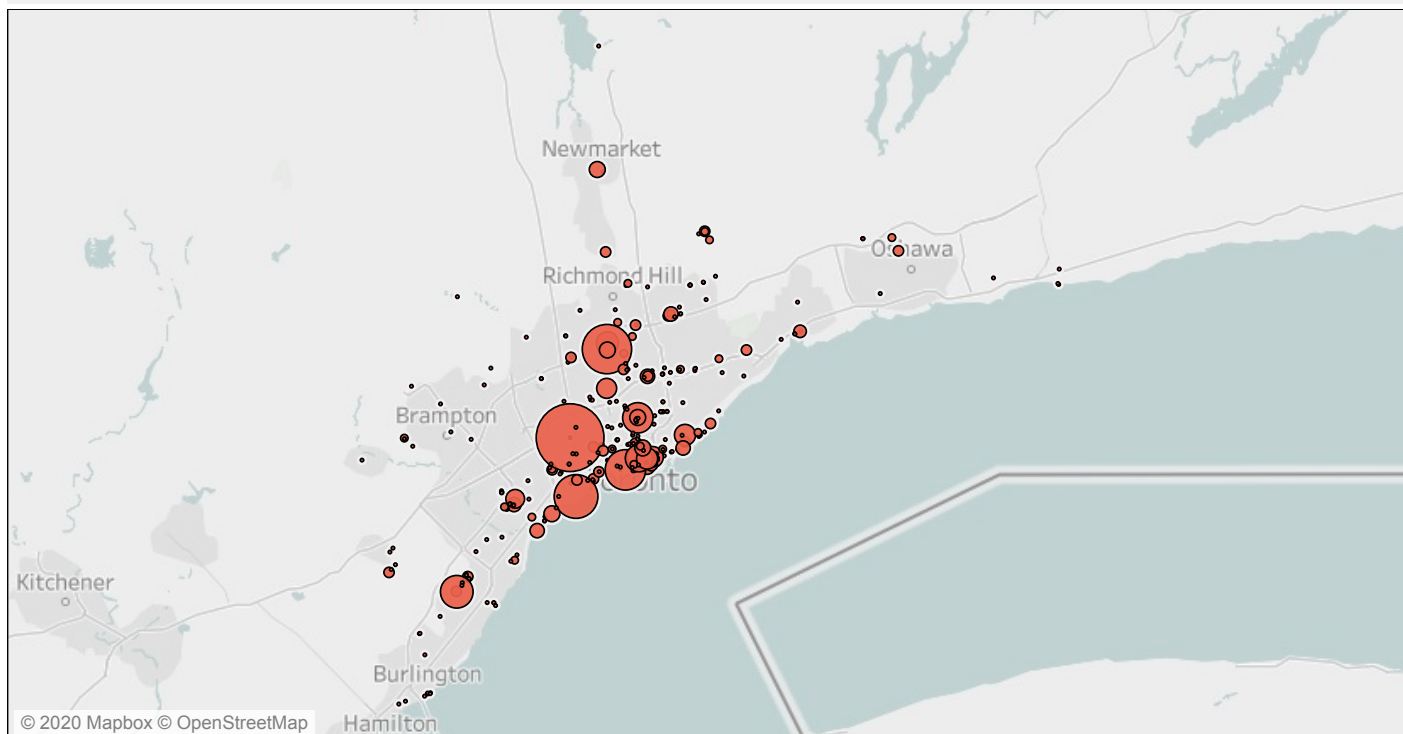


Historical Sales Comparison

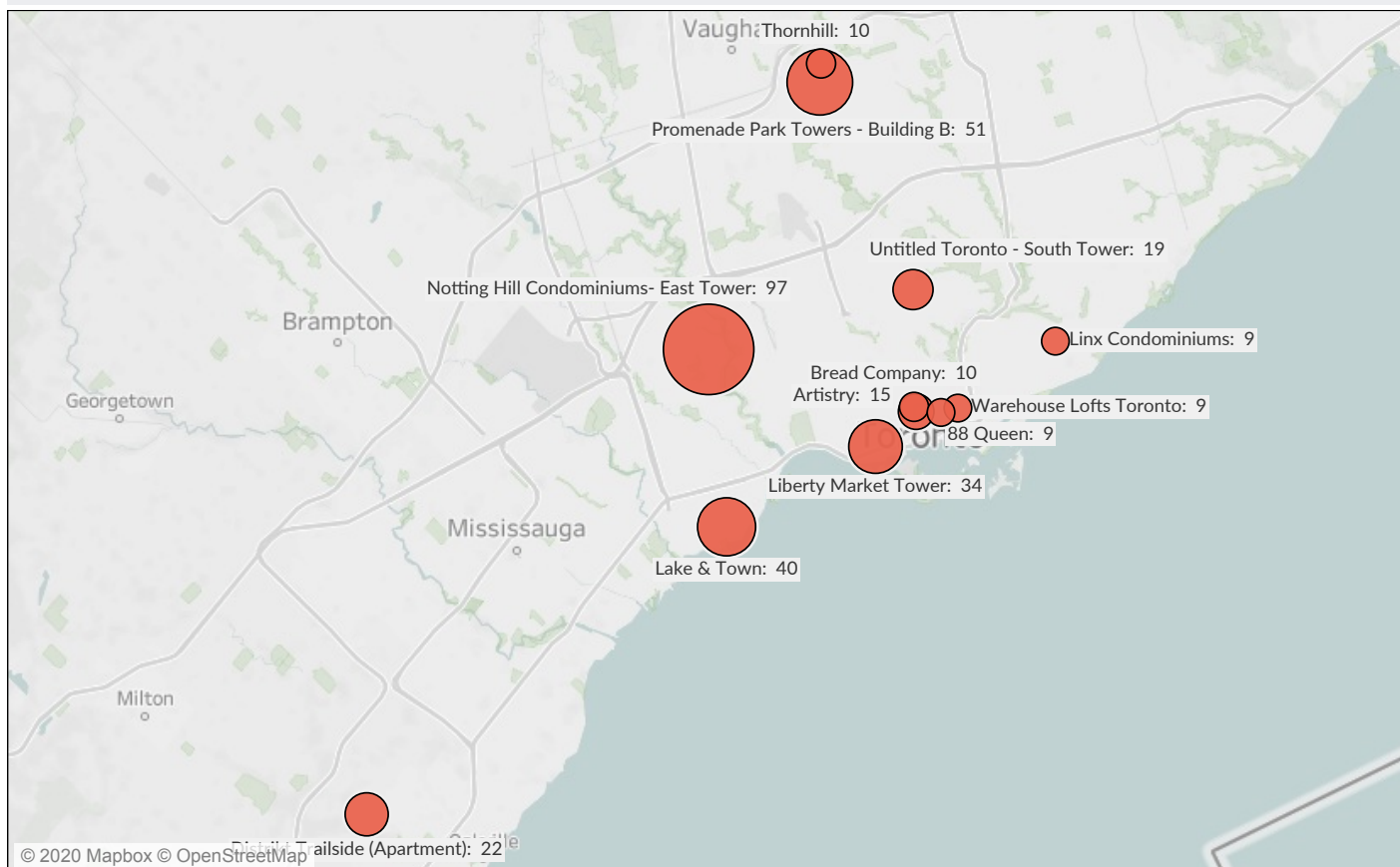


Current Sites

GTA - Active High Rise Sites by Current Month Sales



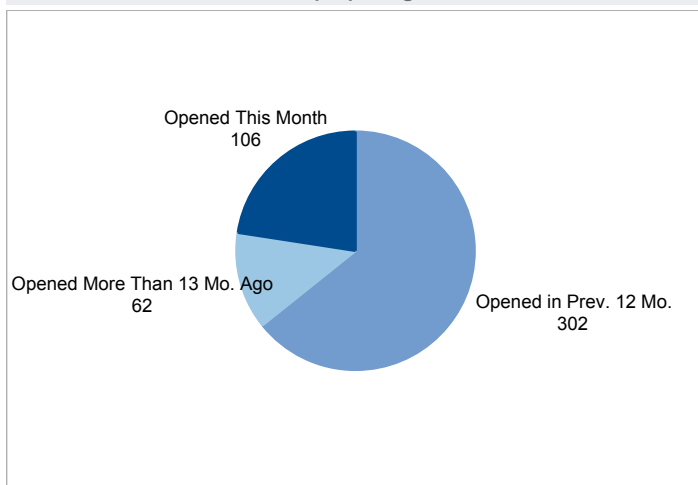
GTA - Top 10 Sites by Current Month Sales



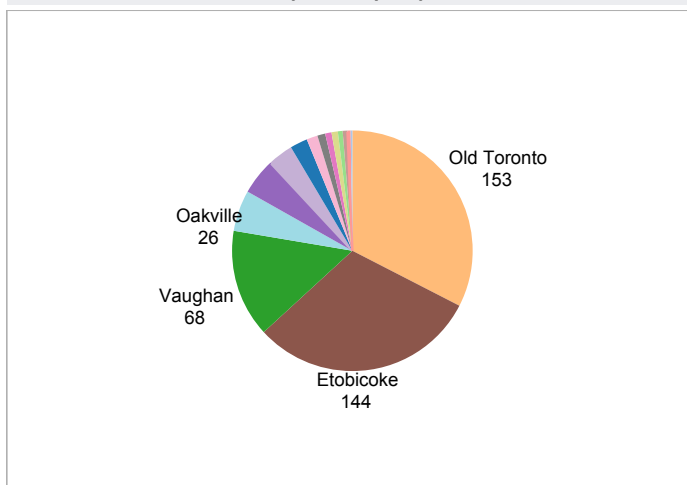
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

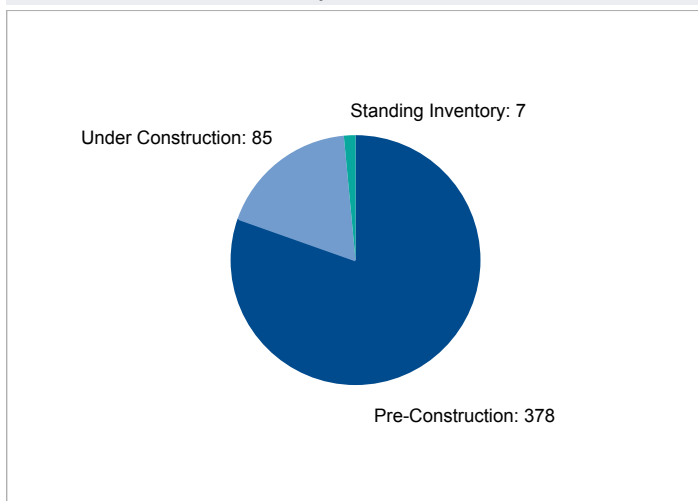
Sales by Opening Date



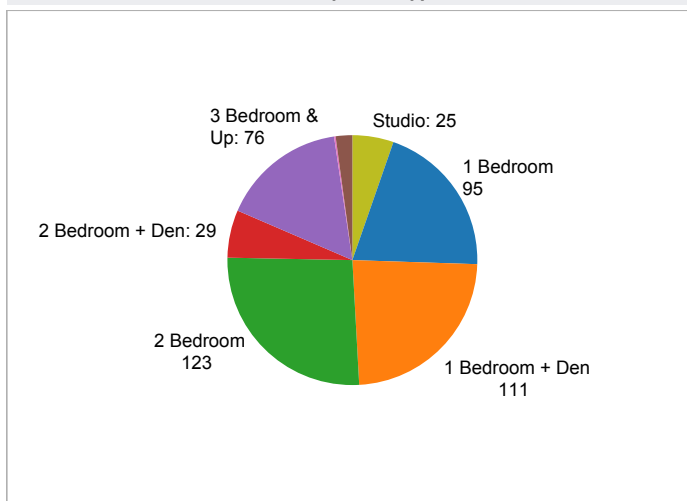
Sales by Municipality/Area



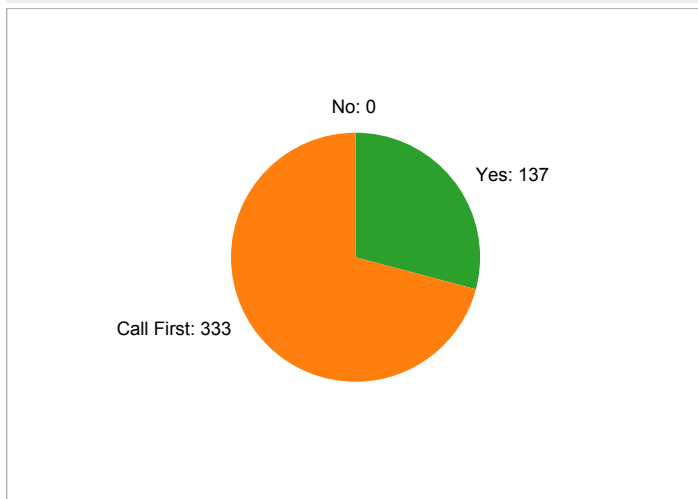
Sales by Const. Status



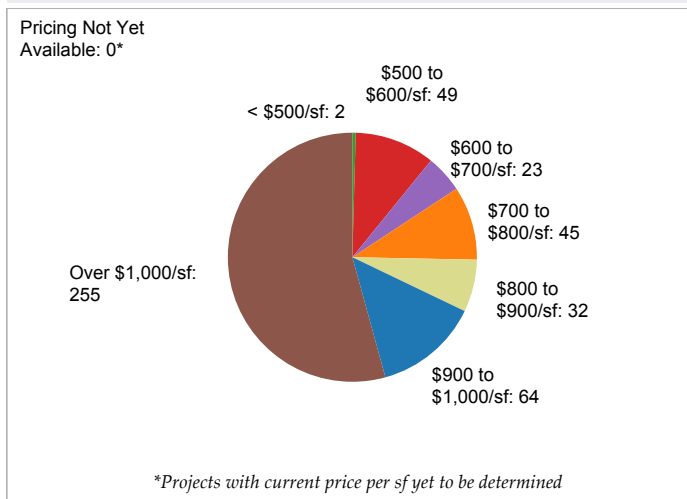
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



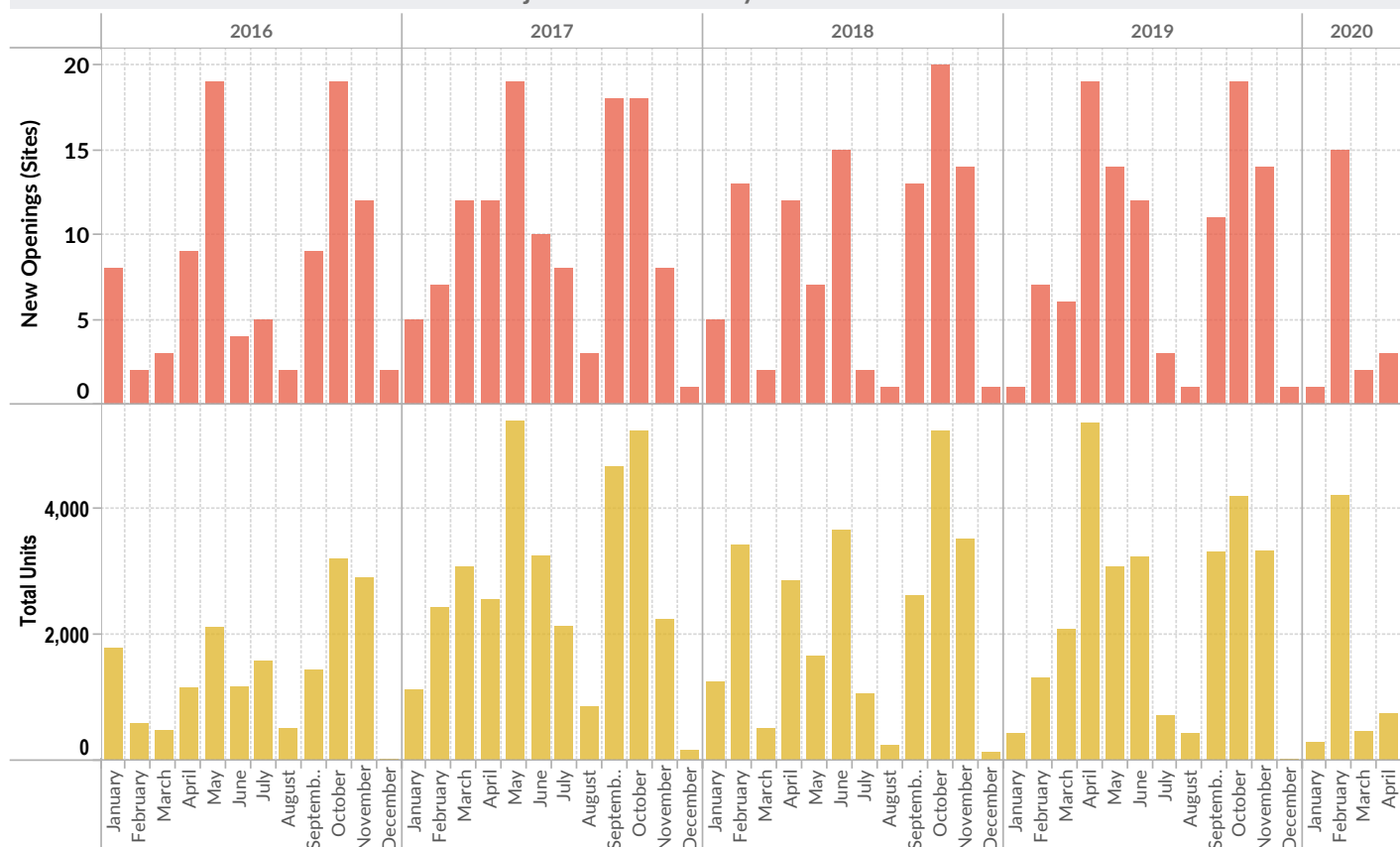
New Openings

April 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq Foot
Village - Genesis Homes	Caledon	4/1/2020	10	0	1	\$296
Warehouse Lofts Toronto - Sher Corporation and Downing Street	Old Toronto	4/1/2020	29	9	20	\$1,089
Notting Hill Condominiums- East Tower - Lanterra Developments	Etobicoke	4/3/2020	708	97	611	\$1,001
Grand Total			747	106	632	\$924

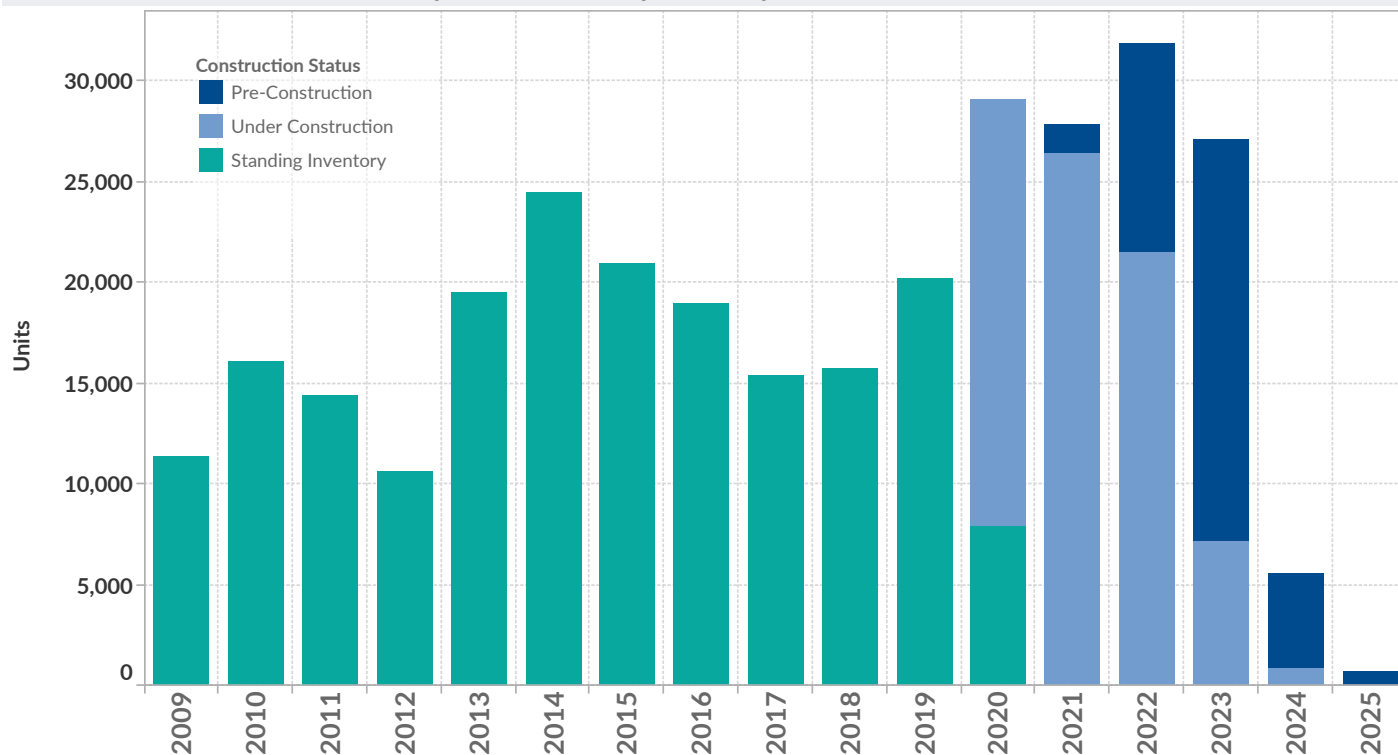
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

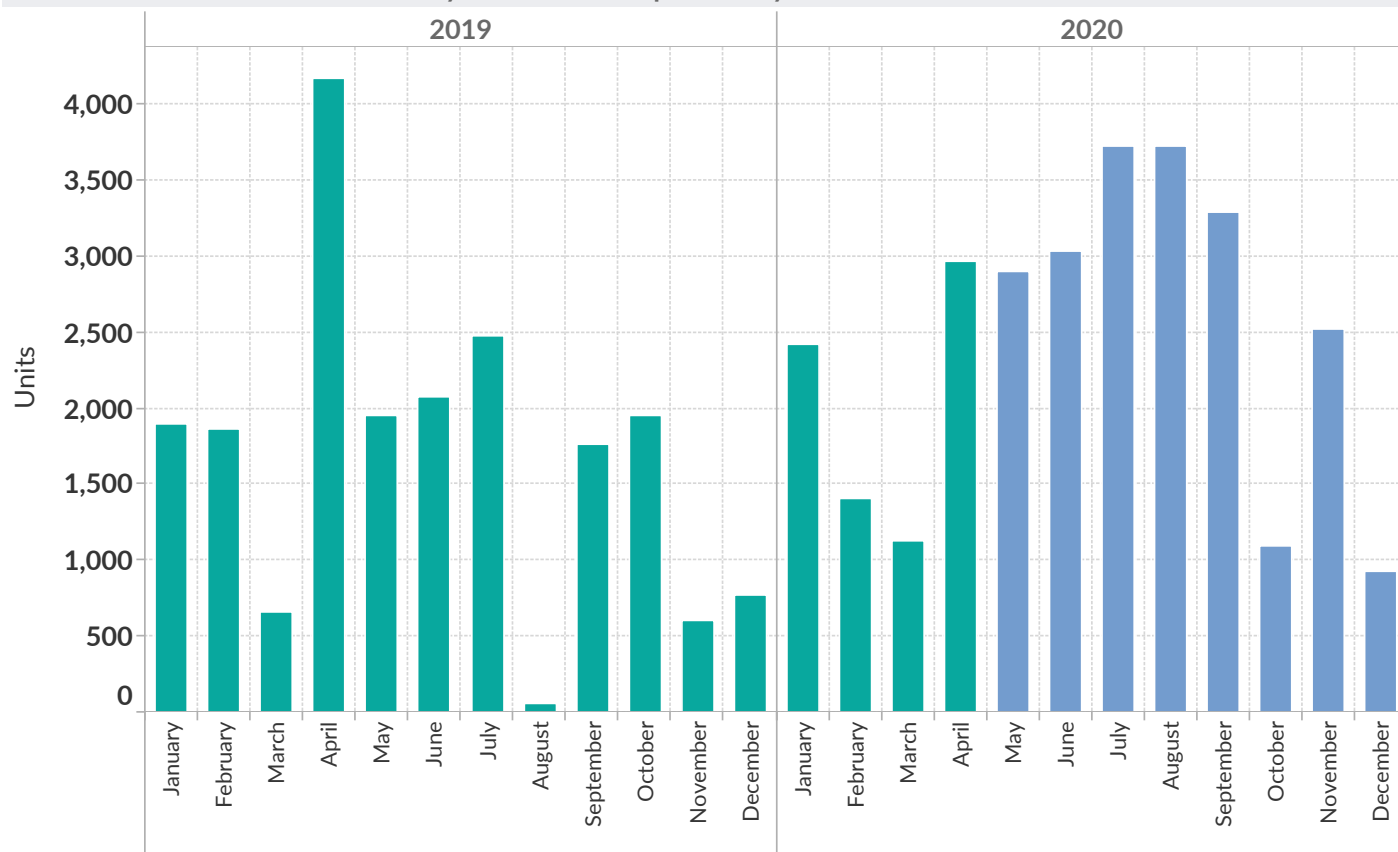


Scheduled Completions

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	24									576	8.1%
Westdale Properties	0	366	185	24									575	8.0%
CentreCourt Developments Inc.	0	4	526	0									530	7.4%
St. Thomas Developments Inc.		471	24	9									504	7.0%
Solmar Development Corp.	3	284	120	4									411	5.7%
Tribute Communities	24	58	286	27									395	5.5%
Primont Homes	37	57	212	1									307	4.3%
Greybrook Realty Partners	9	0	266	24									299	4.2%
Liberty Development Corporation	0	1	208	56									265	3.7%
Pinnacle International	77	105	45	6									233	3.3%
Lanterra Developments	27	37	69	97									230	3.2%
Branthaven Homes	0	197	17	2									216	3.0%
Lifetime Developments	0	6	168	34									208	2.9%
RioCan	17	70	88	2									177	2.5%
Davpart Inc.	22	9	131	6									168	2.3%
Sorbara	8	85	67	0									160	2.2%
Tridel	40	49	65	2									156	2.2%
Cortel Group	69	48	24	2									143	2.0%
Times Group Corporation	55	36	39	7									137	1.9%
Menkes	13	8	75	40									136	1.9%
Concord Adex	27	45	39	8									119	1.7%
Kaneff	4	63	38	7									112	1.6%
Greenland Group	89	10	6	3									108	1.5%
Capital Developments	14	16	73	1									104	1.5%
Daniels Corporation	26	52	15	11									104	1.5%
Total (All 144 Builders)	1,118	2,609	2,958	470									7,155	

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 %
	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.		
Menkes	537	274	18	24	46	42	15	60	13	8	75	40	1,152	4.1%
Tridel	148	22	384	127	175	48	36	24	40	49	65	2	1,120	4.0%
Camrost Felcorp	423	66	30	27	13	272	61	43	14	30	10	0	989	3.5%
CentreCourt Developments Inc.	63	12	3	0	9	3	298	25	0	4	526	0	943	3.4%
Tribute Communities	29	88	27	24	219	50	52	37	24	58	286	27	921	3.3%
Minto Developments	231	113	23	42	25	64	317	41	11	17	19	2	905	3.2%
RioCan	13	73	14	9	160	268	63	44	17	70	88	2	821	2.9%
Lanterra Developments	0	10	340	46	32	8	12	123	27	37	69	97	801	2.9%
Daniels Corporation	59	10	184	8	66	4	331	32	26	52	15	11	798	2.9%
QuadReal Property Group	524	221	0	0	0	0	0	4					749	2.7%
Pinnacle International	32	42	32	31	84	48	59	186	77	105	45	6	747	2.7%
Collecdev	290					322	102	5					719	2.6%
Aspen Ridge Homes	162	314	44	24	19	17	41	15	14	16	31	0	697	2.5%
Solmar Development Corp.	36	69	39	17	44	34	24	12	3	284	120	4	686	2.5%
Capital Developments	23	3	9	11	152	269	40	26	14	16	73	1	637	2.3%
Liberty Development Corporation						306	65	0	0	1	208	56	636	2.3%
Reserve Properties	6	9	8	13	16	0	0	0	0	366	186	24	628	2.2%
Westdale Properties	6	9	5	13	16	0	0	0	0	366	185	24	624	2.2%
Times Group Corporation	17	9	5	80	224	79	38	24	55	36	39	7	613	2.2%
Metropia	0	0	0	0	148	264	39	26	14	13	73	1	578	2.1%
Cortel Group	226	36	13	20	24	34	49	31	69	48	24	2	576	2.1%
Primont Homes	50	5	59	19	11	16	48	56	37	57	212	1	571	2.0%
Davpart Inc.	76	24	40	10	52	123	51	16	22	9	131	6	560	2.0%
Greybrook Realty Partners					195	23	16	16	9	0	266	24	549	2.0%
St. Thomas Developments Inc.										471	24	9	504	1.8%
Total (All 185 Builders)	3,621	2,782	2,064	1,010	2,271	3,436	3,667	1,986	1,118	2,609	2,958	470	27,992	

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 April
Notting Hill Condominiums- East Tower - Lanterra Developments	Etobicoke	Apartment	1 Bedroom	37
			1 Bedroom + Den	30
			2 Bedroom + Den	0
			3 Bedroom & Up	3
			2 Bedroom	11
			Studio	16
			Total	97
Promenade Park Towers - Building B - Liberty Development Corporation	Vaughan	Apartment	1 Bedroom	7
			1 Bedroom + Den	39
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	5
			Total	51
Lake & Town - Menkes	Etobicoke	Stacked	3 Bedroom & Up	20
			2 Bedroom	20
			Total	40
Liberty Market Tower - Lifetime Developments	Old Toronto	Apartment	1 Bedroom	18
			1 Bedroom + Den	9
			2 Bedroom + Den	0
			3 Bedroom & Up	2
			2 Bedroom	5
			Total	34
Distrikt Trailside (Apartment) - Distrikt	Oakville	Apartment	1 Bedroom	0
			1 Bedroom + Den	0
			2 Bedroom + Den	4
			3 Bedroom & Up	15
			2 Bedroom	1
			Other	2
			Total	22
Untitled Toronto - South Tower - Reserve Properties and Westdale Properties	Old Toronto	Apartment	1 Bedroom	0
			1 Bedroom + Den	0
			2 Bedroom + Den	0
			3 Bedroom & Up	13
			2 Bedroom	6
			Studio	0
			Total	19

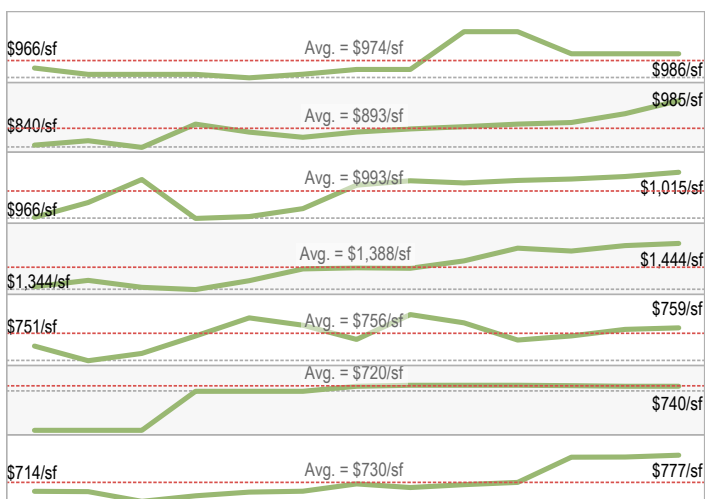
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$986/sf
	Etobicoke	\$985/sf
	North York	\$1,015/sf
	Old Toronto	\$1,444/sf
	Scarborough	\$759/sf
	York	\$740/sf
905 Area	905 All Muni.	\$777/sf

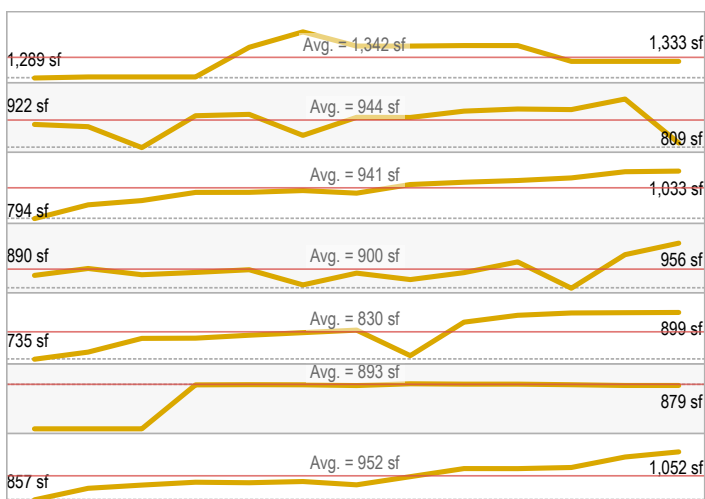
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,333 sf
	Etobicoke	809 sf
	North York	1,033 sf
	Old Toronto	956 sf
	Scarborough	899 sf
	York	879 sf
905 Area	905 All Muni.	1,052 sf

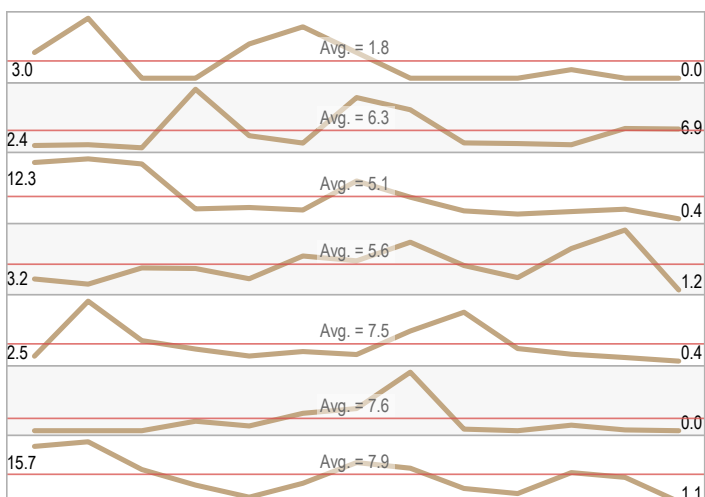
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	6.9
	North York	0.4
	Old Toronto	1.2
	Scarborough	0.4
	York	0.0
905 Area	905 All Muni.	1.1

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	April 2020				April 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 4			• 4	• 2			• 2
Central Waterfront	Old Toronto	• 8			• 8	• 32			• 32
Don Mills - York Mills	North York	• 0		• 0	• 0	• 21		• 4	• 25
Downtown Core	Old Toronto	• 11			• 11	• 10			• 10
Downtown East	Old Toronto	• 19			• 19	• 5			• 5
Downtown West	Old Toronto	• 64			• 64	• 224			• 224
Etobicoke Waterfront	Etobicoke	• 2			• 2	• 19			• 19
Highway7 - Yonge	Markham	• 2			• 2	• 0			• 0
	Richmond Hill	• 2		• 0	• 2	• 29		• 3	• 32
Mississauga City Centre	Mississauga	• 5			• 5	• 617			• 617
North Toronto	Old Toronto	• 24			• 24	• 65			• 65
North Yonge Corridor	North York	• 0		• 2	• 2	• 316		• 2	• 318
North York East	North York	• 0		• 0	• 0	• 0		• 0	• 0
North York West	North York	• 0		• 8	• 8	• 132		• 0	• 132
Not Applicable	Brampton	• 1		• 0	• 1	• 66		• 16	• 82
	Burlington	• 0			• 0	• 24			• 24
	Caledon	• 0		• 0	• 0				
	Clarington	• 0			• 0	• 2		• 0	• 2
	East York	• 0			• 0	• 3			• 3
	Etobicoke	• 102		• 40	• 142	• 29		• 14	• 43
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 0			• 0	• 1			• 1
	Markham	• 7		• 0	• 7	• 182		• 0	• 182
	Milton	• 2			• 2	• 9		• 4	• 13
	Mississauga	• 12		• 6	• 18	• 16		• 45	• 61
	Newmarket	• 5	• 0		• 5		• 0		• 0
	Oakville	• 24		• 2	• 26	• 4		• 0	• 4
	Old Toronto	• 0			• 0	• 1			• 1
	Oshawa	• 3			• 3	• 5			• 5
	Pickering	• 3		• 0	• 3	• 7		• 21	• 28
	Richmond Hill			• 2	• 2				
	Scarborough	• 3		• 4	• 7	• 23		• 12	• 35
	Vaughan	• 2		• 0	• 2	• 969		• 0	• 969
	Whitby	• 0			• 0	• 5			• 5
	Whitchurch-Stouffville	• 4			• 4	• 3			• 3
	York	• 0			• 0	• 9			• 9
Sheppard Corridor	North York	• 6		• 0	• 6	• 34		• 8	• 42
Thornhill	Markham	• 2			• 2	• 10			• 10
	Vaughan	• 66			• 66	• 10			• 10
Toronto East	Old Toronto	• 16		• 0	• 16	• 5	• 0	• 0	• 5
Toronto West	Old Toronto	• 7		• 0	• 7	• 56	• 1		• 57
Yonge - St. Clair	Old Toronto	• 0		• 0	• 0	• 3			• 3
Grand Total		• 406	• 0	• 64	• 470	• 2,948	• 1	• 129	• 3,078

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	680			680	178			178
Central Waterfront	Old Toronto	819			819	842			842
Don Mills - York Mills	North York	756		4	760	235		22	257
	Old Toronto								
Downtown Core	Old Toronto	951			951	254			254
Downtown East	Old Toronto	1,653			1,653	623			623
Downtown West	Old Toronto	2,552			2,552	1,012			1,012
Etobicoke Waterfront	Etobicoke	121			121	71			71
Highway7 - Yonge	Markham	14			14	137			137
	Richmond Hill	281		84	365	81		102	183
Mississauga City Centre	Mississauga	2,164			2,164	377			377
North Toronto	North York								
	Old Toronto	1,113			1,113	446			446
North Yonge Corridor	North York	217		4	221	87		13	100
	Old Toronto								
North York East	North York	0		20	20	0		8	8
North York West	North York	881		155	1,036	137		80	217
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	376		464	840	69		11	80
	Burlington	319			319	85			85
	Caledon	23		0	23	50		1	51
	Clarington	22		4	26	49			49
	East York	21			21	43			43
	Etobicoke	1,607		142	1,749	830		5	835
	Georgina	0			0	0			0
	Halton Hills	6			6	17			17
	King								
	Markham	869		48	917	410		0	410
	Milton	195		33	228	102			102
	Mississauga	645		567	1,212	351		191	542
	Newmarket	164	1		165	55	3		58
	North York								
	Oakville	1,455		120	1,575	189		28	217
	Old Toronto	333			333	57			57
	Oshawa	251			251	76			76
	Pickering	368		65	433	27		13	40
	Richmond Hill			96	96			24	24
	Scarborough	1,532		148	1,680	578		59	637
	Uxbridge								
	Vaughan	2,149		157	2,306	216		13	229
	Whitby	53			53	72			72
	Whitchurch-Stouffville	119			119	100			100
	York	255			255	65			65
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	372		3	375	449		13	462
Thornhill	Markham	53			53	129			129
	Vaughan	949			949	178			178
Toronto East	East York								
	Old Toronto	382	10	19	411	135		9	144
Toronto West	Old Toronto	977		59	1,036	417		7	424
Yonge - St. Clair	Old Toronto	82		10	92	83		17	100
Grand Total		25,779	11	2,202	27,992	9,312	3	616	9,931

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.