



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of May 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-20		May-19		Change	
High Rise	428		3,612		-88.2%	
Low Rise	438		969		-54.8%	
Total	866		4,581		-81.1%	
Year to Date Sales	Jan.-May. 2020		Jan.-May. 2019		Y/Y Change	
High Rise	7,655		9,553		-19.9%	
Low Rise	5,053		3,756		34.5%	
Total	12,708		13,309		-4.5%	
Year to Date Supply	Jan.-May. 2020		Jan.-May. 2019		Y/Y Change	
High Rise	5,814		12,234		-52.5%	
Low Rise	4,205		3,478		20.9%	
Total	10,019		15,712		-36.2%	
Year to Date Completions	Jan.-May. 2020		Jan.-May. 2019		Y/Y Change	
High Rise	9,056		10,539		-14.1%	
Remaining Inventory	May-20	Apr-20	May-19	M/M Change	Y/Y Change	
High Rise	9,526	9,832	14,112	-3.1%	-32.5%	
Low Rise	4,121	4,020	5,024	2.5%	-18.0%	
Total	13,647	13,852	19,136	-1.5%	-28.7%	
Benchmark Price	May-20	Apr-20	May-19	M/M Change	Y/Y Change	
High Rise	\$985,436	\$984,369	\$779,687	0.1%	26.4%	
Low Rise	\$1,109,643	\$1,117,955	\$1,109,501	-0.7%	0.0%	
Projects	New Openings	All Active	Under Const.	Pre-Const.		
High Rise Projects	3	361	285	147		
High Rise Units	175	95,019	77,701	36,107		
% Sold*	74%	85%	92%	79%		
Low Rise Projects	5	294				
Low Rise Units	75	30,590				
% Sold*	27%	87%				

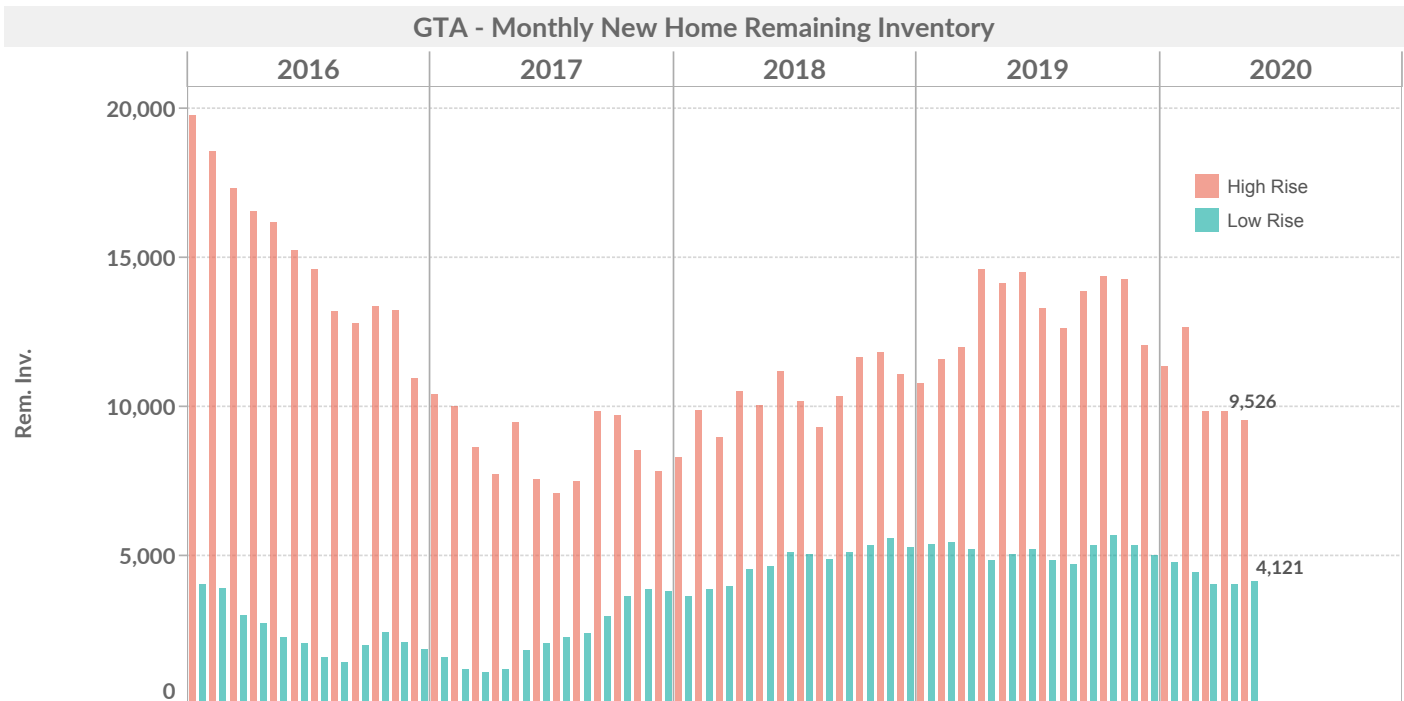
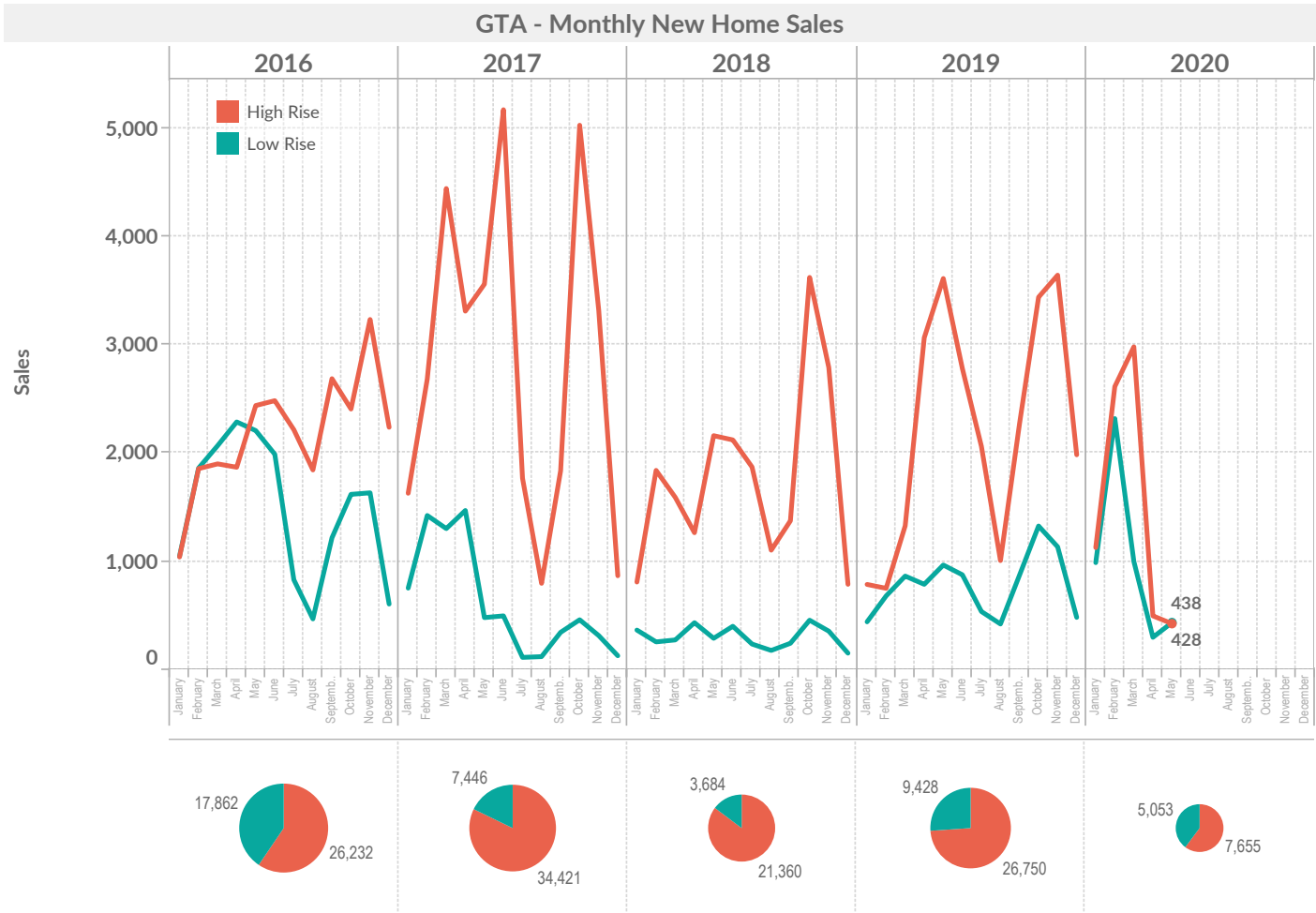
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

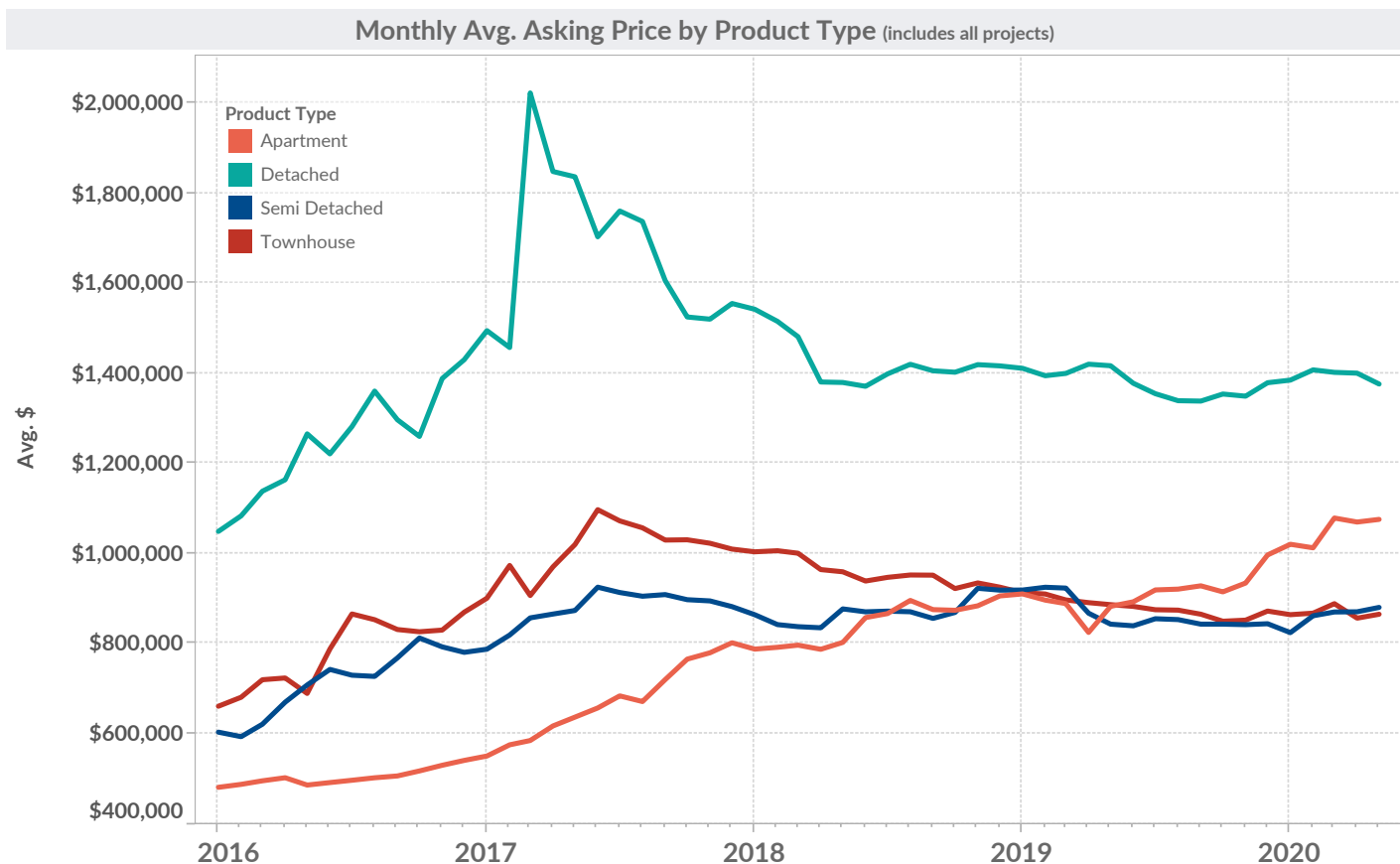
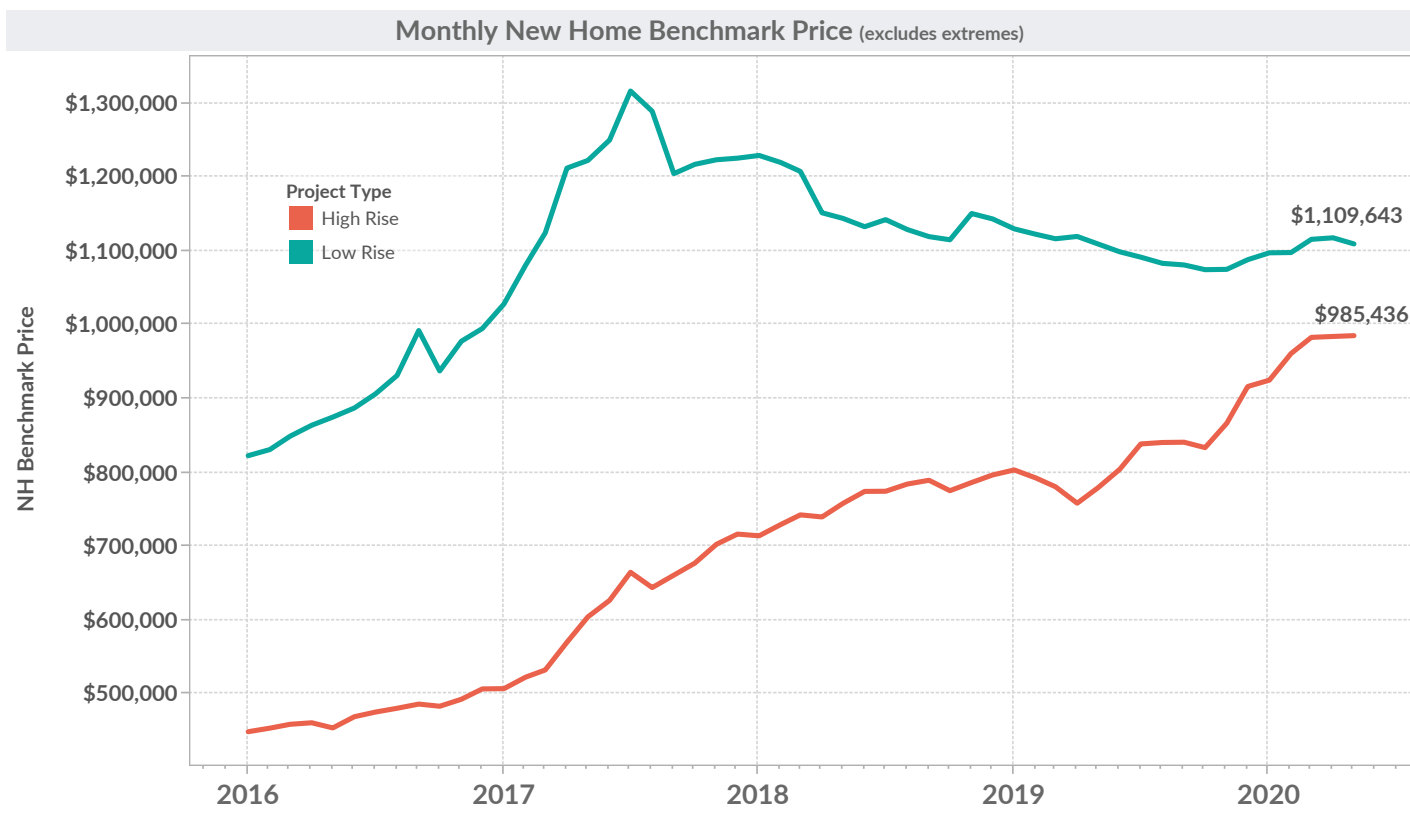
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

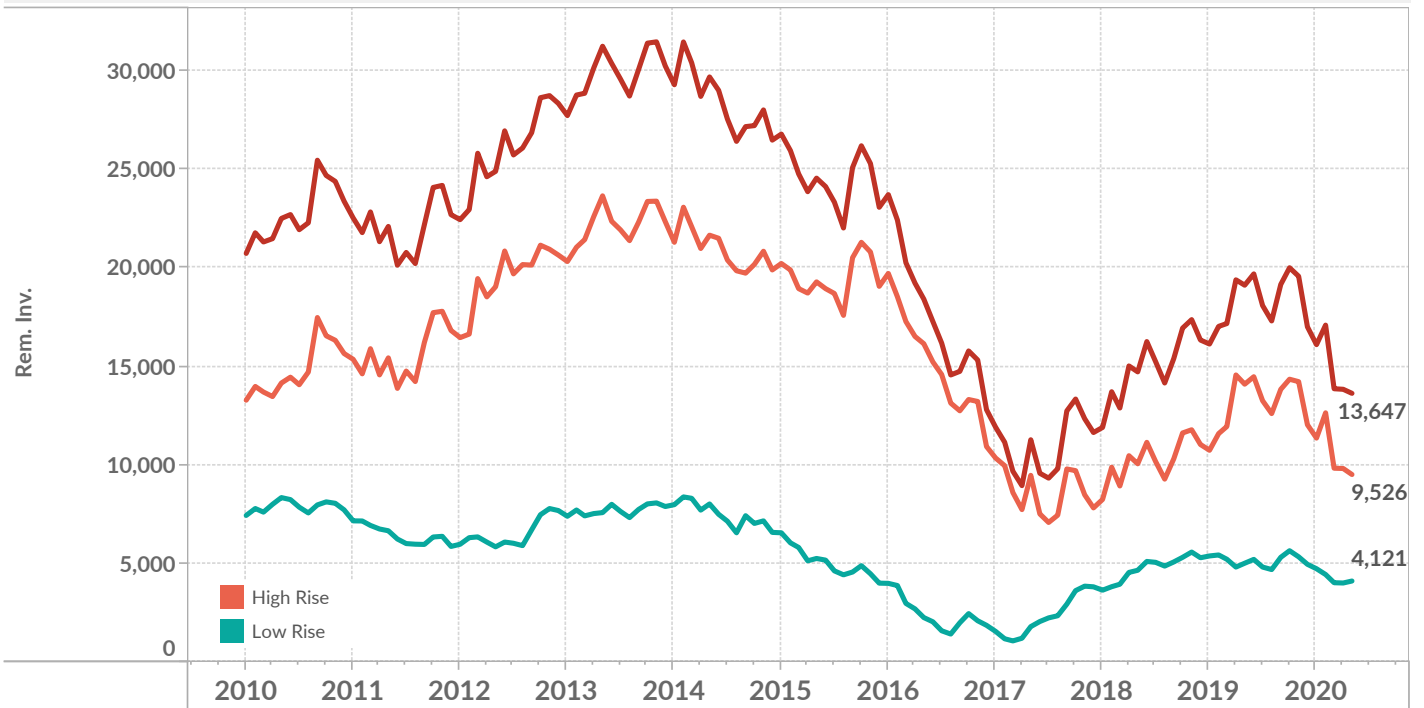


Pricing

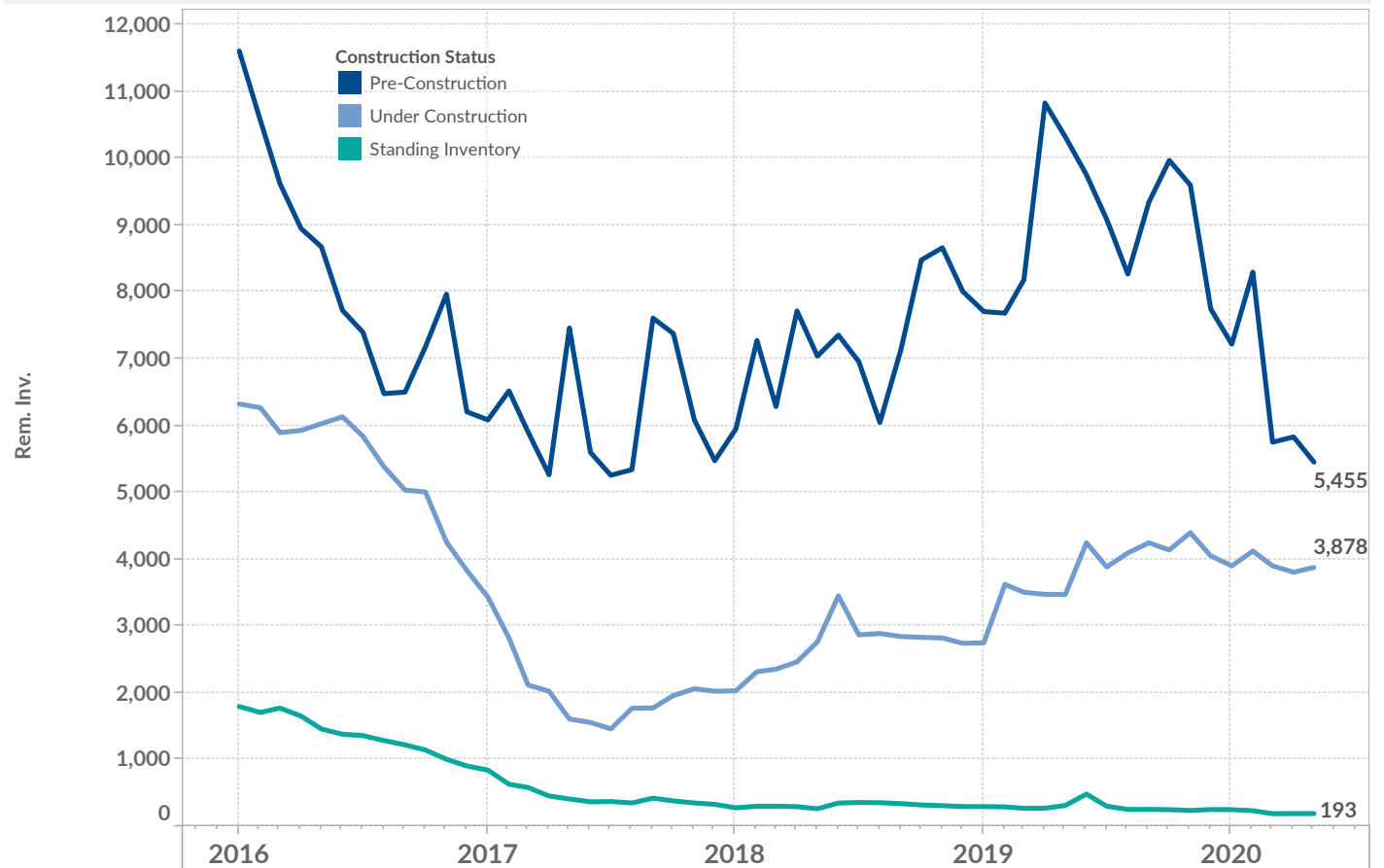


Remaining Inventory

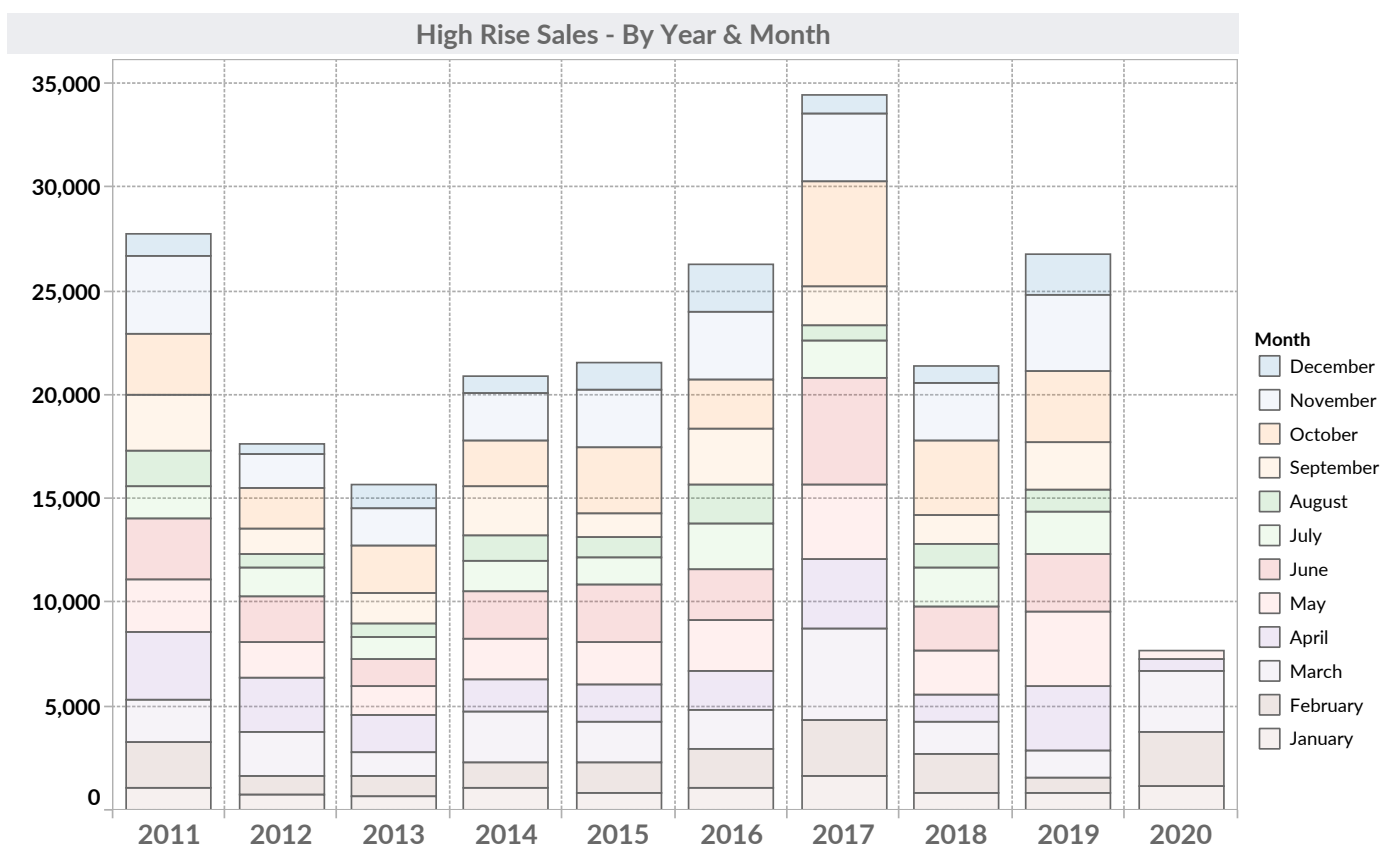
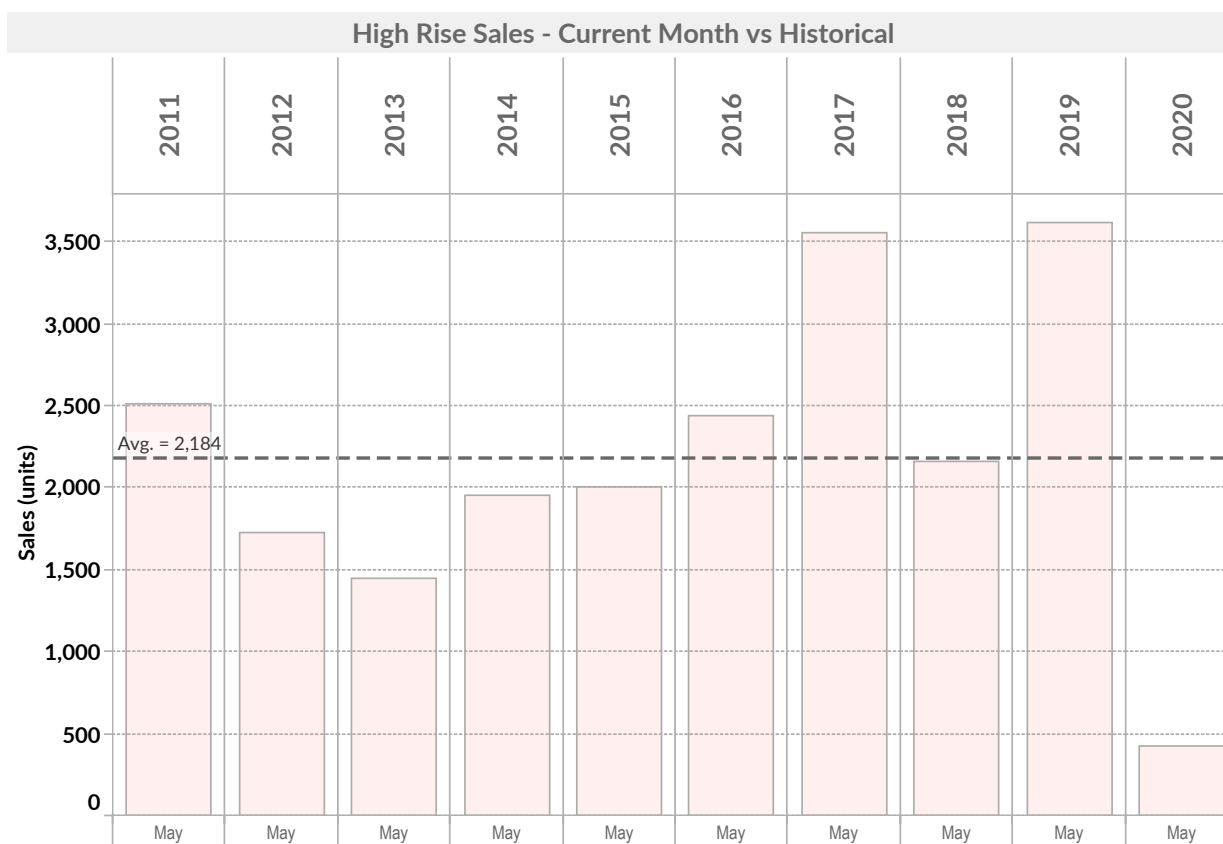
GTA - Monthly New Home Remaining Inventory



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

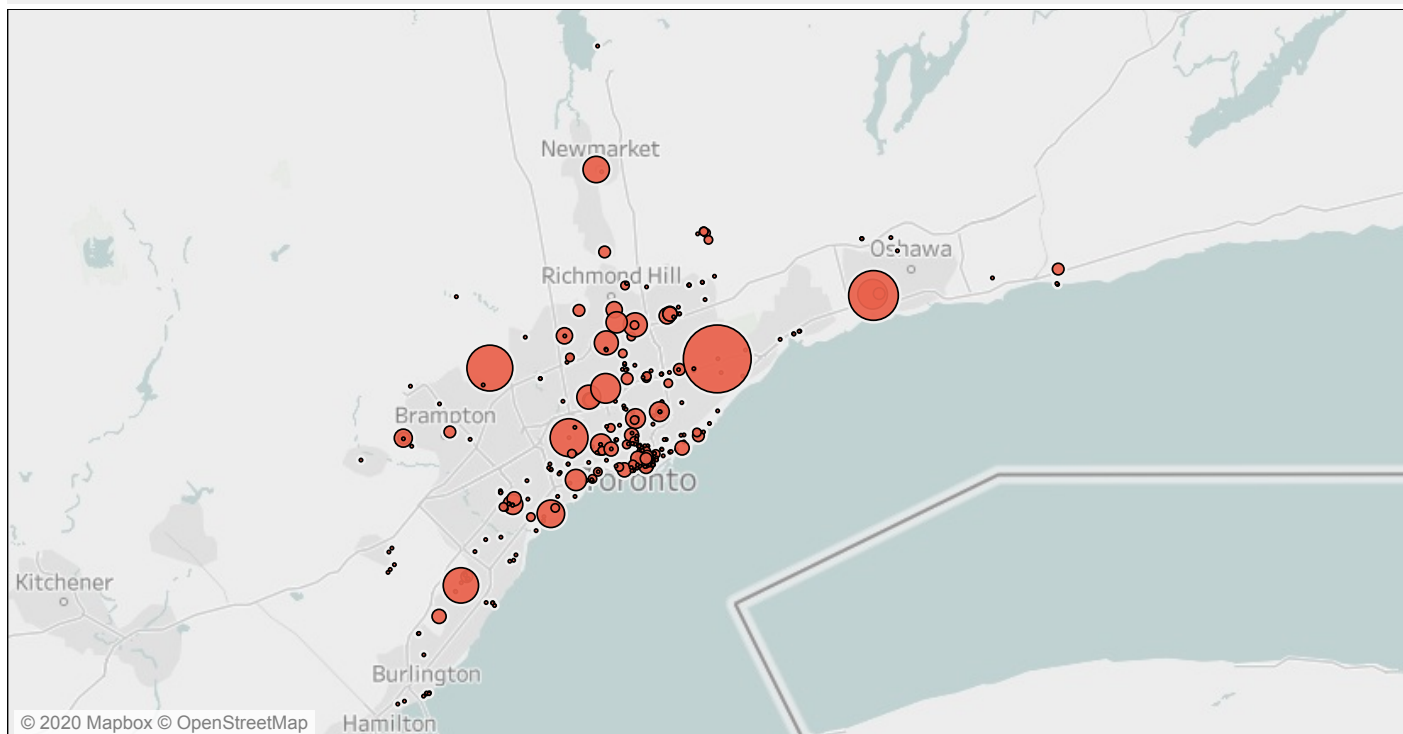


Historical Sales Comparison

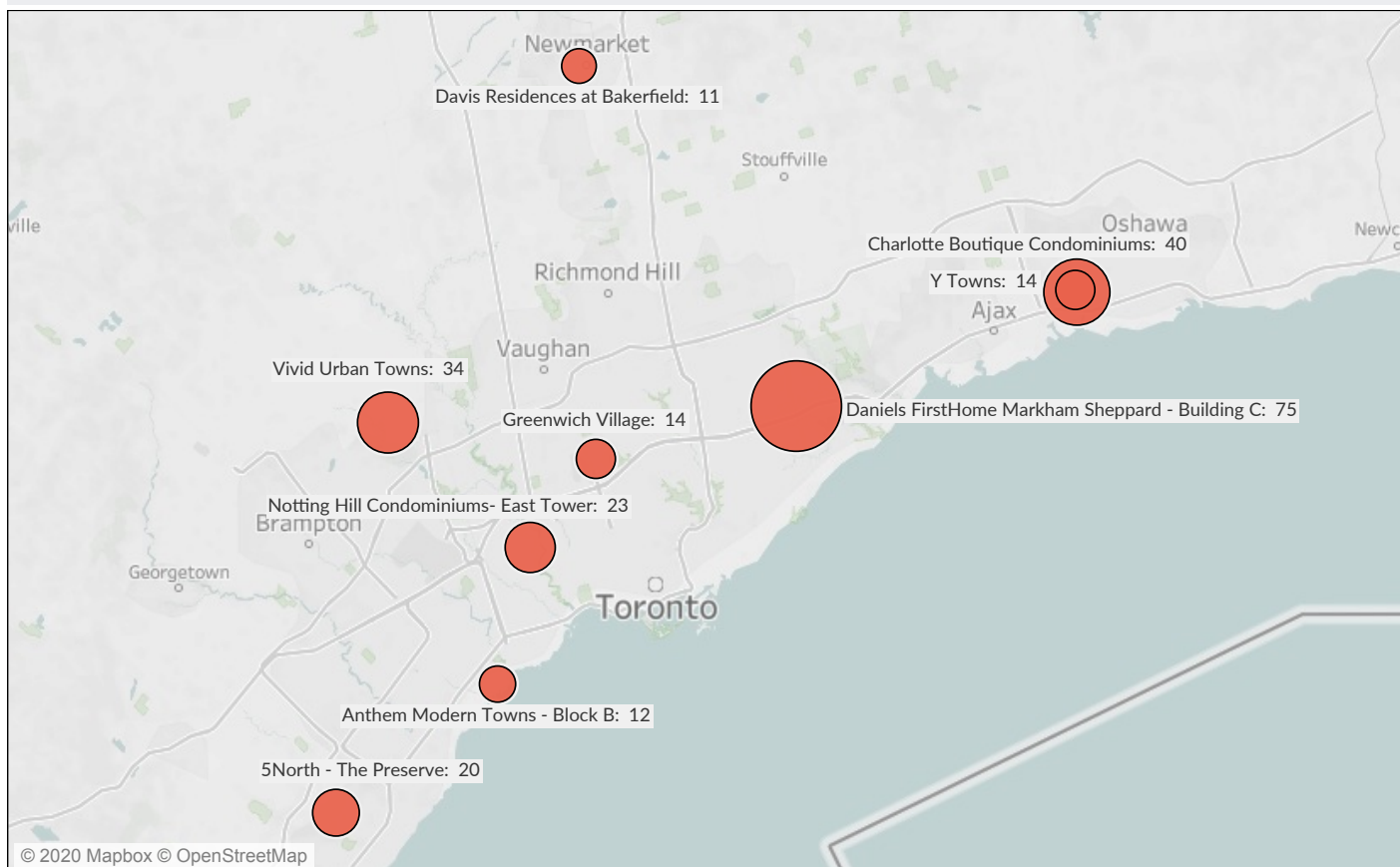


Current Sites

GTA - Active High Rise Sites by Current Month Sales



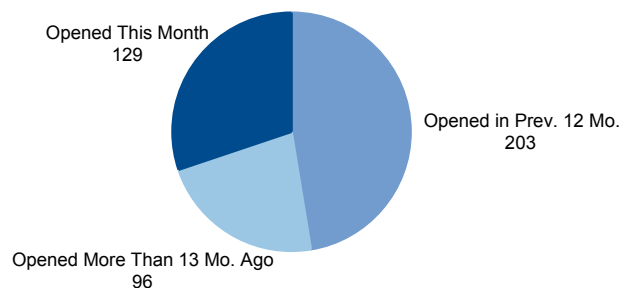
GTA - Top 10 Sites by Current Month Sales



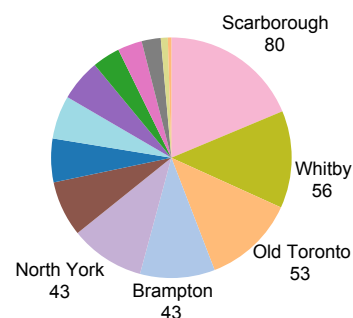
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

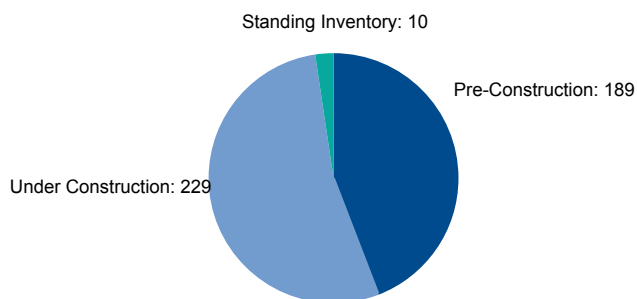
Sales by Opening Date



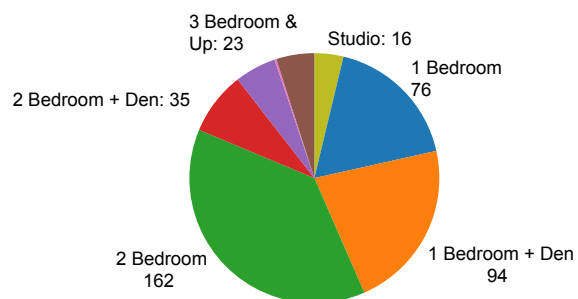
Sales by Municipality/Area



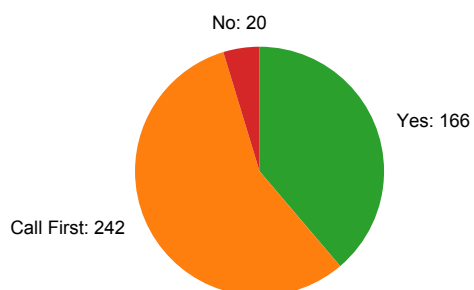
Sales by Const. Status



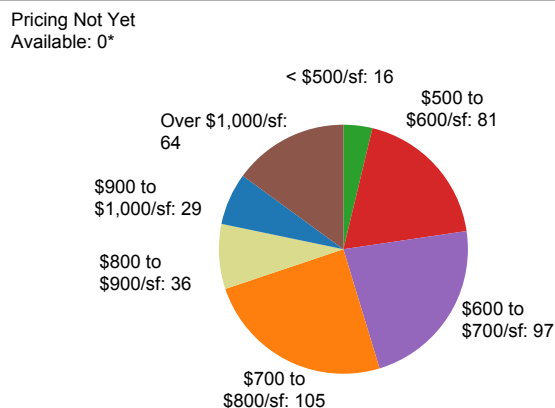
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

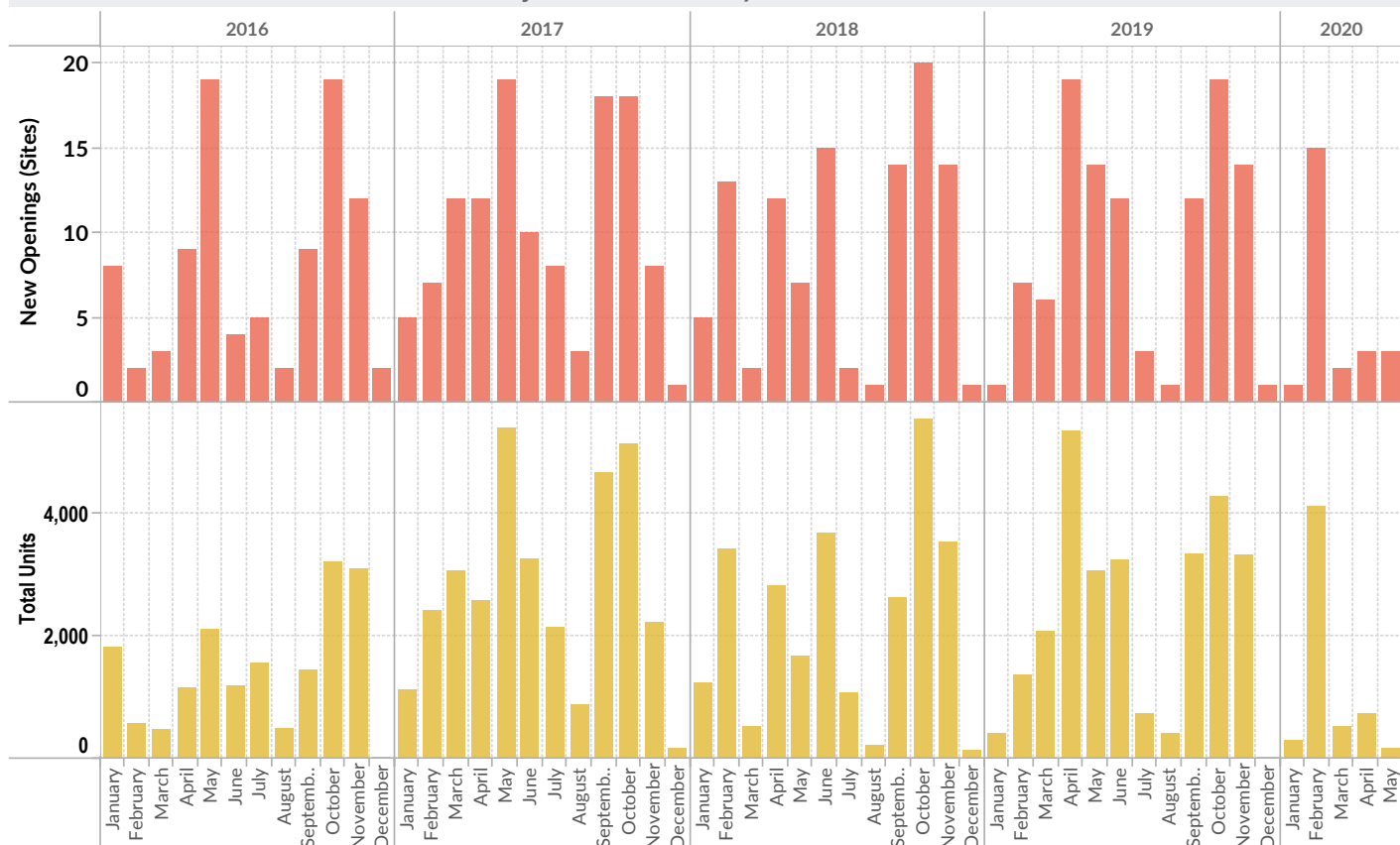
New Openings

May 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq Foot
Y Towns - Modeno Homes and Sabrina Homes	Whitby	5/1/2020	38	14	24	\$473
Charlotte Boutique Condominiums - Castlview 500 Developments Inc.	Whitby	5/2/2020	59	40	19	\$579
Daniels FirstHome Markham Sheppard - Building C - Daniels Corporation and Diamond Corp	Scarborough	5/14/2020	78	75	3	\$689
Grand Total			175	129	46	\$607

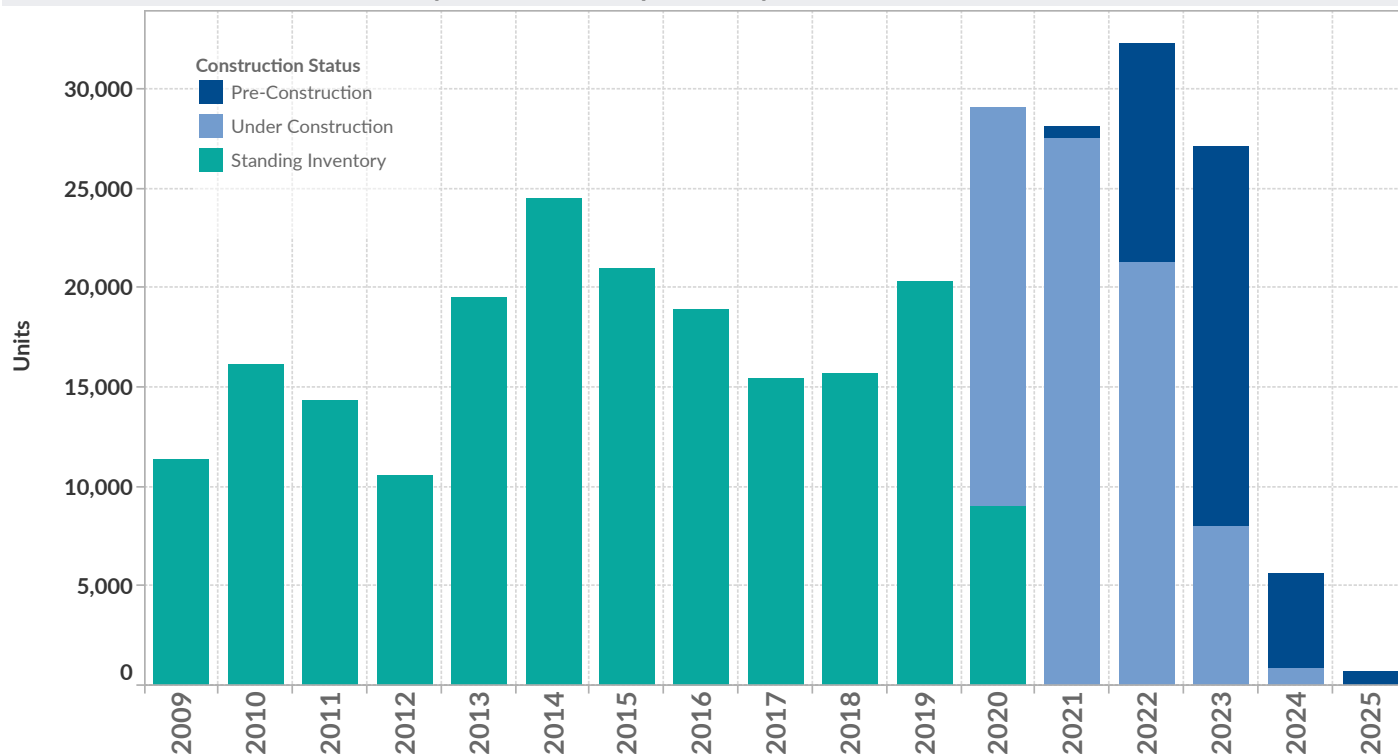
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

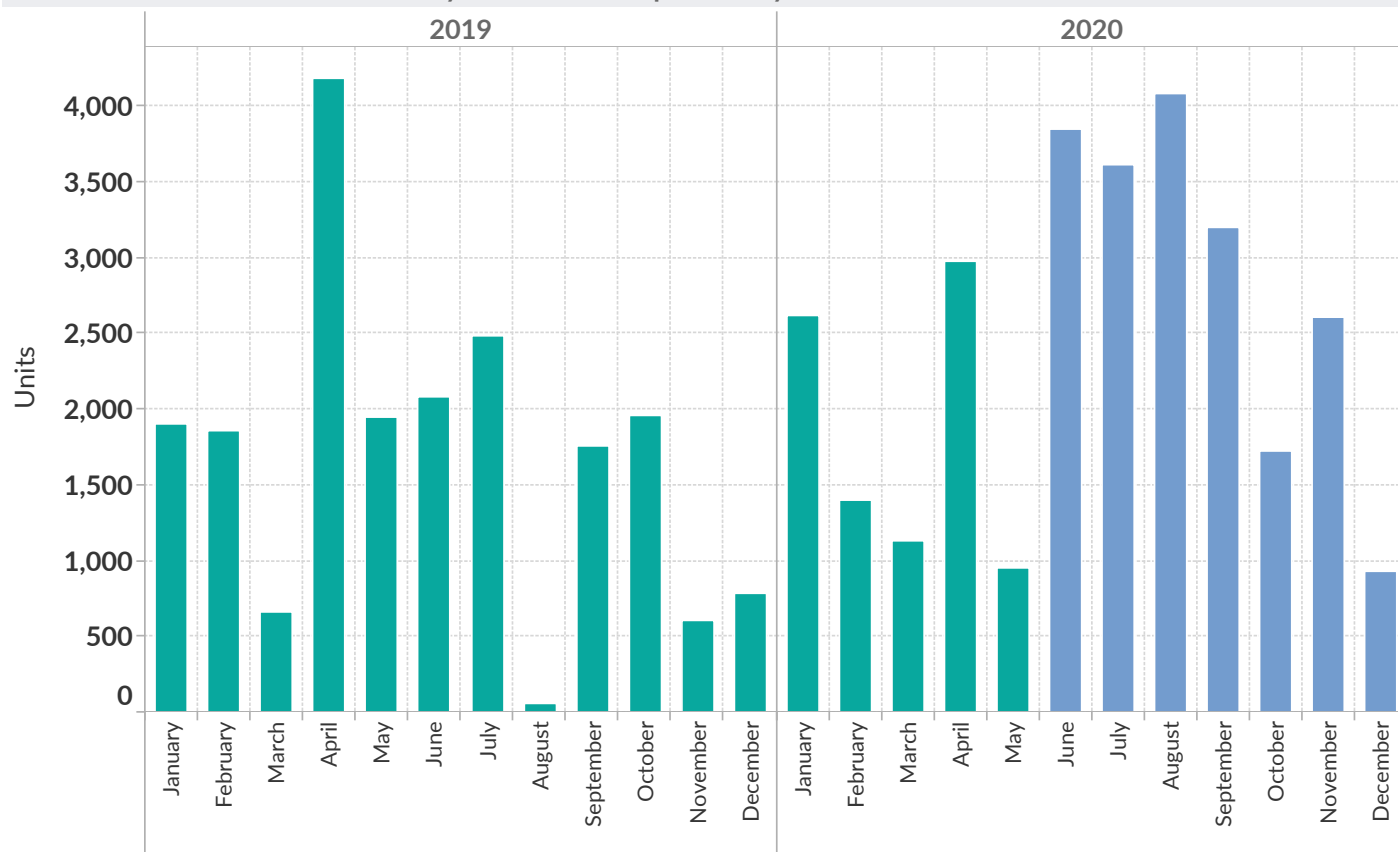


Scheduled Completions

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	0								576	7.5%
Westdale Properties	0	366	185	24	0								575	7.5%
CentreCourt Developments Inc.	0	4	526	0	0								530	6.9%
St. Thomas Developments Inc.		471	24	9	2								506	6.6%
Solmar Development Corp.	3	284	120	4	6								417	5.4%
Tribute Communities	24	58	286	27	6								401	5.2%
Primont Homes	37	57	212	1	7								314	4.1%
Greybrook Realty Partners	9	0	266	24	3								302	3.9%
Liberty Development Corporation	0	1	208	56	0								265	3.5%
Lanterra Developments	27	37	69	97	23								253	3.3%
Pinnacle International	77	105	45	6	5								238	3.1%
Branthaven Homes	0	197	17	2	2								218	2.8%
Lifetime Developments	0	6	168	36	3								213	2.8%
Daniels Corporation	26	52	15	11	84								188	2.5%
RioCan	17	70	88	2	0								177	2.3%
Daypart Inc.	22	9	131	6	0								168	2.2%
Tridel	40	49	65	2	9								165	2.2%
Times Group Corporation	55	36	39	7	25								162	2.1%
Sorbara	8	85	67	0	0								160	2.1%
Cortel Group	69	48	24	2	1								144	1.9%
Menkes	13	8	75	40	4								140	1.8%
Concord Adex	27	45	39	15	3								129	1.7%
Kaneff	4	63	38	7	3								115	1.5%
Greenland Group	89	10	6	3	0								108	1.4%
Capital Developments	14	16	73	1	1								105	1.4%
Total (All 147 Builders)	1,130	2,615	2,982	500	428								7,655	

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 %
	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.		
Tridel	22	384	127	175	48	36	24	40	49	65	2	9	981	3.9%
Tribute Communities	88	27	24	219	50	52	37	24	58	286	27	6	898	3.6%
CentreCourt Developments Inc.	12	3	0	9	3	298	25	0	4	526	0	0	880	3.5%
Lanterra Developments	10	340	46	32	8	12	123	27	37	69	97	23	824	3.3%
Daniels Corporation	10	184	8	66	4	331	32	26	52	15	11	84	823	3.3%
RioCan	73	14	9	160	268	63	44	17	70	88	2	0	808	3.3%
Pinnacle International	42	32	31	84	48	59	186	77	105	45	6	5	720	2.9%
Minto Developments	113	23	42	25	64	317	41	11	17	19	2	4	678	2.7%
Solmar Development Corp.	69	39	17	44	34	24	12	3	284	120	4	6	656	2.6%
Liberty Development Corporation					306	65	0	0	1	208	56	0	636	2.6%
Reserve Properties	9	8	13	16	0	0	0	0	366	186	24	0	622	2.5%
Times Group Corporation	9	5	80	224	79	38	24	55	36	39	7	25	621	2.5%
Menkes	274	18	24	46	42	15	60	13	8	75	40	4	619	2.5%
Westdale Properties	9	5	13	16	0	0	0	0	366	185	24	0	618	2.5%
Capital Developments	3	9	11	152	269	40	26	14	16	73	1	1	615	2.5%
Metropia	0	0	0	148	264	39	26	14	13	73	1	1	579	2.3%
Camrost Felcorp	66	30	27	13	272	61	43	14	30	10	0	0	566	2.3%
Greybrook Realty Partners				195	23	16	16	9	0	266	24	3	552	2.2%
Aspen Ridge Homes	314	44	24	19	17	41	15	14	16	31	0	2	537	2.2%
Primont Homes	5	59	19	11	16	48	56	37	57	212	1	7	528	2.1%
St. Thomas Developments Inc.									471	24	9	2	506	2.0%
Broccolini	137	57	51	50	68	74	18	26	2	5	0	1	489	2.0%
Davpart Inc.	24	40	10	52	123	51	16	22	9	131	6	0	484	1.9%
Concord Adex	108	17	25	32	58	51	62	27	45	39	15	3	482	1.9%
El-Ad Canada Inc.	2	7	1	235	7	132	5	27	14	7	1	3	441	1.8%
Total (All 184 Builders)	2,782	2,063	1,010	2,273	3,440	3,643	1,986	1,130	2,615	2,982	500	428	24,852	

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 May
Daniels FirstHome Markham Sheppard - Building C - Daniels Corporation and Diamond Corp	Scarborough	Apartment	1 Bedroom	16
			1 Bedroom + Den	30
			3 Bedroom & Up	5
			2 Bedroom	23
			Studio	1
			Total	75
Charlotte Boutique Condominiums - Castlevue 500 Developments Inc.	Whitby	Apartment	1 Bedroom	23
			1 Bedroom + Den	7
			2 Bedroom + Den	0
			2 Bedroom	10
			Other	0
			Total	40
Vivid Urban Towns - Mosaik Homes	Brampton	Stacked	1 Bedroom	3
			2 Bedroom	31
			Total	34
Notting Hill Condominiums- East Tower - Lanterra Developments	Etobicoke	Apartment	1 Bedroom	7
			1 Bedroom + Den	7
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	1
			Studio	8
			Total	23
5North - The Preserve - Mattamy Homes	Oakville	Apartment	1 Bedroom	1
			1 Bedroom + Den	8
			2 Bedroom	10
			Studio	1
			Total	20
Greenwich Village - Crown Communities	North York	Stacked	1 Bedroom + Den	0
			2 Bedroom + Den	2
			2 Bedroom	6
			Other	6
			Studio	0
			Total	14
Y Towns - Modeno Homes and Sabrina Homes	Whitby	Stacked	3 Bedroom & Up	5
			2 Bedroom	9
			Total	14

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$986/sf
	Etobicoke	\$936/sf
	North York	\$1,045/sf
	Old Toronto	\$1,441/sf
	Scarborough	\$759/sf
	York	\$874/sf
905 Area	905 All Muni.	\$776/sf

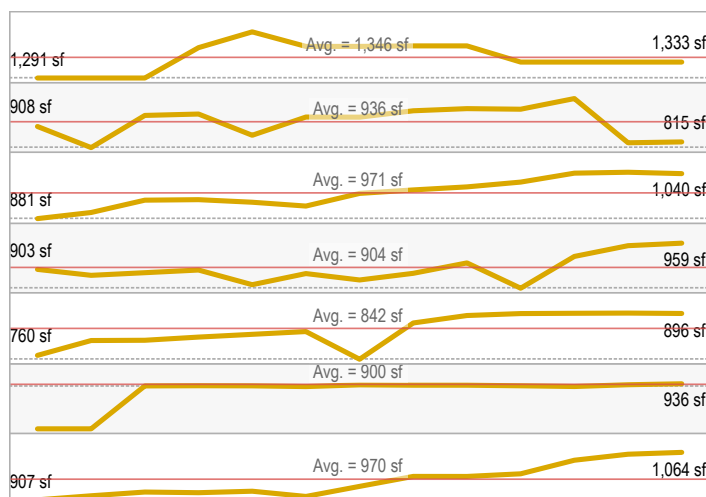
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,333 sf
	Etobicoke	815 sf
	North York	1,040 sf
	Old Toronto	959 sf
	Scarborough	896 sf
	York	936 sf
905 Area	905 All Muni.	1,064 sf

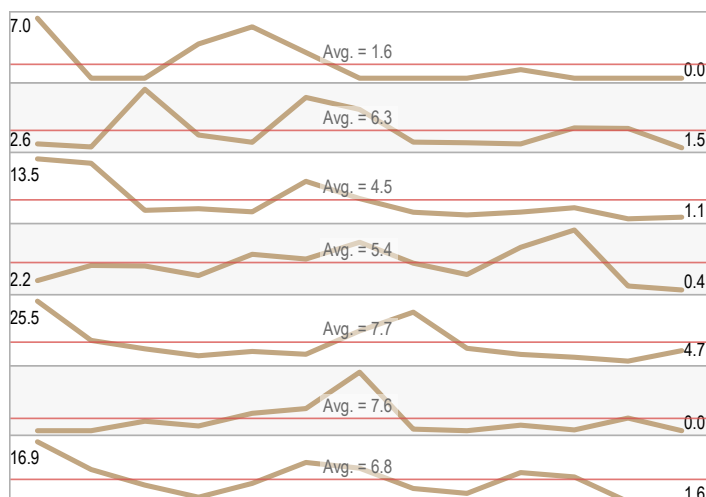
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	1.5
	North York	1.1
	Old Toronto	0.4
	Scarborough	4.7
	York	0.0
905 Area	905 All Muni.	1.6

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	May 2020				May 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	0			0	3			3
Central Waterfront	Old Toronto	5			5	34			34
Don Mills - York Mills	North York	9		0	9	161		1	162
Downtown Core	Old Toronto	0			0	79			79
Downtown East	Old Toronto	11			11	10			10
Downtown West	Old Toronto	9			9	91			91
Etobicoke Waterfront	Etobicoke	1			1	20			20
Highway7 - Yonge	Markham	10			10	0			0
	Richmond Hill	11		1	12	3		2	5
Mississauga City Centre	Mississauga	7			7	531			531
North Toronto	Old Toronto	7			7	22			22
North Yonge Corridor	North York	2		0	2	89		0	89
North York East	North York	0		0	0	0		0	0
North York West	North York	12		17	29	307		2	309
Not Applicable	Brampton	9		34	43	40		55	95
	Burlington	0			0	19			19
	Caledon	0		0	0				
	Clarington	2			2	0		0	0
	East York	0			0	7			7
	Etobicoke	31		0	31	22		23	45
	Georgina	0			0	0			0
	Halton Hills	0			0	0			0
	Markham	13		0	13	163		4	167
	Milton	0			0	8		5	13
	Mississauga	3		14	17	40		34	74
	Newmarket	11	0		11	0	0		0
	Oakville	25		0	25	344		93	437
	Old Toronto	1			1	0			0
	Oshawa	0			0	14			14
	Pickering	0		0	0	3		21	24
	Richmond Hill			2	2				
	Scarborough	79		1	80	380		3	383
	Vaughan	7		0	7	875		6	881
	Whitby	42		14	56	11			11
	Whitchurch-Stouffville	4			4	21			21
	York	0			0	6			6
Sheppard Corridor	North York	3		0	3	9		1	10
Thornhill	Markham	2			2	1			1
	Vaughan	9			9	4			4
Toronto East	Old Toronto	3		0	3	6	0	1	7
Toronto West	Old Toronto	12		0	12	38			38
Yonge - St. Clair	Old Toronto	5		0	5	0			0
Grand Total		345	0	83	428	3,361	0	251	3,612

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	676			676	179			179
Central Waterfront	Old Toronto	790			790	837			837
Don Mills - York Mills	North York	604		3	607	226		22	248
	Old Toronto								
Downtown Core	Old Toronto	871			871	255			255
Downtown East	Old Toronto	1,654			1,654	533			533
Downtown West	Old Toronto	2,472			2,472	882			882
Etobicoke Waterfront	Etobicoke	102			102	70			70
Highway7 - Yonge	Markham	24			24	36			36
	Richmond Hill	289		83	372	70		101	171
Mississauga City Centre	Mississauga	1,647			1,647	363			363
North Toronto	North York								
	Old Toronto	1,069			1,069	468			468
North Yonge Corridor	North York	130		4	134	156		13	169
	Old Toronto								
North York East	North York	0		20	20	0		8	8
North York West	North York	585		191	776	59		37	96
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	345		443	788	60		21	81
	Burlington	306			306	82			82
	Caledon	23		0	23	50		1	51
	Clarington	24		4	28	47			47
	East York	14			14	43			43
	Etobicoke	1,616		119	1,735	799		5	804
	Georgina	0			0	0			0
	Halton Hills	6			6	17			17
	King								
	Markham	718		44	762	398		0	398
	Milton	187		28	215	102			102
	Mississauga	607		555	1,162	349		209	558
	Newmarket	175	1		176	44	3		47
	North York								
	Oakville	1,130		27	1,157	197		28	225
	Old Toronto	334			334	56			56
	Oshawa	237			237	76			76
	Pickering	365		45	410	27		13	40
	Richmond Hill			98	98			22	22
	Scarborough	1,225		146	1,371	583		58	641
	Uxbridge								
	Vaughan	1,281		151	1,432	222		13	235
	Whitby	84		14	98	89		24	113
	Whitchurch-Stouffville	105			105	93			93
	York	259			259	55			55
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	374		2	376	439		13	452
Thornhill	Markham	54			54	127			127
	Vaughan	954			954	169			169
Toronto East	East York								
	Old Toronto	402	10	19	431	162		10	172
Toronto West	Old Toronto	951		59	1,010	405		7	412
Yonge - St. Clair	Old Toronto	87		10	97	76		17	93
Grand Total		22,776	11	2,065	24,852	8,901	3	622	9,526

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