



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of June 2020

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-20	Jun-19	Change		
High Rise	744	2,775	-73.2%		
Low Rise	1,160	879	32.0%		
Total	1,904	3,654	-47.9%		
Year to Date Sales	Jan.-Jun. 2020	Jan.-Jun. 2019	Y/Y Change		
High Rise	8,347	12,325	-32.3%		
Low Rise	6,214	4,621	34.5%		
Total	14,561	16,946	-14.1%		
Year to Date Supply	Jan.-Jun. 2020	Jan.-Jun. 2019	Y/Y Change		
High Rise	6,236	15,489	-59.7%		
Low Rise	4,547	5,430	-16.3%		
Total	10,783	20,919	-48.5%		
Year to Date Completions	Jan.-Jun. 2020	Jan.-Jun. 2019	Y/Y Change		
High Rise	10,222	12,614	-19.0%		
Remaining Inventory	Jun-20	May-20	Jun-19	M/M Change	Y/Y Change
High Rise	9,679	9,549	14,513	1.4%	-33.3%
Low Rise	4,184	4,131	5,229	1.3%	-20.0%
Total	13,863	13,680	19,742	1.3%	-29.8%
Benchmark Price	Jun-20	May-20	Jun-19	M/M Change	Y/Y Change
High Rise	\$999,228	\$985,436	\$804,591	1.4%	24.2%
Low Rise	\$1,141,848	\$1,109,643	\$1,098,948	2.9%	3.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	360	284	147	
High Rise Units	244	95,384	77,372	36,211	
% Sold*	50%	924%	92%	78%	
Low Rise Projects	15	298			
Low Rise Units	452	30,301			
% Sold*	52%	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.

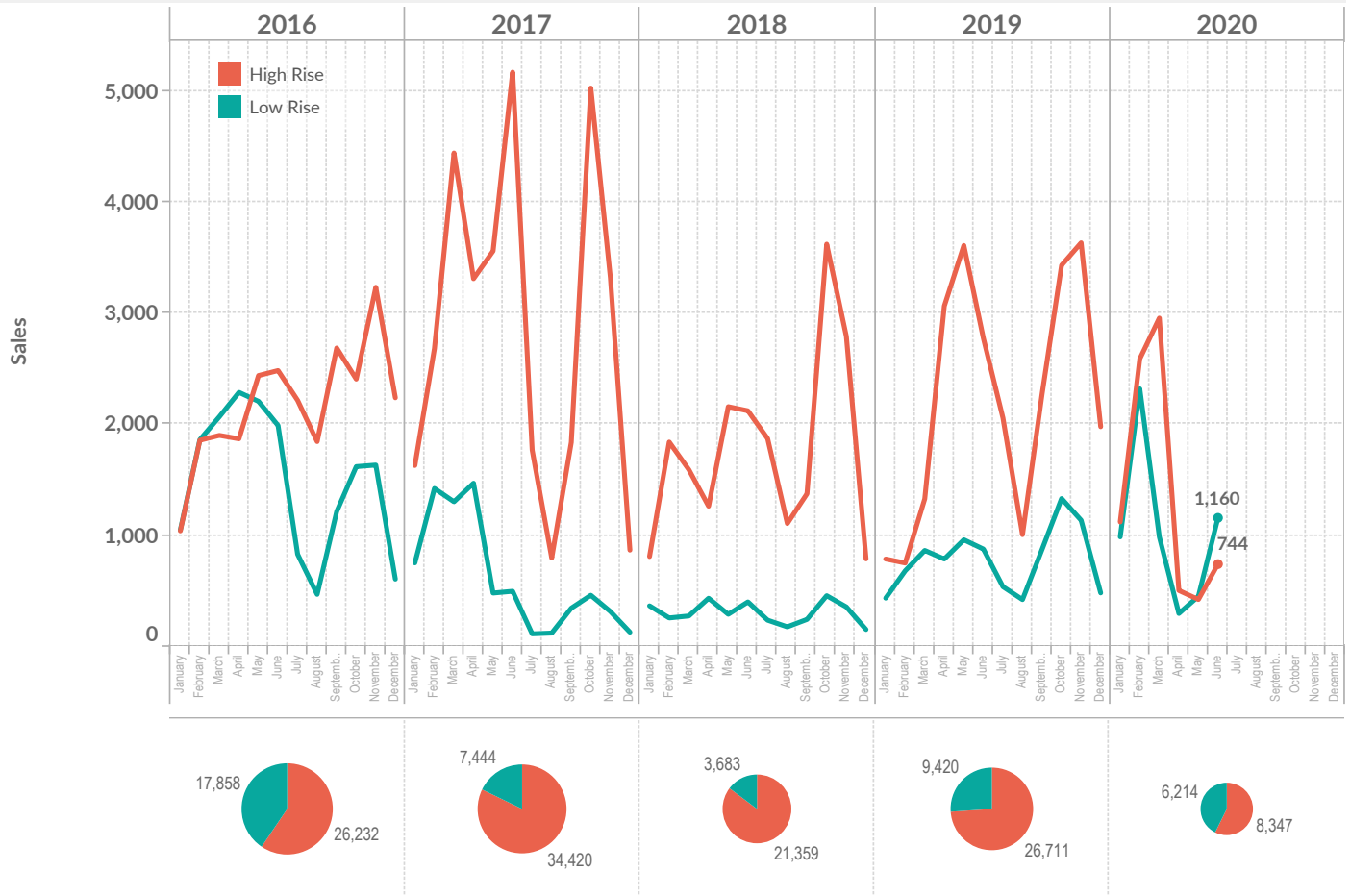
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

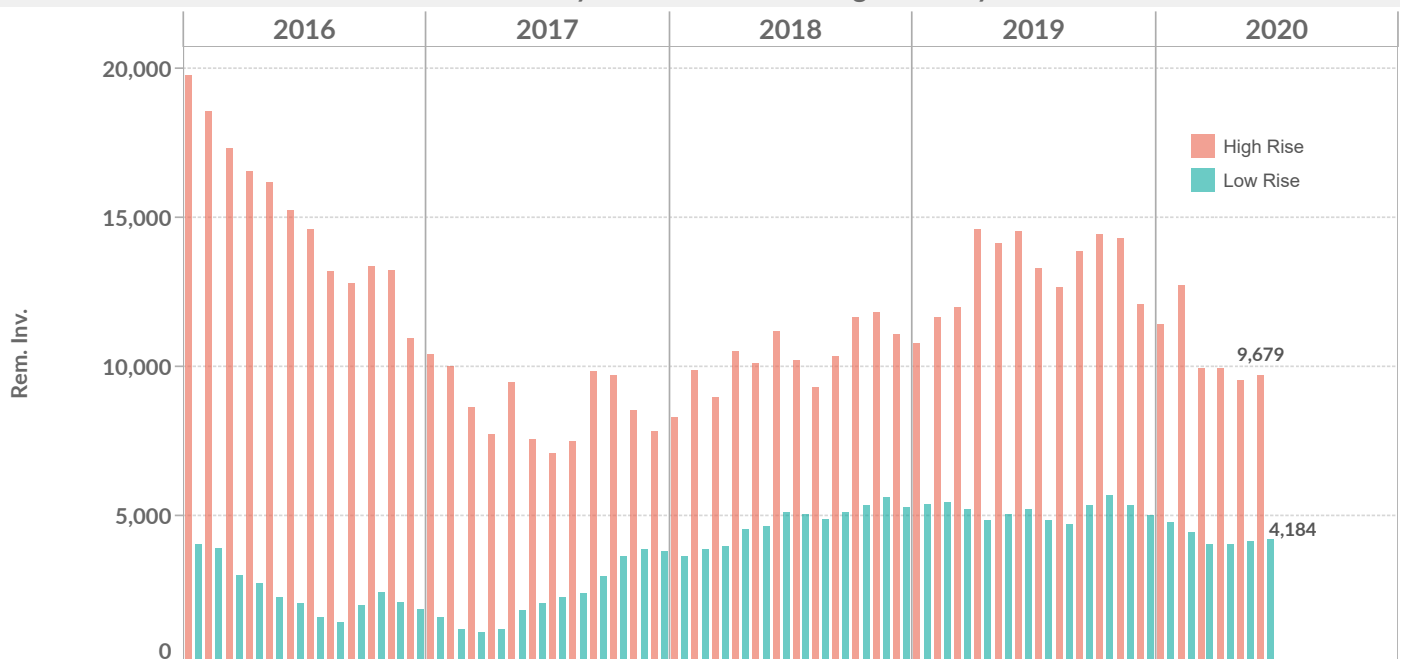
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

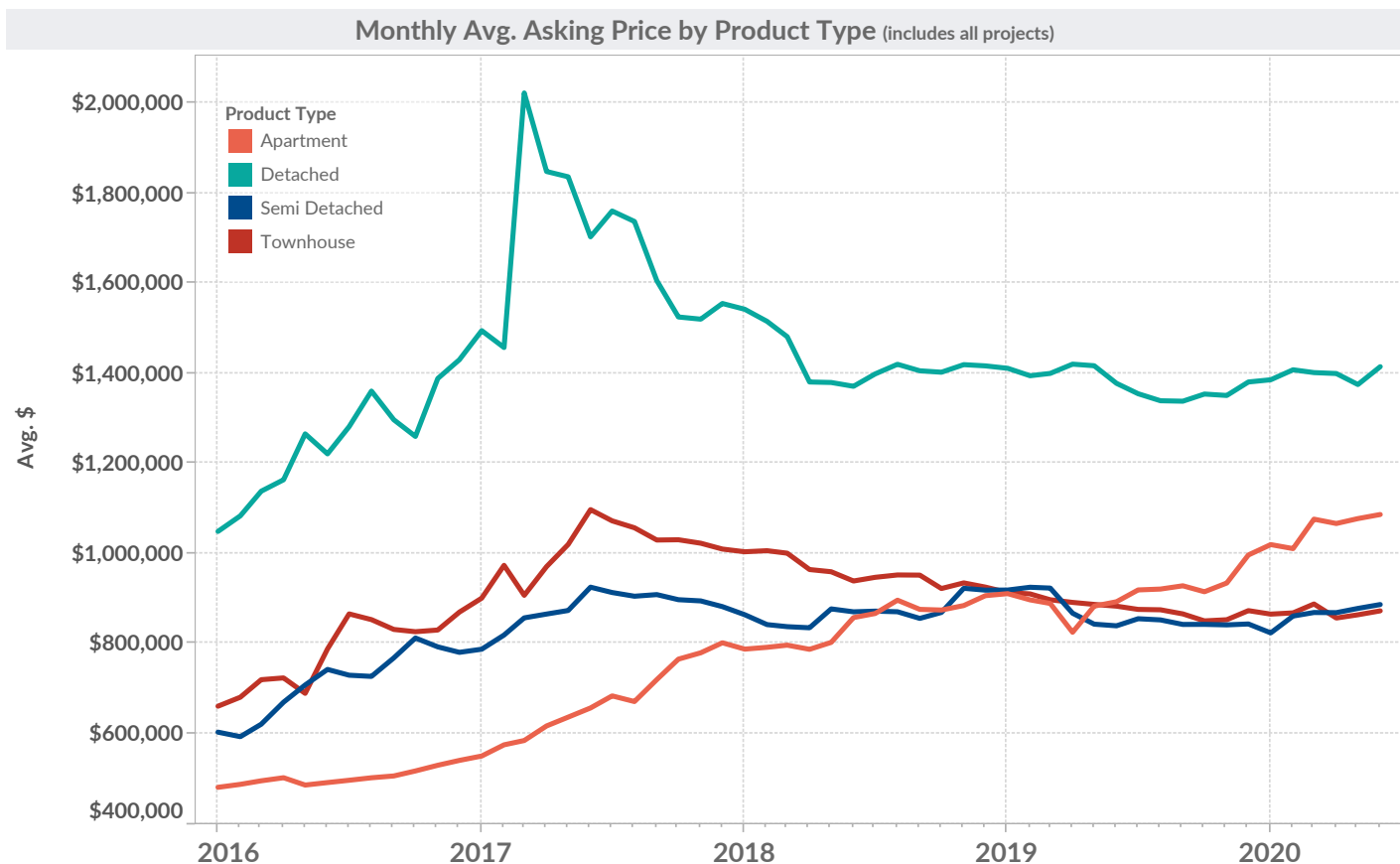
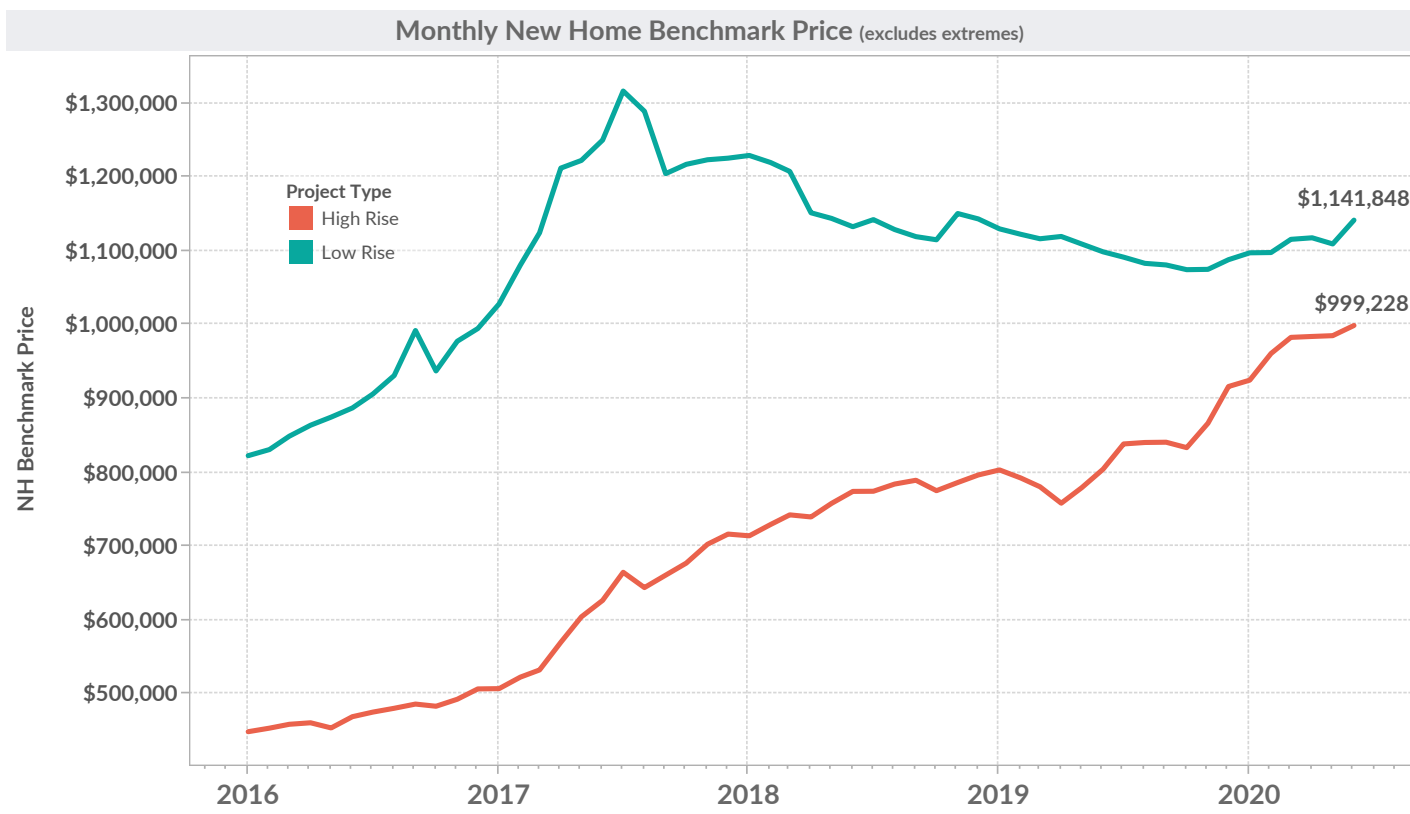
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

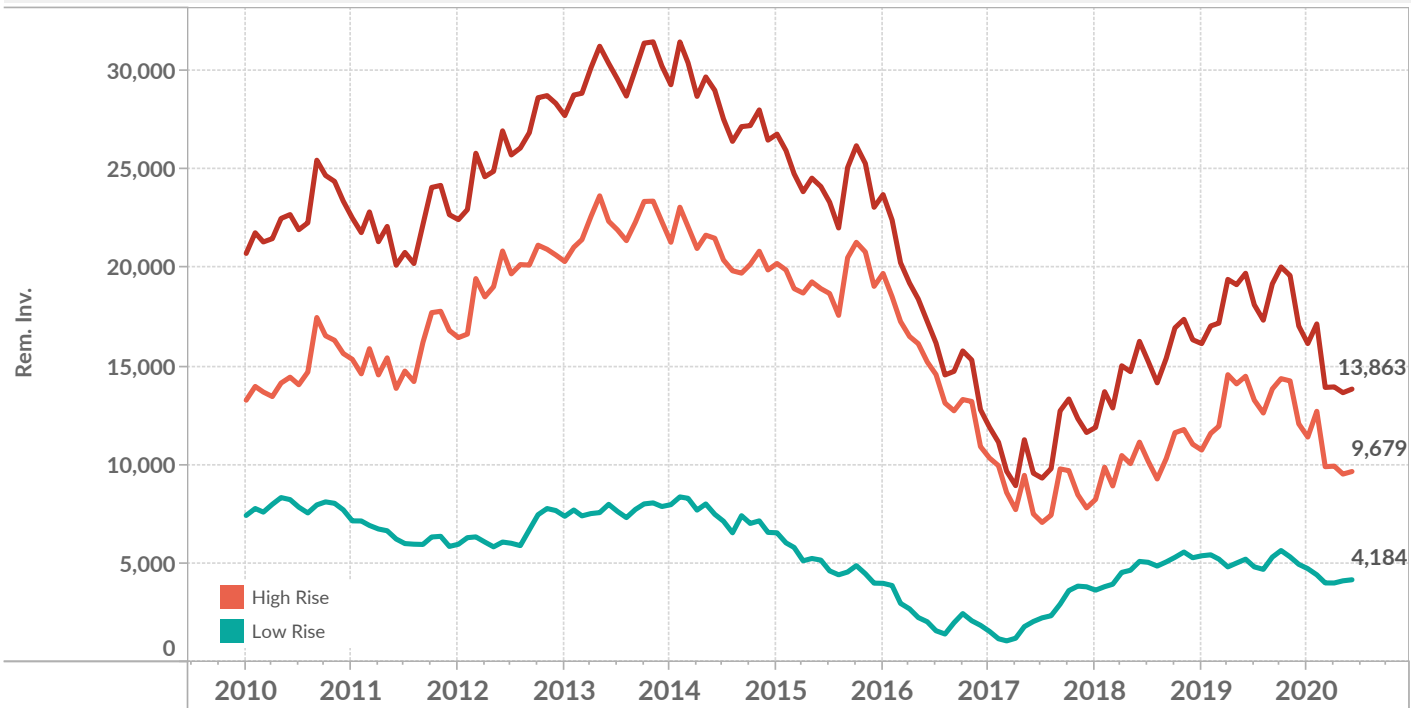


Pricing

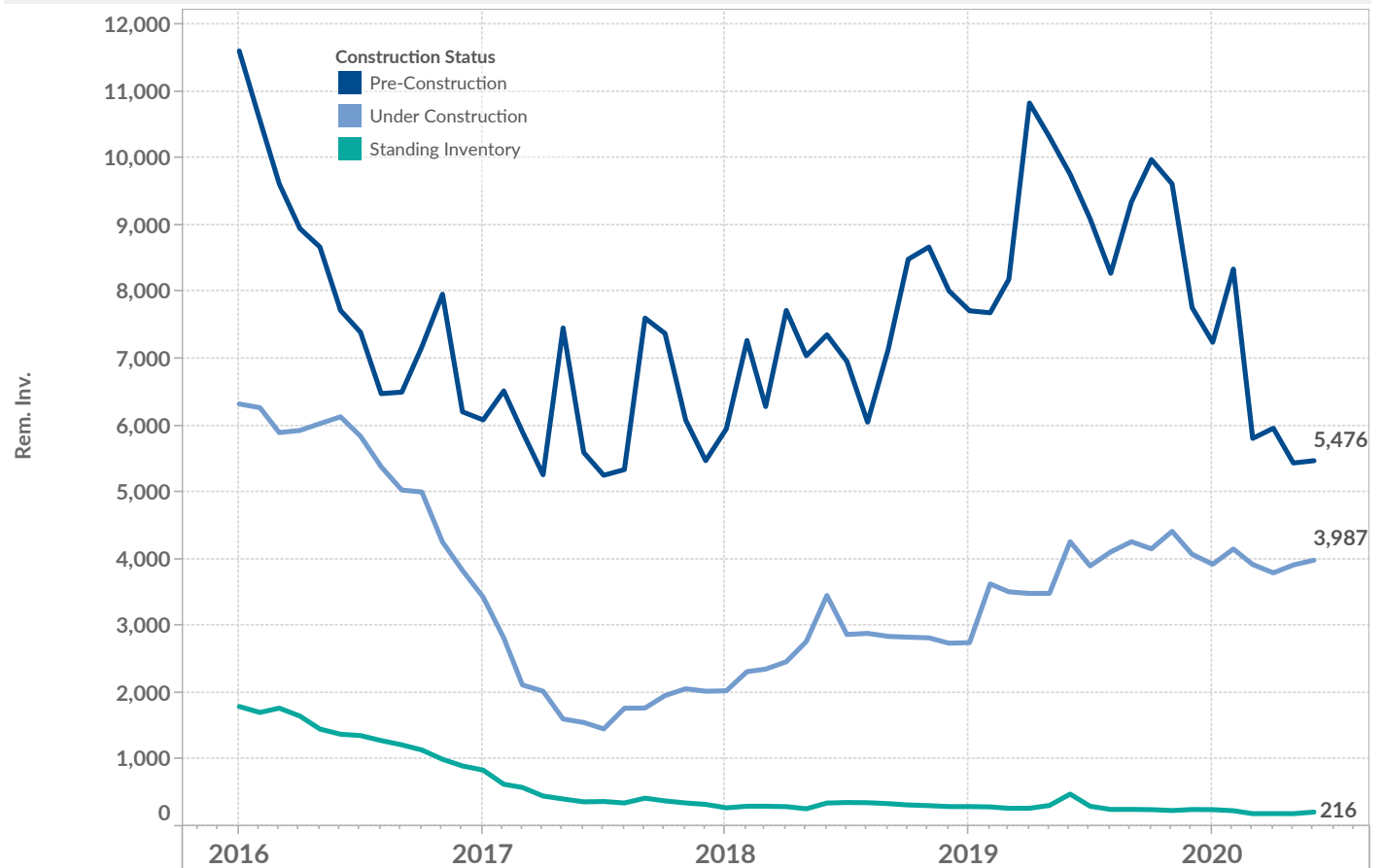


Remaining Inventory

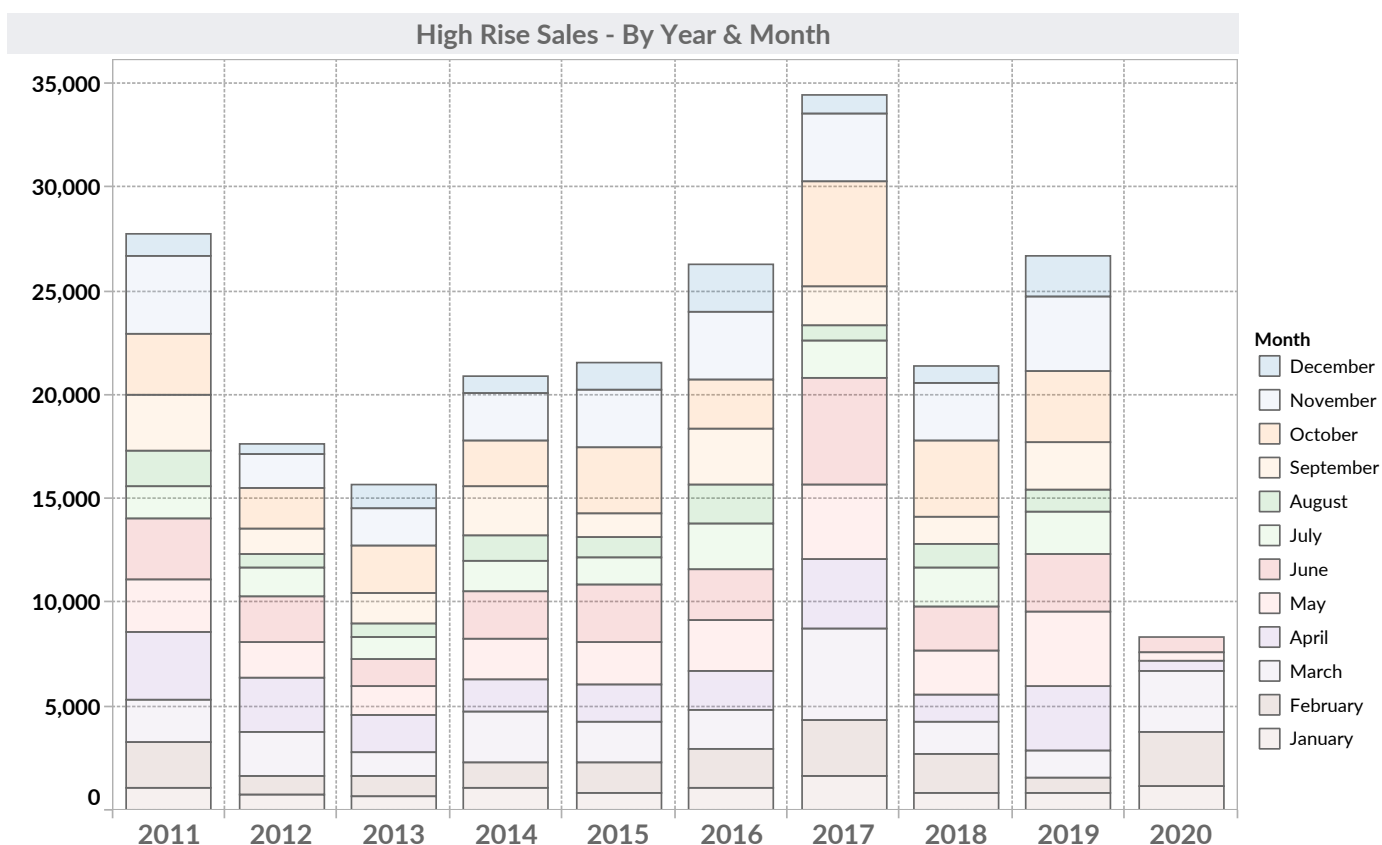
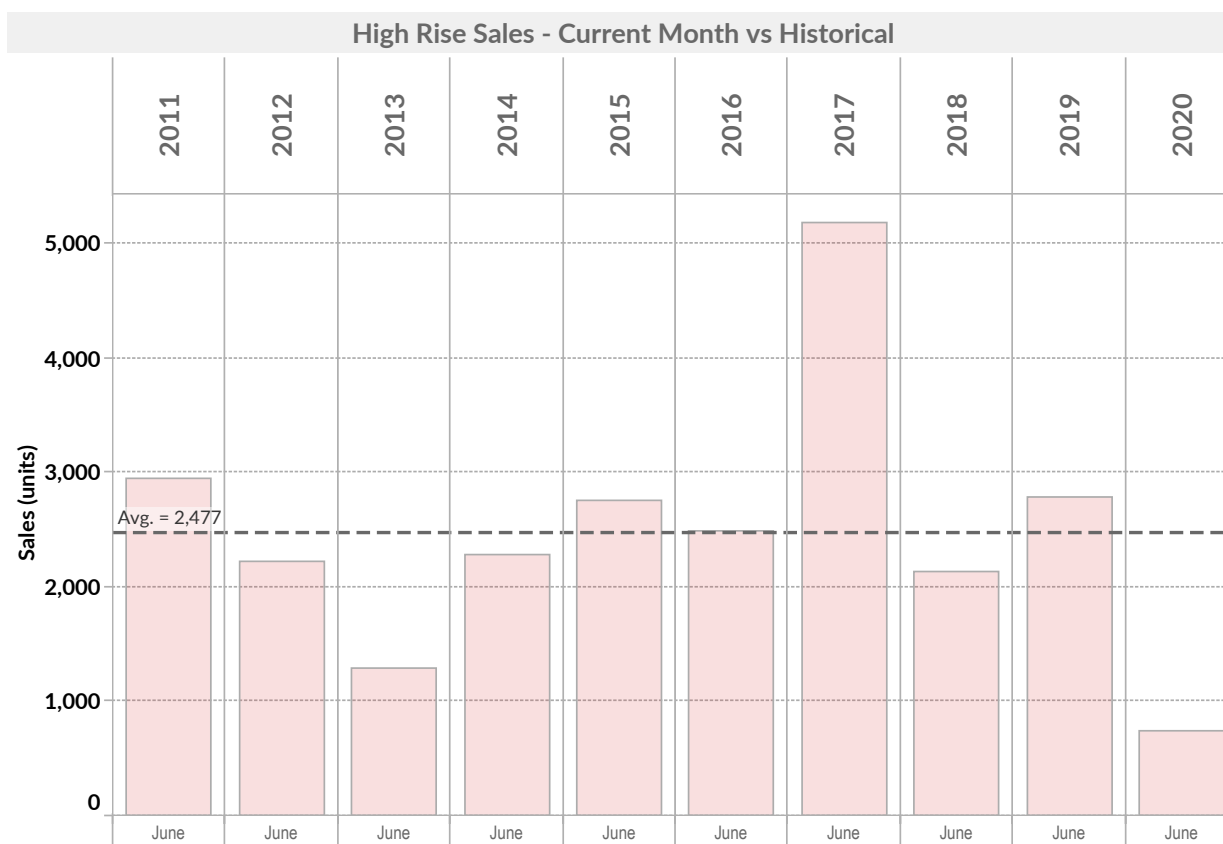
GTA - Monthly New Home Remaining Inventory



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

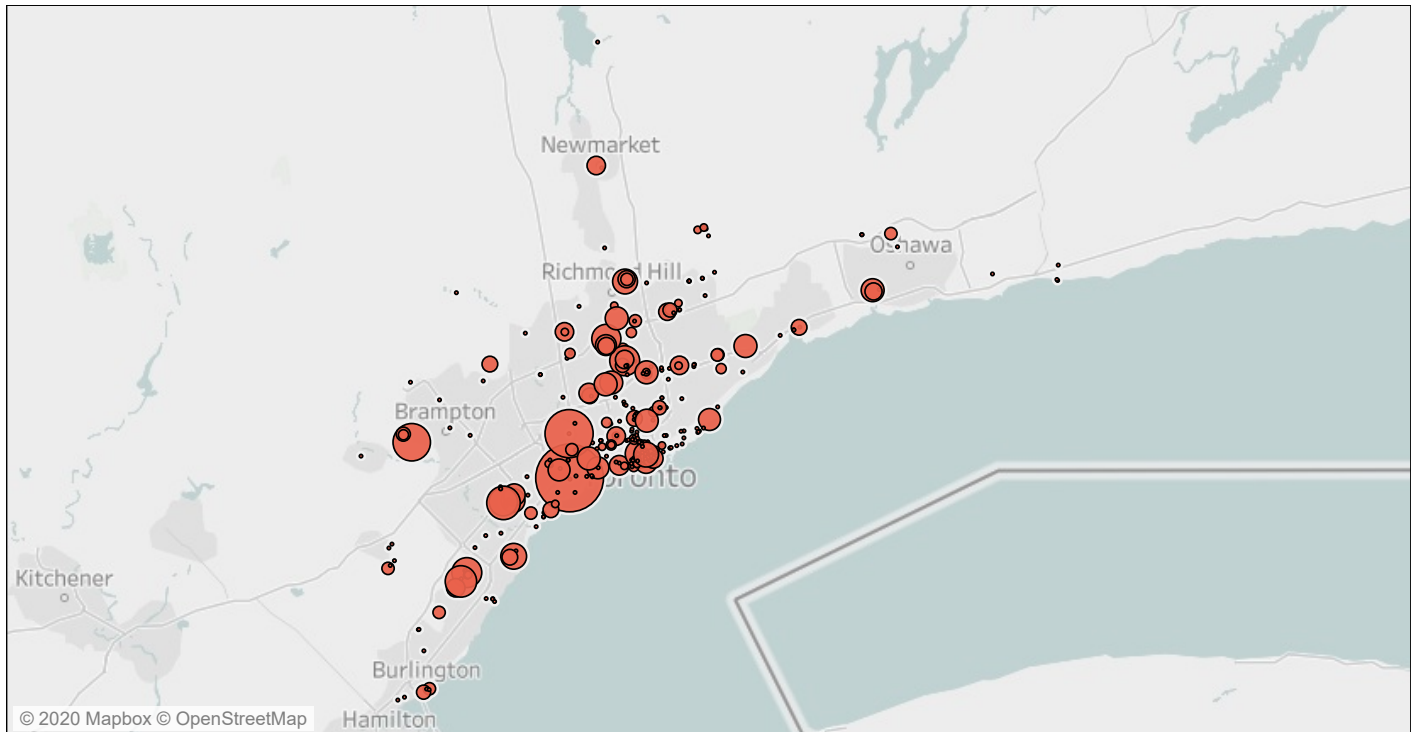


Historical Sales Comparison

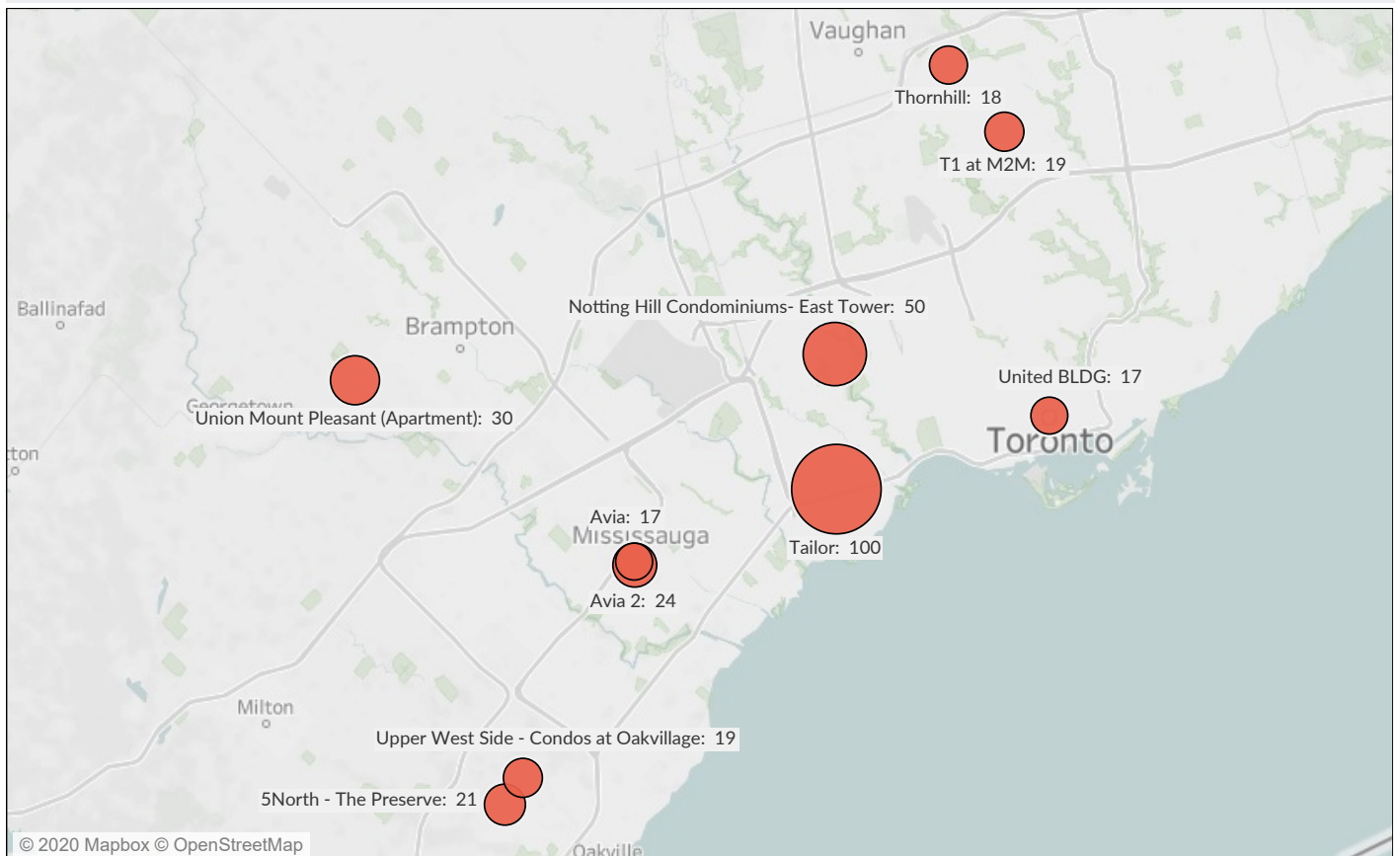


Current Sites

GTA - Active High Rise Sites by Current Month Sales



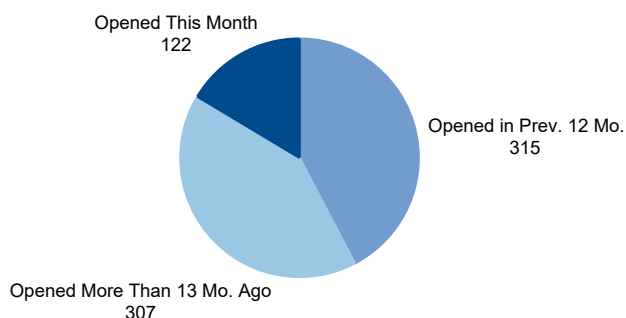
GTA - Top 10 Sites by Current Month Sales



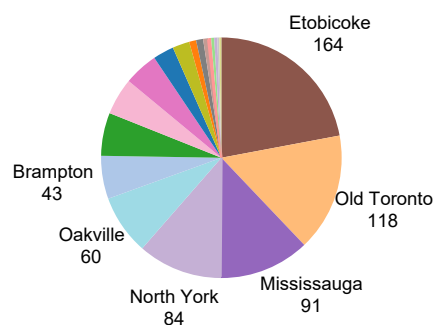
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

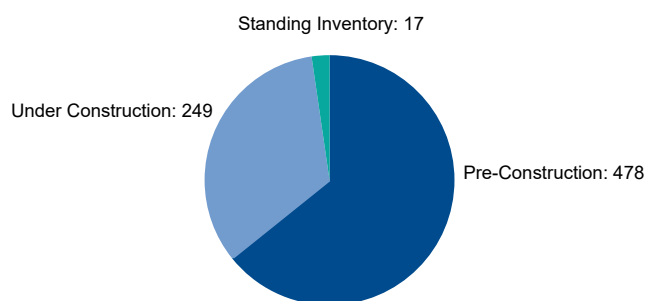
Sales by Opening Date



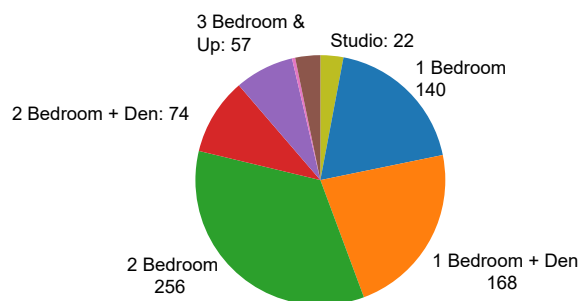
Sales by Municipality/Area



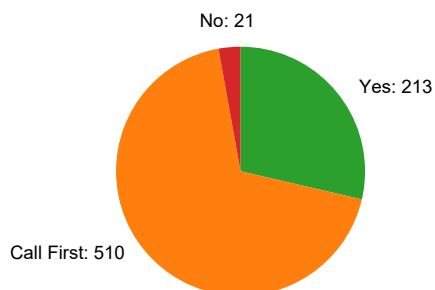
Sales by Const. Status



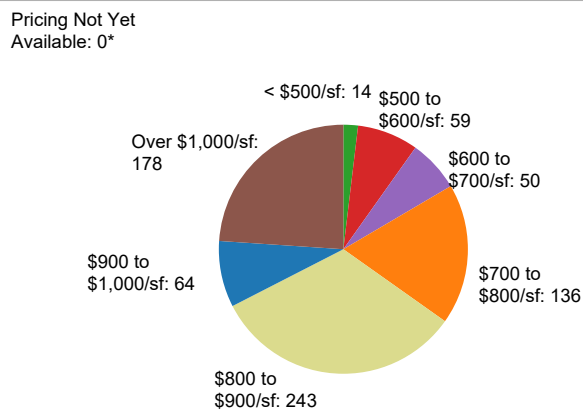
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

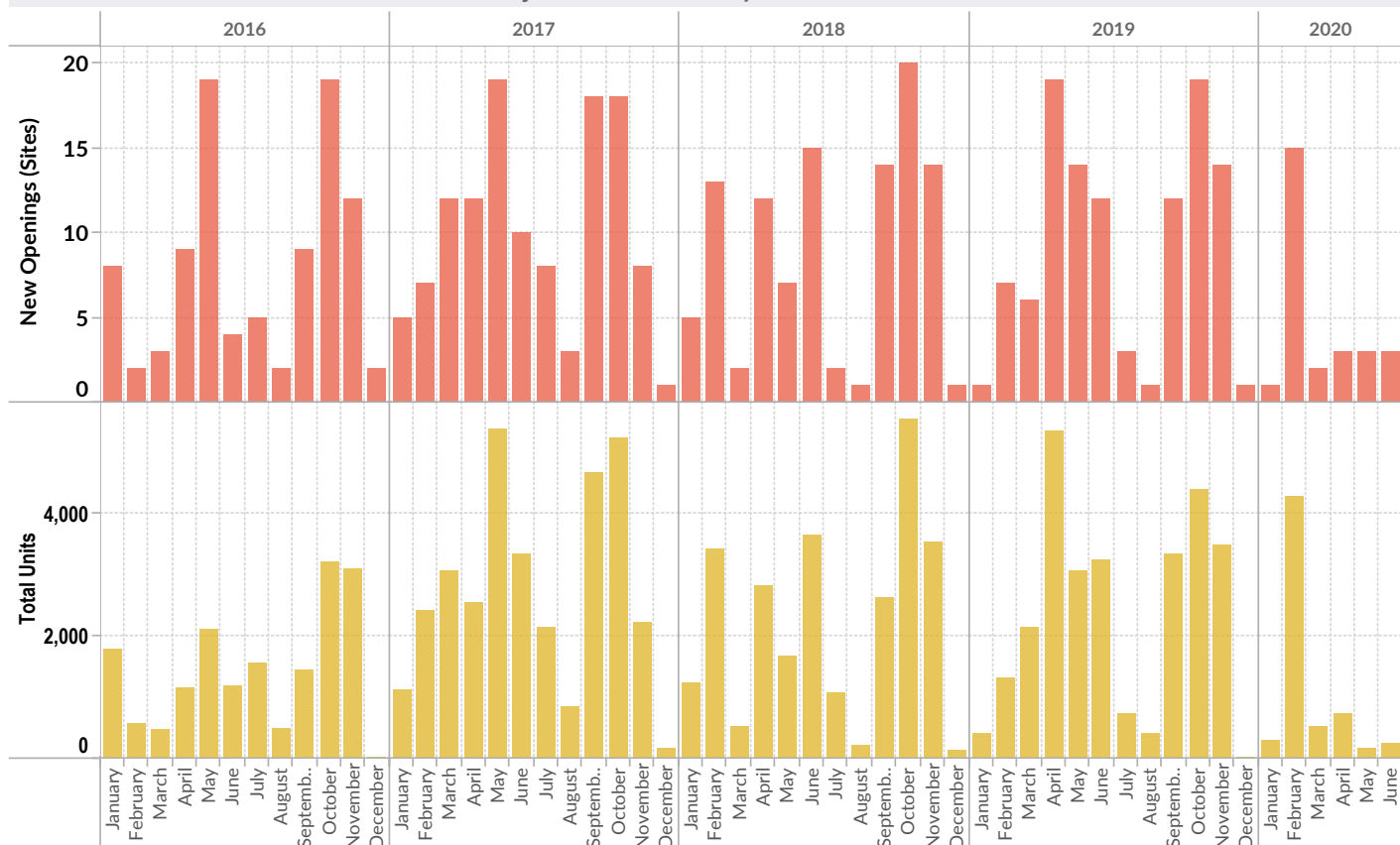
New Openings

June 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per Sq Foot
Tailor - Marlin Spring	Etobicoke	6/2/2020	142	100	42	\$882
1414 Bayview - Gairloch	Old Toronto	6/13/2020	44	11	33	\$1,433
Harrington Residences - Kaleido Developments Inc.	North York	6/15/2020	58	11	26	\$874
Grand Total			244	122	101	\$1,007

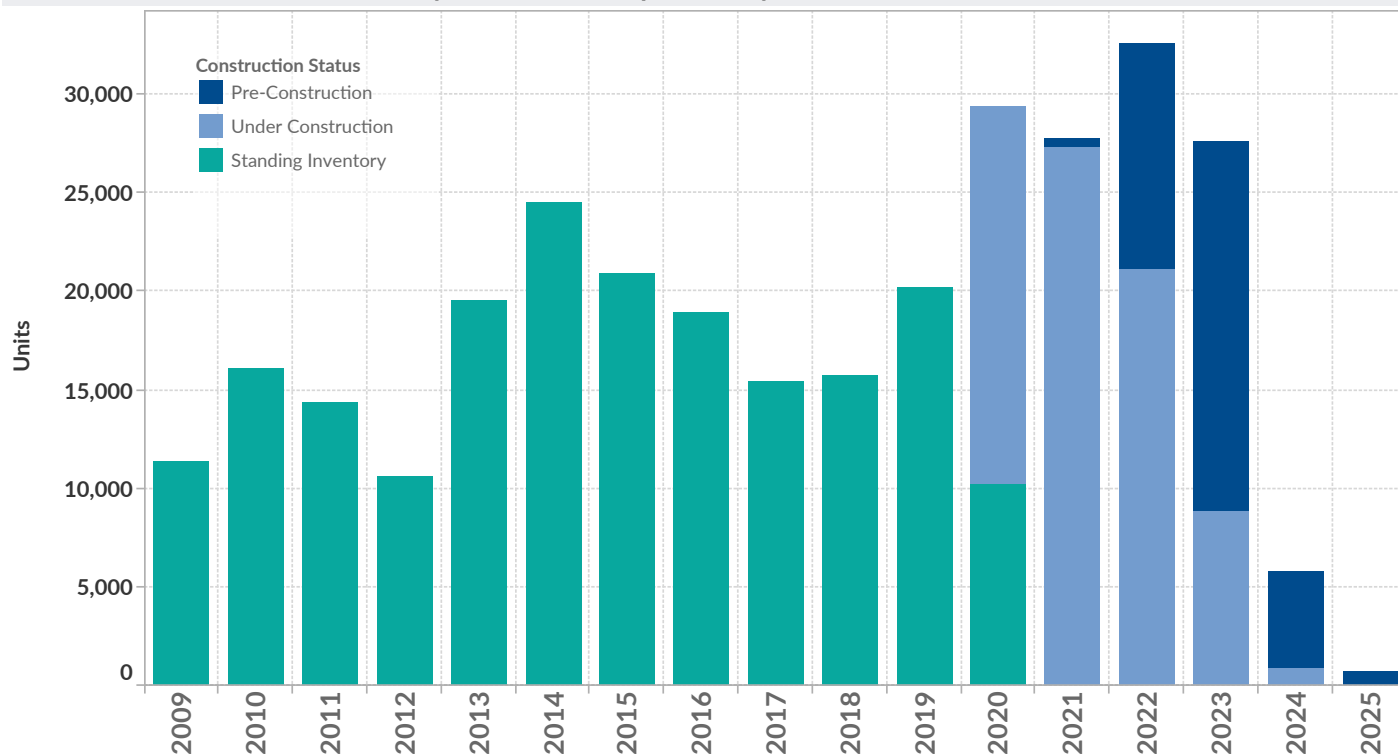
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

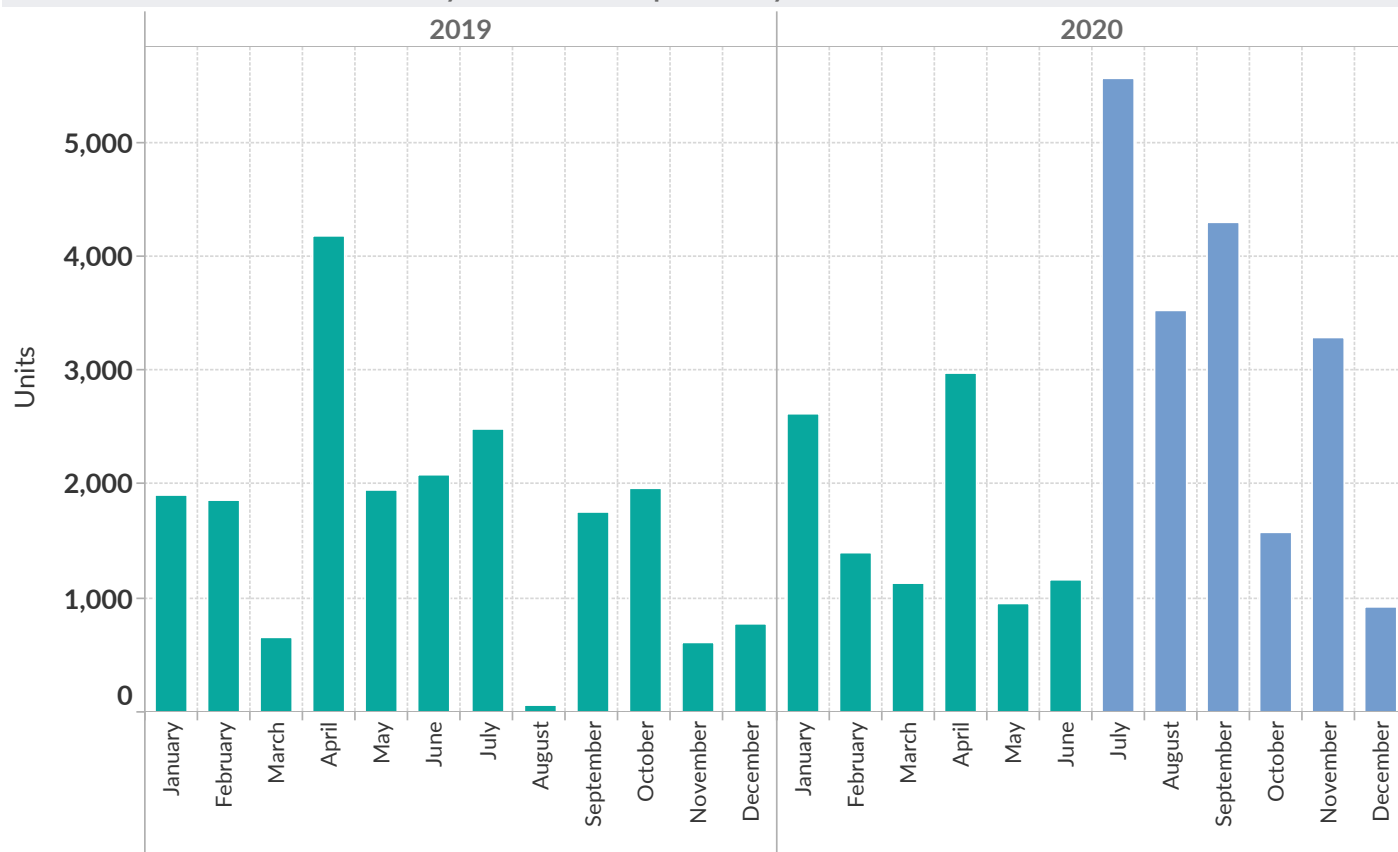


Scheduled Completions

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	0							576	6.9%
Westdale Properties	0	366	185	24	0	0							575	6.9%
CentreCourt Developments Inc.	0	4	526	0	0	0							530	6.3%
St. Thomas Developments Inc.		471	24	9	6	13							523	6.3%
Solmar Development Corp.	3	284	119	4	6	12							428	5.1%
Tribute Communities	24	49	283	27	3	20							406	4.9%
Lanterra Developments	27	37	69	97	23	58							311	3.7%
Primont Homes	37	57	198	1	7	8							308	3.7%
Greybrook Realty Partners	9	0	266	24	0	0							299	3.6%
Liberty Development Corporation	0	1	208	55	2	15							281	3.4%
Pinnacle International	77	105	45	6	13	27							273	3.3%
Branthaven Homes	0	197	17	2	2	19							237	2.8%
Lifetime Developments	0	6	168	36	3	9							222	2.7%
Daniels Corporation	26	52	15	11	86	24							214	2.6%
Davpart Inc.	22	9	131	6	0	17							185	2.2%
Tridel	40	49	65	2	9	10							175	2.1%
Times Group Corporation	55	36	39	7	25	9							171	2.0%
RioCan	17	61	85	2	0	3							168	2.0%
Sorbara	8	85	67	0	0	0							160	1.9%
Cortel Group	69	48	24	2	1	6							150	1.8%
Concord Adex	27	45	39	15	3	19							148	1.8%
Mattamy Homes	4	2	59	20	6	56							147	1.8%
Menkes	13	8	75	40	4	0							140	1.7%
Marlin Spring	6	9	16	2	0	100							133	1.6%
Kaneff	4	63	38	7	3	10							125	1.5%
Total (All 148 Builders)	1,123	2,590	2,957	507	426	744							8,347	

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 %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
Tridel	384	127	175	48	36	24	40	49	65	2	9	10	969	4.3%
Lanterra Developments	340	46	32	8	12	123	27	37	69	97	23	58	872	3.8%
CentreCourt Developments Inc.	3	0	9	3	298	25	0	4	526	0	0	0	868	3.8%
Daniels Corporation	184	8	66	4	331	32	26	52	15	11	86	24	839	3.7%
Tribute Communities	26	24	219	50	50	37	24	49	283	27	3	20	812	3.6%
RioCan	13	9	160	268	61	44	17	61	85	2	0	3	723	3.2%
Pinnacle International	32	31	84	48	59	186	77	105	45	6	13	27	713	3.1%
Liberty Development Corporation				306	65	0	0	1	208	55	2	15	652	2.9%
Times Group Corporation	5	80	224	79	38	24	55	36	39	7	25	9	621	2.7%
Reserve Properties	8	13	16	0	0	0	0	366	186	24	0	0	613	2.7%
Capital Developments	9	11	152	269	40	26	14	16	73	1	1	0	612	2.7%
Westdale Properties	5	13	16	0	0	0	0	366	185	24	0	0	609	2.7%
Solmar Development Corp.	39	17	44	34	24	12	3	284	119	4	6	12	598	2.6%
Metropia	0	0	148	264	39	26	14	13	73	1	1	0	579	2.5%
Minto Developments	23	42	25	64	317	41	11	17	19	2	4	4	569	2.5%
Greybrook Realty Partners			195	23	16	16	9	0	266	24	0	0	549	2.4%
St. Thomas Developments Inc.								471	24	9	6	13	523	2.3%
Primont Homes	59	19	11	16	48	56	37	57	198	1	7	8	517	2.3%
Camrost Felcorp	30	27	13	272	61	43	14	30	10	0	2	2	504	2.2%
Davpart Inc.	40	10	52	123	51	16	22	9	131	6	0	17	477	2.1%
El-Ad Canada Inc.	7	1	235	7	132	5	27	14	7	1	3	3	442	1.9%
Collecdev				322	102	5							429	1.9%
Concord Adex	17	25	32	58	51	62	27	45	39	15	3	19	393	1.7%
G Group Development	0	0	0	0	0	382	2	0	0	0	4	1	389	1.7%
Altree Developments			0	308	52	19	1	0	0	0	0	0	380	1.7%
Total (All 182 Builders)	2,059	1,009	2,272	3,432	3,634	1,980	1,123	2,590	2,957	507	426	744	22,733	

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 June
Tailor - Marlin Spring	Etobicoke	Apartment	1 Bedroom	29
			1 Bedroom + Den	23
			2 Bedroom + Den	4
			3 Bedroom & Up	5
			2 Bedroom	33
			Studio	6
			Total	100
Notting Hill Condominiums- East Tower - Lanterra Developments	Etobicoke	Apartment	1 Bedroom	24
			1 Bedroom + Den	11
			2 Bedroom + Den	2
			3 Bedroom & Up	0
			2 Bedroom	6
			Studio	7
			Total	50
Union Mount Pleasant (Apartment) - Mattamy Homes	Brampton	Apartment	1 Bedroom	5
			1 Bedroom + Den	10
			2 Bedroom + Den	9
			3 Bedroom & Up	2
			2 Bedroom	4
			Studio	0
			Total	30
Avia 2 - Amacon Developments	Mississauga	Apartment	1 Bedroom	9
			1 Bedroom + Den	4
			2 Bedroom + Den	3
			2 Bedroom	8
			Penthouse	0
			Studio	0
			Total	24
5North - The Preserve - Mattamy Homes	Oakville	Apartment	1 Bedroom	0
			1 Bedroom + Den	17
			2 Bedroom	4
			Studio	0
			Total	21

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,041/sf
	Etobicoke	\$924/sf
	North York	\$1,053/sf
	Old Toronto	\$1,445/sf
	Scarborough	\$759/sf
	York	\$868/sf
905 Area	905 All Muni.	\$785/sf

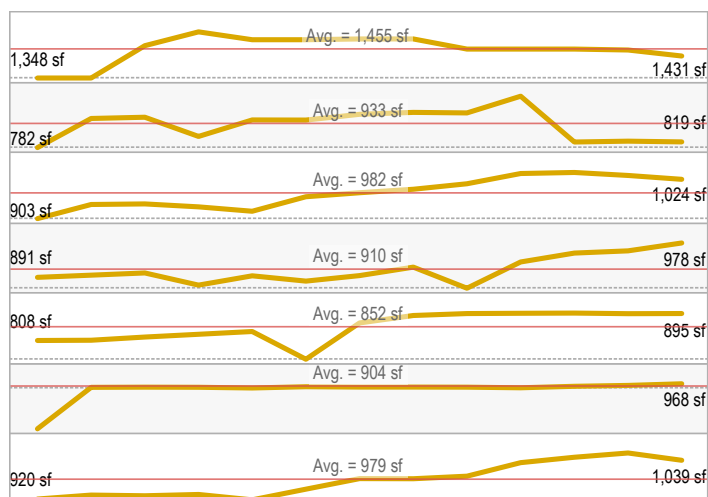
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,431 sf
	Etobicoke	819 sf
	North York	1,024 sf
	Old Toronto	978 sf
	Scarborough	895 sf
	York	968 sf
905 Area	905 All Muni.	1,039 sf

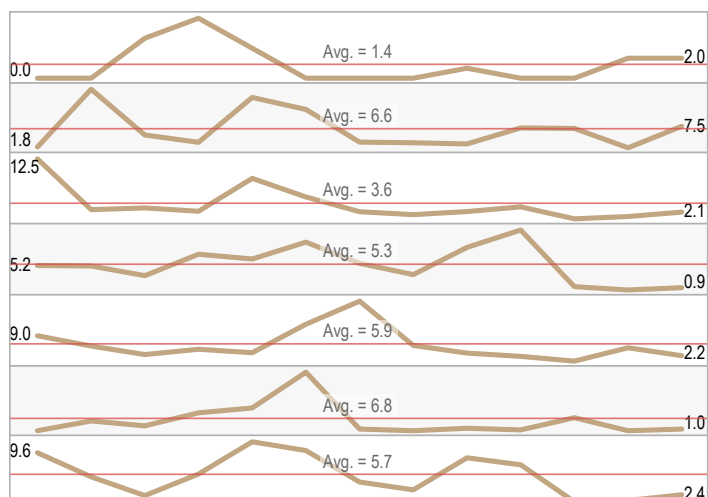
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	2.0
	Etobicoke	7.5
	North York	2.1
	Old Toronto	0.9
	Scarborough	2.2
	York	1.0
905 Area	905 All Muni.	2.4

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	June 2020				June 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 2			• 2	• 4			• 4
Central Waterfront	Old Toronto	• 10			• 10	• 21			• 21
Don Mills - York Mills	North York	• 4		• 0	• 4	• 321		• 1	• 322
Downtown Core	Old Toronto	• 17			• 17	• 238			• 238
Downtown East	Old Toronto	• 26			• 26	• 140			• 140
Downtown West	Old Toronto	• 14			• 14	• 53			• 53
Etobicoke Waterfront	Etobicoke	• 0			• 0	• 14			• 14
Highway7 - Yonge	Markham	• 3			• 3	• 0			• 0
	Richmond Hill	• 21		• 13	• 34	• 12		• 9	• 21
Mississauga City Centre	Mississauga	• 53			• 53	• 349			• 349
North Toronto	Old Toronto	• 16			• 16	• 24			• 24
North Yonge Corridor	North York	• 26		• 4	• 30	• 54		• 1	• 55
North York East	North York	• 0		• 0	• 0	• 0		• 0	• 0
North York West	North York	• 24		• 11	• 35	• 23		• 6	• 29
Not Applicable	Brampton	• 38		• 5	• 43	• 1		• 60	• 61
	Burlington	• 7			• 7	• 26			• 26
	Caledon	• 0		• 0	• 0				
	Clarington	• 0			• 0	• 1		• 0	• 1
	East York	• 2			• 2	• 0			• 0
	Etobicoke	• 164		• 0	• 164	• 28		• 2	• 30
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 0			• 0	• 1			• 1
	Markham	• 13		• 0	• 13	• 30		• 5	• 35
	Milton	• 3			• 3	• 3		• 4	• 7
	Mississauga	• 24		• 14	• 38	• 88		• 6	• 94
	Newmarket	• 7	• 0		• 7	• 46	• 0		• 46
	Oakville	• 54		• 6	• 60	• 132		• 2	• 134
	Old Toronto	• 0			• 0	• 2			• 2
	Oshawa	• 3			• 3	• 66			• 66
	Pickering	• 5		• 0	• 5	• 8		• 5	• 13
	Richmond Hill			• 0	• 0				
	Scarborough	• 23		• 14	• 37	• 106		• 48	• 154
	Vaughan	• 10		• 0	• 10	• 327		• 56	• 383
	Whitby	• 6		• 11	• 17	• 3			• 3
	Whitchurch-Stouffville	• 2			• 2	• 34			• 34
	York	• 3			• 3	• 52			• 52
Sheppard Corridor	North York	• 15		• 0	• 15	• 107		• 1	• 108
Thornhill	Markham	• 5			• 5	• 1			• 1
	Vaughan	• 33			• 33	• 44			• 44
Toronto East	Old Toronto	• 0		• 1	• 1	• 3	• 0	• 5	• 8
Toronto West	Old Toronto	• 32		• 0	• 32	• 183		• 19	• 202
Yonge - St. Clair	Old Toronto	• 0		• 0	• 0	• 0			• 0
Grand Total		• 665	• 0	• 79	• 744	• 2,545	• 0	• 230	• 2,775

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	672			672	176			176
Central Waterfront	Old Toronto	788			788	818			818
Don Mills - York Mills	North York	287		2	289	222		22	244
	Old Toronto								
Downtown Core	Old Toronto	650			650	238			238
Downtown East	Old Toronto	1,541			1,541	506			506
Downtown West	Old Toronto	2,420			2,420	987			987
Etobicoke Waterfront	Etobicoke	88			88	46			46
Highway7 - Yonge	Markham	27			27	33			33
	Richmond Hill	298		87	385	49		88	137
Mississauga City Centre	Mississauga	1,342			1,342	514			514
North Toronto	North York								
	Old Toronto	1,061			1,061	496			496
North Yonge Corridor	North York	102		7	109	141		9	150
	Old Toronto								
North York East	North York	0		20	20	0		8	8
North York West	North York	590		196	786	68		26	94
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	368		382	750	97		22	119
	Burlington	285			285	192			192
	Caledon	23		0	23	50		1	51
	Clarington	22		4	26	59			59
	East York	18			18	41			41
	Etobicoke	1,752		117	1,869	869		5	874
	Georgina	0			0	0			0
	Halton Hills	5			5	17			17
	King								
	Markham	694		39	733	331		0	331
	Milton	187		24	211	99			99
	Mississauga	545		563	1,108	323		195	518
	Newmarket	136	1		137	37	3		40
	North York								
	Oakville	1,052		31	1,083	166		22	188
	Old Toronto	332			332	56			56
	Oshawa	152			152	95			95
	Pickering	362		40	402	22		13	35
	Richmond Hill			98	98			22	22
	Scarborough	1,140		115	1,255	562		69	631
	Uxbridge								
	Vaughan	964		95	1,059	212		13	225
	Whitby	75		24	99	95		14	109
	Whitchurch-Stouffville	74			74	104			104
	York	204			204	74			74
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	282		1	283	424		13	437
Thornhill	Markham	58			58	122			122
	Vaughan	946			946	133			133
Toronto East	East York								
	Old Toronto	399	10	15	424	162		9	171
Toronto West	Old Toronto	784		40	824	389		7	396
Yonge - St. Clair	Old Toronto	87		10	97	76		17	93
Grand Total		20,812	11	1,910	22,733	9,101	3	575	9,679

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