



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of July 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-20		Jul-19		Change
High Rise	1,991		2,067		-3.7%
Low Rise	1,553		541		187.1%
Total	3,544		2,608		35.9%
Year to Date Sales	Jan.-Jul. 2020		Jan.-Jul. 2019		Y/Y Change
High Rise	10,381		14,432		-28.1%
Low Rise	7,779		5,159		50.8%
Total	18,160		19,591		-7.3%
Year to Date Supply	Jan.-Jul. 2020		Jan.-Jul. 2019		Y/Y Change
High Rise	8,600		16,146		-46.7%
Low Rise	6,791		4,693		44.7%
Total	15,391		20,839		-26.1%
Year to Date Completions	Jan.-Jul. 2020		Jan.-Jul. 2019		Y/Y Change
High Rise	11,893		15,091		-21.2%
Remaining Inventory	Jul-20	Jun-20	Jul-19	M/M Change	Y/Y Change
High Rise	9,829	9,554	13,397	2.9%	-26.6%
Low Rise	3,999	4,189	4,841	-4.5%	-17.4%
Total	13,828	13,743	18,238	0.6%	-24.2%
Benchmark Price	Jul-20	Jun-20	Jul-19	M/M Change	Y/Y Change
High Rise	\$993,811	\$999,228	\$838,824	-0.5%	18.5%
Low Rise	\$1,182,199	\$1,141,848	\$1,091,727	3.5%	8.3%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	367	288	143	
High Rise Units	2,539	96,937	77,937	35,969	
% Sold*	79%	85%	92%	77%	
Low Rise Projects	18	299			
Low Rise Units	615	31,162			
% Sold*	64%	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.

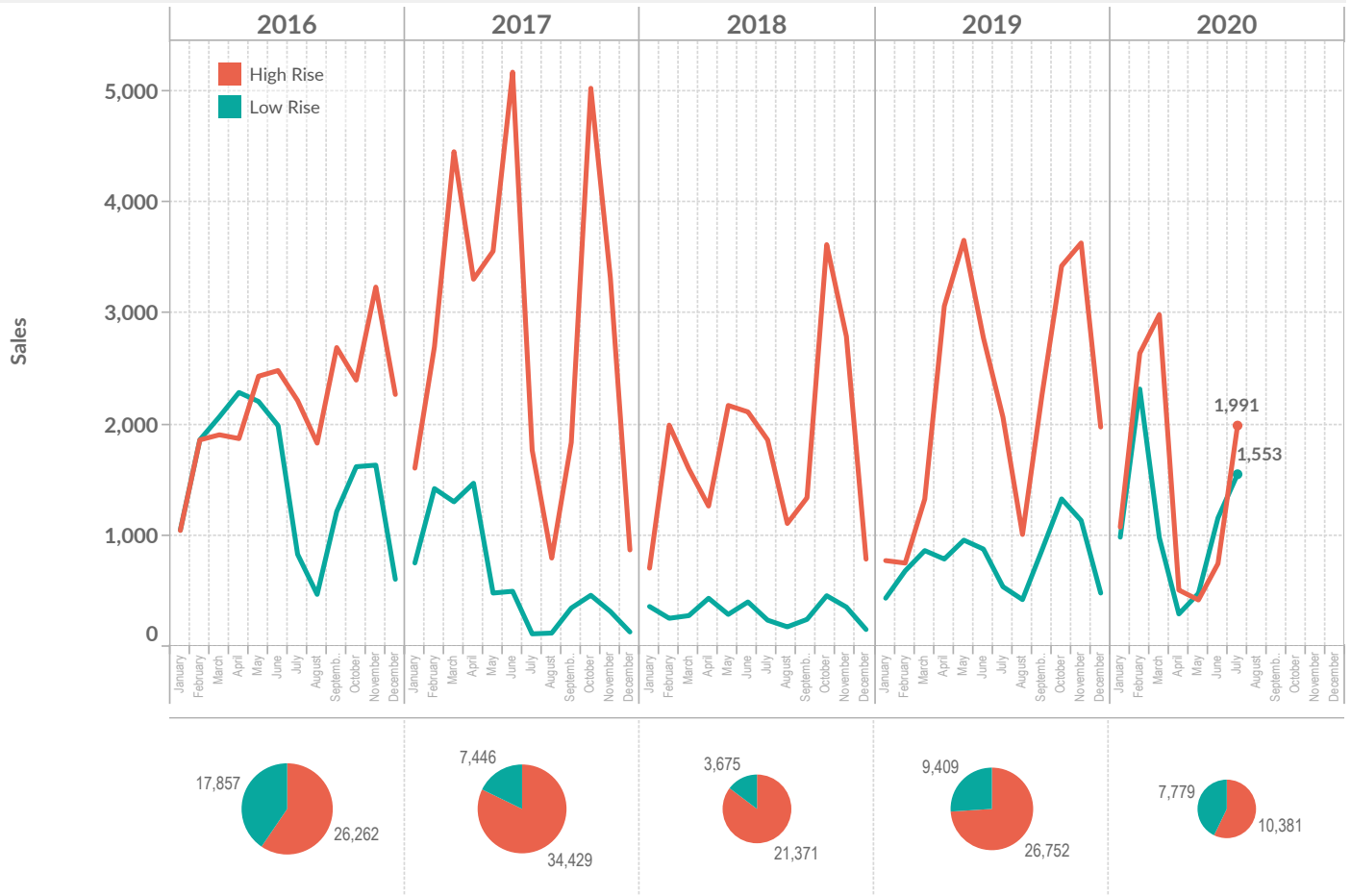
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

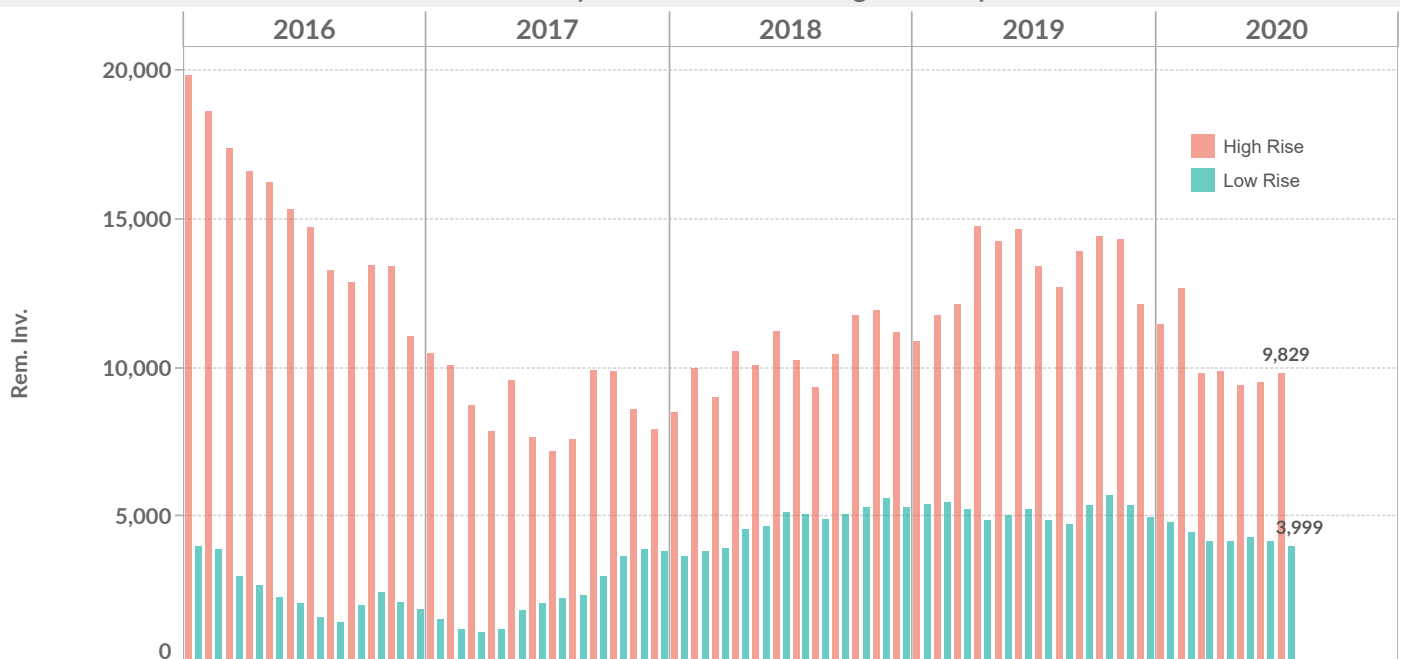
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

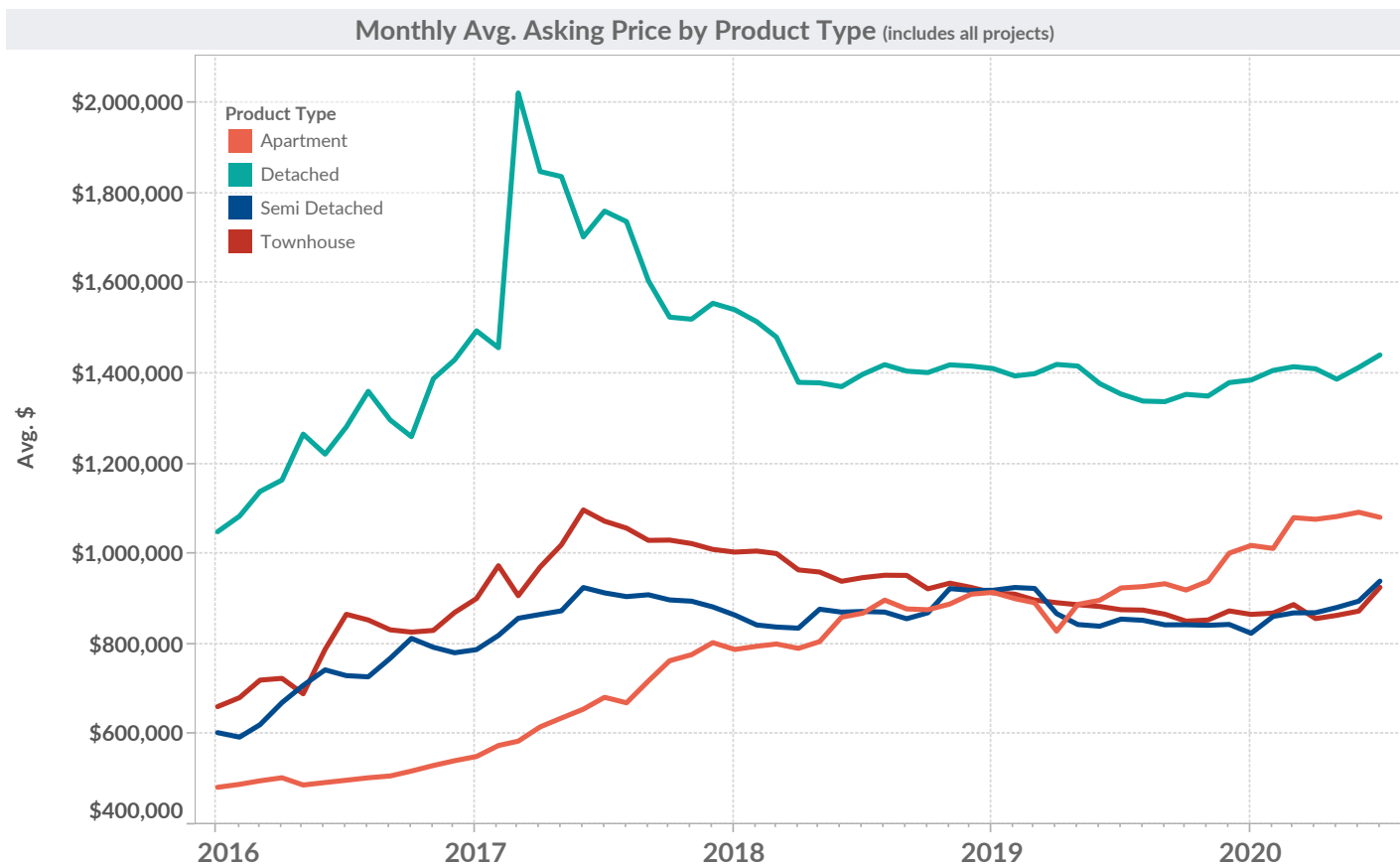
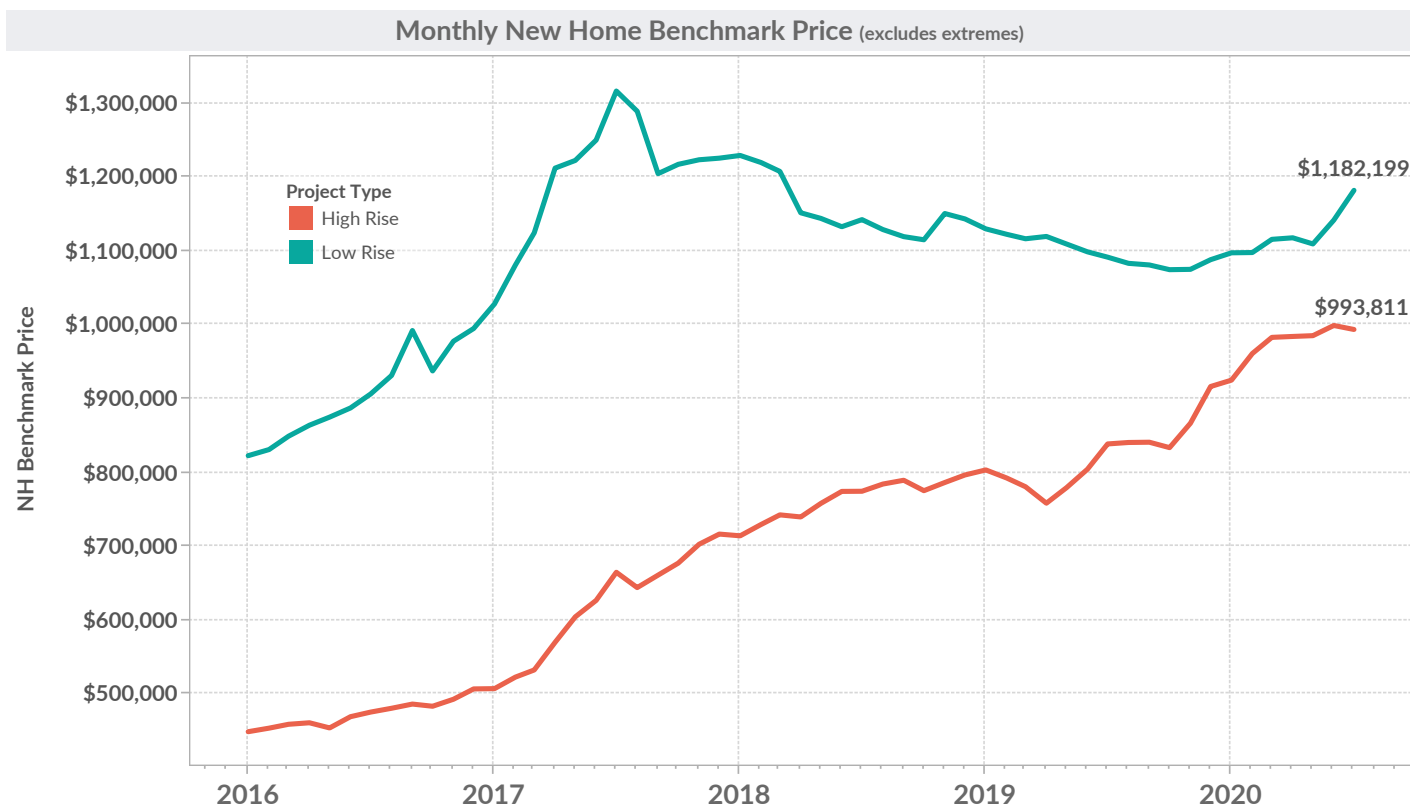
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

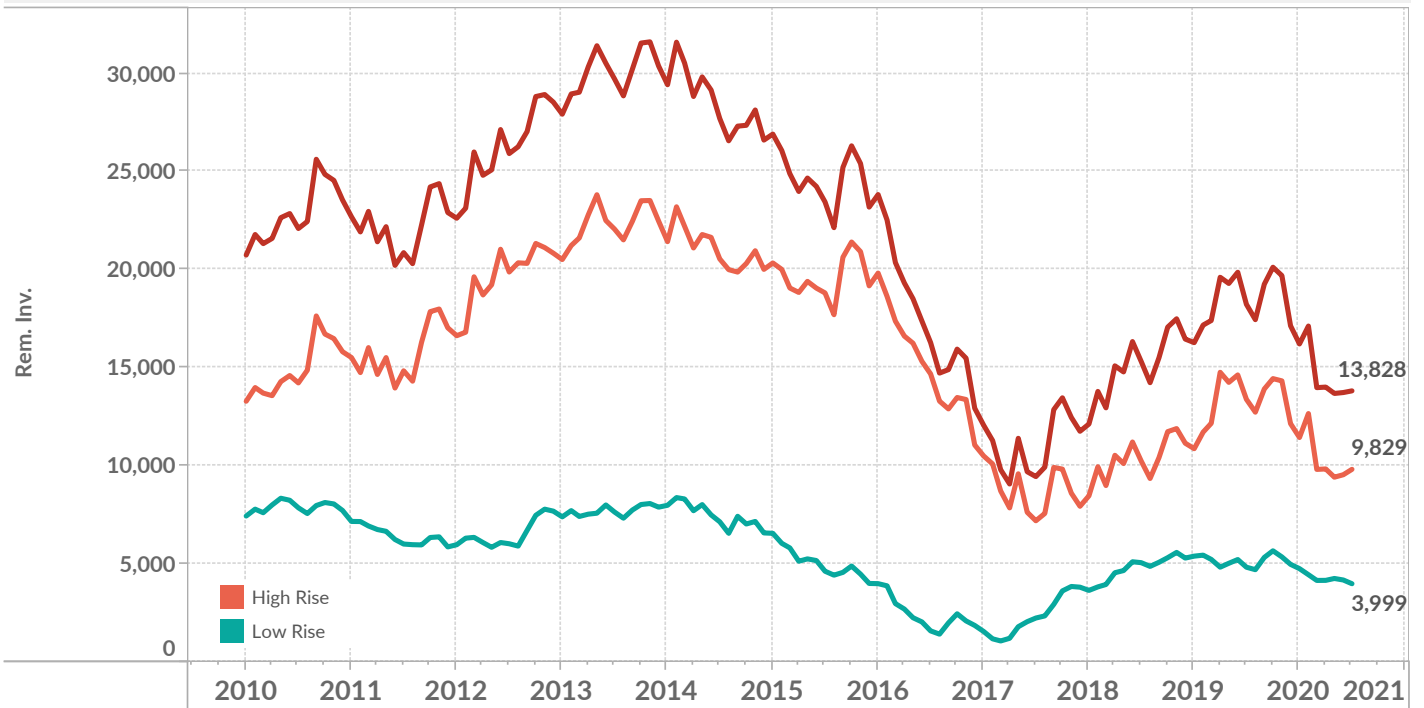


Pricing

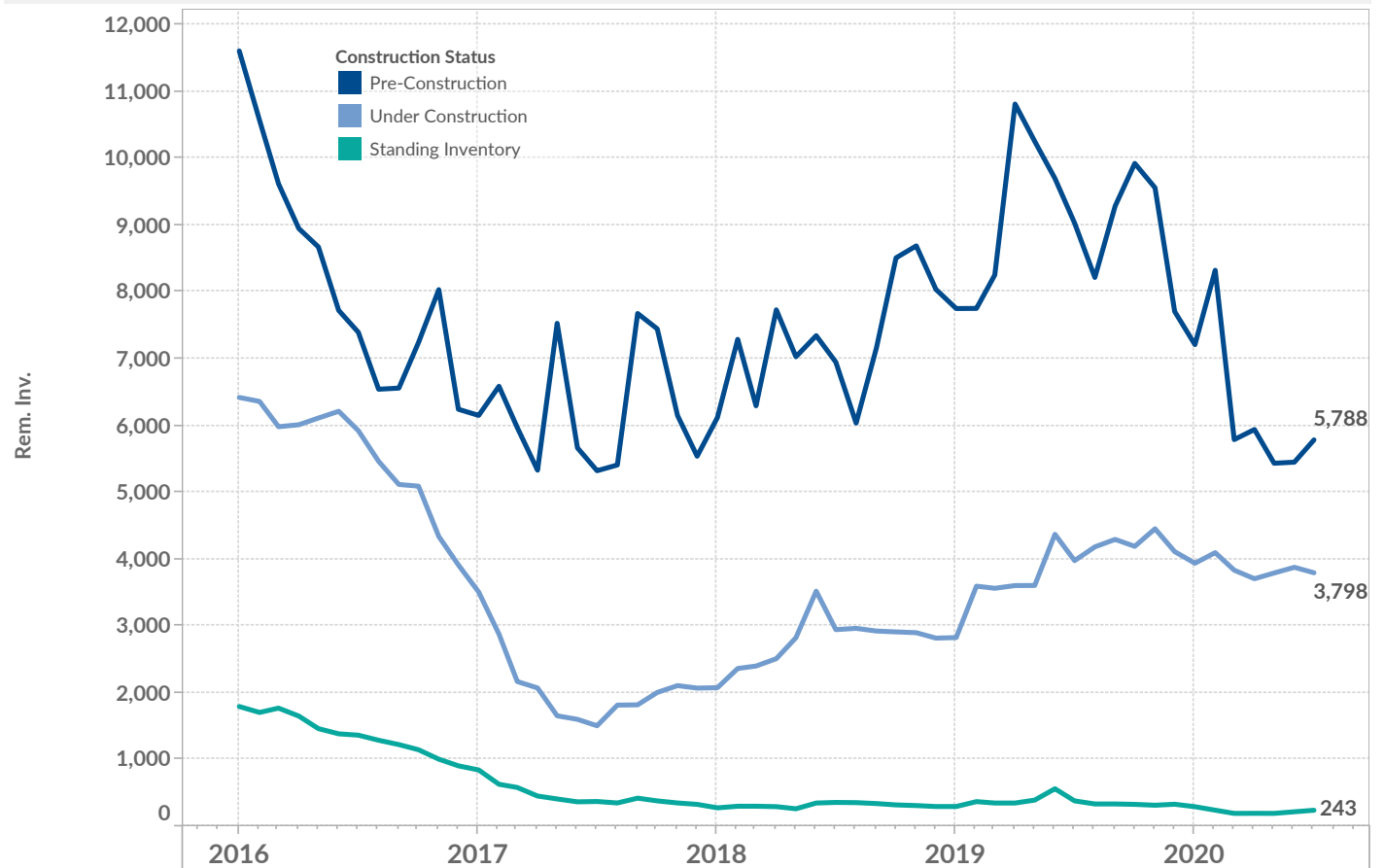


Remaining Inventory

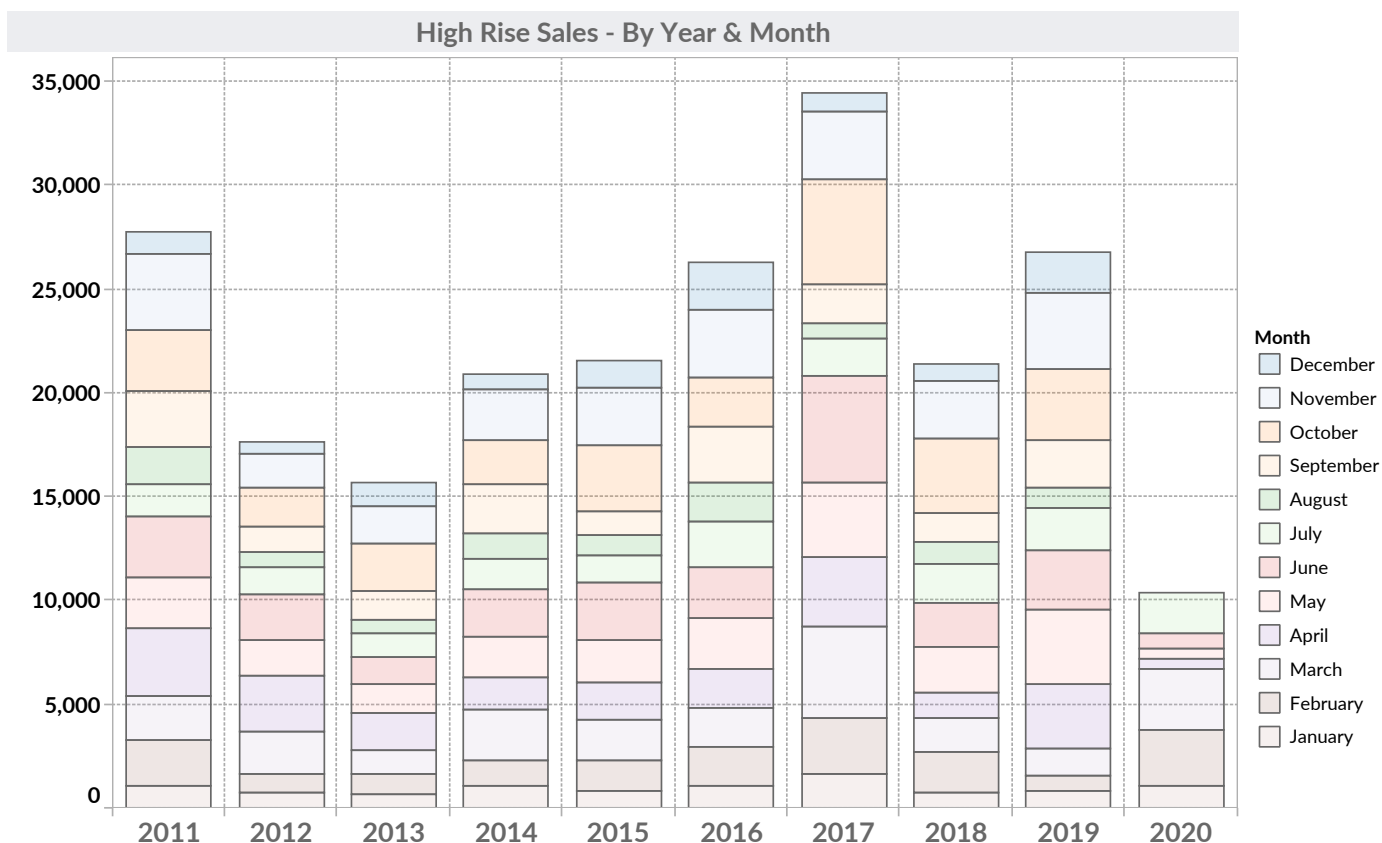
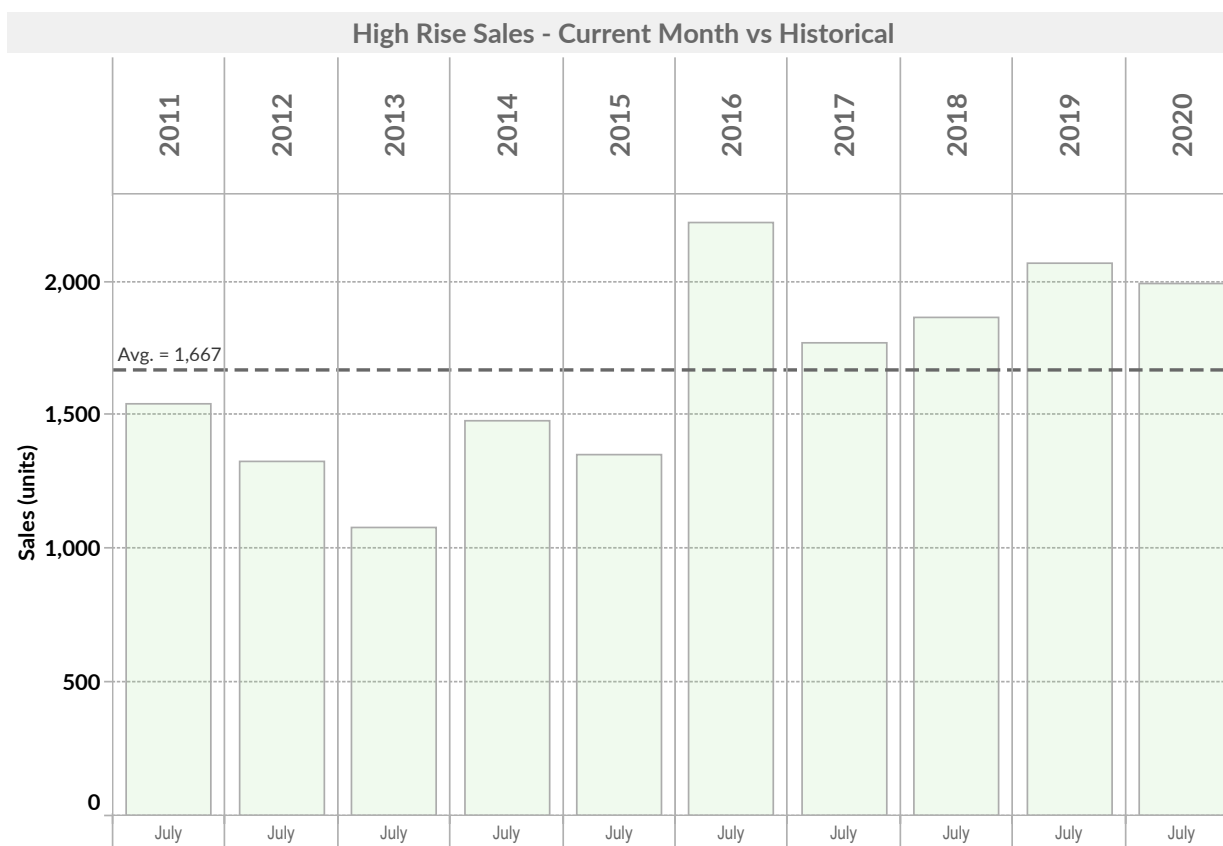
GTA - Monthly New Home Remaining Inventory



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

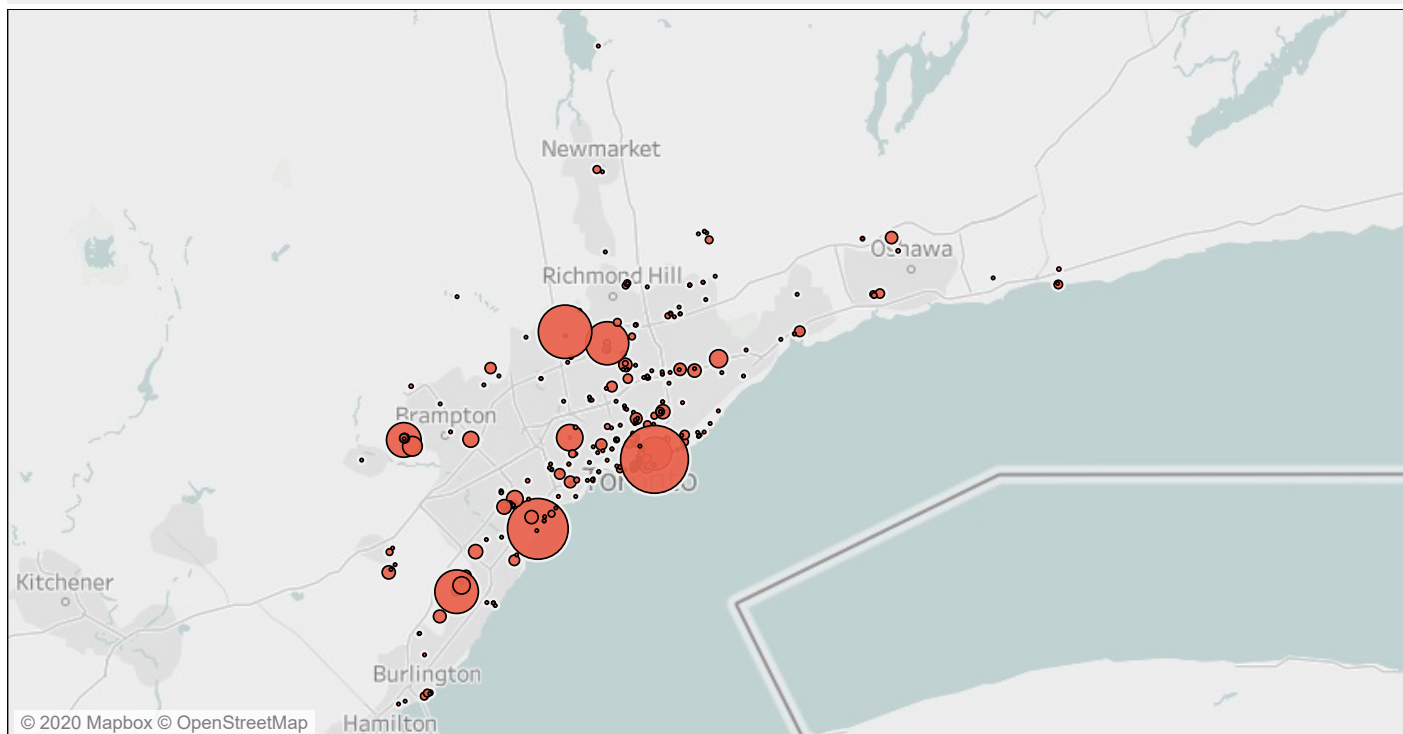


Historical Sales Comparison

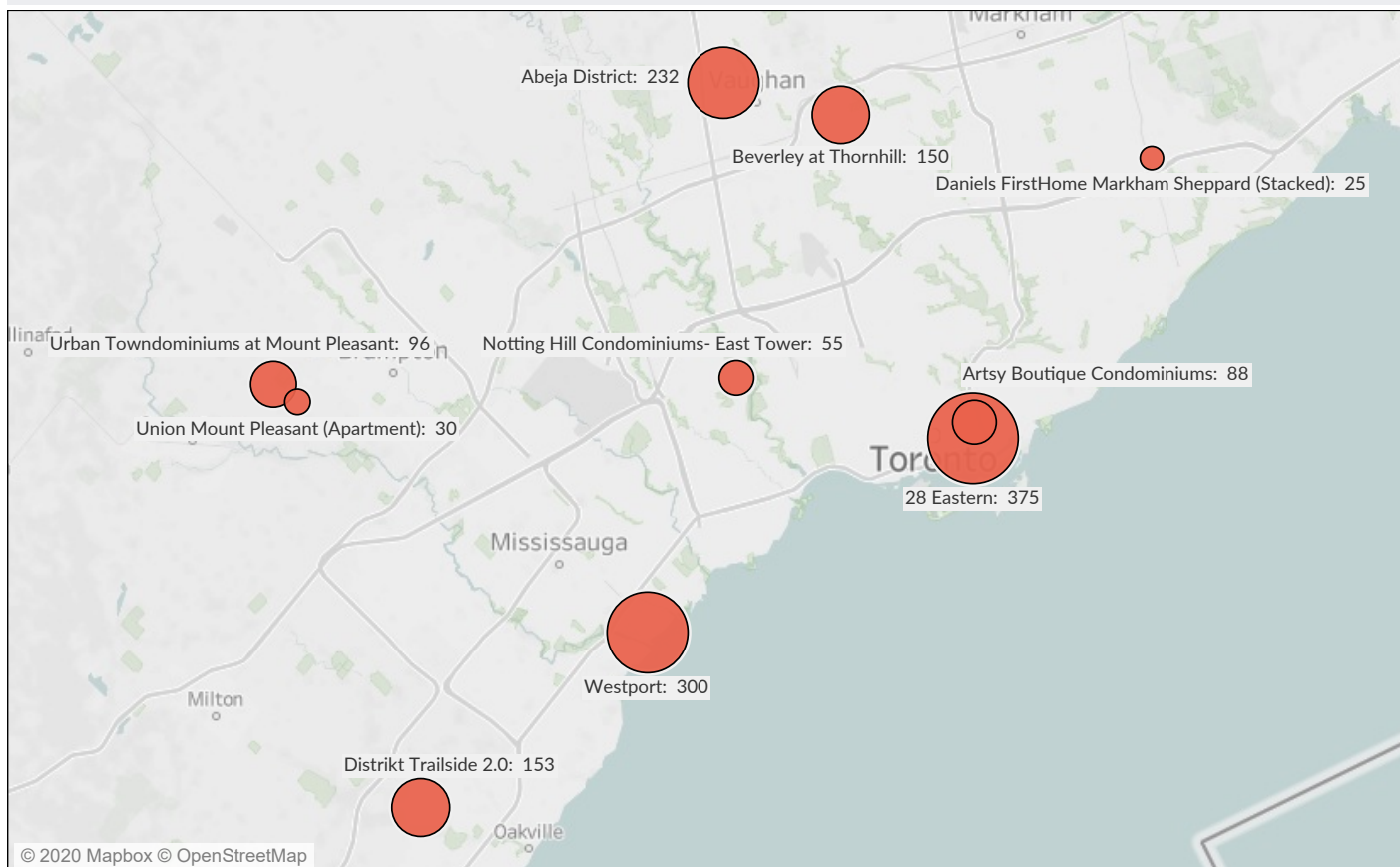


Current Sites

GTA - Active High Rise Sites by Current Month Sales



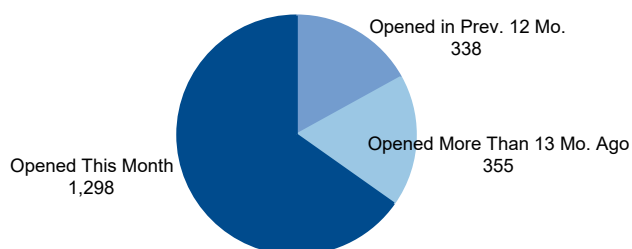
GTA - Top 10 Sites by Current Month Sales



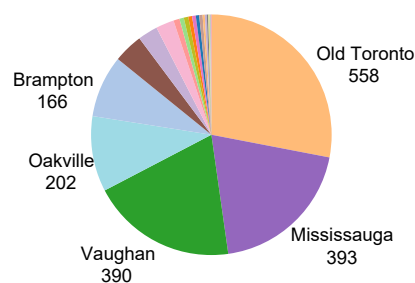
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

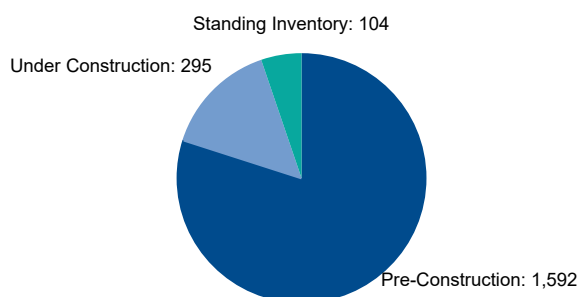
Sales by Opening Date



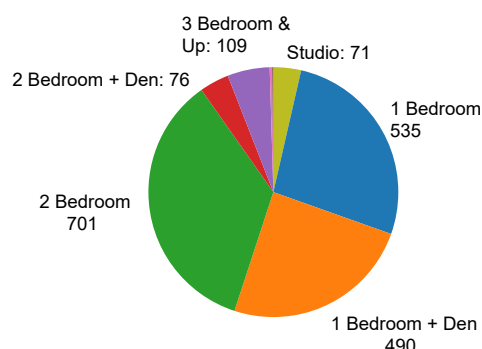
Sales by Municipality/Area



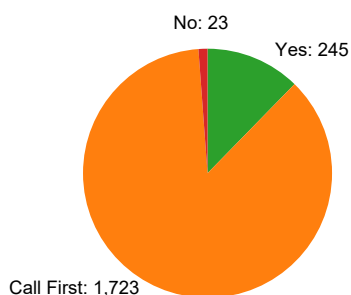
Sales by Const. Status



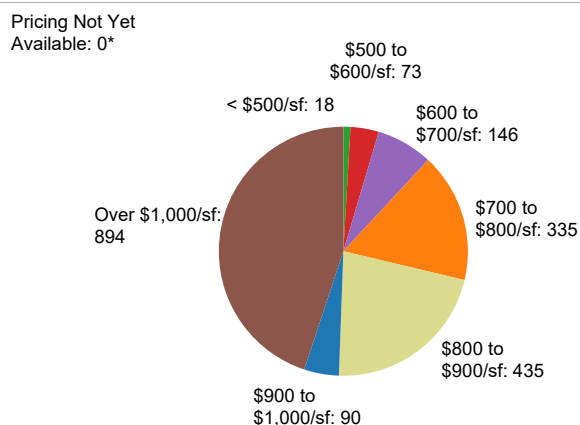
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

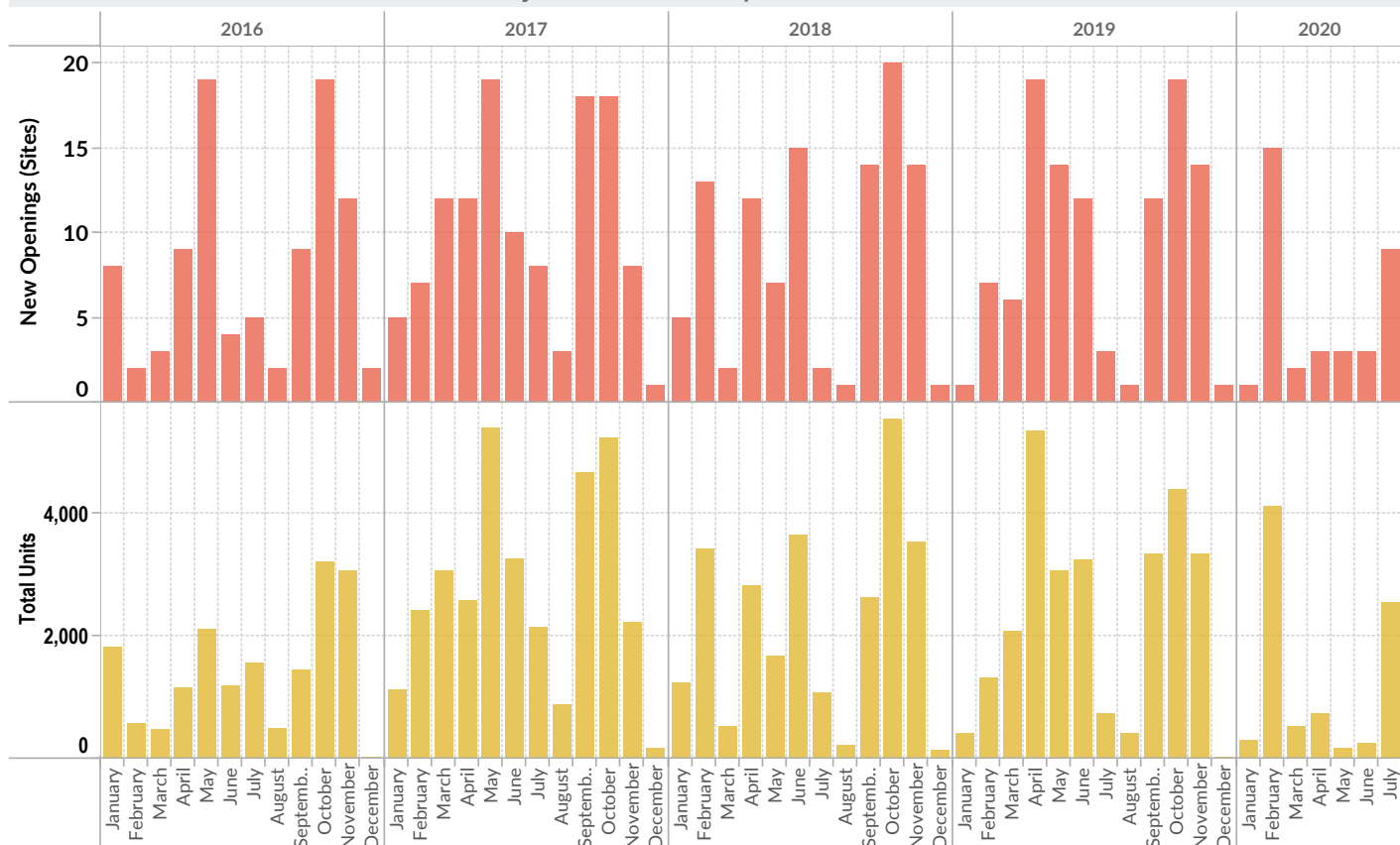
New Openings

July 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Beverly at Thornhill - Daniels Corporation and Baif Developments	Vaughan	7/4/2020	208	150	58	\$844
Westport - Edenshaw Developments	Mississauga	7/6/2020	361	300	28	\$1,036
Abeja District - Cortel Group	Vaughan	7/9/2020	232	232	0	\$791
District Trailside 2.0 - District	Oakville	7/10/2020	349	153	63	\$809
28 Eastern - Alterra	Old Toronto	7/18/2020	379	375	4	\$1,123
Artsy Boutique Condominiums - Daniels Corporation	Old Toronto	7/18/2020	113	88	25	\$1,058
199 Church Condominiums - CentreCourt Developments Inc. and Parallax Development Corporation	Old Toronto	7/22/2020	484	0	463	\$1,343
Claireville Urban Towns - Royal Pine Homes	Brampton	7/25/2020	197	0	77	\$746
Maxx Urban Towns - VanMar Developments	Pickering	7/25/2020	216	0	56	\$491
Grand Total			2,539	1,298	774	\$914

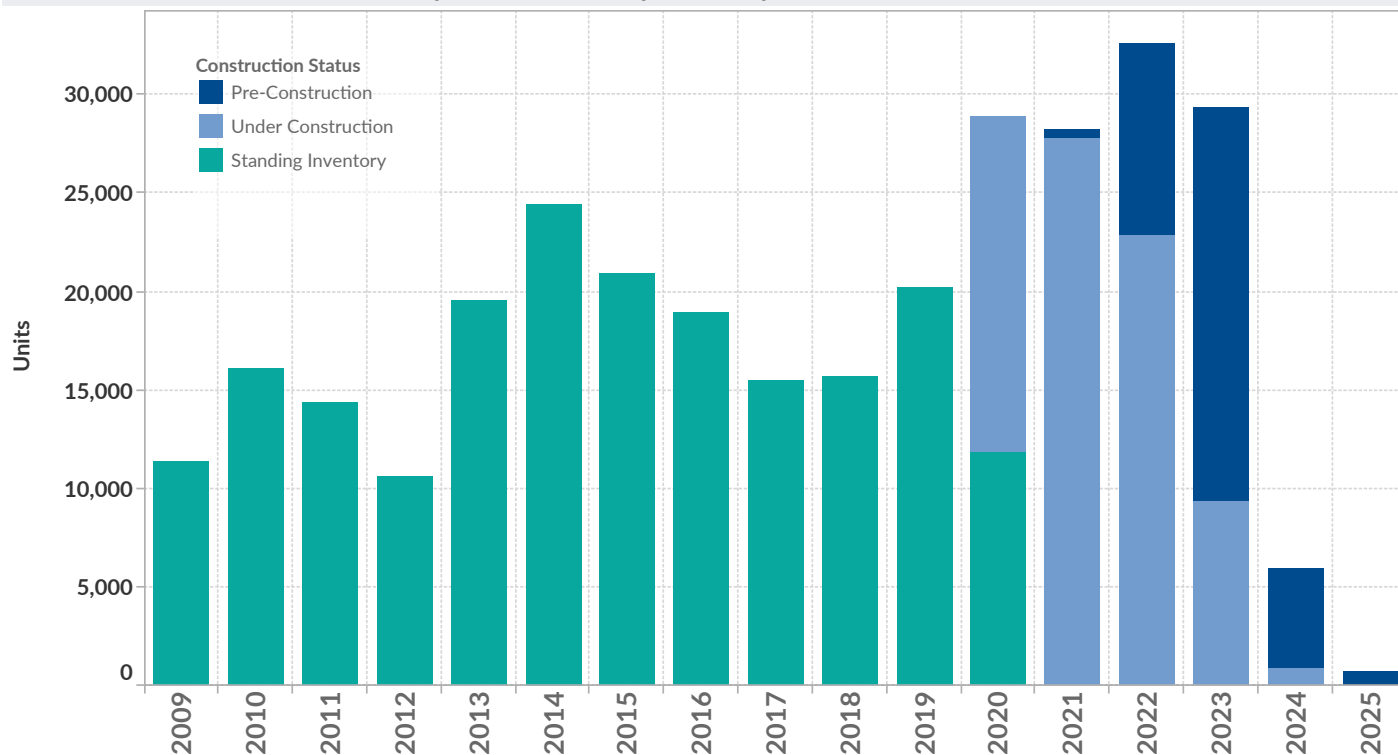
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

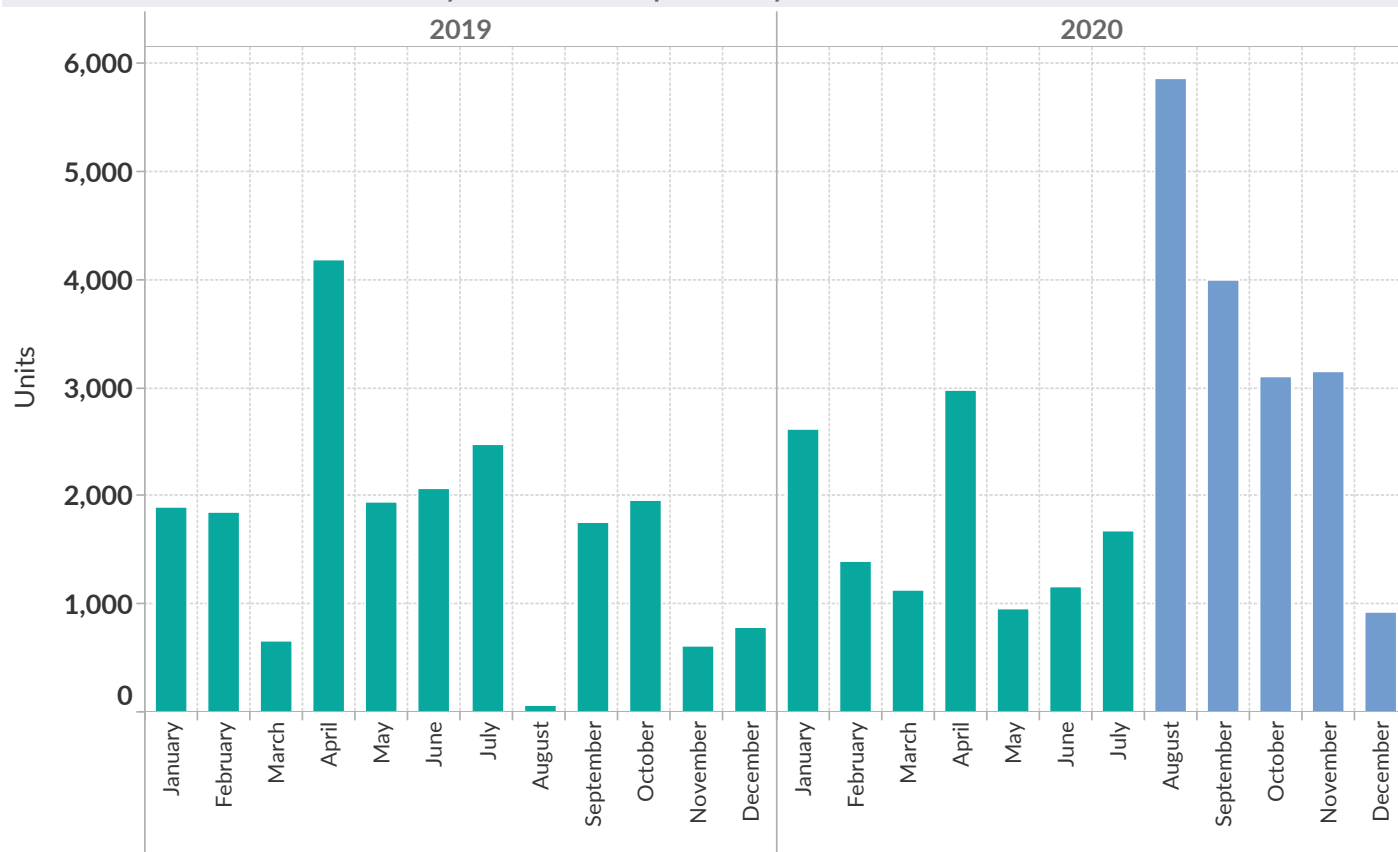


Scheduled Completions

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	0						576	5.5%
Westdale Properties	0	366	185	24	0	0	0						575	5.5%
CentreCourt Developments Inc.	0	4	526	0	0	0	0						530	5.1%
St. Thomas Developments Inc.		471	24	9	6	12	6						528	5.1%
Daniels Corporation	26	52	15	11	86	24	267						481	4.6%
Solmar Development Corp.	3	284	119	4	6	12	5						433	4.2%
Tribute Communities	24	49	283	27	3	15	17						418	4.0%
Alterra	1	3	3	0	0	0	375						382	3.7%
Cortel Group	69	48	24	2	1	5	233						382	3.7%
Lanterra Developments	27	37	69	97	23	58	66						377	3.6%
Primont Homes	37	57	198	1	7	7	12						319	3.1%
Pinnacle International	77	105	45	6	13	27	36						309	3.0%
Edenshaw Developments	2	2	0	4	0	0	300						308	3.0%
Greybrook Realty Partners	9	0	266	24	0	0	6						305	2.9%
Liberty Development Corporation	0	1	208	55	2	15	5						286	2.8%
Baif Developments	17	43	9	10	11	18	153						261	2.5%
Branthaven Homes	0	197	17	2	2	19	0						237	2.3%
Lifetime Developments	0	6	168	36	3	9	3						225	2.2%
Distrikt	9	1	7	22	0	13	159						211	2.0%
Mattamy Homes	4	2	59	20	5	56	54						200	1.9%
Tridel	40	49	65	2	9	10	15						190	1.8%
Davpart Inc.	22	9	131	6	0	17	2						187	1.8%
Times Group Corporation	55	36	38	7	21	9	12						178	1.7%
RioCan	17	61	83	2	0	3	11						177	1.7%
Sorbara	8	85	67	0	0	0	15						175	1.7%
Total (All 153 Builders)	1,077	2,642	2,989	511	422	749	1,991						10,381	

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
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Share %		
Daniels Corporation	8	66	4	331	32	26	52	15	11	86	24	267	922	4.1%	
CentreCourt Developments Inc.	0	9	3	298	25	0	4	526	0	0	0	0	865	3.8%	
Tribute Communities	24	219	50	50	37	24	49	283	27	3	15	17	798	3.5%	
RioCan	9	160	268	61	44	17	61	83	2	0	3	11	719	3.2%	
Pinnacle International	31	84	48	58	185	77	105	45	6	13	27	36	715	3.1%	
Liberty Development Corporation			306	65	0	0	1	208	55	2	15	5	657	2.9%	
Times Group Corporation	78	224	79	38	24	55	36	38	7	21	9	12	621	2.7%	
Reserve Properties	13	16	0	0	0	0	366	186	24	0	0	0	605	2.7%	
Westdale Properties	13	16	0	0	0	0	366	185	24	0	0	0	604	2.7%	
Capital Developments	11	152	269	40	26	14	16	71	1	1	0	0	601	2.6%	
Tridel	127	175	48	36	24	40	49	65	2	9	10	15	600	2.6%	
Lanterra Developments	46	32	8	12	123	27	37	69	97	23	58	66	598	2.6%	
Metropia	0	148	264	39	26	14	13	71	1	1	0	0	577	2.5%	
Solmar Development Corp.	17	44	34	24	12	3	284	119	4	6	12	5	564	2.5%	
Greybrook Realty Partners		195	23	16	16	9	0	266	24	0	0	6	555	2.4%	
Minto Developments	42	25	64	317	41	11	17	19	2	4	4	7	553	2.4%	
Cortel Group	20	24	34	49	31	69	48	24	2	1	5	233	540	2.4%	
St. Thomas Developments Inc.							471	24	9	6	12	6	528	2.3%	
Camrost Felcorp	27	13	272	61	43	14	30	10	0	2	2	7	481	2.1%	
Primont Homes	19	11	16	48	56	37	57	198	1	7	7	12	469	2.1%	
Distrikt	0	207	17	6	3	9	1	7	22	0	13	159	444	2.0%	
Davpart Inc.	10	52	123	51	16	22	9	131	6	0	17	2	439	1.9%	
El-Ad Canada Inc.	1	235	7	132	5	27	14	7	1	3	3	0	435	1.9%	
Balf Developments			0	149	21	17	43	9	10	11	18	153	431	1.9%	
Collecdev			322	102	5								429	1.9%	
Total (All 182 Builders)	1,011	2,270	3,427	3,634	1,978	1,077	2,642	2,989	511	422	749	1,991	22,701		

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 July
28 Eastern - Alterra	Old Toronto	Apartment	1 Bedroom	173
			3 Bedroom & Up	33
			2 Bedroom	127
			Studio	42
			Total	375
Westport - Edenshaw Developments	Mississauga	Apartment	1 Bedroom	103
			1 Bedroom + Den	143
			2 Bedroom + Den	4
			3 Bedroom & Up	7
			2 Bedroom	43
			Total	300
Abeja District - Cortel Group	Vaughan	Apartment	1 Bedroom	21
			1 Bedroom + Den	86
			3 Bedroom & Up	23
			2 Bedroom	102
			Total	232
Distrikt Trailside 2.0 - Distrikt	Oakville	Apartment	1 Bedroom	26
			1 Bedroom + Den	78
			2 Bedroom + Den	1
			3 Bedroom & Up	2
			2 Bedroom	46
			Total	153
Beverley at Thornhill - Daniels Corporation and Baif Developments	Vaughan	Apartment	1 Bedroom	93
			1 Bedroom + Den	17
			2 Bedroom + Den	9
			3 Bedroom & Up	1
			2 Bedroom	27
			Other	1
			Studio	2
			Total	150
Urban Towndominiums at Mount Pleasant - Rosehaven Homes	Brampton	Stacked	2 Bedroom	96
			Total	96

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,044/sf
	Etobicoke	\$922/sf
	North York	\$1,068/sf
	Old Toronto	\$1,445/sf
	Scarborough	\$766/sf
	York	\$866/sf
905 Area	905 All Muni.	\$794/sf

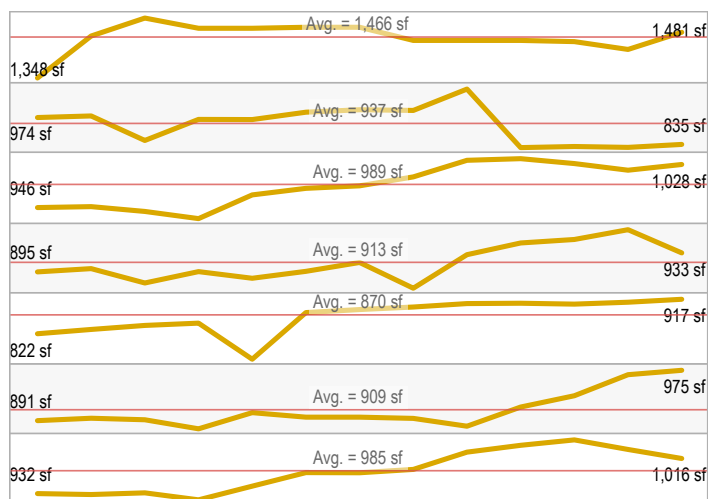
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,481 sf
	Etobicoke	835 sf
	North York	1,028 sf
	Old Toronto	933 sf
	Scarborough	917 sf
	York	975 sf
905 Area	905 All Muni.	1,016 sf

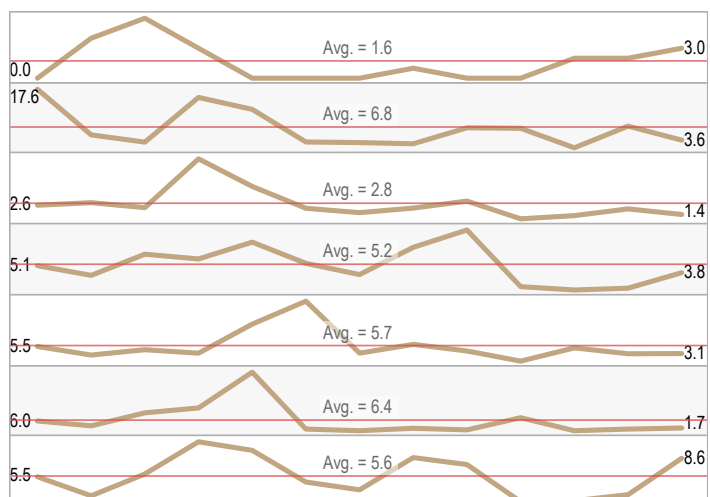
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	3.0
	Etobicoke	3.6
	North York	1.4
	Old Toronto	3.8
	Scarborough	3.1
	York	1.7
905 Area	905 All Muni.	8.6

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	July 2020				July 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	2			2	25			25
Central Waterfront	Old Toronto	20			20	20			20
Don Mills - York Mills	North York	23		0	23	53		0	53
Downtown Core	Old Toronto	2			2	55			55
Downtown East	Old Toronto	486			486	64			64
Downtown West	Old Toronto	6			6	449			449
Etobicoke Waterfront	Etobicoke	0			0	21			21
Highway7 - Yonge	Markham	1			1	0			0
	Richmond Hill	7		3	10	27		12	39
Mississauga City Centre	Mississauga	32			32	136			136
North Toronto	Old Toronto	14			14	21			21
North Yonge Corridor	North York	21		0	21	9		0	9
North York East	North York	0		0	0	0		0	0
North York West	North York	9		0	9	27		3	30
Not Applicable	Brampton	61		105	166	3		181	184
	Burlington	10			10	13			13
	Caledon	0		1	1				
	Clarington	6			6	3		0	3
	East York	3			3	0			0
	Etobicoke	79		0	79	419		1	420
	Georgina	0			0	0			0
	Halton Hills	0			0	0			0
	Markham	3		0	3	30		0	30
	Milton	16			16	6		11	17
	Mississauga	330		31	361	89		15	104
	Newmarket	4	0		4	5	0		5
	Oakville	196		6	202	27		0	27
	Old Toronto	0			0	0			0
	Oshawa	12			12	13			13
	Pickering	9		0	9	5		2	7
	Richmond Hill			0	0				
	Scarborough	24		25	49	84		9	93
	Vaughan	232		0	232	88		21	109
	Whitby	9		3	12	5			5
	Whitchurch-Stouffville	4			4	26			26
	York	5			5	24			24
Sheppard Corridor	North York	0		0	0	14		0	14
Thornhill	Markham	5			5	0			0
	Vaughan	158			158	9			9
Toronto East	Old Toronto	14		0	14	1	0	0	1
Toronto West	Old Toronto	9		0	9	37		1	38
Yonge - St. Clair	Old Toronto	5		0	5	3			3
Grand Total		1,817	0	174	1,991	1,811	0	256	2,067

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	638			638	177			177
Central Waterfront	Old Toronto	788			788	803			803
Don Mills - York Mills	North York	257		2	259	199		0	199
	Old Toronto								
Downtown Core	Old Toronto	597			597	236			236
Downtown East	Old Toronto	1,969			1,969	928			928
Downtown West	Old Toronto	1,987			1,987	986			986
Etobicoke Waterfront	Etobicoke	67			67	46			46
Highway7 - Yonge	Markham	28			28	32			32
	Richmond Hill	278		78	356	42		85	127
Mississauga City Centre	Mississauga	1,240			1,240	480			480
North Toronto	North York								
	Old Toronto	1,049			1,049	487			487
North Yonge Corridor	North York	114		7	121	120		3	123
	Old Toronto								
North York East	North York	0		20	20	0		8	8
North York West	North York	572		192	764	59		27	86
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	425		306	731	131		94	225
	Burlington	282			282	182			182
	Caledon	23		1	24	50		0	50
	Clarington	25		4	29	53			53
	East York	21			21	38			38
	Etobicoke	1,411		116	1,527	791		5	796
	Georgina	0			0	0			0
	Halton Hills	5			5	17			17
	King								
	Markham	660		39	699	335		0	335
	Milton	203		13	216	77			77
	Mississauga	786		583	1,369	321		160	481
	Newmarket	135	0		135	33	4		37
	North York								
	Oakville	1,221		37	1,258	226		16	242
	Old Toronto	332			332	56			56
	Oshawa	151			151	83			83
	Pickering	366		38	404	13		69	82
	Richmond Hill			98	98			22	22
	Scarborough	1,136		131	1,267	418		44	462
	Uxbridge								
	Vaughan	1,107		74	1,181	213		13	226
	Whitby	77		27	104	88		11	99
	Whitchurch-Stouffville	51			51	101			101
	York	185			185	69			69
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	268		1	269	424		13	437
Thornhill	Markham	63			63	117			117
	Vaughan	1,095			1,095	183			183
Toronto East	East York								
	Old Toronto	410	10	15	435	150		9	159
Toronto West	Old Toronto	749		39	788	387		7	394
Yonge - St. Clair	Old Toronto	89		10	99	71		17	88
Grand Total		20,860	10	1,831	22,701	9,222	4	603	9,829

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