



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of August 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-20		Aug-19		Change
High Rise	2,609		1,008		158.8%
Low Rise	1,930		424		355.2%
Total	4,539		1,432		217.0%
Year to Date Sales	Jan.-Aug. 2020		Jan.-Aug. 2019		Y/Y Change
High Rise	13,008		15,431		-15.7%
Low Rise	9,768		5,577		75.1%
Total	22,776		21,008		8.4%
Year to Date Supply	Jan.-Aug. 2020		Jan.-Aug. 2019		Y/Y Change
High Rise	11,807		16,647		-29.1%
Low Rise	8,316		4,990		66.7%
Total	20,123		21,637		-7.0%
Year to Date Completions	Jan.-Aug. 2020		Jan.-Aug. 2019		Y/Y Change
High Rise	13,166		15,147		-13.1%
Remaining Inventory	Aug-20	Jul-20	Aug-19	M/M Change	Y/Y Change
High Rise	10,776	9,897	12,763	8.9%	-15.6%
Low Rise	3,555	4,062	4,725	-12.5%	-24.8%
Total	14,331	13,959	17,488	2.7%	-18.1%
Benchmark Price	Aug-20	Jul-20	Aug-19	M/M Change	Y/Y Change
High Rise	\$972,859	\$993,811	\$840,799	-2.1%	15.7%
Low Rise	\$1,169,823	\$1,182,199	\$1,083,358	-1.0%	8.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	376	295	145	
High Rise Units	3,064	99,527	79,420	36,604	
% Sold*	63%	85%	92%	78%	
Low Rise Projects	12	293			
Low Rise Units	560	30,308			
% Sold*	64%	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.

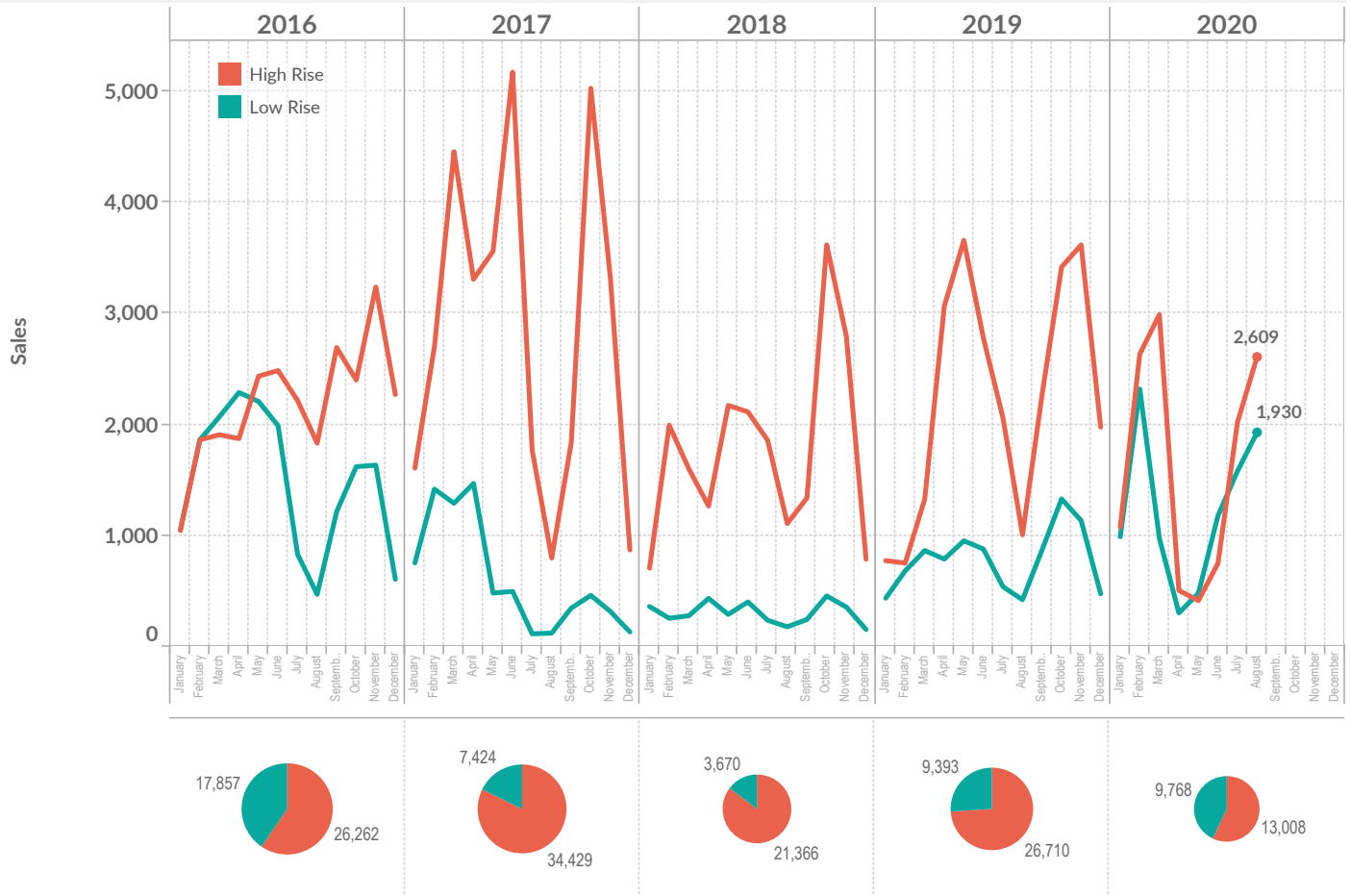
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

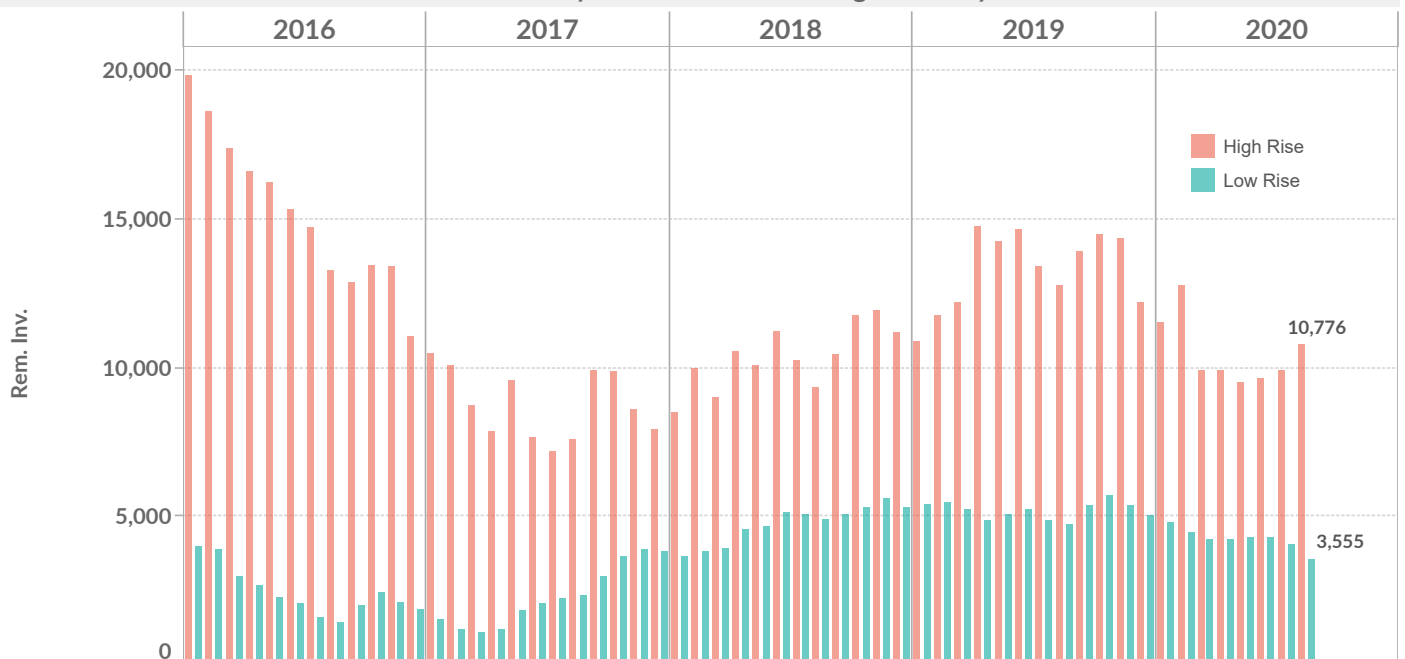
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

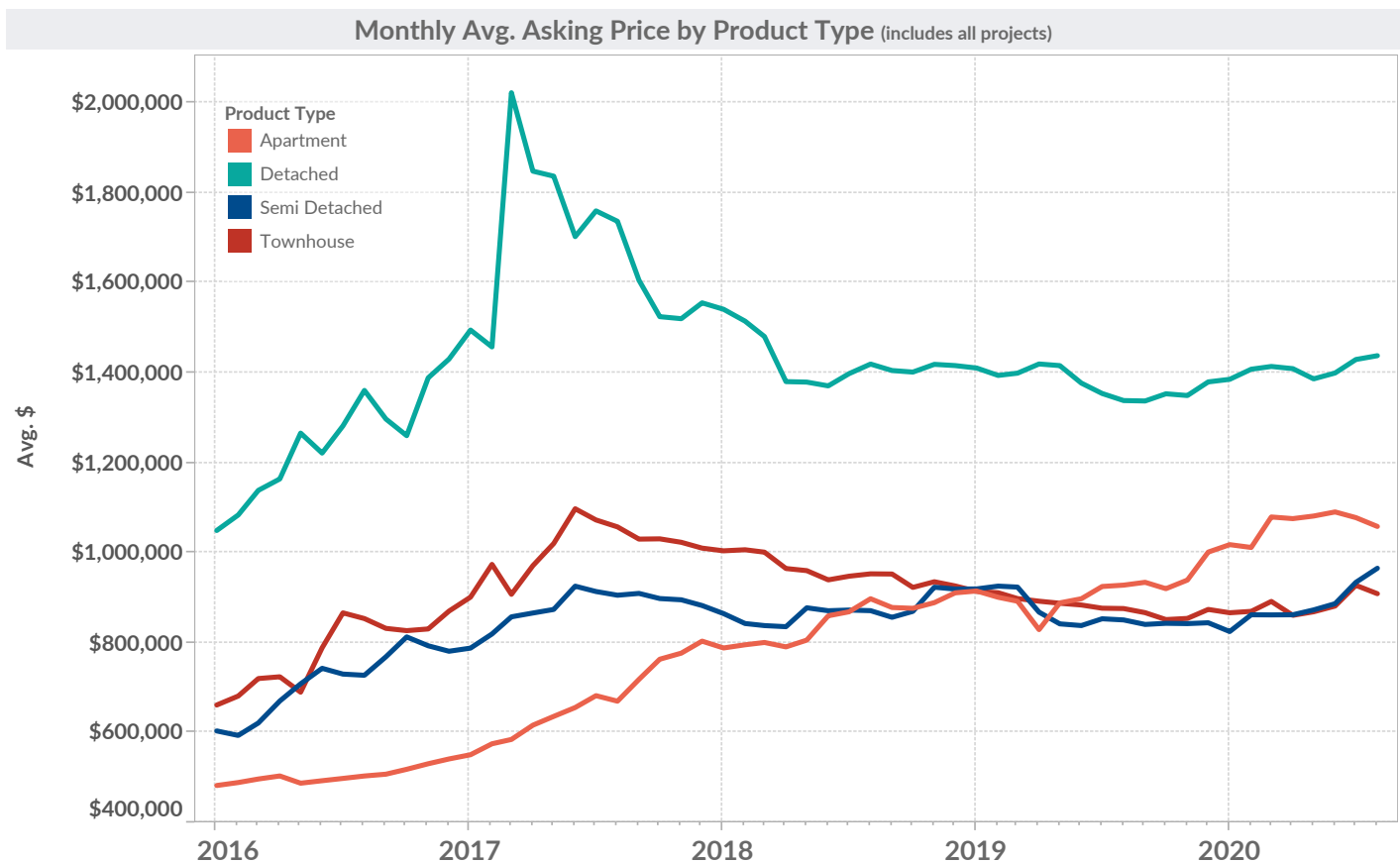
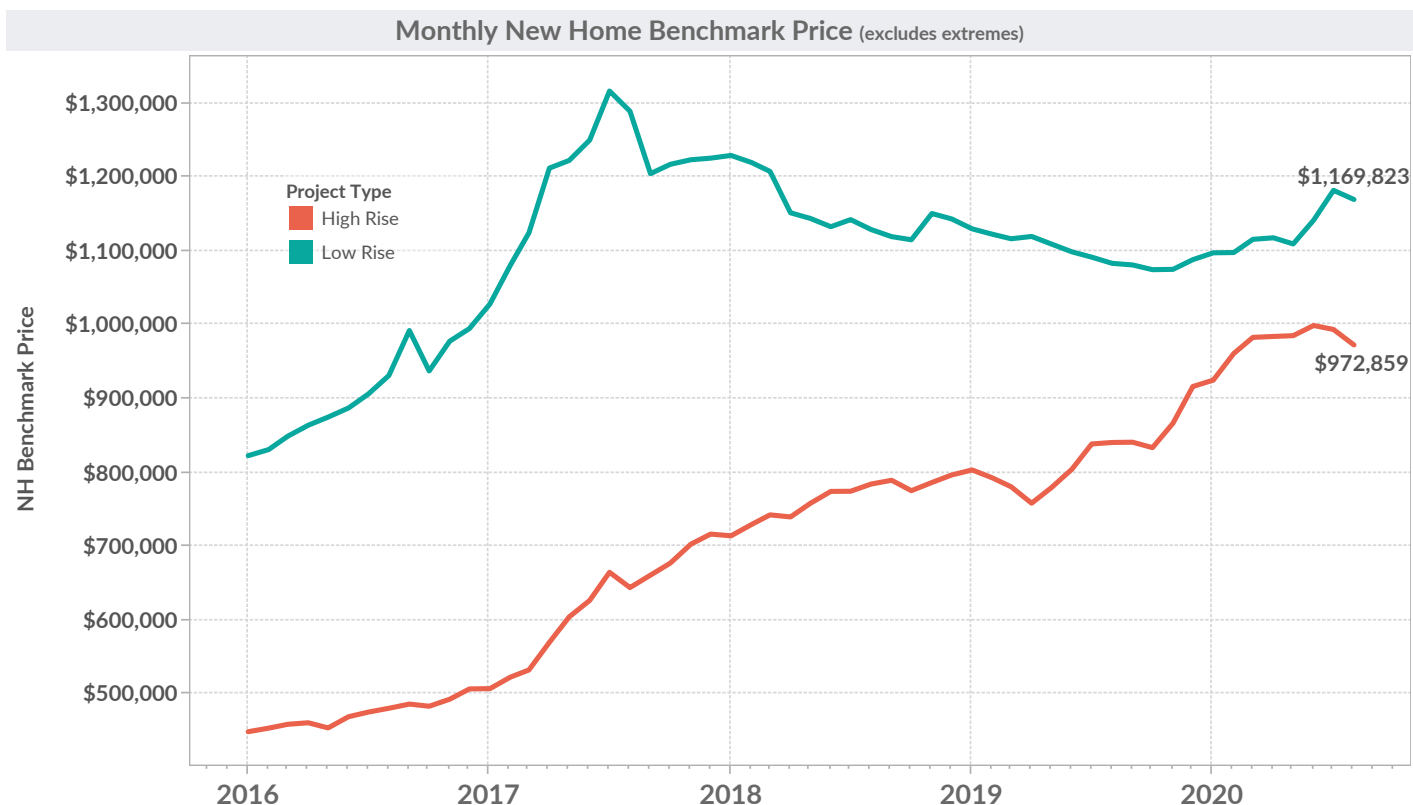
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

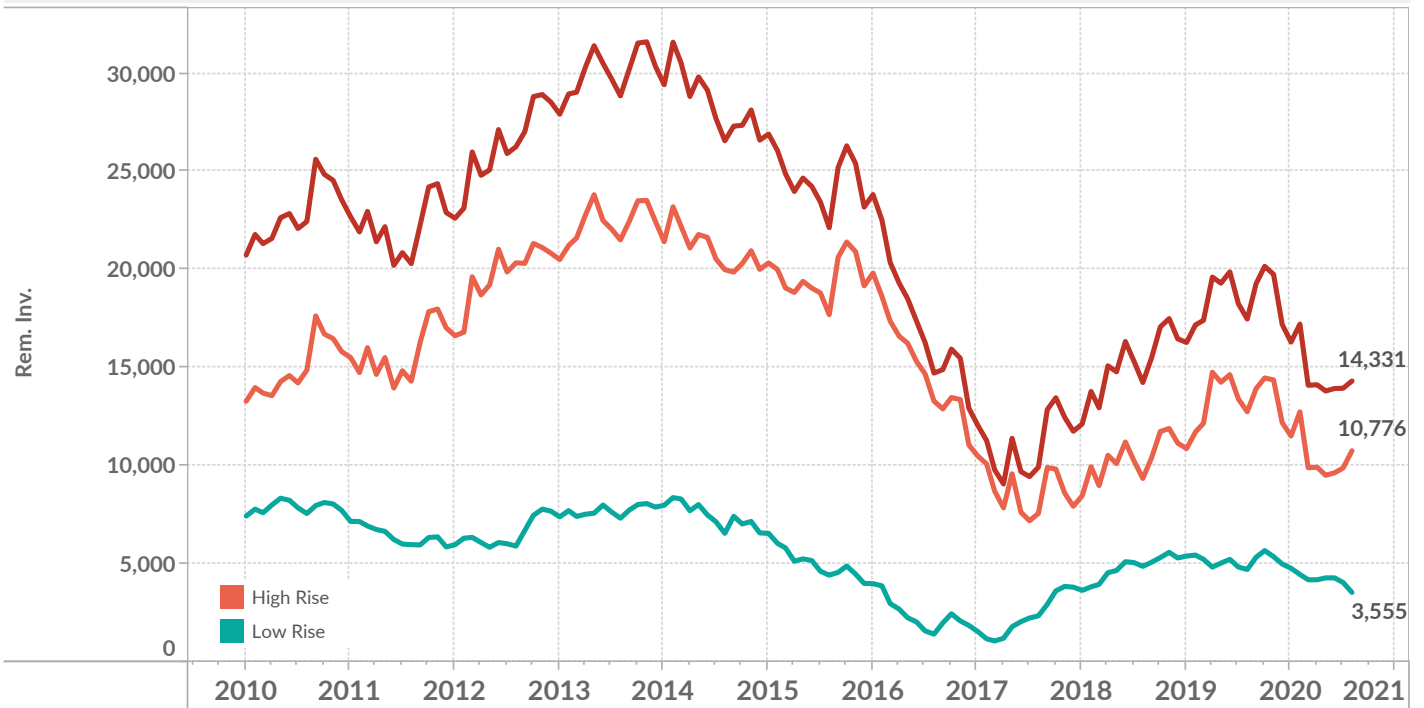


Pricing

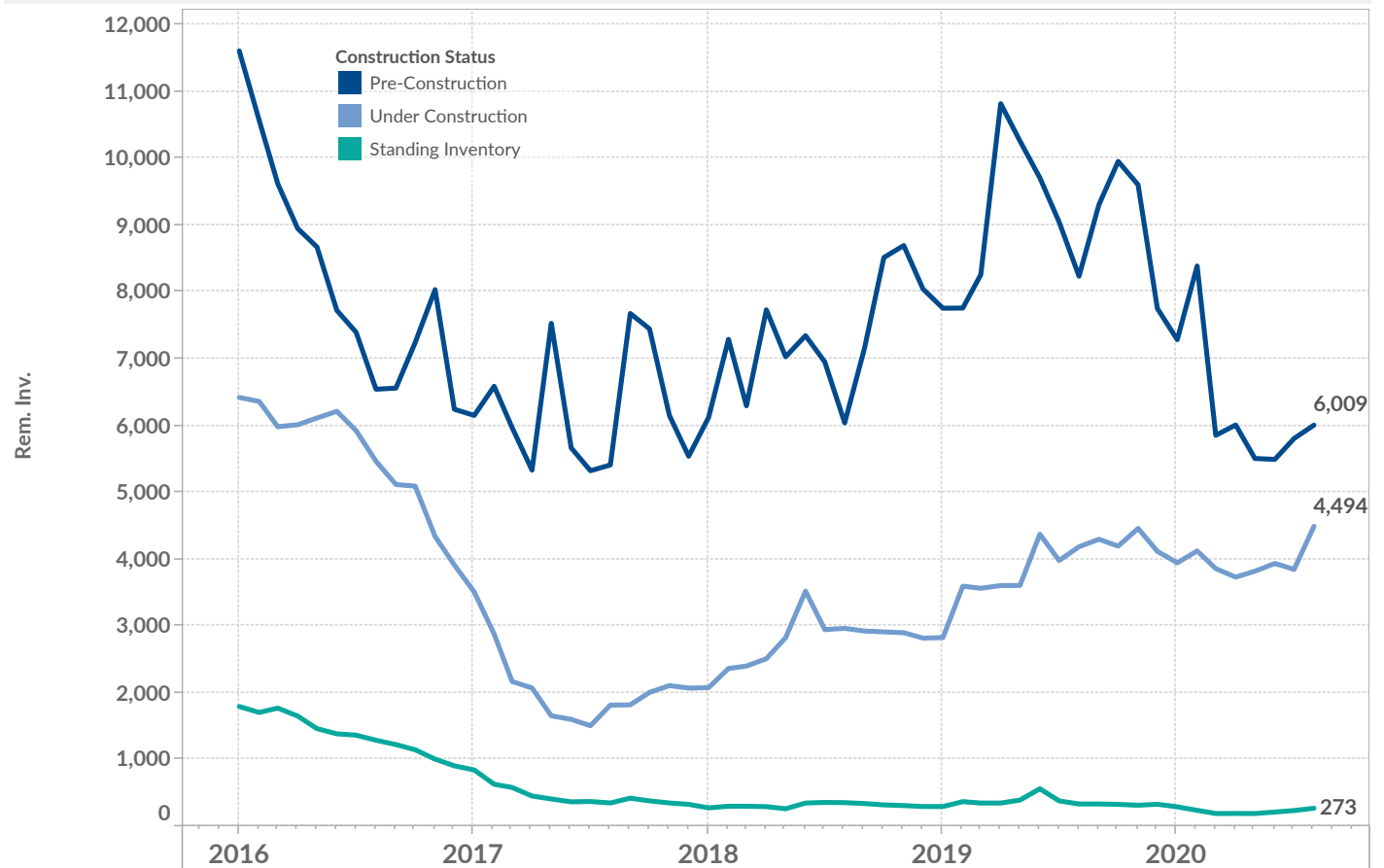


Remaining Inventory

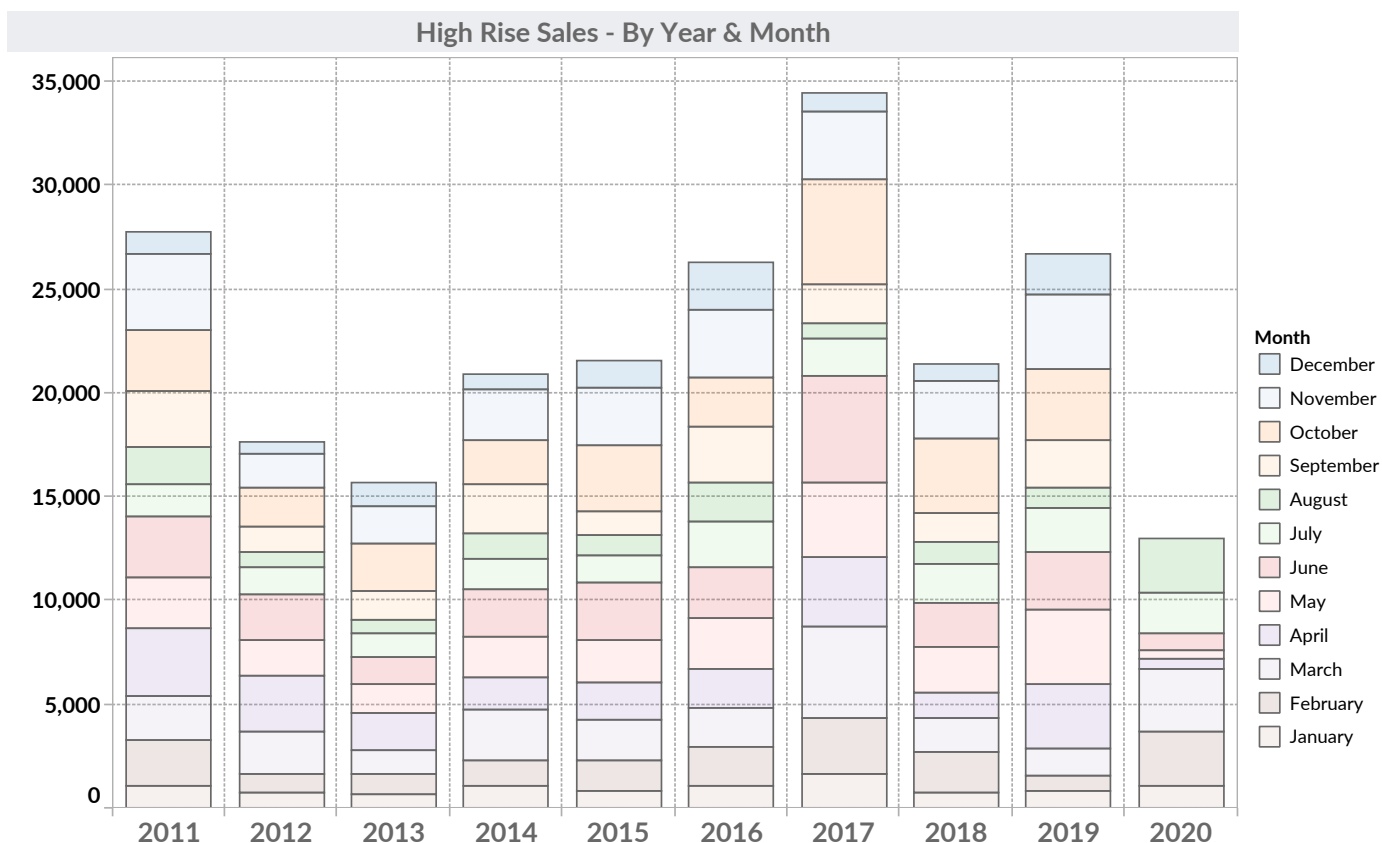
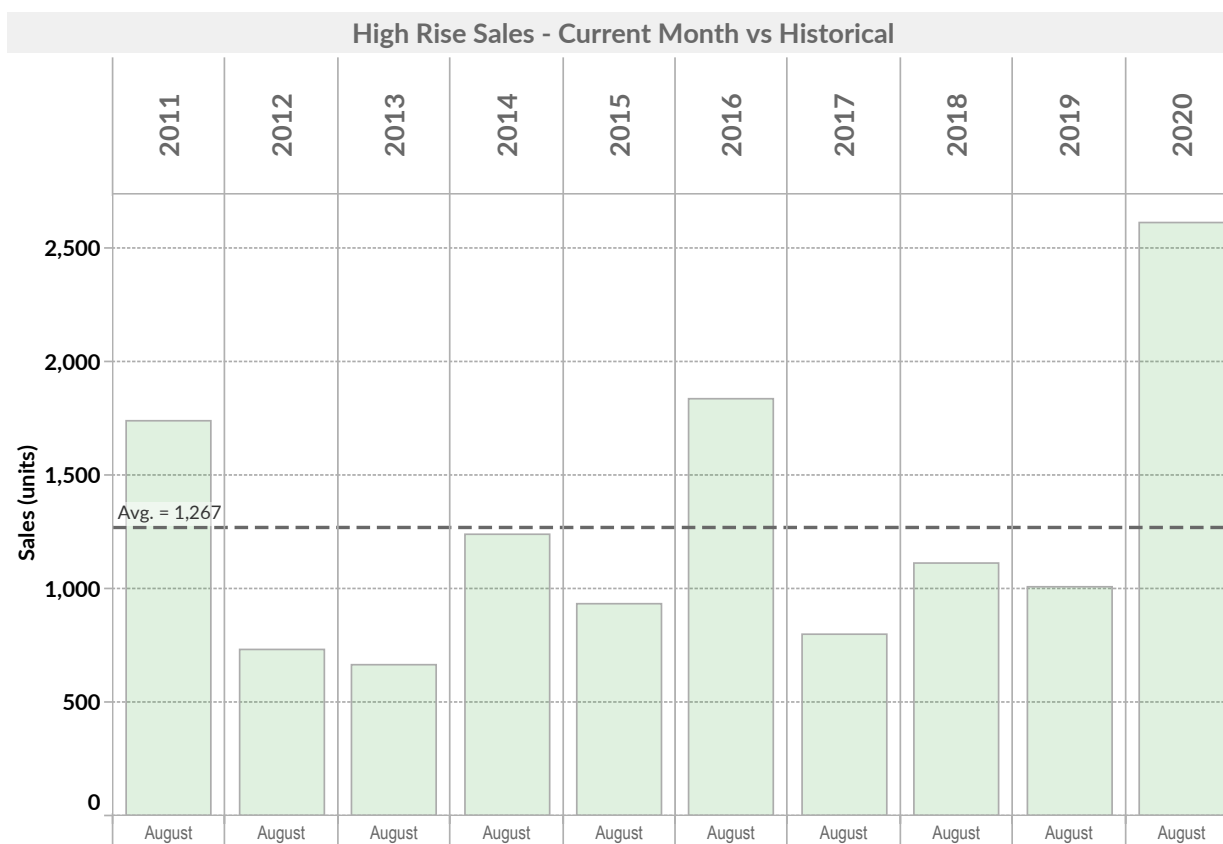
GTA - Monthly New Home Remaining Inventory



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

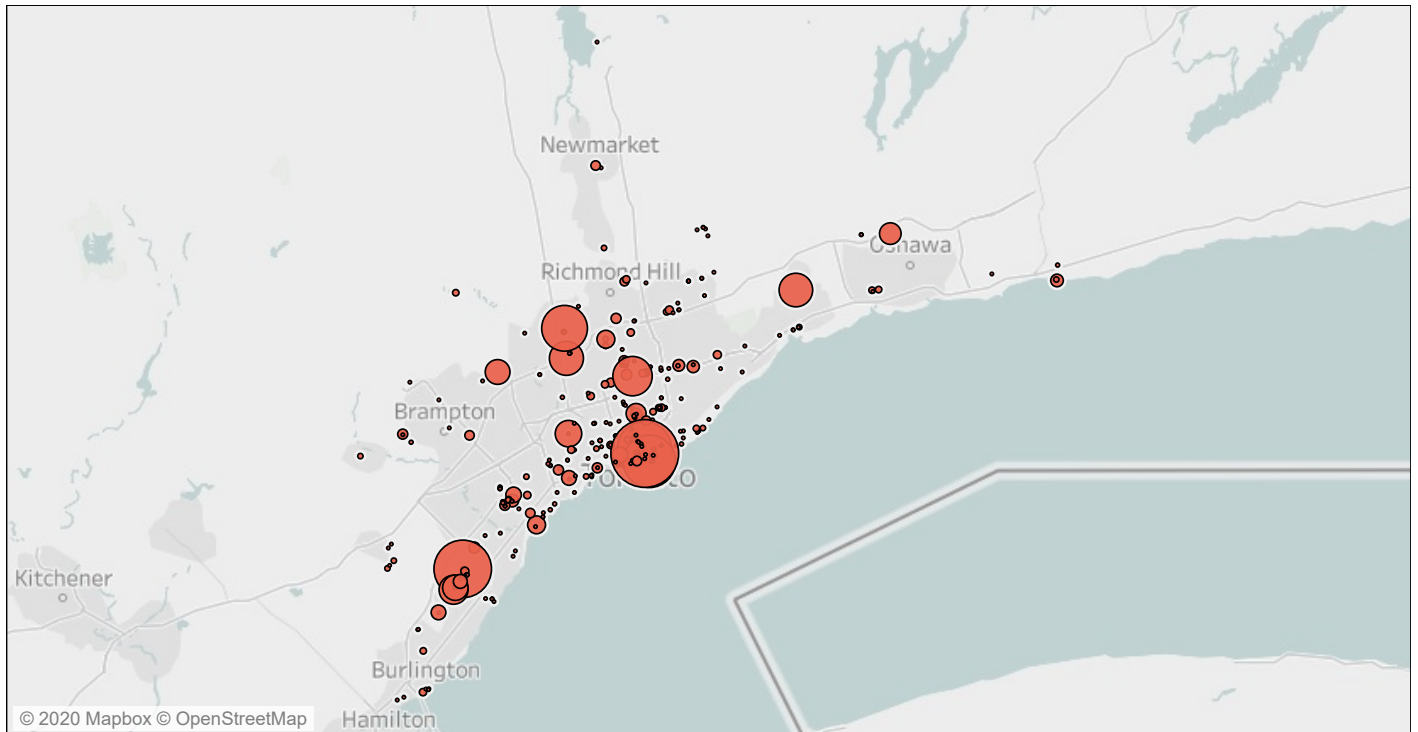


Historical Sales Comparison

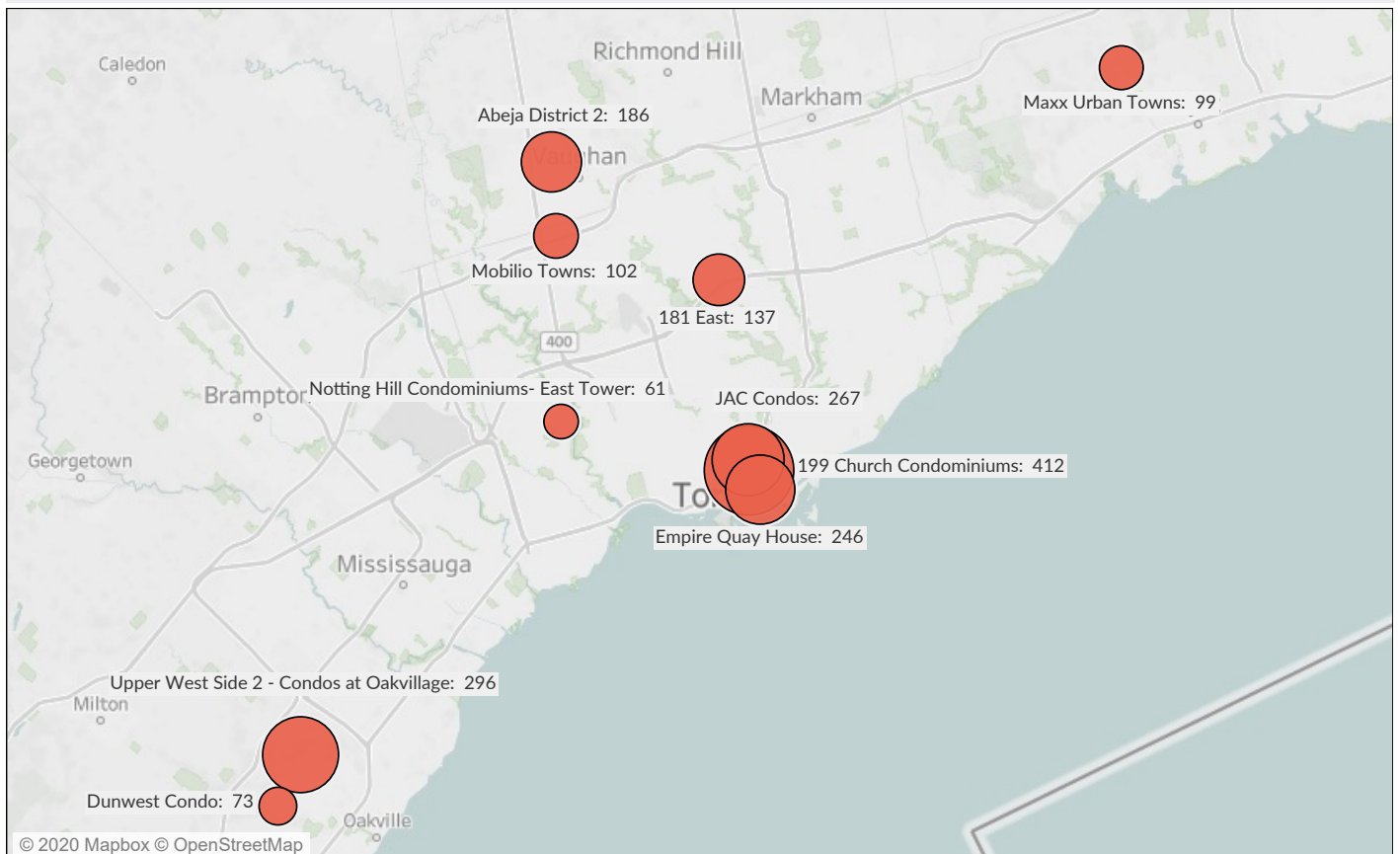


Current Sites

GTA - Active High Rise Sites by Current Month Sales



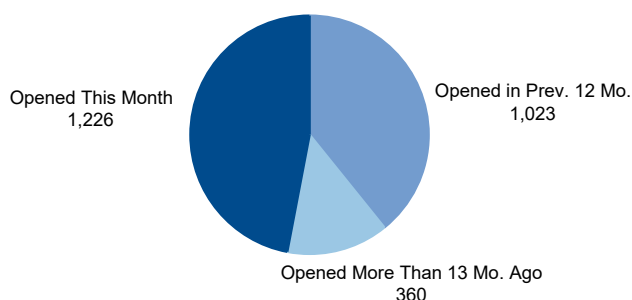
GTA - Top 10 Sites by Current Month Sales



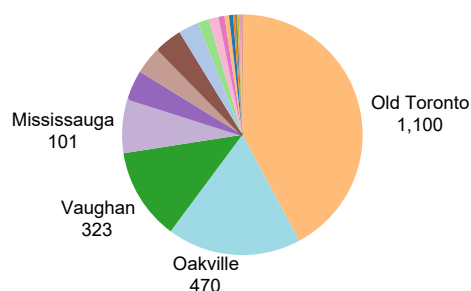
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

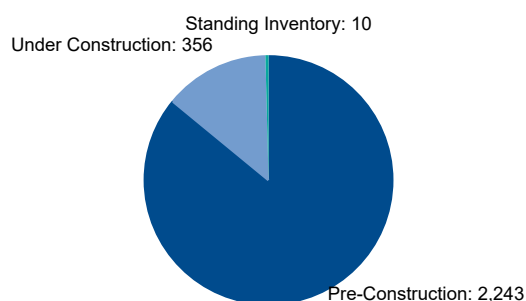
Sales by Opening Date



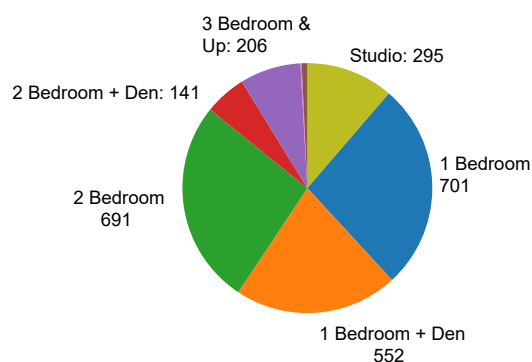
Sales by Municipality/Area



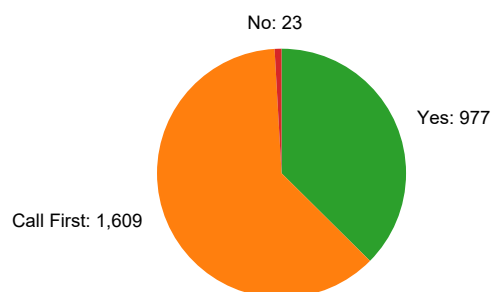
Sales by Const. Status



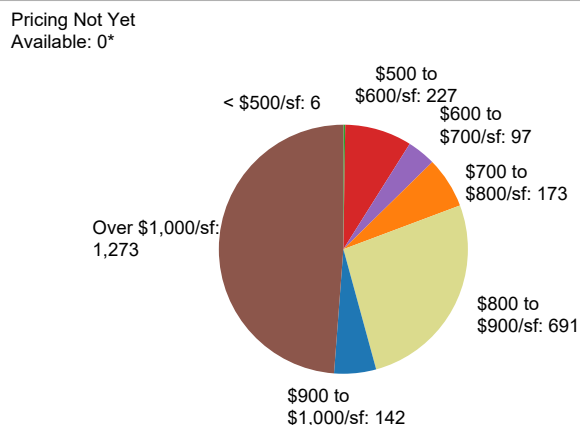
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

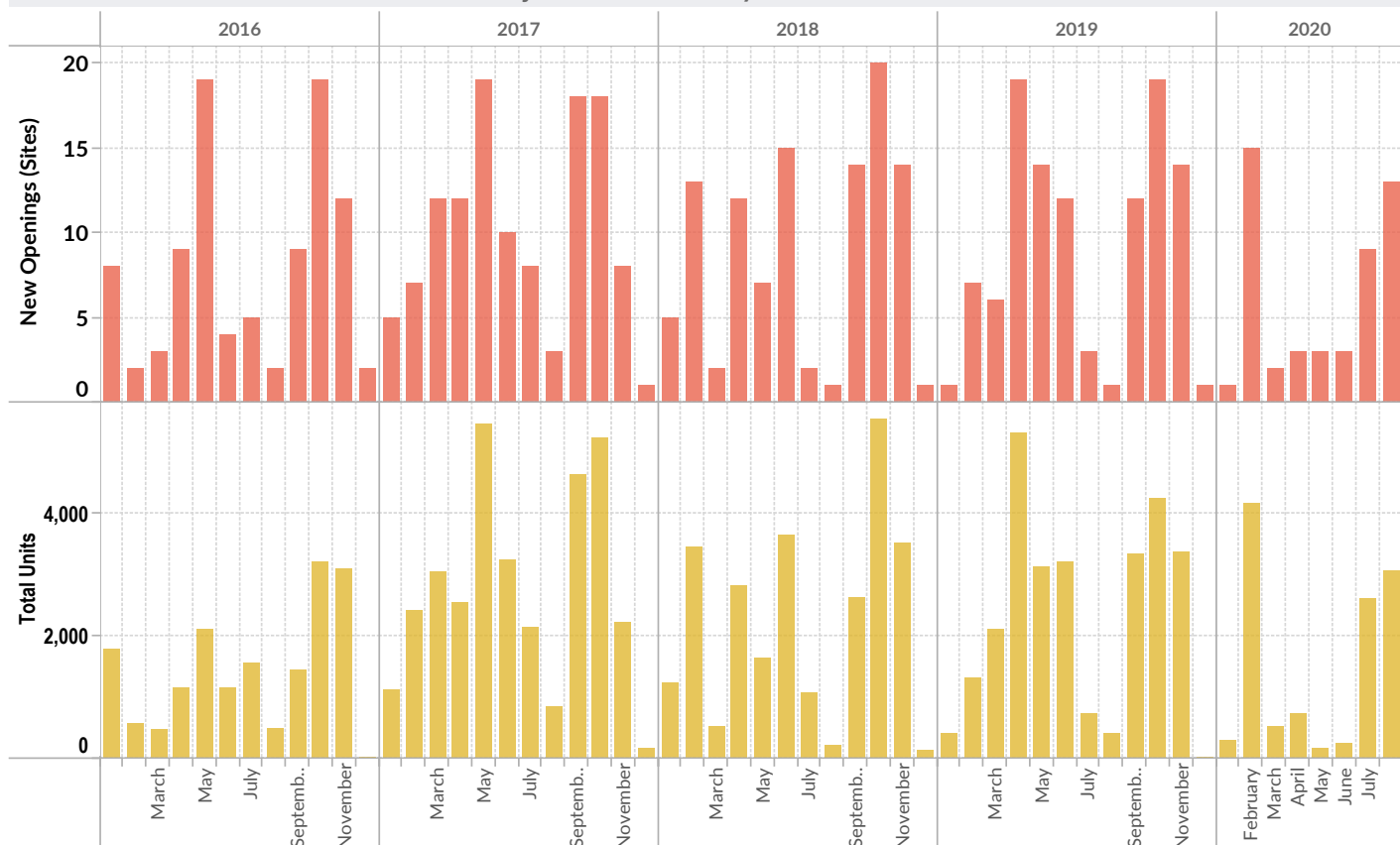
New Openings

August 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
181 East - Stafford Homes	North York	8/1/2020	185	137	45	\$1,291
Carvalo on College - Clifton Blake	Old Toronto	8/1/2020	23	21	2	\$986
Dunwest Condo - Greenpark Group	Oakville	8/10/2020	146	73	73	\$849
Empire Quay House - Empire	Old Toronto	8/12/2020	463	246	217	\$1,320
Upper West Side 2 - Condos at Oakville - Branthaven Homes	Oakville	8/13/2020	356	296	60	\$836
Abeja District 2 - Cortel Group	Vaughan	8/19/2020	286	186	100	\$841
JAC Condos - Graywood Developments and Phantom Developments	Old Toronto	8/20/2020	489	267	222	\$1,257
Canopy Towers - Liberty Development Corporation *	Mississauga	8/22/2020	497	0	497	\$852
Daniels FirstHome Keelesdale - Building A - Daniels Corporation and Diamond Corp and Kilmer Group *	York	8/22/2020	58	0	48	\$817
Daniels FirstHome Keelesdale - Building D - Daniels Corporation and Diamond Corp and Kilmer Group *	York	8/22/2020	45	0	45	\$829
Daniels FirstHome Keelesdale (Stacked) - Daniels Corporation and Diamond Corp and Kilmer Group *	York	8/22/2020	51	0	51	\$714
Artform - Emblem Developments *	Mississauga	8/26/2020	336	0	336	\$905
Bronte Oakville - Queensgate and Brixen Developments Inc. *	Oakville	8/28/2020	129	0	129	\$840
Grand Total			3,064	1,226	1,825	\$988

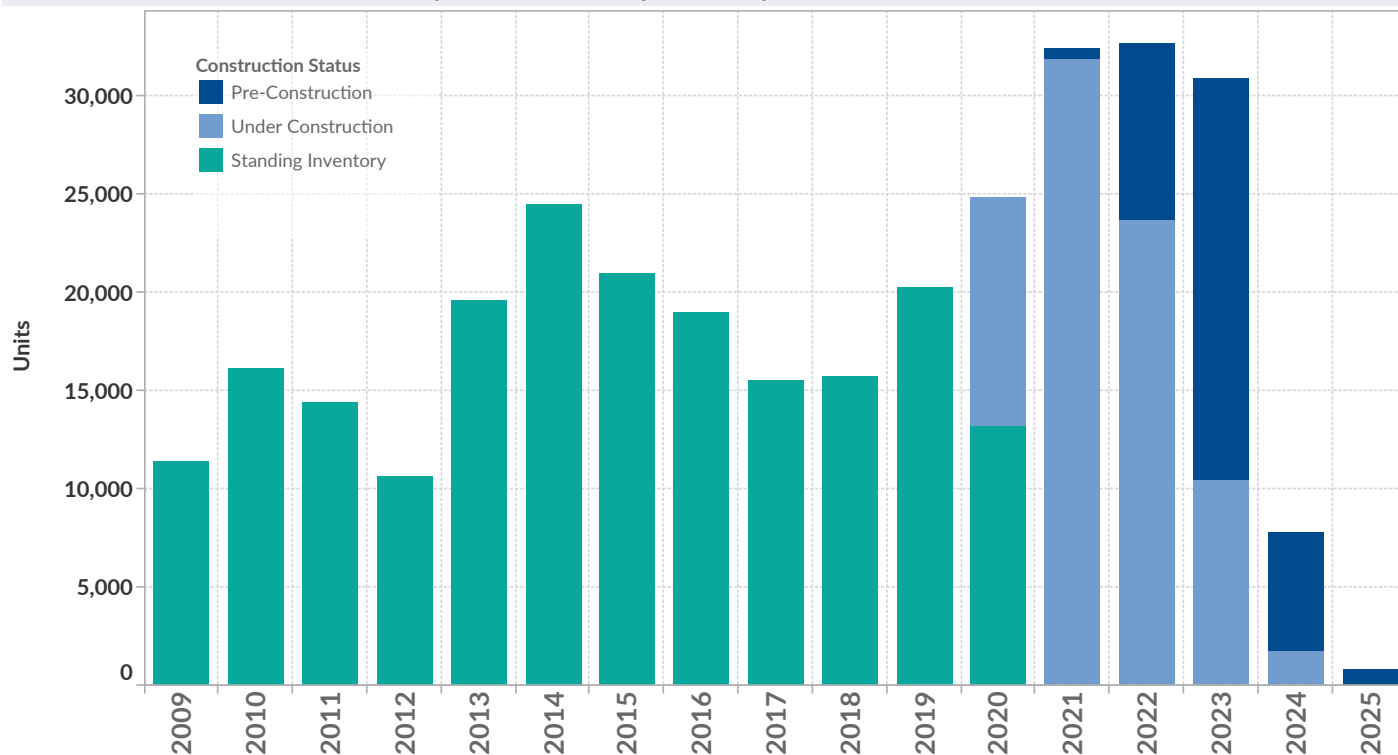
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

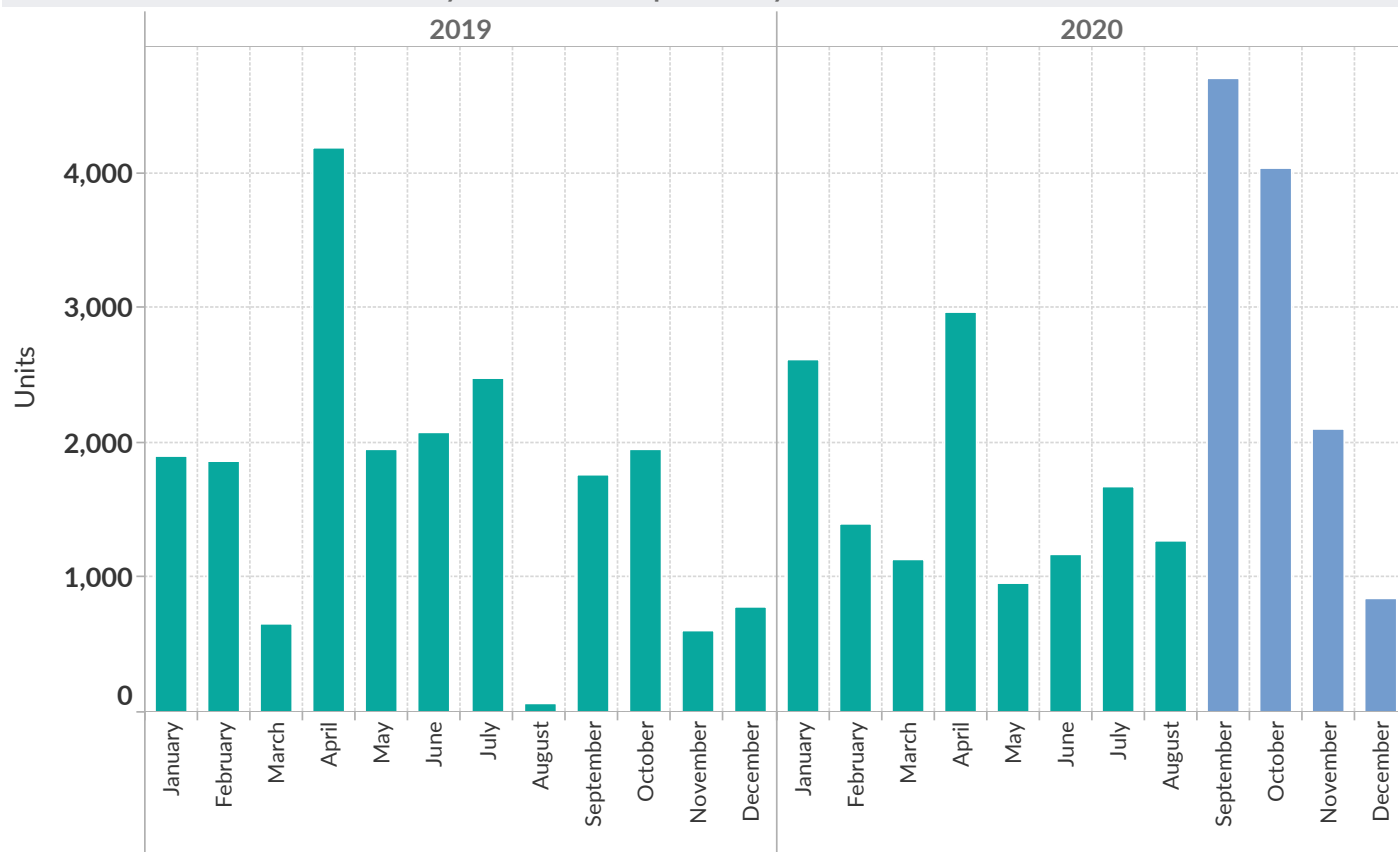


Scheduled Completions

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.		
CentreCourt Developments Inc.	0	4	526	0	0	0	0	419					949	7.3%
Reserve Properties	0	366	186	24	0	0	0	44					620	4.8%
Westdale Properties	0	366	185	24	0	0	0	44					619	4.8%
Cortel Group	69	48	24	2	1	5	233	187					569	4.4%
Branthaven Homes	0	197	17	2	2	19	0	299					536	4.1%
St. Thomas Developments Inc.		471	24	9	6	9	1	0					520	4.0%
Daniels Corporation	26	49	15	7	82	17	265	35					496	3.8%
Tribute Communities	24	49	283	27	3	15	17	40					458	3.5%
Lanterra Developments	27	37	69	97	23	58	68	68					447	3.4%
Solmar Development Corp.	3	281	119	4	6	12	5	13					443	3.4%
Parallax Development Corporation							0	412					412	3.2%
Alterra	1	3	3	0	0	0	373	0					380	2.9%
Pinnacle International	77	105	45	6	13	27	36	31					340	2.6%
Edenshaw Developments	2	2	0	4	0	0	300	27					335	2.6%
Primont Homes	37	56	198	1	7	10	14	8					331	2.5%
Graywood Developments	14	13	24	0	7	0	0	267					325	2.5%
Greybrook Realty Partners	9	0	266	24	0	0	6	0					305	2.3%
Liberty Development Corporation	0	1	208	55	2	15	5	4					290	2.2%
Empire	8	5	8	1	2	0	1	248					273	2.1%
Baif Developments	17	40	9	6	7	11	151	29					270	2.1%
Distrikt	9	1	7	22	0	13	159	57					268	2.1%
Phantom Developments	0	0	0	0	0	0	0	267					267	2.1%
Menkes	13	8	75	40	4	0	0	109					249	1.9%
Lifetime Developments	0	6	168	36	3	9	3	1					226	1.7%
Mattamy Homes	4	2	59	20	5	55	53	21					219	1.7%
Total (All 162 Builders)	1,078	2,634	2,990	507	416	752	2,022	2,609					13,008	

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 %
	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.		
CentreCourt Developments Inc.	9	3	298	25	0	4	526	0	0	0	0	419	1,284	5.3%
Daniels Corporation	66	4	331	32	26	49	15	7	82	17	265	35	929	3.8%
Tribute Communities	219	50	50	37	24	49	283	27	3	15	17	40	814	3.4%
RioCan	160	268	61	44	17	61	83	2	0	3	11	40	750	3.1%
Pinnacle International	84	48	58	185	77	105	45	6	13	27	36	31	715	2.9%
Cortel Group	24	34	49	31	69	48	24	2	1	5	233	187	707	2.9%
Liberty Development Corporation		306	65	0	0	1	208	55	2	15	5	4	661	2.7%
Reserve Properties	16	0	0	0	0	366	186	24	0	0	0	44	636	2.6%
Westdale Properties	16	0	0	0	0	366	185	24	0	0	0	44	635	2.6%
Lanterra Developments	32	8	12	123	27	37	69	97	23	58	68	68	622	2.6%
Capital Developments	152	269	40	26	14	16	71	1	1	0	0	1	591	2.4%
Metropia	148	264	39	26	14	13	71	1	1	0	0	1	578	2.4%
Solmar Development Corp.	44	34	24	12	3	281	119	4	6	12	5	13	557	2.3%
Greybrook Realty Partners	195	23	16	16	9	0	266	24	0	0	6	0	555	2.3%
Times Group Corporation	224	79	38	24	55	36	38	7	21	9	12	7	550	2.3%
Branthaven Homes					0	197	17	2	2	19	0	299	536	2.2%
Minto Developments	25	64	317	41	11	17	18	2	3	4	7	15	524	2.2%
St. Thomas Developments Inc.						471	24	9	6	9	1	0	520	2.1%
Distrikt	207	17	6	3	9	1	7	22	0	13	159	57	501	2.1%
Tridel	175	48	36	24	40	49	65	2	9	10	16	19	493	2.0%
Camrost Felcorp	13	272	61	43	14	30	15	0	2	5	10	8	473	1.9%
Primont Homes	11	16	48	56	37	56	198	1	7	10	14	8	462	1.9%
Graywood Developments	15	67	36	9	14	13	24	0	7	0	0	267	452	1.9%
Davpart Inc.	52	123	51	16	22	9	131	6	0	19	17	5	451	1.9%
El-Ad Canada Inc.	235	7	132	5	27	14	7	1	3	6	3	5	445	1.8%
Total (All 182 Builders)	2,268	3,417	3,617	1,977	1,078	2,634	2,990	507	416	752	2,022	2,609	24,287	

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 August
199 Church Condominiums - CentreCourt Developments Inc. and Parallax Development Corporation	Old Toronto	Apartment	1 Bedroom	134
			1 Bedroom + Den	15
			3 Bedroom & Up	32
			2 Bedroom	103
			Studio	128
			Total	412
Upper West Side 2 - Condos at Oakvillage - Branthaven Homes	Oakville	Apartment	1 Bedroom	168
			1 Bedroom + Den	88
			2 Bedroom	40
			Total	296
JAC Condos - Graywood Developments and Phantom Developments	Old Toronto	Apartment	1 Bedroom	49
			1 Bedroom + Den	75
			2 Bedroom + Den	24
			3 Bedroom & Up	8
			2 Bedroom	28
			Other	3
			Studio	80
			Total	267
Empire Quay House - Empire	Old Toronto	Apartment	1 Bedroom	138
			1 Bedroom + Den	25
			2 Bedroom + Den	1
			3 Bedroom & Up	9
			2 Bedroom	35
			Studio	38
			Total	246
Abeja District 2 - Cortel Group	Vaughan	Apartment	1 Bedroom	35
			1 Bedroom + Den	76
			2 Bedroom + Den	2
			3 Bedroom & Up	4
			2 Bedroom	59
			Studio	10
			Total	186

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,059/sf
	Etobicoke	\$924/sf
	North York	\$1,081/sf
	Old Toronto	\$1,459/sf
	Scarborough	\$765/sf
	York	\$811/sf
905 Area	905 All Muni.	\$817/sf

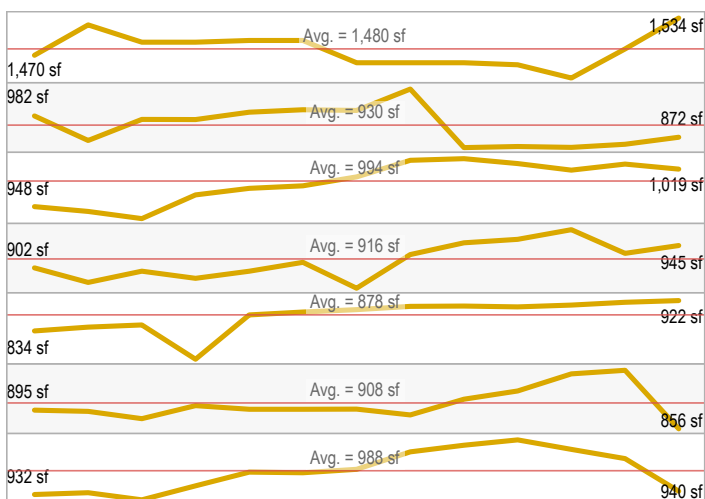
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,481 sf
	Etobicoke	836 sf
	North York	1,028 sf
	Old Toronto	930 sf
	Scarborough	917 sf
	York	978 sf
905 Area	905 All Muni.	1,018 sf

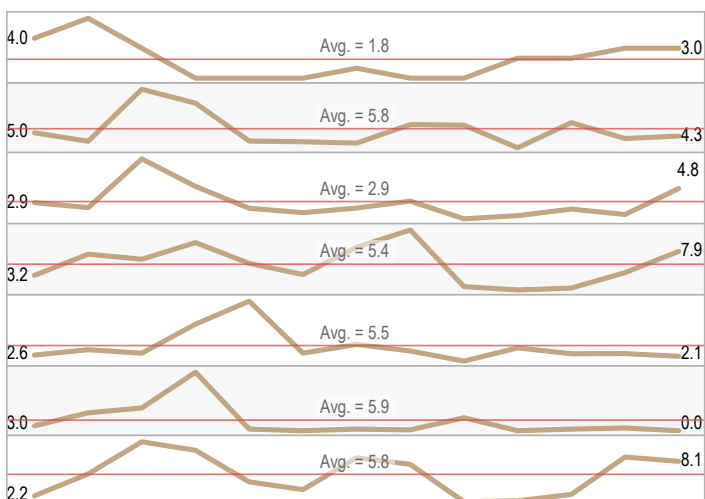
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	3.0
	Etobicoke	4.3
	North York	4.8
	Old Toronto	7.9
	Scarborough	2.1
	York	0.0
905 Area	905 All Muni.	8.1

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	August 2020				August 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 3			• 3	• 12			• 12
Central Waterfront	Old Toronto	● 269			● 269	• 26			• 26
Don Mills - York Mills	North York	• 11		• 0	• 11	• 38		• 1	• 39
Downtown Core	Old Toronto	• 6			• 6	• 20			• 20
Downtown East	Old Toronto	● 706			● 706	• 74			• 74
Downtown West	Old Toronto	• 42			• 42	• 134			• 134
Etobicoke Waterfront	Etobicoke	• 0			• 0	• 3			• 3
Highway7 - Yonge	Markham	• 0			• 0	• 0			• 0
	Richmond Hill	• 13		• 6	• 19	• 6		• 2	• 8
Mississauga City Centre	Mississauga	• 28			• 28	• 72			• 72
North Toronto	Old Toronto	• 52			• 52	• 96			• 96
North Yonge Corridor	North York	• 17		• 0	• 17	• 29		• 0	• 29
North York East	North York	• 0		• 0	• 0	• 0		• 2	• 2
North York West	North York	• 6		• 9	• 15	• 12		• 25	• 37
Not Applicable	Brampton	• 16		• 55	• 71	• 3		• 7	• 10
	Burlington	• 7			• 7	• 16			• 16
	Caledon	• 3		• 0	• 3				
	Clarington	• 16			• 16	• 0		• 2	• 2
	East York	• 3			• 3	• 4			• 4
	Etobicoke	• 94		• 0	• 94	• 117		• 1	• 118
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 2			• 2	• 2			• 2
	Markham	• 10		• 0	• 10	• 14		• 2	• 16
	Milton	• 4			• 4	• 2		• 9	• 11
	Mississauga	• 50		• 23	• 73	• 18		• 8	• 26
	Newmarket	• 7	• 0		• 7	• 3	• 0		• 3
	Oakville	● 470		• 0	● 470	• 43		• 1	• 44
	Old Toronto	• 1			• 1	• 0			• 0
	Oshawa	• 40			• 40	• 10			• 10
	Pickering	• 2		• 99	• 101	• 4		• 1	• 5
	Richmond Hill			• 2	• 2				
	Scarborough	• 24		• 10	• 34	• 35		• 6	• 41
	Vaughan	• 188		• 102	• 290	• 42		• 9	• 51
	Whitby	• 3		• 3	• 6	• 5			• 5
	Whitchurch-Stouffville	• 0			• 0	• 12			• 12
	York	• 0		• 0	• 0	• 3			• 3
Sheppard Corridor	North York	• 145		• 4	• 149	• 10		• 0	• 10
Thornhill	Markham	• 4			• 4	• 0			• 0
	Vaughan	• 33			• 33	• 4			• 4
Toronto East	Old Toronto	• 1		• 0	• 1	• 9	• 0	• 4	• 13
Toronto West	Old Toronto	• 16		• 1	• 17	• 45		• 1	• 46
Yonge - St. Clair	Old Toronto	• 3		• 0	• 3	• 4			• 4
Grand Total		● 2,295	• 0	● 314	● 2,609	● 927	• 0	• 81	● 1,008

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	</							

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