



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of September 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-20		Sep-19		Change
High Rise	2,603		2,268		14.8%
Low Rise	2,334		872		167.7%
Total	4,937		3,140		57.2%
Year to Date Sales	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
High Rise	15,570		17,710		-12.1%
Low Rise	12,119		6,444		88.1%
Total	27,689		24,154		14.6%
Year to Date Supply	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
High Rise	14,229		19,816		-28.2%
Low Rise	10,739		6,489		65.5%
Total	24,968		26,305		-5.1%
Year to Date Completions	Jan.-Sep. 2020		Jan.-Sep. 2019		Y/Y Change
High Rise	17,167		16,726		2.6%
Remaining Inventory	Sep-20	Aug-20	Sep-19	M/M Change	Y/Y Change
High Rise	10,768	10,910	13,957	-1.3%	-22.8%
Low Rise	3,635	3,632	5,359	0.1%	-32.2%
Total	14,403	14,542	19,316	-1.0%	-25.4%
Benchmark Price	Sep-20	Aug-20	Sep-19	M/M Change	Y/Y Change
High Rise	\$1,016,550	\$972,859	\$841,159	4.5%	20.9%
Low Rise	\$1,179,249	\$1,169,823	\$1,081,175	0.8%	9.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	348	303	132	
High Rise Units	2,541	91,264	81,184	32,620	
% Sold*	50%	84%	92%	77%	
Low Rise Projects	23	295			
Low Rise Units	1,070	30,889			
% Sold*	72%	88%			

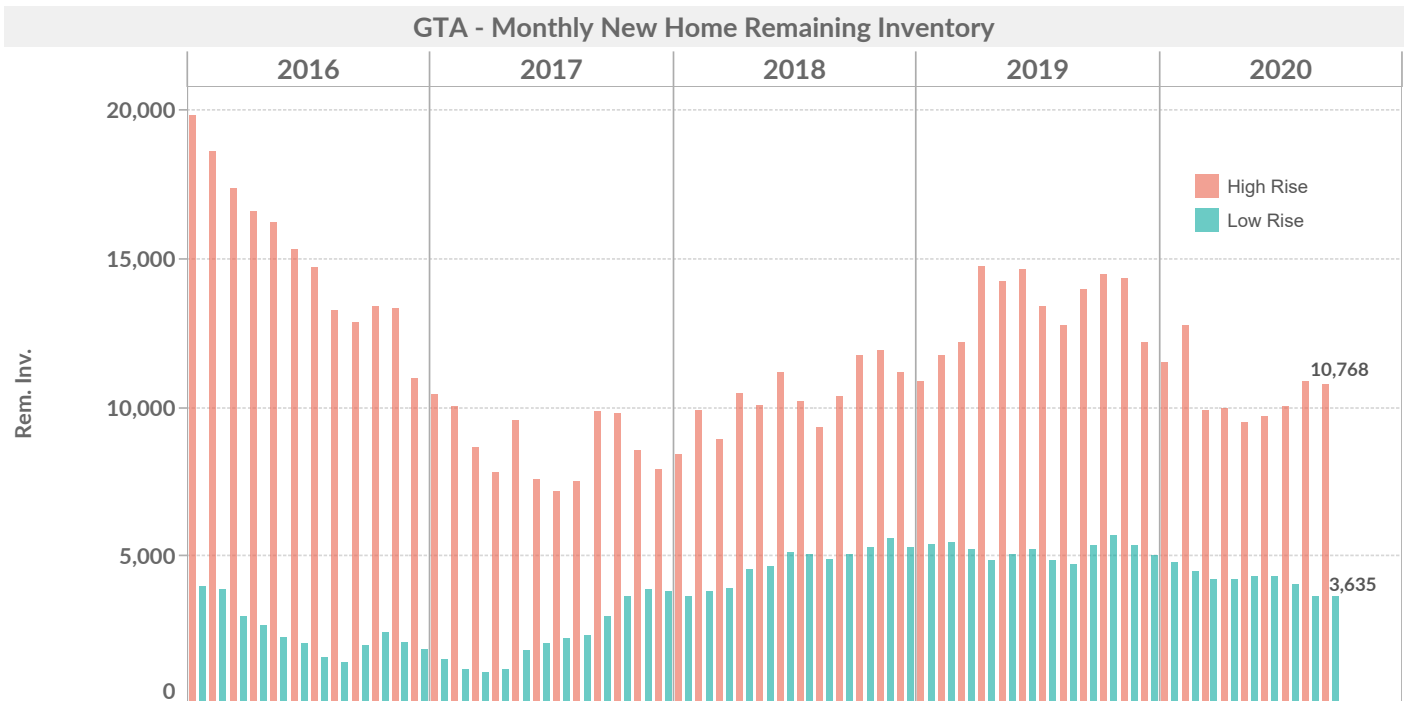
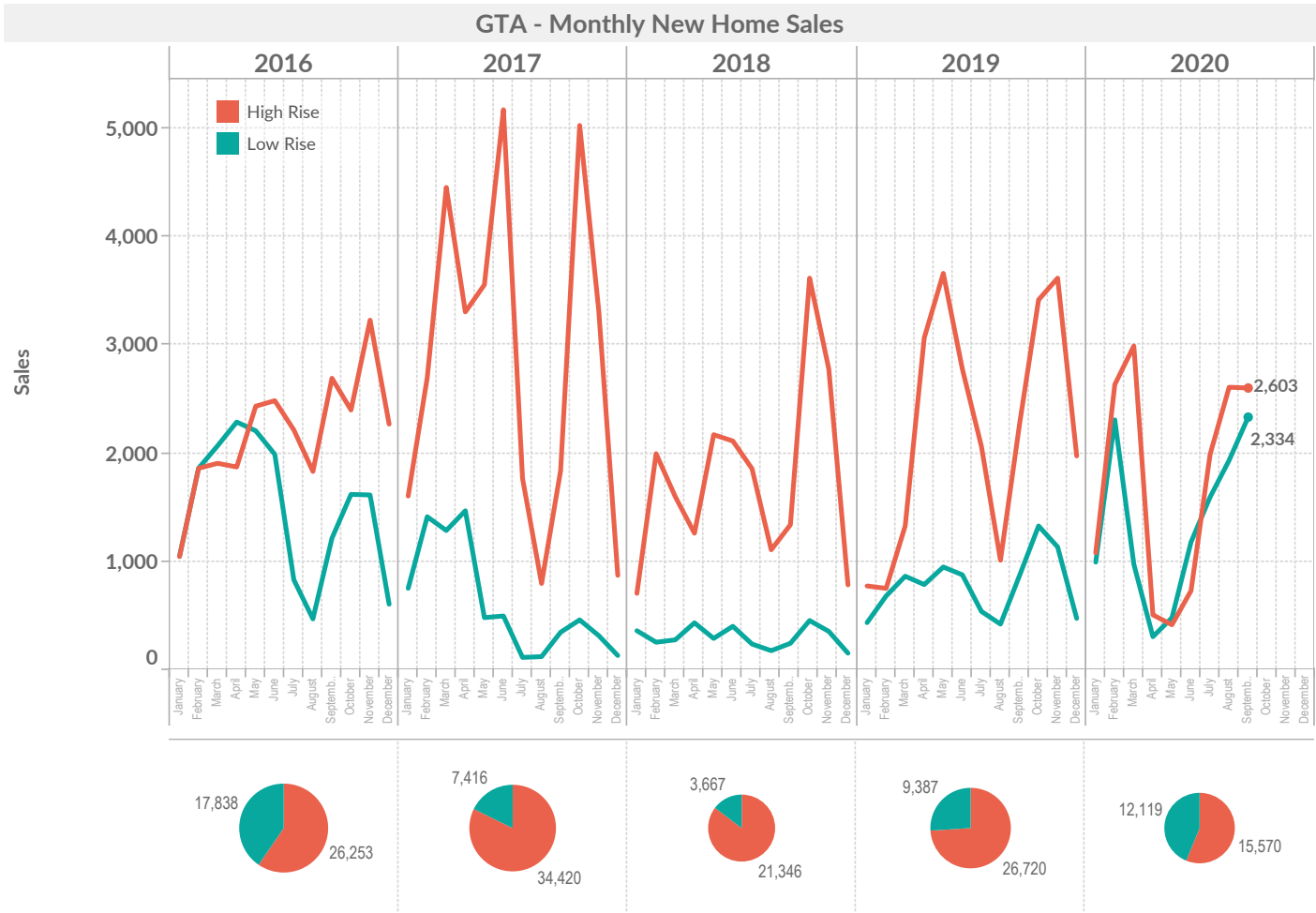
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

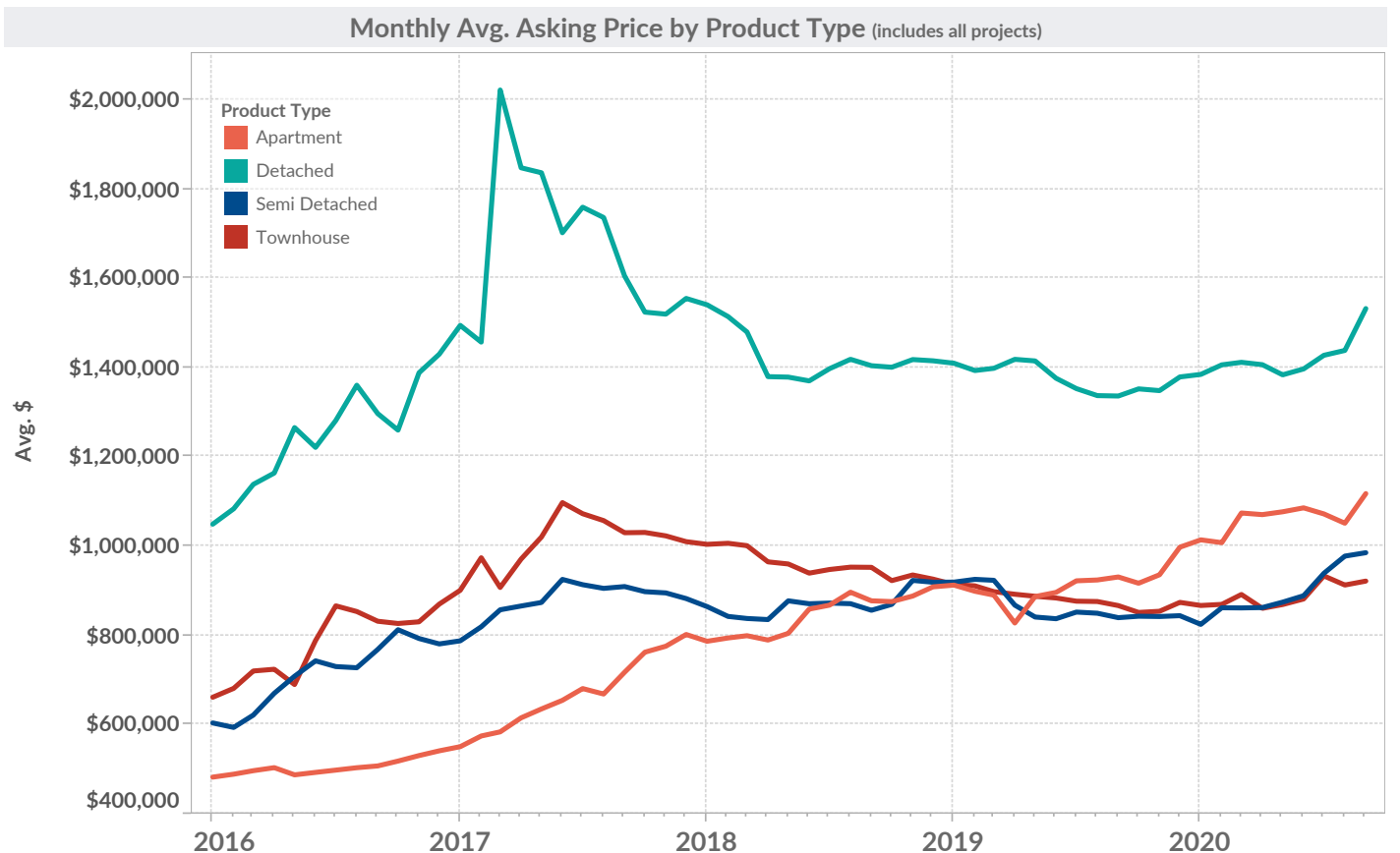
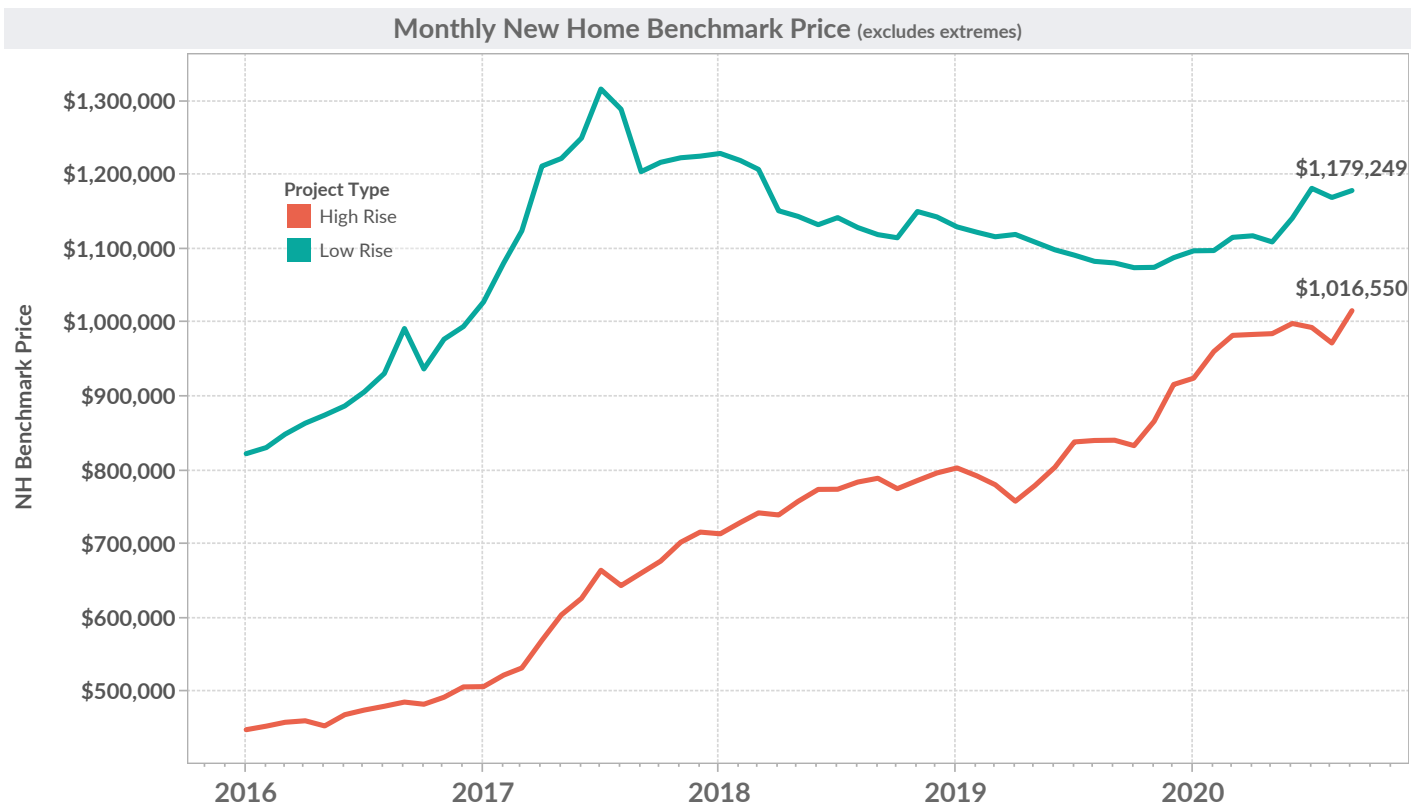
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

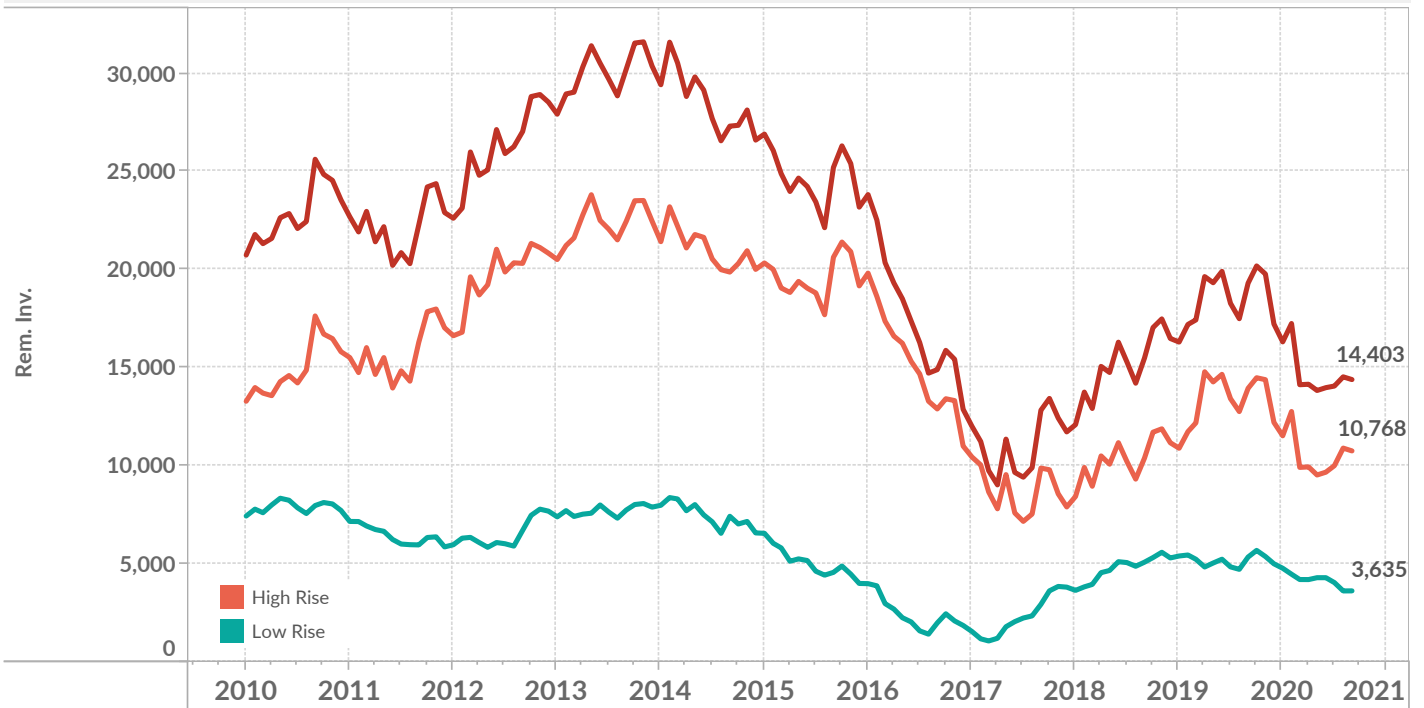


Pricing

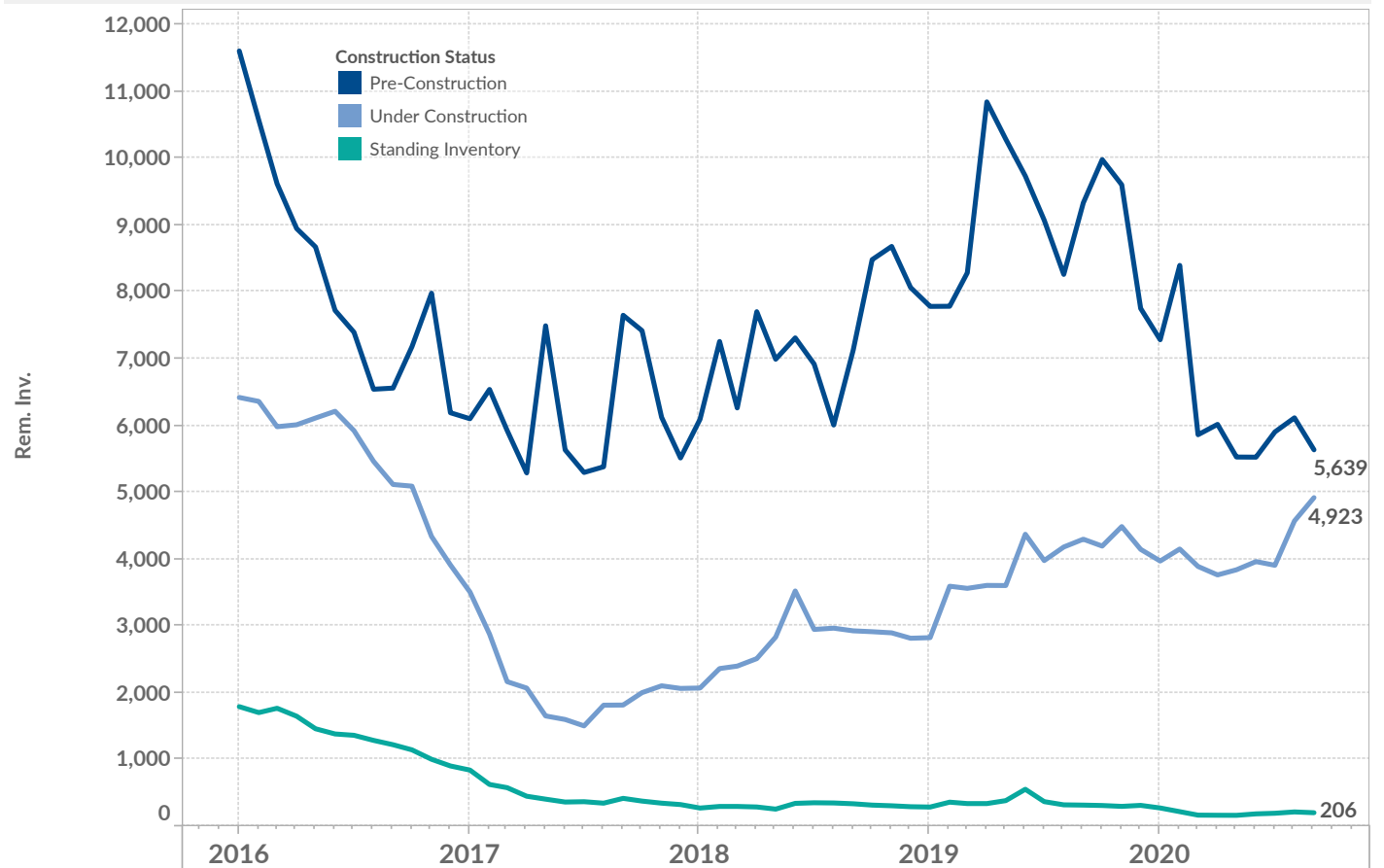


Remaining Inventory

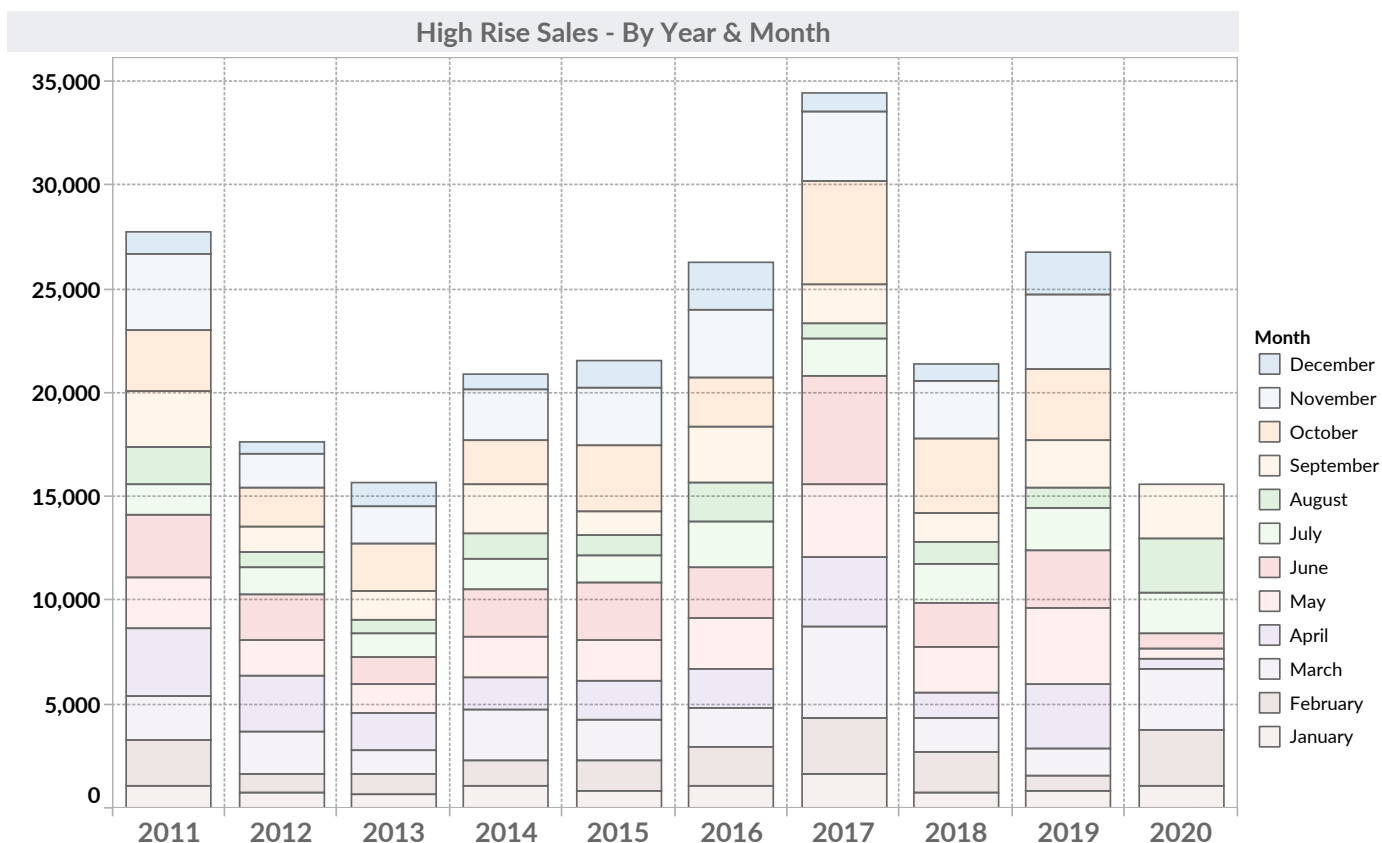
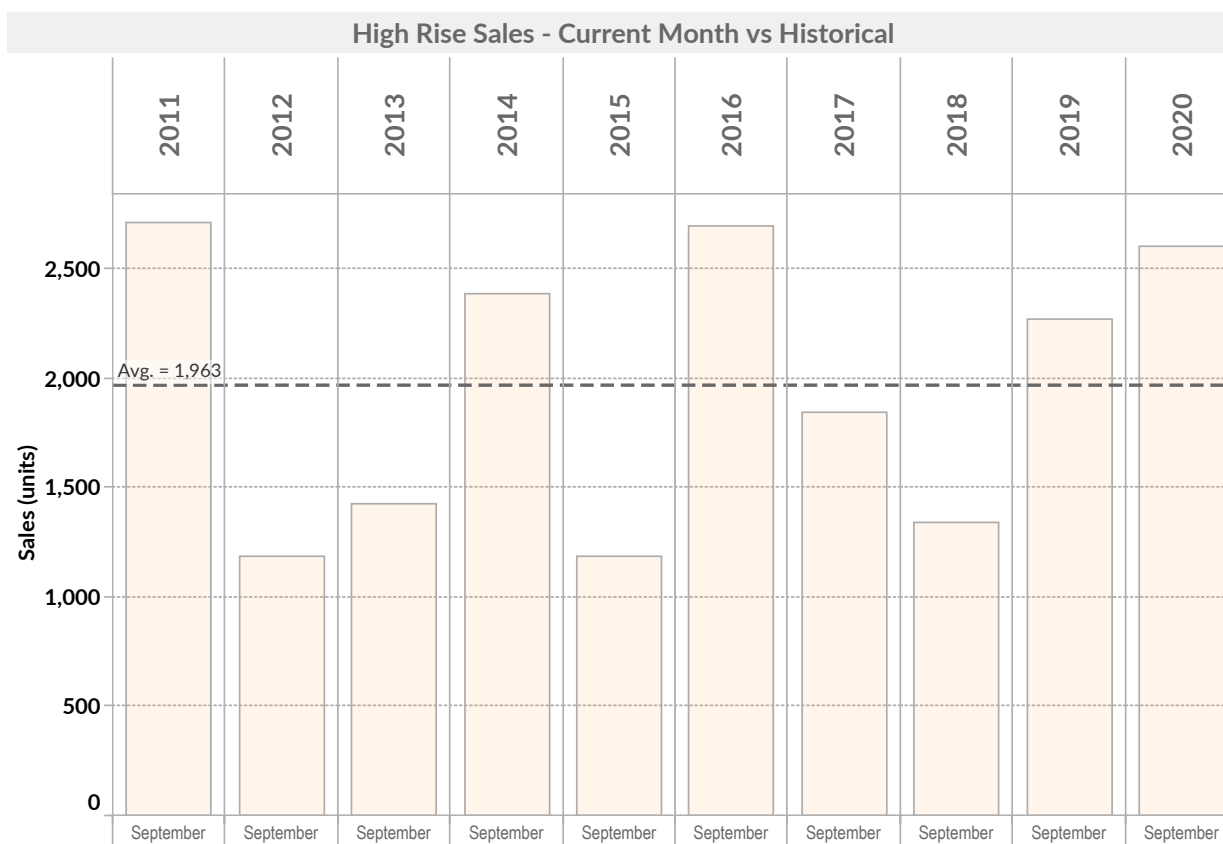
GTA - Monthly New Home Remaining Inventory



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

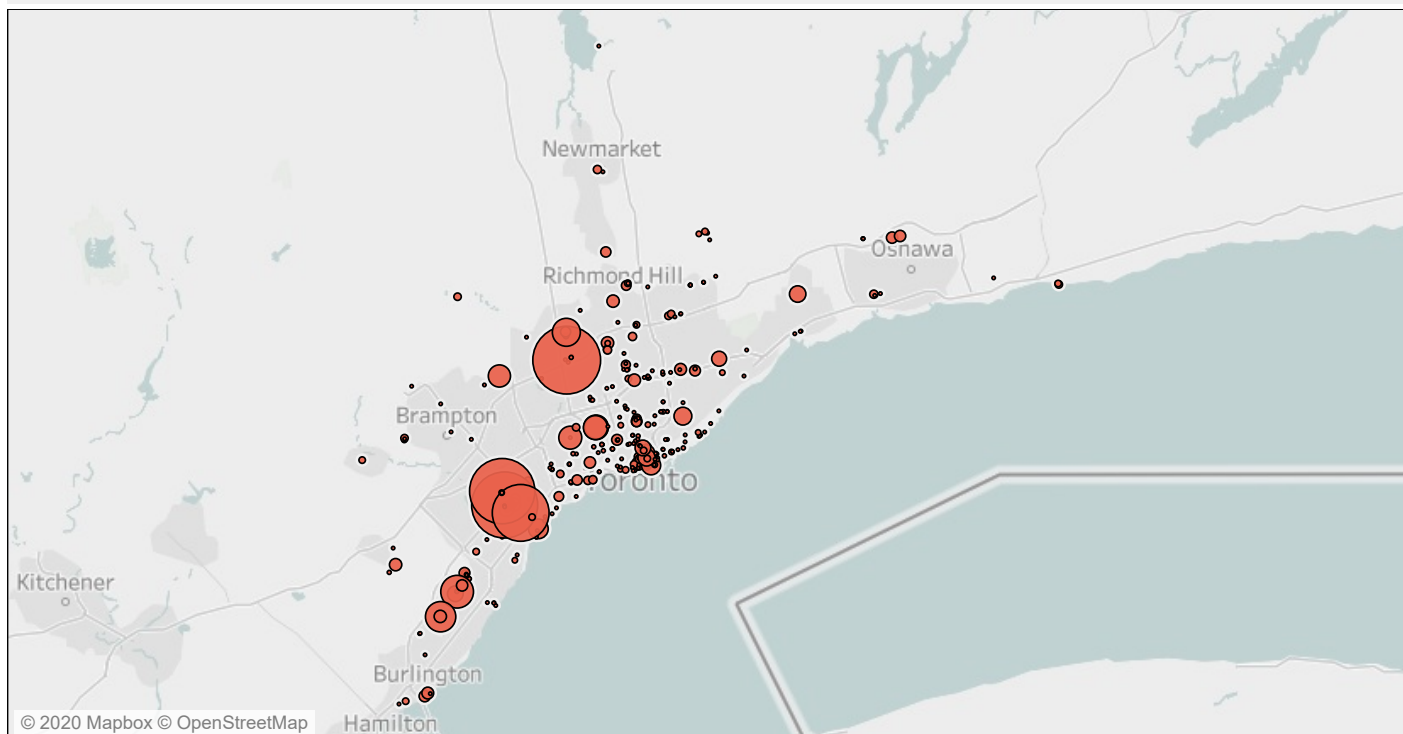


Historical Sales Comparison

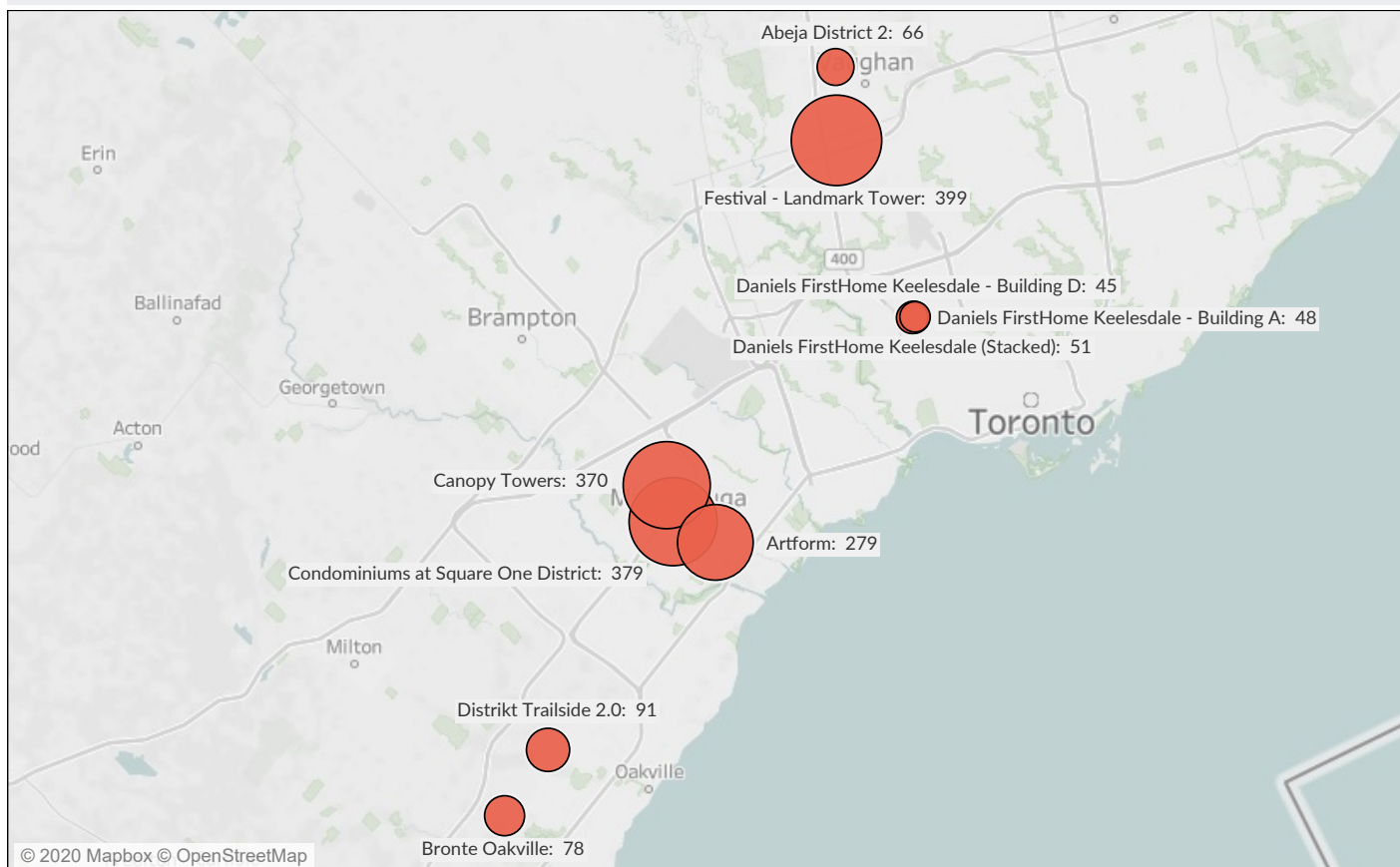


Current Sites

GTA - Active High Rise Sites by Current Month Sales



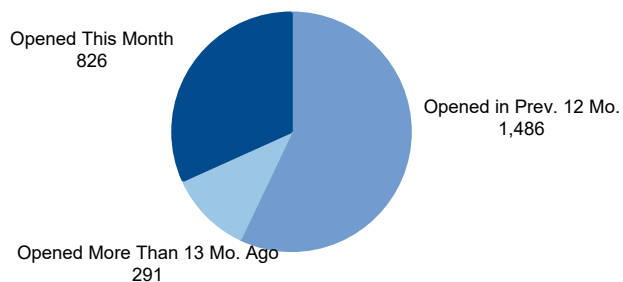
GTA - Top 10 Sites by Current Month Sales



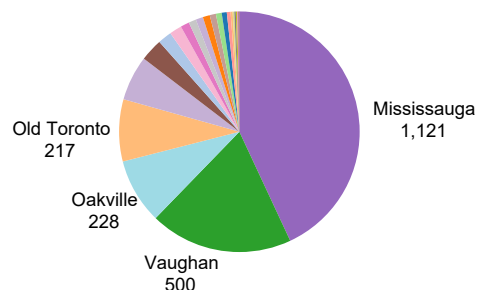
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

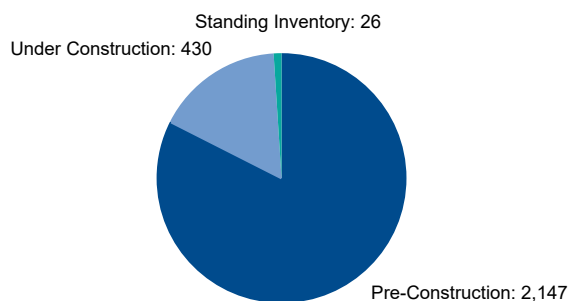
Sales by Opening Date



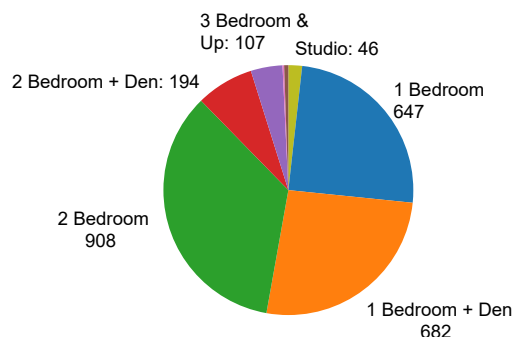
Sales by Municipality/Area



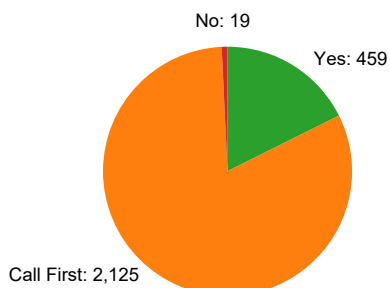
Sales by Const. Status



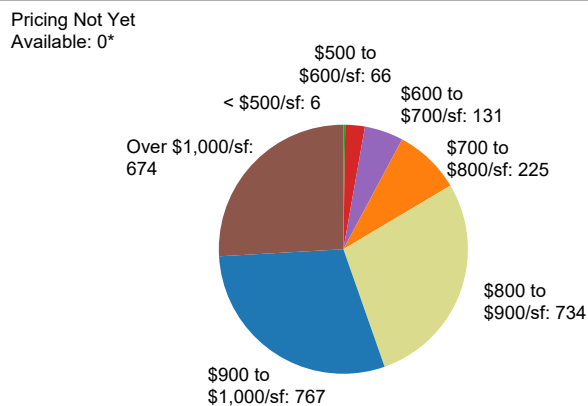
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

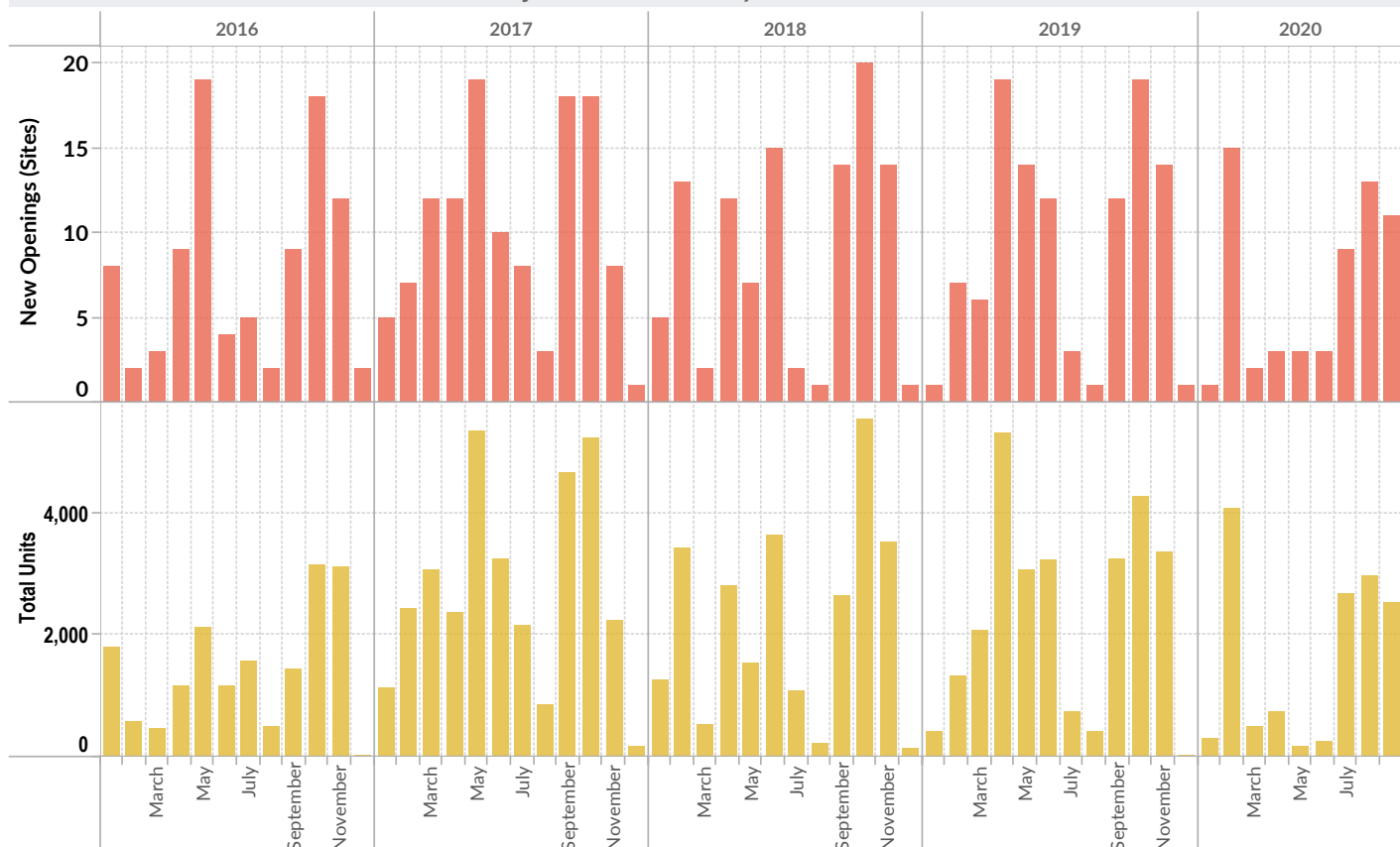
New Openings

September 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
High Point Place - Laurier Homes	Richmond Hill	9/1/2020	88	12	12	\$624
Amsterdam - Rise Developments	East York	9/5/2020	52	26	26	\$676
Charing Cross Condominiums - Lancaster Homes	Oshawa	9/12/2020	110	10	100	\$641
Festival - Landmark Tower - Menkes and QuadReal Property Group	Vaughan	9/12/2020	524	399	125	\$1,047
Condominiums at Square One District - Daniels Corporation and Oxford Properties	Mississauga	9/19/2020	539	379	160	\$957
Festival - Signature Tower - Menkes and QuadReal Property Group	Vaughan	9/19/2020	341	0	331	\$1,027
Brightwater 1 - Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Mississauga	9/20/2020	75	0	75	\$976
Brightwater 2 - Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Mississauga	9/20/2020	231	0	231	\$1,021
Glenhill Condominiums - Lanterra Developments *	North York	9/23/2020	110	0	107	\$1,386
Crosstown - Tower III - Aspen Ridge Homes *	North York	9/28/2020	377	0	349	\$1,076
Forest Hill Private Residences - Altree Developments *	Old Toronto	9/28/2020	94	0	94	\$2,158
Grand Total			2,541	826	1,610	\$1,062

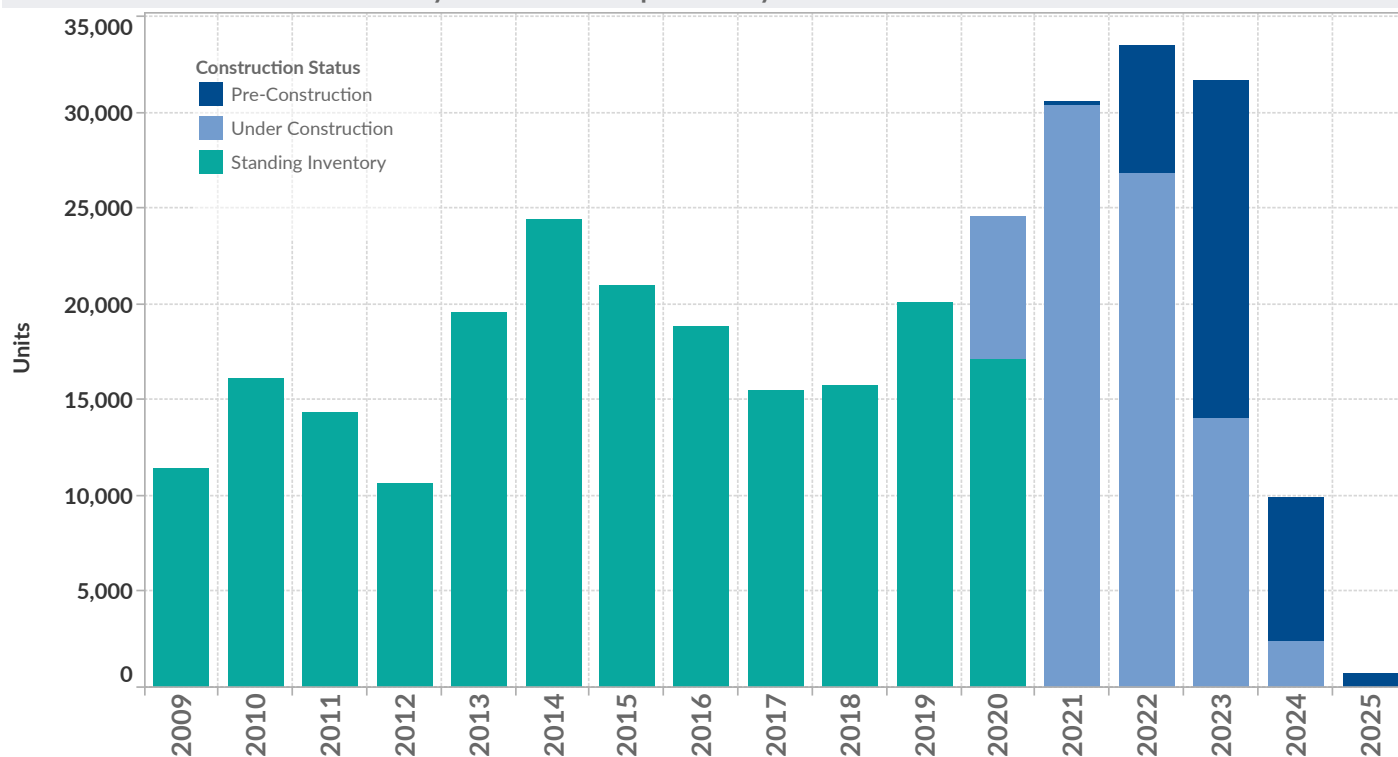
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

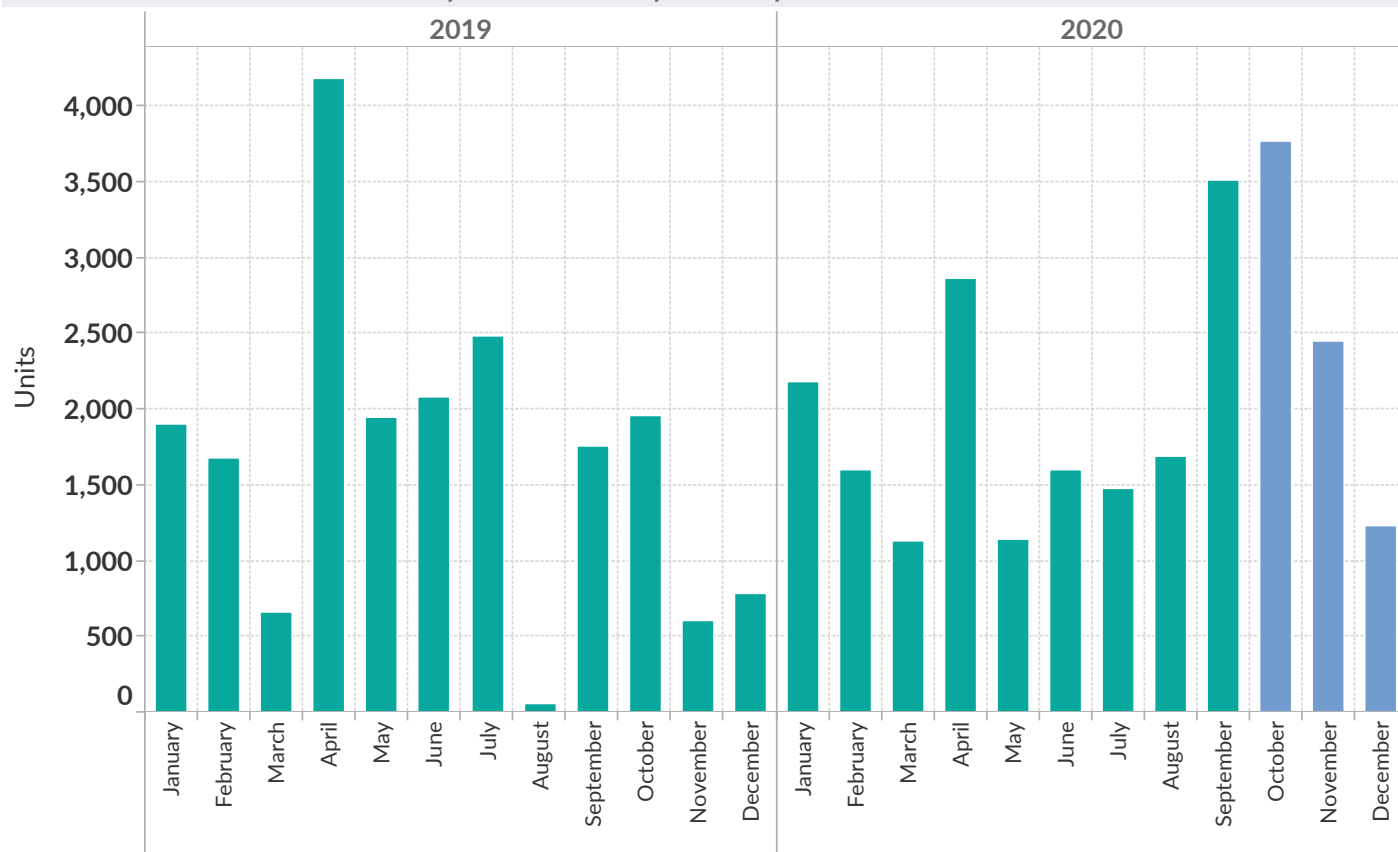


Scheduled Completions

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.		
Daniels Corporation	26	49	16	7	82	17	253	35	556				1,041	6.7%
CentreCourt Developments Inc.	0	4	526	0	0	0	0	419	26				975	6.3%
Menkes	13	8	75	40	4	0	0	109	401				650	4.2%
Cortel Group	69	48	24	2	1	5	212	187	79				627	4.0%
Reserve Properties	0	366	186	24	0	0	0	44	0				620	4.0%
Westdale Properties	0	366	185	24	0	0	0	44	0				619	4.0%
Branthaven Homes	0	197	17	2	2	19	0	299	13				549	3.5%
St. Thomas Developments Inc.		471	24	9	6	9	1	0	3				523	3.4%
Lanterra Developments	27	37	69	97	23	58	68	68	61				508	3.3%
Tribute Communities	24	49	283	27	3	16	17	40	10				469	3.0%
Solmar Development Corp.	3	281	119	4	6	12	5	13	14				457	2.9%
Parallax Development Corporation							0	412	24				436	2.8%
QuadReal Property Group									399				399	2.6%
Alterra	1	3	3	0	0	0	373	0	1				381	2.4%
Oxford Properties									379				379	2.4%
Canopy Towers								0	370				370	2.4%
Edenshaw Developments	2	2	0	4	0	0	300	27	32				367	2.4%
Pinnacle International	77	105	45	6	13	26	35	29	24				360	2.3%
Distrikt	9	1	7	22	0	13	159	57	91				359	2.3%
Graywood Developments	14	13	24	0	7	0	0	267	25				350	2.2%
Primont Homes	37	56	198	1	7	10	14	8	5				336	2.2%
Empire	8	5	8	1	4	0	1	247	37				311	2.0%
Greybrook Realty Partners	9	0	266	24	0	0	6	0	0				305	2.0%
Liberty Development Corporation	0	1	208	55	2	15	5	4	9				299	1.9%
Diamond Corp	4	5	2	1	77	8	28	8	162				295	1.9%
Total (All 173 Builders)	1,082	2,635	2,991	509	418	732	1,990	2,610	2,603				15,570	

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 %
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.		
Daniels Corporation	4	331	32	26	49	16	7	82	17	253	35	556	1,408	5.7%
CentreCourt Developments Inc.	3	298	25	0	4	526	0	0	0	0	419	26	1,301	5.3%
Menkes	42	15	60	13	8	75	40	4	0	0	109	401	767	3.1%
Cortel Group	34	49	31	69	48	24	2	1	5	212	187	79	741	3.0%
Liberty Development Corporation	306	65	0	0	1	208	55	2	15	5	4	9	670	2.7%
Lanterra Developments	8	12	123	27	37	69	97	23	58	68	68	61	651	2.6%
Pinnacle International	48	58	185	77	105	45	6	13	26	35	29	24	651	2.6%
Reserve Properties	0	0	0	0	366	186	24	0	0	0	44	0	620	2.5%
Westdale Properties	0	0	0	0	366	185	24	0	0	0	44	0	619	2.5%
Tribute Communities	50	50	37	24	49	283	27	3	16	17	40	10	606	2.5%
RioCan	268	61	44	17	61	83	2	0	3	11	40	10	600	2.4%
Branthaven Homes				0	197	17	2	2	19	0	299	13	549	2.2%
Solmar Development Corp.	34	24	12	3	281	119	4	6	12	5	13	14	527	2.1%
St. Thomas Developments Inc.					471	24	9	6	9	1	0	3	523	2.1%
Minto Developments	64	317	41	11	17	18	2	3	4	7	15	8	507	2.1%
Diamond Corp	3	172	3	4	5	2	1	77	8	28	8	162	473	1.9%
Camrost Felcorp	272	61	43	14	30	15	0	2	5	10	8	5	465	1.9%
Graywood Developments	67	36	9	14	13	24	0	7	0	0	267	25	462	1.9%
Primont Homes	16	48	56	37	56	198	1	7	10	14	8	5	456	1.9%
Balf Developments	0	149	21	17	40	9	6	7	11	151	29	14	454	1.8%
Capital Developments	269	40	26	14	16	71	1	1	0	0	1	1	440	1.8%
Parallax Development Corporation										0	412	24	436	1.8%
Metropia	264	39	26	14	13	71	1	1	0	0	1	0	430	1.7%
Collecdev	322	102	5										429	1.7%
Edenshaw Developments	9	17	12	2	2	0	4	0	0	300	27	32	405	1.6%
Total (All 189 Builders)	3,417	3,617	1,976	1,082	2,635	2,991	509	418	732	1,990	2,610	2,603	24,580	

Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2020 September
Festival - Landmark Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	165
			1 Bedroom + Den	53
			2 Bedroom + Den	20
			2 Bedroom	161
			Total	399
Condominiums at Square One District - Daniels Corporation and Oxford Properties	Mississauga	Apartment	1 Bedroom	135
			1 Bedroom + Den	80
			2 Bedroom + Den	10
			2 Bedroom	150
			Studio	4
			Total	379
Canopy Towers - Liberty Development Corporation	Mississauga	Apartment	1 Bedroom	75
			1 Bedroom + Den	136
			2 Bedroom + Den	30
			3 Bedroom & Up	10
			2 Bedroom	116
			Studio	3
			Total	370
Artform - Emblem Developments	Mississauga	Apartment	1 Bedroom + Den	171
			2 Bedroom + Den	67
			2 Bedroom	41
			Total	279
Distrikt Trailside 2.0 - Distrikt	Oakville	Apartment	1 Bedroom	48
			1 Bedroom + Den	8
			2 Bedroom + Den	6
			3 Bedroom & Up	4
			2 Bedroom	25
			Total	91
Bronte Oakville - Queensgate and Brixen Developments Inc.	Oakville	Apartment	1 Bedroom	30
			1 Bedroom + Den	22
			2 Bedroom	26
			Total	78

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$930/sf
	Etobicoke	\$937/sf
	North York	\$1,142/sf
	Old Toronto	\$1,501/sf
	Scarborough	\$764/sf
	York	\$845/sf
905 Area	905 All Muni.	\$838/sf

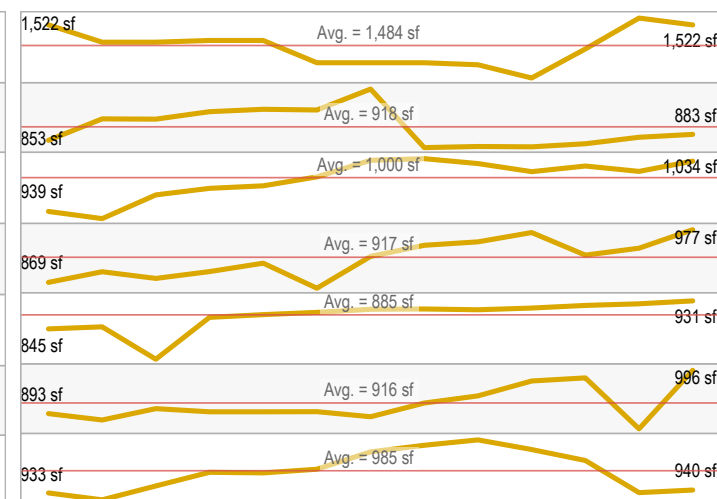
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,522 sf
	Etobicoke	883 sf
	North York	1,034 sf
	Old Toronto	977 sf
	Scarborough	931 sf
	York	996 sf
905 Area	905 All Muni.	940 sf

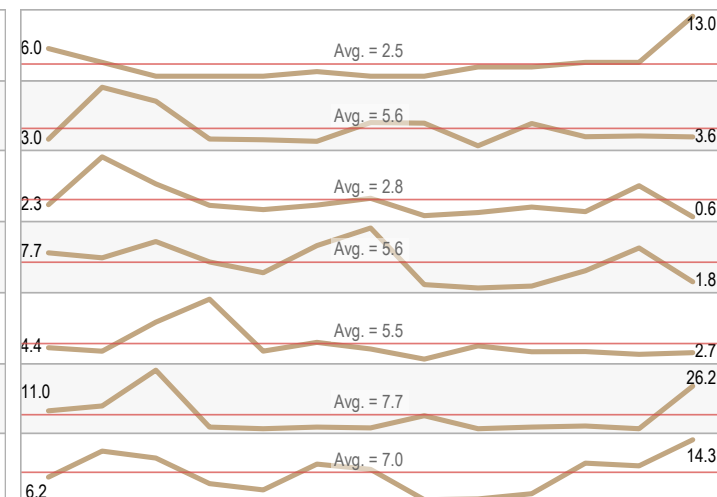
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	13.0
	Etobicoke	3.6
	North York	0.6
	Old Toronto	1.8
	Scarborough	2.7
	York	26.2
905 Area	905 All Muni.	14.3

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	September 2020				September 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	0			0	160			160
Central Waterfront	Old Toronto	39			39	100			100
Don Mills - York Mills	North York	2		0	2	21		0	21
Downtown Core	Old Toronto	23			23	85			85
Downtown East	Old Toronto	64			64	76			76
Downtown West	Old Toronto	43			43	250			250
Etobicoke Waterfront	Etobicoke	8			8	13			13
Highway7 - Yonge	Markham	3			3	0			0
	Richmond Hill	4		7	11	0		1	1
Mississauga City Centre	Mississauga	416			416	73			73
North Toronto	Old Toronto	24			24	51			51
North Yonge Corridor	North York	10		0	10	7		0	7
North York East	North York	0		0	0	0		1	1
North York West	North York	1		1	2	17		35	52
Not Applicable	Brampton	5		43	48	0		24	24
	Burlington	24			24	26			26
	Caledon	4		0	4				
	Clarington	7			7	2		2	4
	East York	0		26	26	6			6
	Etobicoke	71		0	71	58		2	60
	Georgina	0			0	0			0
	Halton Hills	3			3	3			3
	Markham	10		0	10	225		4	229
	Milton	13			13	9		4	13
	Mississauga	699		6	705	70		7	77
	Newmarket	5	0		5	15	0		15
	Oakville	228		0	228	231		7	238
	Old Toronto	2			2	0			0
	Oshawa	20			20	13			13
	Pickering	0		22	22	2		4	6
	Richmond Hill			20	20				
	Scarborough	23		20	43	55		15	70
	Vaughan	477		0	477	44		17	61
	Whitby	0		5	5	2			2
	Whitchurch-Stouffville	6			6	6			6
	York	106		51	157	20			20
Sheppard Corridor	North York	12		0	12	14		0	14
Thornhill	Markham	5			5	0			0
	Vaughan	23			23	3			3
Toronto East	Old Toronto	4		0	4	212	0	2	214
Toronto West	Old Toronto	16		1	17	265		5	270
Yonge - St. Clair	Old Toronto	1		0	1	4			4
Grand Total		2,401	0	202	2,603	2,138	0	130	2,268

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	478			478	165			165
Central Waterfront	Old Toronto	979			979	845			845
Don Mills - York Mills	North York	211		1	212	496		0	496
	Old Toronto								
Downtown Core	Old Toronto	538			538	214			214
Downtown East	Old Toronto	2,563			2,563	722			722
Downtown West	Old Toronto	1,689			1,689	1,025			1,025
Etobicoke Waterfront	Etobicoke	60			60	44			44
Highway7 - Yonge	Markham	31			31	29			29
	Richmond Hill	288		110	398	18		50	68
Mississauga City Centre	Mississauga	1,547			1,547	595			595
North Toronto	North York								
	Old Toronto	955			955	512			512
North Yonge Corridor	North York	105		7	112	93		3	96
	Old Toronto								
North York East	North York	0		17	17	0		8	8
North York West	North York	541		142	683	171		18	189
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	447		373	820	116		49	165
	Burlington	274			274	150			150
	Caledon	33		1	34	40		0	40
	Clarington	47			47	49			49
	East York	14		26	40	35		26	61
	Etobicoke	1,376		112	1,488	665		6	671
	Georgina	0			0	0			0
	Halton Hills	5			5	12			12
	King								
	Markham	442		33	475	312		0	312
	Milton	214			214	51			51
	Mississauga	1,444		597	2,041	751		131	882
	Newmarket	128	0		128	22	4		26
	North York								
	Oakville	1,645		29	1,674	294		12	306
	Old Toronto	337			337	51			51
	Oshawa	188			188	133			133
	Pickering	362		160	522	6		38	44
	Richmond Hill			120	120			24	24
	Scarborough	1,093		140	1,233	371		42	413
	Uxbridge								
	Vaughan	1,664		142	1,806	704		31	735
	Whitby	70		35	105	88		3	91
	Whitchurch-Stouffville	40			40	95			95
	York	267		51	318	57		0	57
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	404		5	409	446		9	455
Thornhill	Markham	67			67	113			113
	Vaughan	1,124			1,124	147			147
Toronto East	East York								
	Old Toronto	194	10	9	213	88		9	97
Toronto West	Old Toronto	470		35	505	393		5	398
Yonge - St. Clair	Old Toronto	82		9	91	164		18	182
Grand Total		22,416	10	2,154	24,580	10,282	4	482	10,768

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