



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of October 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-20		Oct-19		Change
High Rise	2,340		3,417		-31.5%
Low Rise	1,914		1,329		44.0%
Total	4,254		4,746		-10.4%
Year to Date Sales	Jan.-Oct. 2020		Jan.-Oct. 2019		Y/Y Change
High Rise	17,945		21,124		-15.0%
Low Rise	14,000		7,772		80.1%
Total	31,945		28,896		10.6%
Year to Date Supply	Jan.-Oct. 2020		Jan.-Oct. 2019		Y/Y Change
High Rise	17,941		24,119		-25.6%
Low Rise	12,718		8,159		55.9%
Total	30,659		32,278		-5.0%
Year to Date Completions	Jan.-Oct. 2020		Jan.-Oct. 2019		Y/Y Change
High Rise	20,274		18,854		7.5%
Remaining Inventory	Oct-20	Sep-20	Oct-19	M/M Change	Y/Y Change
High Rise	11,643	11,024	14,492	5.6%	-19.7%
Low Rise	3,743	3,677	5,707	1.8%	-34.4%
Total	15,386	14,701	20,199	4.7%	-23.8%
Benchmark Price	Oct-20	Sep-20	Oct-19	M/M Change	Y/Y Change
High Rise	\$990,880	\$1,016,550	\$833,827	-2.5%	18.8%
Low Rise	\$1,211,141	\$1,179,249	\$1,074,791	2.7%	12.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	15	356	310	132	
High Rise Units	3,245	93,557	81,366	33,342	
% Sold*	31%	83%	91%	74%	
Low Rise Projects	30	285			
Low Rise Units	963	28,612			
% Sold*	44%	87%			

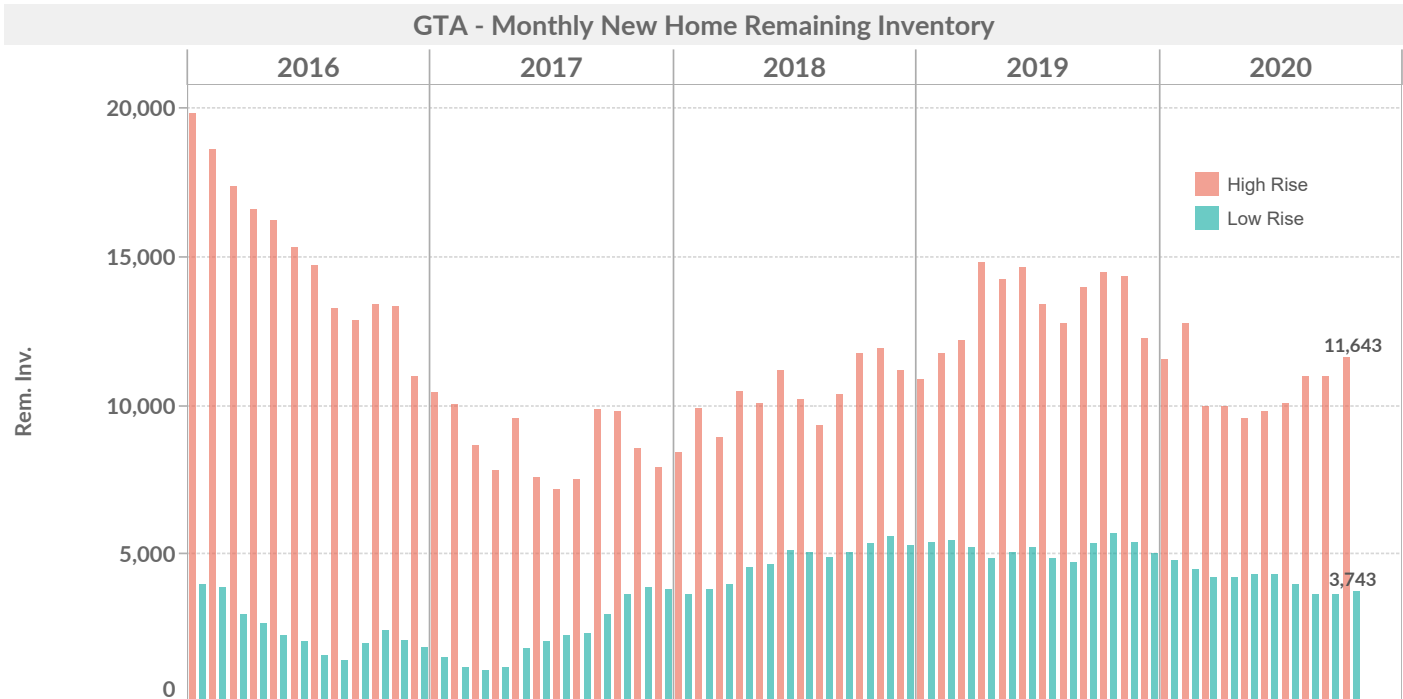
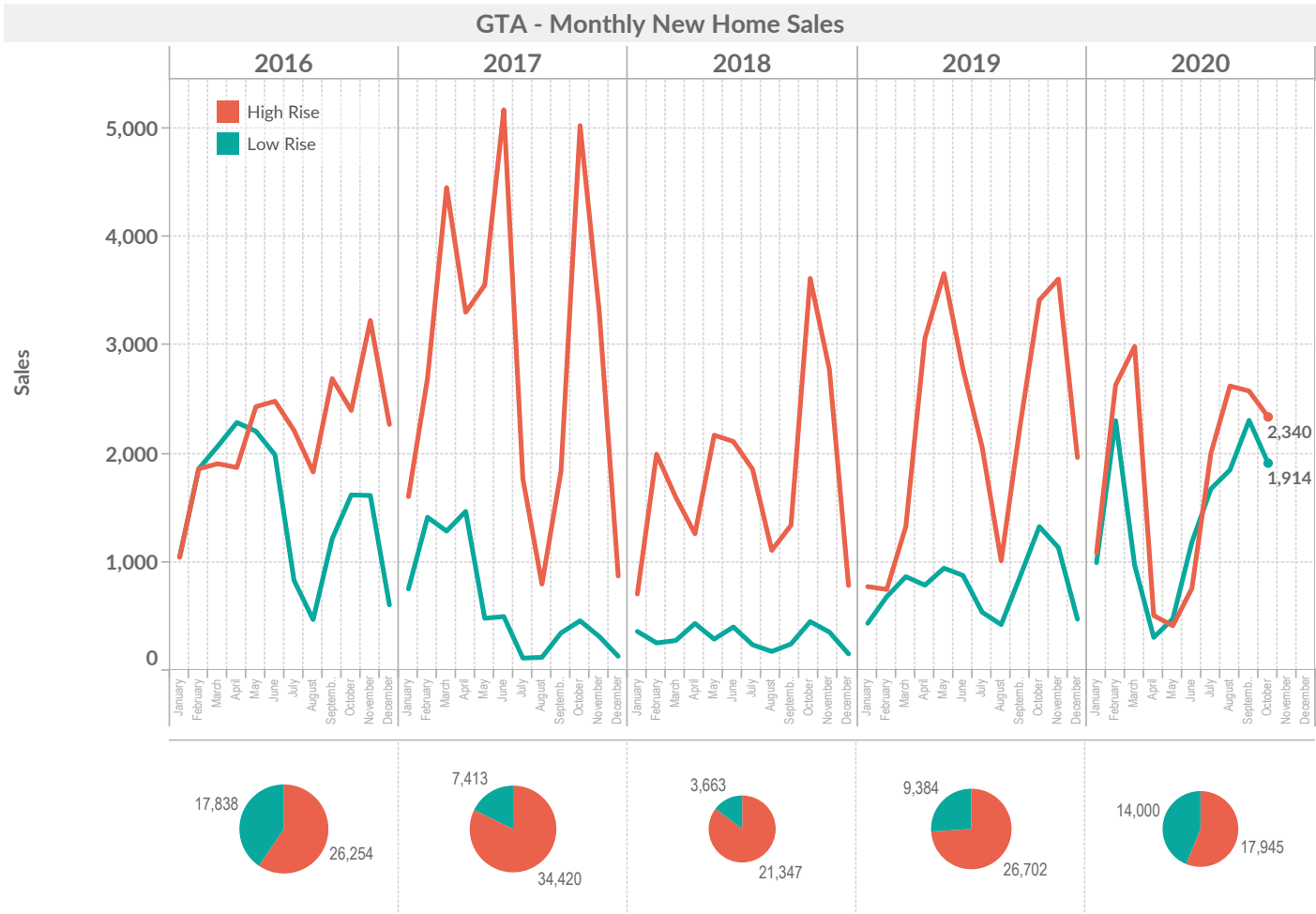
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

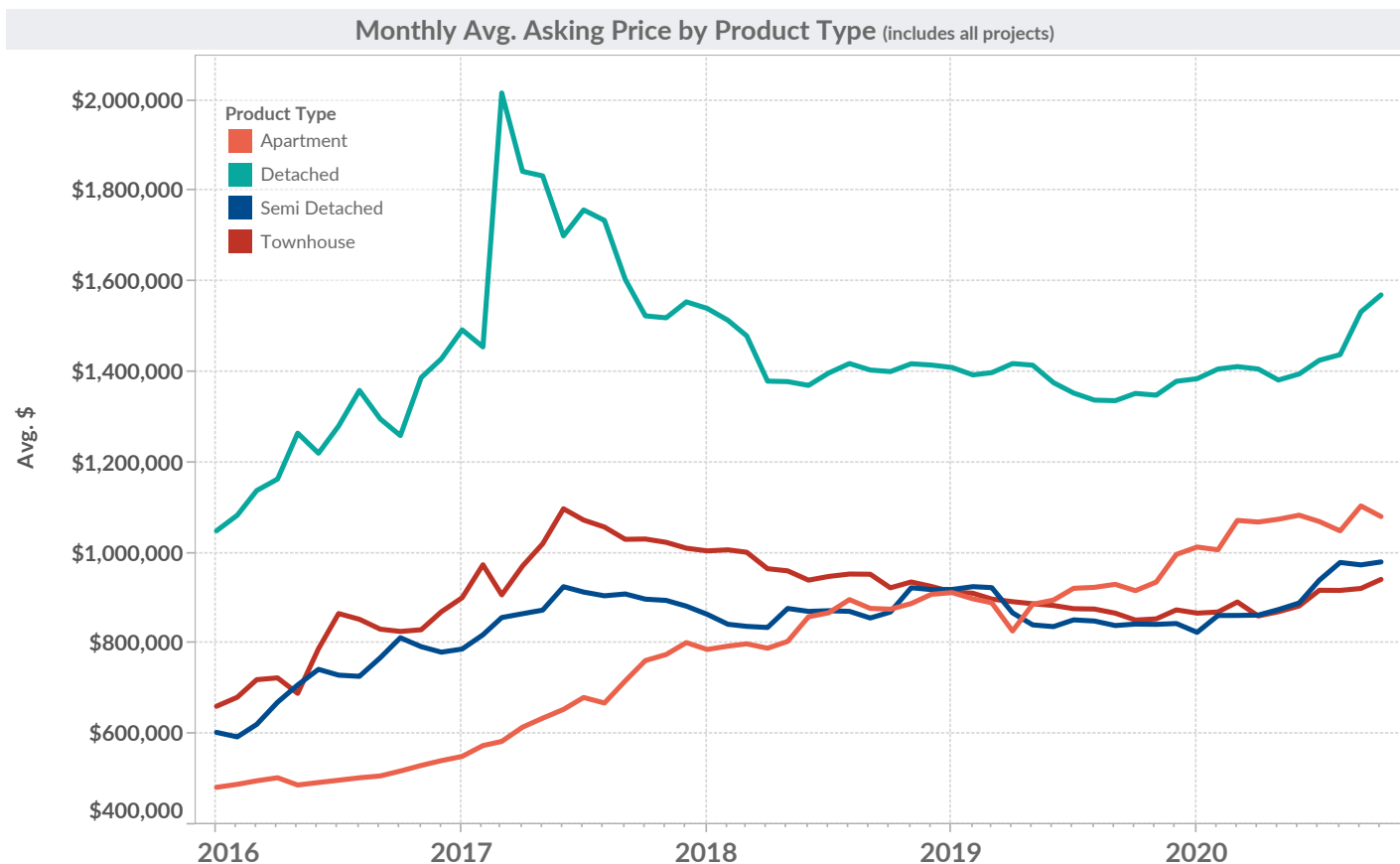
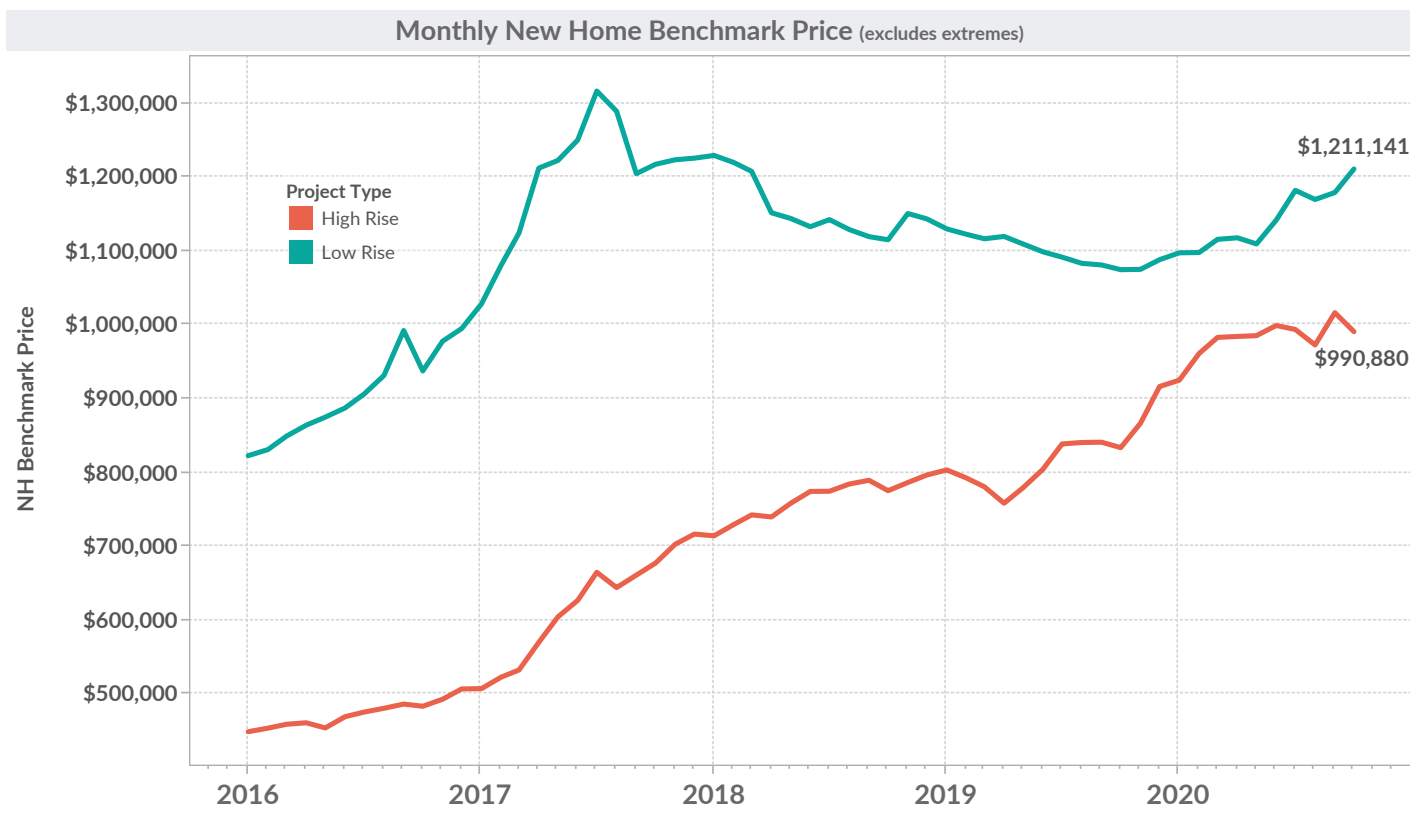
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

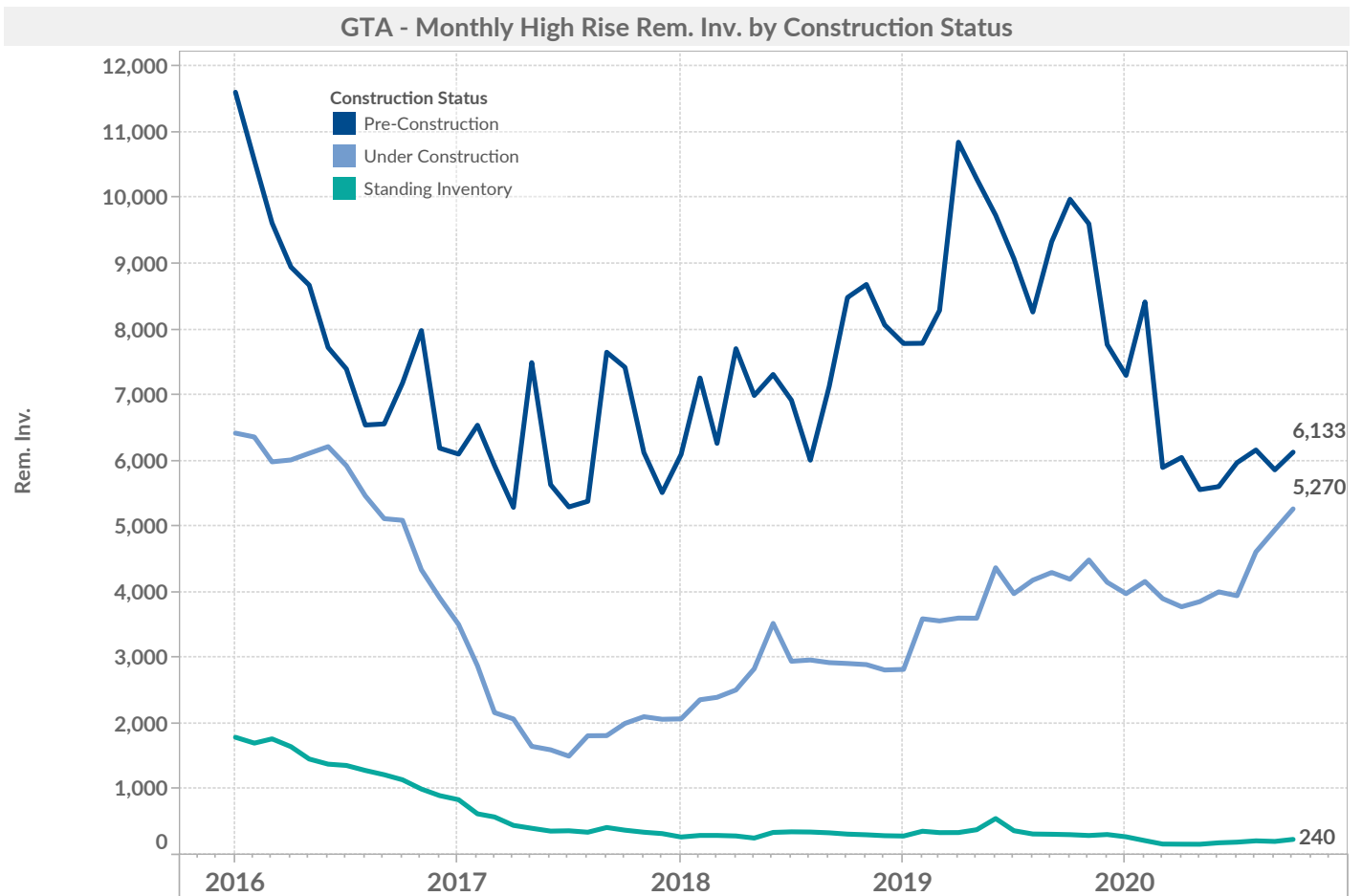
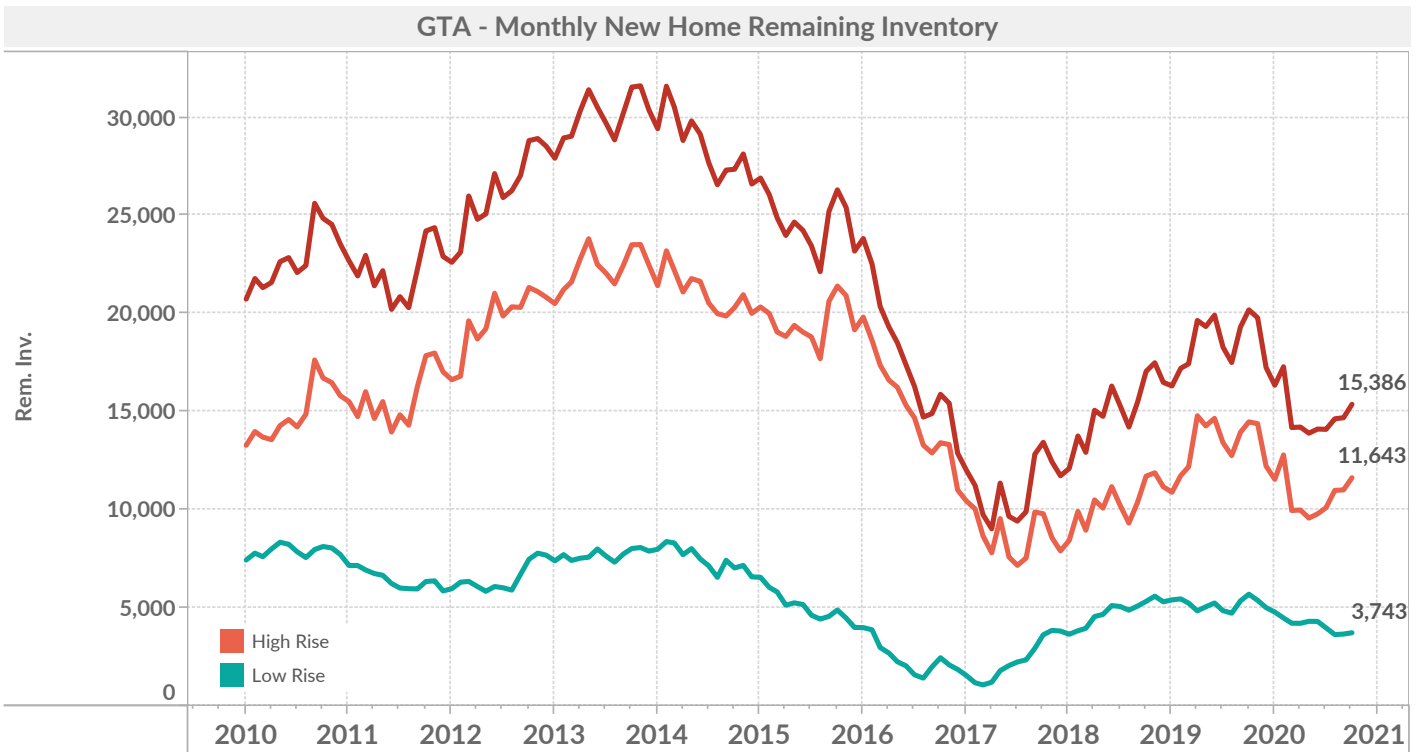
Sales & Remaining Inventory



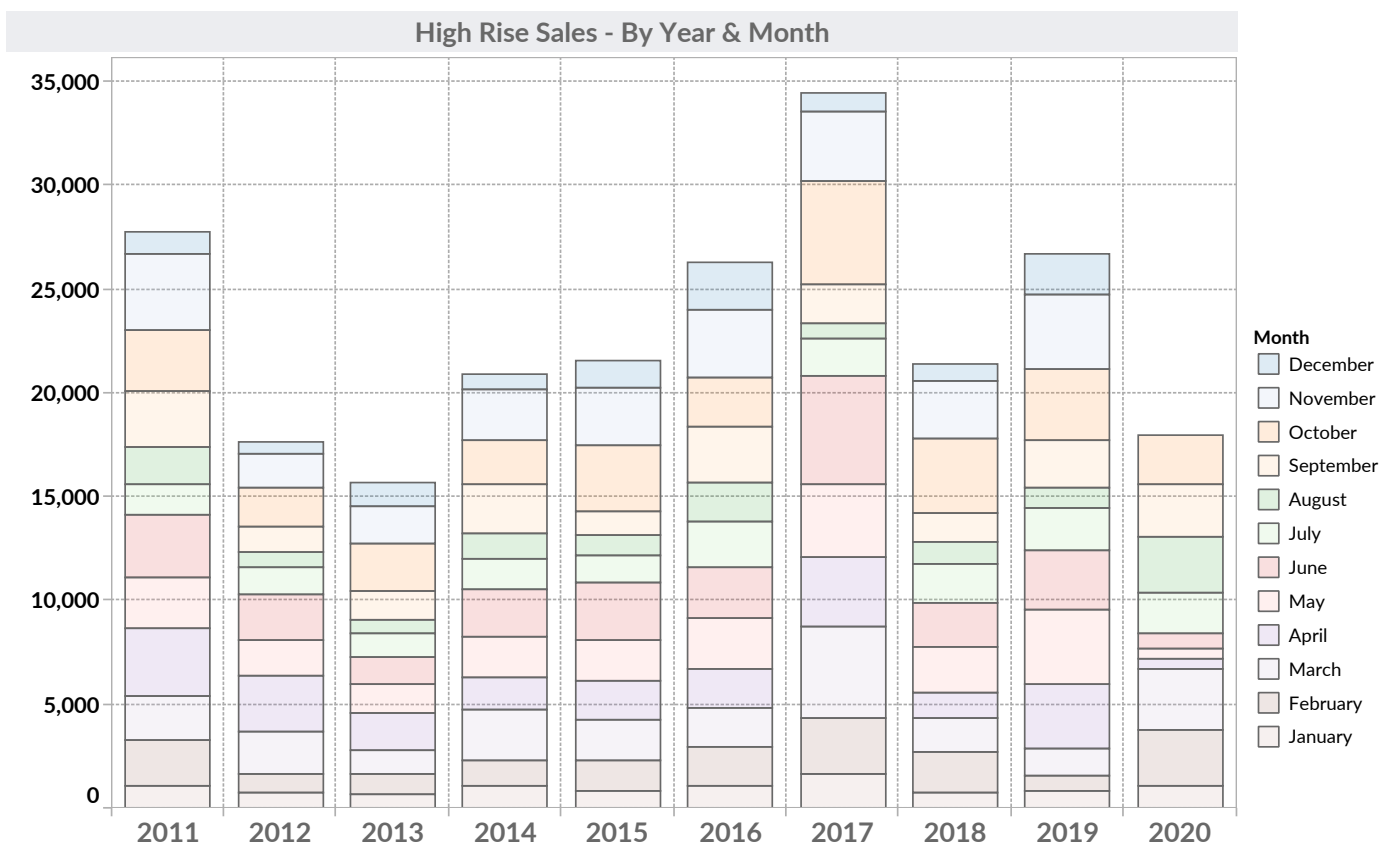
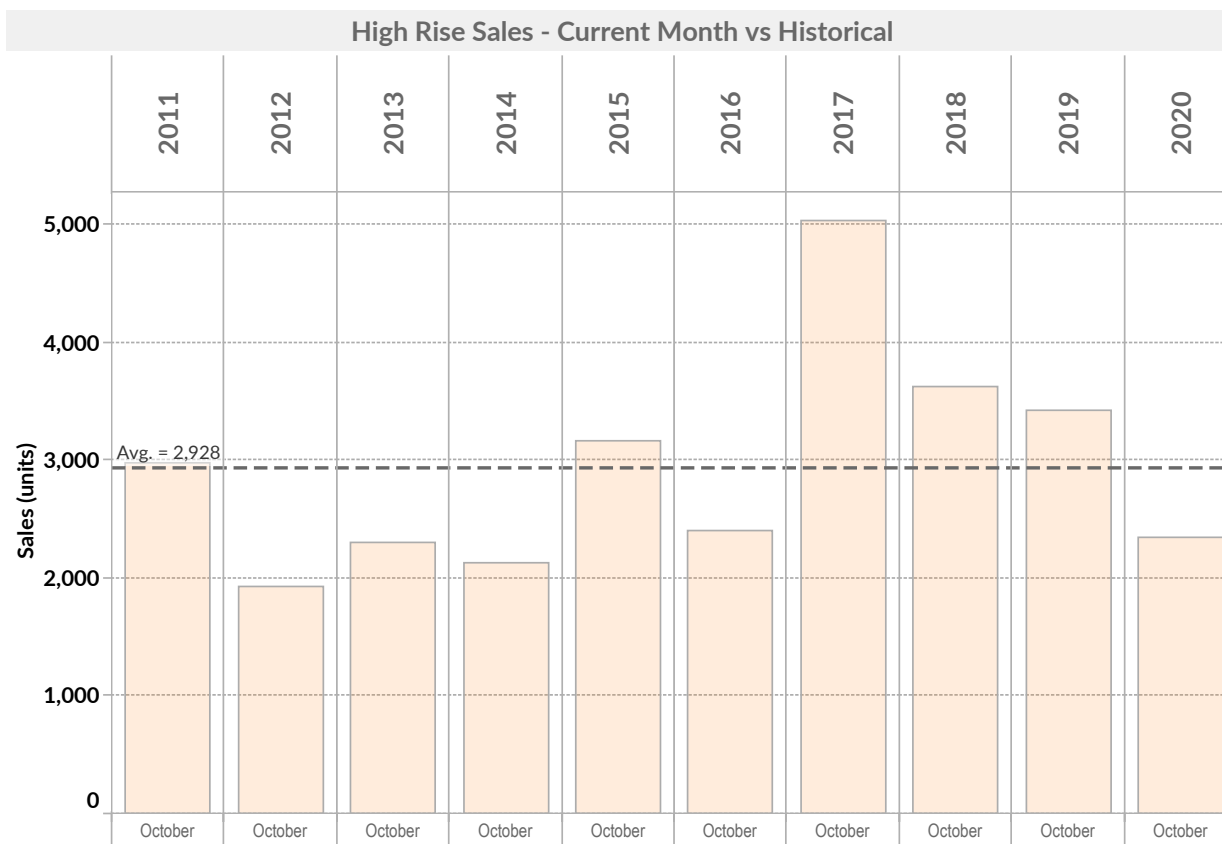
Pricing



Remaining Inventory

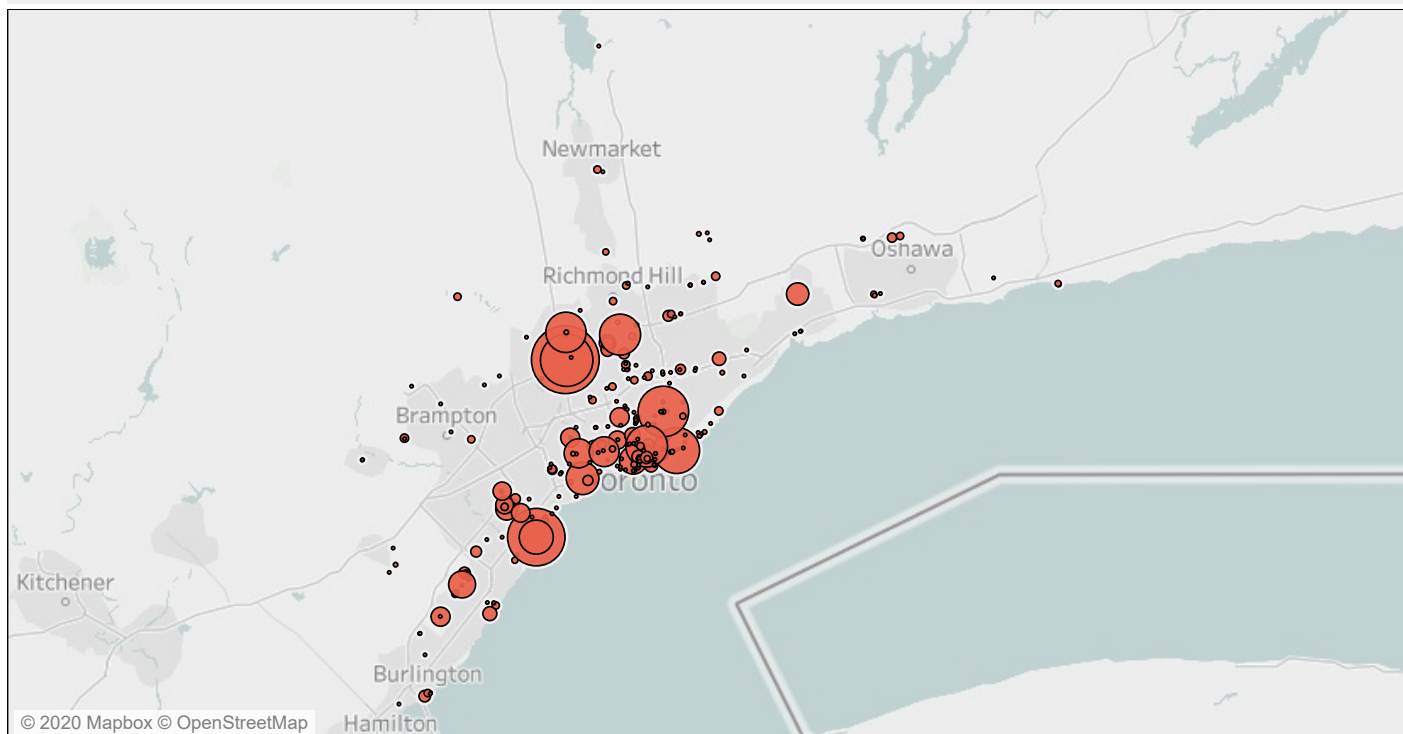


Historical Sales Comparison

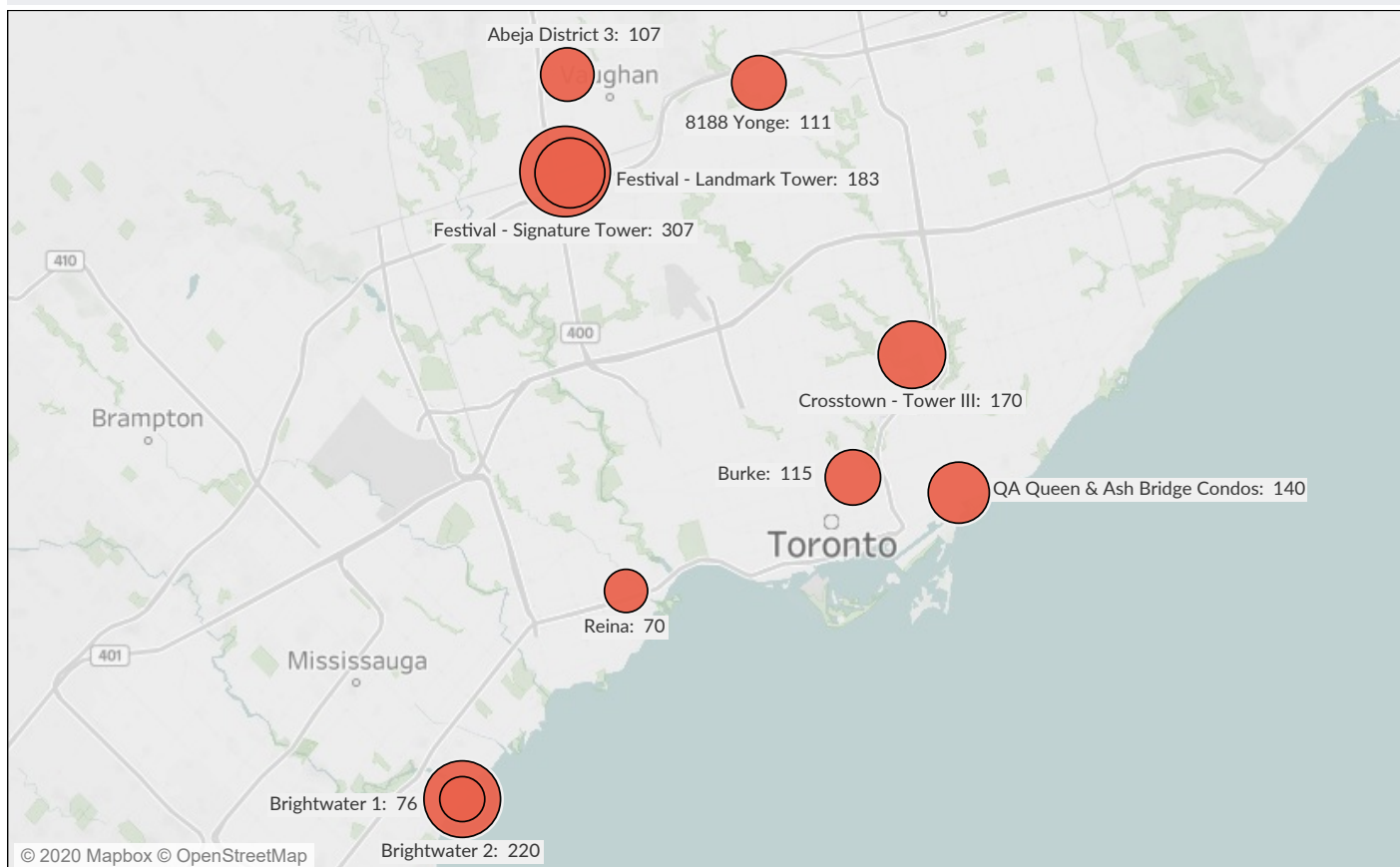


Current Sites

GTA - Active High Rise Sites by Current Month Sales



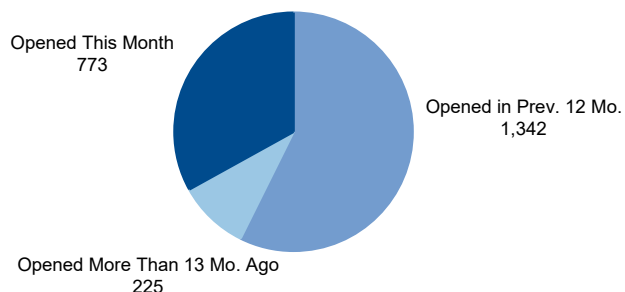
GTA - Top 10 Sites by Current Month Sales



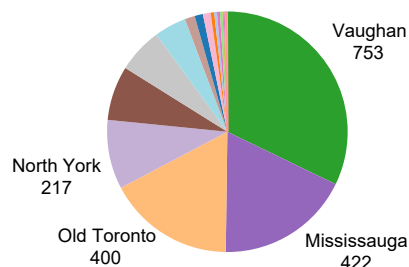
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

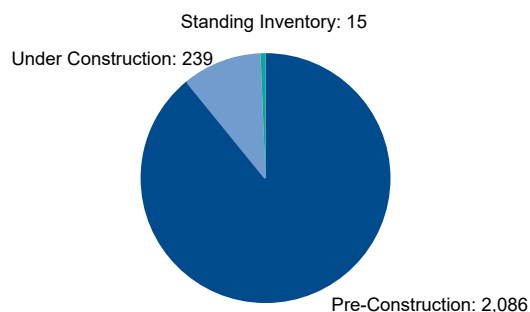
Sales by Opening Date



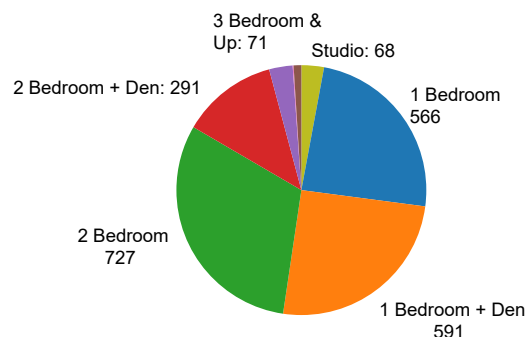
Sales by Municipality/Area



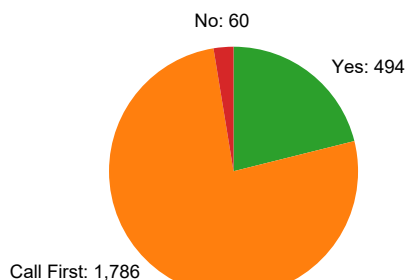
Sales by Const. Status



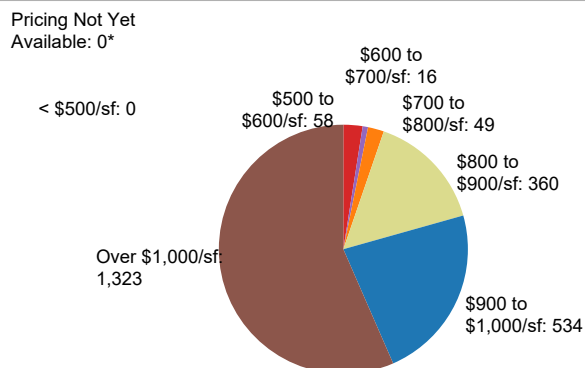
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

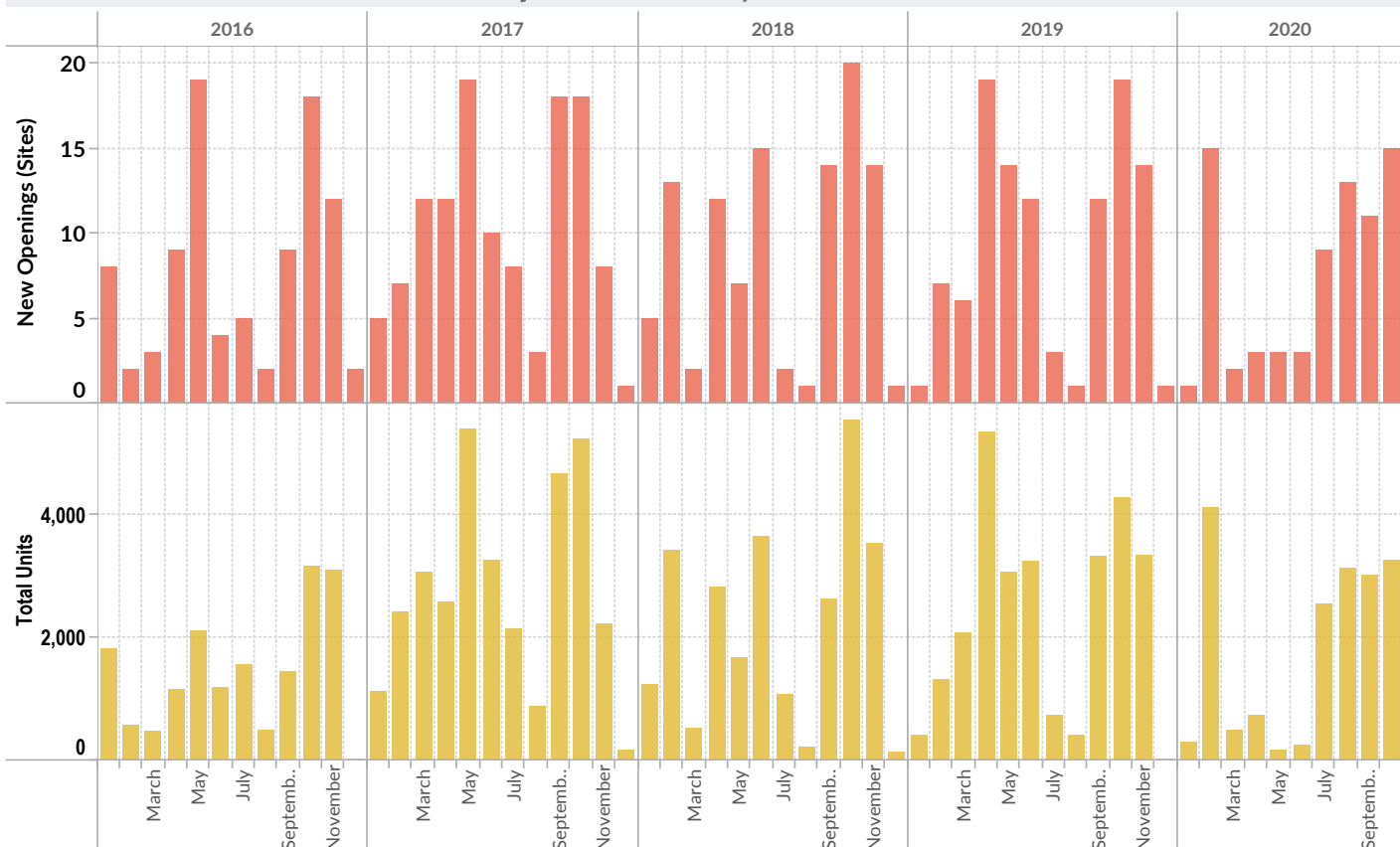
New Openings

October 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
QA Queen & Ash Bridge Condos - Context Developments and RioCan	East York	10/1/2020	366	140	109	\$1,192
5North - The Preserve - Building II - Mattamy Homes	Oakville	10/2/2020	113	47	66	\$801
8188 Yonge - Trulife Developments Inc. and Constantine Enterprises Inc.	Vaughan	10/3/2020	282	111	161	\$960
Junction Point - Gairloch	Old Toronto	10/3/2020	111	58	53	\$1,258
MRKT at Alexandra Park - Tridel	Old Toronto	10/7/2020	175	50	125	\$1,249
Burke - Concert Properties	Old Toronto	10/8/2020	510	115	385	\$1,148
Abeja District 3 - Cortel Group	Vaughan	10/17/2020	519	107	206	\$892
Kingsway Crescent - Harhay Construction Management Ltd.	Etobicoke	10/17/2020	102	55	47	\$1,174
Manderley Condominiums - Nova Ridge Development Partners Inc. *	Scarborough	10/17/2020	198	0	198	\$1,041
No. 7 Rosedale - Platinum Vista Inc.	Old Toronto	10/17/2020	26	8	18	\$2,500
Reina - Urban Capital Property Group and Spotlight Development	Etobicoke	10/17/2020	200	70	130	\$878
Berkshire Residences - Rise Developments	Oakville	10/20/2020	55	12	43	\$1,004
Daniels FirstHome Keelestdale - Building E - Daniels Corporation and Diamond Cor.. *	York	10/24/2020	45	0	45	\$841
Galleria III - El-Ad Canada Inc. *	Old Toronto	10/25/2020	427	0	279	\$1,090
Mill Landing - Condominiums in Georgetown - Amico *	Halton Hills	10/31/2020	116	0	116	\$804
Grand Total			3,245	773	1,981	\$1,095

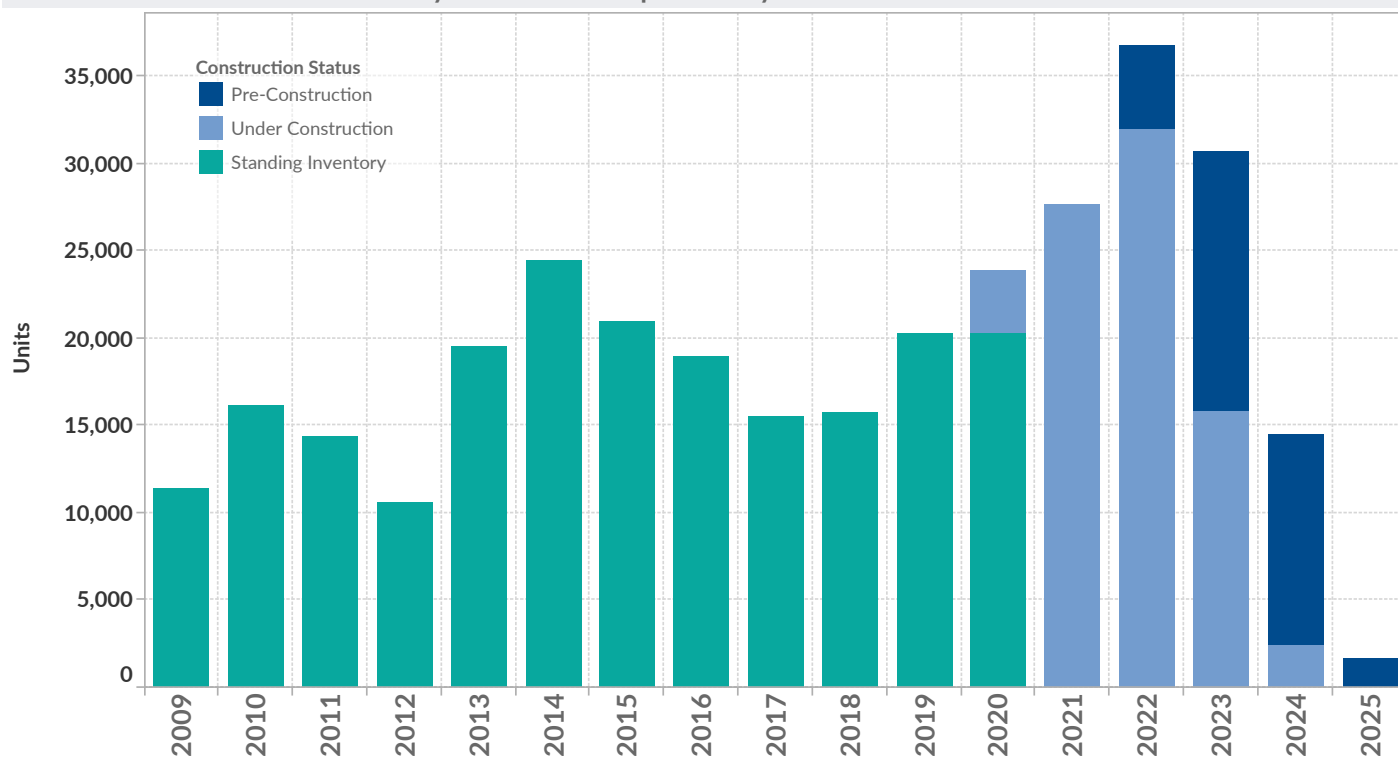
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

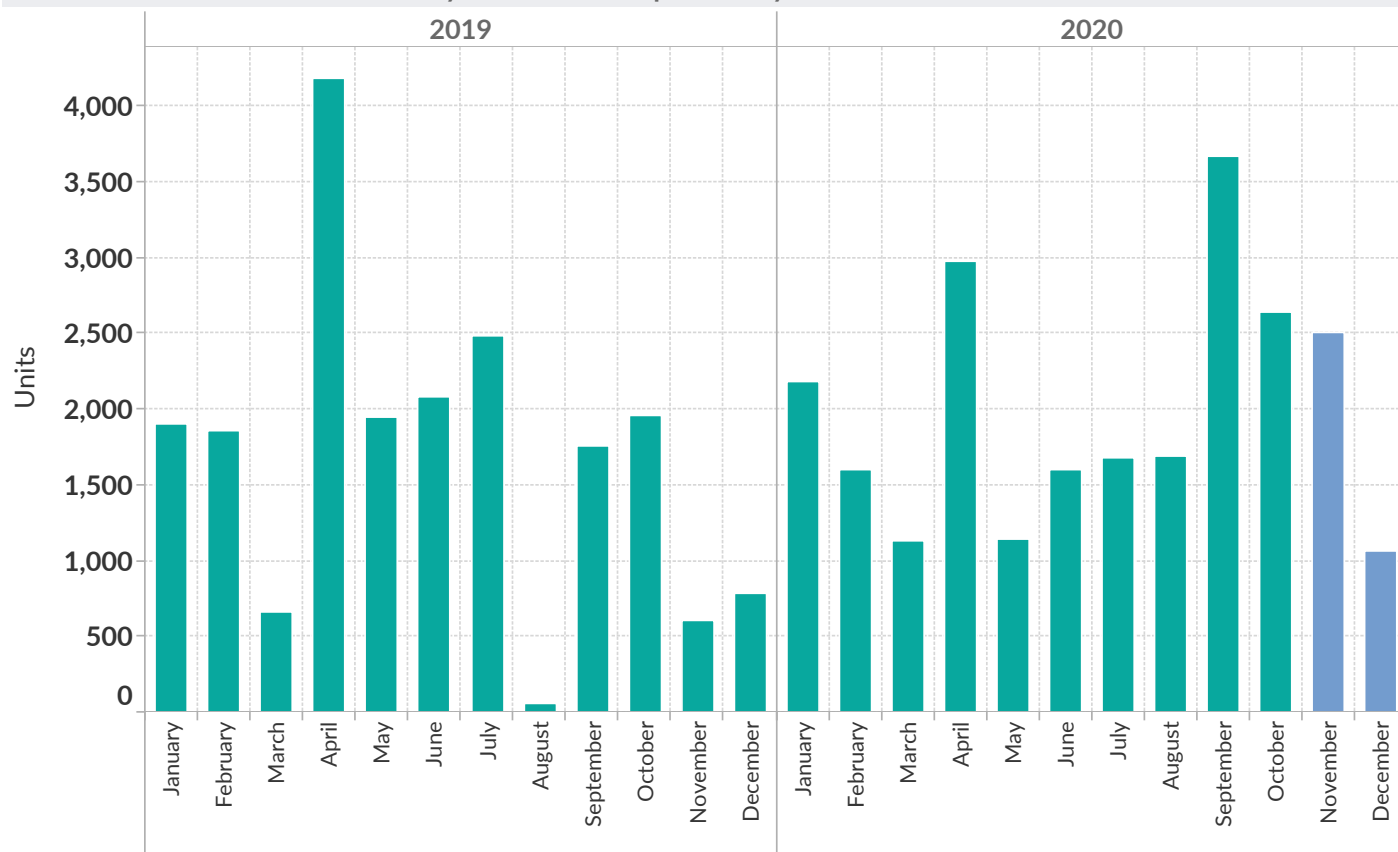


Scheduled Completions

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.		
Menkes	13	6	75	40	2	30	30	147	409	490			1,242	6.9%
Daniels Corporation	26	49	16	7	82	17	242	28	492	57			1,016	5.7%
CentreCourt Developments Inc.	0	4	526	0	0	0	0	419	26	9			984	5.5%
QuadReal Property Group									399	490			889	5.0%
Cortel Group	69	48	24	2	1	5	211	187	79	108			734	4.1%
Reserve Properties	0	366	186	24	0	0	0	44	0	2			622	3.5%
Westdale Properties	0	366	185	24	0	0	0	44	0	2			621	3.5%
Diamond Corp	4	5	2	1	77	8	28	8	162	307			602	3.4%
Lanterra Developments	27	37	69	97	23	58	68	68	61	53			561	3.1%
Branthaven Homes	0	197	17	2	2	19	0	297	13	9			556	3.1%
St. Thomas Developments Inc.		471	24	9	6	6	0	0	1	2			519	2.9%
Tribute Communities	24	49	283	27	3	16	17	40	10	5			474	2.6%
Solmar Development Corp.	3	281	119	4	6	12	5	13	14	7			464	2.6%
Parallax Development Corporation							0	412	24	9			445	2.5%
Kilmer Group								0	144	296			440	2.5%
Canopy Towers								0	370	21			391	2.2%
Alterra	1	3	3	0	0	0	373	0	0	3			383	2.1%
RioCan	17	61	83	2	0	3	11	40	10	148			375	2.1%
Edenshaw Developments	2	2	0	4	0	0	300	27	32	4			371	2.1%
Pinnacle International	77	105	45	6	13	26	35	30	24	9			370	2.1%
Graywood Developments	14	13	24	0	7	0	0	267	24	18			367	2.0%
Distrikt	9	1	7	22	0	13	159	57	91	0			359	2.0%
Primont Homes	37	56	198	1	7	10	14	8	9	6			346	1.9%
Oxford Properties									314	20			334	1.9%
Empire	8	5	8	1	4	0	1	247	36	17			327	1.8%
Total (All 183 Builders)	1,087	2,634	2,990	509	416	759	2,006	2,625	2,579	2,340			17,945	

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 %
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.		
Daniels Corporation	331	32	26	49	16	7	82	17	242	28	492	57	1,379	5.9%
Menkes	15	60	13	6	75	40	2	30	30	147	409	490	1,317	5.6%
CentreCourt Developments Inc.	298	25	0	4	526	0	0	0	0	419	26	9	1,307	5.6%
QuadReal Property Group	0	4									399	490	893	3.8%
Cortel Group	49	31	69	48	24	2	1	5	211	187	79	108	814	3.5%
Diamond Corp	172	3	4	5	2	1	77	8	28	8	162	307	777	3.3%
Lanterra Developments	12	123	27	37	69	97	23	58	68	68	61	53	696	3.0%
Reserve Properties	0	0	0	366	186	24	0	0	0	44	0	2	622	2.6%
Westdale Properties	0	0	0	366	185	24	0	0	0	44	0	2	621	2.6%
Pinnacle International	53	177	77	105	45	6	13	26	35	30	24	9	600	2.6%
Tribute Communities	50	37	24	49	283	27	3	16	17	40	10	5	561	2.4%
Branthaven Homes			0	197	17	2	2	19	0	297	13	9	556	2.4%
St. Thomas Developments Inc.				471	24	9	6	6	0	0	1	2	519	2.2%
Solmar Development Corp.	24	12	3	281	119	4	6	12	5	13	14	7	500	2.1%
RioCan	61	44	17	61	83	2	0	3	11	40	10	148	480	2.0%
Baif Developments	149	21	17	40	9	6	7	11	140	22	15	26	463	2.0%
Minto Developments	317	41	11	17	18	2	3	4	7	15	8	10	453	1.9%
Primont Homes	48	56	37	56	198	1	7	10	14	8	9	6	450	1.9%
Parallax Development Corporation									0	412	24	9	445	1.9%
Kilmer Group										0	144	296	440	1.9%
Graywood Developments	36	9	14	13	24	0	7	0	0	267	24	18	412	1.8%
Edenshaw Developments	17	12	2	2	0	4	0	0	300	27	32	4	400	1.7%
Canopy Towers										0	370	21	391	1.7%
G Group Development	0	382	2	0	0	0	4	1					389	1.7%
Alterra	0	0	1	3	3	0	0	0	373	0	0	3	383	1.6%
Total (All 192 Builders)	3,612	1,966	1,087	2,634	2,990	509	416	759	2,006	2,625	2,579	2,340	23,523	

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 October
Festival - Signature Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	130
			1 Bedroom + Den	28
			2 Bedroom + Den	10
			2 Bedroom	139
			Total	307
Brightwater 2 - Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Mississauga	Apartment	1 Bedroom	17
			1 Bedroom + Den	86
			2 Bedroom + Den	81
			2 Bedroom	36
			Total	220
Festival - Landmark Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	87
			1 Bedroom + Den	43
			2 Bedroom	16
			Studio	37
			Total	183
Crosstown - Tower III - Aspen Ridge Homes	North York	Apartment	1 Bedroom	76
			1 Bedroom + Den	28
			2 Bedroom + Den	12
			2 Bedroom	54
			Studio	0
			Total	170
QA Queen & Ash Bridge Condos - Context Developments and RioCan	East York	Apartment	1 Bedroom	56
			1 Bedroom + Den	12
			3 Bedroom & Up	11
			2 Bedroom	61
			Other	0
			Total	140
Burke - Concert Properties	Old Toronto	Apartment	1 Bedroom	27
			1 Bedroom + Den	53
			2 Bedroom + Den	4
			3 Bedroom & Up	1
			2 Bedroom	30
			Penthouse	0
			Total	115

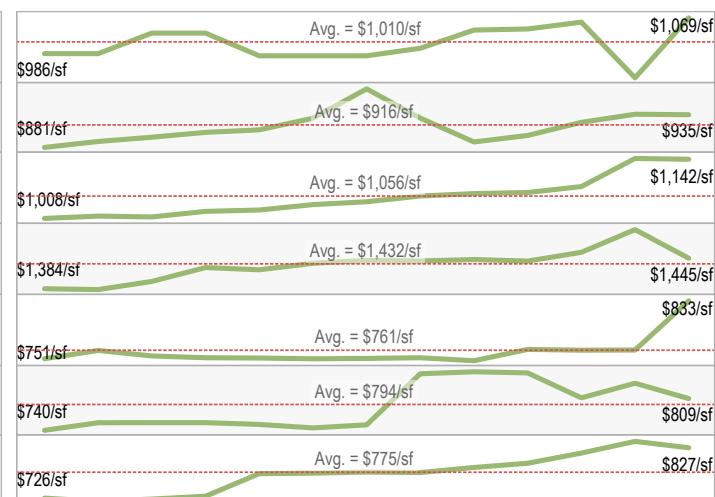
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,069/sf
	Etobicoke	\$935/sf
	North York	\$1,142/sf
	Old Toronto	\$1,445/sf
	Scarborough	\$833/sf
	York	\$809/sf
905 Area	905 All Muni.	\$827/sf

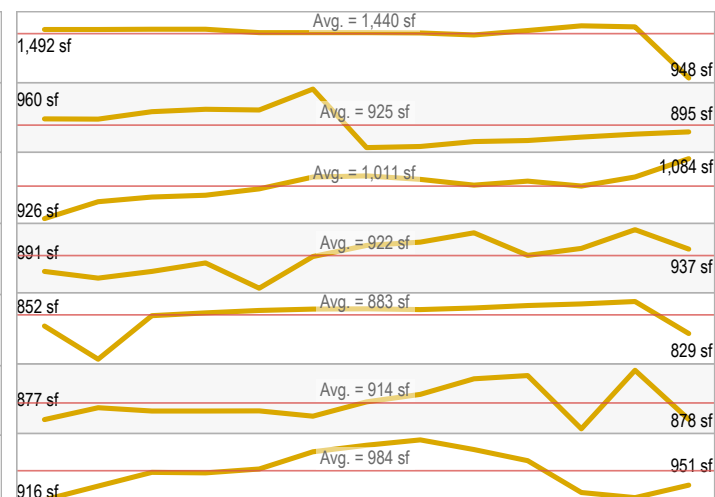
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	948 sf
	Etobicoke	895 sf
	North York	1,084 sf
	Old Toronto	937 sf
	Scarborough	829 sf
	York	878 sf
905 Area	905 All Muni.	951 sf

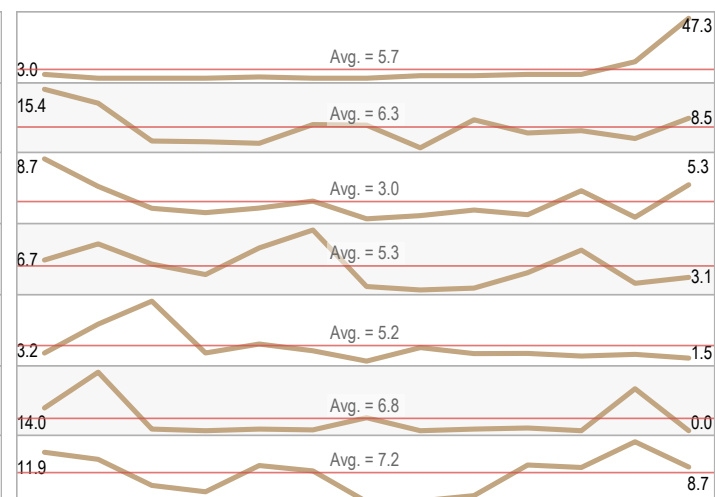
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	47.3
	Etobicoke	8.5
	North York	5.3
	Old Toronto	3.1
	Scarborough	1.5
	York	0.0
905 Area	905 All Muni.	8.7

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	October 2020				October 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 129			● 129	● 277			● 277
Central Waterfront	Old Toronto	● 17			● 17	● 26			● 26
Don Mills - York Mills	North York	● 174		● 0	● 174	● 25		● 1	● 26
Downtown Core	Old Toronto	● 25			● 25	● 141			● 141
Downtown East	East York	● 140			● 140				
	Old Toronto	● 32			● 32	● 81			● 81
Downtown West	Old Toronto	● 71			● 71	● 127			● 127
Etobicoke Waterfront	Etobicoke	● 5			● 5	● 1			● 1
Highway7 - Yonge	Markham	● 1			● 1	● 0			● 0
	Richmond Hill	● 1		● 3	● 4	● 62		● 4	● 66
Mississauga City Centre	Mississauga	● 61			● 61	● 323			● 323
North Toronto	Old Toronto	● 5			● 5	● 107			● 107
North Yonge Corridor	North York	● 4		● 0	● 4	● 12		● 0	● 12
North York East	North York	● 0		● 0	● 0	● 0		● 2	● 2
North York West	North York	● 26		● 3	● 29	● 341		● 27	● 368
Not Applicable	Brampton	● 9		● 0	● 9	● 2		● 22	● 24
	Burlington	● 11			● 11	● 152			● 152
	Caledon	● 3		● 0	● 3				
	Clarington	● 3			● 3	● 7			● 7
	East York	● 0		● 2	● 2	● 3			● 3
	Etobicoke	● 166		● 0	● 166	● 352		● 1	● 353
	Georgina	● 0			● 0	● 0			● 0
	Halton Hills	● 0			● 0	● 0			● 0
	Markham	● 15		● 0	● 15	● 78		● 3	● 81
	Milton	● 1			● 1	● 104			● 104
	Mississauga	● 354		● 7	● 361	● 45		● 106	● 151
	Newmarket	● 3	● 0		● 3	● 16	● 0		● 16
	Oakville	● 97		● 4	● 101	● 176		● 6	● 182
	Old Toronto	● 0			● 0	● 0			● 0
	Oshawa	● 8			● 8	● 5			● 5
	Pickering	● 0		● 32	● 32	● 18		● 10	● 28
	Richmond Hill			● 5	● 5			● 0	● 0
	Scarborough	● 12		● 12	● 24	● 47		● 4	● 51
	Vaughan	● 598		● 0	● 598	● 179		● 34	● 213
	Whitby	● 2		● 2	● 4	● 4			● 4
	Whitchurch-Stouffville	● 1			● 1	● 0			● 0
	York	● 0		● 0	● 0	● 31			● 31
Sheppard Corridor	North York	● 10		● 0	● 10	● 30		● 0	● 30
Thornhill	Markham	● 10			● 10	● 2			● 2
	Vaughan	● 155			● 155	● 306			● 306
Toronto East	Old Toronto	● 5		● 0	● 5	● 33	● 0	● 1	● 34
Toronto West	Old Toronto	● 96		● 5	● 101	● 75		● 7	● 82
Yonge - St. Clair	Old Toronto	● 15		● 0	● 15	● 1			● 1
Grand Total		● 2,265	● 0	● 75	● 2,340	● 3,189	● 0	● 228	● 3,417

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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