



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of November 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-20		Nov-19		Change
High Rise	1,836		3,611		-49.2%
Low Rise	1,914		1,136		68.5%
Total	3,750		4,747		-21.0%
Year to Date Sales	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change
High Rise	19,872		24,692		-19.5%
Low Rise	15,906		8,902		78.7%
Total	35,778		33,594		6.5%
Year to Date Supply	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change
High Rise	19,655		27,435		-28.4%
Low Rise	14,070		8,984		56.6%
Total	33,725		36,419		-7.4%
Year to Date Completions	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change
High Rise	20,742		19,461		6.6%
Remaining Inventory	Nov-20	Oct-20	Nov-19	M/M Change	Y/Y Change
High Rise	11,493	11,850	14,348	-3.0%	-19.9%
Low Rise	3,204	3,779	5,410	-15.2%	-40.8%
Total	14,697	15,629	19,758	-6.0%	-25.6%
Benchmark Price	Nov-20	Oct-20	Nov-19	M/M Change	Y/Y Change
High Rise	\$1,003,801	\$990,880	\$866,827	1.3%	15.8%
Low Rise	\$1,267,248	\$1,211,141	\$1,075,215	4.6%	17.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	10	360	312	133	
High Rise Units	1,772	94,905	82,105	33,777	
% Sold*	47%	83%	91%	75%	
Low Rise Projects	16	282			
Low Rise Units	415	28,074			
% Sold*	62%	89%			

* 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.

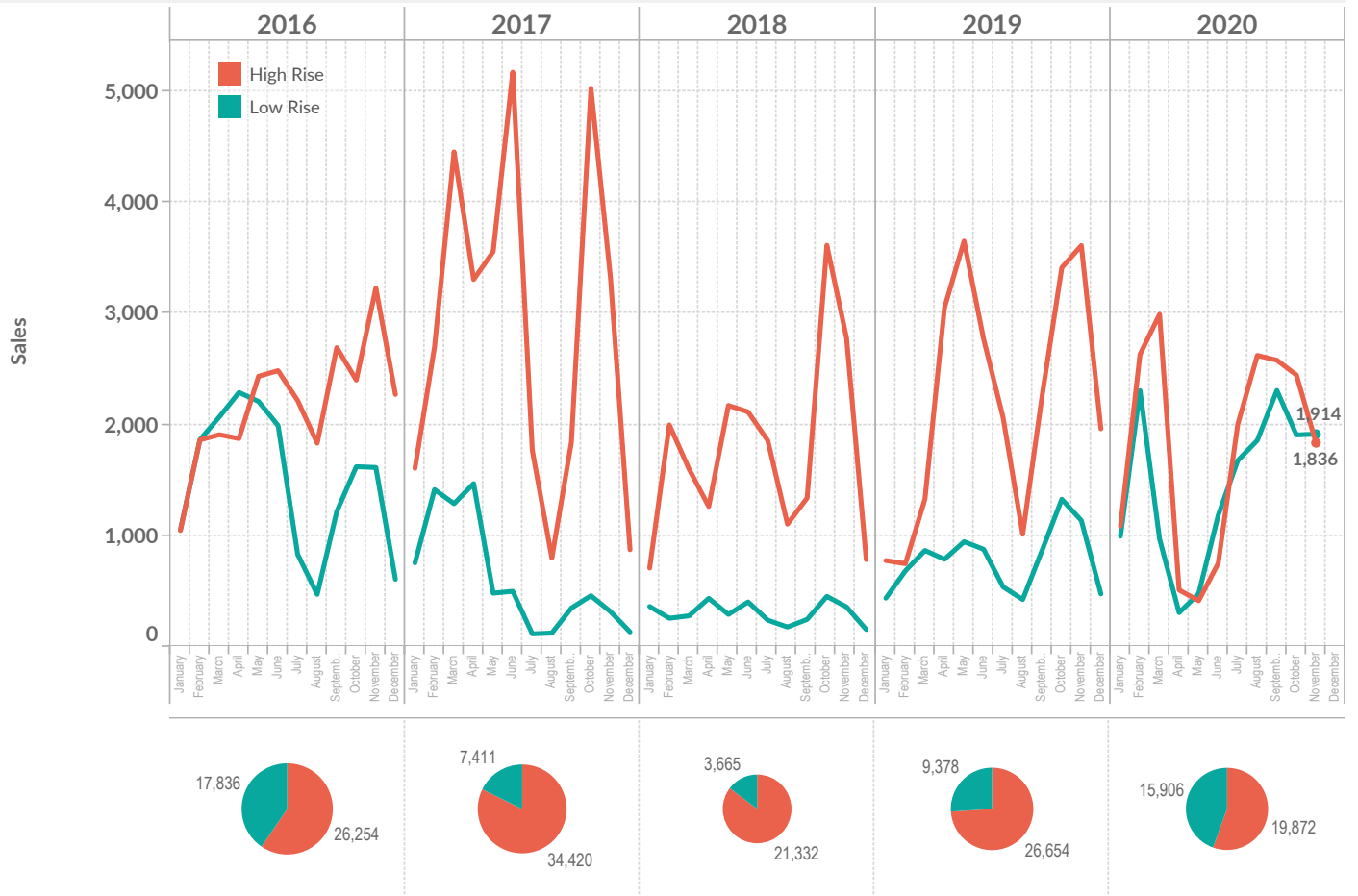
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

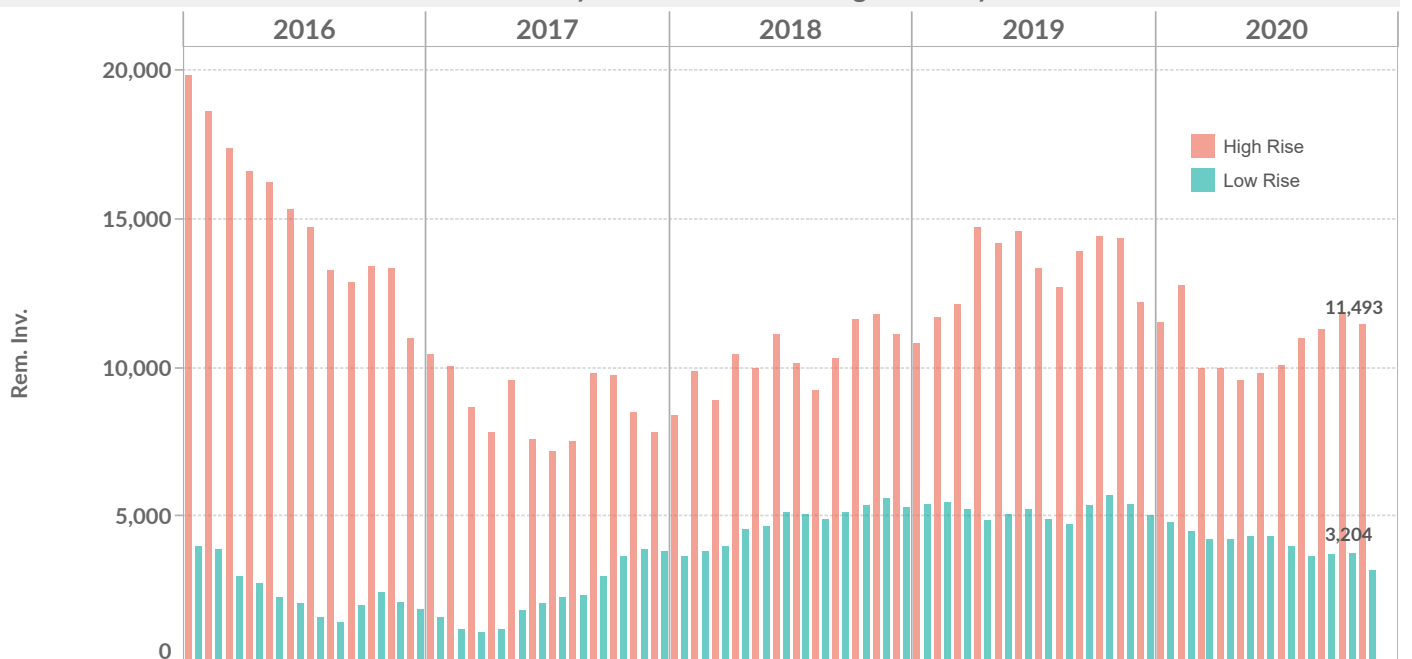
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

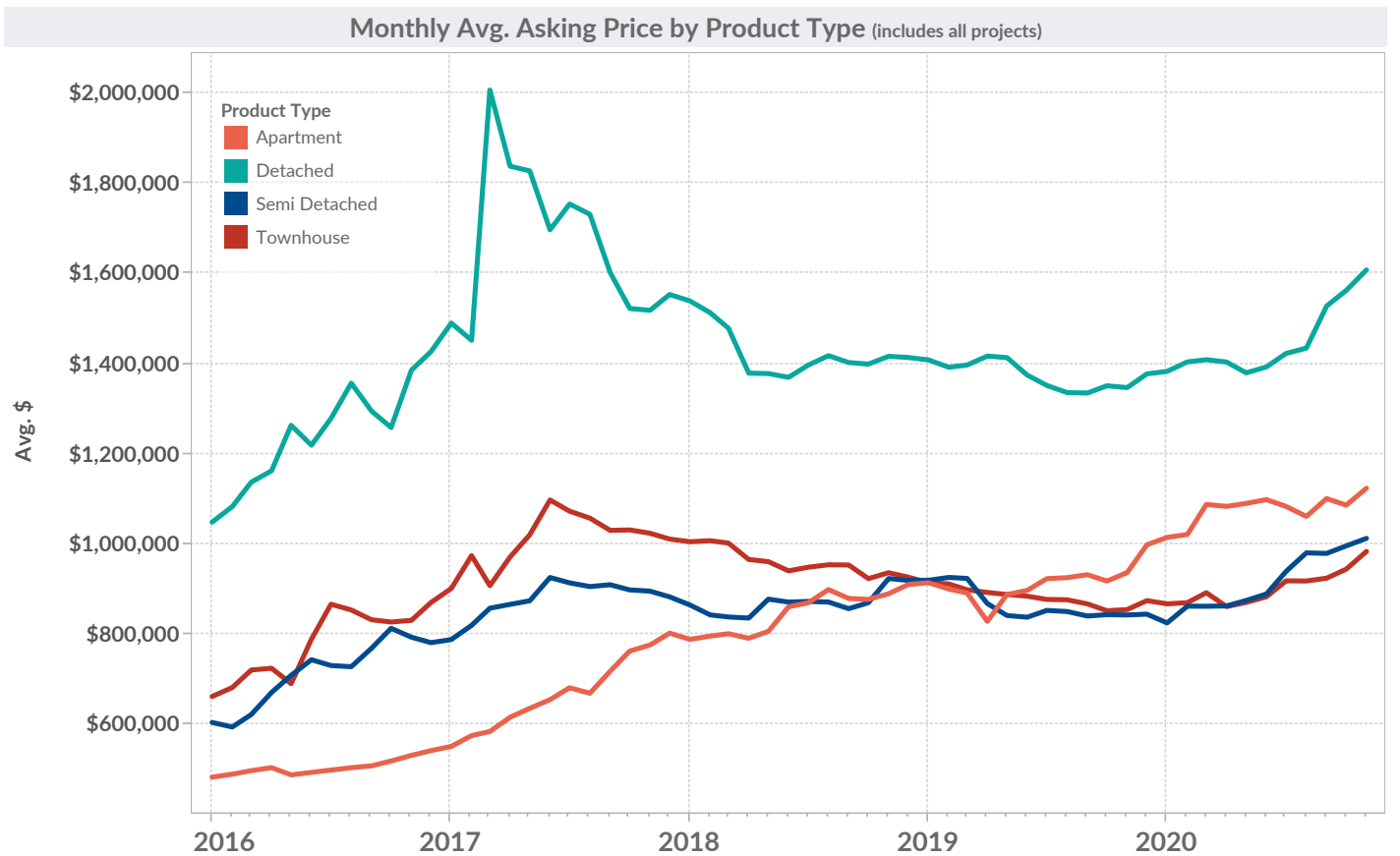
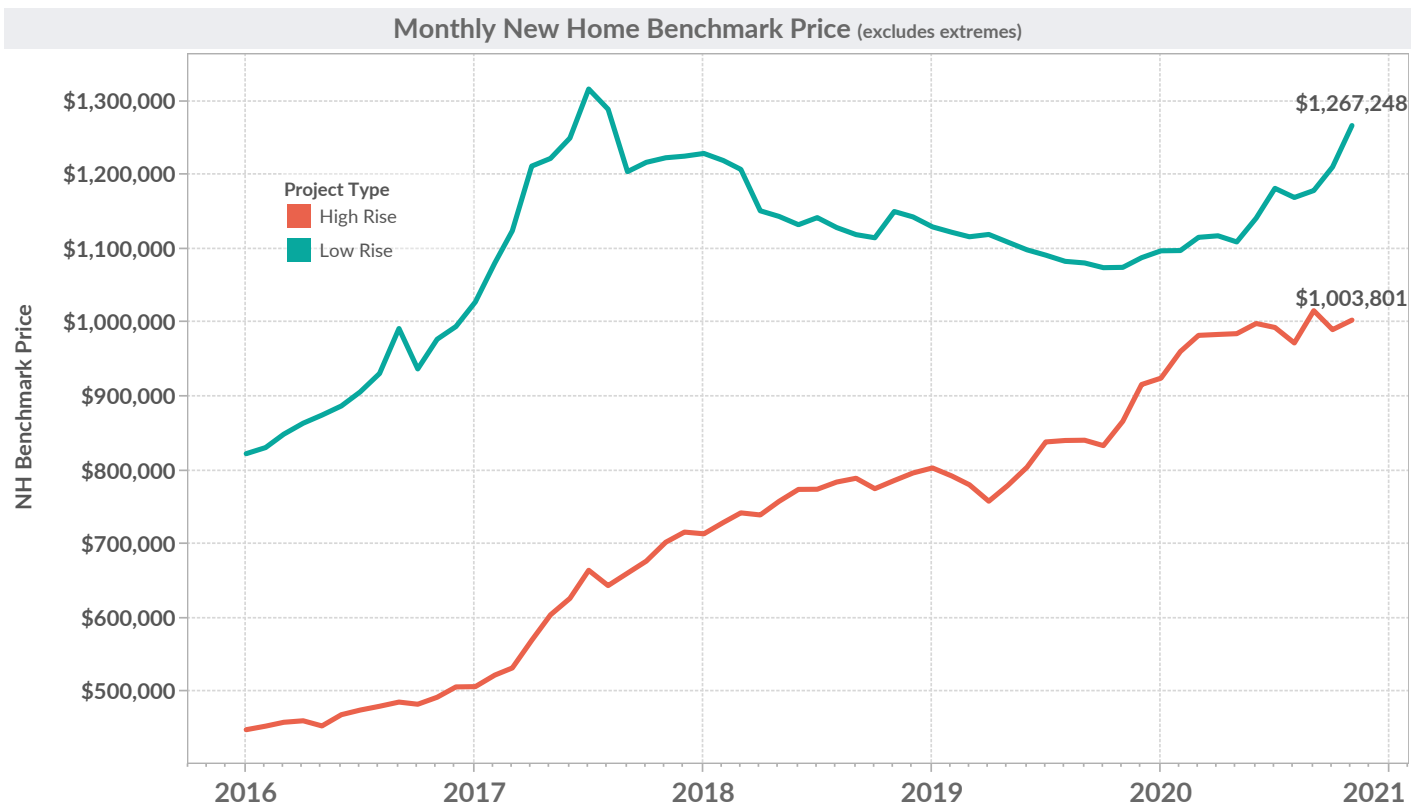
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

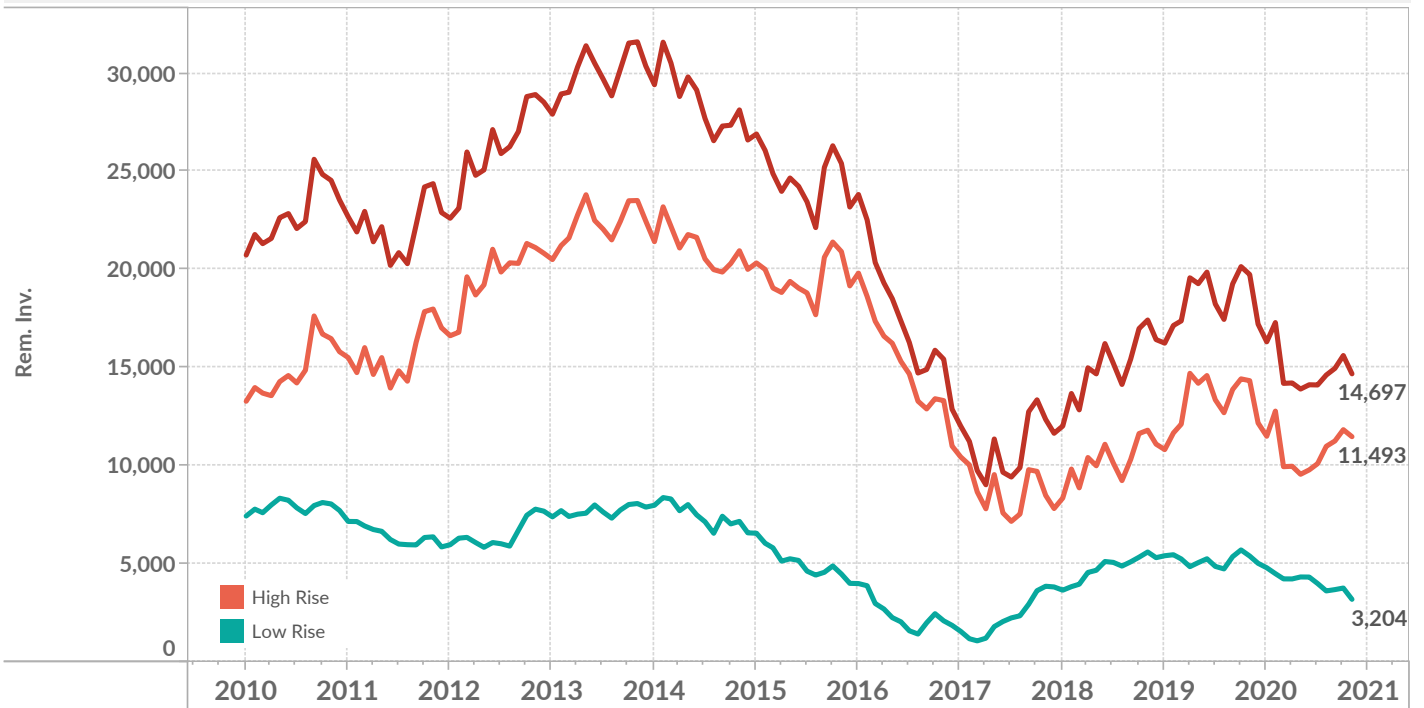


Pricing

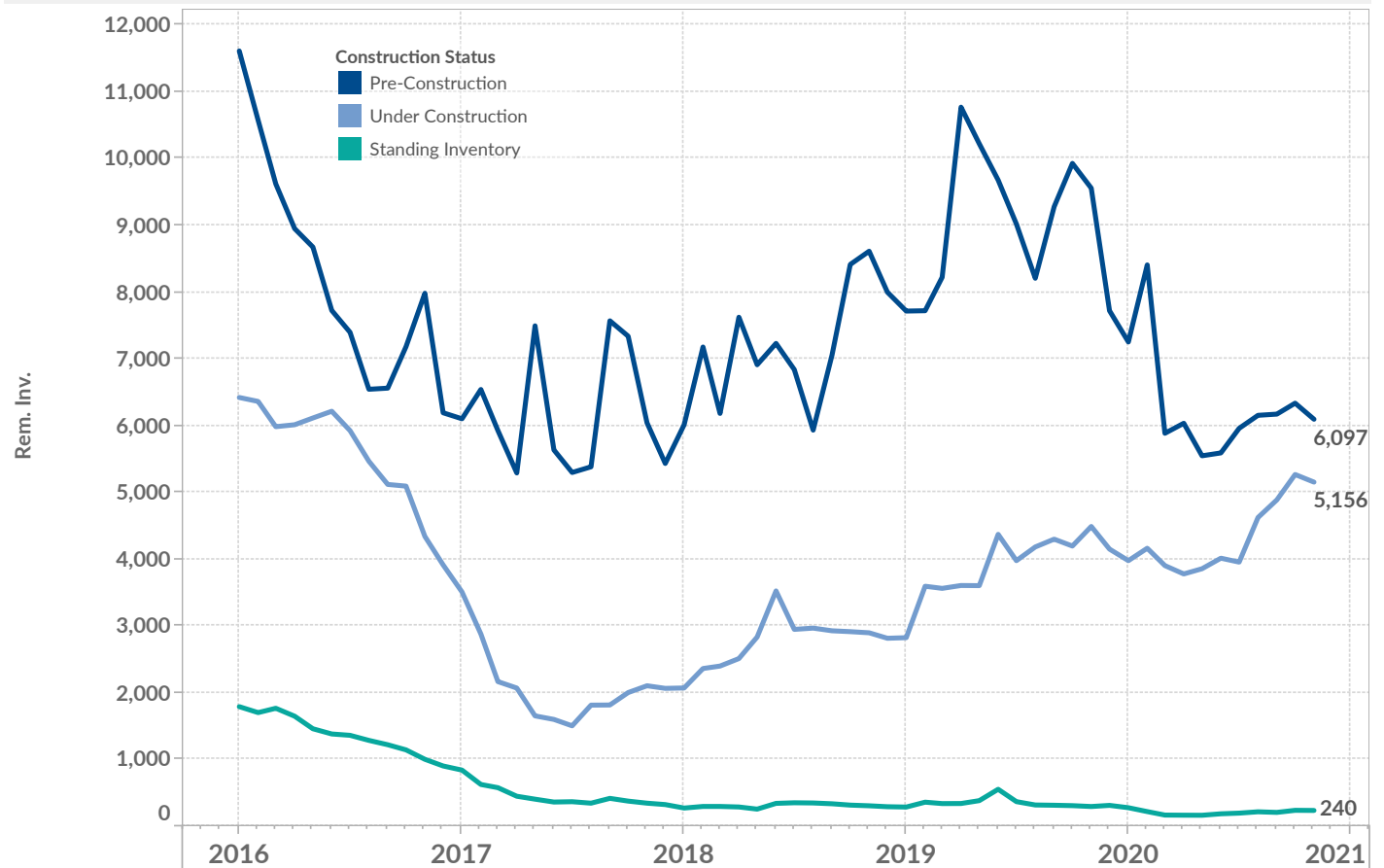


Remaining Inventory

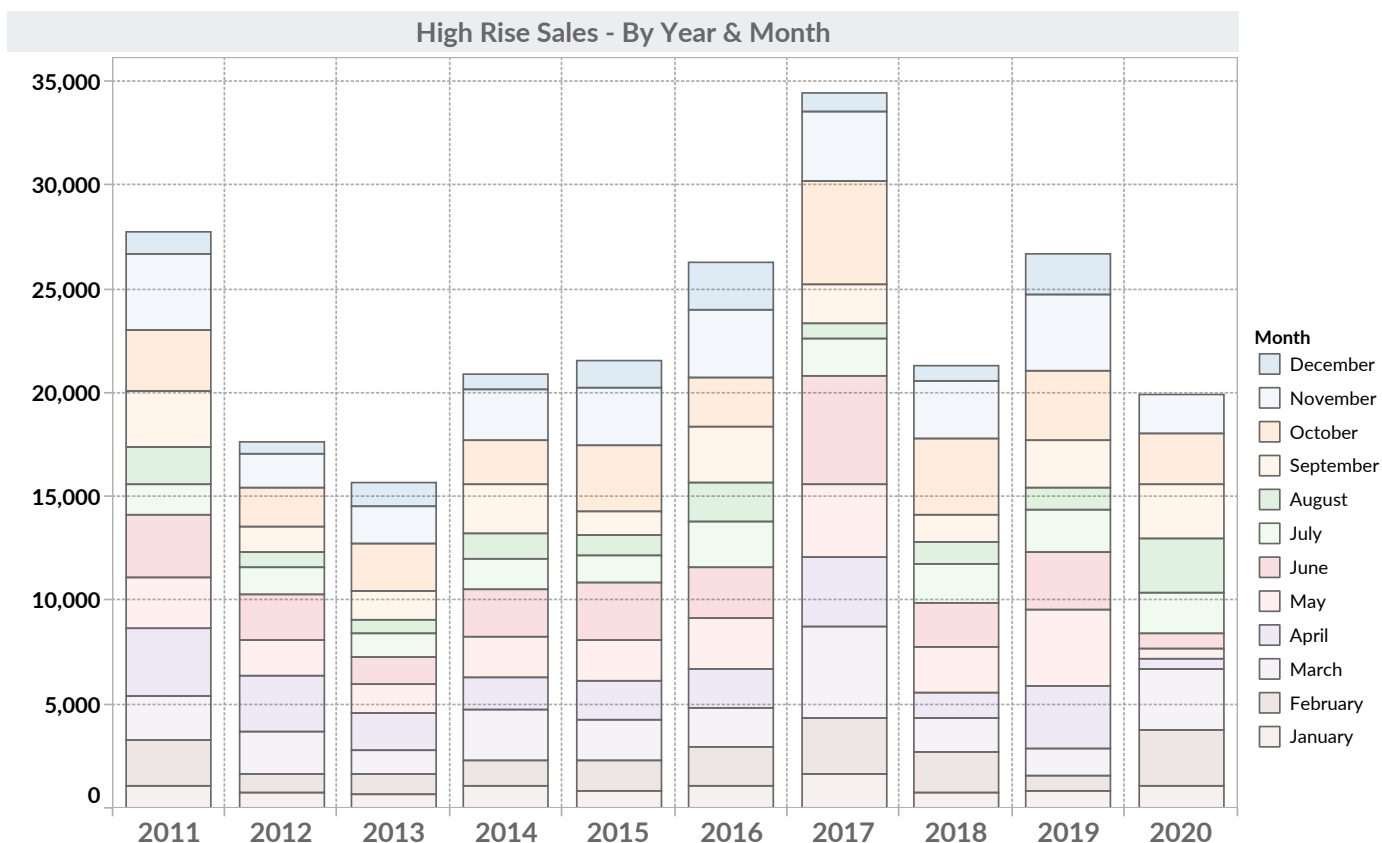
GTA - Monthly New Home Remaining Inventory



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

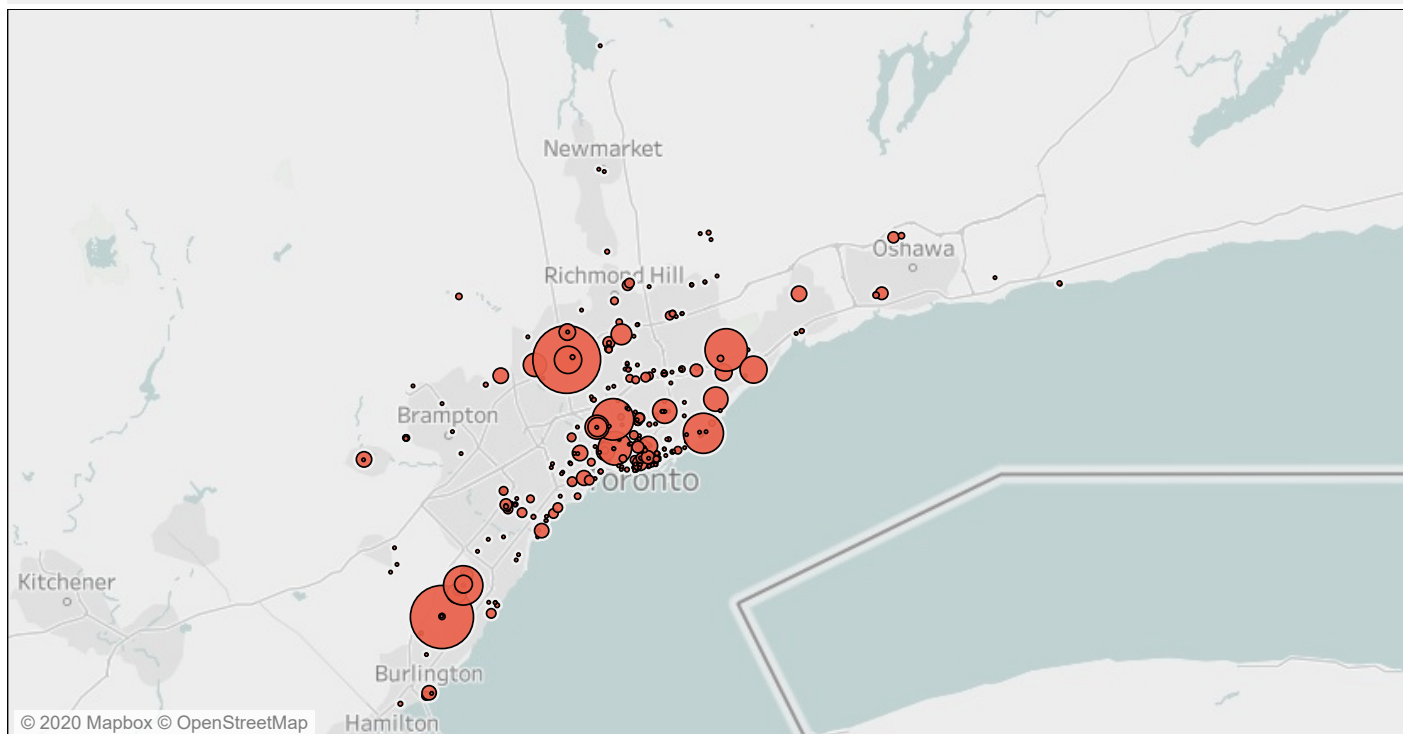


Historical Sales Comparison

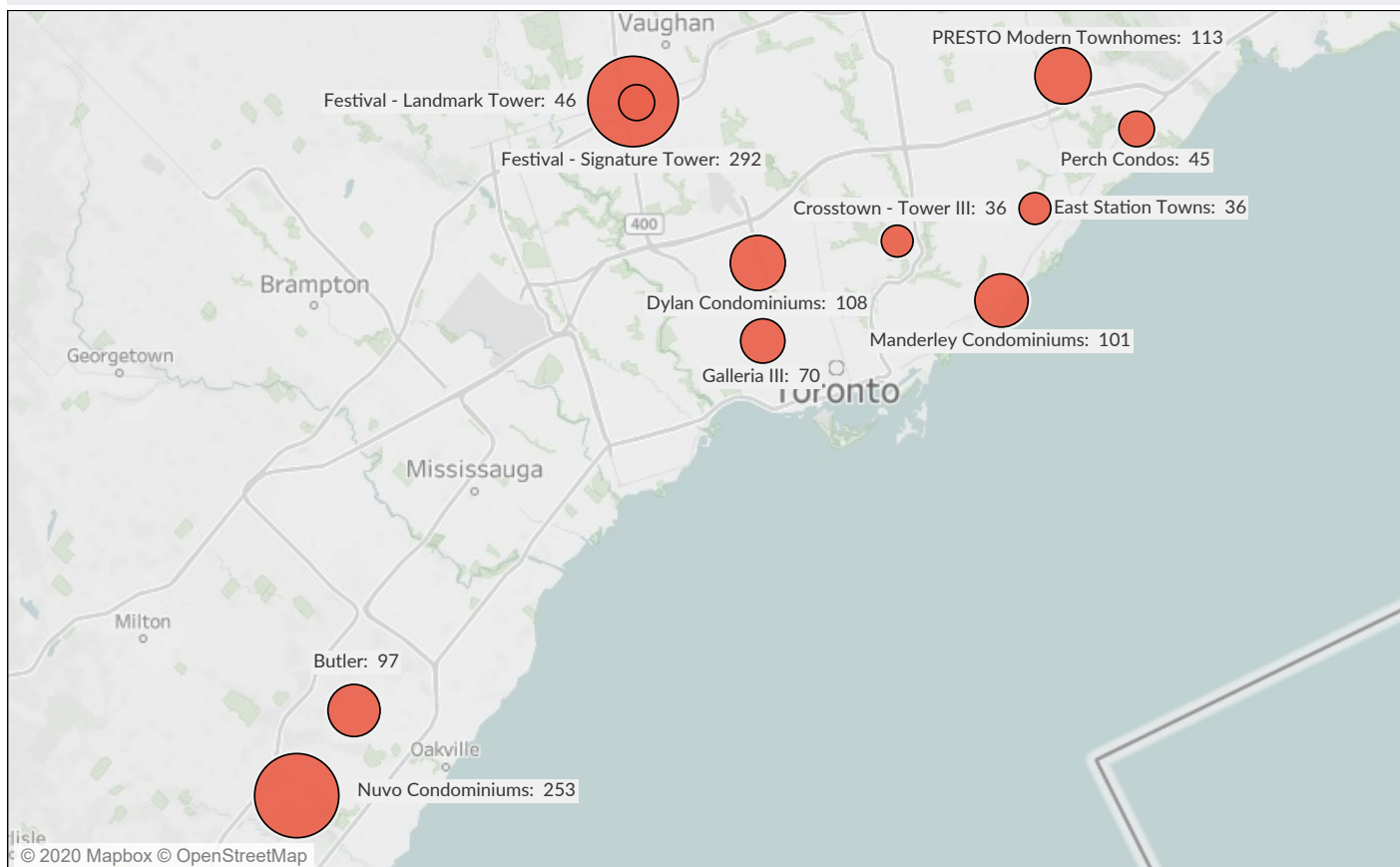


Current Sites

GTA - Active High Rise Sites by Current Month Sales



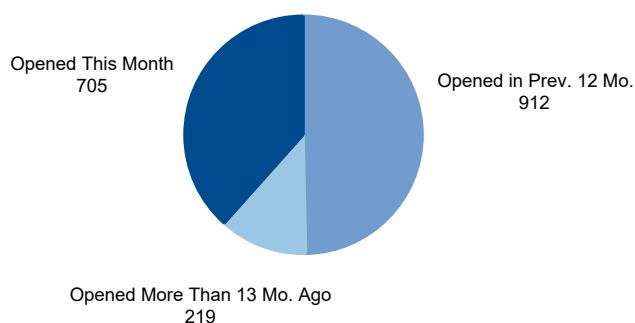
GTA - Top 10 Sites by Current Month Sales



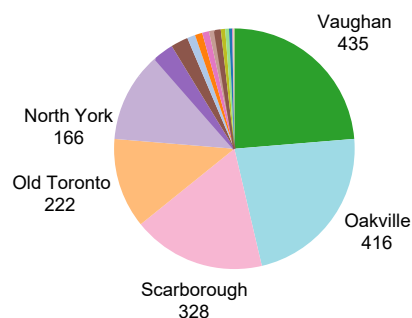
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

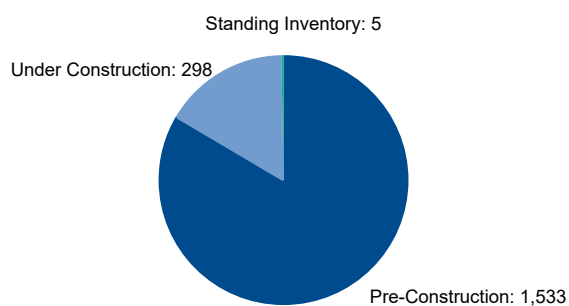
Sales by Opening Date



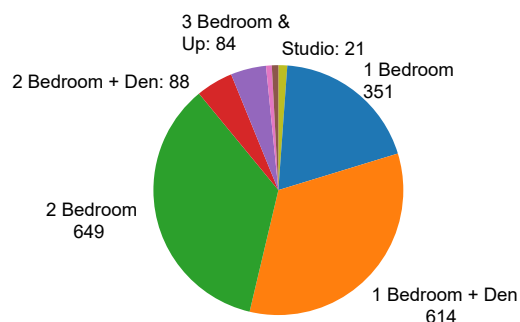
Sales by Municipality/Area



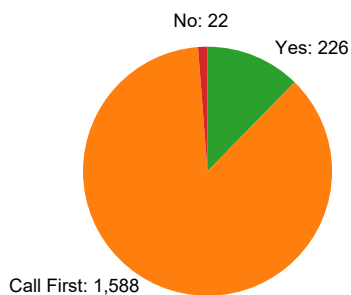
Sales by Const. Status



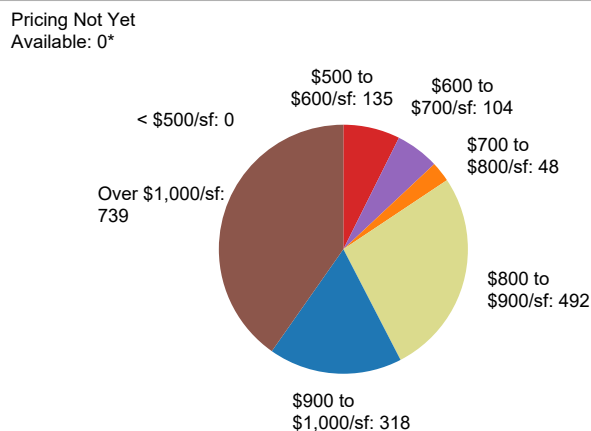
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

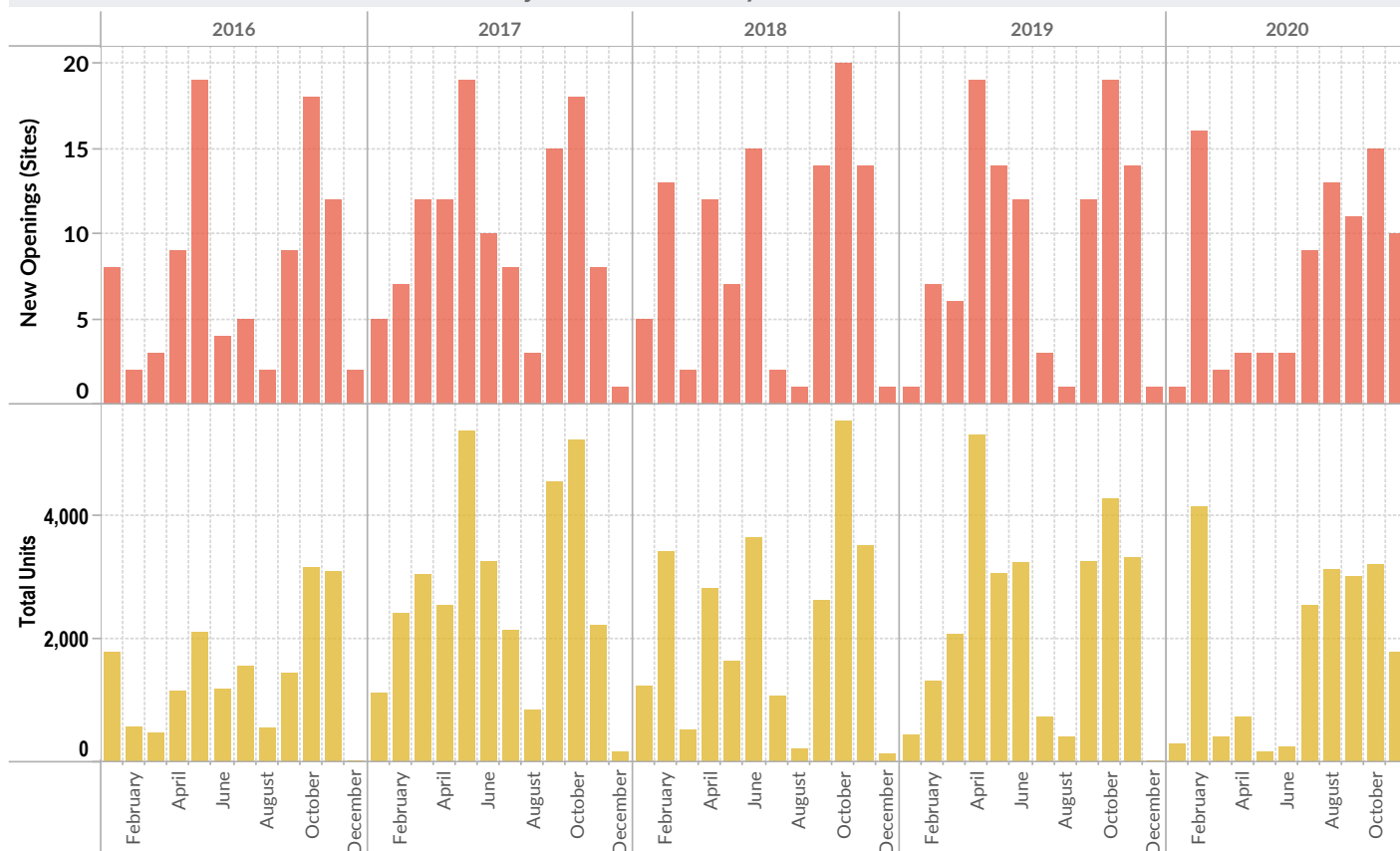
New Openings

November 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Rose Hill - Capital North Communities	Vaughan	11/1/2020	85	33	50	\$904
10 Prince Arthur - North Drive	Old Toronto	11/2/2020	28	8	20	\$1,942
Butler - Fernbrook Homes and Mayfair Homes	Oakville	11/3/2020	181	97	54	\$946
Dylan Condominiums - Chestnut Hill Developments	North York	11/5/2020	218	108	110	\$997
Nuvo Condominiums - Crystal Homes and Fernbrook Homes	Oakville	11/7/2020	324	253	71	\$881
Perch Condos - Firmland Development Corp	Scarborough	11/7/2020	168	45	123	\$831
55 Port - Fram Building Group and Slokker	Mississauga	11/11/2020	31	12	19	\$1,213
East Station Towns - Mattamy Homes	Scarborough	11/12/2020	182	36	92	\$632
PRESTO Modern Townhomes - Ambria Homes	Scarborough	11/14/2020	298	113	71	\$587
Westerly Condos - Tridel *	Etobicoke	11/21/2020	257	0	257	\$937
Grand Total			1,772	705	867	\$1,015

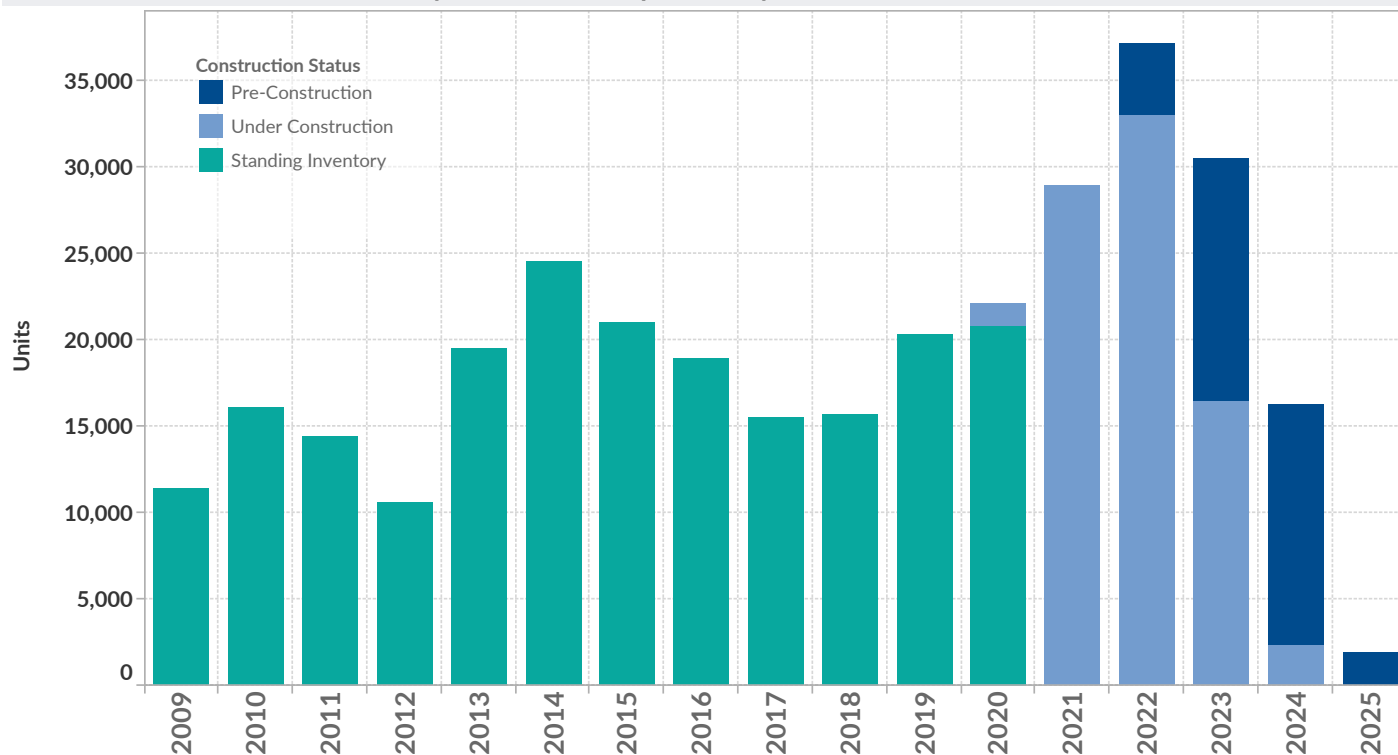
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

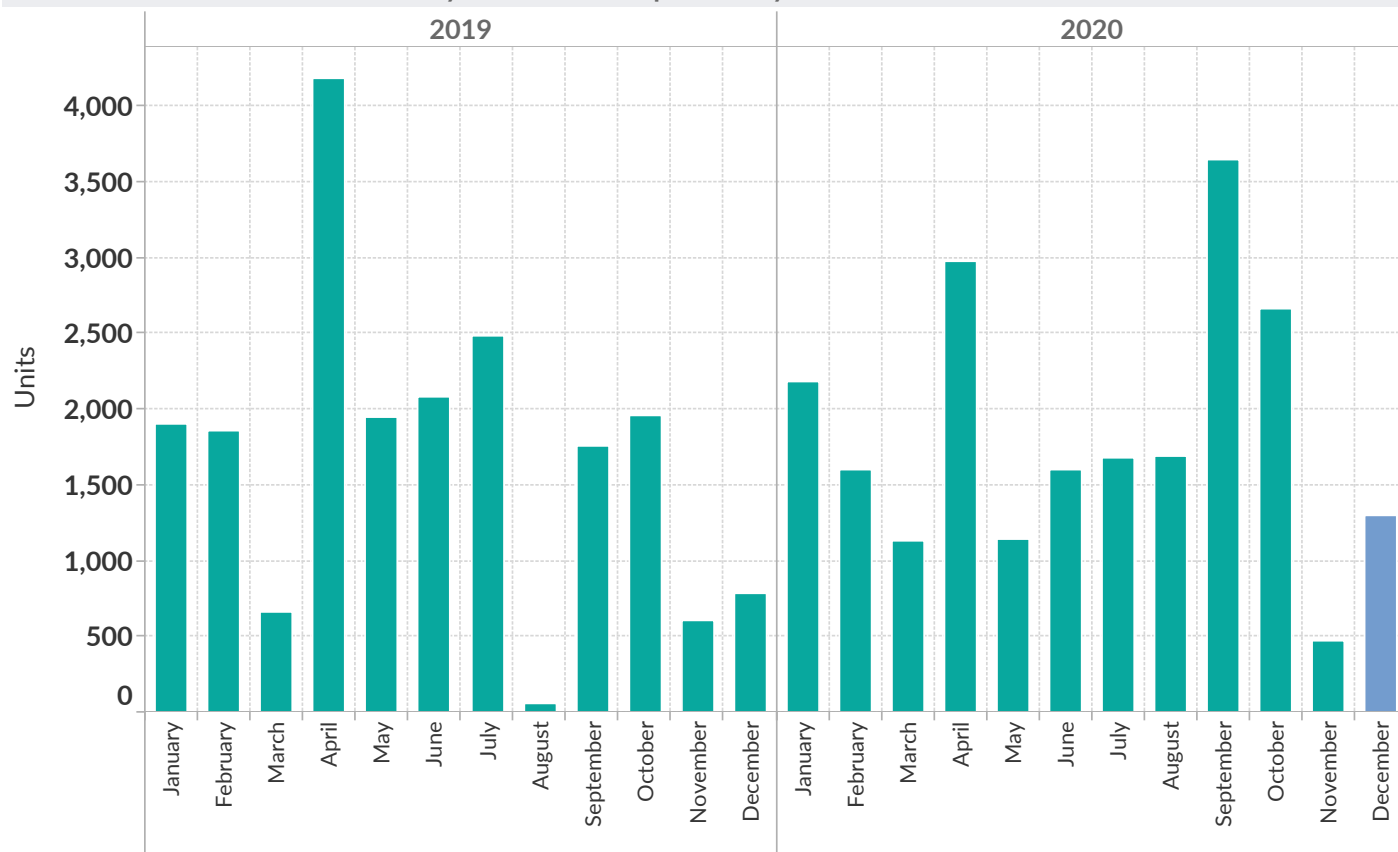


Scheduled Completions

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	340		1,582	8.0%
QuadReal Property Group									399	490	338		1,227	6.2%
Daniels Corporation	26	49	16	7	82	17	241	28	491	57	77		1,091	5.5%
CentreCourt Developments Inc.	0	4	526	0	0	0	0	419	26	9	10		994	5.0%
Cortel Group	69	48	24	2	1	5	211	187	78	107	17		749	3.8%
Diamond Corp	4	5	2	1	77	8	28	8	161	307	60		661	3.3%
Reserve Properties	0	366	186	24	0	0	0	44	0	2	11		633	3.2%
Westdale Properties	0	366	185	24	0	0	0	44	0	2	11		632	3.2%
Lanterra Developments	27	37	69	97	23	58	68	68	61	53	13		574	2.9%
Branthaven Homes	0	197	17	2	2	19	0	297	13	9	6		562	2.8%
St. Thomas Developments Inc.		471	24	9	6	6	0	0	1	2	0		519	2.6%
Kilmer Group								0	143	296	57		496	2.5%
Tribute Communities	24	49	283	27	3	16	17	40	10	5	7		481	2.4%
Solmar Development Corp.	3	281	119	4	6	12	5	13	14	7	1		465	2.3%
Parallax Development Corporation							0	412	24	9	10		455	2.3%
Canopy Towers								0	370	21	4		395	2.0%
Alterra	1	3	3	0	0	0	373	0	0	3	2		385	1.9%
RioCan	17	61	82	2	0	3	11	40	10	148	10		384	1.9%
Edenshaw Developments	2	2	0	4	0	0	300	27	32	4	0		371	1.9%
Pinnacle International	77	105	45	6	13	26	32	30	24	10	3		371	1.9%
Graywood Developments	14	13	24	0	7	0	0	267	24	18	0		367	1.8%
Distrikt	9	1	7	22	0	13	159	57	91	0	4		363	1.8%
Fernbrook Homes	2	0	0	0	0	0	0	0	0	0	350		352	1.8%
Primont Homes	37	56	198	1	7	10	14	8	9	6	5		351	1.8%
Oxford Properties									314	20	8		342	1.7%
Total (All 188 Builders)	1,086	2,631	2,992	511	415	752	2,002	2,622	2,579	2,446	1,836		19,872	

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 %
	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.		
Menkes	60	13	6	75	40	2	30	30	147	409	490	340	1,642	7.5%
QuadReal Property Group	4									399	490	338	1,231	5.6%
Daniels Corporation	32	26	49	16	7	82	17	241	28	491	57	77	1,123	5.1%
CentreCourt Developments Inc.	25	0	4	526	0	0	0	0	419	26	9	10	1,019	4.7%
Cortel Group	31	69	48	24	2	1	5	211	187	78	107	17	780	3.6%
Lanterra Developments	123	27	37	69	97	23	58	68	68	61	53	13	697	3.2%
Diamond Corp	3	4	5	2	1	77	8	28	8	161	307	60	664	3.0%
Reserve Properties	0	0	366	186	24	0	0	0	44	0	2	11	633	2.9%
Westdale Properties	0	0	366	185	24	0	0	0	44	0	2	11	632	2.9%
Branthaven Homes		0	197	17	2	2	19	0	297	13	9	6	562	2.6%
Pinnacle International	177	77	105	45	6	13	26	32	30	24	10	3	548	2.5%
St. Thomas Developments Inc.			471	24	9	6	6	0	0	1	2	0	519	2.4%
Tribute Communities	37	24	49	283	27	3	16	17	40	10	5	7	518	2.4%
Kilmer Group									0	143	296	57	496	2.3%
Solmar Development Corp.	12	3	281	119	4	6	12	5	13	14	7	1	477	2.2%
Parallax Development Corporation								0	412	24	9	10	455	2.1%
RioCan	44	17	61	82	2	0	3	11	40	10	148	10	428	2.0%
Primont Homes	56	37	56	198	1	7	10	14	8	9	6	5	407	1.9%
Canopy Towers									0	370	21	4	395	1.8%
G Group Development	382	2	0	0	0	4	1						389	1.8%
Alterra	0	1	3	3	0	0	0	373	0	0	3	2	385	1.8%
Edenshaw Developments	12	2	2	0	4	0	0	300	27	32	4	0	383	1.8%
Graywood Developments	9	14	13	24	0	7	0	0	267	24	18	0	376	1.7%
Distrikt	3	9	1	7	22	0	13	159	57	91	0	4	366	1.7%
Fernbrook Homes	2	2	0	0	0	0	0	0	0	0	0	350	354	1.6%
Total (All 193 Builders)	1,962	1,086	2,631	2,992	511	415	752	2,002	2,622	2,579	2,446	1,836	21,834	

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 November
Festival - Signature Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	50
			1 Bedroom + Den	163
			2 Bedroom	79
			Total	292
Nuvo Condominiums - Crystal Homes and Fernbrook Homes	Oakville	Apartment	1 Bedroom	38
			1 Bedroom + Den	119
			2 Bedroom + Den	2
			2 Bedroom	94
			Total	253
PRESTO Modern Townhomes - Ambria Homes	Scarborough	Stacked	1 Bedroom + Den	12
			3 Bedroom & Up	22
			2 Bedroom	79
			Total	113
Dylan Condominiums - Chestnut Hill Developments	North York	Apartment	1 Bedroom	31
			1 Bedroom + Den	49
			2 Bedroom + Den	4
			3 Bedroom & Up	2
			2 Bedroom	20
			Other	2
			Total	108
Manderley Condominiums - Nova Ridge Development Partners Inc.	Scarborough	Apartment	1 Bedroom	17
			1 Bedroom + Den	61
			2 Bedroom + Den	1
			3 Bedroom & Up	5
			2 Bedroom	13
			Studio	4
			Total	101
Butler - Fernbrook Homes and Mayfair Homes	Oakville	Apartment	1 Bedroom	24
			1 Bedroom + Den	18
			2 Bedroom + Den	2
			3 Bedroom & Up	3
			2 Bedroom	50
			Total	97

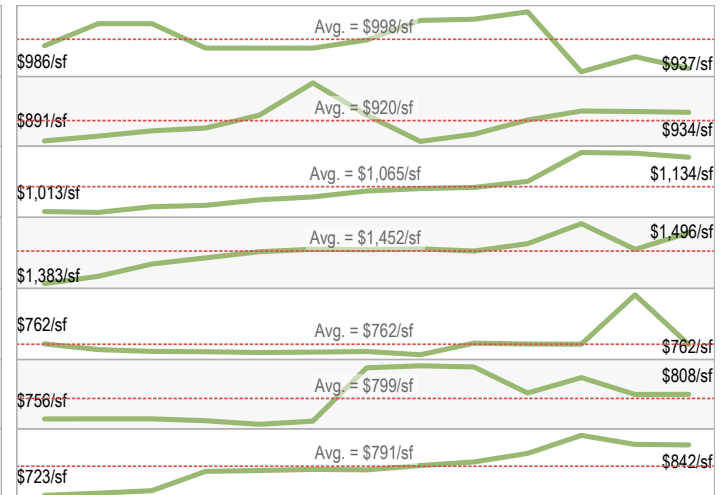
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$937/sf
	Etobicoke	\$934/sf
	North York	\$1,134/sf
	Old Toronto	\$1,496/sf
	Scarborough	\$762/sf
	York	\$808/sf
905 Area	905 All Muni.	\$842/sf

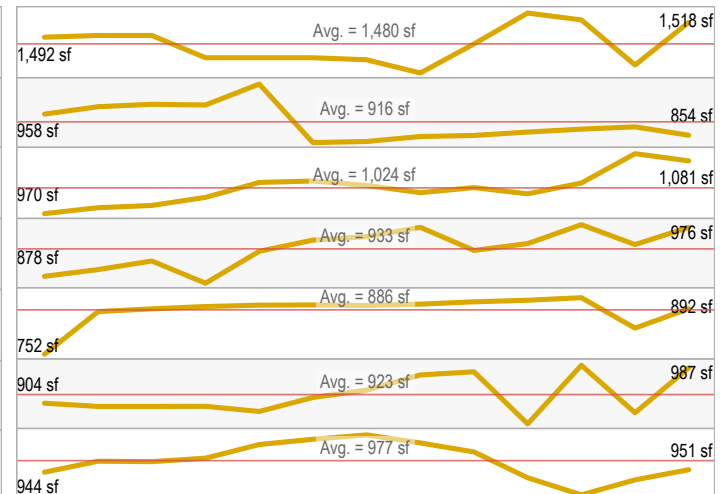
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,518 sf
	Etobicoke	854 sf
	North York	1,081 sf
	Old Toronto	976 sf
	Scarborough	892 sf
	York	987 sf
905 Area	905 All Muni.	951 sf

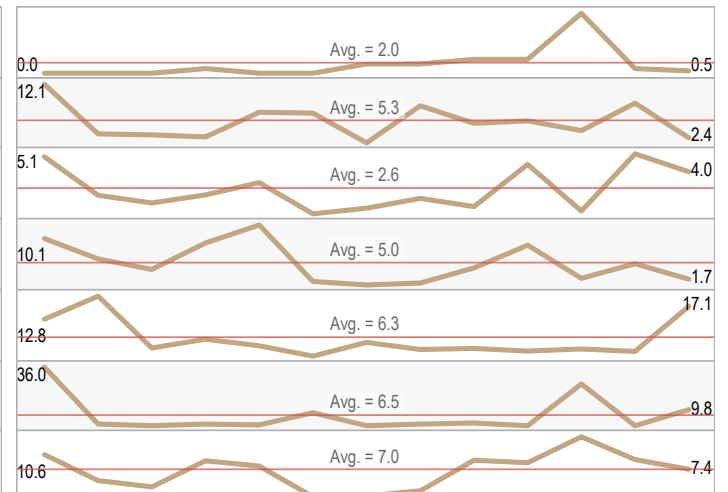
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.5
	Etobicoke	2.4
	North York	4.0
	Old Toronto	1.7
	Scarborough	17.1
	York	9.8
905 Area	905 All Muni.	7.4

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	November 2020				November 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	41			41	48			48
Central Waterfront	Old Toronto	1			1	70			70
Don Mills - York Mills	North York	37		0	37	39		0	39
Downtown Core	Old Toronto	1			1	73			73
Downtown East	Old Toronto	18			18	362			362
Downtown West	Old Toronto	32			32	124			124
Etobicoke Waterfront	Etobicoke	0			0	7			7
Highway7 - Yonge	Markham	0			0	0			0
	Richmond Hill	7		6	13	75		3	78
Mississauga City Centre	Mississauga	15			15	77			77
North Toronto	Old Toronto	19			19	86			86
North Yonge Corridor	North York	4		0	4	3		0	3
North York East	North York	0		0	0	0		4	4
North York West	North York	110		1	111	109		25	134
Not Applicable	Brampton	5		15	20	104		27	131
	Burlington	18			18	15			15
	Caledon	2		0	2				
	Clarington	1			1	4			4
	East York	1		0	1	0			0
	Etobicoke	41		2	43	285		4	289
	Georgina	0			0	0			0
	Halton Hills	14			14	0			0
	Markham	8		0	8	31		4	35
	Milton	0			0	37			37
	Mississauga	21		14	35	60		122	182
	Newmarket	0	0		0	17	0		17
	Oakville	412		4	416	62		3	65
	Old Toronto	0			0	298			298
	Oshawa	9			9	22			22
	Pickering	1		14	15	260		1	261
	Richmond Hill			4	4			30	30
	Scarborough	177		151	328	236		31	267
	Vaughan	395		0	395	237		6	243
	Whitby	11		0	11	3			3
	Whitchurch-Stouffville	1			1	5			5
	York	24		35	59	85			85
Sheppard Corridor	North York	9		5	14	41		0	41
Thornhill	Markham	0			0	0			0
	Vaughan	40			40	214			214
Toronto East	Old Toronto	5		0	5	39	10	2	51
Toronto West	Old Toronto	99		2	101	154		15	169
Yonge - St. Clair	Old Toronto	4		0	4	42		0	42
Grand Total		1,583	0	253	1,836	3,324	10	277	3,611

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	326			326	662			662
Central Waterfront	Old Toronto	893			893	835			835
Don Mills - York Mills	North York	358		0	358	287		0	287
	Old Toronto								
Downtown Core	Old Toronto	350			350	199			199
Downtown East	Old Toronto	2,174			2,174	689			689
Downtown West	Old Toronto	1,528			1,528	1,004			1,004
Etobicoke Waterfront	Etobicoke	57			57	40			40
Highway7 - Yonge	Markham	32			32	28			28
	Richmond Hill	156		112	268	13		41	54
Mississauga City Centre	Mississauga	1,158			1,158	584			584
North Toronto	North York								
	Old Toronto	783			783	519			519
North Yonge Corridor	North York	98		7	105	81		3	84
	Old Toronto								
North York East	North York	0		11	11	0		8	8
North York West	North York	227		94	321	256		14	270
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	363		340	703	94		33	127
	Burlington	131			131	141			141
	Caledon	38		1	39	35		0	35
	Clarington	40			40	47			47
	East York	12		28	40	34		24	58
	Etobicoke	950		207	1,157	1,030		6	1,036
	Georgina	0			0	0			0
	Halton Hills	19			19	102			102
	King								
	Markham	362		26	388	283		0	283
	Milton	74			74	50			50
	Mississauga	1,715		387	2,102	396		113	509
	Newmarket	98	0		98	19	4		23
	North York								
	Oakville	1,911		28	1,939	427		4	431
	Old Toronto	38			38	52			52
	Oshawa	178			178	116			116
	Pickering	86		203	289	4		48	52
	Richmond Hill			98	98			16	16
	Scarborough	994		268	1,262	556		191	747
	Uxbridge								
	Vaughan	2,238		102	2,340	580		31	611
	Whitby	70		31	101	27		7	34
	Whitchurch-Stouffville	37			37	93			93
	York	173		85	258	83		14	97
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	358		6	364	421		8	429
Thornhill	Markham	75			75	103			103
	Vaughan	781			781	242			242
Toronto East	East York								
	Old Toronto	266		6	272	194		9	203
Toronto West	Old Toronto	560		20	580	429		1	430
Yonge - St. Clair	Old Toronto	58		9	67	145		18	163
Grand Total		19,765	0	2,069	21,834	10,900	4	589	11,493

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