



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of December 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-20		Dec-19		Change
High Rise	857		1,963		-56.3%
Low Rise	1,009		476		112.0%
Total	1,866		2,439		-23.5%
Year to Date Sales	Jan.-Nov. 2020		Jan.-Nov. 2019		Y/Y Change
High Rise	20,696		26,636		-22.3%
Low Rise	16,973		9,381		80.9%
Total	37,669		36,017		4.6%
Year to Date Supply	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
High Rise	19,994		27,386		-27.0%
Low Rise	14,450		9,091		58.9%
Total	34,444		36,477		-5.6%
Year to Date Completions	Jan.-Dec. 2020		Jan.-Dec. 2019		Y/Y Change
High Rise	21,681		20,238		7.1%
Remaining Inventory	Dec-20	Nov-20	Dec-19	M/M Change	Y/Y Change
High Rise	10,653	11,461	12,183	-7.0%	-12.6%
Low Rise	2,518	3,156	5,041	-20.2%	-50.0%
Total	13,171	14,617	17,224	-9.9%	-23.5%
Benchmark Price	Dec-20	Nov-20	Dec-19	M/M Change	Y/Y Change
High Rise	\$1,025,645	\$1,003,801	\$916,585	2.2%	11.9%
Low Rise	\$1,321,186	\$1,267,248	\$1,088,317	4.3%	21.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	355	309	131	
High Rise Units	254	92,467	81,175	33,488	
% Sold*	18%	83%	91%	77%	
Low Rise Projects	6	266			
Low Rise Units	174	25,616			
% Sold*	36%	90%			

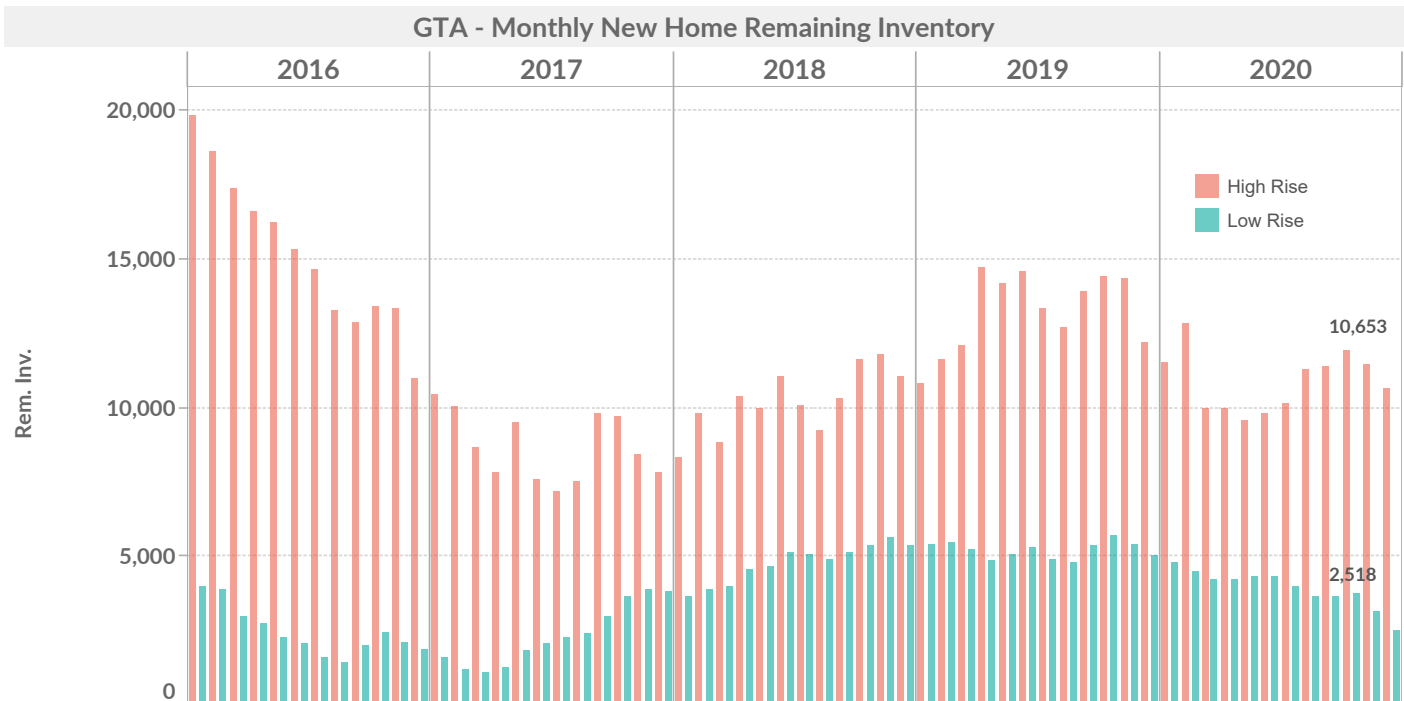
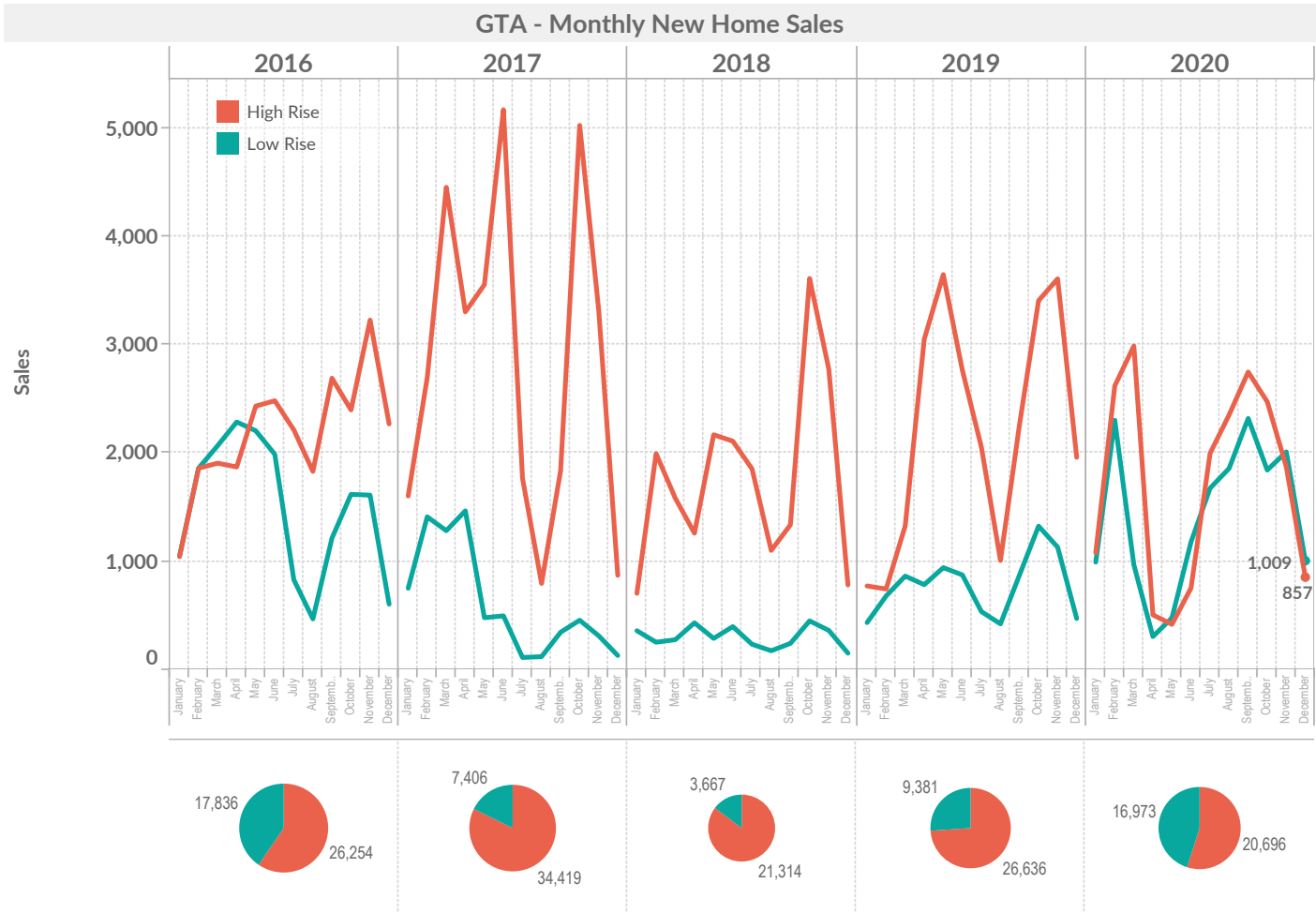
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

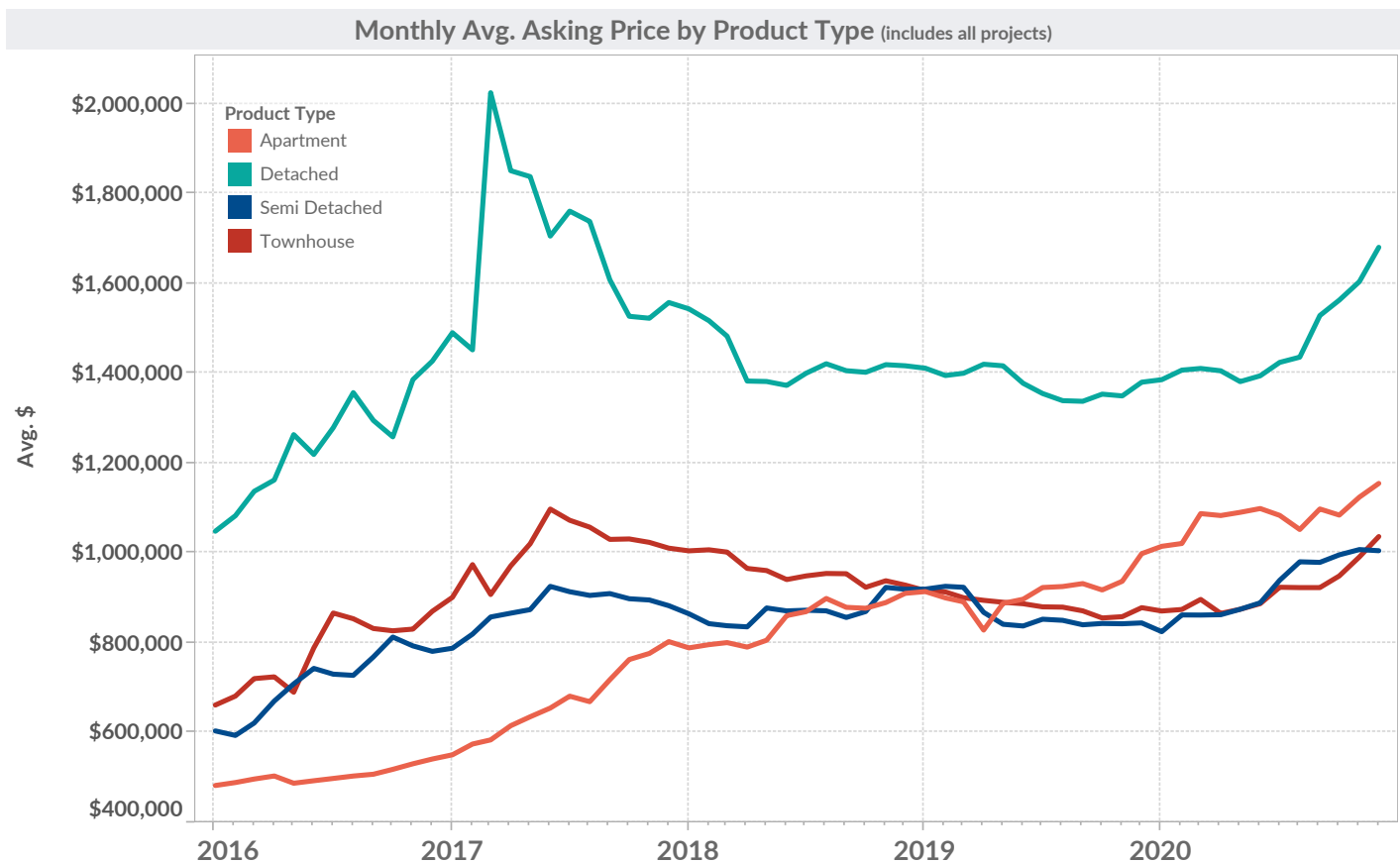
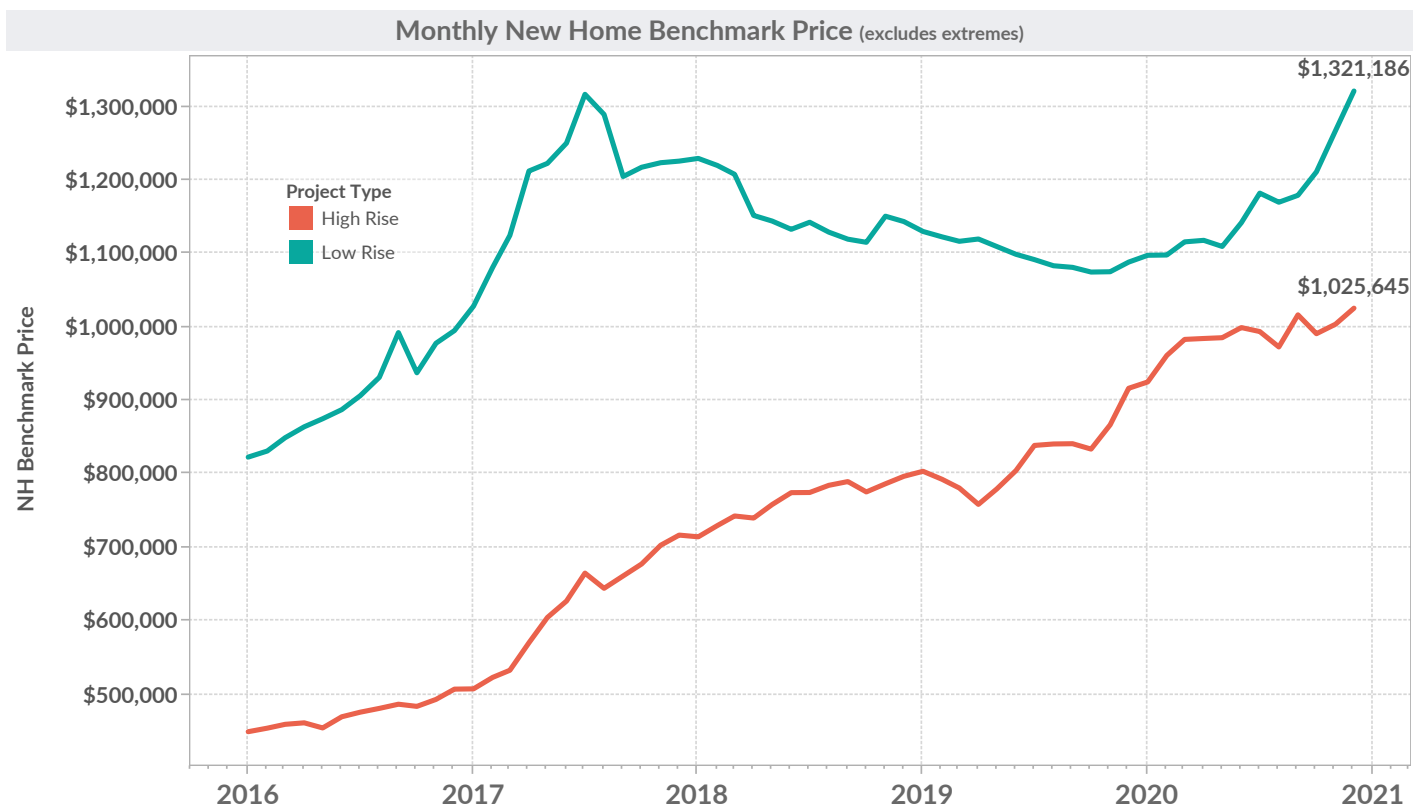
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

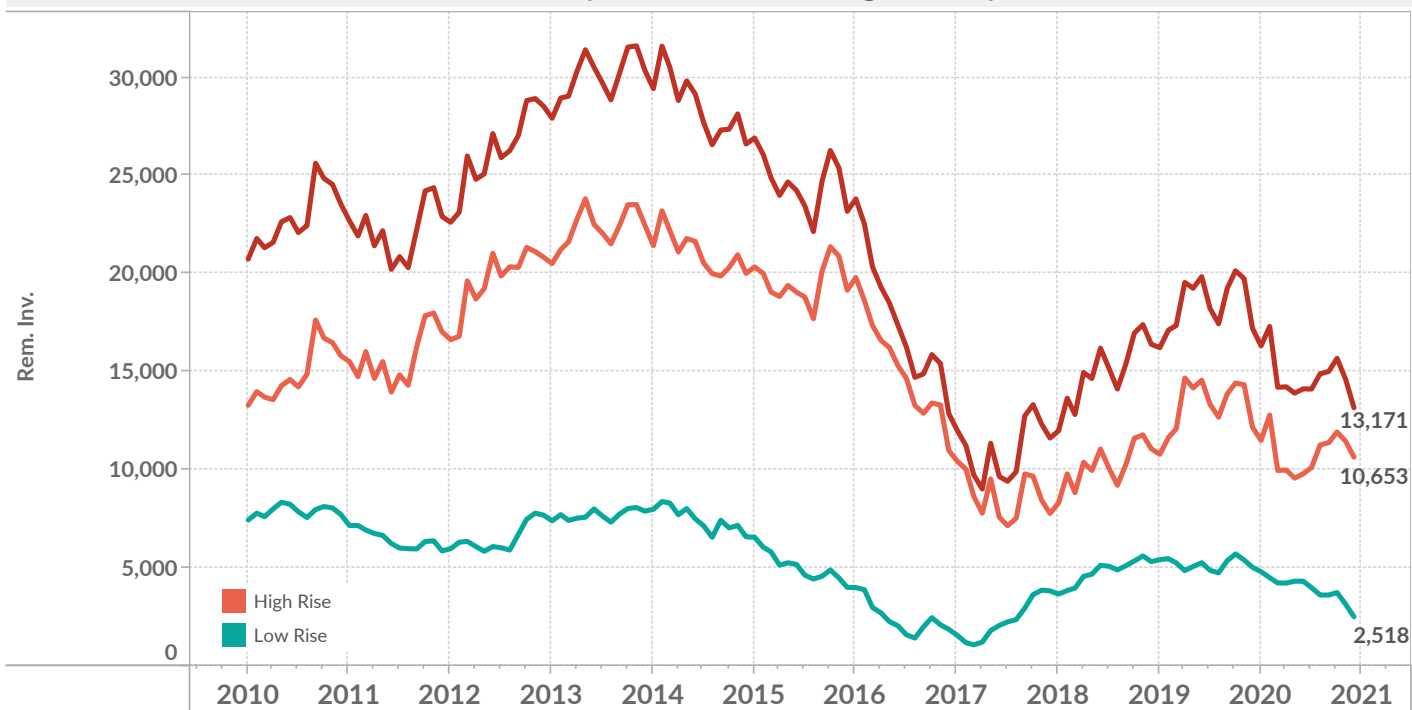


Pricing

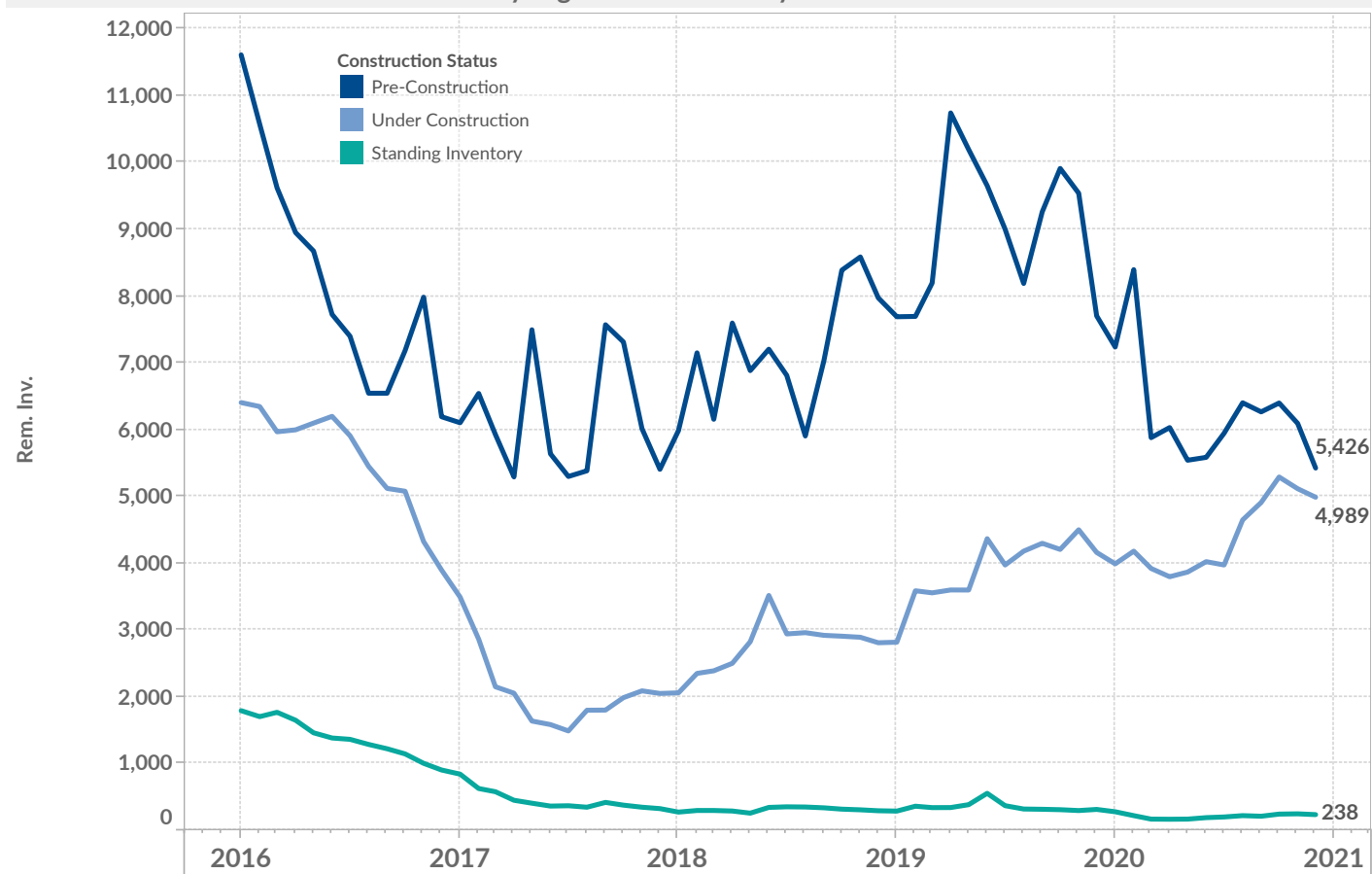


Remaining Inventory

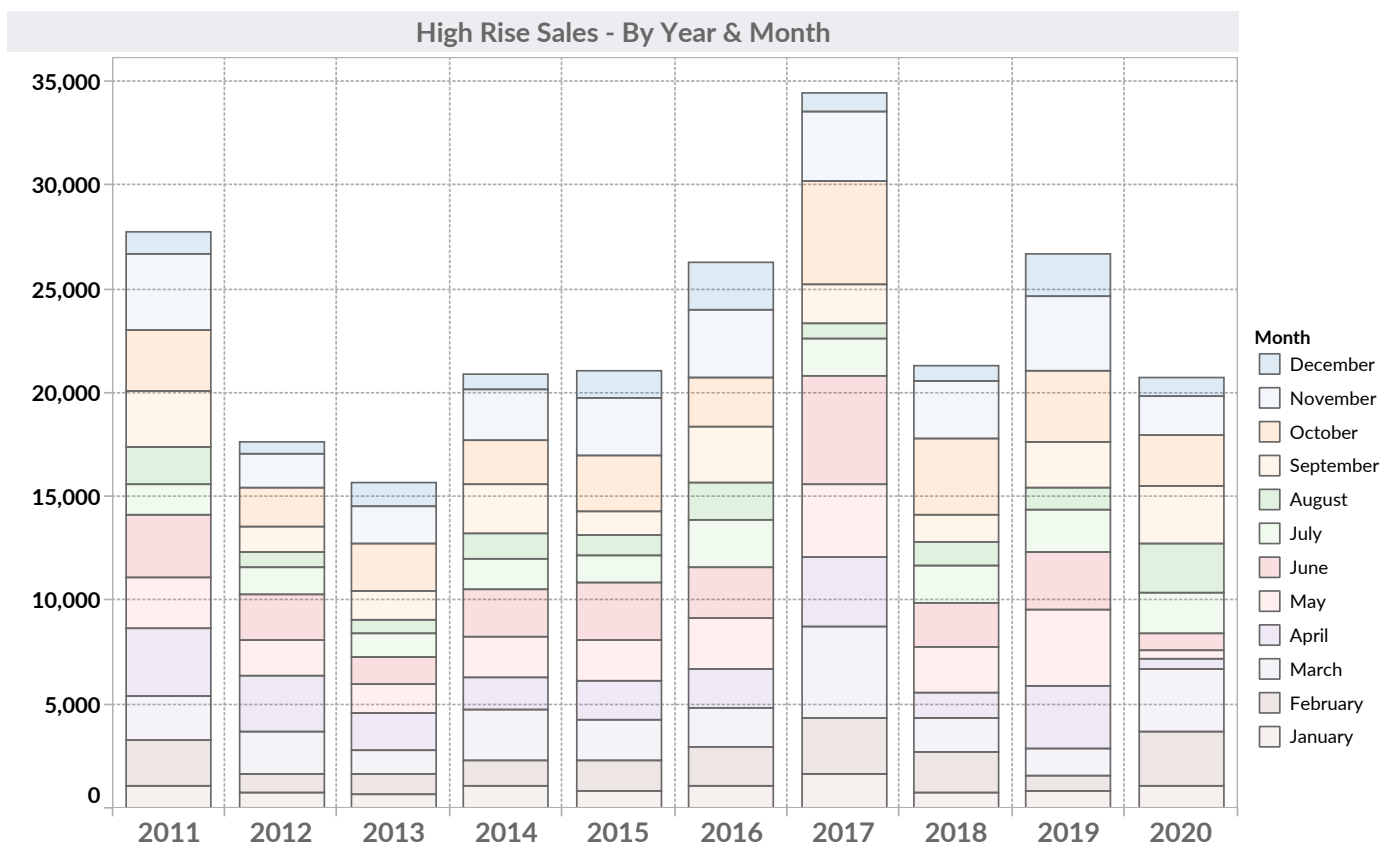
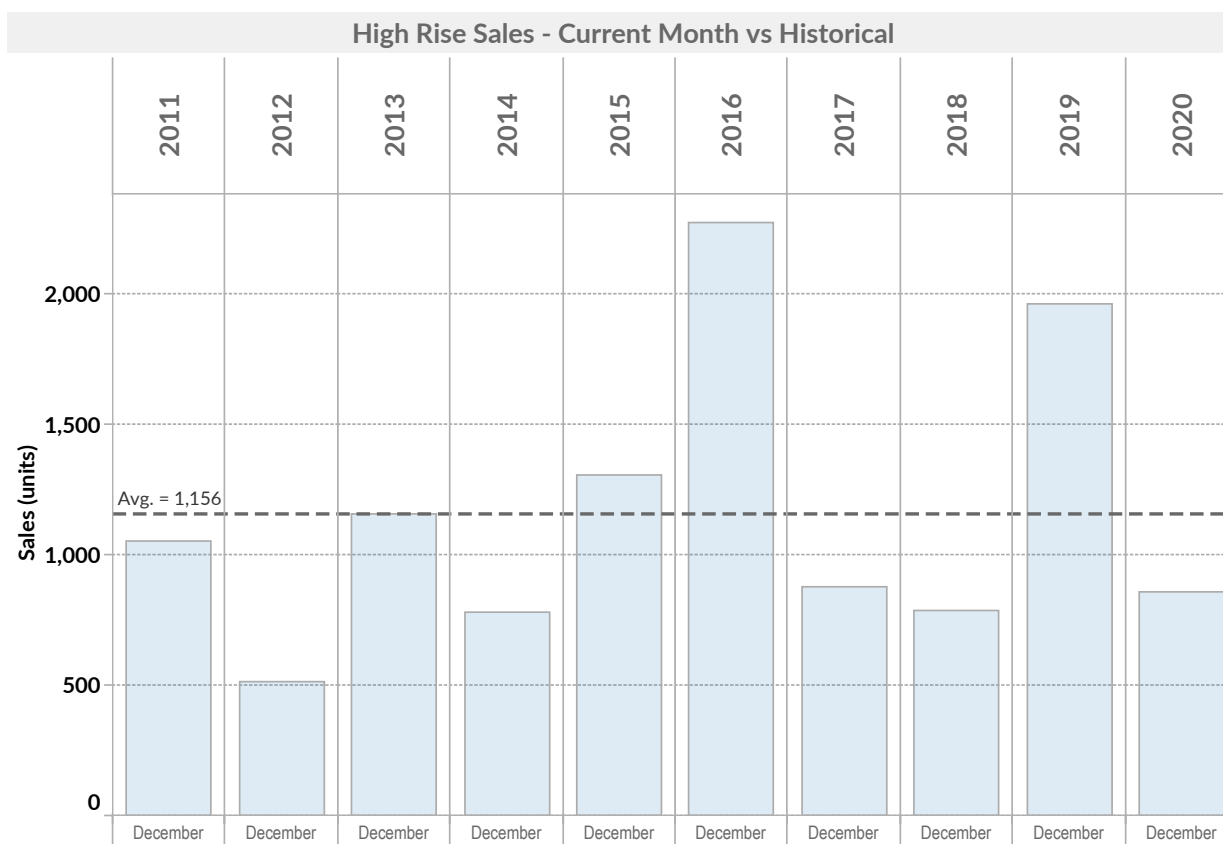
GTA - Monthly New Home Remaining Inventory



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

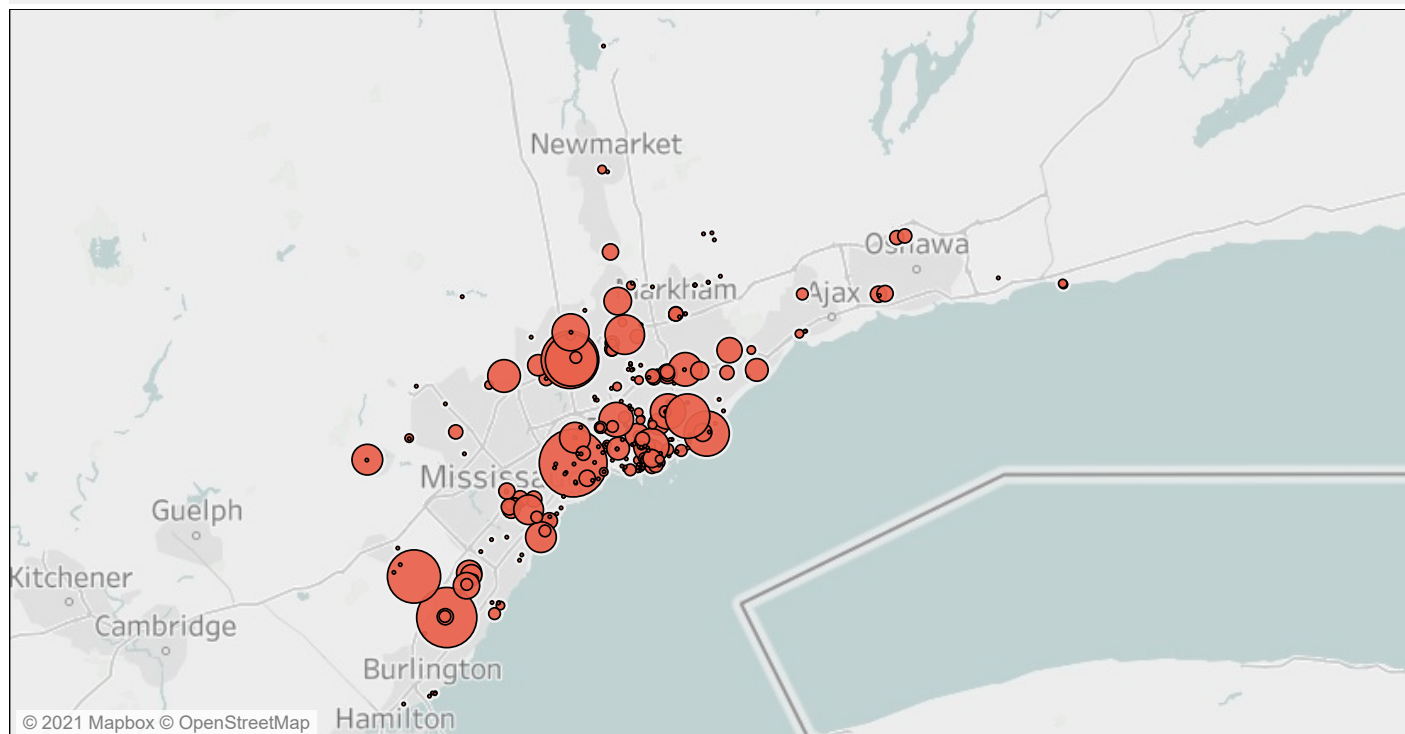


Historical Sales Comparison

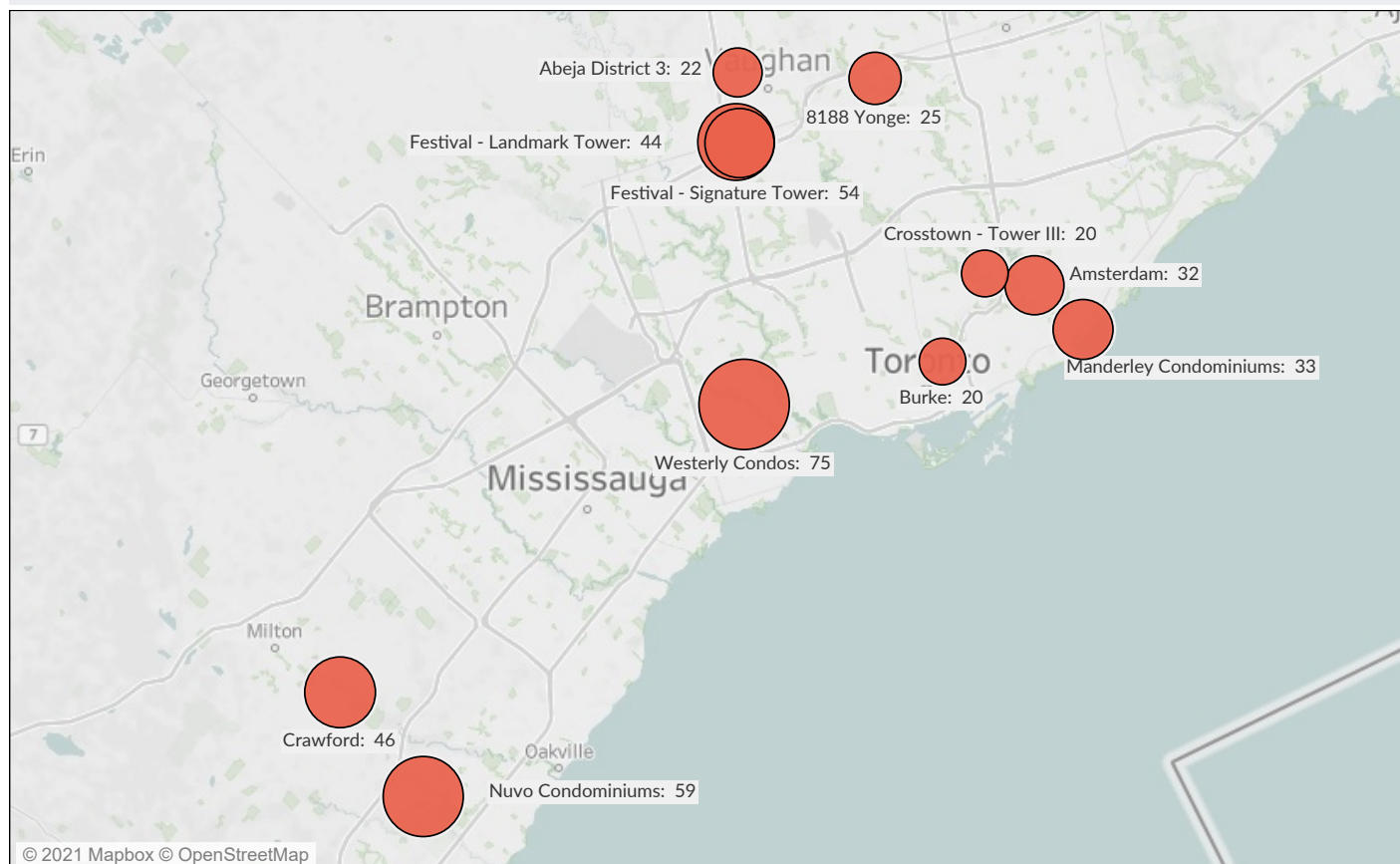


Current Sites

GTA - Active High Rise Sites by Current Month Sales



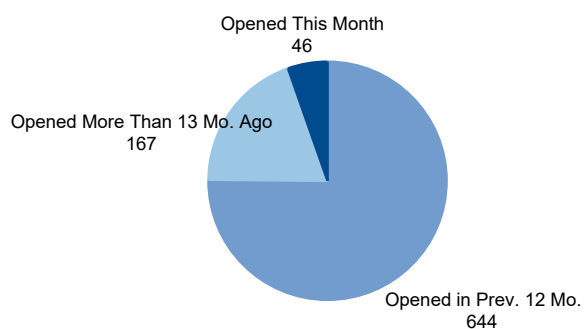
GTA - Top 10 Sites by Current Month Sales



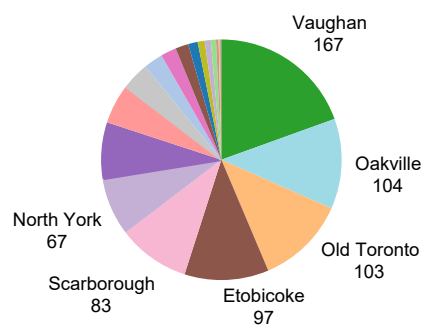
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

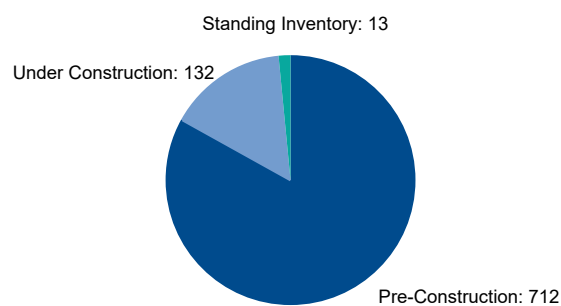
Sales by Opening Date



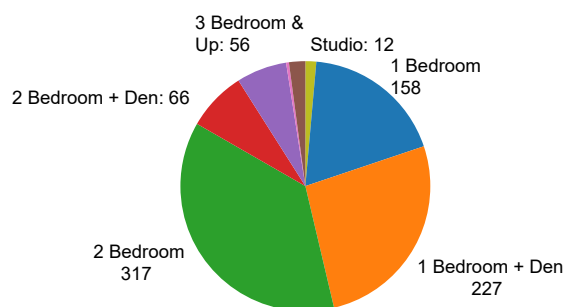
Sales by Municipality/Area



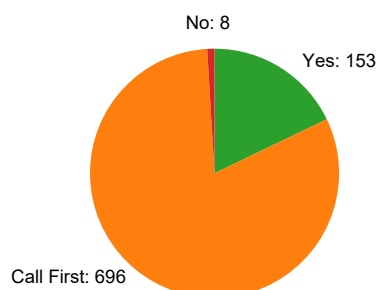
Sales by Const. Status



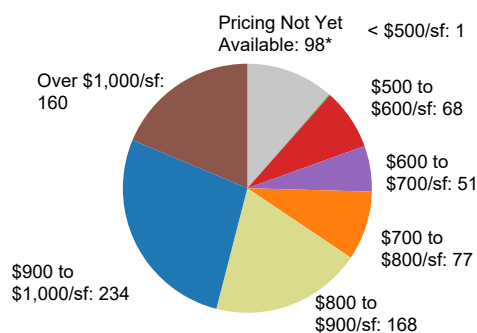
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



*Projects with current price per sf yet to be determined

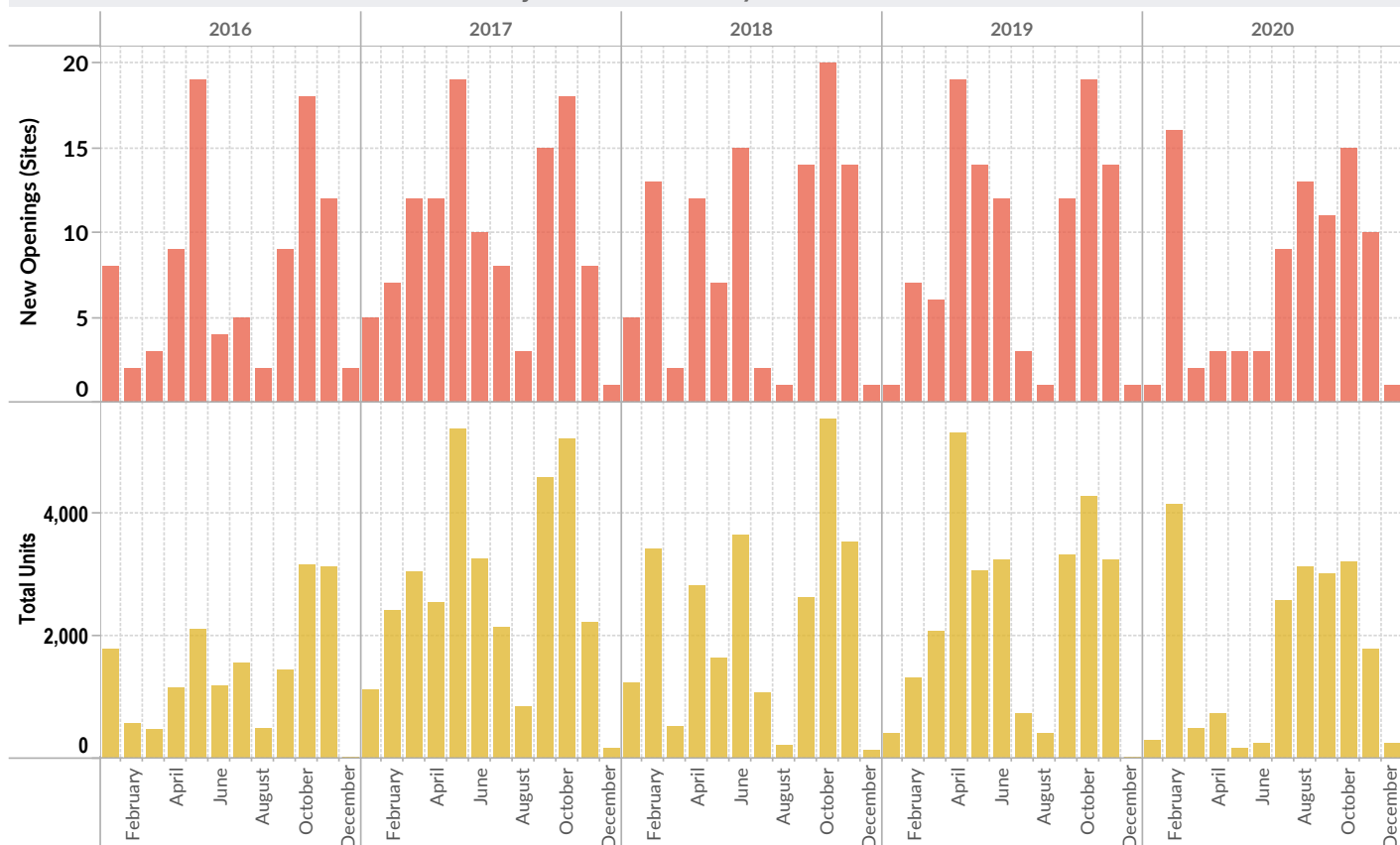
New Openings

December 2020 - New Project Launches

Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Crawford - Fernbrook Homes	Milton	12/5/2020	254	46	94	\$586
Grand Total			254	46	94	\$586

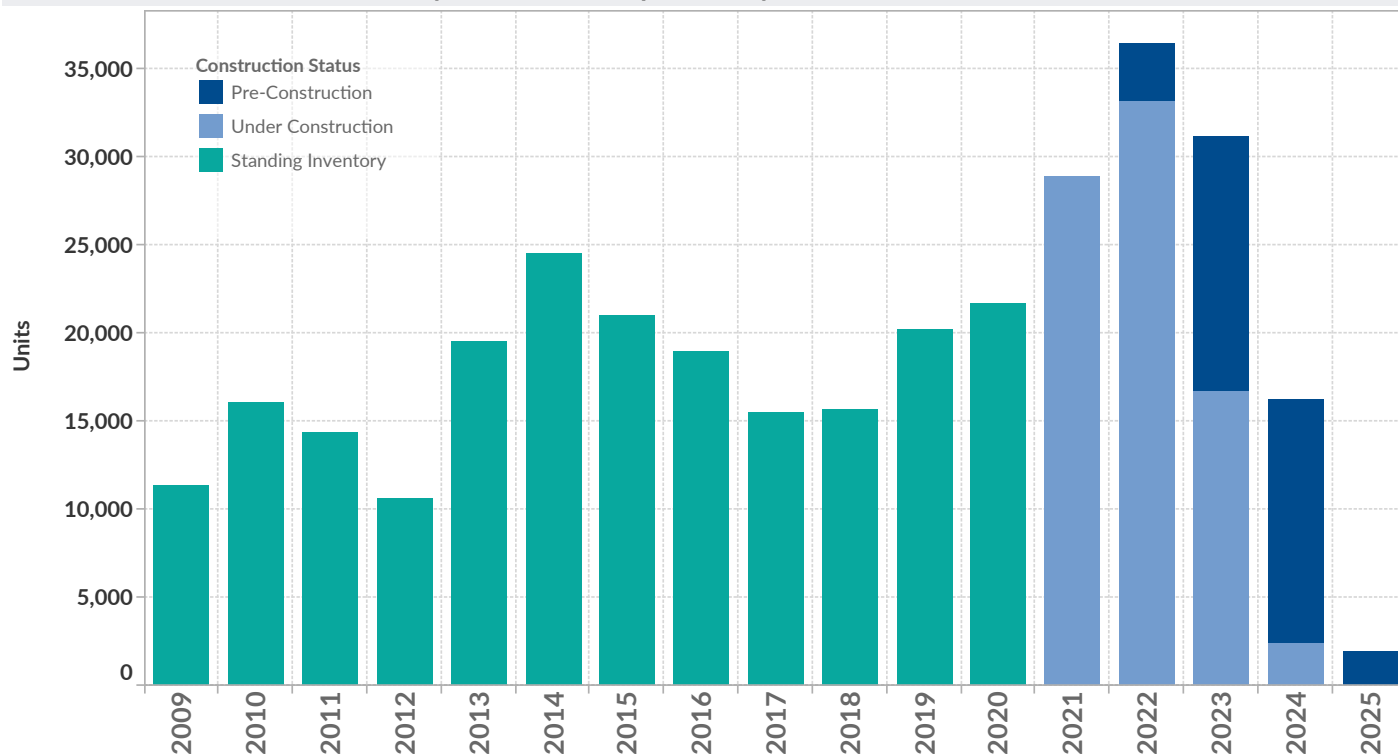
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period...

Project Launch History - Sites & Units

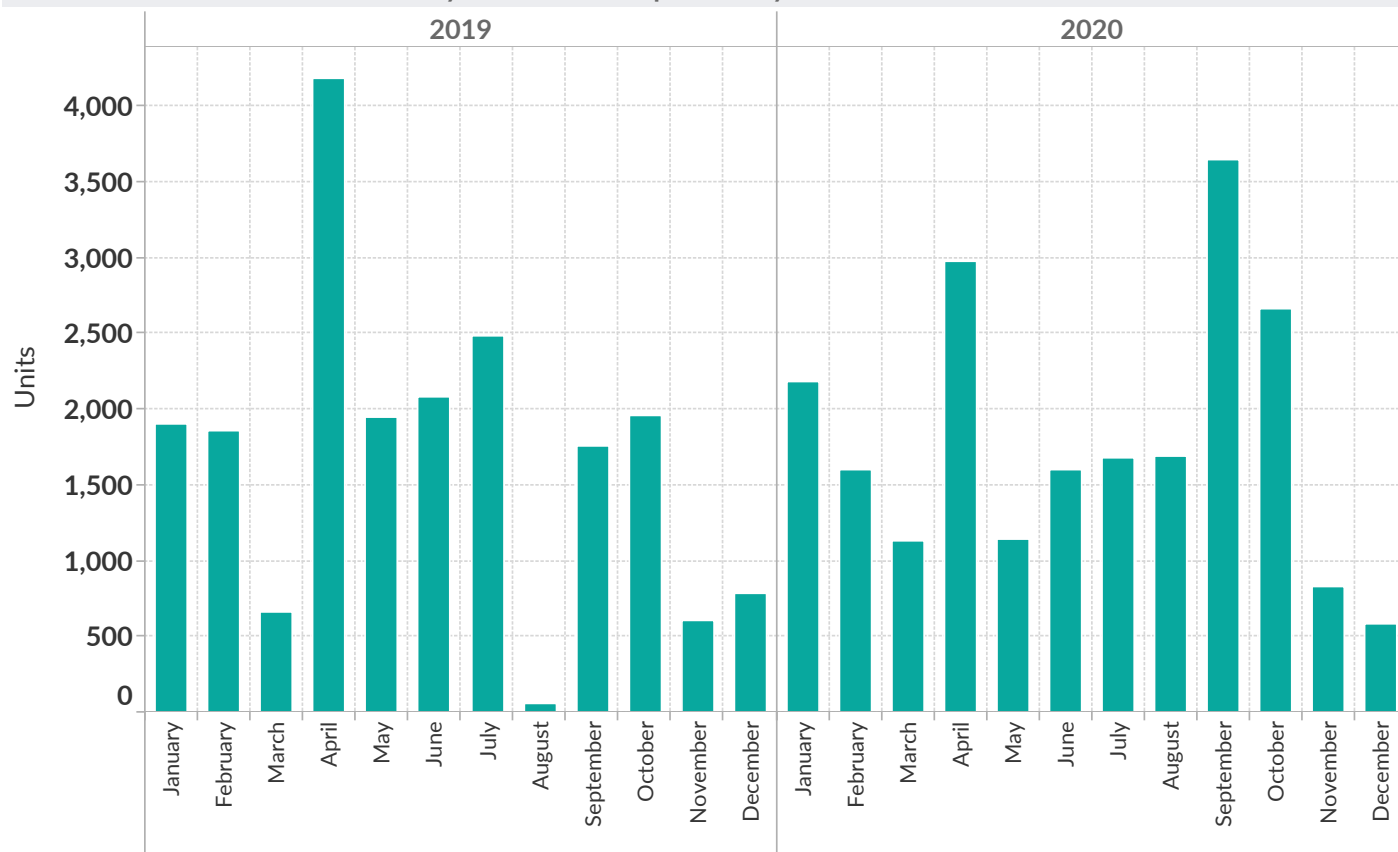


Scheduled Completions

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	408	490	340	98	1,679	8.1%
QuadReal Property Group									399	490	338	98	1,325	6.4%
Daniels Corporation	26	49	16	7	82	17	241	28	491	57	77	9	1,100	5.3%
CentreCourt Developments Inc.	0	4	526	0	0	0	0	419	26	9	10	4	998	4.8%
Cortel Group	69	48	24	2	1	5	211	187	73	105	43	27	795	3.8%
Diamond Corp	4	5	2	1	77	8	28	8	161	307	60	20	681	3.3%
Reserve Properties	0	366	186	24	0	0	0	44	0	2	11	0	633	3.1%
Westdale Properties	0	366	185	24	0	0	0	44	0	2	11	0	632	3.1%
Lanterra Developments	27	37	69	97	23	58	68	68	61	53	14	22	597	2.9%
Branthaven Homes	0	197	17	2	2	19	0	297	13	9	6	13	575	2.8%
St. Thomas Developments Inc.		471	24	9	6	6	0	0	1	2	0	5	524	2.5%
Kilmer Group								0	143	296	57	20	516	2.5%
Tribute Communities	24	49	283	27	3	16	17	40	10	5	7	4	485	2.3%
Fernbrook Homes	2	0	0	0	0	0	0	0	0	0	355	116	473	2.3%
Solmar Development Corp.	3	281	119	4	6	12	5	13	14	7	1	1	466	2.3%
Parallax Development Corporation							0	412	24	9	10	4	459	2.2%
Canopy Towers								0	370	21	4	4	399	1.9%
Graywood Developments	14	13	24	0	7	0	0	0	229	75	15	13	390	1.9%
Pinnacle International	77	105	44	6	13	26	32	29	23	10	3	21	389	1.9%
RioCan	17	61	82	2	0	3	11	40	10	148	10	5	389	1.9%
Alterra	1	3	3	0	0	0	373	0	0	3	2	1	386	1.9%
Tridel	40	52	65	2	9	10	16	19	14	59	9	82	377	1.8%
Edenshaw Developments	2	2	0	4	0	0	300	27	32	4	0	0	371	1.8%
District	9	1	7	20	0	10	159	56	91	0	4	0	357	1.7%
Primont Homes	37	56	198	1	7	10	14	8	9	6	4	4	354	1.7%
Total (All 188 Builders)	1,082	2,623	2,990	509	422	757	2,000	2,355	2,750	2,476	1,875	857	20,696	

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 December
Westerly Condos - Tridel	Etobicoke	Apartment	1 Bedroom	27
			1 Bedroom + Den	31
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	17
			Total	75
Nuvo Condominiums - Crystal Homes and Fernbrook Homes	Oakville	Apartment	1 Bedroom	12
			1 Bedroom + Den	20
			2 Bedroom + Den	2
			2 Bedroom	25
			Total	59
Festival - Signature Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	3
			1 Bedroom + Den	42
			2 Bedroom	9
			Total	54
Crawford - Fernbrook Homes	Milton	Stacked	2 Bedroom	46
			Total	46
Festival - Landmark Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	28
			1 Bedroom + Den	11
			2 Bedroom	5
			Studio	0
			Total	44
Manderley Condominiums - Nova Ridge Development Partners Inc.	Scarborough	Apartment	1 Bedroom	7
			1 Bedroom + Den	15
			2 Bedroom + Den	0
			3 Bedroom & Up	3
			2 Bedroom	8
			Studio	0
			Total	33
Amsterdam - Rise Developments	East York	Stacked	3 Bedroom & Up	16
			2 Bedroom	16
			Total	32

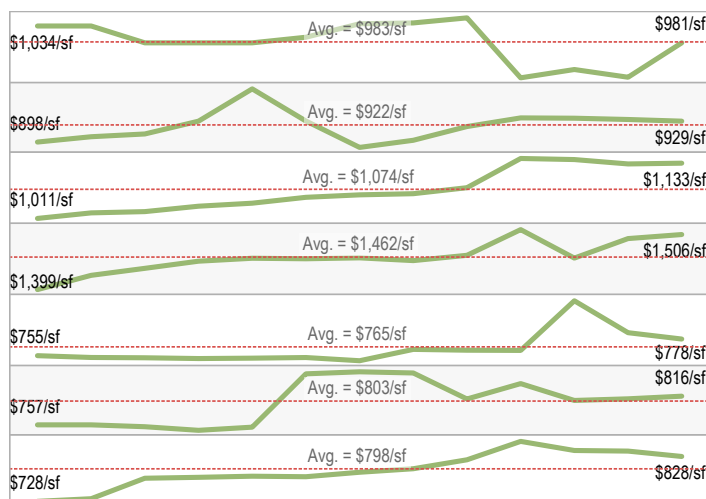
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$981/sf
	Etobicoke	\$929/sf
	North York	\$1,133/sf
	Old Toronto	\$1,506/sf
	Scarborough	\$778/sf
	York	\$816/sf
905 Area	905 All Muni.	\$828/sf

Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,437 sf
	Etobicoke	879 sf
	North York	1,097 sf
	Old Toronto	982 sf
	Scarborough	885 sf
	York	983 sf
905 Area	905 All Muni.	987 sf

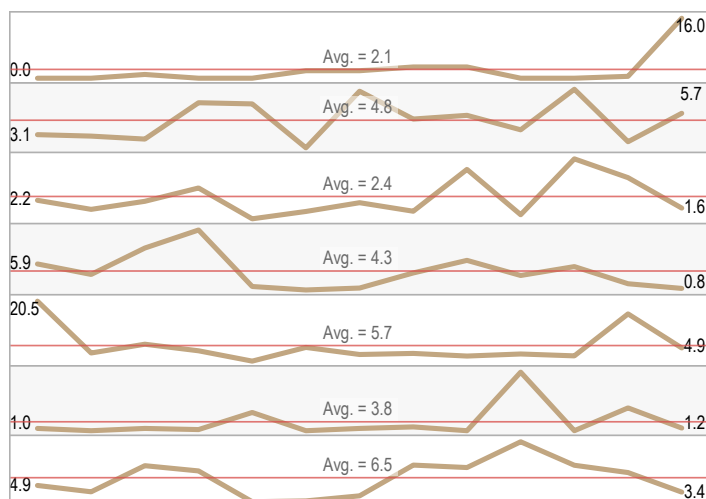
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	16.0
	Etobicoke	5.7
	North York	1.6
	Old Toronto	0.8
	Scarborough	4.9
	York	1.2
905 Area	905 All Muni.	3.4

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	December 2020				December 2019			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 27			● 27	● 29			● 29
Central Waterfront	Old Toronto	● 6			● 6	● 220			● 220
Don Mills - York Mills	North York	● 22		● 0	● 22	● 17		● 0	● 17
Downtown Core	Old Toronto	● 1			● 1	● 38			● 38
Downtown East	Old Toronto	● 25			● 25	● 183			● 183
Downtown West	Old Toronto	● 7			● 7	● 142			● 142
Etobicoke Waterfront	Etobicoke	● 0			● 0	● 12			● 12
Highway7 - Yonge	Markham	● 0			● 0	● 0			● 0
	Richmond Hill	● 1		● 1	● 2	● 44		● 7	● 51
Mississauga City Centre	Mississauga	● 15			● 15	● 69			● 69
North Toronto	Old Toronto	● 3			● 3	● 21			● 21
North Yonge Corridor	North York	● 0		● 0	● 0	● 1		● 0	● 1
North York East	North York	● 0		● 0	● 0	● 0		● 10	● 10
North York West	North York	● 22		● 0	● 22	● 9		● 8	● 17
Not Applicable	Brampton	● 4		● 18	● 22	● 7		● 42	● 49
	Burlington	● 0			● 0	● 18			● 18
	Caledon	● 0		● 0	● 0				
	Clarington	● 2			● 2	● 1			● 1
	East York	● 0		● 32	● 32	● 0			● 0
	Etobicoke	● 97		● 0	● 97	● 55		● 4	● 59
	Georgina	● 0			● 0	● 0			● 0
	Halton Hills	● 15			● 15	● 0			● 0
	Markham	● 8		● 0	● 8	● 94		● 9	● 103
	Milton	● 0		● 46	● 46	● 15			● 15
	Mississauga	● 43		● 7	● 50	● 49		● 20	● 69
	Newmarket	● 1	● 0		● 1	● 10	● 0		● 10
	Oakville	● 104		● 0	● 104	● 33		● 3	● 36
	Old Toronto	● 7			● 7	● 27			● 27
	Oshawa	● 6			● 6	● 18			● 18
	Pickering	● 0		● 3	● 3	● 45		● 0	● 45
	Richmond Hill			● 16	● 16			● 19	● 19
	Scarborough	● 67		● 16	● 83	● 406		● 3	● 409
	Vaughan	● 133		● 0	● 133	● 127		● 0	● 127
	Whitby	● 4		● 4	● 8	● 0			● 0
	Whitchurch-Stouffville	● 0			● 0	● 3			● 3
	York	● 5		● 2	● 7	● 5			● 5
Sheppard Corridor	North York	● 23		● 0	● 23	● 40		● 0	● 40
Thornhill	Markham	● 3			● 3	● 0			● 0
	Vaughan	● 34			● 34	● 21			● 21
Toronto East	Old Toronto	● 2		● 2	● 4	● 32		● 4	● 36
Toronto West	Old Toronto	● 10		● 0	● 10	● 27		● 0	● 27
Yonge - St. Clair	Old Toronto	● 10		● 3	● 13	● 15		● 1	● 16
Grand Total		● 707	● 0	● 150	● 857	● 1,833	● 0	● 130	● 1,963

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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