



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of February 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-21		Feb-20		Change
High Rise	1,623		2,615		-37.9%
Low Rise	1,617		2,301		-29.7%
Total	3,240		4,916		-34.1%
Year to Date Sales	Jan.-Feb. 2021		Jan.-Feb. 2020		Y/Y Change
High Rise	2,318		3,693		-37.2%
Low Rise	3,225		3,298		-2.2%
Total	5,543		6,991		-20.7%
Year to Date Supply	Jan.-Feb. 2021		Jan.-Feb. 2020		Y/Y Change
High Rise	1,094		4,424		-75.3%
Low Rise	2,536		2,774		-8.6%
Total	3,630		7,198		-49.6%
Year to Date Completions	Jan.-Feb. 2021		Jan.-Feb. 2020		Y/Y Change
High Rise	3,488		3,776		-7.6%
Remaining Inventory	Feb-21	Jan-21	Feb-20	M/M Change	Y/Y Change
High Rise	10,305	10,694	12,936	-3.6%	-20.3%
Low Rise	1,790	2,196	4,511	-18.5%	-60.3%
Total	12,095	12,890	17,447	-6.2%	-30.7%
Benchmark Price	Feb-21	Jan-21	Feb-20	M/M Change	Y/Y Change
High Rise	\$1,042,064	\$1,021,017	\$961,268	2.1%	8.4%
Low Rise	\$1,373,473	\$1,362,952	\$1,097,987	0.8%	25.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	6	348	303	124	
High Rise Units	957	91,626	81,132	31,853	
% Sold*	63%	84%	92%	76%	
Low Rise Projects	12	216			
Low Rise Units	544	21,379			
% Sold*	71%	92%			

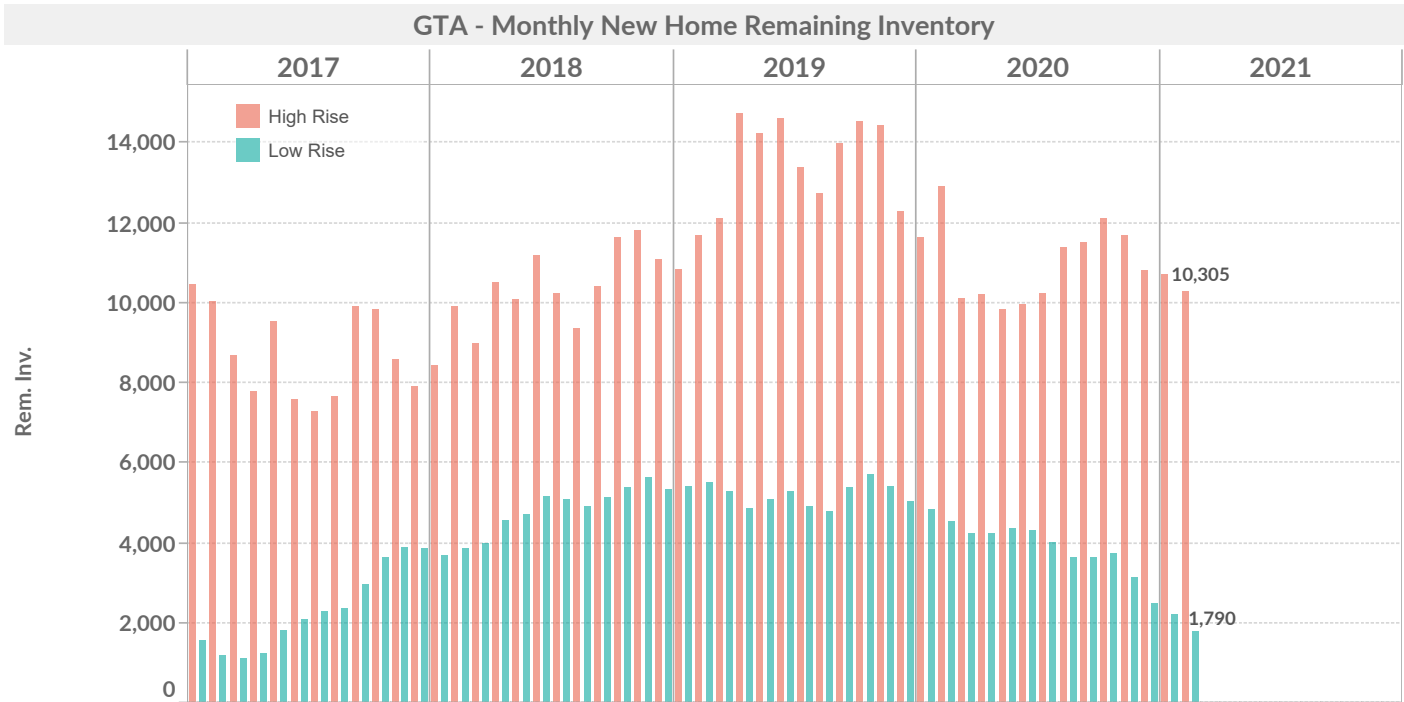
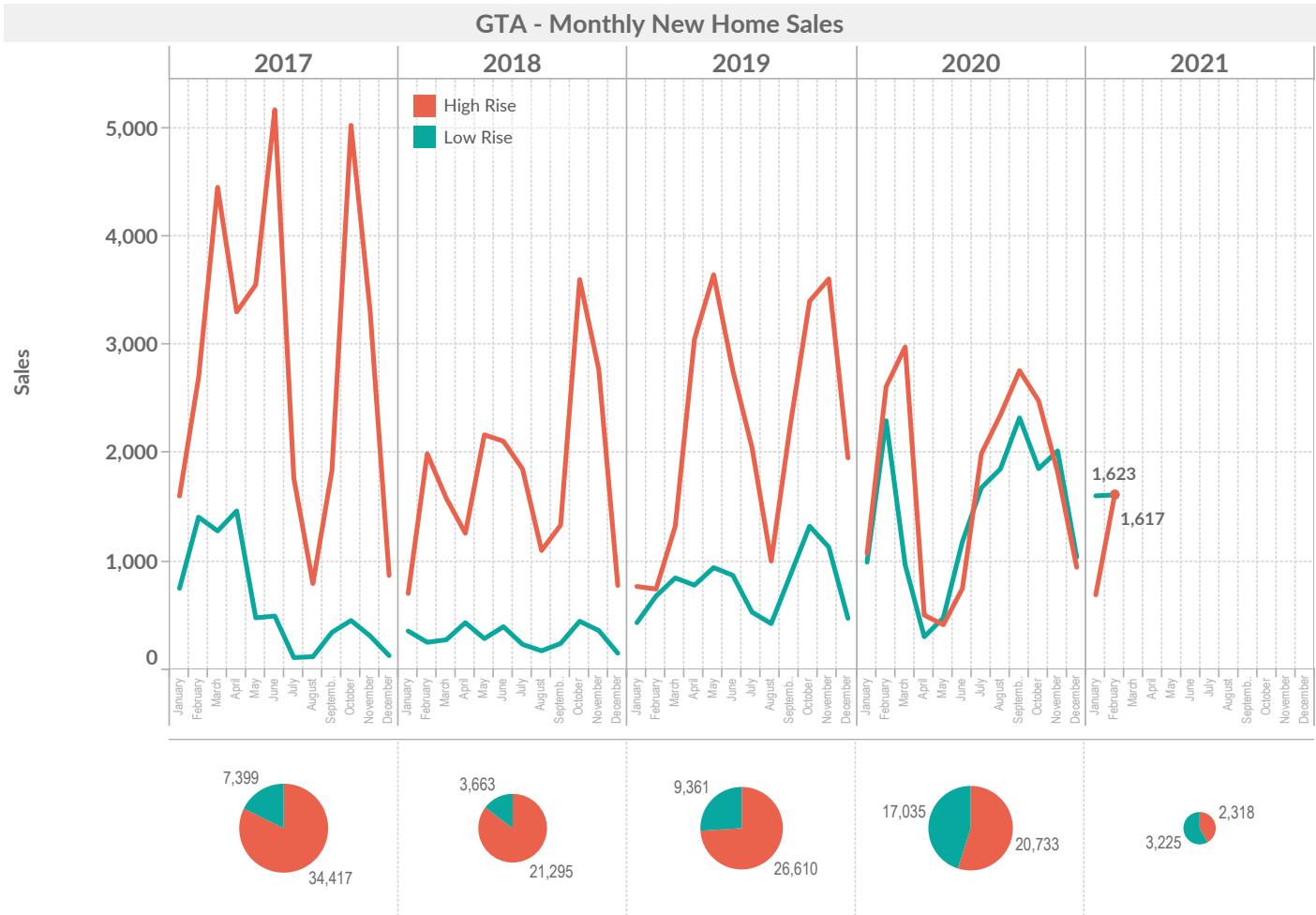
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

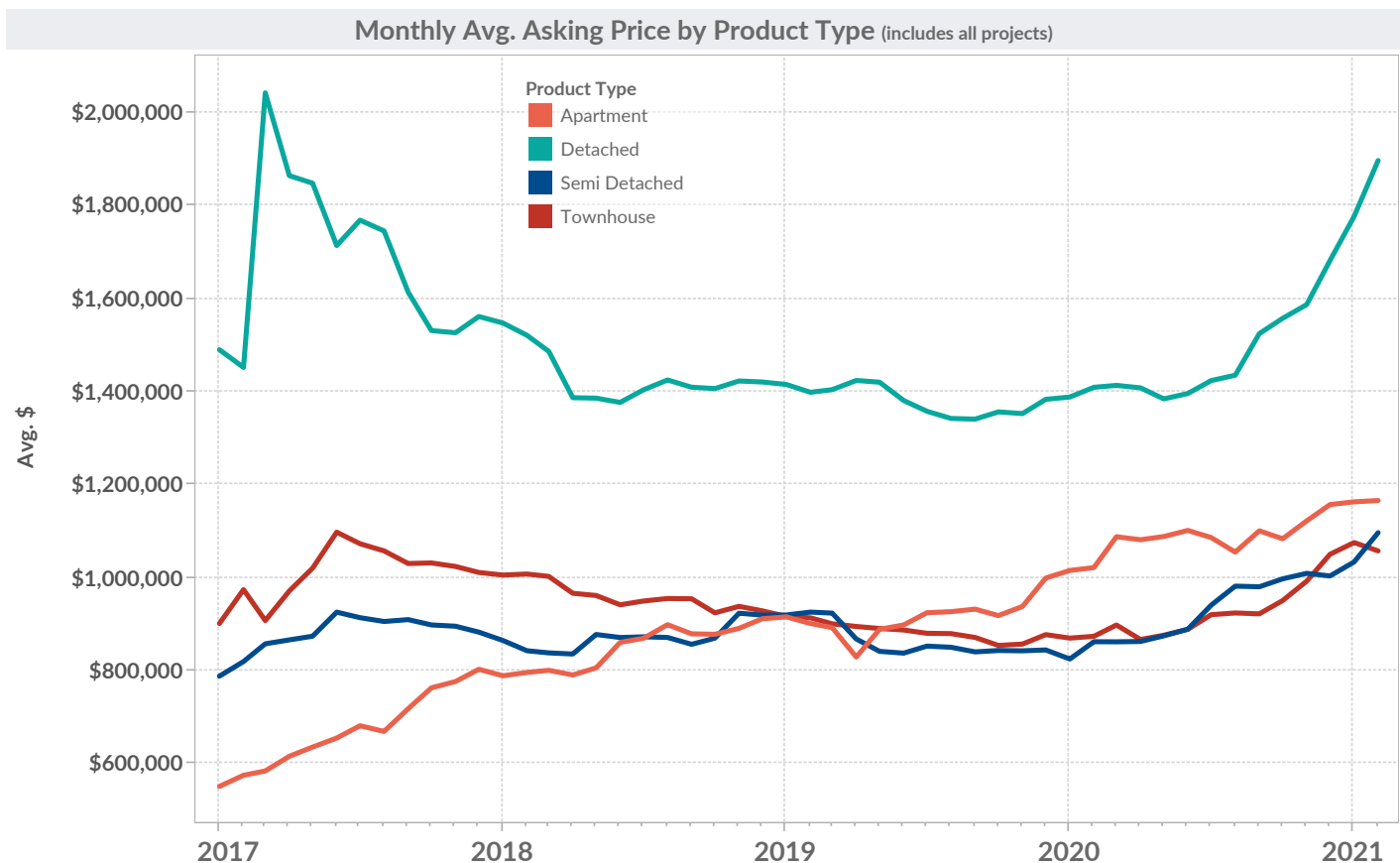
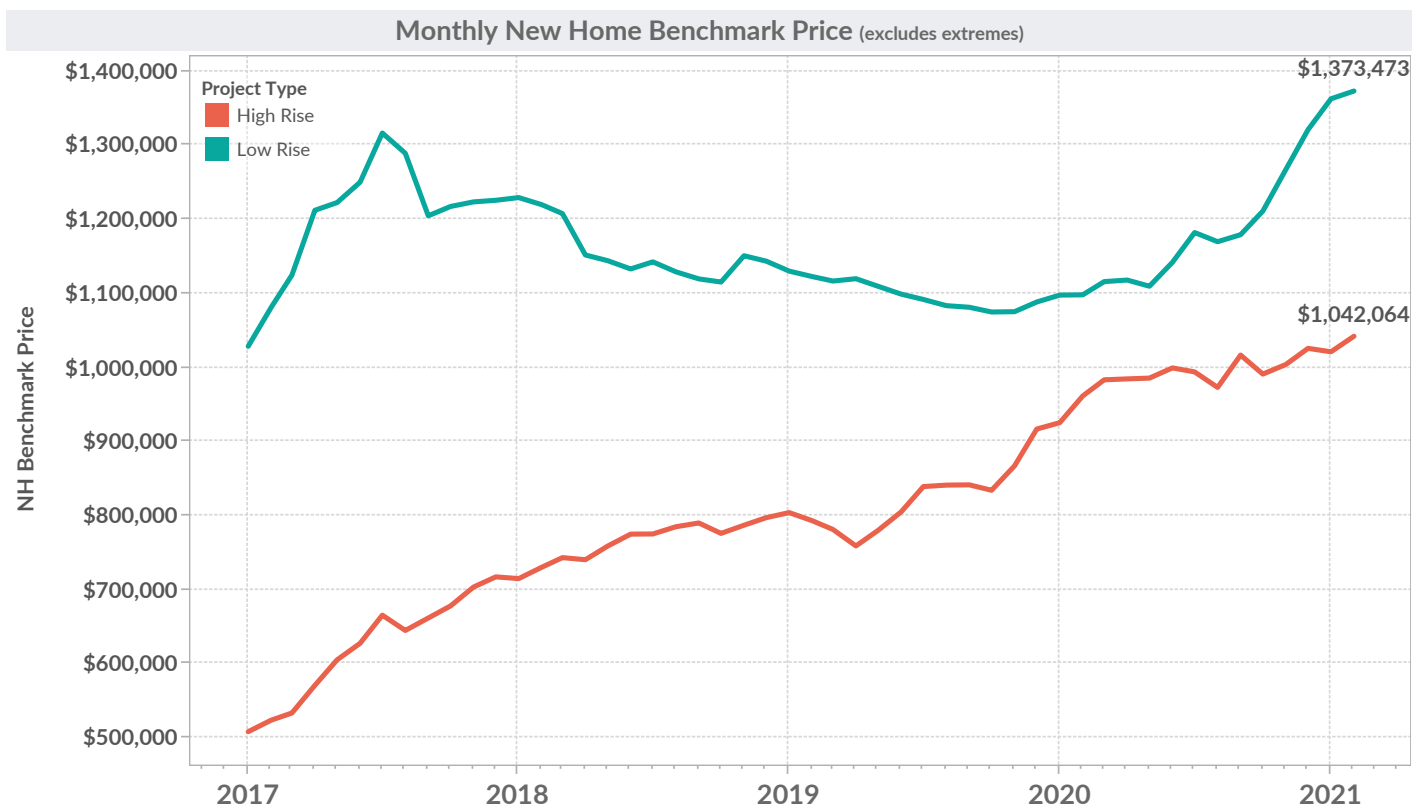
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

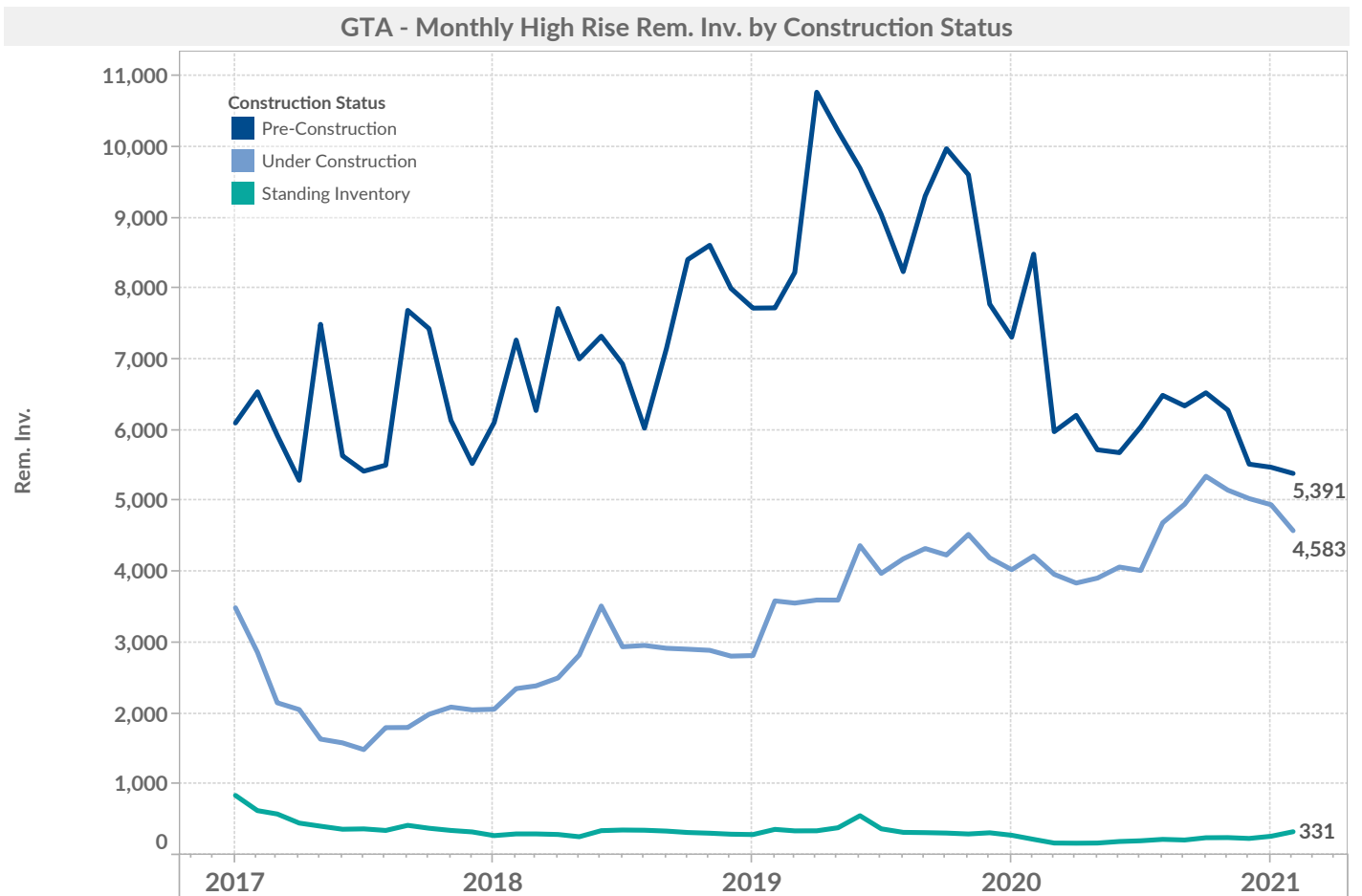
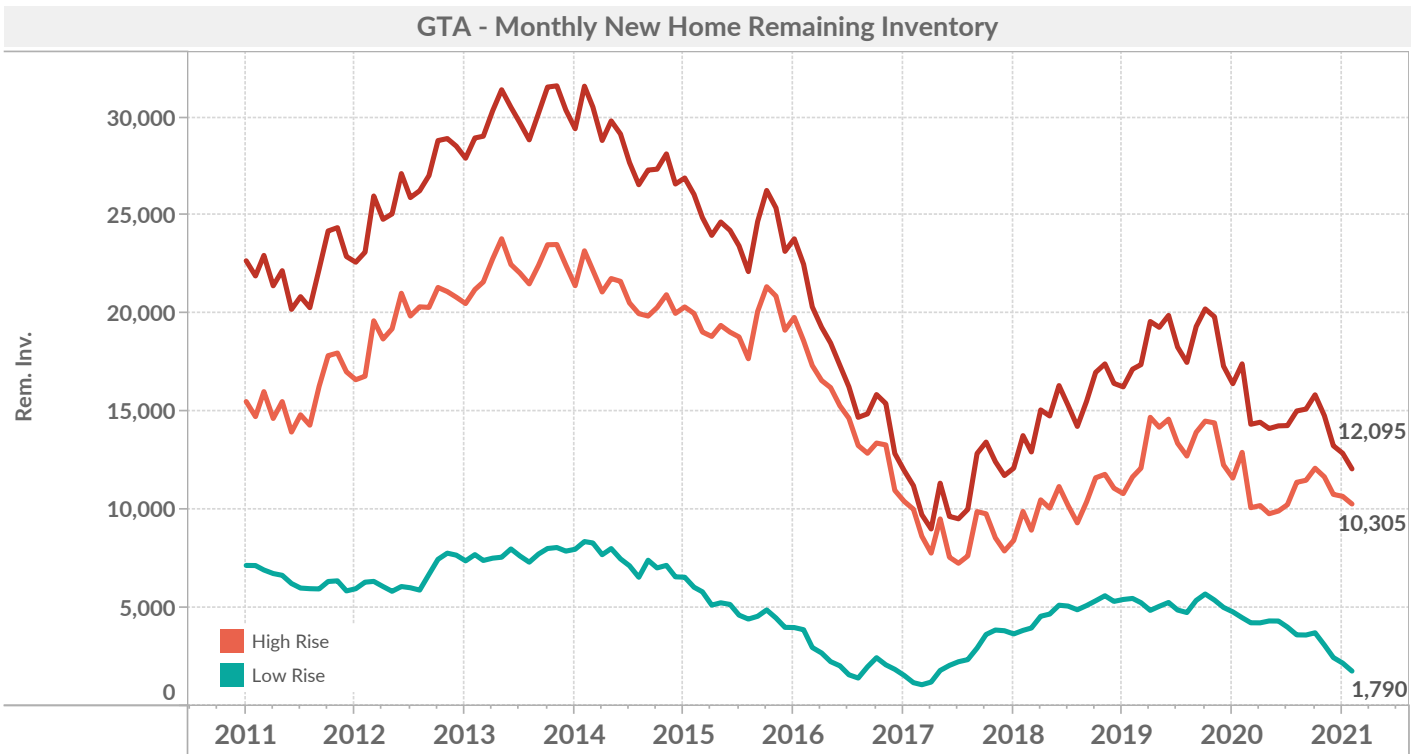
Sales & Remaining Inventory



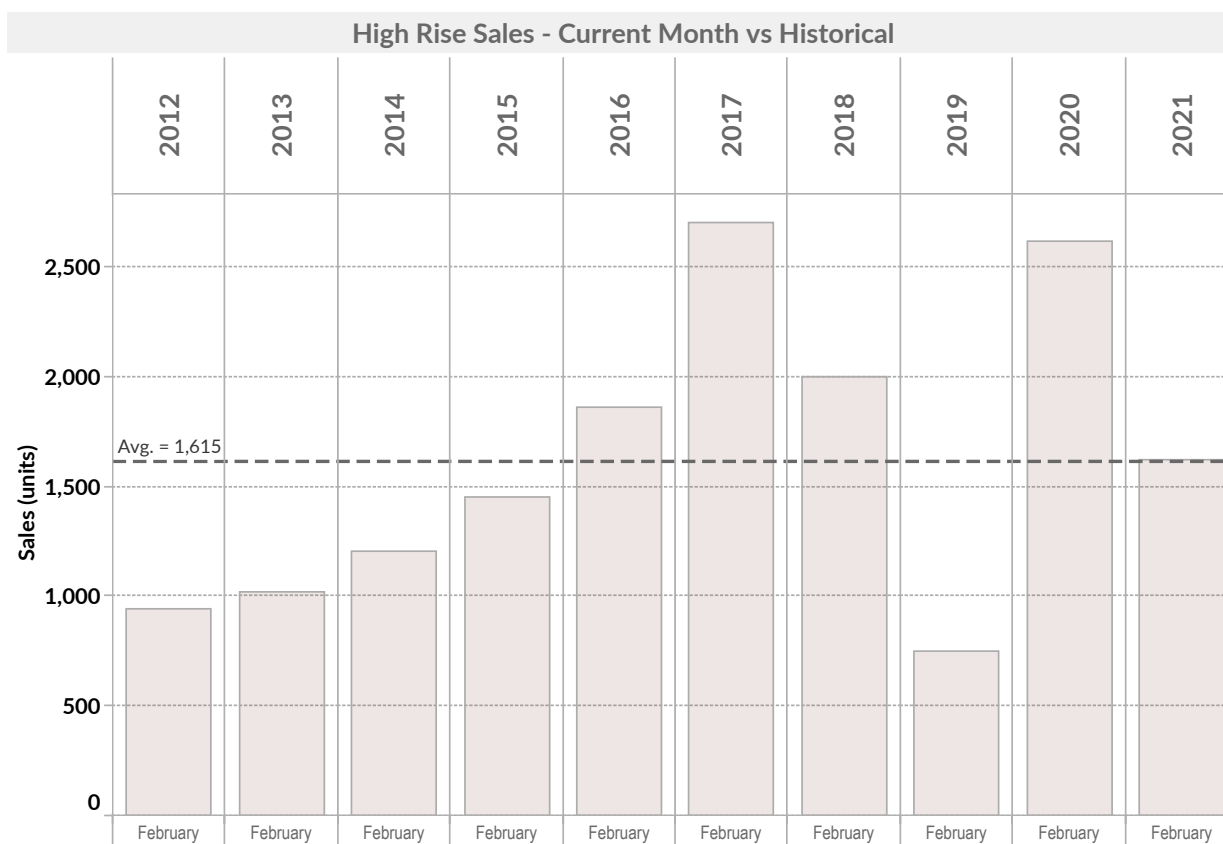
Pricing



Remaining Inventory

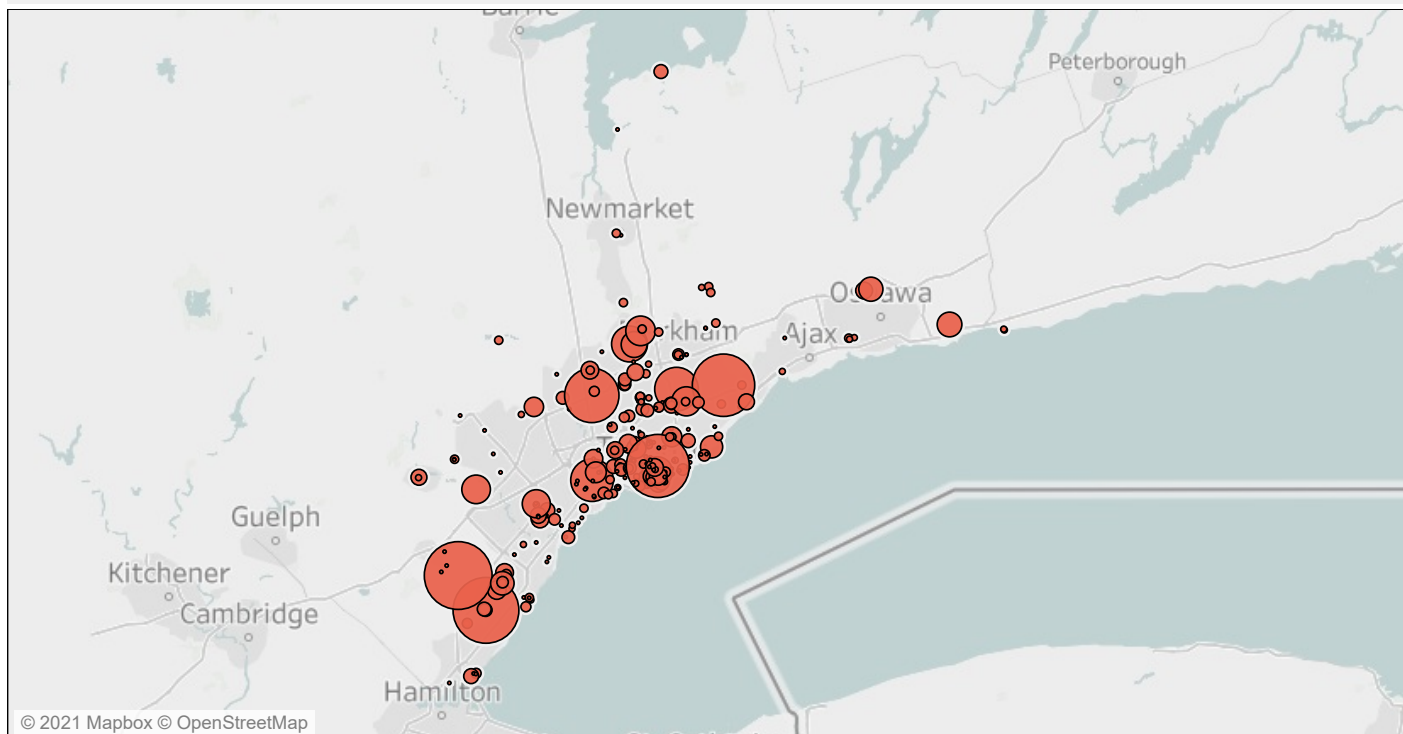


Historical Sales Comparison

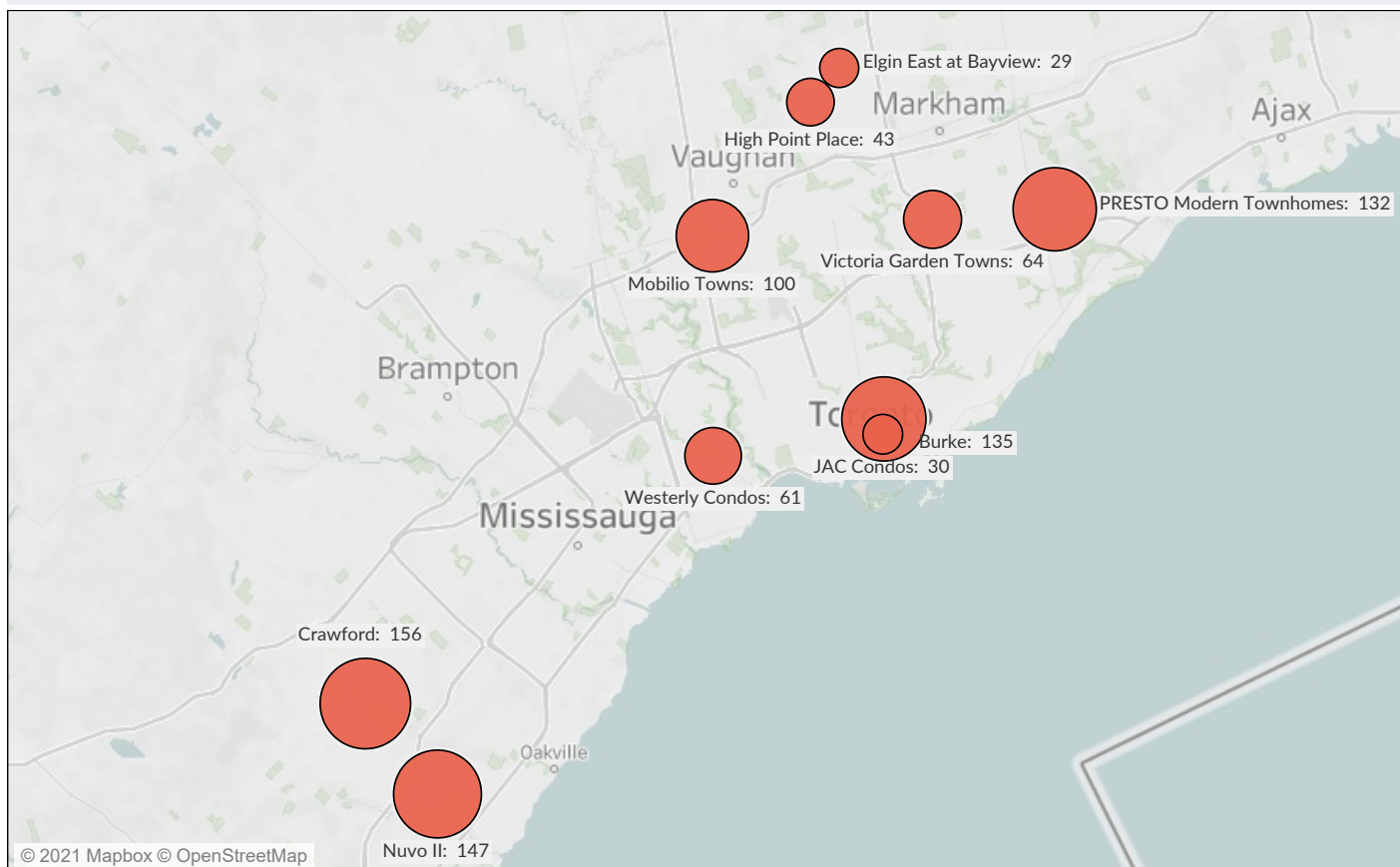


Current Sites

GTA - Active High Rise Sites by Current Month Sales



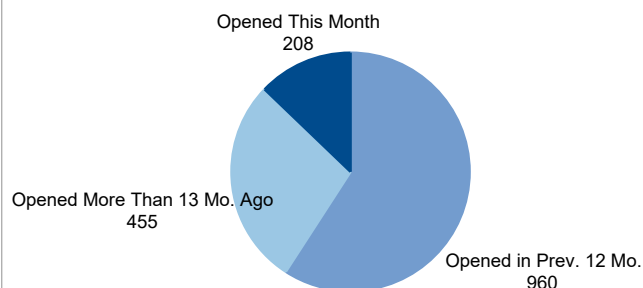
GTA - Top 10 Sites by Current Month Sales



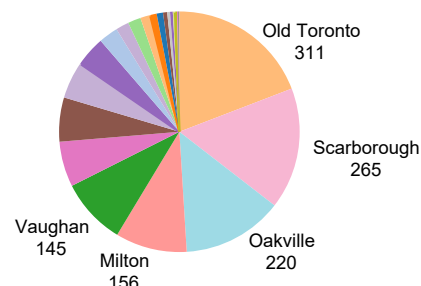
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

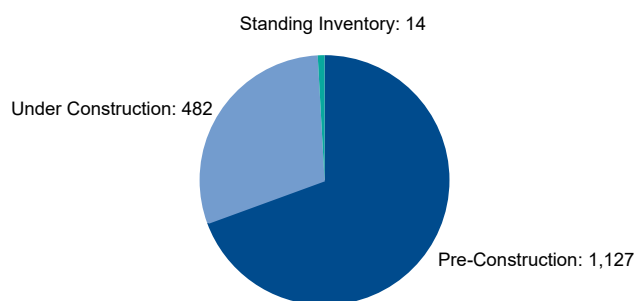
Sales by Opening Date



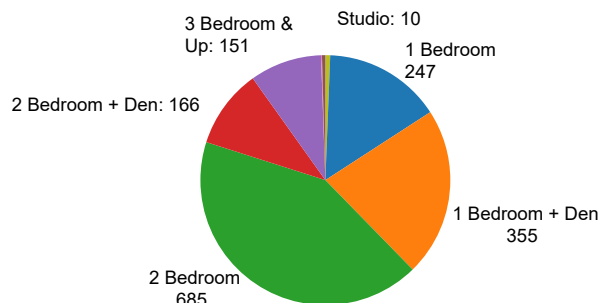
Sales by Municipality/Area



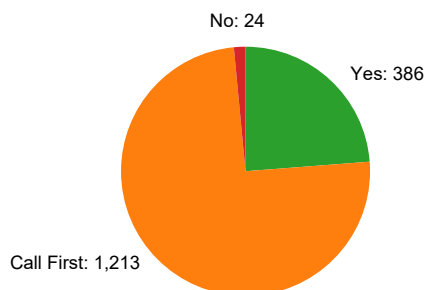
Sales by Const. Status



Sales by Unit Type

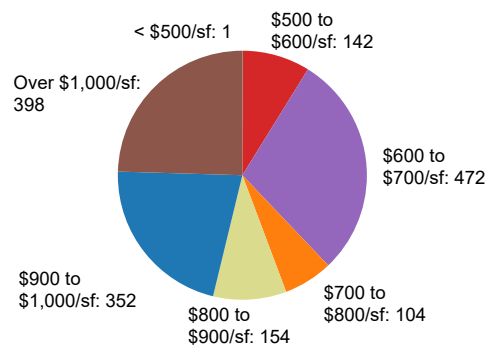


Sales by Sites with Broker Cooperation



Sales by Price Range

Pricing Not Yet Available: 0*



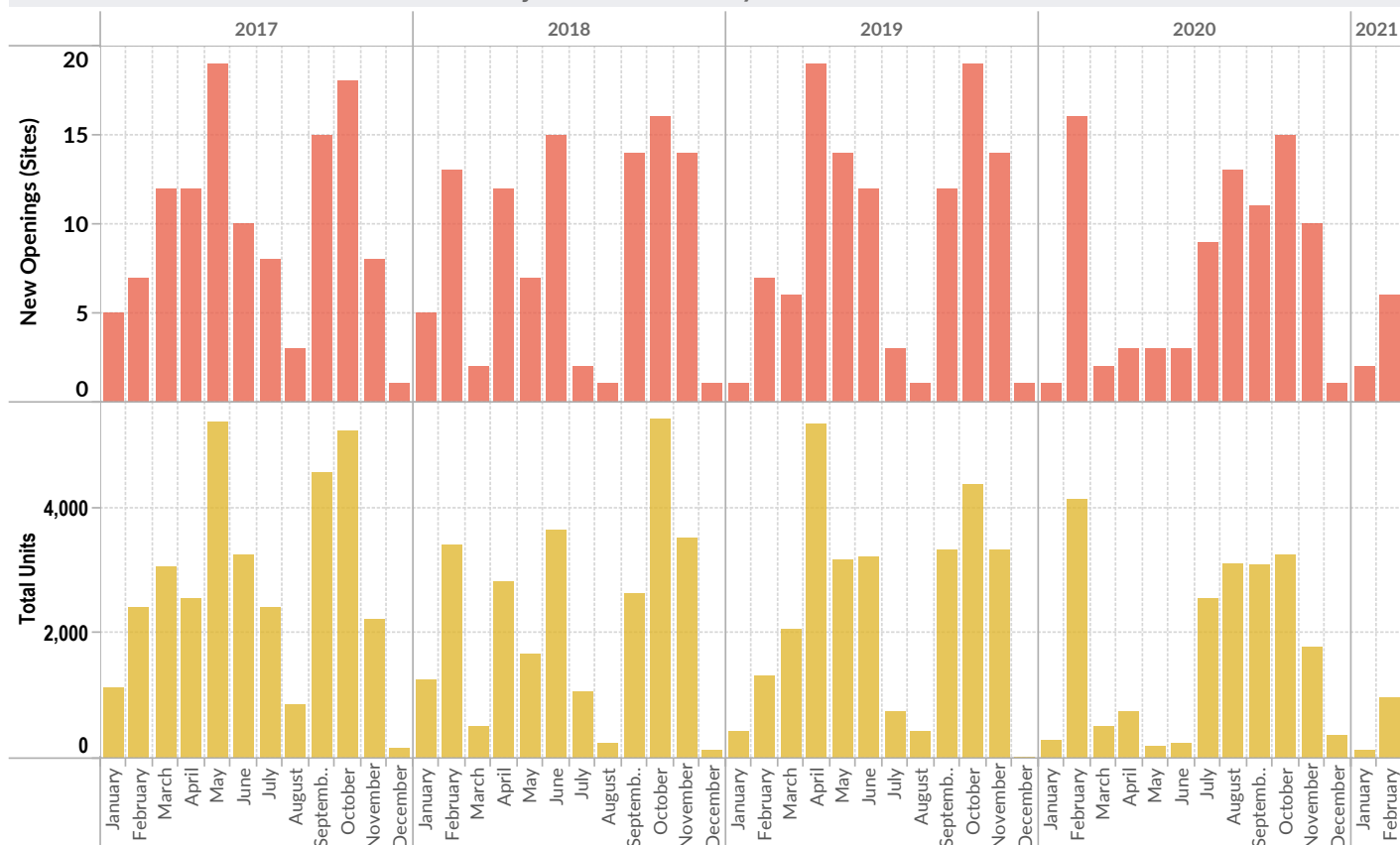
*Projects with current price per sf yet to be determined

New Openings

February 2021 - New Project Launches

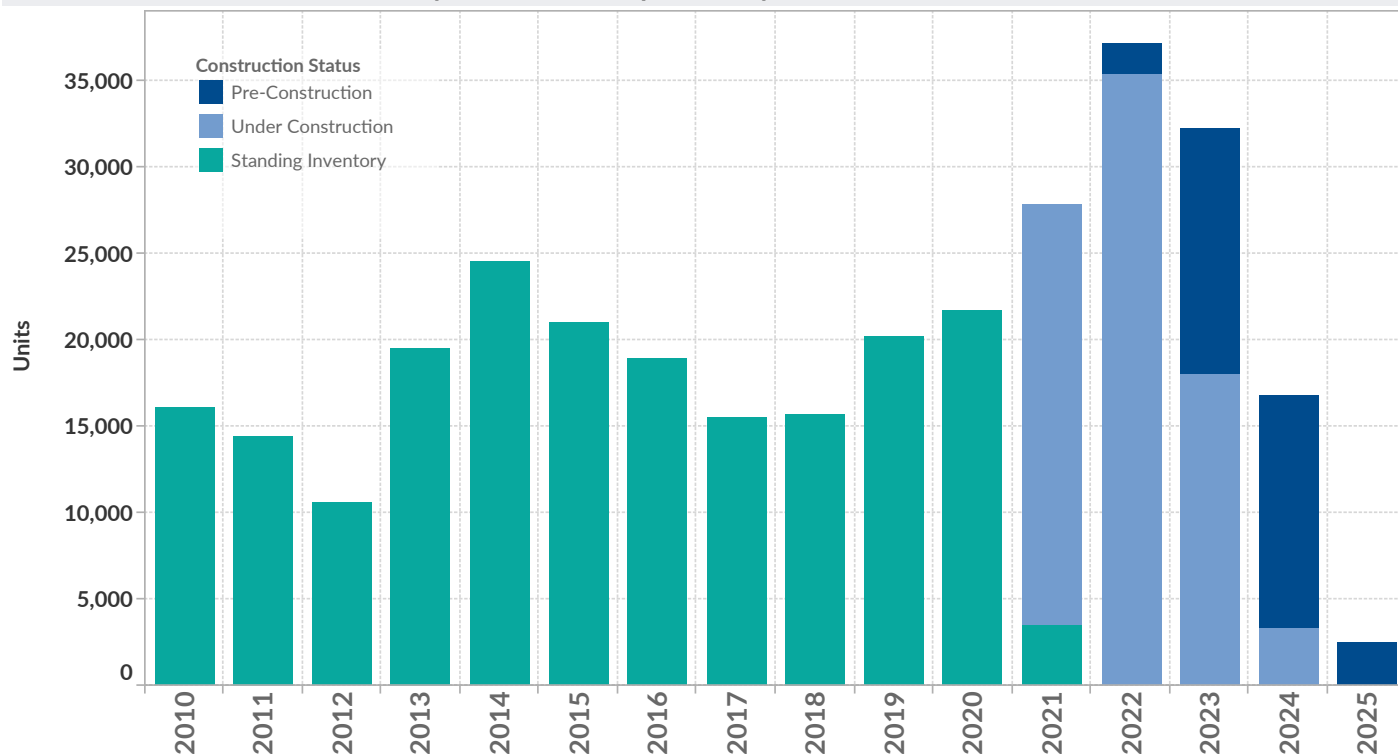
Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Go To Mackenzie Towns - Capital North Communities and Go-To Developments	Richmond Hill	2/1/2021	52	22	30	\$812
Rhodes - Blackdoor Development Company	York	2/2/2021	25	12	13	\$1,450
Nuvo II - Crystal Homes and Fernbrook Homes	Oakville	2/10/2021	163	147	16	\$967
Forest Gate at Lionhead - Urban Towns by Kaneff - Kaneff	Brampton	2/17/2021	90	27	0	\$506
8 Wellesley Residences at Yonge - Bazis International Inc. and CentreCourt Developments Inc.	Old Toronto	2/22/2021	599	0	599	\$1,417
Savile on the Roe - Tiffany Park Homes and Block Developments *	Old Toronto	2/27/2021	28	0	28	\$1,260
Grand Total			957	208	686	\$1,179

Project Launch History - Sites & Units

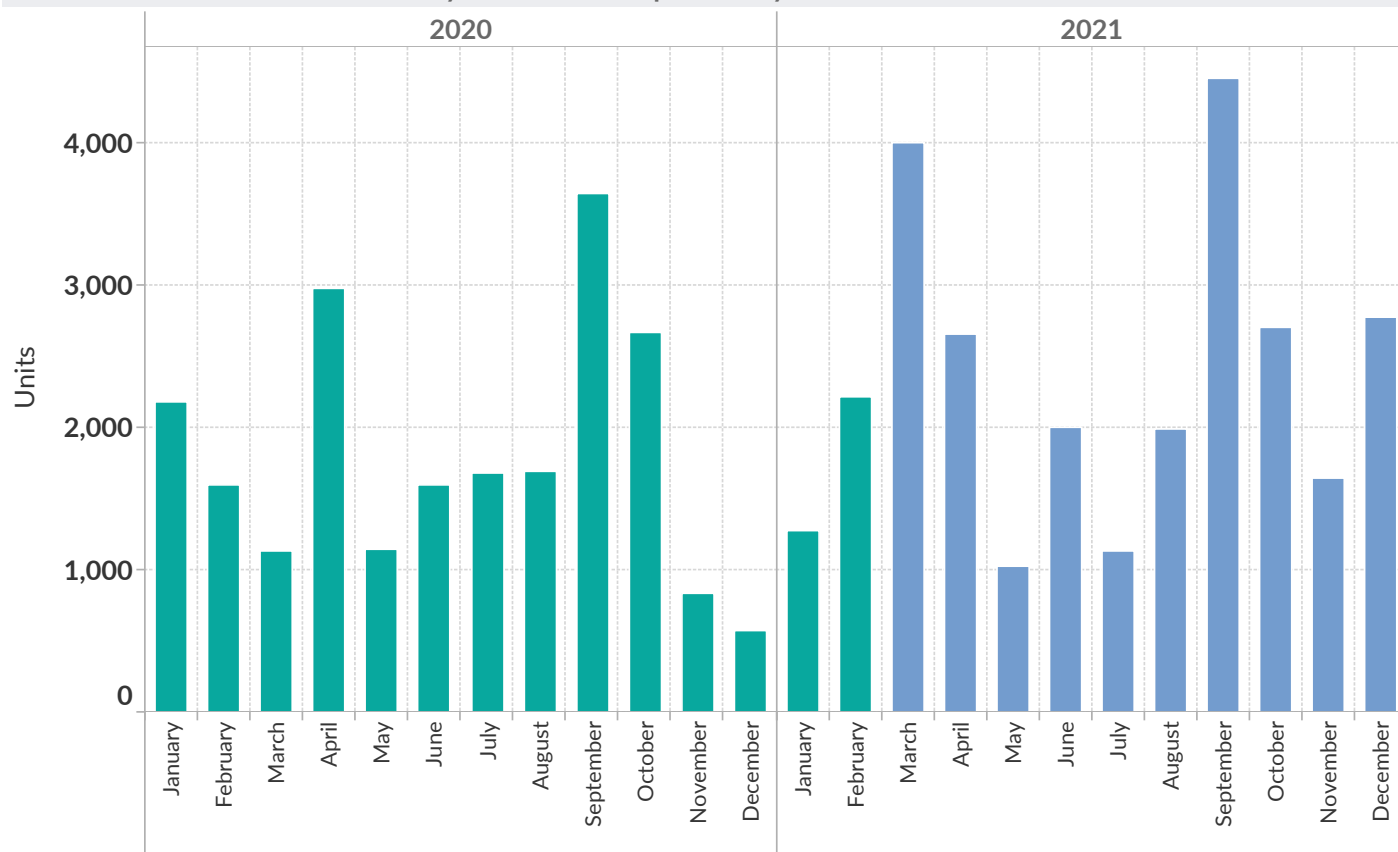


Scheduled Completions

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	2021												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Fernbrook Homes	42	326											368	15.9%
Ambria Homes	43	132											175	7.5%
Crystal Homes	1	152											153	6.6%
Concert Properties	14	135											149	6.4%
Tridel	52	90											142	6.1%
Menkes	1	100											101	4.4%
Pinnacle International	37	40											77	3.3%
95 Developments	0	64											64	2.8%
Liberty Development Corporation	24	34											58	2.5%
El-Ad Canada Inc.	34	21											55	2.4%
Sequoia Grove Homes	22	32											54	2.3%
Graywood Developments	16	35											51	2.2%
Lanterra Developments	18	31											49	2.1%
Daniels Corporation	14	34											48	2.1%
Laurier Homes	3	44											47	2.0%
Phantom Developments	8	36											44	1.9%
Kaneff	5	34											39	1.7%
Cortel Group	21	17											38	1.6%
Constantine Enterprises Inc.	28	9											37	1.6%
Lancaster Homes	18	19											37	1.6%
Trulife Developments Inc.	28	9											37	1.6%
Urban Capital Property Group	18	14											32	1.4%
Capital North Communities	4	27											31	1.3%
Aspen Ridge Homes	14	16											30	1.3%
Mayfair Homes	12	18											30	1.3%
Total (All 131 Builders)	695	1,623											2,318	

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	2020										2021		Total	Market Share %
	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.		
Menkes	75	40	2	30	30	147	408	490	340	98	1	100	1,761	9.1%
QuadReal Property Group							399	490	338	98			1,325	6.8%
Daniels Corporation	16	7	82	17	241	28	491	57	77	9	14	34	1,073	5.5%
CentreCourt Developments Inc.	526	0	0	0	0	419	26	9	10	4	11	10	1,015	5.2%
Fernbrook Homes	0	0	0	0	0	0	0	0	356	118	42	326	842	4.3%
Liberty Development Corporation	208	55	2	15	5	4	379	39	10	17	24	34	792	4.1%
Cortel Group	24	2	1	5	211	187	73	105	43	27	21	17	716	3.7%
Diamond Corp	2	1	77	8	28	8	161	307	60	20	5	16	693	3.6%
Lanterra Developments	69	97	23	58	68	68	61	53	14	22	18	31	582	3.0%
Kilmer Group						0	143	296	57	20	5	16	537	2.8%
Parallax Development Corporation					0	412	24	9	10	4	10	8	477	2.5%
Crystal Homes									258	59	1	152	470	2.4%
Tribute Communities	283	27	3	16	17	40	10	5	7	4	6	12	430	2.2%
Tridel	65	2	9	10	16	19	14	59	9	82	52	90	427	2.2%
Graywood Developments	24	0	7	0	0	0	229	75	15	13	16	35	414	2.1%
Branthaven Homes	17	2	2	19	0	297	13	9	6	13	7	11	396	2.0%
Phantom Developments	0	0	0	0	0	0	229	72	26	18	8	36	389	2.0%
Alterra	3	0	0	0	373	0	0	3	2	1	0	0	382	2.0%
Edenshaw Developments	0	4	0	0	300	27	32	4	0	0	1	0	368	1.9%
Oxford Properties							314	20	8	0	6	8	356	1.8%
Distrikt	7	20	0	10	159	56	91	0	4	0	3	0	350	1.8%
Mattamy Homes	59	20	5	55	53	21	12	48	55	2	1	9	340	1.8%
RioCan	82	2	0	3	11	40	10	148	10	5	15	14	340	1.8%
Empire	8	1	4	0	1	247	36	17	0	2	1	10	327	1.7%
Emblem Developments						0	279	22	6	14	1	4	326	1.7%
Total (All 182 Builders)	2,982	508	419	752	1,998	2,355	2,763	2,486	1,828	949	695	1,623	19,358	

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	2021 February
Crawford - Fernbrook Homes	Milton	Stacked	2 Bedroom	156
	Total			156
Nuvo II - Crystal Homes and Fernbrook Homes	Oakville	Apartment	1 Bedroom	27
			1 Bedroom + Den	80
			2 Bedroom + Den	8
			2 Bedroom	32
			Total	
Burke - Concert Properties	Old Toronto	Apartment	1 Bedroom	65
			1 Bedroom + Den	68
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	2
			Penthouse	0
			Total	
PRESTO Modern Townhomes - Ambria Homes	Scarborough	Stacked	1 Bedroom + Den	17
			3 Bedroom & Up	6
			2 Bedroom	109
			Total	
Mobilio Towns - Menkes and QuadReal Property Group	Vaughan	Stacked	3 Bedroom & Up	50
			2 Bedroom	50
			Total	
Victoria Garden Towns - 95 Developments	Scarborough	Stacked	1 Bedroom + Den	16
			2 Bedroom + Den	33
			3 Bedroom & Up	7
			2 Bedroom	8
			Total	
Westerly Condos - Tridel	Etobicoke	Apartment	1 Bedroom	28
			1 Bedroom + Den	12
			2 Bedroom + Den	11
			3 Bedroom & Up	0
			2 Bedroom	10
			Total	

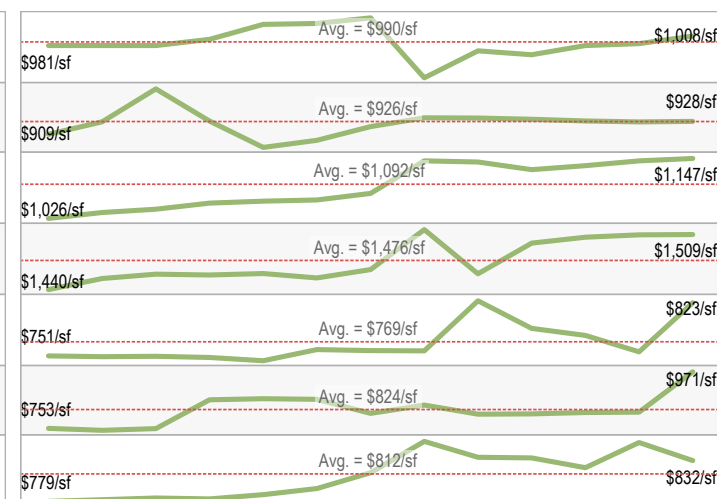
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,008/sf
	Etobicoke	\$928/sf
	North York	\$1,147/sf
	Old Toronto	\$1,509/sf
	Scarborough	\$823/sf
	York	\$971/sf
905 Area	905 All Muni.	\$832/sf

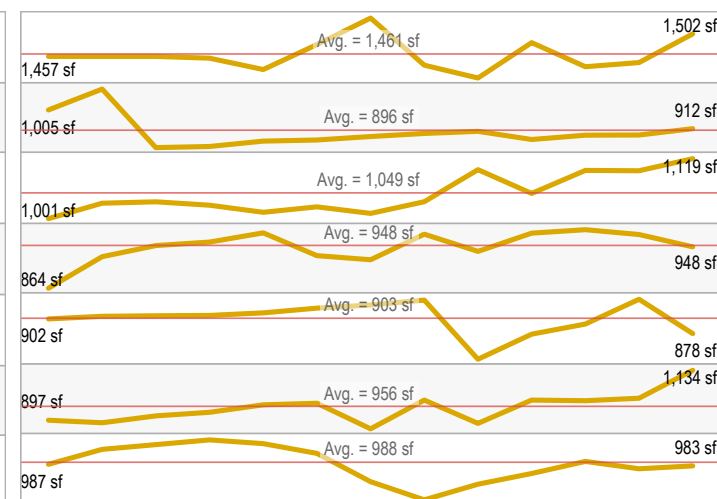
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,502 sf
	Etobicoke	912 sf
	North York	1,119 sf
	Old Toronto	948 sf
	Scarborough	878 sf
	York	1,134 sf
905 Area	905 All Muni.	983 sf

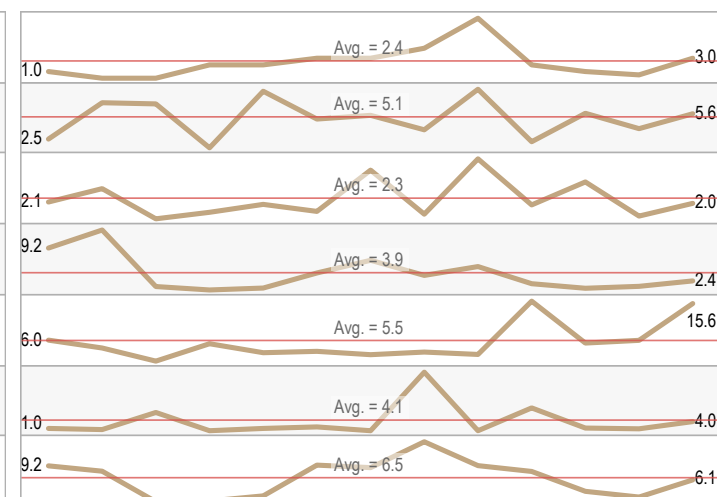
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	3.0
	Etobicoke	5.6
	North York	2.0
	Old Toronto	2.4
	Scarborough	15.6
	York	4.0
905 Area	905 All Muni.	6.1

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	February 2021				February 2020			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 145			● 145	● 13			● 13
Central Waterfront	Old Toronto	● 20			● 20	● 96			● 96
Don Mills - York Mills	North York	● 19		● 0	● 19	● 25		● 0	● 25
Downtown Core	Old Toronto	● 11			● 11	● 24			● 24
Downtown East	Old Toronto	● 65			● 65	● 523			● 523
Downtown West	Old Toronto	● 32			● 32	● 66			● 66
Etobicoke Waterfront	Etobicoke	● 2			● 2	● 8			● 8
Highway7 - Yonge	Markham	● 1			● 1	● 2			● 2
	Richmond Hill	● 3		● 51	● 54	● 22		● 25	● 47
Mississauga City Centre	Mississauga	● 20			● 20	● 334			● 334
North Toronto	Old Toronto	● 4		● 0	● 4	● 368			● 368
North Yonge Corridor	North York	● 11		● 0	● 11	● 6		● 0	● 6
North York East	North York	● 0		● 1	● 1	● 0		● 0	● 0
North York West	North York	● 18		● 6	● 24	● 15		● 0	● 15
Not Applicable	Brampton	● 2		● 40	● 42	● 1		● 40	● 41
	Burlington	● 14			● 14	● 11			● 11
	Caledon	● 2		● 0	● 2	● 15			● 15
	Clarington	● 22			● 22	● 2			● 2
	East York	● 0		● 6	● 6	● 1			● 1
	Etobicoke	● 94		● 0	● 94	● 45		● 3	● 48
	Georgina	● 0		● 6	● 6	● 0			● 0
	Halton Hills	● 9			● 9	● 0			● 0
	Markham	● 11			● 11	● 42		● 7	● 49
	Milton	● 0		● 156	● 156	● 2			● 2
	Mississauga	● 44		● 2	● 46	● 82		● 141	● 223
	Newmarket	● 2	● 0		● 2	● 4	● 0		● 4
	Oakville	● 220		● 0	● 220	● 248		● 1	● 249
	Old Toronto	● 0			● 0	● 4			● 4
	Oshawa	● 28			● 28	● 48			● 48
	Pickering			● 1	● 1	● 9		● 13	● 22
	Richmond Hill			● 45	● 45			● 21	● 21
	Scarborough	● 67		● 198	● 265	● 89		● 7	● 96
	Vaughan	● 21		● 100	● 121	● 91		● 0	● 91
	Whitby	● 2		● 2	● 4	● 4			● 4
	Whitchurch-Stouffville	● 5			● 5	● 3			● 3
	York	● 24		● 5	● 29	● 2			● 2
Sheppard Corridor	North York	● 26		● 0	● 26	● 32		● 1	● 33
Thornhill	Markham	● 2			● 2	● 2			● 2
	Vaughan	● 24			● 24	● 41			● 41
Toronto East	Old Toronto	● 5		● 0	● 5	● 19		● 0	● 19
Toronto West	Old Toronto	● 27		● 0	● 27	● 50		● 2	● 52
Yonge - St. Clair	Old Toronto	● 2		● 0	● 2	● 5		● 0	● 5
Grand Total		● 1,004	● 0	● 619	● 1,623	● 2,354	● 0	● 261	● 2,615

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	452			452	477			477
Central Waterfront	Old Toronto	448			448	907			907
Don Mills - York Mills	North York	349		0	349	247		0	247
	Old Toronto								
Downtown Core	Old Toronto	280			280	802			802
Downtown East	Old Toronto	1,525			1,525	611			611
Downtown West	Old Toronto	1,322			1,322	819			819
Etobicoke Waterfront	Etobicoke	36			36	36			36
Highway7 - Yonge	Markham	33			33	25			25
	Richmond Hill	77		149	226	17		30	47
Mississauga City Centre	Mississauga	775			775	460			460
North Toronto	North York								
	Old Toronto	373		0	373	495		28	523
North Yonge Corridor	North York	104		6	110	89		3	92
	Old Toronto								
North York East	North York	0		5	5	0		3	3
North York West	North York	236		85	321	222		15	237
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	409		320	729	122		21	143
	Burlington	108			108	117			117
	Caledon	33		1	34	25		0	25
	Clarington	67			67	317			317
	East York	11		39	50	34		13	47
	Etobicoke	1,047		200	1,247	790		8	798
	Georgina	0		12	12	0		21	21
	Halton Hills	35			35	98			98
	King								
	Markham	125		8	133	239			239
	Milton	52		229	281	33		25	58
	Mississauga	1,671		222	1,893	288		110	398
	Newmarket	83	0		83	14	4		18
	North York								
	Oakville	1,980		24	2,004	193		0	193
	Old Toronto	13			13	45			45
	Oshawa	165			165	58			58
	Pickering	28		188	216			40	40
	Richmond Hill			104	104			31	31
	Scarborough	630		512	1,142	392		26	418
	Uxbridge								
	Vaughan	2,112		202	2,314	387		31	418
	Whitby	72		35	107	18		3	21
	Whitchurch-Stouffville	39			39	80			80
	York	199		94	293	75		5	80
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	337		5	342	345		8	353
Thornhill	Markham	80			80	96			96
	Vaughan	799			799	145			145
Toronto East	East York								
	Old Toronto	220		4	224	176		7	183
Toronto West	Old Toronto	525		16	541	426		7	433
Yonge - St. Clair	Old Toronto	45		3	48	131		15	146
Grand Total		16,895	0	2,463	19,358	9,851	4	450	10,305

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