



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of March 2021

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-21		Mar-20		Change
High Rise	3,297		2,981		10.6%
Low Rise	1,706		973		75.3%
Total	5,003		3,954		26.5%
Year to Date Sales	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
High Rise	5,680		6,673		-14.9%
Low Rise	5,061		4,265		18.7%
Total	10,741		10,938		-1.8%
Year to Date Supply	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
High Rise	3,583		4,919		-27.2%
Low Rise	4,320		3,477		24.2%
Total	7,903		8,396		-5.9%
Year to Date Completions	Jan.-Mar. 2021		Jan.-Mar. 2020		Y/Y Change
High Rise	4,306		4,906		-12.2%
Remaining Inventory	Mar-21	Feb-21	Mar-20	M/M Change	Y/Y Change
High Rise	9,799	10,284	10,127	-4.7%	-3.2%
Low Rise	1,672	1,701	4,234	-1.7%	-60.5%
Total	11,471	11,985	14,361	-4.3%	-20.1%
Benchmark Price	Mar-21	Feb-21	Mar-20	M/M Change	Y/Y Change
High Rise	\$1,064,317	\$1,042,064	\$983,133	2.1%	8.3%
Low Rise	\$1,443,638	\$1,373,473	\$1,115,869	5.1%	29.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	336	310	121	
High Rise Units	2,464	90,168	83,565	31,146	
% Sold*	68%	84%	91%	79%	
Low Rise Projects	18	208			
Low Rise Units	536	19,653			
% Sold*	58%	91%			

* 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.

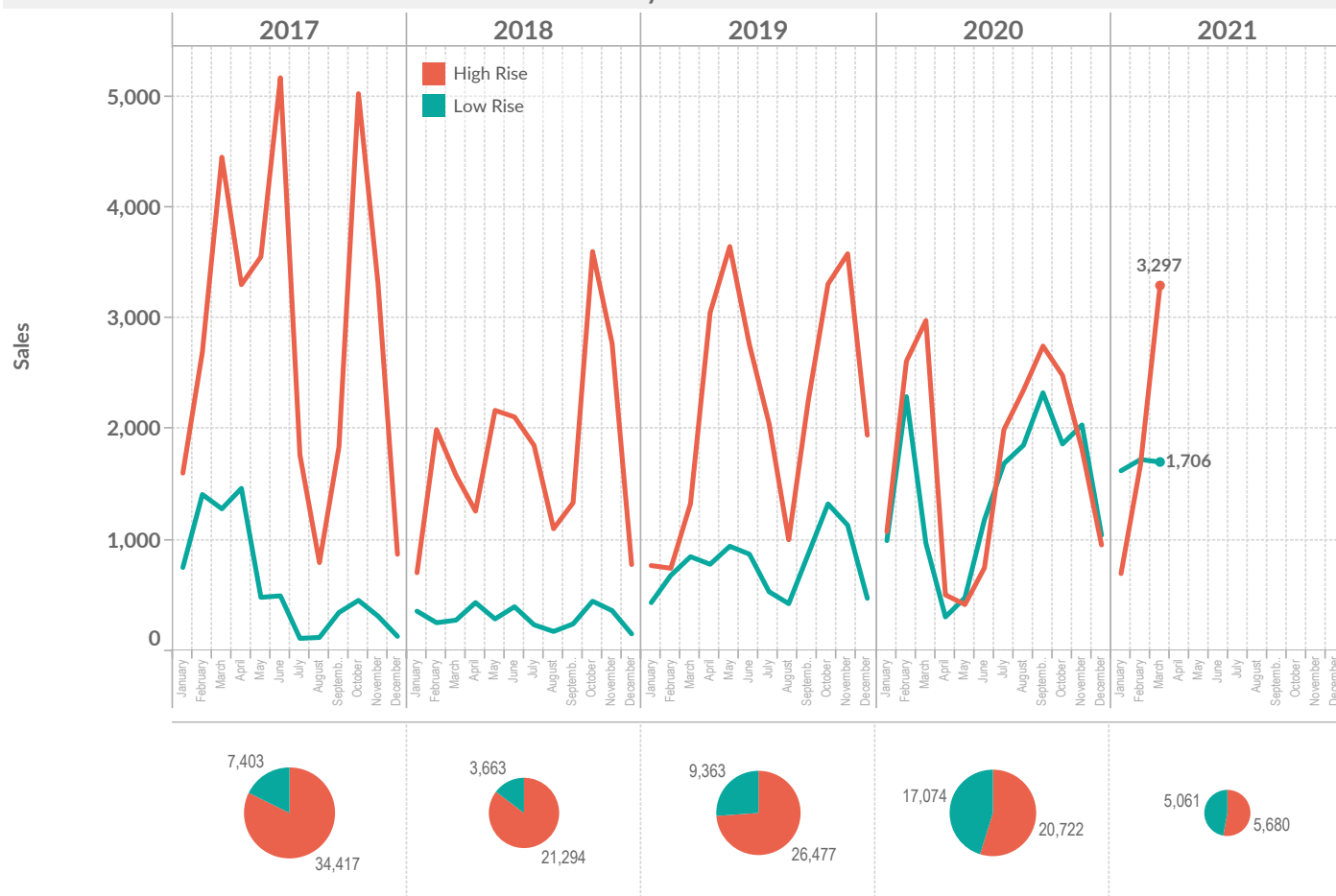
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

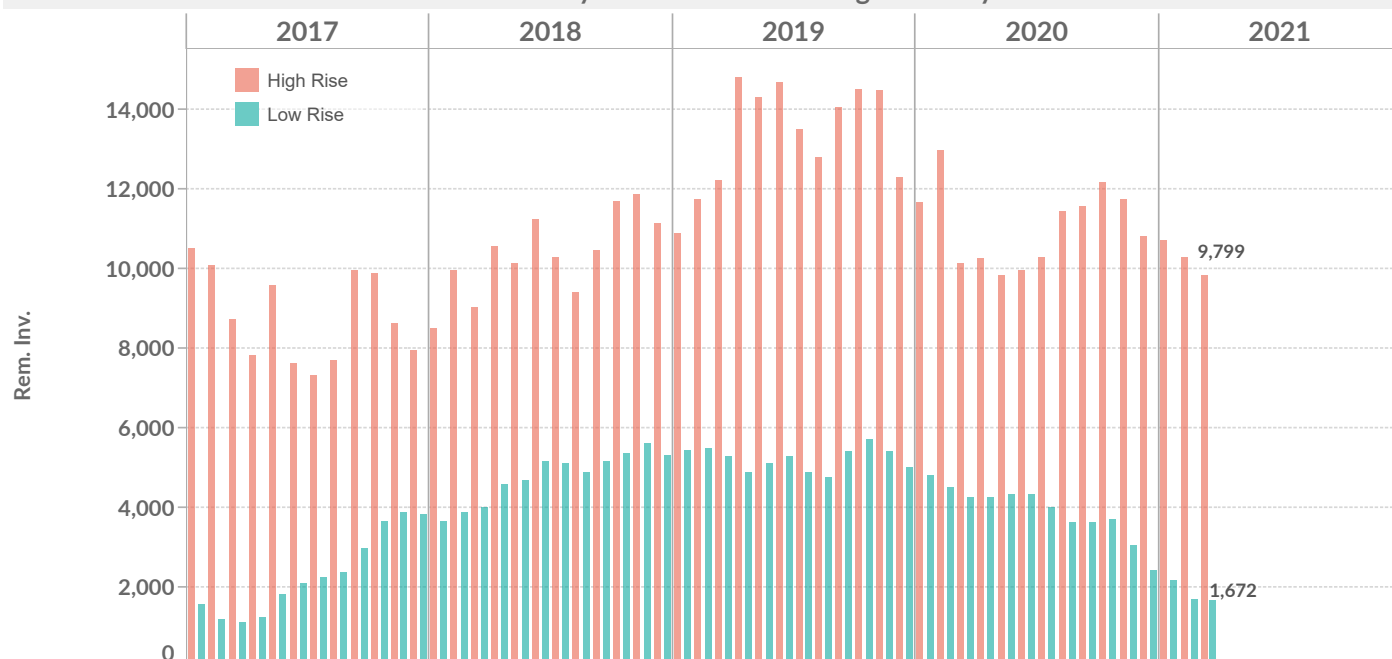
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

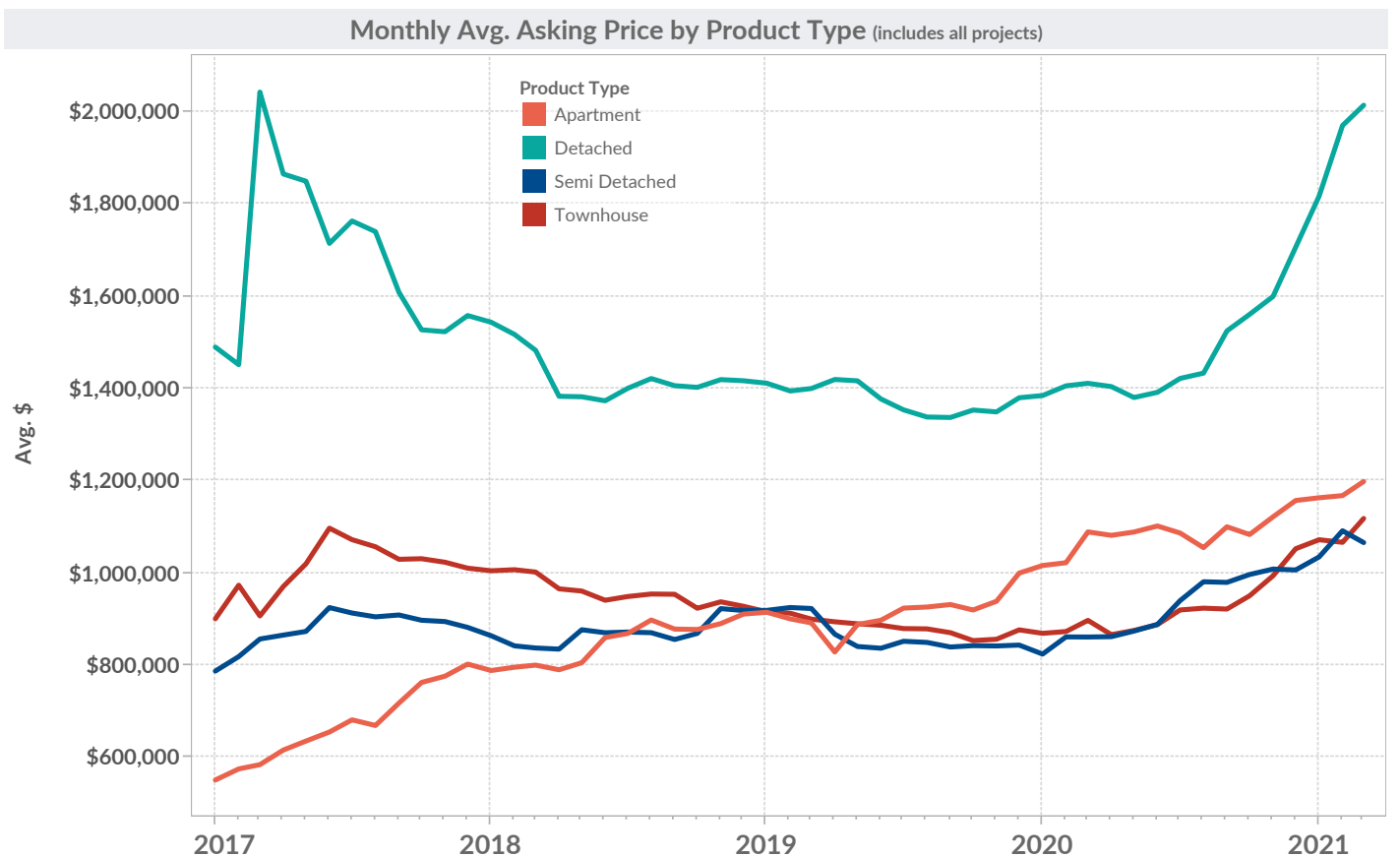
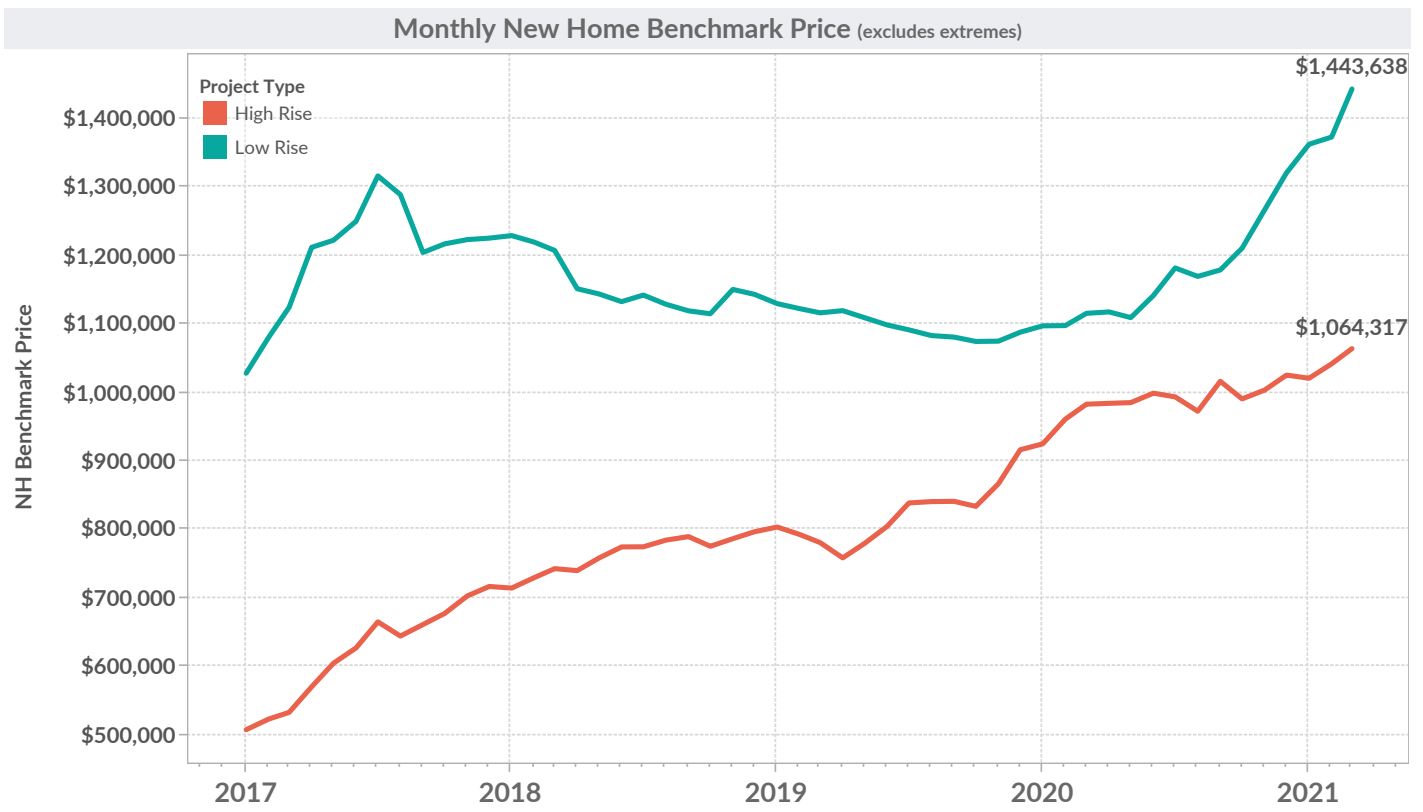
Sales & Remaining Inventory

GTA - Monthly New Home Sales



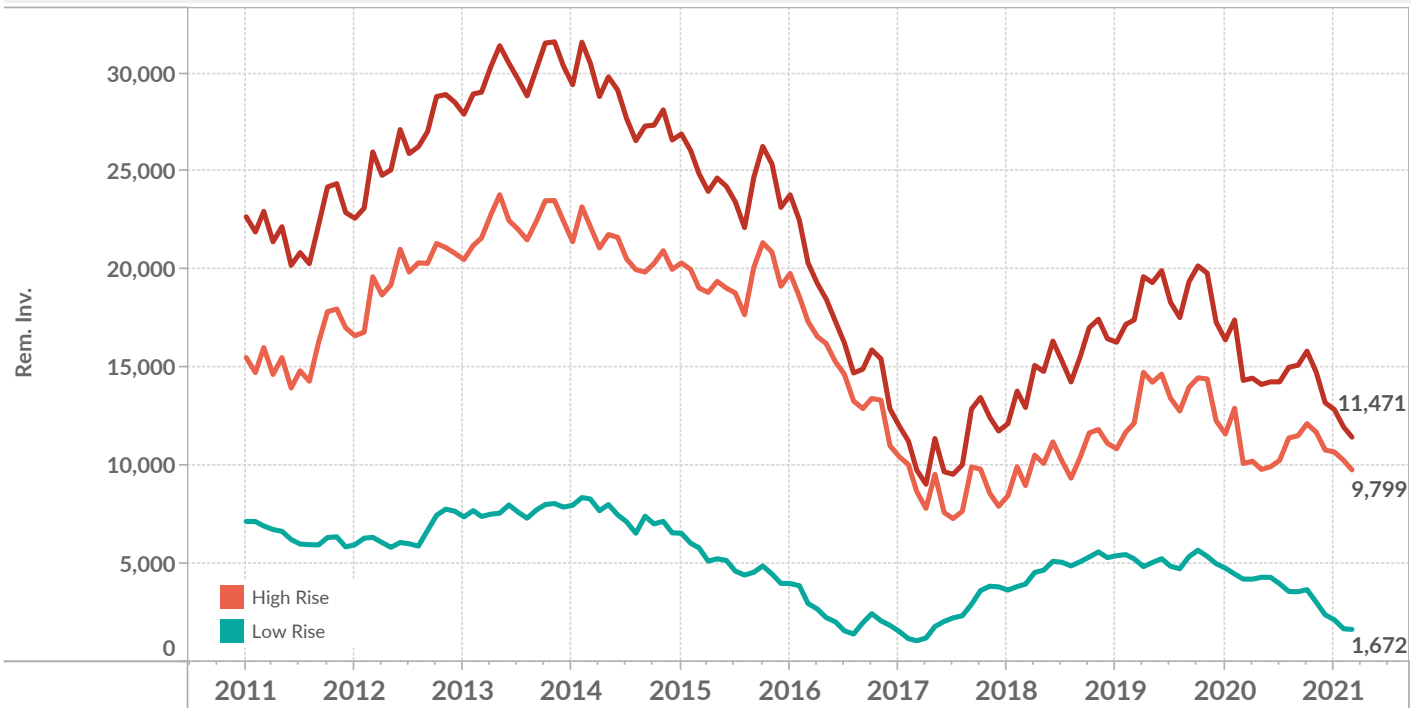
GTA - Monthly New Home Remaining Inventory



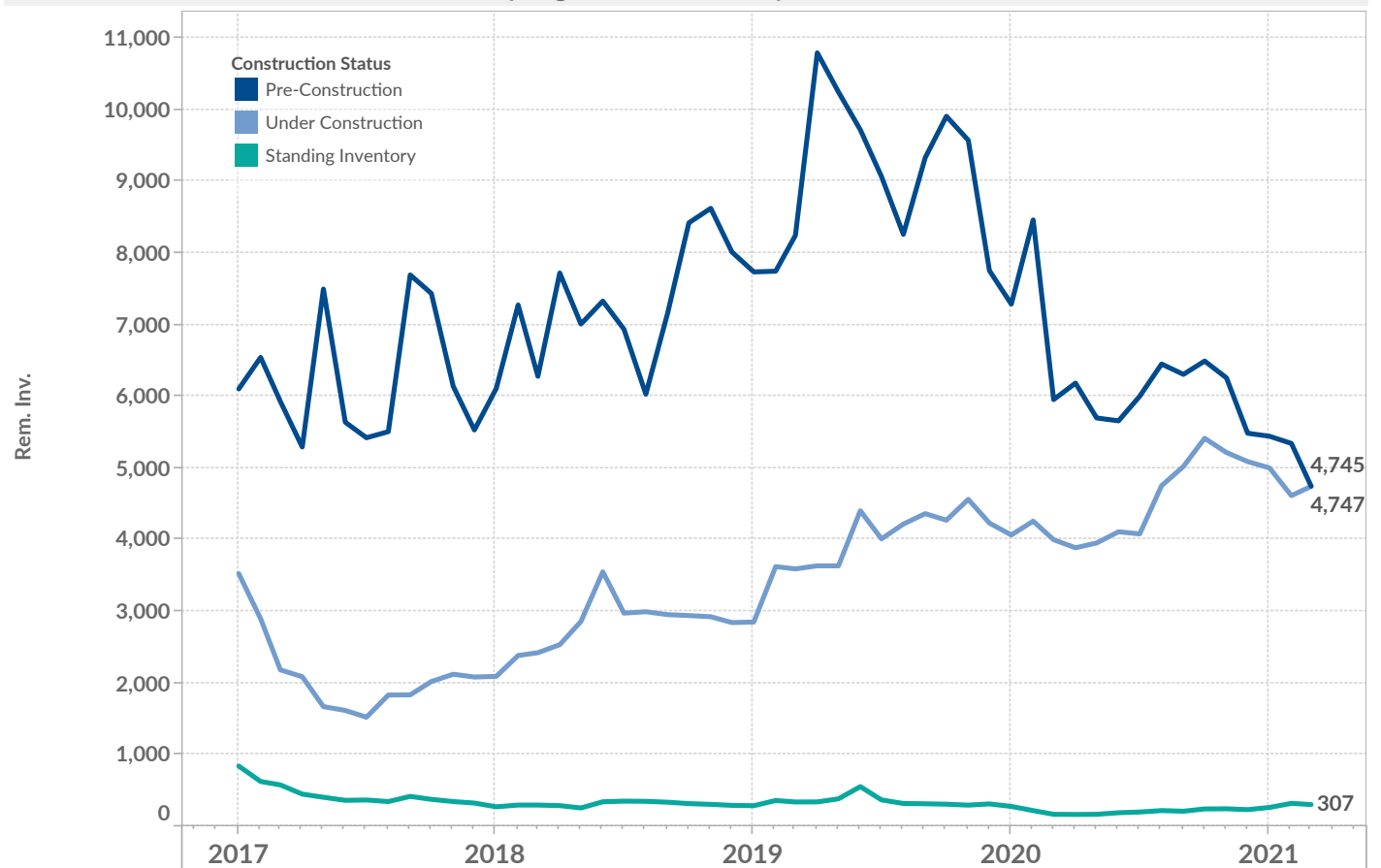


Remaining Inventory

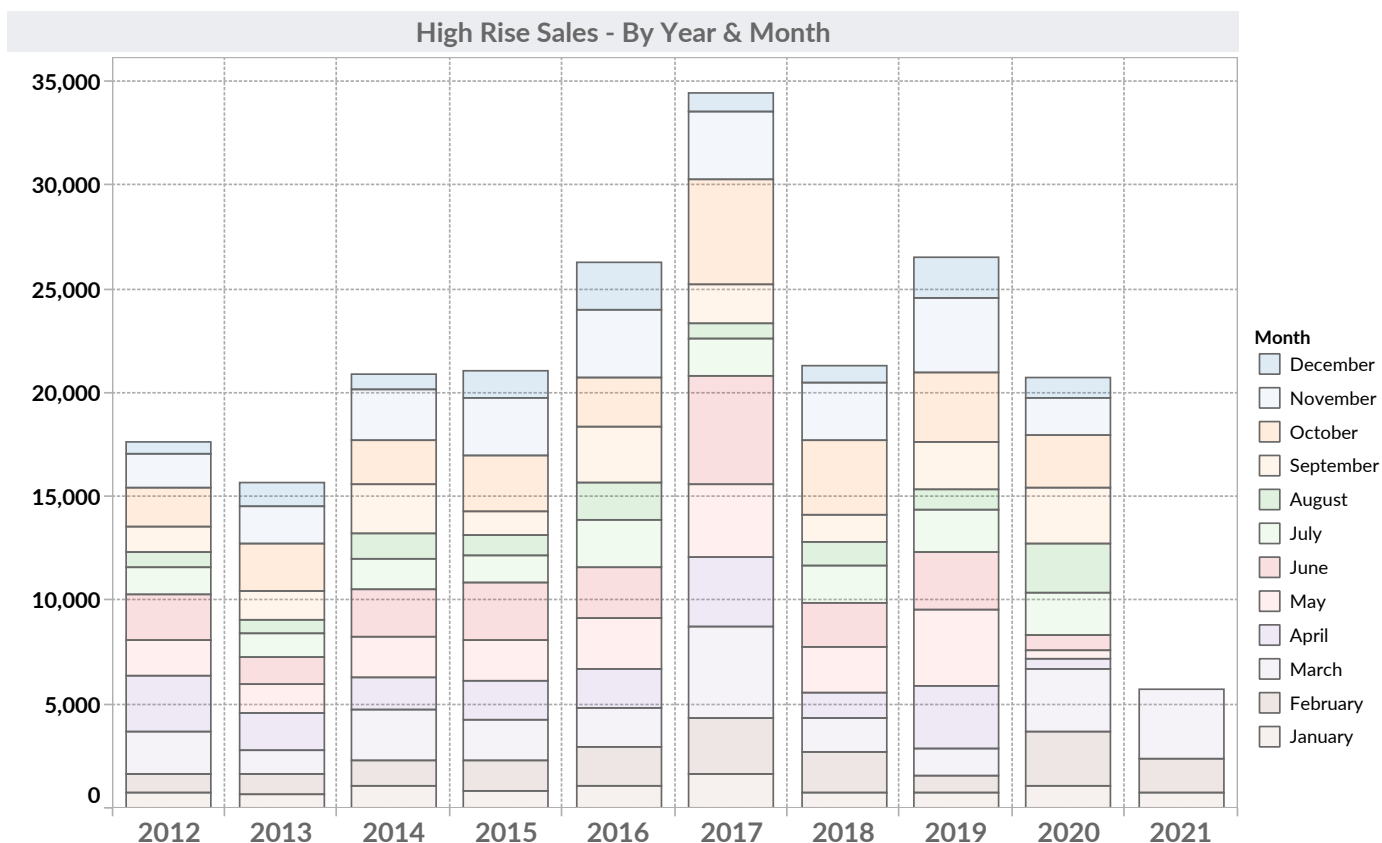
GTA - Monthly New Home Remaining Inventory



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

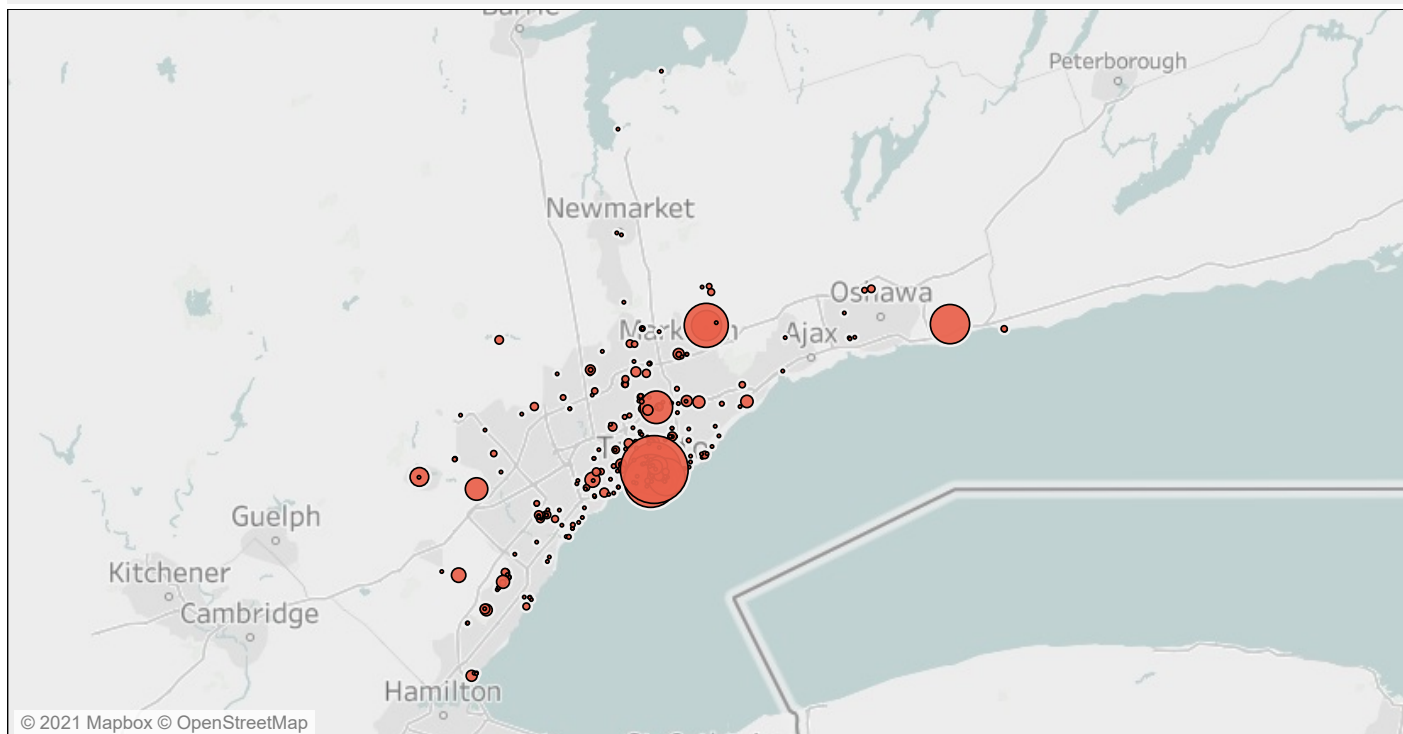


Historical Sales Comparison

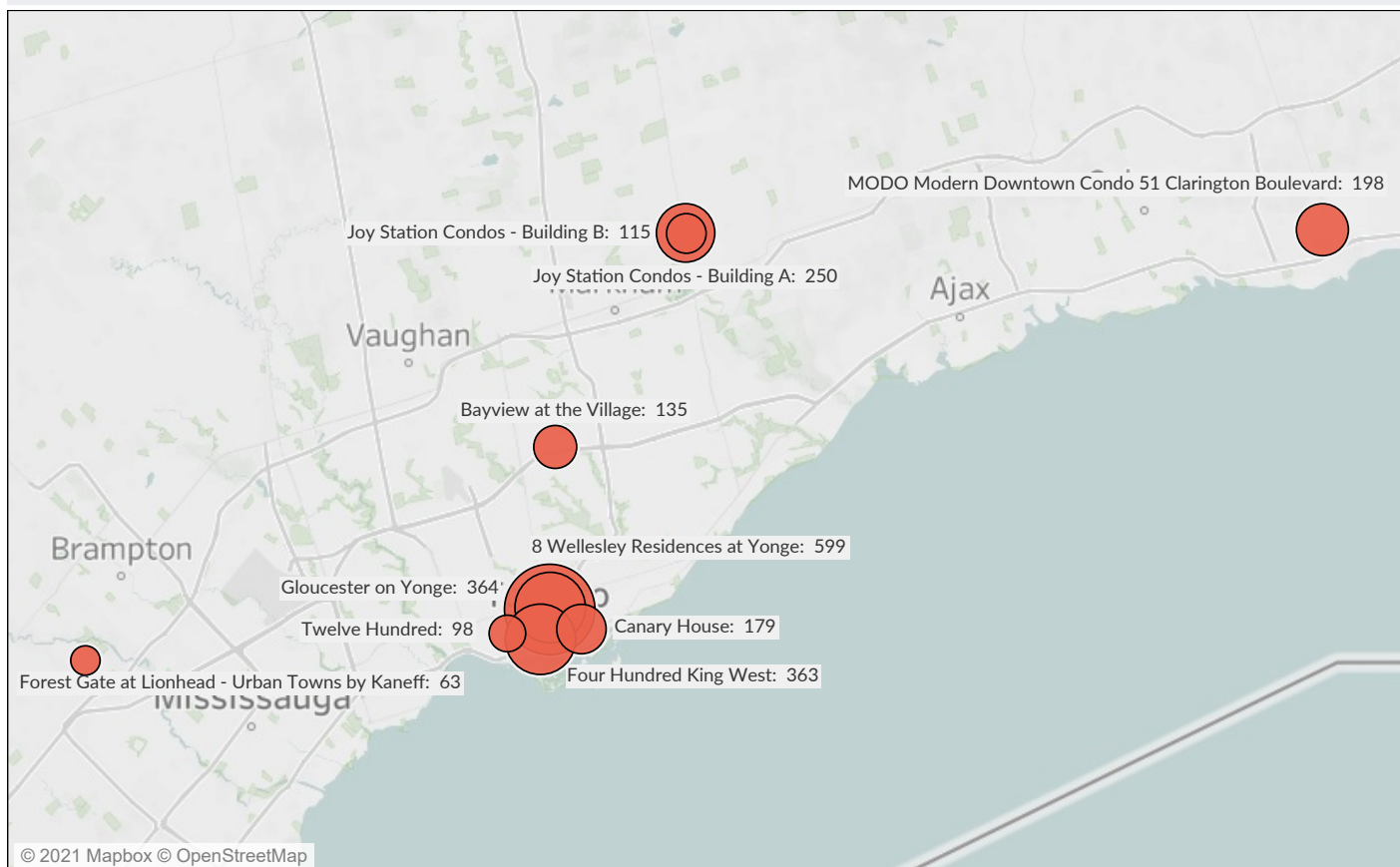


Current Sites

GTA - Active High Rise Sites by Current Month Sales



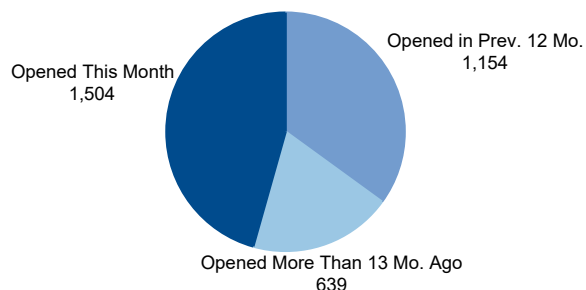
GTA - Top 10 Sites by Current Month Sales



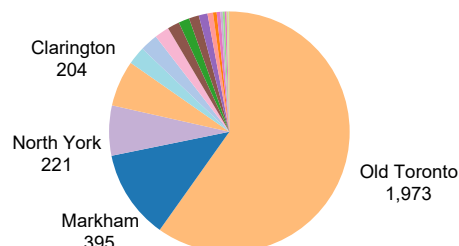
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

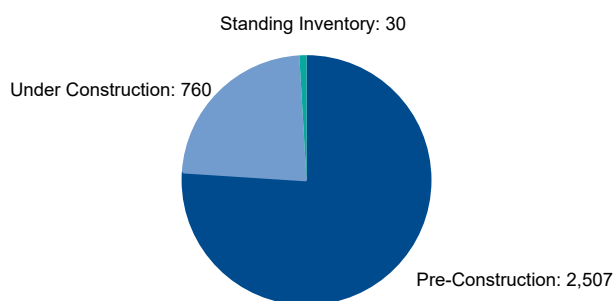
Sales by Opening Date



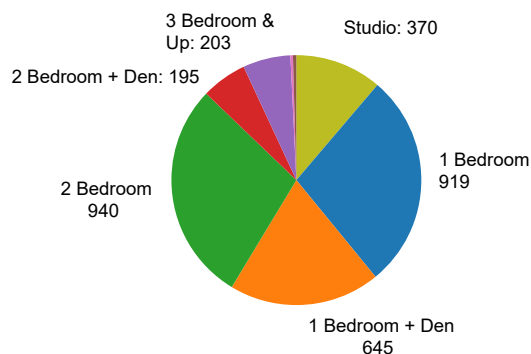
Sales by Municipality/Area



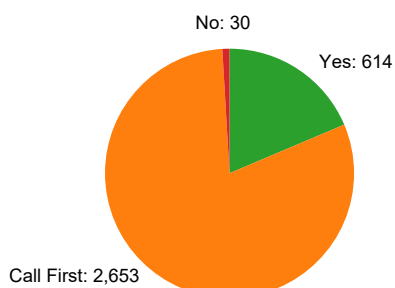
Sales by Const. Status



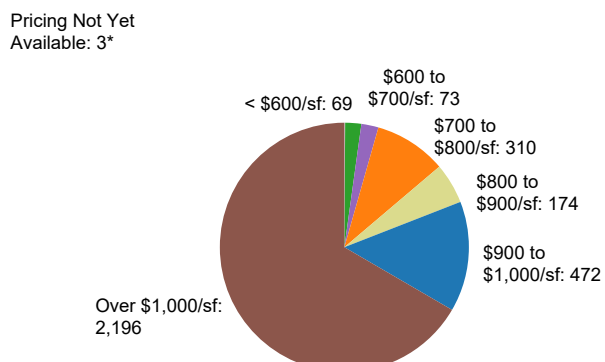
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



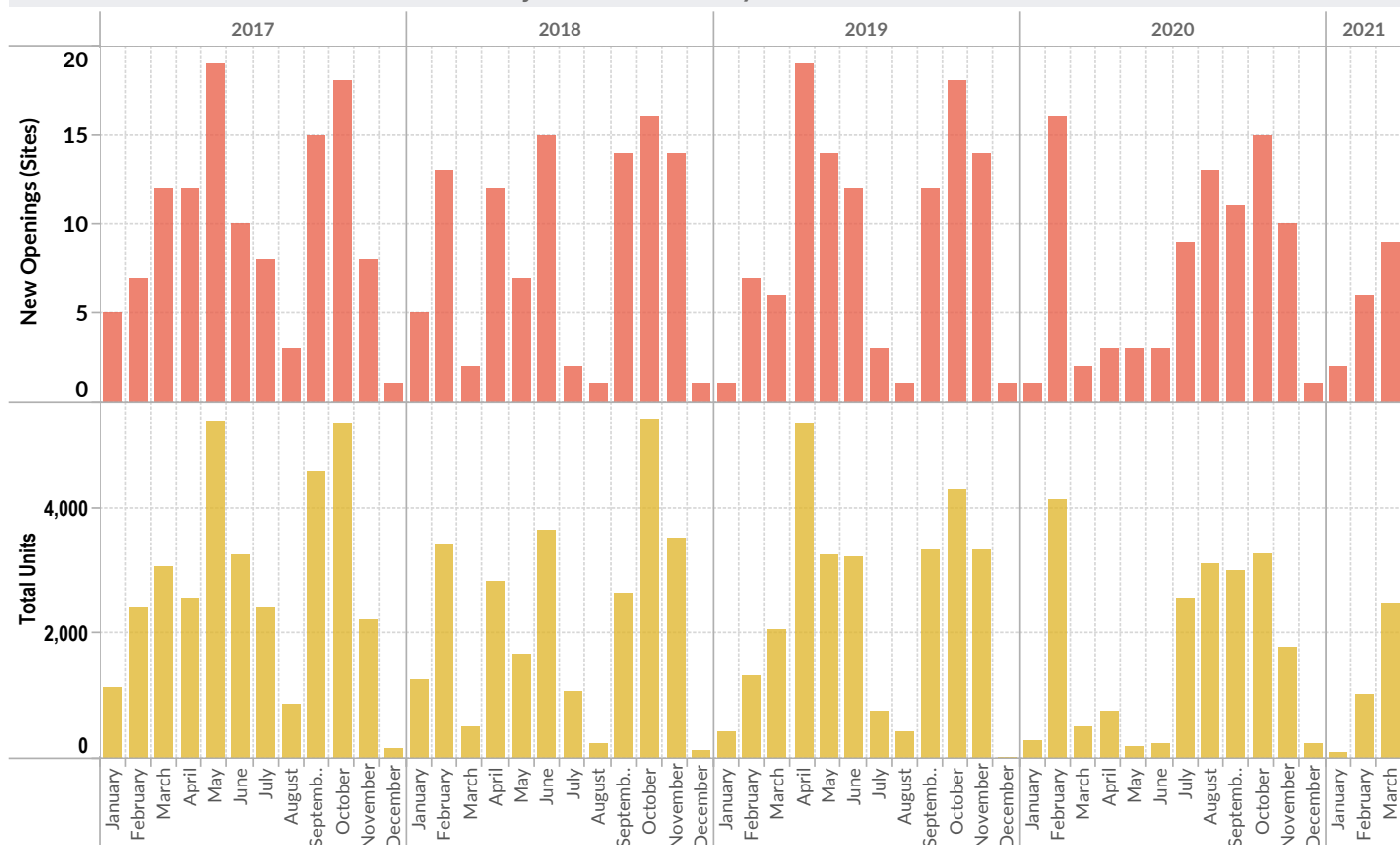
*Projects with current price per sf yet to be determined

New Openings

March 2021 - New Project Launches

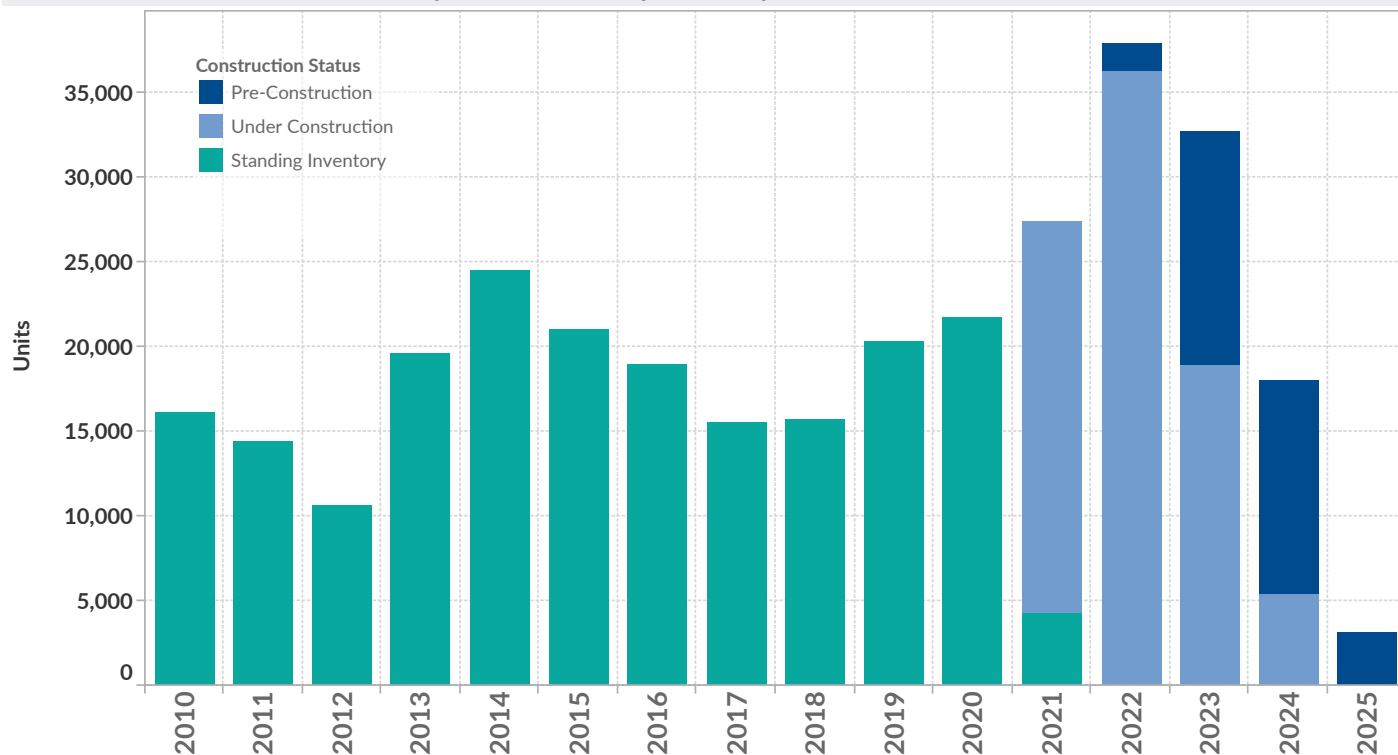
Site Name	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. Current Price Per SqFoot
Canary House - Kilmer Group and DREAM	Old Toronto	3/4/2021	206	179	27	\$1,208
Twelve Hundred - Fieldgate Homes	Old Toronto	3/6/2021	115	98	17	\$1,382
Joy Station Condos - Building A - Liberty Development Corporation	Markham	3/10/2021	294	250	44	\$934
Four Hundred King West - Plaza	Old Toronto	3/13/2021	620	363	257	\$1,434
Gloucester on Yonge - Concord Adex	Old Toronto	3/13/2021	523	364	159	\$1,440
Bayview at the Village - Canderel Residential	North York	3/17/2021	226	135	77	\$1,263
Joy Station Condos - Building B - Liberty Development Corporation	Markham	3/20/2021	237	115	116	\$957
Fresh Urban Towns - Esquire Homes *	Whitby	3/27/2021	36	0	36	\$468
North Oak Condos at Oakvillage - Tower 4A - Minto Developments *	Oakville	3/27/2021	207	0	207	\$921
Grand Total			2,464	1,504	940	\$1,212

Project Launch History - Sites & Units

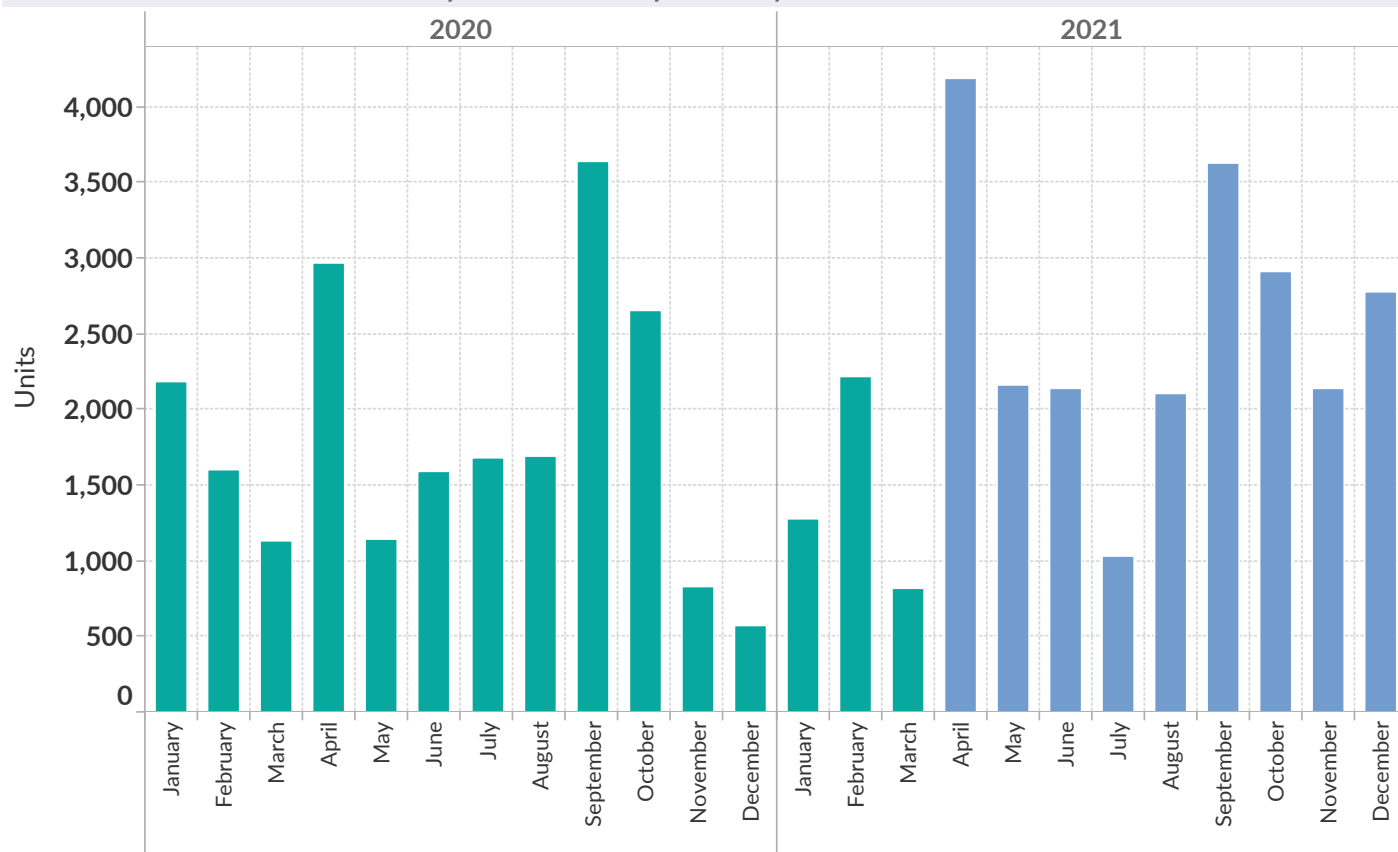


Scheduled Completions

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.		
CentreCourt Developments Inc.	11	10	607										628	11.1%
Bazis International Inc.	0	0	599										599	10.5%
Liberty Development Corporation	24	34	376										434	7.6%
Fernbrook Homes	48	326	45										419	7.4%
Concord Adex	4	14	387										405	7.1%
Plaza	1	5	363										369	6.5%
Katlin Corporation	6	22	204										232	4.1%
Kilmer Group	5	16	188										209	3.7%
Tridel	52	90	65										207	3.6%
Concert Properties	14	135	46										195	3.4%
DREAM	0	0	179										179	3.2%
Ambria Homes	43	132											175	3.1%
Crystal Homes	1	152	16										169	3.0%
Canderel Residential	0	0	136										136	2.4%
El-Ad Canada Inc.	40	69	8										117	2.1%
Pinnacle International	37	41	29										107	1.9%
Menkes	1	100	0										101	1.8%
Fieldgate Homes	0	0	98										98	1.7%
Graywood Developments	16	35	47										98	1.7%
Kaneff	3	31	63										97	1.7%
Phantom Developments	8	36	44										88	1.5%
Daniels Corporation	14	34	30										78	1.4%
Empire	1	10	56										67	1.2%
95 Developments	0	64	2										66	1.2%
Cortel Group	21	17	25										63	1.1%
Total (All 144 Builders)	700	1,683	3,297										5,680	

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 %
	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.		
Menkes	40	2	30	30	147	408	490	340	98	1	100	0	1,686	8.5%
QuadReal Property Group						399	490	338	98				1,325	6.7%
CentreCourt Developments Inc.	0	0	0	0	419	26	9	10	4	11	10	607	1,096	5.6%
Daniels Corporation	7	82	17	241	28	491	57	77	9	14	34	30	1,087	5.5%
Liberty Development Corporation	55	2	15	5	4	379	39	10	17	24	34	376	960	4.9%
Fernbrook Homes	0	0	0	0	0	0	0	356	118	48	326	45	893	4.5%
Kilmer Group					0	143	296	57	20	5	16	188	725	3.7%
Cortel Group	2	1	5	211	187	73	105	43	27	21	17	25	717	3.6%
Diamond Corp	1	77	8	28	8	161	307	60	20	5	16	9	700	3.5%
Bazis International Inc.	0	0	0	0	0	0	0	0	0	0	0	599	599	3.0%
Lanterra Developments	97	23	58	68	68	61	53	14	22	18	31	6	519	2.6%
Concord Adex	15	3	19	4	13	15	11	14	11	4	14	387	510	2.6%
DREAM	0	0	0	0	0	0	296	0	15	0	0	179	490	2.5%
Crystal Homes								258	59	1	152	16	486	2.5%
Parallax Development Corporation				0	412	24	9	10	4	10	8	7	484	2.5%
Plaza	0	0	12	0	0	43	0	24	0	1	5	363	448	2.3%
Graywood Developments	0	7	0	0	0	229	75	15	13	16	35	47	437	2.2%
Phantom Developments	0	0	0	0	0	229	72	26	18	8	36	44	433	2.2%
Tridel	2	9	10	16	19	14	59	9	82	52	90	65	427	2.2%
Branthaven Homes	2	2	19	0	297	13	9	6	13	7	11	13	392	2.0%
Alterra	0	0	0	371	0	0	3	2	1	0	0	0	377	1.9%
Empire	1	4	0	1	247	36	17	0	2	1	10	56	375	1.9%
Edenshaw Developments	4	0	0	300	27	32	4	0	0	1	0	0	368	1.9%
Oxford Properties						314	20	8	0	6	8	8	364	1.8%
El-Ad Canada Inc.	1	8	10	4	7	15	97	76	22	40	69	8	357	1.8%
Total (All 182 Builders)	508	421	752	1,998	2,353	2,751	2,487	1,821	958	700	1,683	3,297	19,729	

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 March
8 Wellesley Residences at Yonge - Bazis International Inc. and CentreCourt Developments Inc.	Old Toronto	Apartment	1 Bedroom	216
			1 Bedroom + Den	90
			2 Bedroom + Den	11
			3 Bedroom & Up	61
			2 Bedroom	145
			Studio	76
			Total	599
Gloucester on Yonge - Concord Adex	Old Toronto	Apartment	1 Bedroom	108
			1 Bedroom + Den	17
			2 Bedroom + Den	35
			3 Bedroom & Up	4
			2 Bedroom	116
			Penthouse	0
			Studio	84
			Total	364
Four Hundred King West - Plaza	Old Toronto	Apartment	1 Bedroom	96
			1 Bedroom + Den	13
			2 Bedroom + Den	5
			3 Bedroom & Up	0
			2 Bedroom	115
			Penthouse	0
			Studio	134
			Total	363
Joy Station Condos - Building A - Liberty Development Corporation	Markham	Apartment	1 Bedroom	42
			1 Bedroom + Den	105
			2 Bedroom + Den	10
			2 Bedroom	90
			Penthouse	3
			Total	250
MODO Modern Downtown Condo 51 Clarington Boulevard - Kaitlin Corporation	Clarington	Apartment	1 Bedroom	122
			1 Bedroom + Den	61
			2 Bedroom + Den	7
			3 Bedroom & Up	0
			2 Bedroom	0
			Studio	8
			Total	198

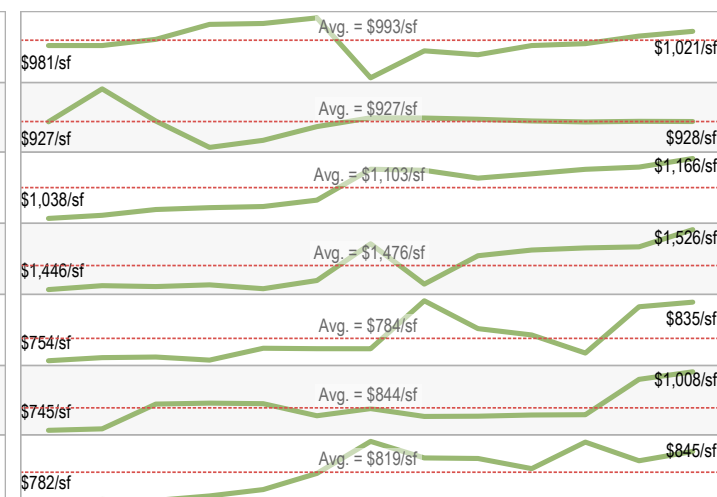
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,021/sf
	Etobicoke	\$928/sf
	North York	\$1,166/sf
	Old Toronto	\$1,526/sf
	Scarborough	\$835/sf
	York	\$1,008/sf
905 Area	905 All Muni.	\$845/sf

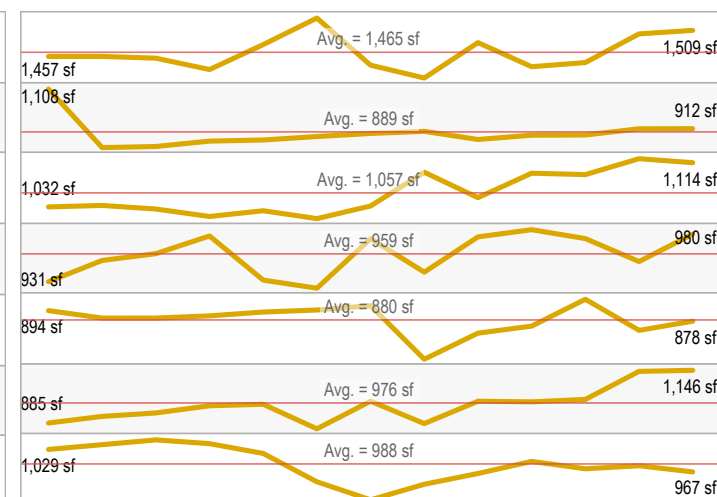
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,509 sf
	Etobicoke	912 sf
	North York	1,114 sf
	Old Toronto	980 sf
	Scarborough	878 sf
	York	1,146 sf
905 Area	905 All Muni.	967 sf

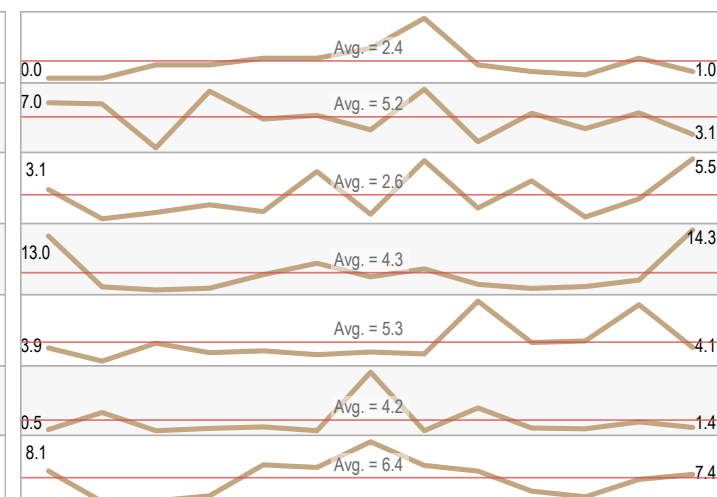
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	1.0
	Etobicoke	3.1
	North York	5.5
	Old Toronto	14.3
	Scarborough	4.1
	York	1.4
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	March 2021				March 2020			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 54			● 54	● 81			● 81
Central Waterfront	Old Toronto	● 76			● 76	● 39			● 39
Don Mills - York Mills	North York	● 15		● 0	● 15	● 35		● 0	● 35
Downtown Core	Old Toronto	● 989			● 989	● 152			● 152
Downtown East	Old Toronto	● 285			● 285	● 65			● 65
Downtown West	Old Toronto	● 509			● 509	● 993			● 993
Etobicoke Waterfront	Etobicoke	● 0			● 0	● 15			● 15
Highway7 - Yonge	Markham	● 3			● 3	● 10			● 10
	Richmond Hill	● 5		● 4	● 9	● 10		● 13	● 23
Mississauga City Centre	Mississauga	● 24			● 24	● 150			● 150
North Toronto	Old Toronto	● 12		● 12	● 24	● 197			● 197
North Yonge Corridor	North York	● 17		● 0	● 17	● 6		● 0	● 6
North York East	North York	● 0		● 1	● 1	● 0		● 0	● 0
North York West	North York	● 13		● 10	● 23	● 13		● 34	● 47
Not Applicable	Brampton	● 9		● 70	● 79	● 195		● 0	● 195
	Burlington	● 16			● 16	● 4			● 4
	Caledon	● 8		● 0	● 8	● 8			● 8
	Clarington	● 204			● 204	● 0			● 0
	East York	● 0		● 2	● 2	● 0			● 0
	Etobicoke	● 53		● 0	● 53	● 65		● 60	● 125
	Georgina	● 0		● 0	● 0	● 0			● 0
	Halton Hills	● 44			● 44	● 0			● 0
	Markham	● 385			● 385	● 26		● 8	● 34
	Milton	● 0		● 25	● 25	● 7			● 7
	Mississauga	● 12		● 3	● 15	● 49		● 84	● 133
	Newmarket	● 0	● 0		● 0	● 36	● 0		● 36
	Oakville	● 80		● 0	● 80	● 100		● 2	● 102
	Old Toronto	● 1			● 1	● 0			● 0
	Oshawa	● 9			● 9	● 12			● 12
	Pickering			● 1	● 1	● 3		● 1	● 4
	Richmond Hill			● 7	● 7			● 21	● 21
	Scarborough	● 59		● 6	● 65	● 52		● 11	● 63
	Vaughan	● 24		● 0	● 24	● 36		● 0	● 36
	Whitby	● 1		● 0	● 1	● 0			● 0
	Whitchurch-Stouffville	● 8			● 8	● 3			● 3
	York	● 7		● 3	● 10	● 14			● 14
Sheppard Corridor	North York	● 165		● 0	● 165	● 30		● 0	● 30
Thornhill	Markham	● 7			● 7	● 45			● 45
	Vaughan	● 24			● 24	● 217			● 217
Toronto East	Old Toronto	● 2		● 0	● 2	● 20		● 1	● 21
Toronto West	Old Toronto	● 31		● 0	● 31	● 51		● 6	● 57
Yonge - St. Clair	Old Toronto	● 1		● 1	● 2	● 1		● 0	● 1
Grand Total		● 3,152	● 0	● 145	● 3,297	● 2,740	● 0	● 241	● 2,981

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	425			425	445			445
Central Waterfront	Old Toronto	485			485	832			832
Don Mills - York Mills	North York	338		0	338	204		0	204
	Old Toronto								
Downtown Core	Old Toronto	1,117			1,117	336			336
Downtown East	Old Toronto	1,742			1,742	682			682
Downtown West	Old Toronto	842			842	1,118			1,118
Etobicoke Waterfront	Etobicoke	21			21	36			36
Highway7 - Yonge	Markham	26			26	22			22
	Richmond Hill	71		140	211	13		26	39
Mississauga City Centre	Mississauga	651			651	434			434
North Toronto	North York								
	Old Toronto	188		12	200	483		16	499
North Yonge Corridor	North York	117		6	123	70		3	73
	Old Toronto								
North York East	North York	0		6	6	0		2	2
North York West	North York	236		61	297	209		5	214
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora								
	Brampton	223		390	613	113		7	120
	Burlington	118			118	98			98
	Caledon	33		1	34	17		0	17
	Clarington	271			271	113			113
	East York	11		41	52	34		11	45
	Etobicoke	1,037		140	1,177	735		8	743
	Georgina	0		11	11	0		22	22
	Halton Hills	79			79	54			54
	King								
	Markham	484			484	379			379
	Milton	36		254	290	0		0	0
	Mississauga	1,630		141	1,771	280		107	387
	Newmarket	47	0		47	14	4		18
	North York								
	Oakville	1,965		22	1,987	342		0	342
	Old Toronto	14			14	44			44
	Oshawa	162			162	49			49
	Pickering	25		188	213			39	39
	Richmond Hill			90	90			24	24
	Scarborough	635		507	1,142	325		20	345
	Uxbridge								
	Vaughan	2,099		202	2,301	474		31	505
	Whitby	73		35	108	17		39	56
	Whitchurch-Stouffville	46			46	70			70
	York	191		97	288	69		2	71
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	473		4	477	395		9	404
Thornhill	Markham	42			42	89			89
	Vaughan	606			606	121			121
Toronto East	East York								
	Old Toronto	201		3	204	175		7	182
Toronto West	Old Toronto	559		10	569	375		7	382
Yonge - St. Clair	Old Toronto	45		4	49	130		14	144
Grand Total		17,364	0	2,365	19,729	9,396	4	399	9,799

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