



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of July 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-21		Jul-20		Change
High Rise	1,478		1,989		-25.7%
Low Rise	662		1,692		-60.9%
Total	2,140		3,681		-41.9%
Year to Date Sales	Jan.-Jul. 2021		Jan.-Jul. 2020		Y/Y Change
High Rise	17,164		10,254		67.4%
Low Rise	9,343		7,933		17.8%
Total	26,507		18,187		45.7%
Year to Date Supply	Jan.-Jul. 2021		Jan.-Jul. 2020		Y/Y Change
High Rise	13,700		8,298		65.1%
Low Rise	8,568		6,890		24.4%
Total	22,268		15,188		46.6%
Year to Date Completions	Jan.-Jul. 2021		Jan.-Jul. 2020		Y/Y Change
High Rise	10,401		12,573		-17.3%
Remaining Inventory	Jul-21	Jun-21	Jul-20	M/M Change	Y/Y Change
High Rise	9,483	9,543	10,387	-0.6%	-8.7%
Low Rise	1,598	1,928	3,975	-17.1%	-59.8%
Total	11,081	11,471	14,362	-3.4%	-22.8%
Benchmark Price	Jul-21	Jun-21	Jul-20	M/M Change	Y/Y Change
High Rise	\$1,091,648	\$1,058,366	\$993,811	3.1%	9.8%
Low Rise	\$1,517,841	\$1,405,597	\$1,182,199	8.0%	28.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	5	335	318	129	
High Rise Units	1,280	86,584	86,441	28,503	
% Sold*	68%	89%	95%	84%	
Low Rise Projects	9	214			
Low Rise Units	139	19,294			
% Sold*	37%	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.

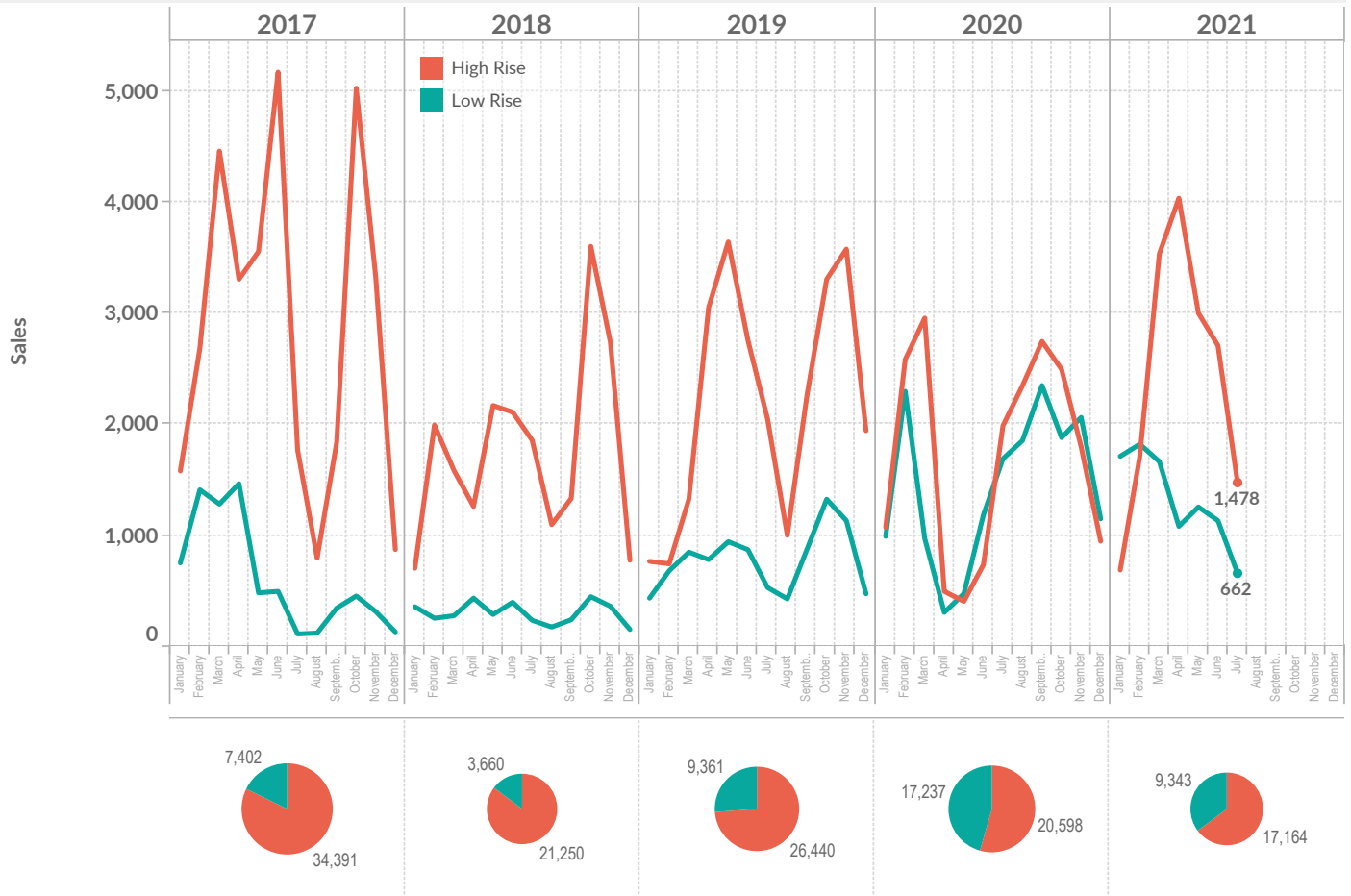
All Active includes all projects actively marketing a available remaining inventory regardless of their construction status.

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

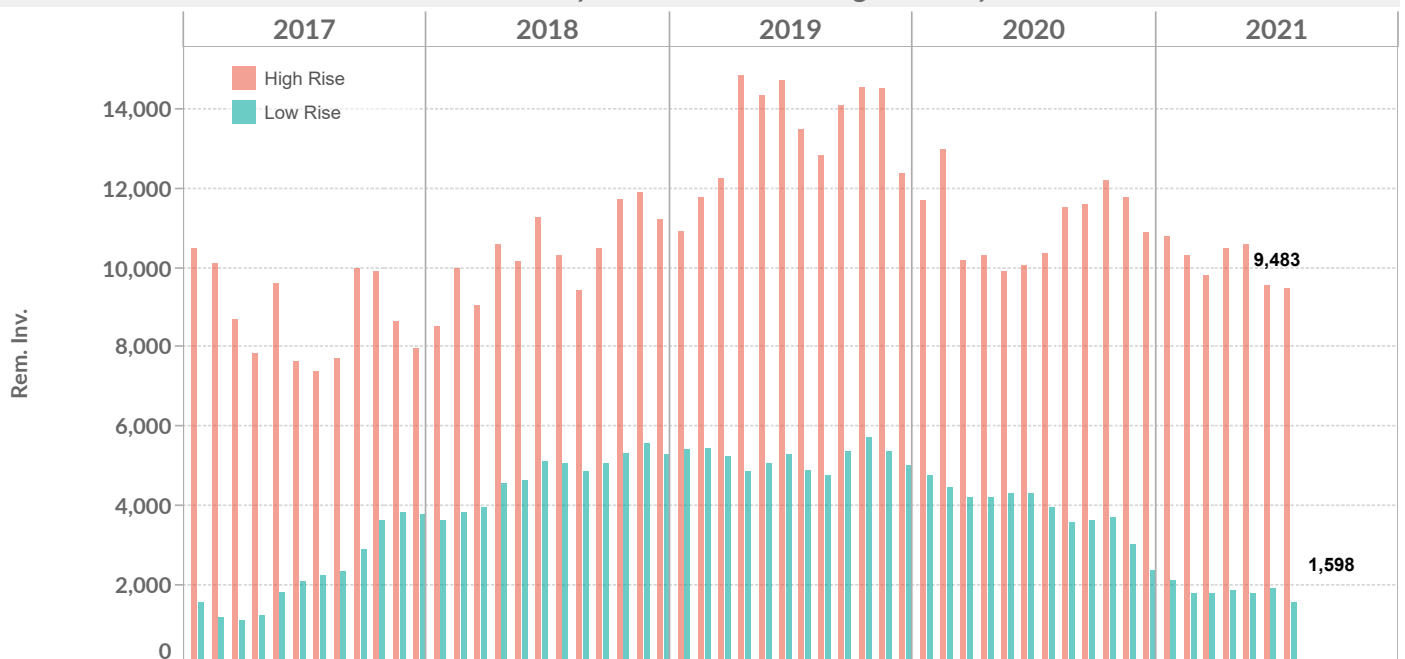
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

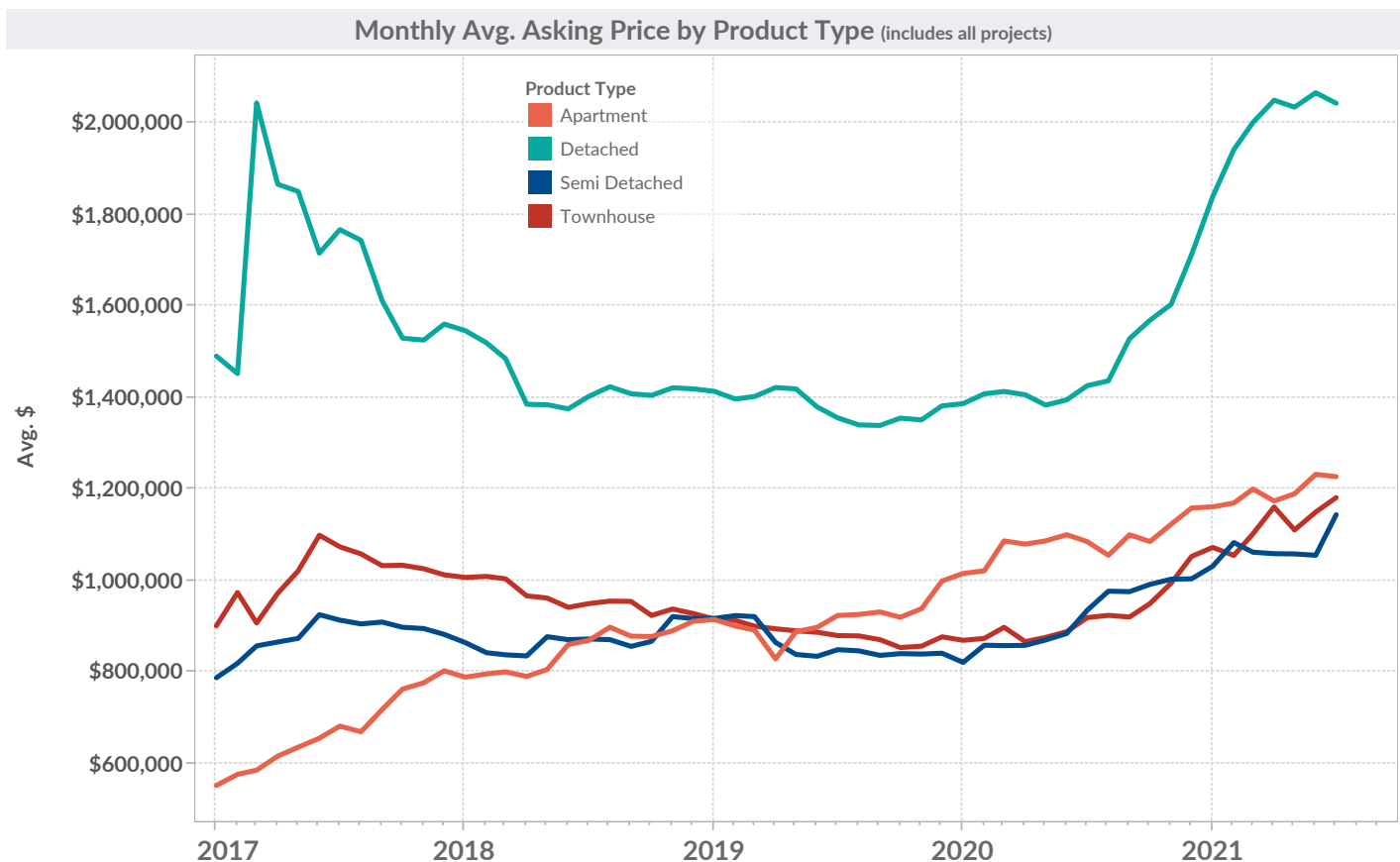
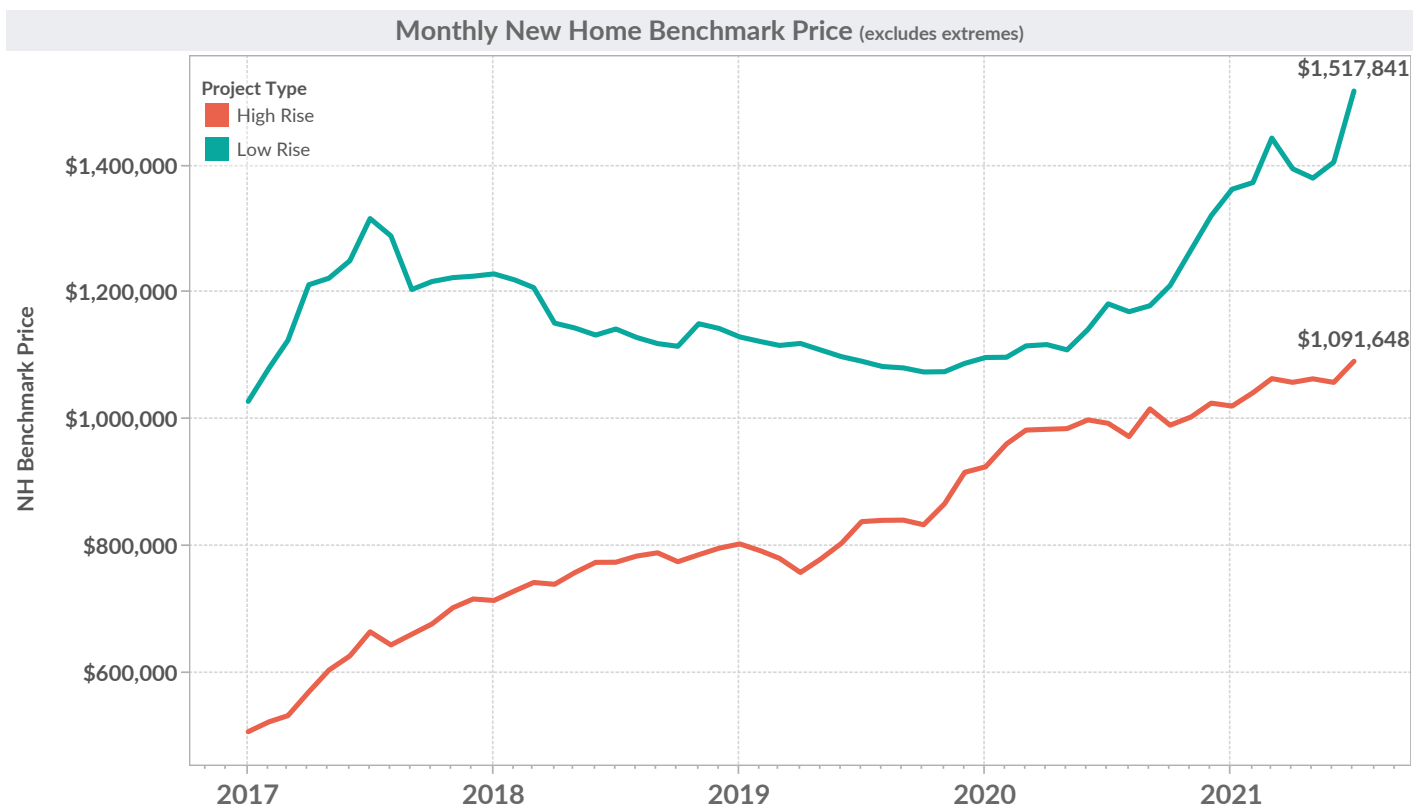
GTA - Monthly New Home Sales



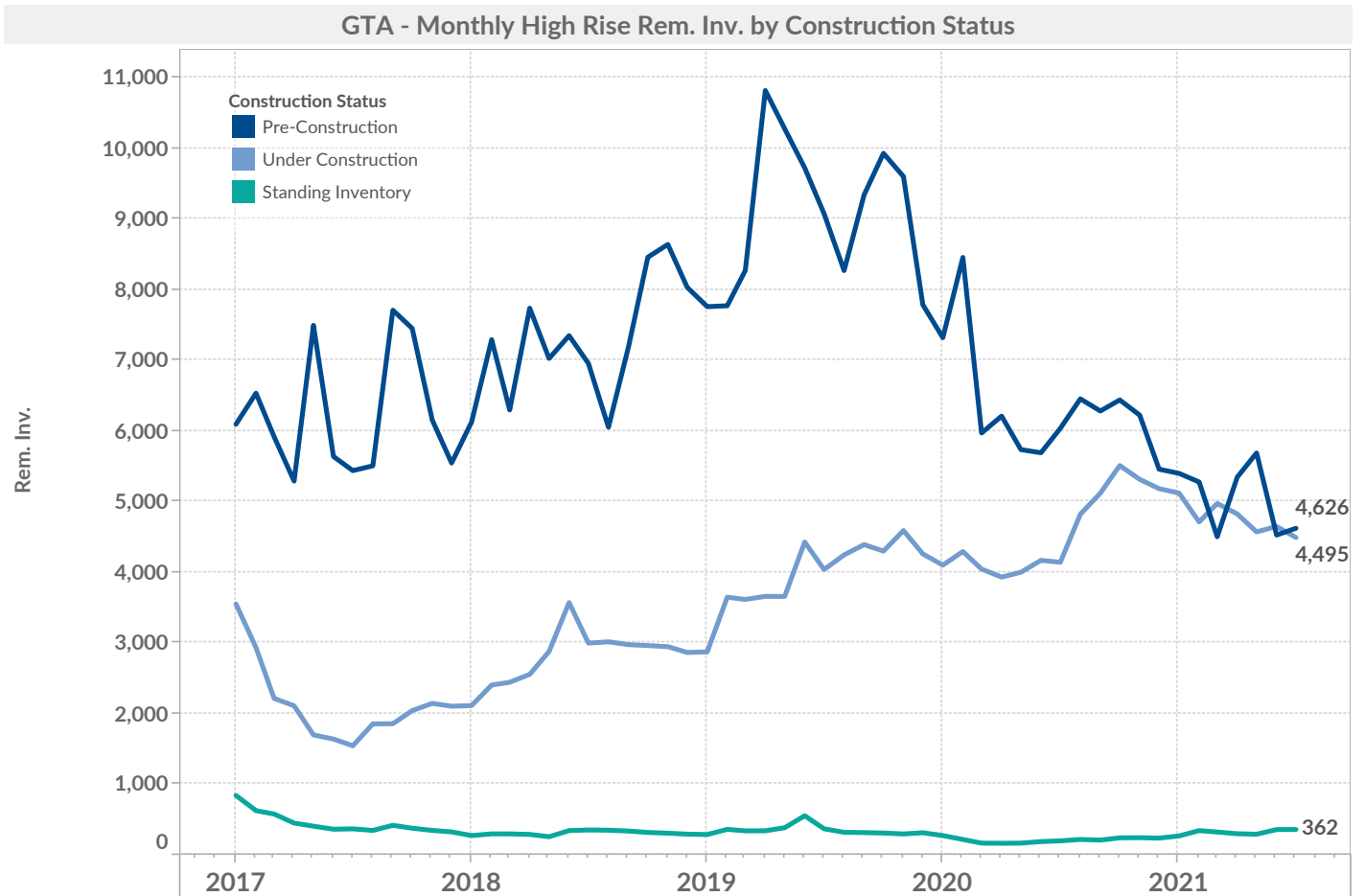
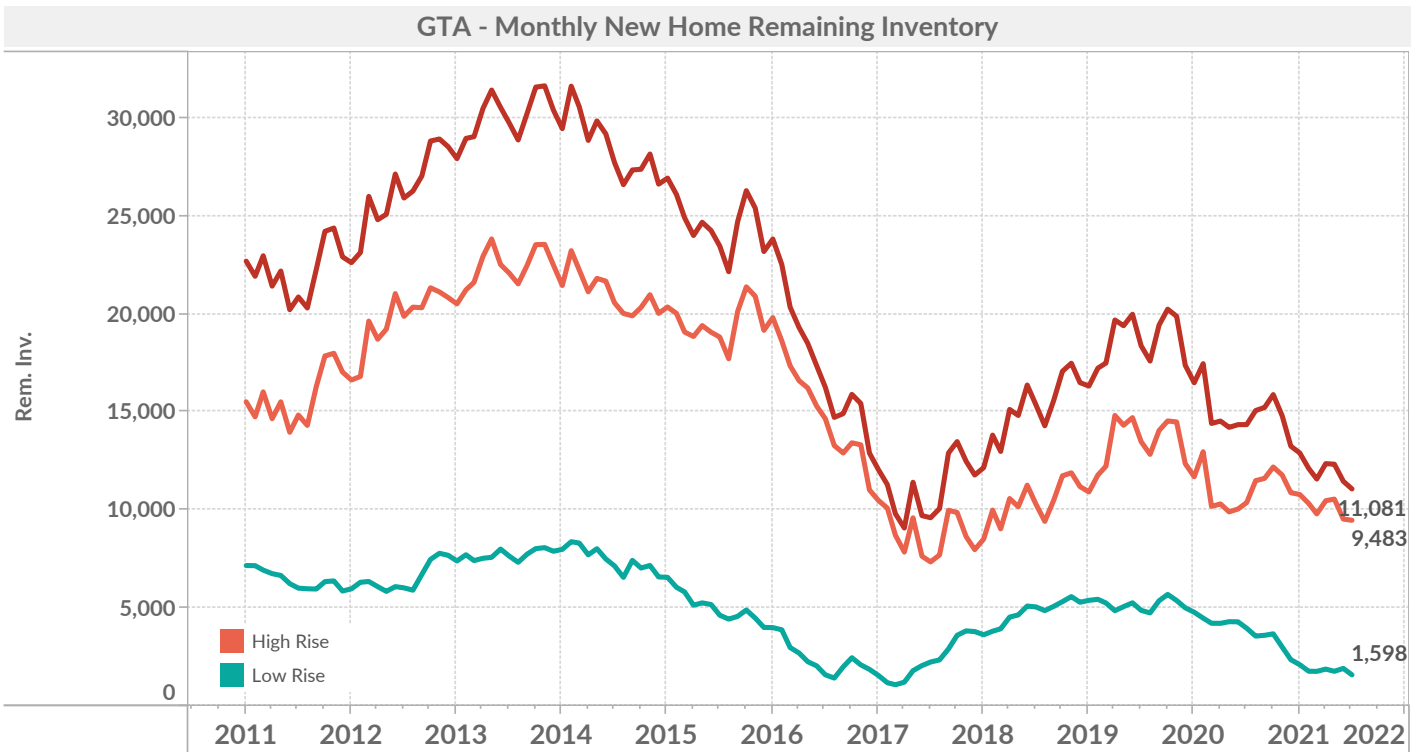
GTA - Monthly New Home Remaining Inventory



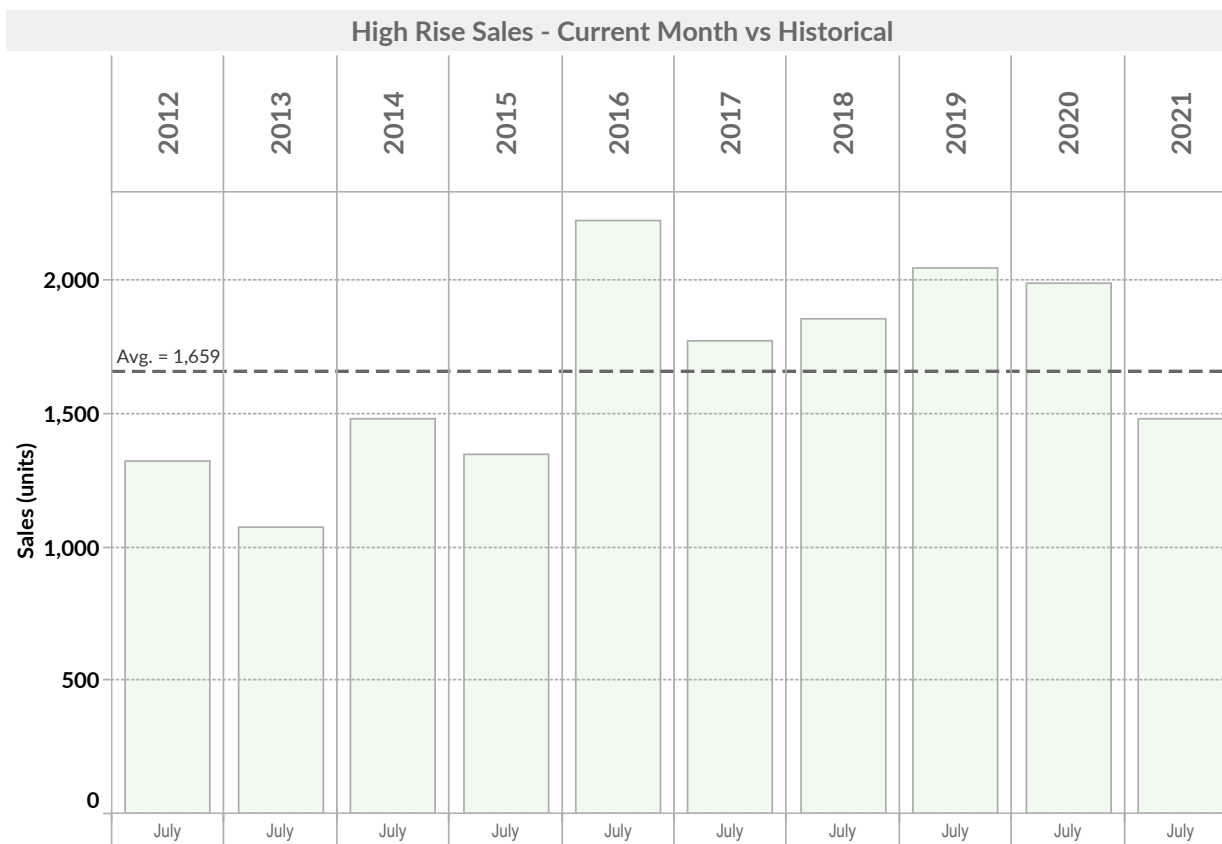
Pricing



Remaining Inventory

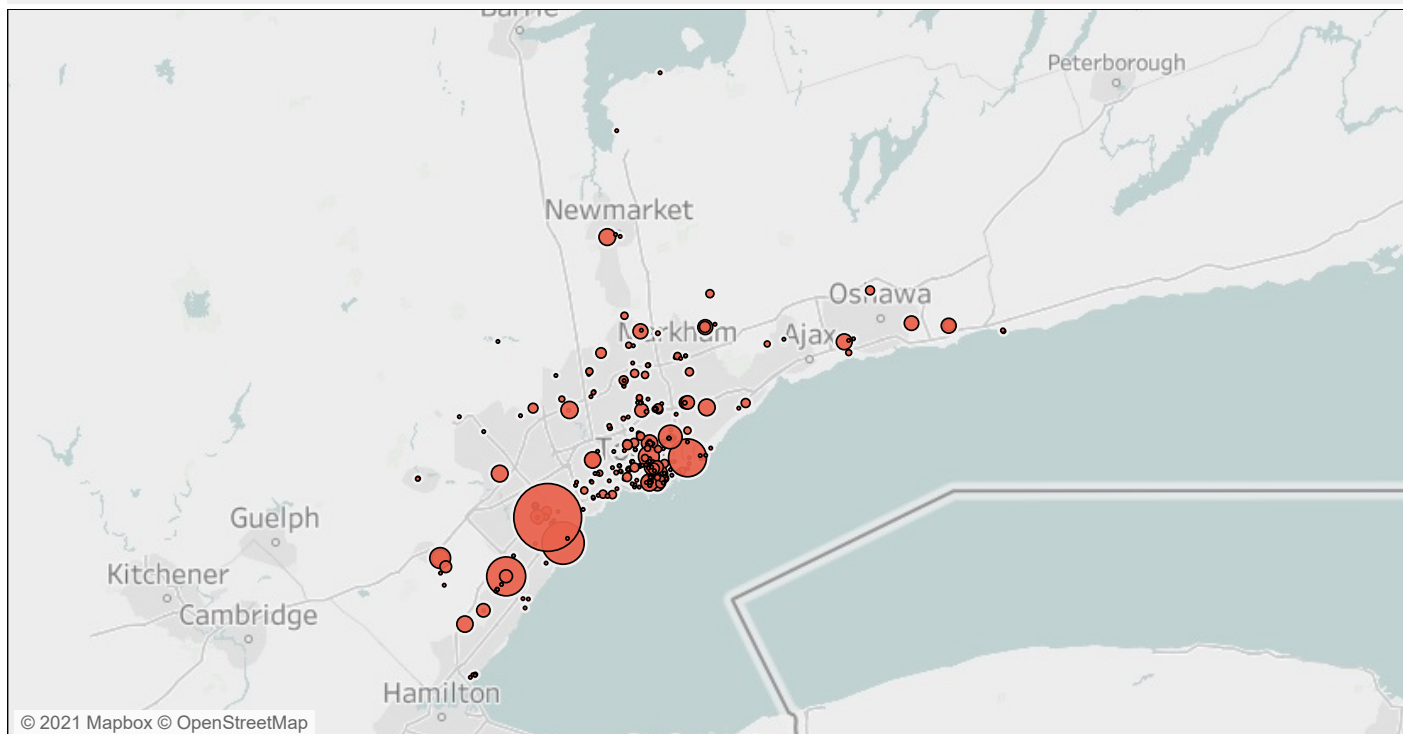


Historical Sales Comparison

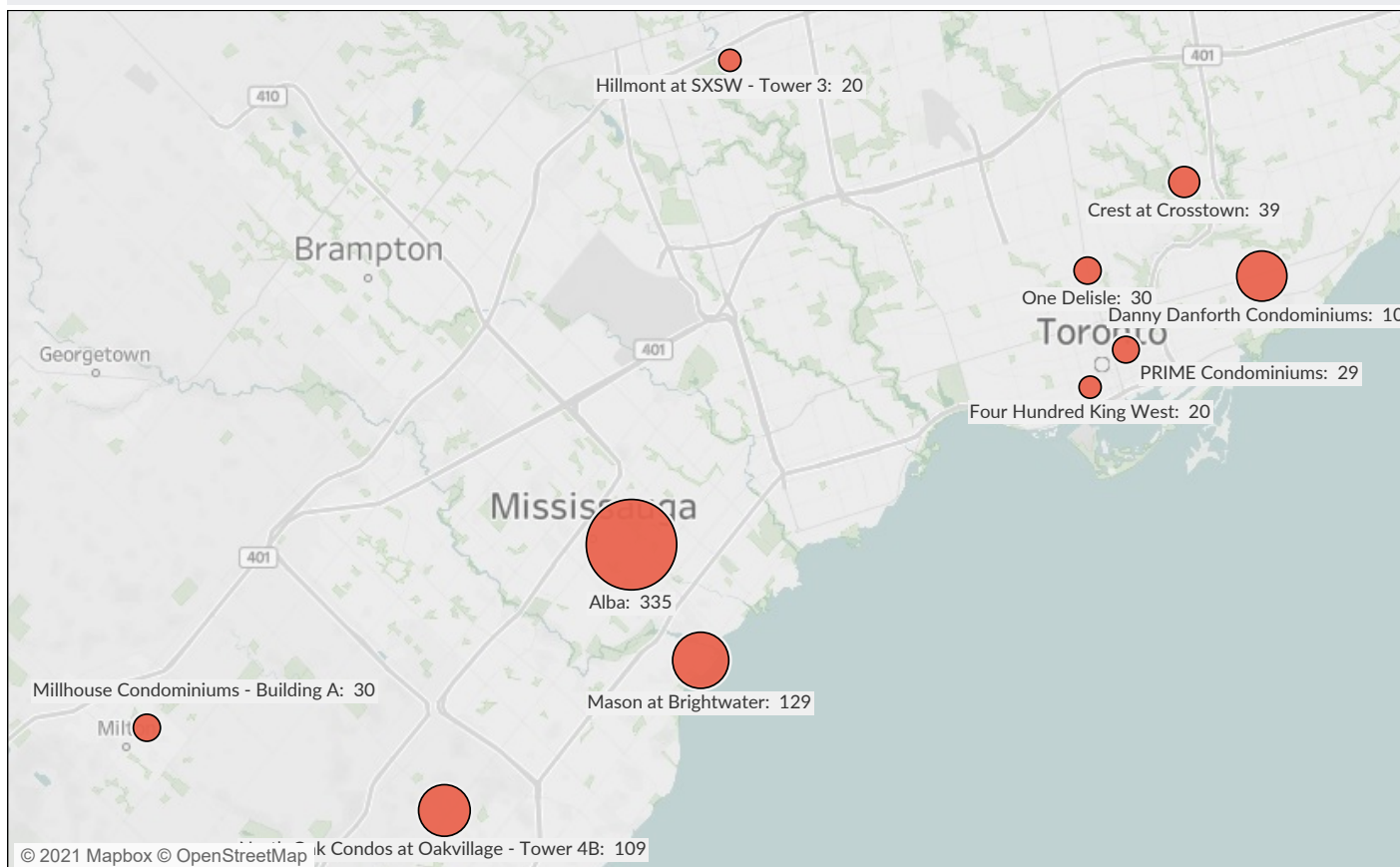


Current Sites

GTA - Active High Rise Sites by Current Month Sales



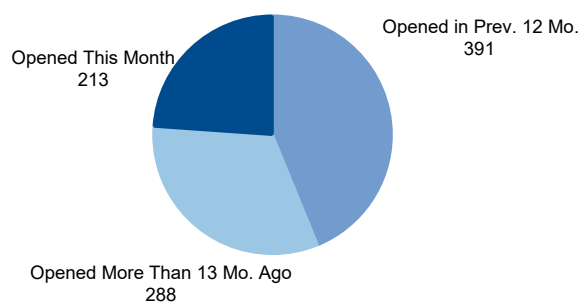
GTA - Top 10 Sites by Current Month Sales



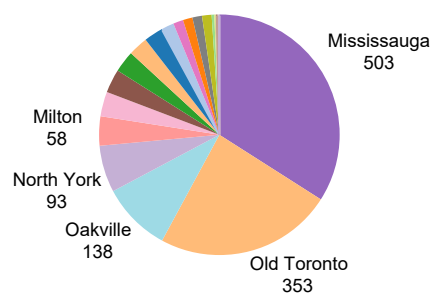
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

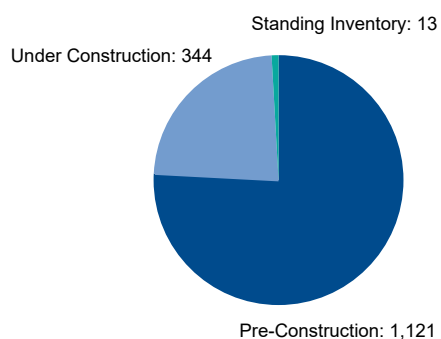
Sales by Opening Date



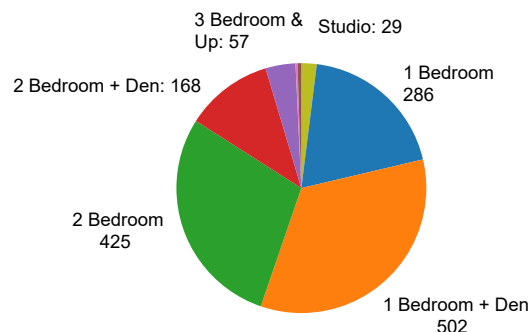
Sales by Municipality/Area



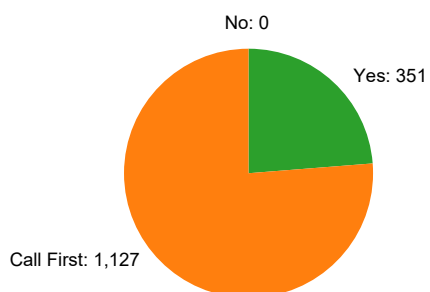
Sales by Const. Status



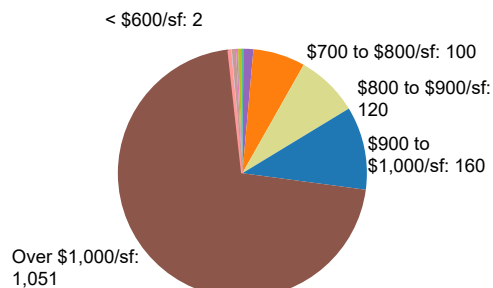
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



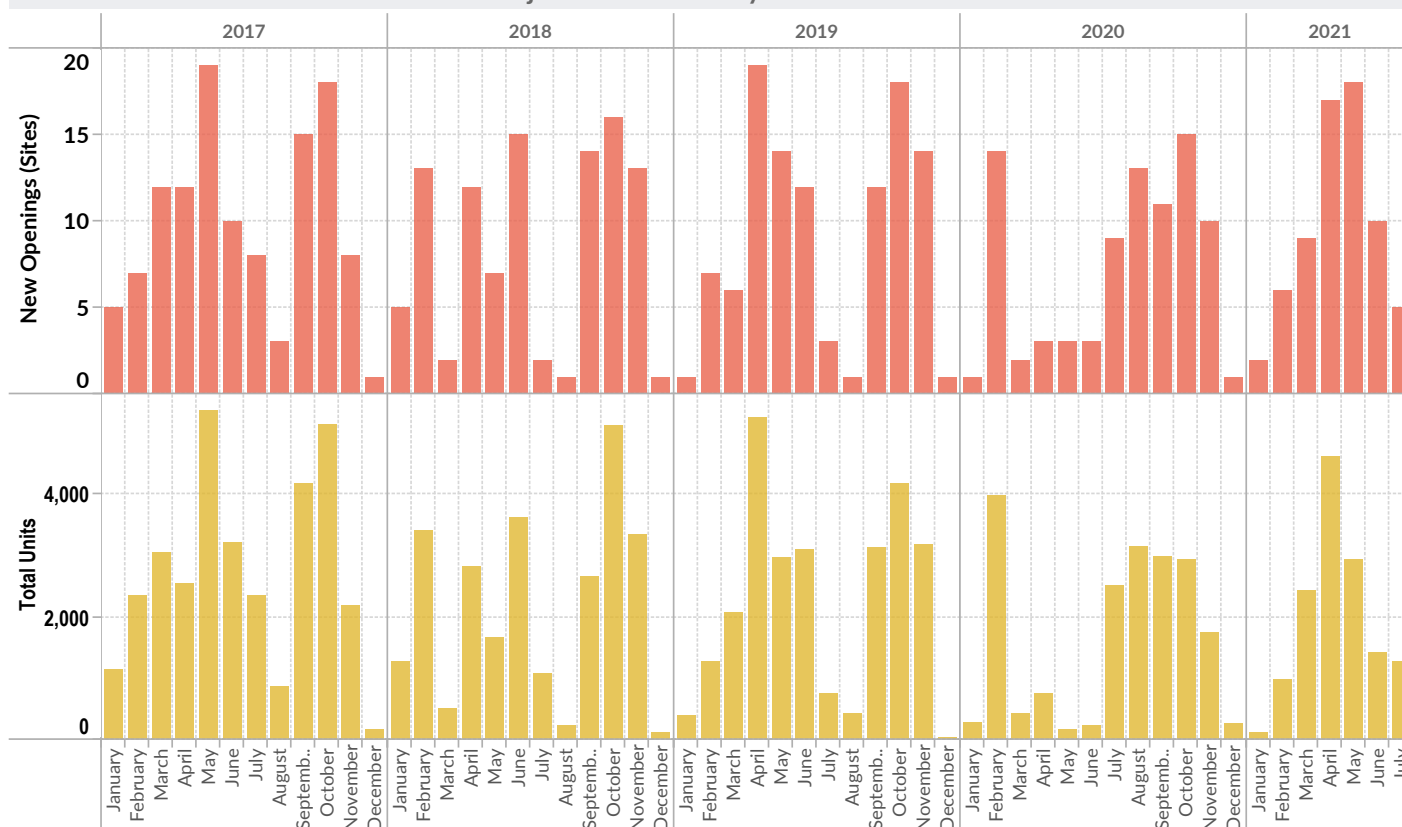
New Openings

July 2021 - New Project Launches

Site Name	Municipality	Opening Date	No# of Units	Current Month Sales	Rem Inv	Avg. Current PPF
Crest at Crosstown - Aspen Ridge Homes	North York	2021-07-07	191	39	152	\$1,169
North Oak Condos at Oakvillage - Tower 4B - Minto Developments	Oakville	2021-07-11	156	109	47	\$1,008
Alba - Edenshaw Developments	Mississauga	2021-07-13	383	335	48	\$1,044
Danny Danforth Condominiums - Gala Developments	Old Toronto	2021-07-15	137	103	34	\$1,003
Arte Residences - Emblem Developments	Mississauga	2021-07-31	413	0	413	\$1,090
Grand Total			1,280	586	694	\$1,066

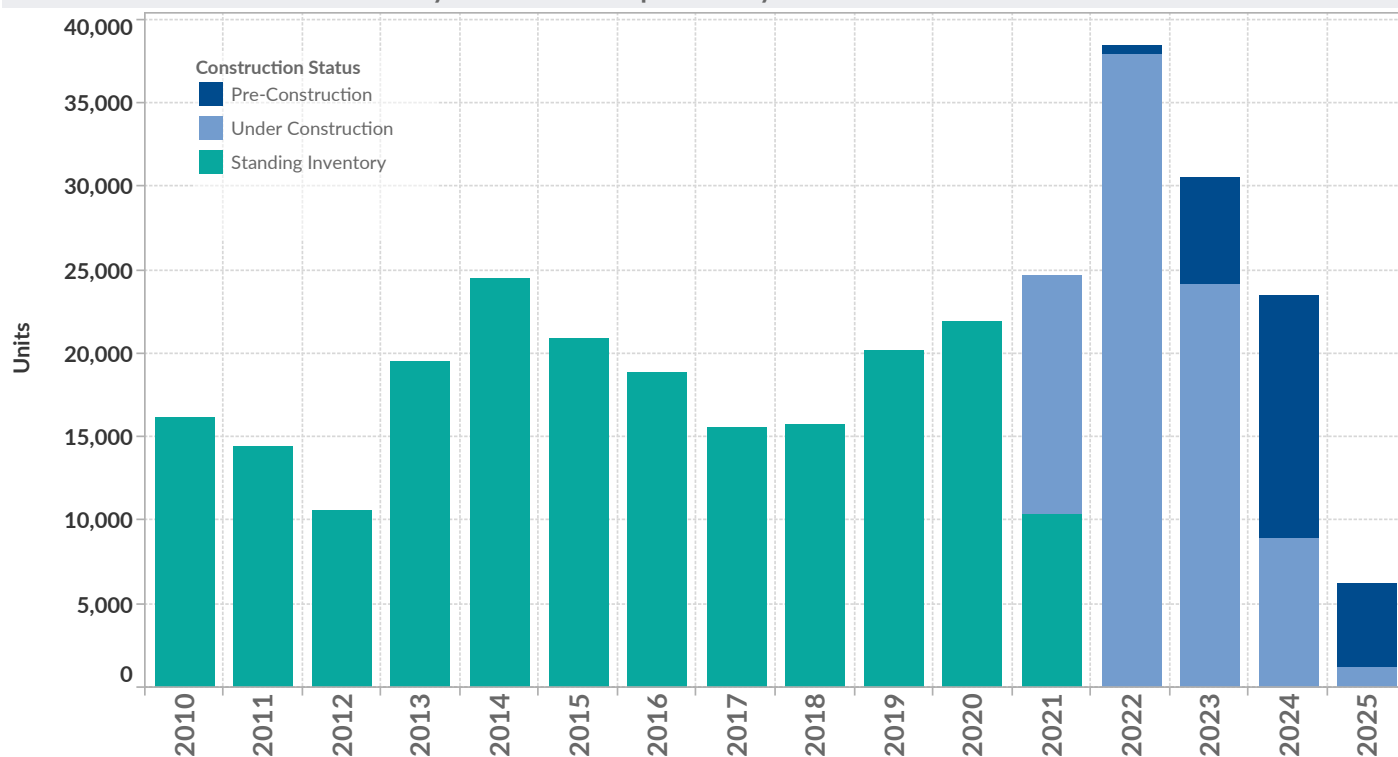
*Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

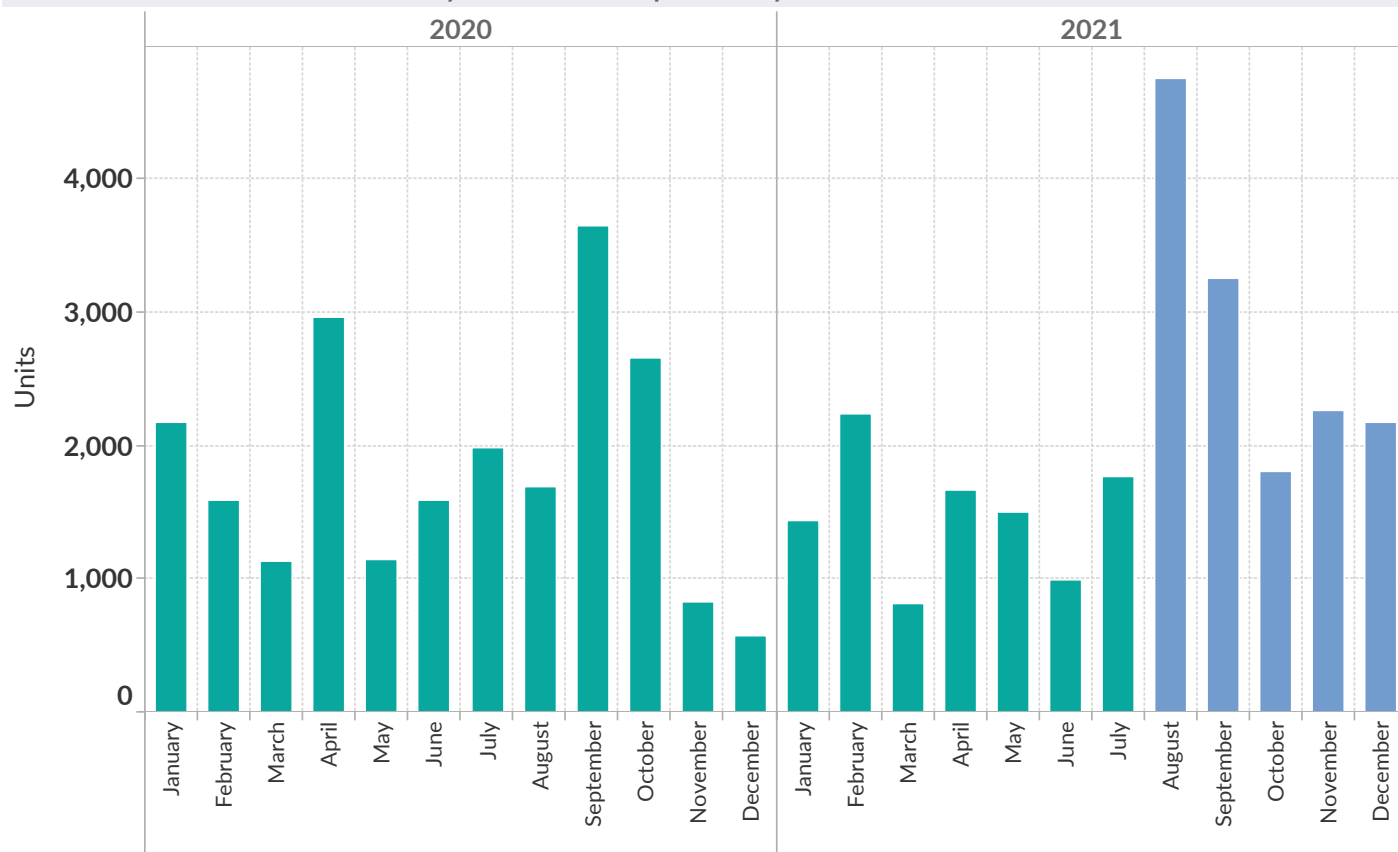


Scheduled Completions

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	2021												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Menkes	1	100	0	737	235	175	1						1,249	7.3%
CentreCourt Developments Inc.	11	10	607	447	66	28	29						1,198	7.0%
QuadReal Property Group				737	233	175							1,145	6.7%
Urban Capital Property Group	18	13	19	646	203	42	7						948	5.5%
Rogers Real Estate Development Limited	5	7	7	642	193	33	3						890	5.2%
Fernbrook Homes	48	326	45	1	6	338	49						813	4.7%
Vandyk Properties Inc.	0	0	0	370	381	0	0						751	4.4%
Basis International Inc.	0	0	599	0	0	0	0						599	3.5%
Concord Adex	2	15	388	71	73	18	14						581	3.4%
Daniels Corporation	16	37	33	112	97	255	20						570	3.3%
Centrestone Urban Developments Inc.				440	66	28	29						563	3.3%
Kilmer Group	5	16	149	11	9	220	132						542	3.2%
Liberty Development Corporation	24	33	382	41	21	11	24						536	3.1%
Tridel	52	90	65	138	56	33	11						445	2.6%
Plaza	1	5	363	10	20	12	22						433	2.5%
Amacon Developments	1	0	0	0	0	400	0						401	2.3%
Kairlin Corporation	6	22	204	10	90	41	25						398	2.3%
Diamond Corp	5	16	7	2	2	220	130						382	2.2%
Cartiera Private Equities Inc.					337	9	2						348	2.0%
Mallany Homes	1	14	30	186	99	7	3						340	2.0%
ADI Development Group	0	2	1	10	3	304	19						339	2.0%
Edenshaw Developments	1	0	0	1	0	0	335						337	2.0%
Minto Developments	2	10	29	152	7	0	122						322	1.9%
95 Developments	0	64	2	0	116	120	12						314	1.8%
DREAM	0	0	142	15	8	3	132						300	1.7%
Total (All 203 Builders)	691	1,712	3,535	4,036	3,002	2,710	1,478						17,164	

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 %
	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.			
Menkes	147	408	490	340	98	1	100	0	737	235	175	1	2,732	9.9%	
QuadReal Property Group		399	490	338	98				737	233	175		2,470	9.0%	
CentreCourt Developments Inc.	419	26	9	10	4	11	10	607	447	66	28	29	1,666	6.1%	
Fernbrook Homes	0	0	0	356	118	48	326	45	1	6	338	49	1,287	4.7%	
Daniels Corporation	28	491	57	77	9	16	37	33	112	97	255	20	1,232	4.5%	
Urban Capital Property Group	13	27	78	21	9	18	13	19	646	203	42	7	1,096	4.0%	
Kilmer Group	0	143	296	57	20	5	16	149	11	9	220	132	1,058	3.8%	
Liberty Development Corporation	4	379	38	10	17	24	33	382	41	21	11	24	984	3.6%	
Rogers Real Estate Development Limited	11	27	8	8	5	5	7	7	642	193	33	3	949	3.4%	
Diamond Corp	8	161	307	60	20	5	16	7	2	2	220	130	938	3.4%	
Vandyk Properties Inc.	0	0	0	0	0	0	0	0	370	381	0	0	751	2.7%	
Concord Adex	13	15	11	14	11	2	15	388	71	73	18	14	645	2.3%	
Cortel Group	187	73	105	43	27	21	27	46	61	15	16	11	632	2.3%	
Tridel	19	14	59	9	82	52	90	65	138	56	33	11	628	2.3%	
DREAM	0	0	296	0	15	0	0	142	15	8	3	132	611	2.2%	
Basis International Inc.	0	0	0	0	0	0	0	599	0	0	0	0	599	2.2%	
Centrestone Urban Developments Inc.									440	66	28	29	563	2.0%	
Graywood Developments	0	229	75	15	13	16	35	41	17	60	22	26	549	2.0%	
Phantom Developments	0	229	72	26	18	8	36	38	16	21	30	25	519	1.9%	
Plaza	0	43	0	24	0	1	5	363	10	20	12	22	500	1.8%	
Crystal Homes				258	59	1	152	16	1				487	1.8%	
Parallax Development Corporation	412	24	9	10	4	10	8	7					484	1.8%	
Mattamy Homes	21	12	48	55	2	1	14	30	186	99	7	3	478	1.7%	
Empire	247	38	17	0	2	1	10	56	36	16	33	8	464	1.7%	
FramBuilding Group and Slokker		0	296	0	15						0	129	440	1.6%	
Total (All 211 Builders)	2,350	2,748	2,496	1,800	950	691	1,712	3,535	4,036	3,002	2,710	1,478	27,508		

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 July
Alba - Edenshaw Developments	Mississauga	Apartment	1 Bedroom	104
			1 Bedroom + Den	124
			2 Bedroom + Den	24
			2 Bedroom	83
			Total	335
Mason at Brightwater - Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Mississauga	Apartment	1 Bedroom	28
			1 Bedroom + Den	53
			2 Bedroom + Den	25
			2 Bedroom	23
			Total	129
North Oak Condos at Oakvillage - Tower 4B - Minto Developments	Oakville	Apartment	1 Bedroom	37
			1 Bedroom + Den	43
			2 Bedroom + Den	4
			2 Bedroom	25
			Total	109
Danny Danforth Condominiums - Gala Developments	Old Toronto	Apartment	1 Bedroom	23
			1 Bedroom + Den	54
			2 Bedroom + Den	3
			2 Bedroom	19
			Studio	4
			Total	103
Crest at Crosstown - Aspen Ridge Homes	North York	Apartment	1 Bedroom	7
			1 Bedroom + Den	15
			2 Bedroom + Den	0
			3 Bedroom & Up	3
			2 Bedroom	14
			Total	39
Millhouse Condominiums - Building A - Fernbrook Homes	Milton	Apartment	1 Bedroom	0
			1 Bedroom + Den	13
			3 Bedroom & Up	0
			2 Bedroom	17
			Total	30

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,054/sf
	Etobicoke	\$928/sf
	North York	\$1,148/sf
	Old Toronto	\$1,546/sf
	Scarborough	\$907/sf
	York	\$1,030/sf
905 Area	905 All Muni.	\$912/sf

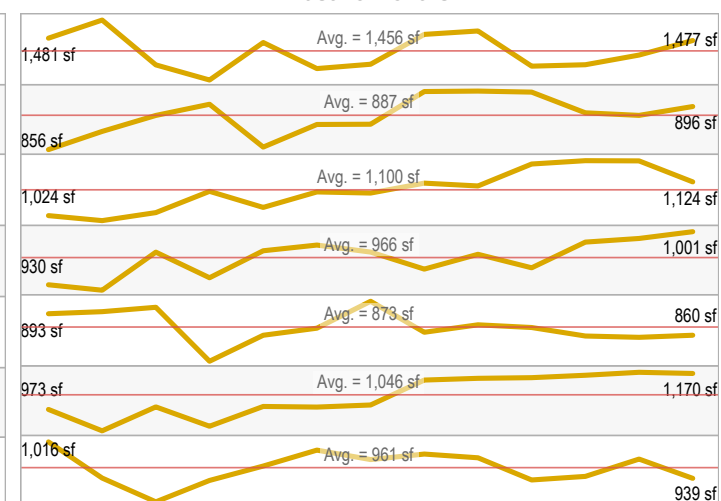
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,477 sf
	Etobicoke	896 sf
	North York	1,124 sf
	Old Toronto	1,001 sf
	Scarborough	860 sf
	York	1,170 sf
905 Area	905 All Muni.	939 sf

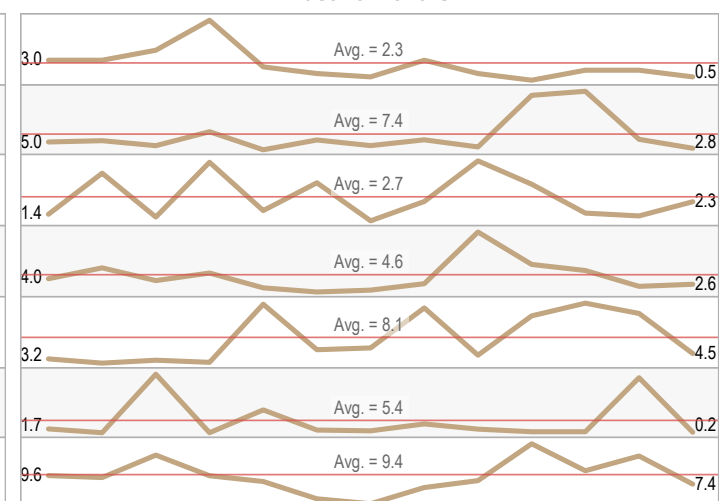
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.5
	Etobicoke	2.8
	North York	2.3
	Old Toronto	2.6
	Scarborough	4.5
	York	0.2
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	July-2020				July-2021			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	• 3			• 3	• 34			• 34
Central Waterfront	Old Toronto	• 21			• 21	• 20			• 20
Don Mills - York Mills	North York	• 23		• 0	• 23	• 43		• 3	• 46
Downtown Core	Old Toronto	• 17			• 17	• 16			• 16
Downtown East	Old Toronto	• 458			• 458	• 55			• 55
Downtown West	Old Toronto	• 6			• 6	• 38			• 38
Etobicoke Waterfront	Etobicoke	• 0			• 0	• 4			• 4
Highway7 - Yonge	Markham	• 1			• 1	• 2			• 2
	Richmond Hill	• 6		• 25	• 31	• 0		• 15	• 15
Mississauga City Centre	Mississauga	• 38			• 38	• 26			• 26
North Toronto	Old Toronto	• 13			• 13	• 32		• 0	• 32
North Yonge Corridor	North York	• 21		• 0	• 21	• 16		• 0	• 16
North York East	North York	• 0		• 0	• 0	• 0		• 0	• 0
North York West	North York	• 7		• 0	• 7	• 17		• 1	• 18
Not Applicable	Brampton	• 63		• 105	• 168	• 19		• 6	• 25
	Burlington	• 11			• 11	• 19			• 19
	Caledon	• 3		• 1	• 4	• 0		• 0	• 0
	Clarington	• 6			• 6	• 39			• 39
	East York	• 3			• 3	• 1		• 0	• 1
	Etobicoke	• 80		• 30	• 110	• 43		• 0	• 43
	Georgina	• 0			• 0	• 0			• 0
	Halton Hills	• 0			• 0	• 2			• 2
	Markham	• 4			• 4	• 29		• 4	• 33
	Milton	• 18			• 18	• 58			• 58
	Mississauga	• 330		• 28	• 358	• 476		• 1	• 477
	Newmarket	• 4	• 0		• 4	• 0	• 0	• 19	• 19
	Oakville	• 196		• 6	• 202	• 138		• 0	• 138
	Old Toronto	• 0			• 0	• 0			• 0
	Oshawa	• 12			• 12	• 5			• 5
	Pickering	• 9		• 0	• 9			• 2	• 2
	Richmond Hill			• 0	• 0			• 5	• 5
	Scarborough	• 26		• 25	• 51	• 49		• 0	• 49
	Vaughan	• 210		• 0	• 210	• 34		• 0	• 34
	Whitby	• 4		• 1	• 5	• 17		• 2	• 19
	Whitchurch-Stouffville	• 4			• 4	• 4			• 4
	York	• 5			• 5	• 1			• 1
Sheppard Corridor	North York	• 2		• 0	• 2	• 11		• 2	• 13
Thornhill	Markham	• 4			• 4	• 3			• 3
	Vaughan	• 144			• 144	• 9			• 9
Toronto East	Old Toronto	• 9		• 0	• 9	• 111			• 111
Toronto West	Old Toronto	• 5		• 0	• 5	• 14		• 0	• 14
Yonge - St. Clair	Old Toronto	• 2		• 0	• 2	• 33		• 0	• 33
Grand Total		• 1,768	• 0	• 221	• 1,989	• 1,418	• 0	• 60	• 1,478

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	● 523			● 523	● 342			● 342
Central Waterfront	Old Toronto	● 530			● 530	● 736			● 736
Don Mills - York Mills	North York	● 372		● 16	● 388	● 326		● 42	● 368
	Old Toronto								
Downtown Core	Old Toronto	● 1,187			● 1,187	● 263			● 263
Downtown East	Old Toronto	● 1,934			● 1,934	● 580			● 580
Downtown West	Old Toronto	● 1,065			● 1,065	● 909			● 909
Etobicoke Waterfront	Etobicoke	● 42			● 42	● 21			● 21
Highway7 - Yonge	Markham	● 17			● 17	● 15			● 15
	Richmond Hill	● 35		● 159	● 194	● 13		● 173	● 186
Mississauga City Centre	Mississauga	● 1,912			● 1,912	● 442			● 442
North Toronto	North York								
	Old Toronto	● 318		● 14	● 332	● 425		● 14	● 439
North Yonge Corridor	North York	● 94		● 1	● 95	● 44		● 2	● 46
	Old Toronto								
North York East	North York	● 0		● 6	● 6	● 0		● 2	● 2
North York West	North York	● 260		● 29	● 289	● 195		● 5	● 200
	Old Toronto								
	York								
Not Applicable	Ajax			● 52	● 52				
	Aurora								
	Brampton	● 200		● 306	● 506	● 24		● 2	● 26
	Burlington	● 466			● 466	● 138			● 138
	Caledon	● 39		● 0	● 39	● 8		● 0	● 8
	Clarington	● 459			● 459	● 126			● 126
	East York	● 8		● 44	● 52	● 30		● 8	● 38
	Etobicoke	● 1,604		● 40	● 1,644	● 698		● 10	● 708
	Georgina	● 18			● 18	● 15			● 15
	Halton Hills	● 72			● 72	● 61			● 61
	King								
	Markham	● 612		● 37	● 649	● 223		● 27	● 250
	Milton	● 656		● 254	● 910	● 112			● 112
	Mississauga	● 1,781		● 65	● 1,846	● 698		● 68	● 766
	Newmarket	● 33	● 1	● 122	● 156	● 2	● 3	● 18	● 23
	North York								
	Oakville	● 2,004		● 8	● 2,012	● 219		● 4	● 223
	Old Toronto	● 6			● 6	● 49			● 49
	Oshawa	● 165		● 88	● 253	● 28			● 28
	Pickering	● 8		● 194	● 202			● 53	● 53
	Richmond Hill			● 135	● 135			● 35	● 35
	Scarborough	● 1,033		● 686	● 1,719	● 235		● 8	● 243
	Uxbridge								
	Vaughan	● 3,437		● 204	● 3,641	● 352		● 29	● 381
	Whitby	● 273		● 246	● 519	● 32		● 0	● 32
	Whitchurch-Stouffville	● 61			● 61	● 42			● 42
	York	● 346		● 143	● 489	● 61			● 61
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	● 572		● 8	● 580	● 254		● 11	● 265
Thornhill	Markham	● 54			● 54	● 68			● 68
	Vaughan	● 601			● 601	● 143			● 143
Toronto East	East York								
	Old Toronto	● 487		● 9	● 496	● 137			● 137
Toronto West	Old Toronto	● 1,032		● 9	● 1,041	● 674		● 8	● 682
Yonge - St. Clair	Old Toronto	● 312		● 4	● 316	● 207		● 14	● 221
Grand Total		● 24,628	● 1	● 2,879	● 27,508	● 8,947	● 3	● 533	● 9,483

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