The Altus Group Condominium Apartment Monitor

GTA Edition

Data as of October 2021

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New Condominium Apartment Dashboard

October 2021			YTD October 2021	
Sales	**Inventory**	**Benchmark Price**	**Sales**	**Benchmark Price**
3,168	**11,973**	**$1,052,208**	**26,305**	**$1,055,856**
27% ▲	**-1%** ▼	**6%** ▲	**47%** ▲	**8%** ▲
4th highest October on record	***Well below the 10-year average***	***Below the July 2021 peak***	***2nd highest YTD October on record***	***Highest YTD October on record***

% change is from same period a year earlier;
"record" is based on Altus Group tracking timeframe

Highlights

- **New condominium apartment sales** picked up in October and **are on track to finish the year higher than any year except 2017.**
- **2021 has been a stellar year for the stacked townhome segment of the new condo market.** The 2,400+ units sold through the first 10 months of the year have already surpassed the annual record set in 2016.
- **Builders continue to show confidence in the prospects for the new condo sector.** Almost 4,400 new units were launched during October, and absorption was strong in projects that opened before the last 10 days of the month.
- **Looking ahead to 2022, expect a slightly cooler, but still very solid, new condo apartment market.** Rising mortgage rates suggest demand has likely peaked for the time being, and absorption timelines may get a bit longer, but underlying fundamentals suggest this market upturn still has a lot of life left in it. This assumes there is not a resurgence of severe COVID-19 complications (additional information on the potential impact of new variants such as Omicron is needed to gain clarity on the 2022 market prospects).

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GTA Condominium Apartment Key Performance Indicators

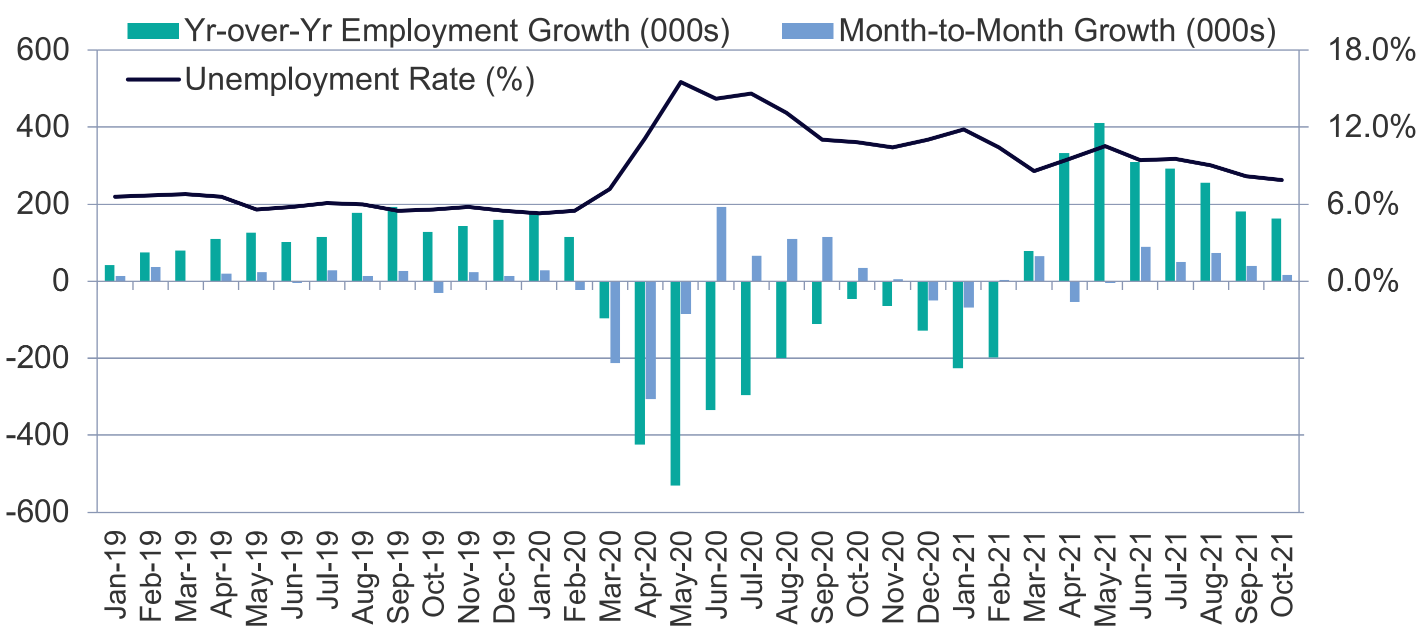
	Oct-20	Sep-21	Oct-21	*Yr-Over-Yr % Change*	YTD Oct 2020	YTD Oct 2021	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	343	342	354	*3%*	330	337	*2%*
New projects opened	15	13	18	*20%*	74	110	*49%*
Units in new projects opened	3,250	3,677	4,395	*35%*	17,970	26,062	*45%*
Total sales (units)	2,494	2,538	3,168	*27%*	17,838	26,305	*47%*
Sales as % of total new & resale	*52%*	*49%*	*52%*		*50%*	*48%*	
Inventory (units)	12,037	10,918	11,973	*-1%*	10,908	10,245	*-6%*
Sales-to-inventory ratio	21%	23%	26%	*28%*	16%	26%	*61%*
Months of inventory	6.2	4.6	4.9	*-20%*	5.2	5.0	*-4%*
Benchmark price	$990,880	$1,036,831	$1,052,208	*6%*	$981,274	$1,055,856	*8%*
Price PSF Benchmark	$1,067	$1,160	$1,172	*10%*	$1,032	$1,126	*9%*
Unit size Benchmark (sq. ft)	929	894	898	*-3%*	951	938	*-1%*
Units completed	2,659	3,533	803	*-70%*	20,565	16,421	*-20%*
Resale Condominium Apartments (Toronto Real Estate Board data)							
Total sales (units)	2,260	2,664	2,899	*28%*	18,053	28,929	*60%*
New listings (units)	6,193	4,420	3,868	*-38%*	40,285	41,846	*4%*
Inventory ("active listings", units)	7,651	3,882	3,440	*-55%*	4,227	3,486	*-18%*
Sales-to-inventory ratio	30%	69%	84%	*185%*	51%	86%	*67%*
Months of inventory	4.3	1.4	1.2	*-71%*	2.4	1.4	*-40%*
Average price of units sold	$622,122	$708,521	$703,698	*13%*	$635,427	$675,809	*6%*
HPI constant quality price index (Jan 2005=100)	294.3	324.4	337.8	*15%*	297.0	316.9	*7%*

** see end of report for Definitions*

Caution should be used in interpreting all year-over-year comparisons, given the impacts of the COVID-19 pandemic

- **GTA employment continues its recovery**, with jobs in October up for the 5th month in a row. The pace of job growth however has moderated in recent months, as **potential employment growth has likely been constrained by many available positions going unfilled** due to either lack of suitable talent to fill the positions or lack of desire to return to low-paying positions.
- **The Bank of Canada maintained the target for the overnight rate at ¼ percent at its latest rate announcement on October 27** but announced that it is ending quantitative easing *"…the main forces pushing up prices – higher energy prices and pandemic-related supply bottlenecks – now appear to be stronger and more persistent than expected ... [However], in view of ongoing excess capacity, the economy continues to require considerable monetary policy support. We remain committed to holding the policy interest rate at the effective lower bound until economic slack is absorbed so that the 2 percent inflation target is sustainably achieved. In the Bank's projection, this happens sometime in the middle quarters of 2022".* **The next rate announcement date is December 8, 2021.**
- **Effective 5 year fixed rate mortgage interest rates moved up again in the past month** *(chart next page, bottom*), negatively impacting affordability. The average special rate is now about 65 basis points higher than its recent low in early Fall 2021, and the growing premium for fixed rates is causing some shift into variable product. However, in line with the Bank of Canada position, short term rates could start to rise in mid 2022, or earlier, if inflation is not contained.

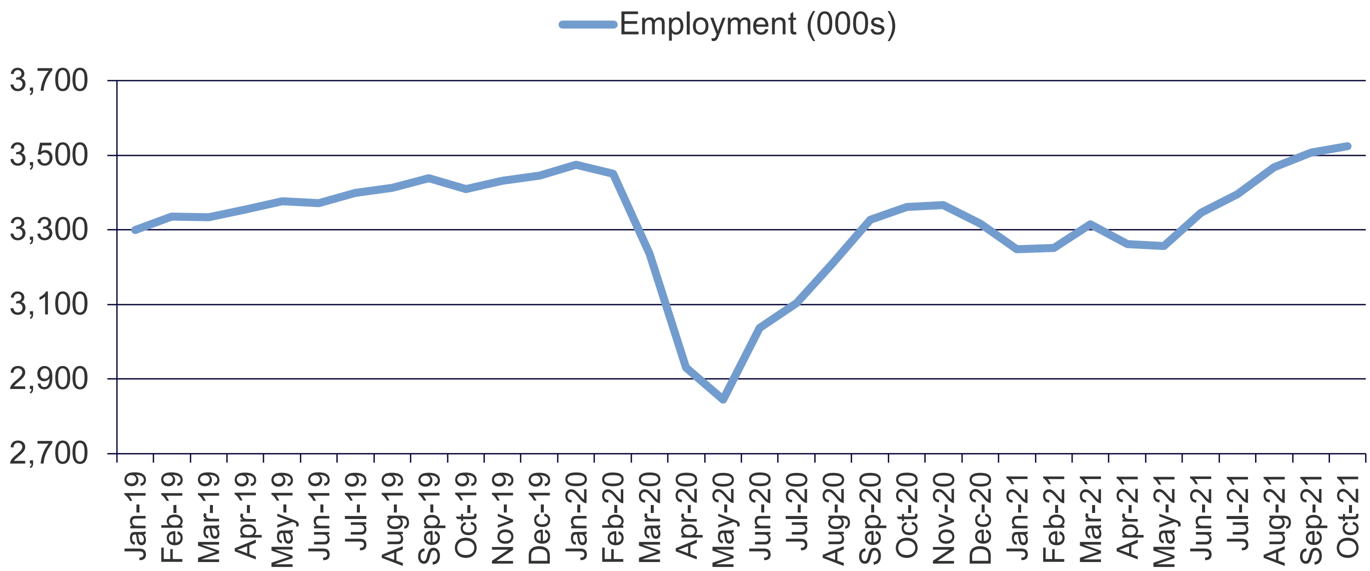
GTA Employment Snapshot*



** Data are monthly, seasonally adjusted for the Toronto CMA*

Source: Altus Group based on Statistics Canada data

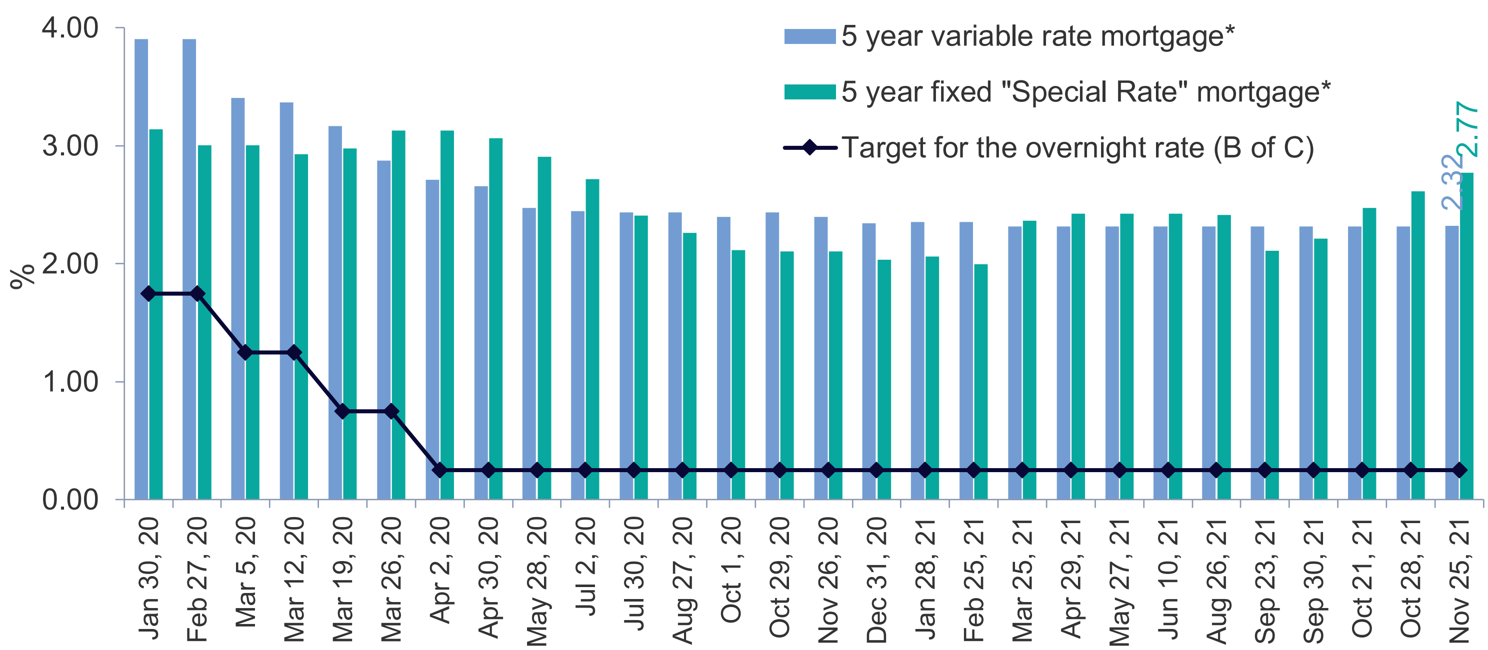
GTA Total Employment*



** Data are monthly, seasonally adjusted for the Toronto CMA*

Source: Altus Group based on Statistics Canada data

Selected Interest Rates

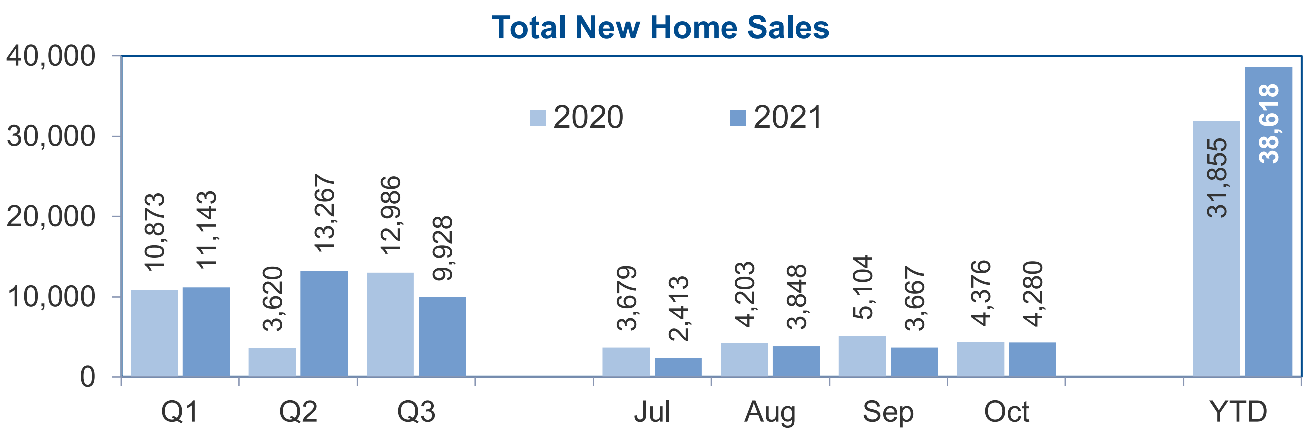


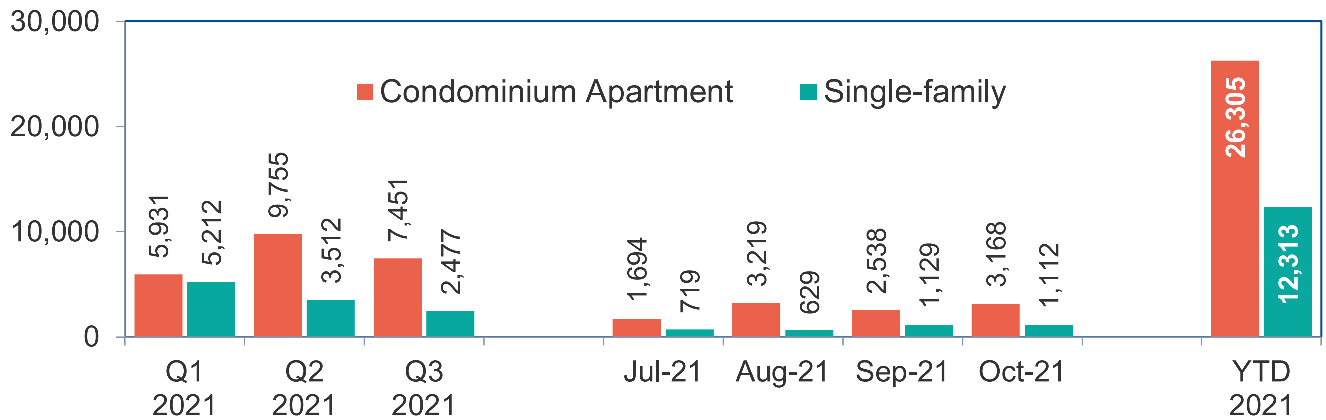
** Average for the major banks*

Source: Altus Group based on data from Bank of Canada and major bank web sites

- **Total new home sales in the GTA picked up in October**, the typical seasonal pattern. The upturn was due entirely to the condominium apartment sector, as single-family sales held relatively steady.
- Year-to-date, **total new home sales** are up by just over 20% - and **have reached their highest 10 month level in almost 20 years**. **The product mix however has changed quite dramatically over that time period** – with less than 1/3 of new homes sold in 2021 being single-family compared to over two-thirds in 2002.
- While all regions in the GTA have shared in the year-to-date improvement in total new home sales *(charts next page)*, **the City of Toronto and Durham Region have led the way**.

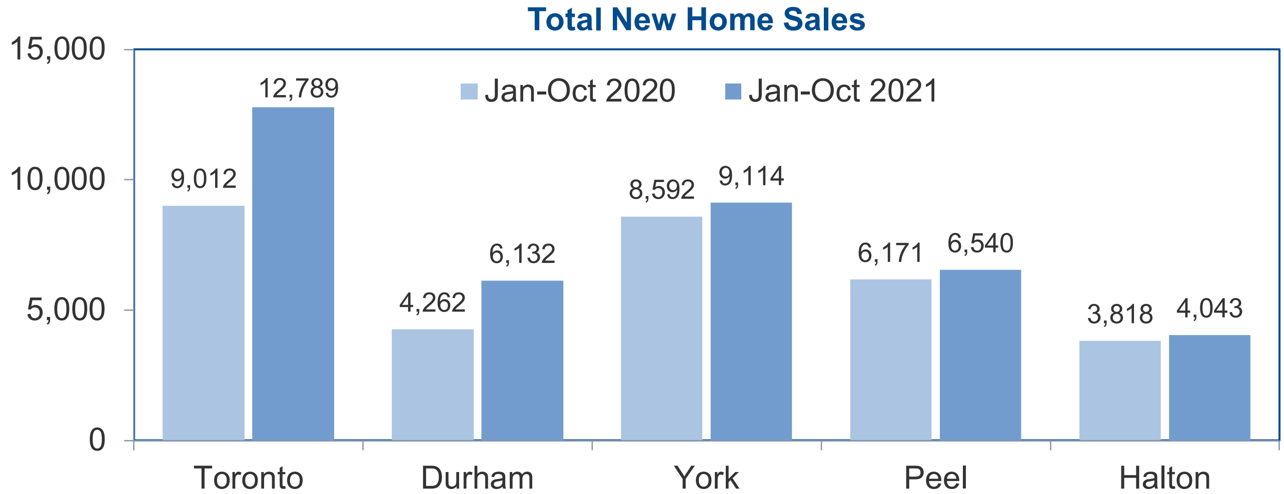
GTA New Home Sales

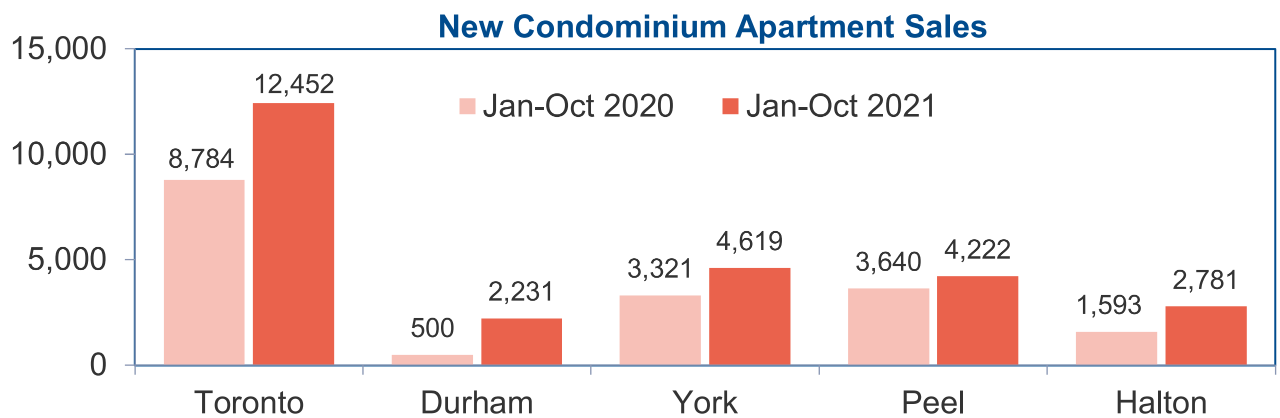


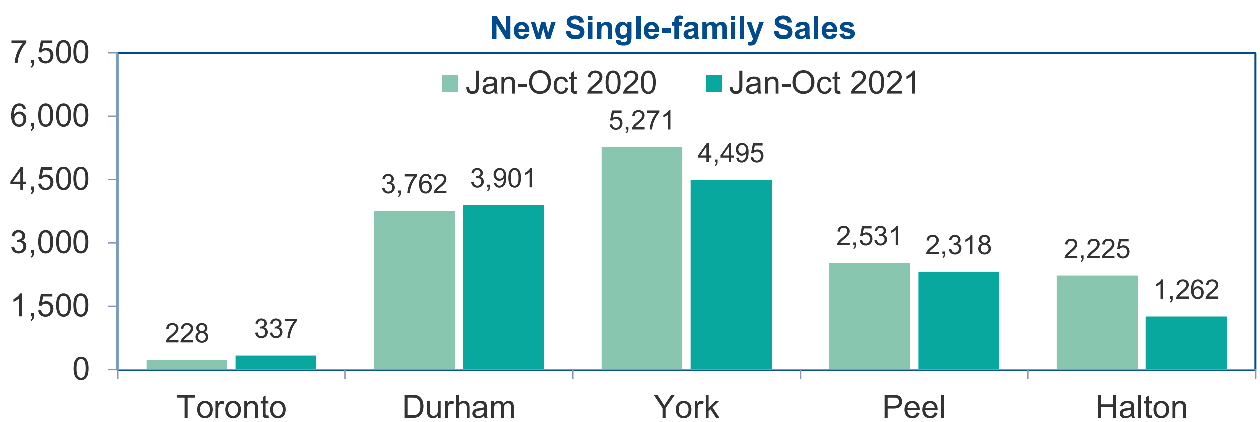


Source: Altus Group

GTA New Home Sales by Region

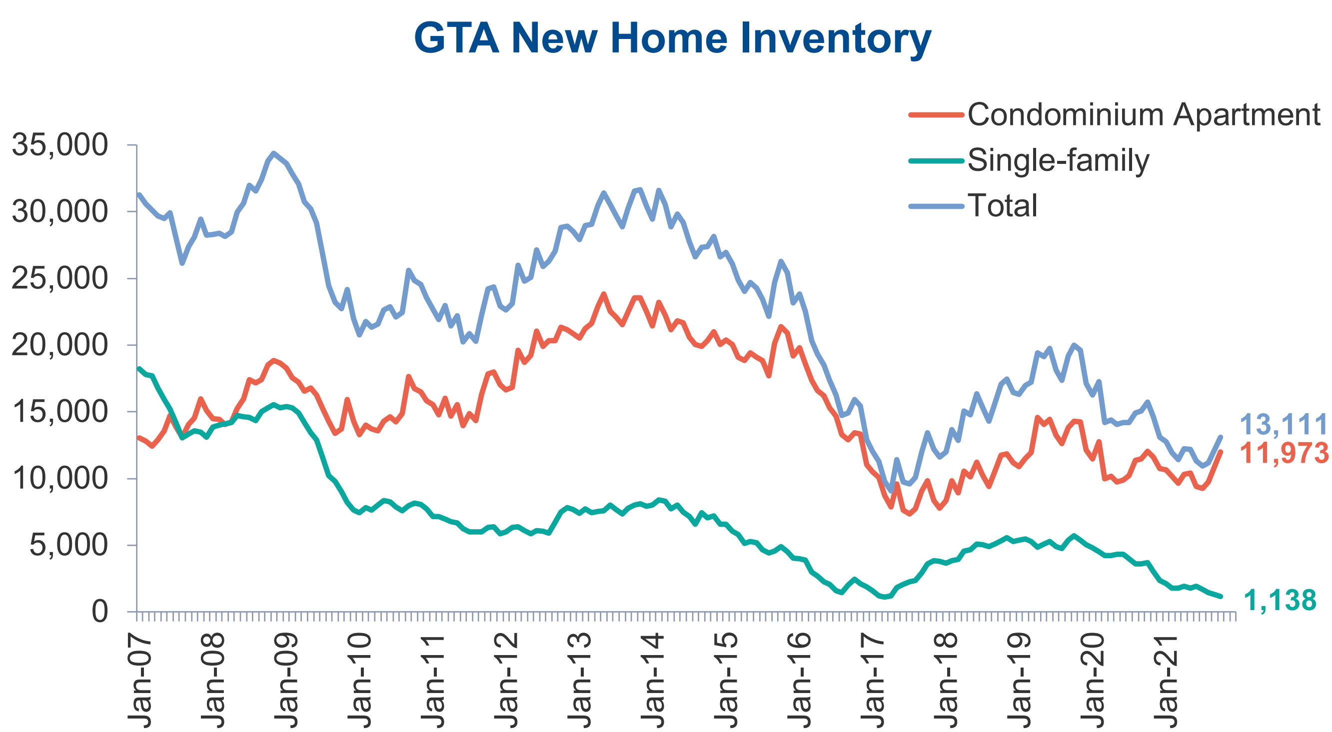






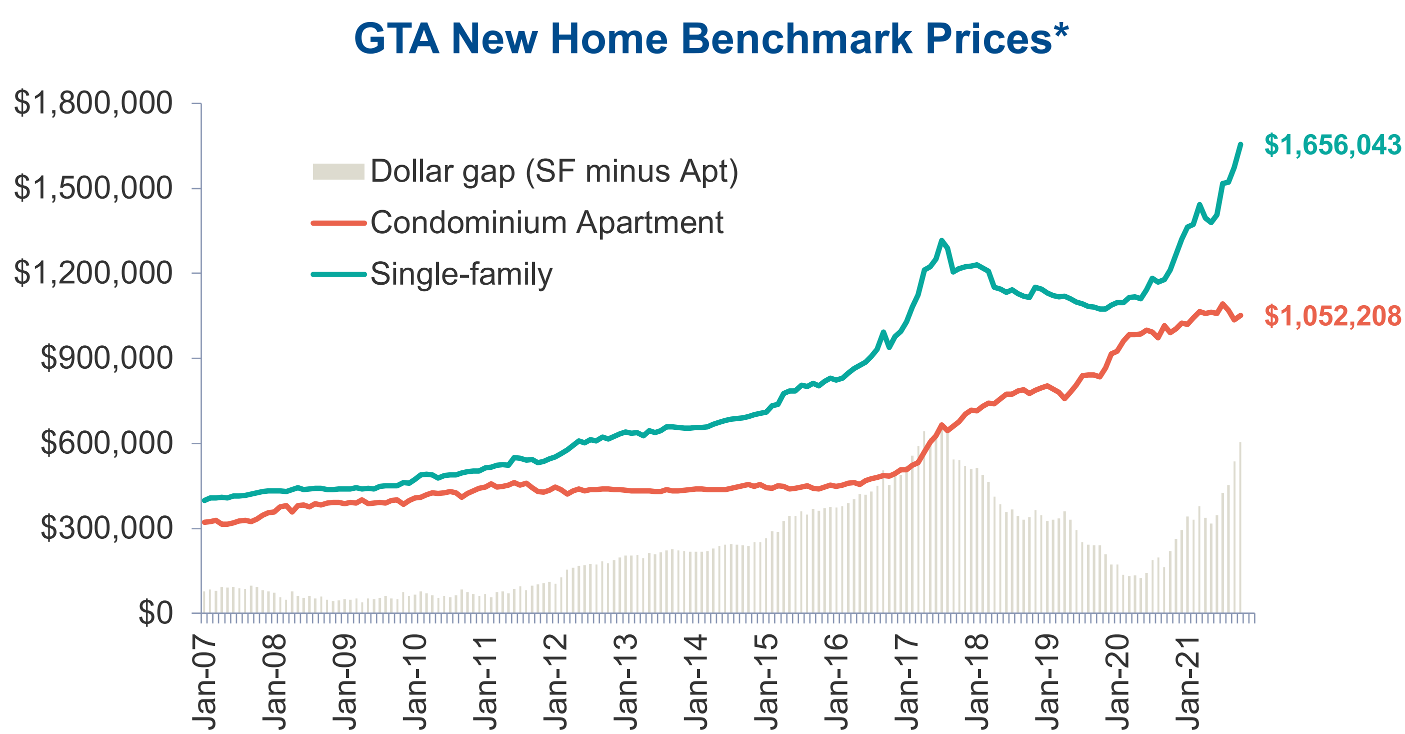
Source: Altus Group

- **Total new home inventory increased for the 3rd month in a row in October – but this is the normal seasonal pattern. In 19 of the past 21 years, inventory has increased in October.**
- **Inventory remains low in both absolute and relative terms.** The just over 13,000 units of available inventory is the lowest level yet recorded by Altus Group for October. Based on average monthly sales over the past 12 months, there was just 3-4 months of available supply – this compares to the long-term average for October of about 8 months.
- **The uptick in total inventory was due to another large influx of new condo project openings.** While units in new single-family project openings increased, it was not enough to keep pace with sales; as a result, **the inventory of new single-family homes slipped further, to just above the record low set in March 2017**.



Source: Altus Group

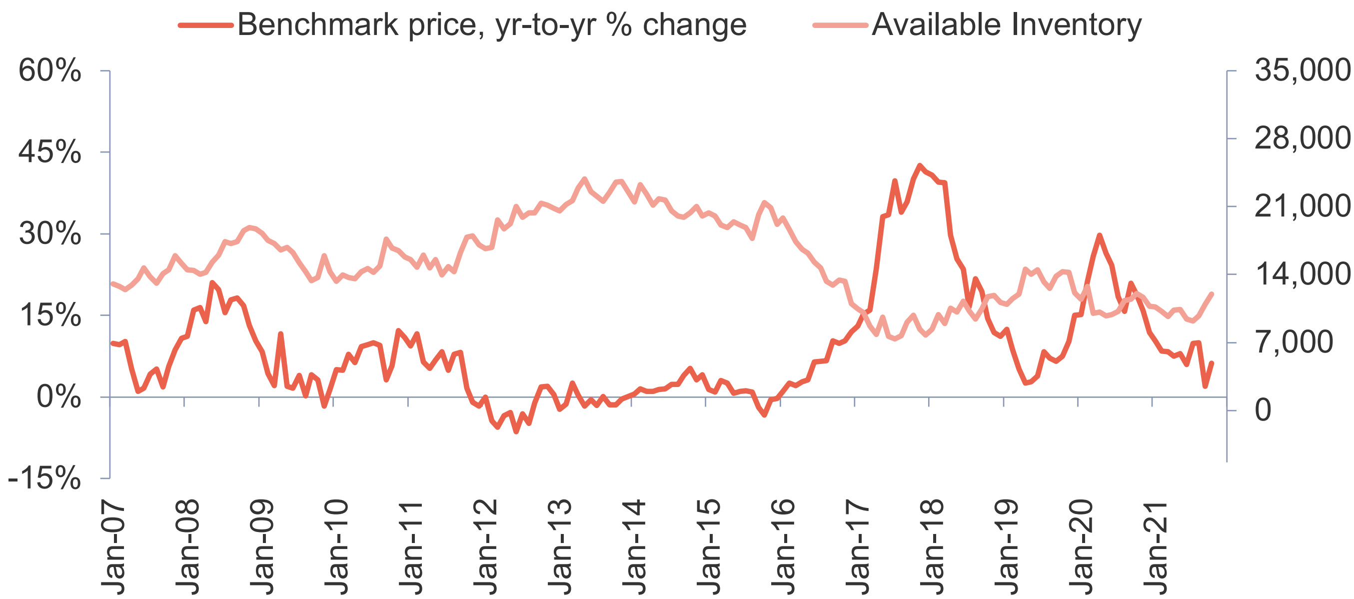
- **The benchmark price for a new single-family home moved up for the 5th month in a row** in October, setting another new record. Lack of available inventory continues to exert price pressure. The benchmark **price for a new condo apartment** moved up but **remains below the peak** of July 2021.
- **The price advantage of new condominium apartments compared to new single-family homes continues to grow.** Year-over-year price increases for new condo apartments have been generally moderating in the past 2 years, in contrast to generally accelerating year-over-year price increases for single-family homes (*charts next page*).
- It should be kept in mind that the benchmark prices represent units available to purchase at month end. For new projects opened during the month, lower-priced product may sell out more quickly, and therefore not be represented in these data.



** Average asking price of available new home inventory at end of period with outliers removed*

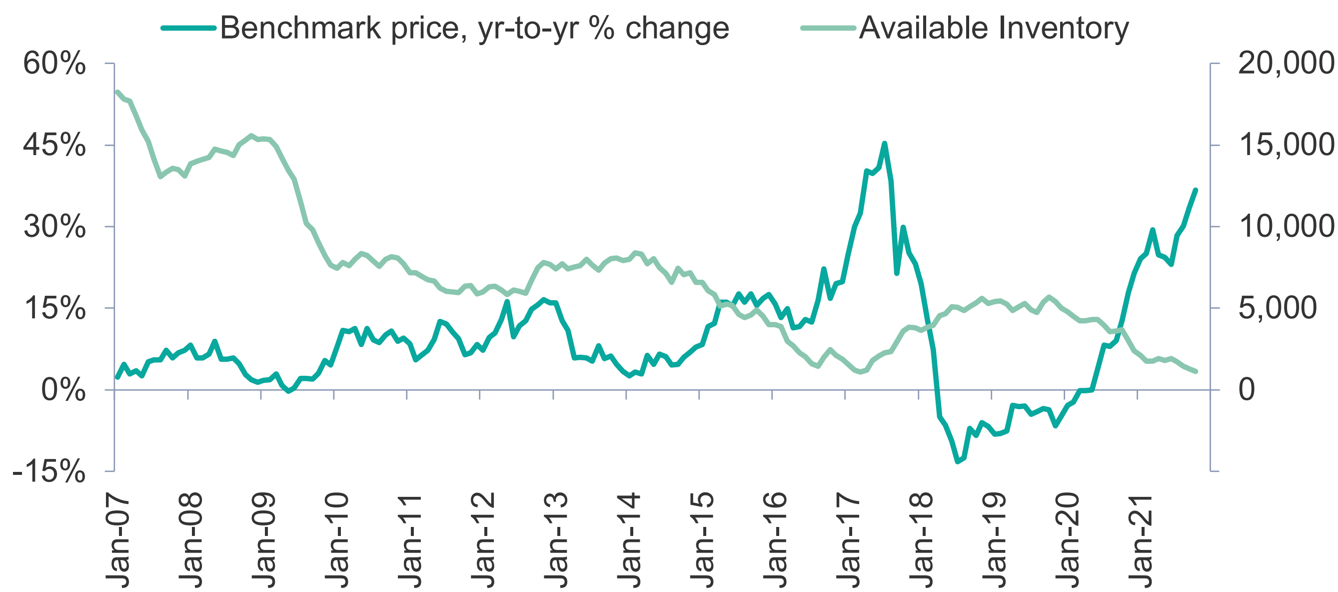
Source: Altus Group

GTA New Condominium Apartment Benchmark Price Changes and Available Inventory



Source: Altus Group

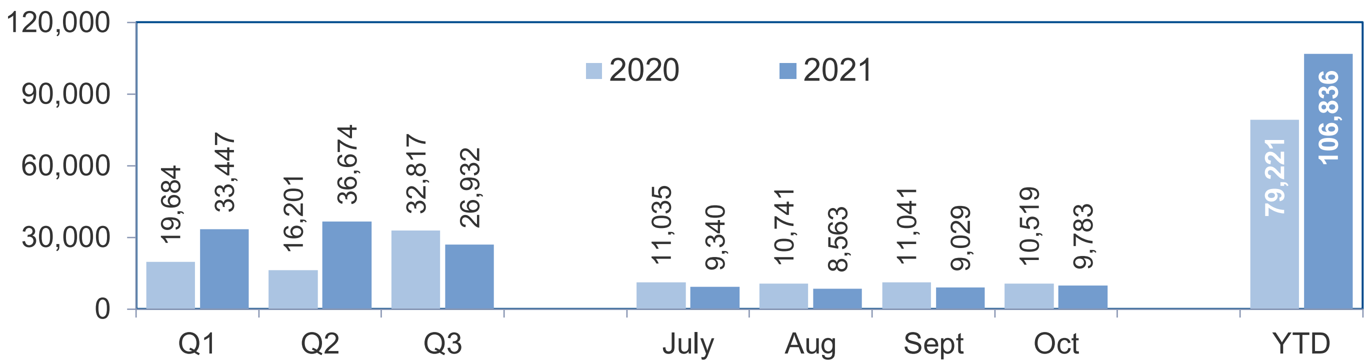
GTA New Single-Family Home Benchmark Price Changes and Available Inventory

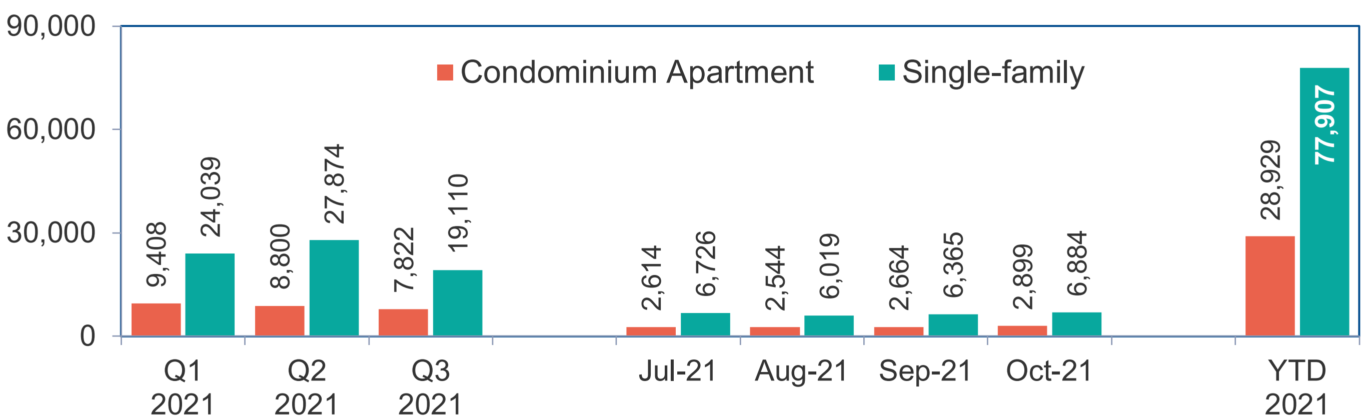


Source: Altus Group

- **Sales of existing homes have settled into more sustainable territory** after the heated market that prevailed in mid 2020 to mid 2021. However, based on the elevated sales earlier the year, **2021 is on track to break the annual record set in 2016.**
- The single-family sector, where inventory is more constrained in relative terms *(chart top of next page),* has driven the sales moderation in recent months*.* **Limited availability of single-family resale homes continues to drive prices upwards** *(chart bottom of next page).*
- **Resale condo apartment inventories are less constrained, with levels now more consistent with the years preceding the pandemic** *(chart top of next page).* This has helped to keep price increases more in check than for the single-family sector *(chart bottom of next page).*

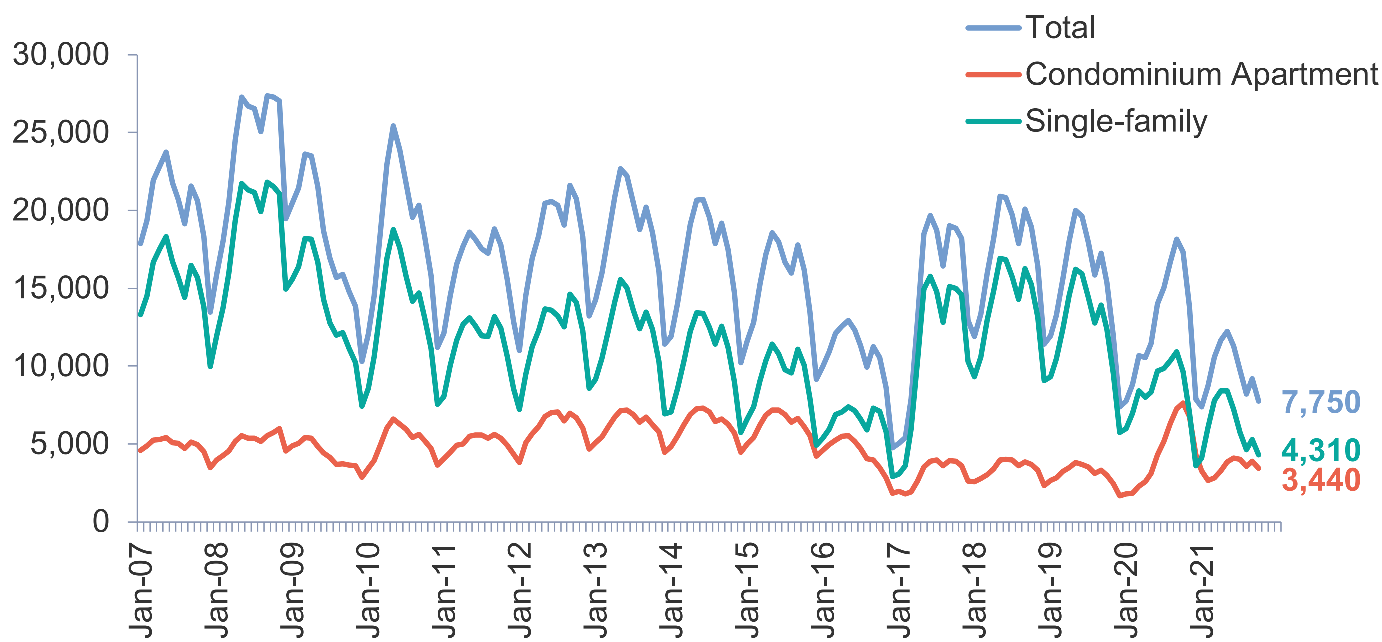
GTA Resale Home Sales





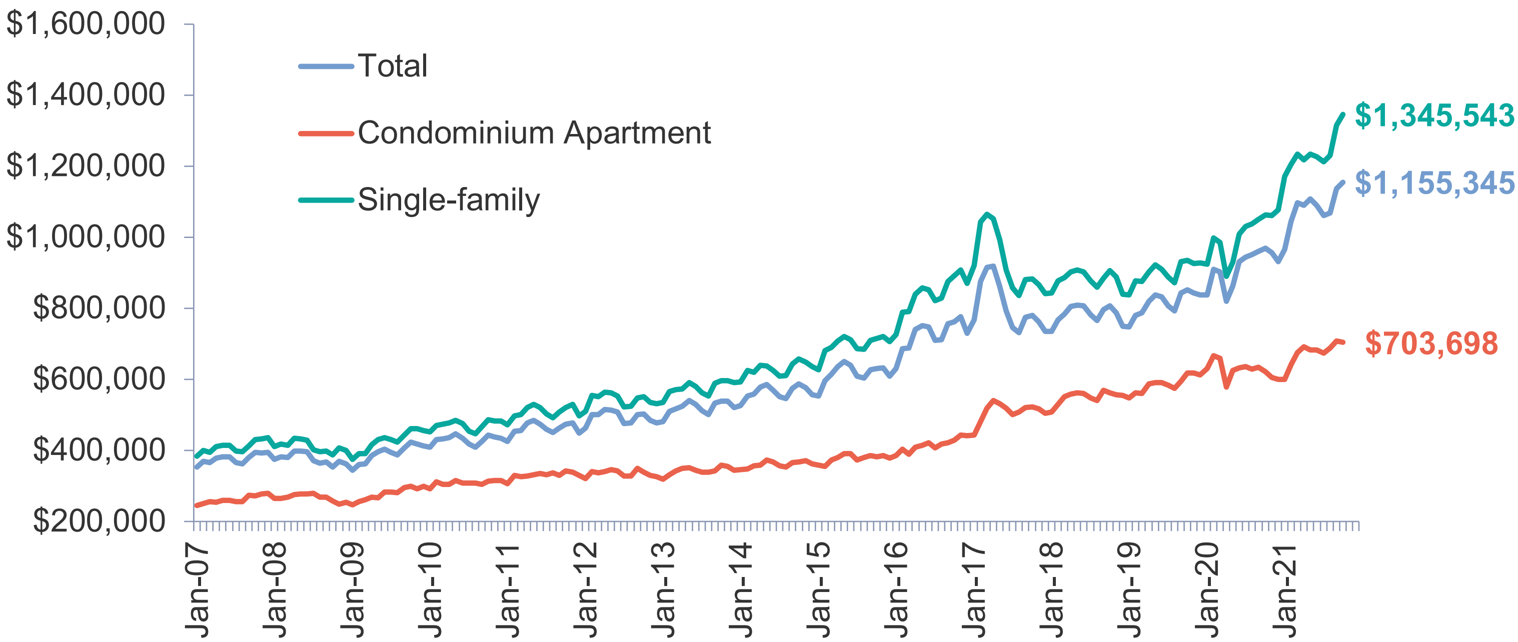
Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Resale Home Inventory ("Active Listings")



Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Resale Home Prices

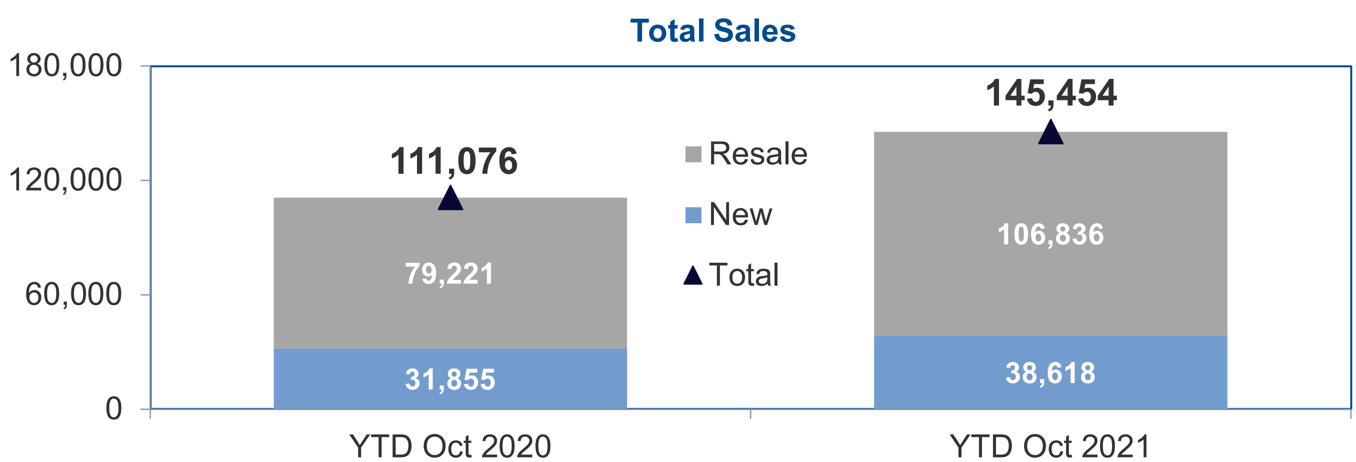


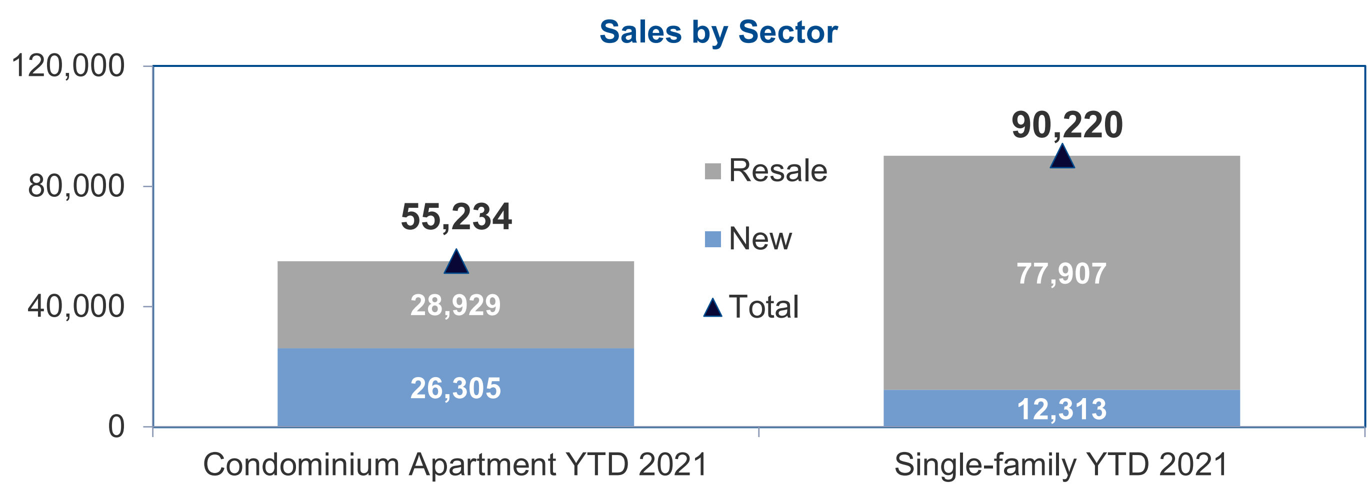
Source: Altus Group based on Toronto Regional Real Estate Board data

Overall Home Market - Sales

- **2021 has been an impressive year for total home sales in the GTA.** With 2 months left to go, the combined total of new and resale home sales, as measured by TRREB and Altus Group, has already surpassed the annual totals for all years except 2016 – and that record is likely to fall.
- Both the single-family and condo segments of the resale market have set records through the first 10 months of the year, and the new condo apartment market is having its 2nd highest year for sales. The laggard is the new single-family sector – where sales are down from last year, although above the decimated levels that characterized the 2017-2019 period.
- **The new home sector has accounted for about 1 out of every 4 home sales thus far in 2021.** For single-family sales, new homes' share is about 14% while for condo apartments it is just under half.

GTA Combined New & Resale Home Sales

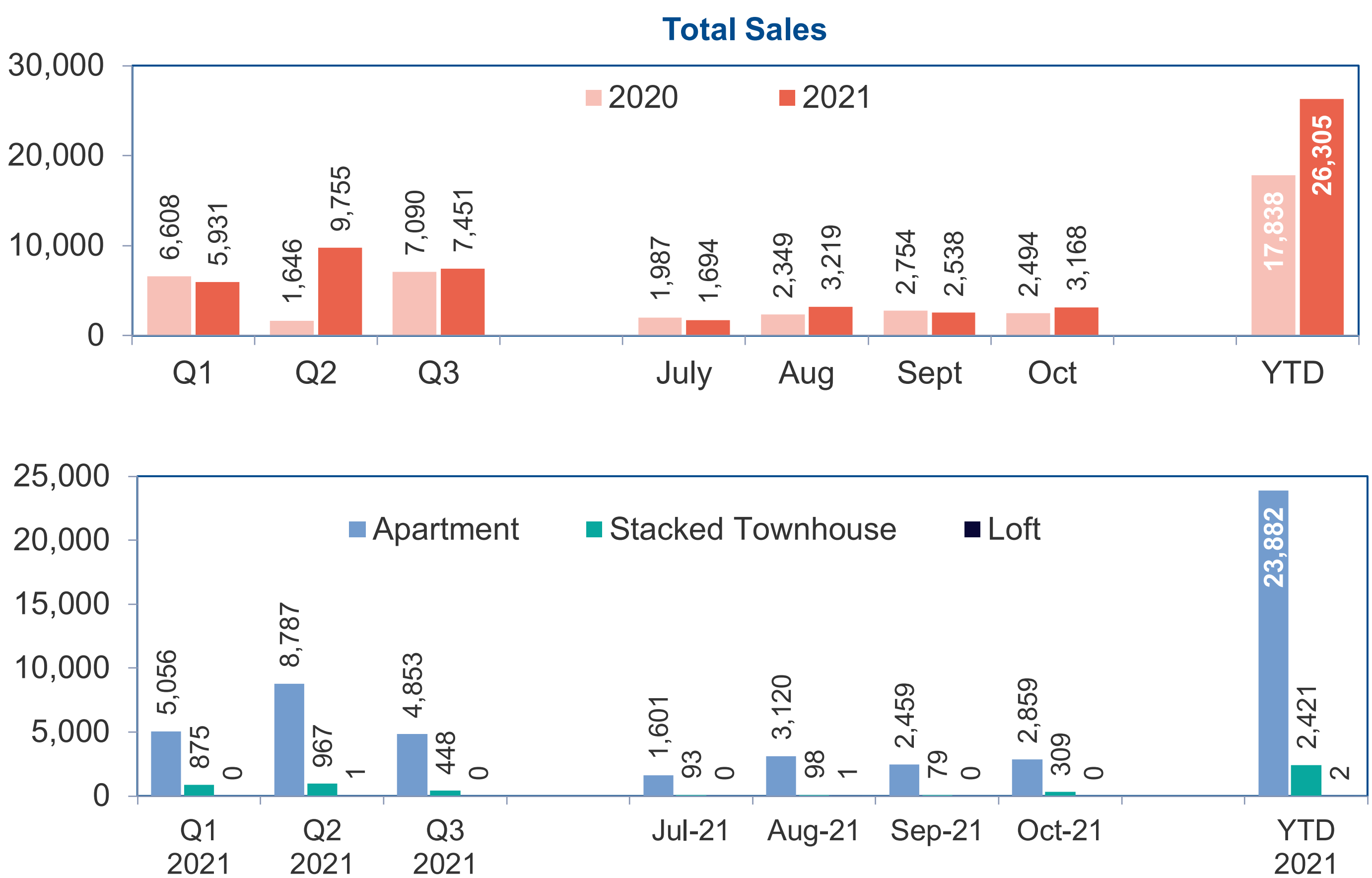




Source: Altus Group and Toronto Regional Real Estate Board data

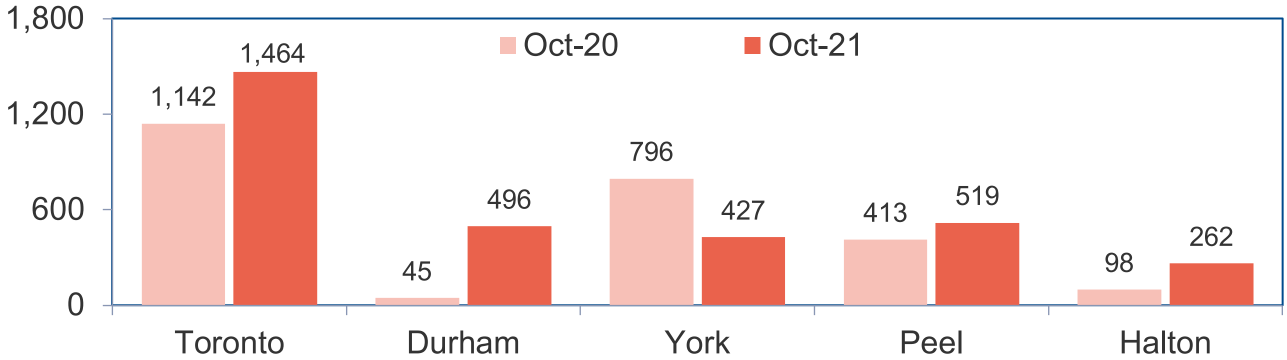
- **New condominium apartment sales picked up in October.** This is the typical seasonal pattern, but the month-to-month boost was a bit more reserved this year than in the 3 years preceding the pandemic. Nevertheless, with the strong sales patterns through the year, **new condo sales are on track to finish the year higher than any year except 2017.**
- **The year-over-year recovery in new condo apartment sales has been widespread**, with all regions (*chart next page*) recording higher sales year-to-date.
- While still a relatively small sector of the overall condominium market, with 2 months yet to go **stacked townhouses have already set a new annual record in 2021.** Later in this report, we provide additional insight on this segment of the market.

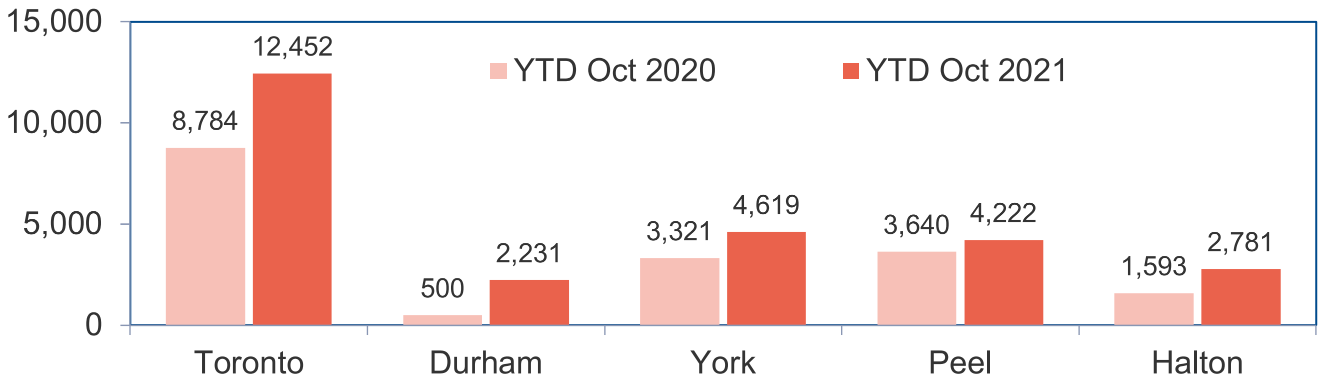
GTA New Condominium Apartment Sales

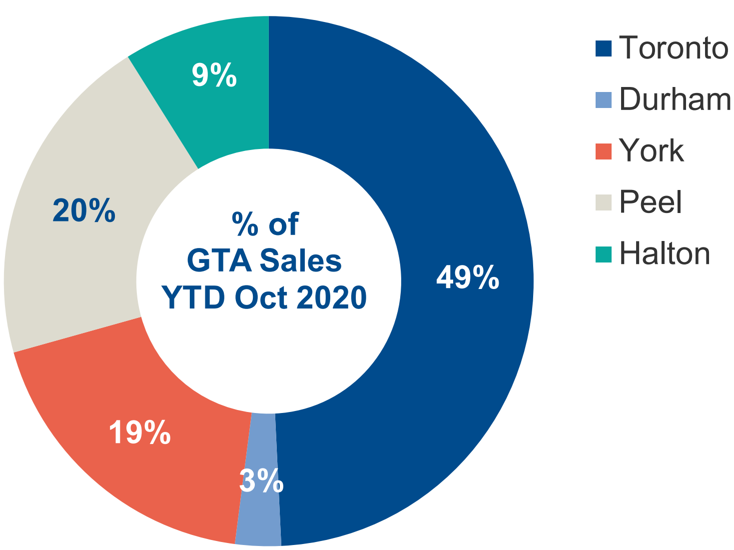


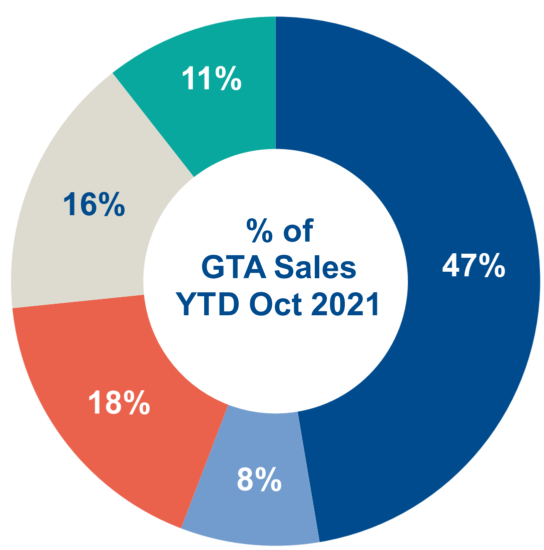
Source: Altus Group

GTA New Condominium Apartment Sales by Region



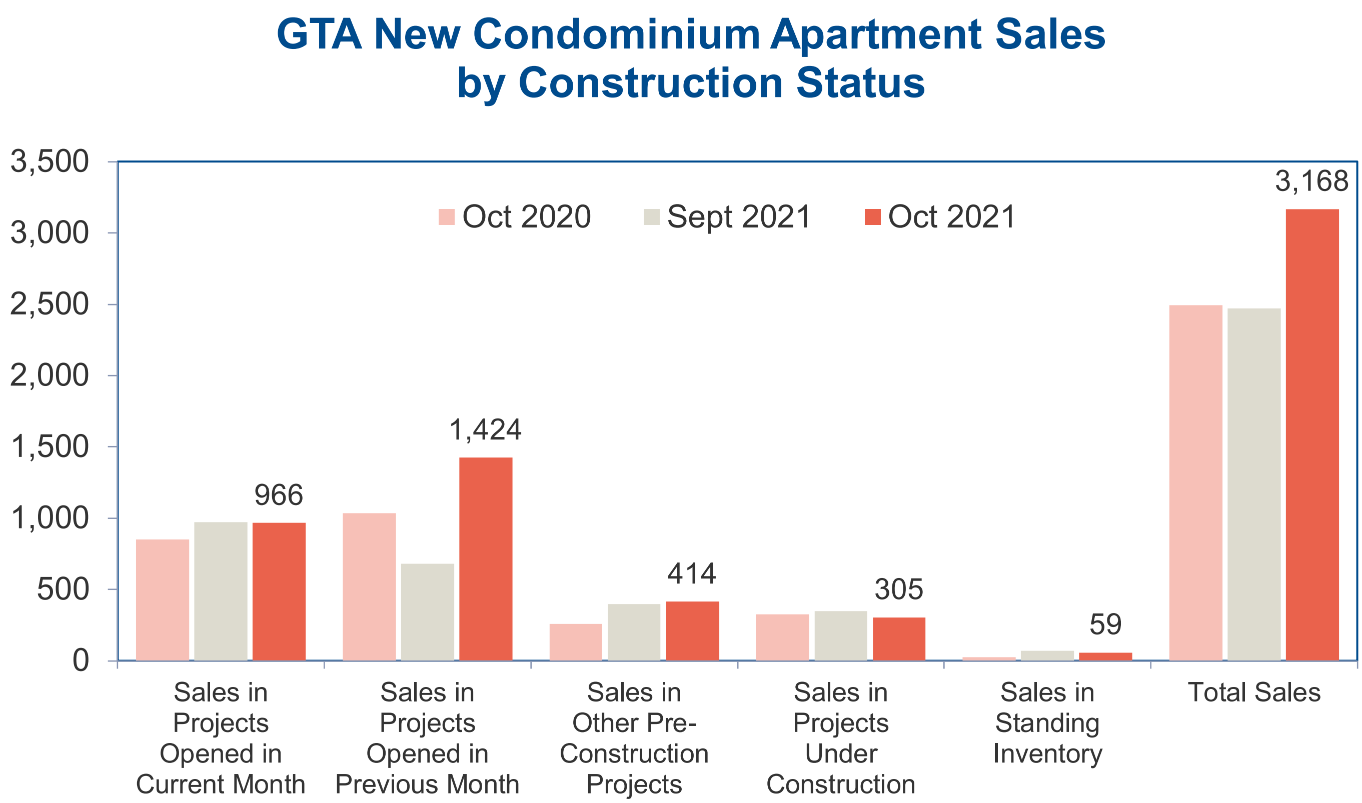






Source: Altus Group

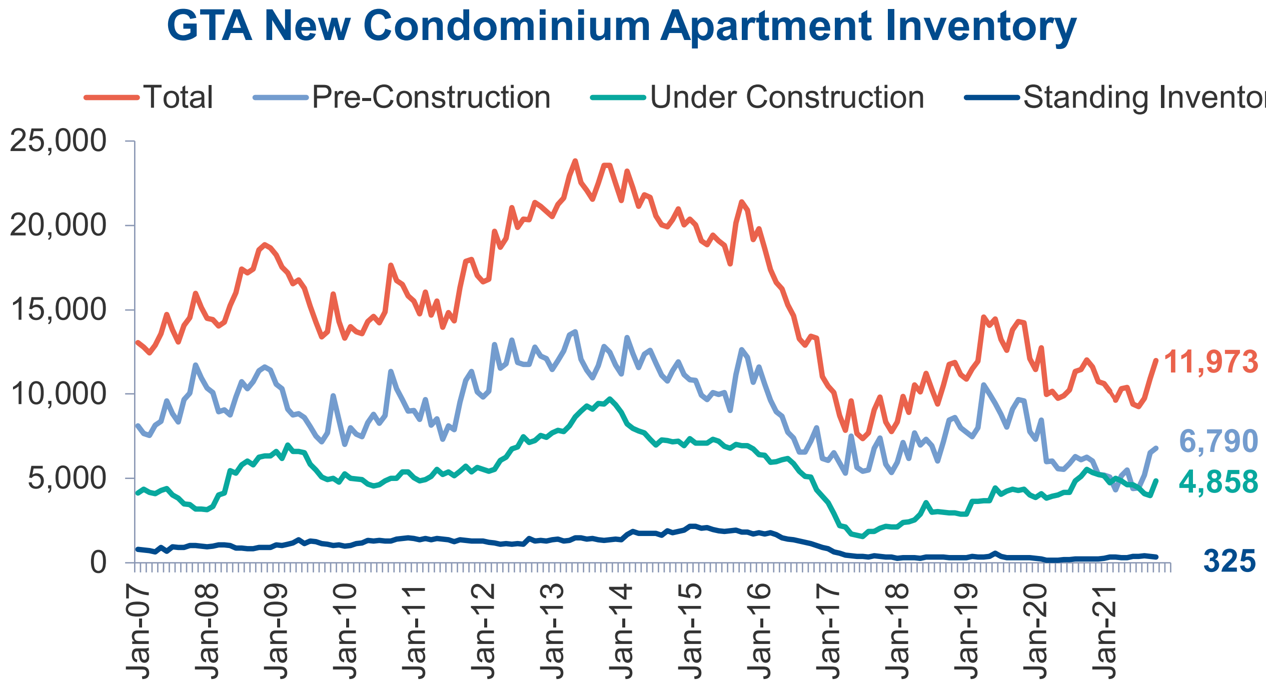
- **For the 2nd month in a row, almost 1,000 new condominium apartment sales were in projects newly launched during the month**. This comes despite the fact that 10 of the 18 new projects launched in October opened in the last 10 days of the month, and therefore had no firm sales recorded during the month.
- The majority of sales in October, however, came from projects launched in September (almost half of sales).
- Sales in under construction projects continue to be robust, and **there is typically little inventory still available to purchase when projects are completed** (and therefore few sales in the "standing inventory" category).

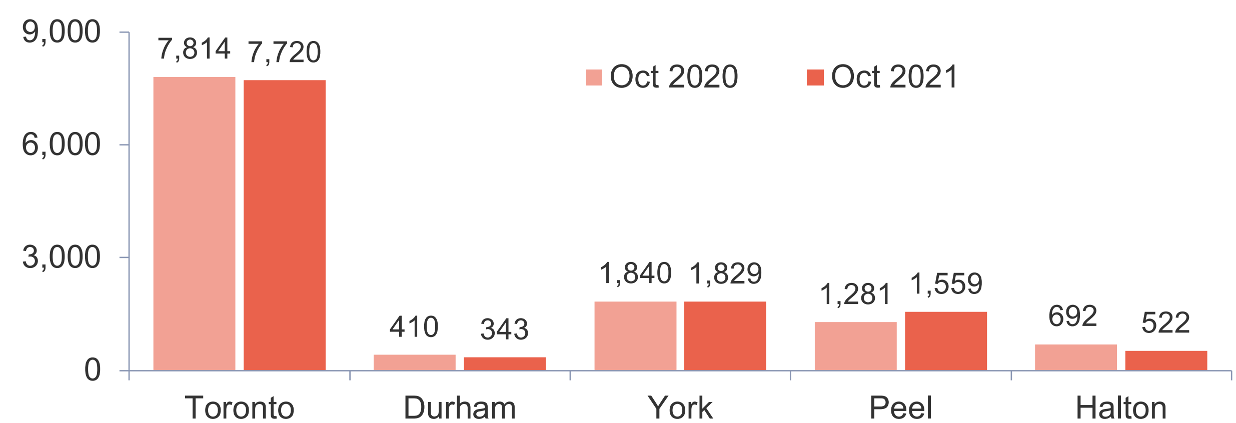


Source: Altus Group

New Condominium Apartments - Inventory

- **The inventory squeeze is starting to ease a bit.** Total new condo inventory increased again in October, as many new projects launched late in the month (and therefore did not record firm sales). Just over half of available units are in pre-construction projects with most of the remainder in under construction projects. There is very little standing inventory (i.e. units available for immediate occupancy).
- **But inventory is still on the low side in relative terms.** The current unsold inventory at new condominium apartment projects represents about 5 months of supply at the pace of sales seen over the past 12 months, well below the longer-term average for October of about 9 months.
- **About two-thirds of available new condominium apartment units are in the City of Toronto.** Based on sales in the past 12 months, the 905 Regions are currently "tighter" than the City of Toronto, in particular Halton Region and Durham Region (with just under 2 months of available supply).



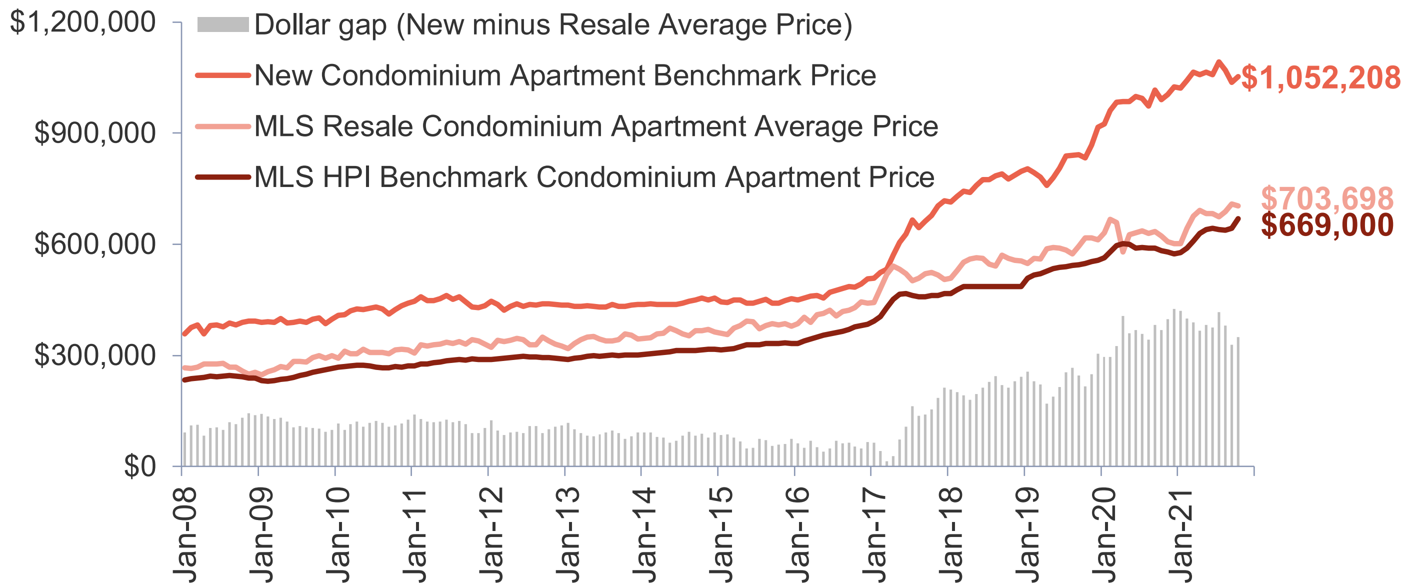


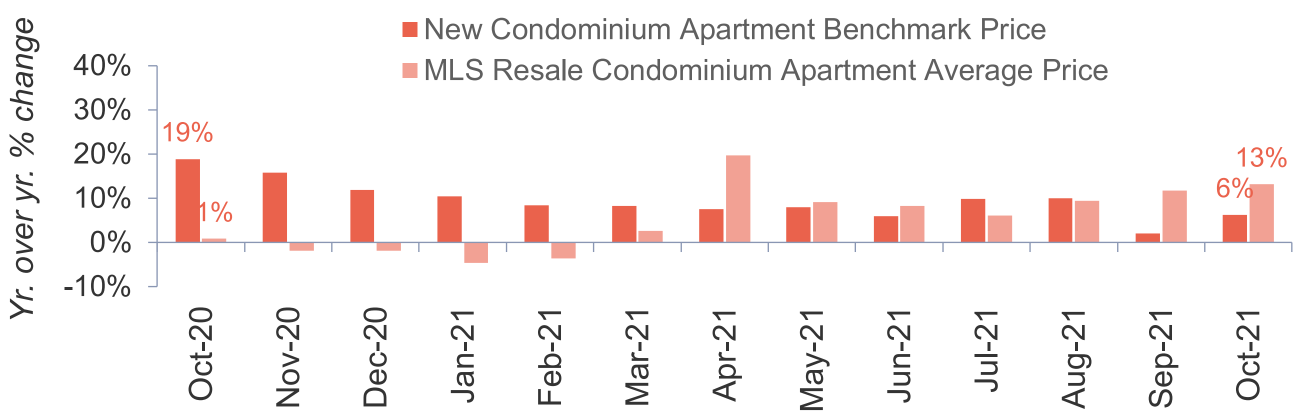
Source: Altus Group

New Condominium Apartments - Prices

- **The benchmark price of a new condominium apartment** increased in October, after 2 months of decline, but **remains below the record set in July 2021** *(this benchmark measures prices of available units at the end of the month - see benchmark price definition at the end of this report).*
- While monthly patterns bounce up and down somewhat, on a year-over-year basis **resale condo prices are increasing more rapidly than new condo prices – this is helping to diminish some of the relative price advantage that resales condos had gained in recent years.**

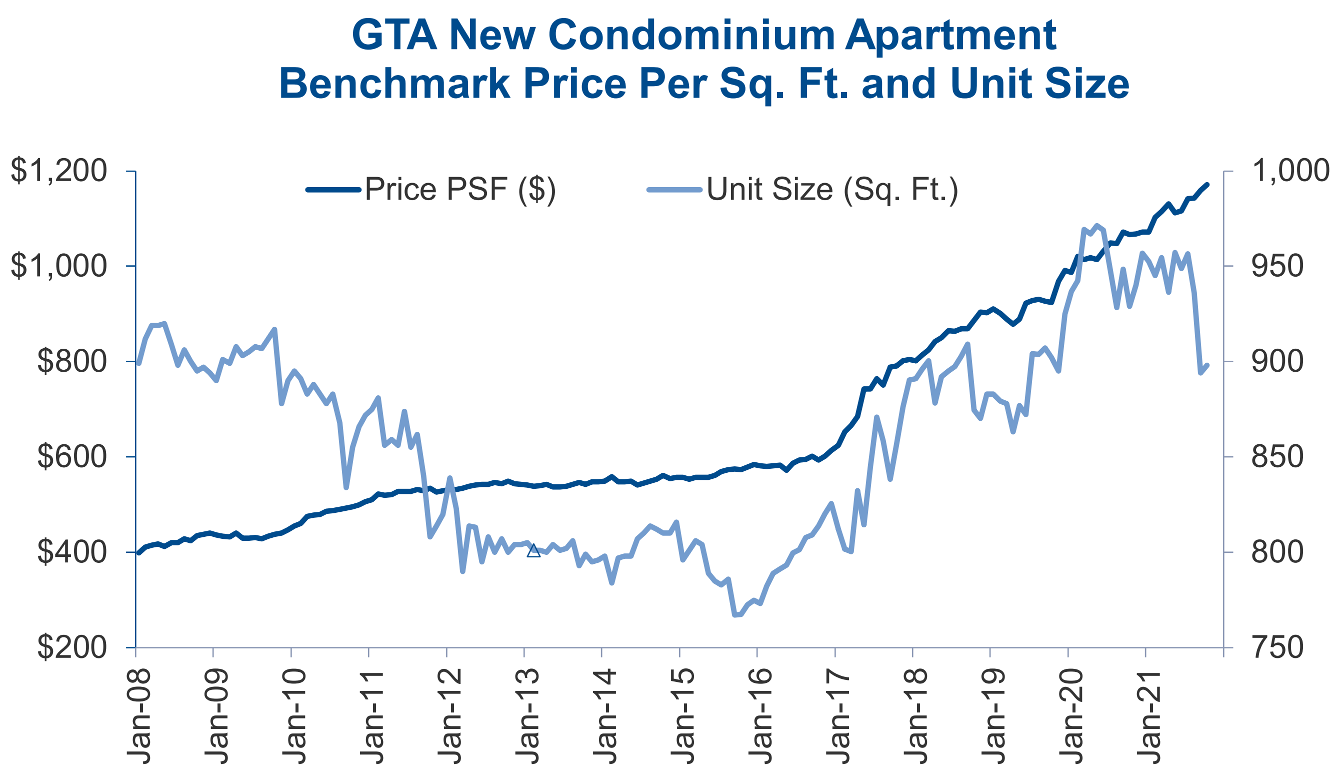
GTA New and Resale Condominium Apartment Prices





Source: Altus Group and Toronto Real Estate Board data

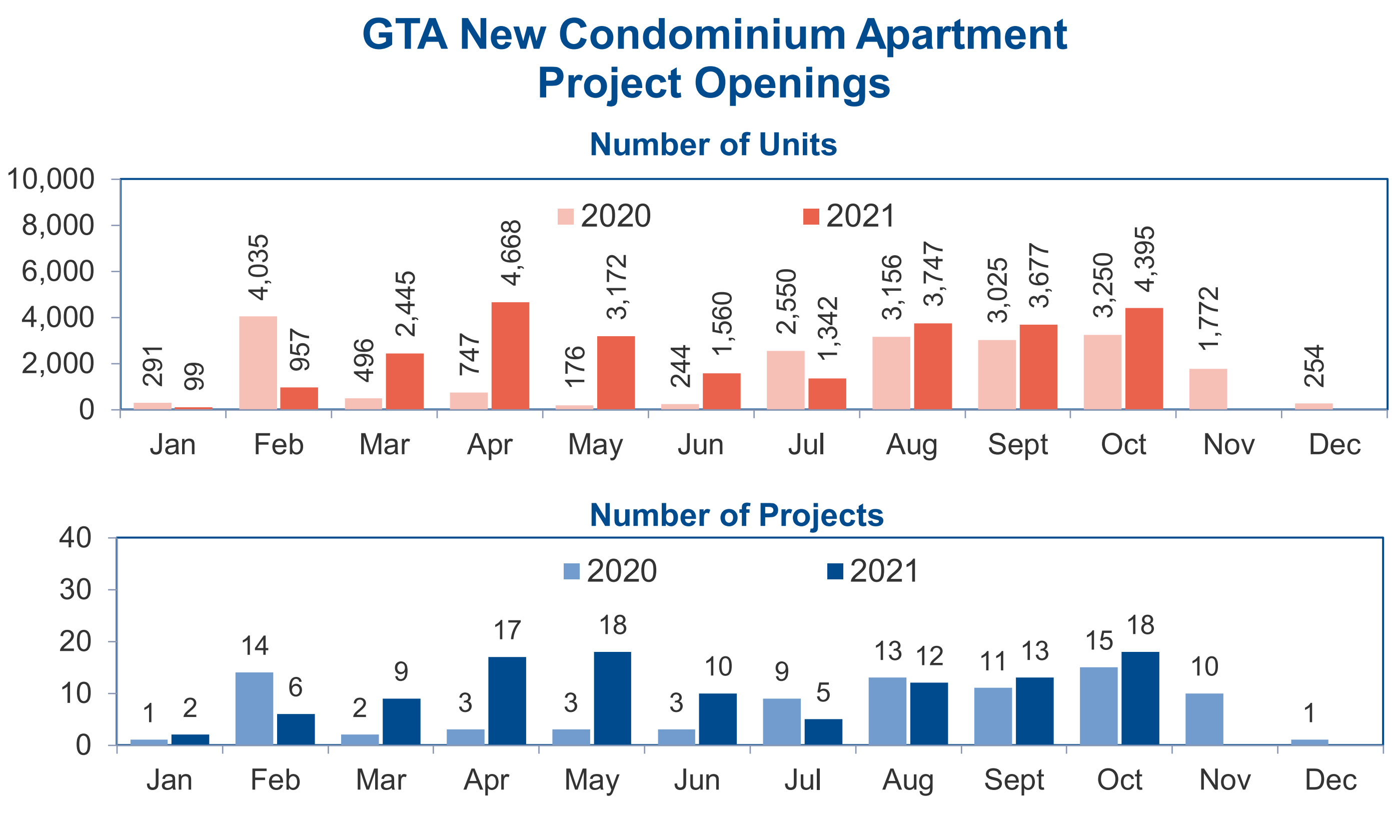
- **The uptick in October in the overall benchmark price of a new condo apartment was entirely due to some increase in the price per sq. ft**., as average unit sizes for available inventory nudged up (the sharp decline in average unit size in September was due to somewhat smaller average sizes among newly launched projects).
- Caution needs to be used in interpreting the data for any specific timeframe, as smaller unit sizes on average have higher prices per square foot. For example, an increase in the price per square foot could reflect both a “pure” price increase, as well as a decline in average size of available units (and, of course, location shifts).



Source: Altus Group

New Condominium Apartments - Openings

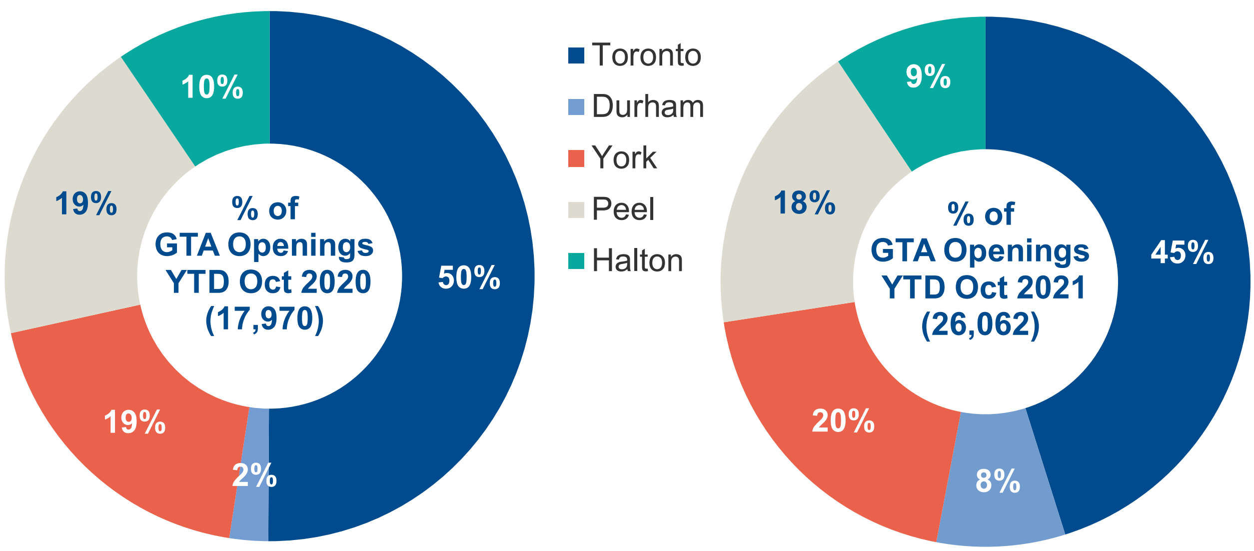
- **New openings were strong for the 3rd month in a row, at almost 4,400 units.** The 18 projects launched in October were in line with recent years (between 15 and 19 projects have launched each October since 2013).
- **Just over half of the units in new projects opened in October were in the City of Toronto** – this is down somewhat from about two-thirds in September, but still **above the average for the year.**
- On the pages following the next page are maps showing the location of new projects launched in September and October 2021, accompanied by summary tables with additional detail on each project. *Note that due to the large number of openings, there are 2 maps and 2 tables for the September openings and 3 maps and 3 tables for the October openings*.
- *Note: clicking on the "project record" link in the summary tables will take logged-in Altus Group RealNet GTA High-Rise module subscribers directly to the full on-line record for that project; as the on-line record becomes updated, specific data may be more up-to-date than information contained in the report here.*



Source: Altus Group

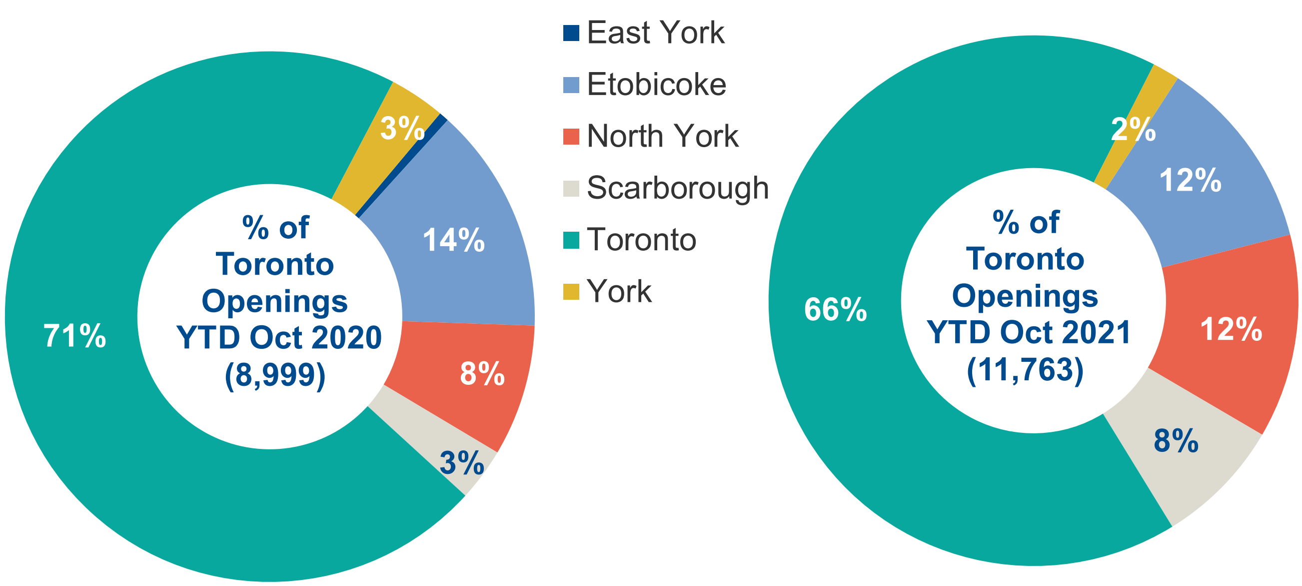
New Condominium Apartments - Openings

GTA Condominium Apartment Units in New Openings by Region



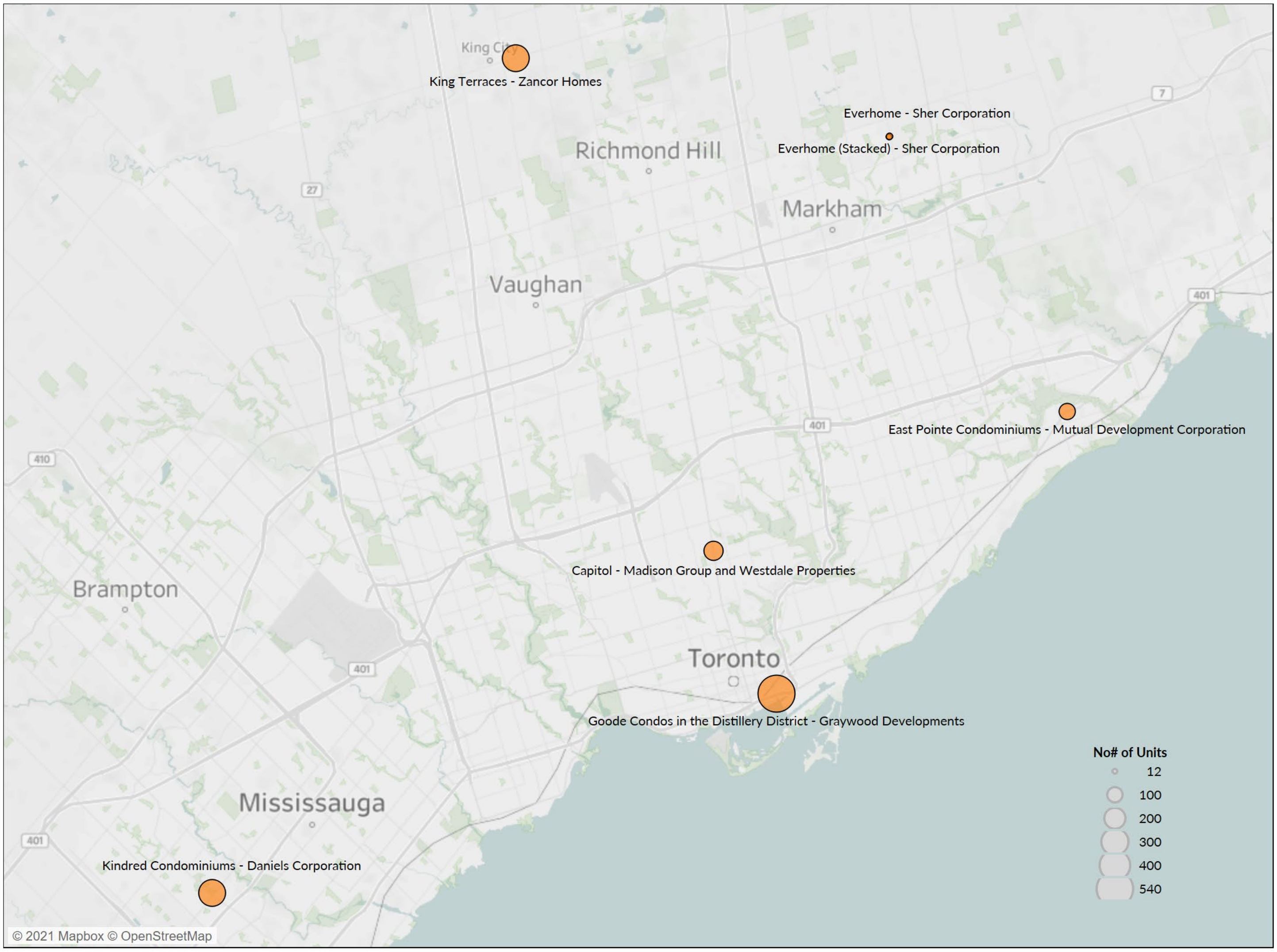
Source: Altus Group

City of Toronto Condominium Apartment Units in New Openings by Former Municipality



Source: Altus Group

September-2021 New Project Launches by Number of Units



Source: Altus Group

Map 1 of 2

Note: due to the large number of openings in September, project maps and details each have 2 pages.

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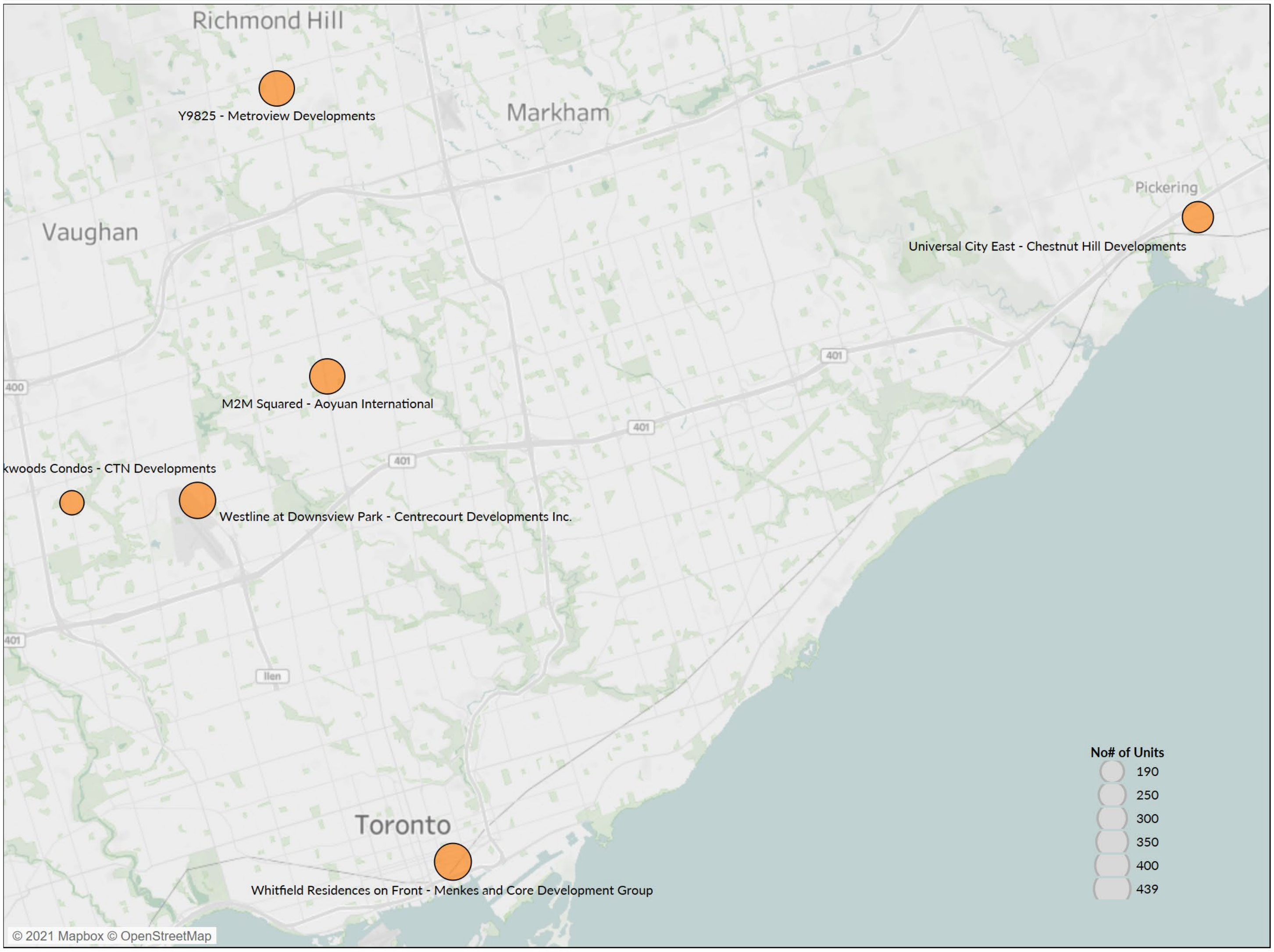
Project Record | Capitol | East Pointe | Everhome | Everhome (Stacked) | Goode Condos | Kindred | King Terraces

New Condominium Apartment Project Openings - September 2021 (1 of 2)

Project Name	Capitol	East Pointe Condominiums	Everhome	Everhome (Stacked)	Goode Condos in the Distillery District	Kindred Condominiums	King Terraces
Developer	Madison Group and Westdale Properties	Mutual Development Corporation	Sher Corporation	Sher Corporation	Graywood Developments	Daniels Corporation	Zancor Homes
Date Opened	September 21, 2021	September 28, 2021	September 1, 2021	September 1, 2021	September 15, 2021	September 25, 2021	September 18, 2021
Municipality	Old Toronto	Scarborough	Markham	Markham	Old Toronto	Mississauga	King
Region	Toronto	Toronto	York	York	Toronto	Peel	York
Structural Type	Apartment	Apartment	Apartment	Stacked	Apartment	Apartment	Apartment
Floors	14	11	8	5	32	25	6
Project Total Units	**146**	**104**	**see note**	**see note**	**540**	**325**	**284**
Total Units Released	**146**	**101**	**17**	**12**	**540**	**325**	**284**
Studio	-	2	-	-	104	4	1
1 Bedroom	7	1	0	-	115	78	171
1 Bedroom + den	7	46	0	4	132	95	59
2 Bedroom	38	30	0	6	125	147	35
2 Bedroom + den	56	12	5	2	10	1	7
3 Bedroom & up	29	10	5	-	54	-	11
Penthouse	5	-	7	-	-	-	-
Townhouse	4	-	-	-	-	-	-
Other	-	-	-	-	-	-	-
Opening Month Sales	**0**	**0**	**0**	**0**	**365**	**0**	**61**
Next Month Sales	**37**	**61**	**10**	**6**	**16**	**303**	**24**
% Sold (of released units)	25%	60%	59%	50%	71%	93%	30%
Remaining Available Inventory	109	40	7	6	159	22	199
Original $PSF	$1,395	$920	$1,006	$960	$1,337	$985	$1,176
Minimum Size (sq. ft.)	535	545	427	776	366	433	451
Maximum Size (sq. ft.)	2,165	964	1,102	1,159	1,179	955	963
Minimum Price	$879,900	$489,900	$418,800	$838,800	$545,900	$485,900	$639,990
Maximum Price	$4,099,900	$970,900	$1,298,800	$1,178,800	$1,299,900	$889,900	$1,139,990
Notes			Opening date reflects the date Altus Group® began tracking the project. Total units released excludes 60 previous sales.	Opening date reflects the date Altus Group® began tracking the project. Total units released excludes 42 previous sales.			

Source: Altus Group

September-2021 New Project Launches by Number of Units



Source: Altus Group

Map 2 of 2

New Condominium Apartments - Openings

AltusGroup

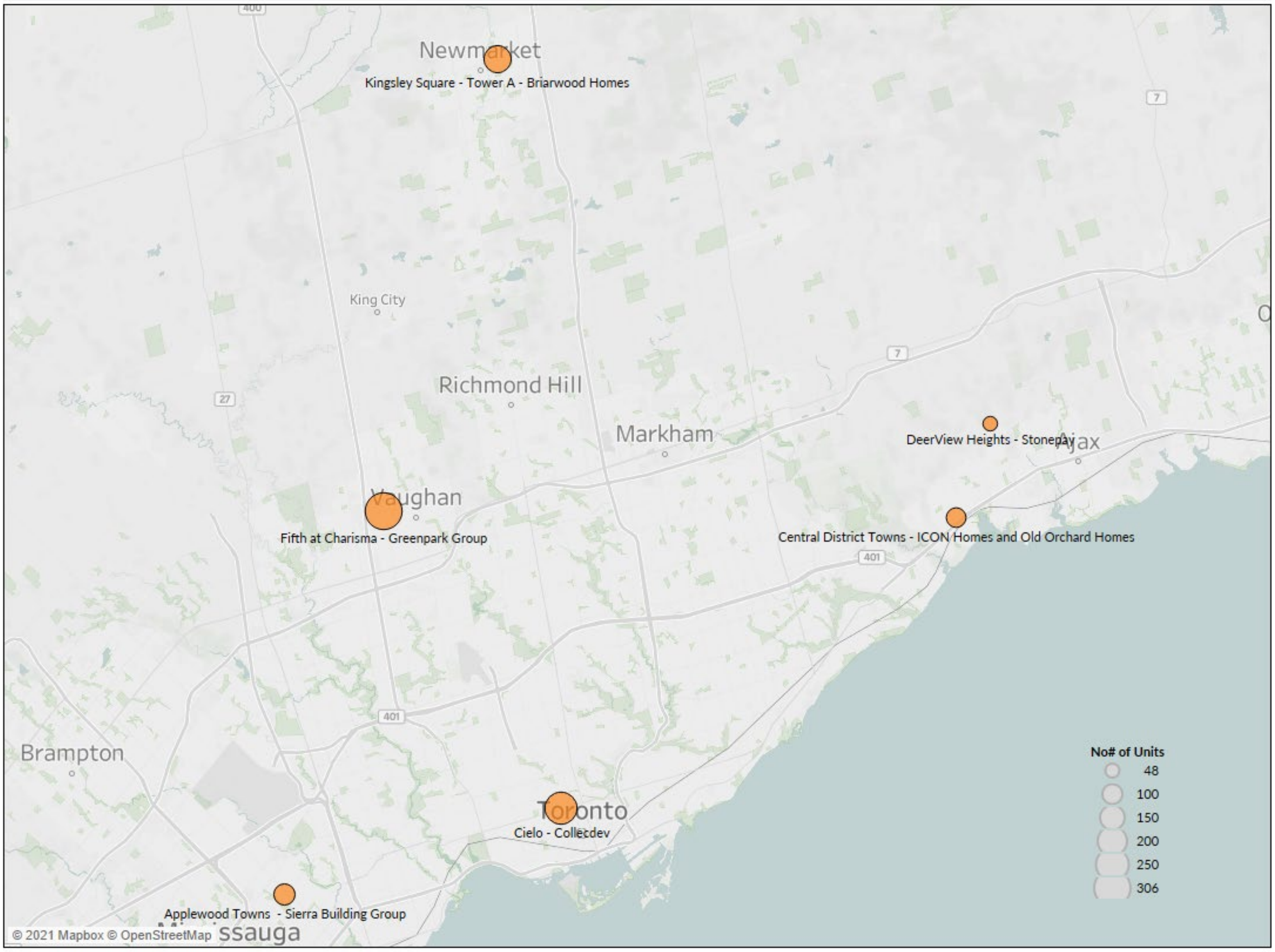
Project Record	[M2M Squared]	[Universal City East]	[Westline at Downsview Park]	[Whitfield Residences on Front]	[Y9825]	[Yorkwoods Condos]

New Condominium Apartment Project Openings - September 2021 (2 of 2)

Project Name	**M2M Squared**	**Universal City East**	**Westline at Downsview Park**	**Whitfield Residences on Front**	**Y9825**	**Yorkwoods Condos**
Developer	Aoyuan International	Chestnut Hill Developments	Centrecourt Developments Inc.	Menkes and Core Development Group	Metroview Developments	CTN Developments
Date Opened	September 16, 2021	September 25, 2021	September 7, 2021	September 22, 2021	September 16, 2021	September 9, 2021
Municipality	North York	Pickering	North York	Old Toronto	Richmond Hill	North York
Region	Toronto	Durham	Toronto	Toronto	York	Toronto
Structural Type	Apartment	Apartment	Apartment	Apartment	Apartment	Apartment
Floors	45	27	15	38	22	13
Project Total Units	**394**	**320**	**422**	**439**	**451**	**190**
Total Units Released	**394**	**320**	**422**	**439**	**400**	**190**
Studio	12	-	-	43	-	2
1 Bedroom	68	108	44	282	175	18
1 Bedroom + den	85	50	234	-	125	105
2 Bedroom	143	103	92	69	100	39
2 Bedroom + den	61	21	27	-	-	7
3 Bedroom & up	25	32	25	45	-	19
Penthouse	-	-	-	-	-	-
Townhouse	-	6	-	-	-	-
Other	-	-	-	-	-	-
Opening Month Sales	**109**	**0**	**204**	**0**	**169**	**88**
Next Month Sales	**80**	**262**	**127**	**241**	**181**	**76**
% Sold (of released units)	48%	82%	78%	55%	88%	86%
Remaining Available Inventory	205	58	91	198	50	26
Original $PSF	$1,417	$898	$1,156	$1,348	$1,092	$947
Minimum Size (sq. ft.)	443	499	459	392	440	464
Maximum Size (sq. ft.)	1,015	1,158	899	841	682	1,032
Minimum Price	$575,000	$478,900	$614,990	$550,000	$427,900	$516,990
Maximum Price	$1,432,990	$1,038,400	$949,990	$1,101,000	$897,900	$861,990
Notes						

Source: Altus Group

October-2021 New Project Launches by Number of Units



Source: Altus Group

Map 1 of 3

Note: due to the large number of openings in October, project maps and details each have 3 pages.

AltusGroup

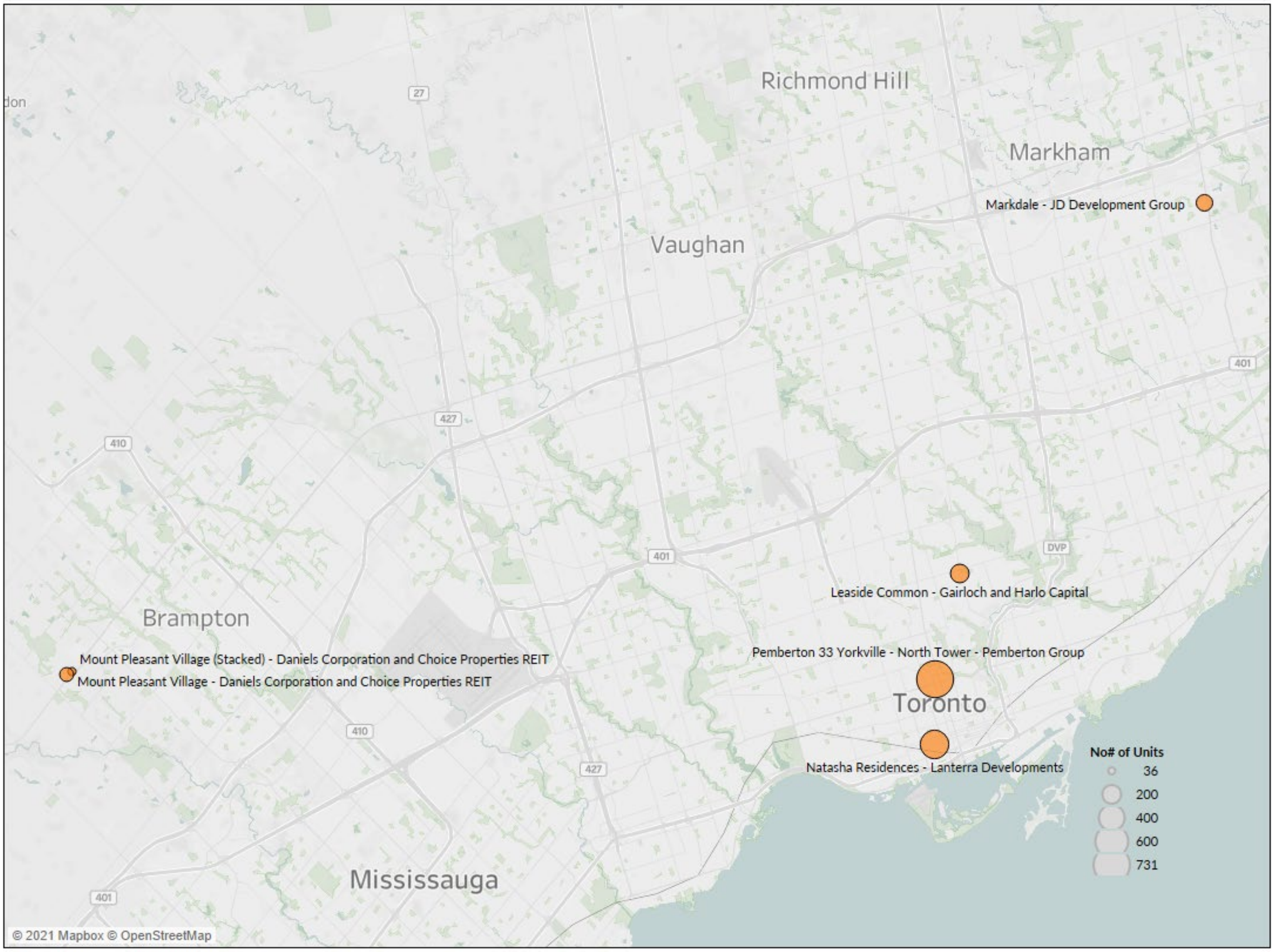
Project Record	Applewood Towns	Central District Towns	Cielo	DeerView Heights	Fifth at Charisma	Kingsley Square - Tower A

New Condominium Apartment Project Openings - October 2021 (1 of 3)

Project Name	Applewood Towns	Central District Towns	Cielo	DeerView Heights	Fifth at Charisma	Kingsley Square - Tower A
Developer	Sierra Building Group	ICON Homes and Old Orchard Homes	Collecdev	Stonepay	Greenpark Group	Briarwood Homes
Date Opened	October 7, 2021	October 14, 2021	October 16, 2021	October 1, 2021	October 23, 2021	October 31, 2021
Municipality	Mississauga	Pickering	Old Toronto	Pickering	Vaughan	Newmarket
Region	Peel	Durham	Toronto	Durham	York	York
Structural Type	Stacked	Stacked	Apartment	Stacked	Apartment	Apartment
Floors	4	3	30	3	28	15
Project Total Units	**102**	**88**	**284**	**92**	**306**	**166**
Total Units Released	**102**	**88**	**233**	**48**	**306**	**166**
Studio	-	-	-	-	-	-
1 Bedroom	-	-	65	-	95	78
1 Bedroom + den	-	-	52	-	114	46
2 Bedroom	57	88	52	34	83	29
2 Bedroom + den	21	-	32	-	-	13
3 Bedroom & up	24	-	32	14	2	-
Penthouse	-	-	-	-	12	-
Townhouse	-	-	-	-	-	-
Other	-	-	-	-	-	-
Opening Month Sales	**102**	**81**	**170**	**48**	**0**	**0**
% Sold (of released units)	100%	92%	73%	100%	0%	0%
Remaining Available Inventory	0	7	63	0	306	166
Original $PSF	$807	$686	$2,043	$569	$1,150	$998
Minimum Size (sq. ft.)	798	974	453	1,355	524	480
Maximum Size (sq. ft.)	1,560	1,153	1,163	1,478	1,195	1,122
Minimum Price	$749,900	$689,900	$922,000	$734,390	$652,900	$519,400
Maximum Price	$1,129,900	$769,900	$2,469,000	$866,990	$1,311,900	$1,130,680
Notes					No firm sales as all deals subject to 10-day conditional period	No firm sales as all deals subject to 10-day conditional period

Source: Altus Group

October-2021 New Project Launches by Number of Units



Source: Altus Group

Map 2 of 3

New Condominium Apartments - Openings

AltusGroup

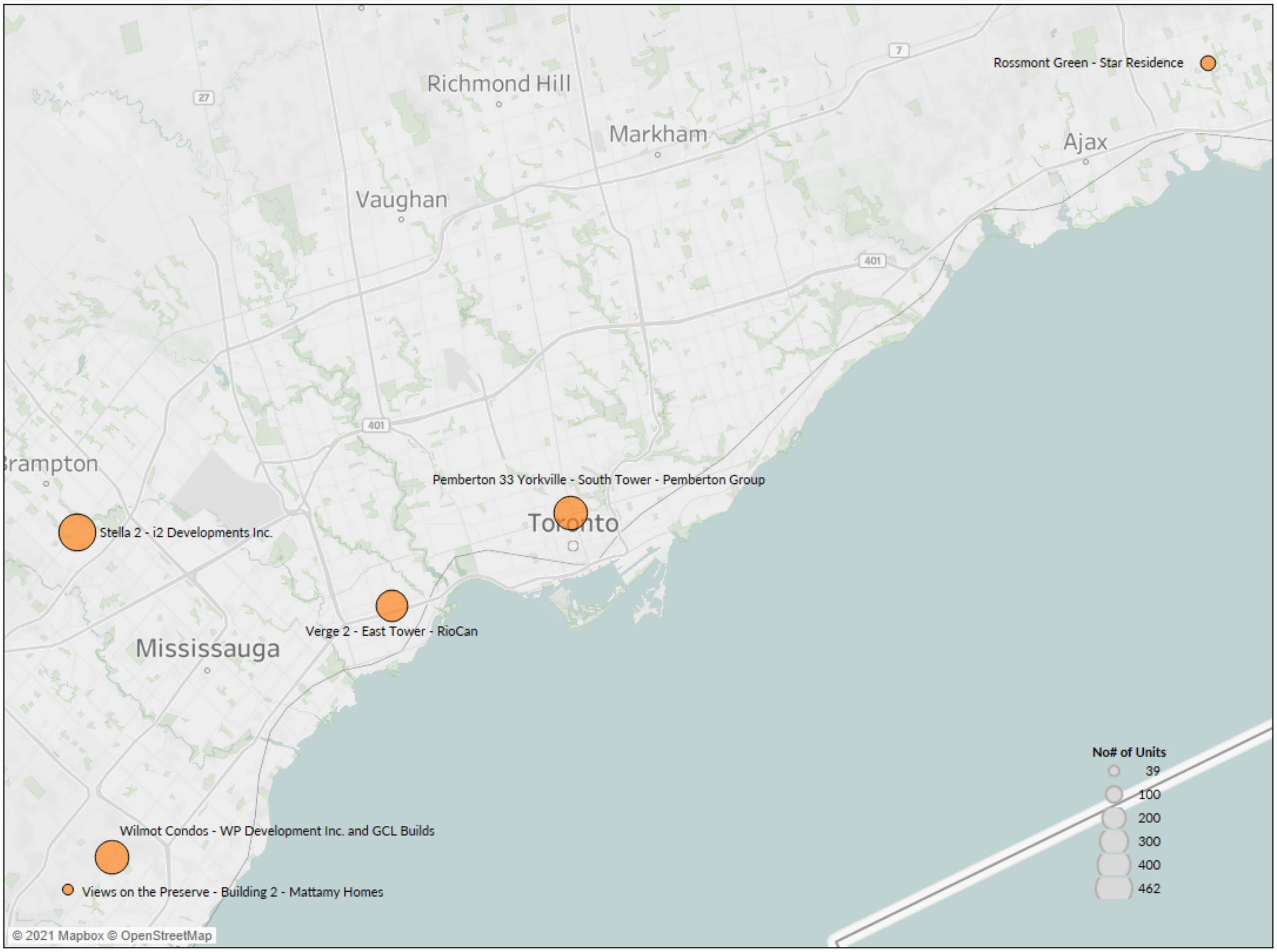
Project Record	Leaside Common	Markdale	Mount Pleasant Village	Mount Pleasant Village (Stacked)	Natasha Residences	Pemberton 33 Yorkville - North Tower

New Condominium Apartment Project Openings - October 2021 (2 of 3)

Project Name	**Leaside Common**	**Markdale**	**Mount Pleasant Village**	**Mount Pleasant Village (Stacked)**	**Natasha Residences**	**Pemberton 33 Yorkville - North Tower**
Developer	Gairloch and Harlo Capital	JD Development Group	Daniels Corporation and Choice Properties REIT	Daniels Corporation and Choice Properties REIT	Lanterra Developments	Pemberton Group
Date Opened	October 25, 2021	October 20, 2021	October 23, 2021	October 23, 2021	October 23, 2021	October 23, 2021
Municipality	Old Toronto	Markham	Brampton	Brampton	Old Toronto	Old Toronto
Region	Toronto	York	Peel	Peel	Toronto	Toronto
Structural Type	Apartment	Stacked	Apartment	Stacked	Apartment	Apartment
Floors	9	4	6	3	47	68
Project Total Units	**198**	**147**	**106**	**36**	**436**	**762**
Total Units Released	**188**	**147**	**106**	**36**	**436**	**731**
Studio	14	-	2	-	134	-
1 Bedroom	7	-	34	18	187	267
1 Bedroom + den	45	-	32	-	-	141
2 Bedroom	60	-	38	18	66	323
2 Bedroom + den	40	73	-	-	-	-
3 Bedroom & up	7	74	-	-	49	-
Penthouse	15	-	-	-	-	-
Townhouse	-	-	-	-	-	-
Other	-	-	-	-	-	-
Opening Month Sales	**0**	**35**	**0**	**0**	**0**	**0**
% Sold (of released units)	0%	24%	0%	0%	0%	0%
Remaining Available Inventory	188	112	106	36	436	731
Original $PSF	$1,309	$743	$869	$725	$1,452	$2,012
Minimum Size (sq. ft.)	341	1,026	422	504	352	365
Maximum Size (sq. ft.)	1,704	1,339	868	1,258	1,340	915
Minimum Price	$525,000	$759,990	$412,900	$501,900	$572,900	$777,990
Maximum Price	$2,300,000	$999,990	$696,900	$772,900	$1,460,900	$1,748,990
Notes	No firm sales as all deals subject to 10-day conditional period		No firm sales as all deals subject to 10-day conditional period	No firm sales as all deals subject to 10-day conditional period	No firm sales as all deals subject to 10-day conditional period	No firm sales as all deals subject to 10-day conditional period

Source: Altus Group

October-2021 New Project Launches by Number of Units



Source: Altus Group

Map 3 of 3

New Condominium Apartments - Openings

Altus Group

Project Record: Pemberton 33 Yorkville - South Tower | Rossmont Green | Stella 2 | Verge 2 - East Tower | Views on the Preserve - Building 2 | Wilmot Condos

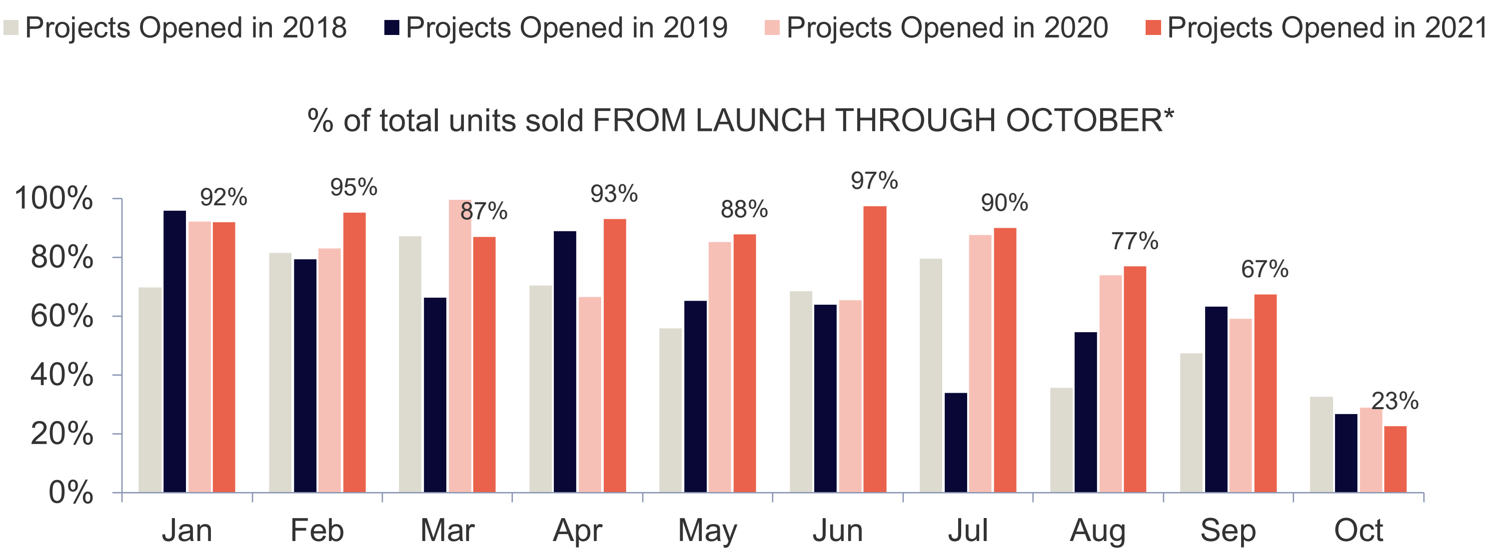
New Condominium Apartment Project Openings - October 2021 (3 of 3)

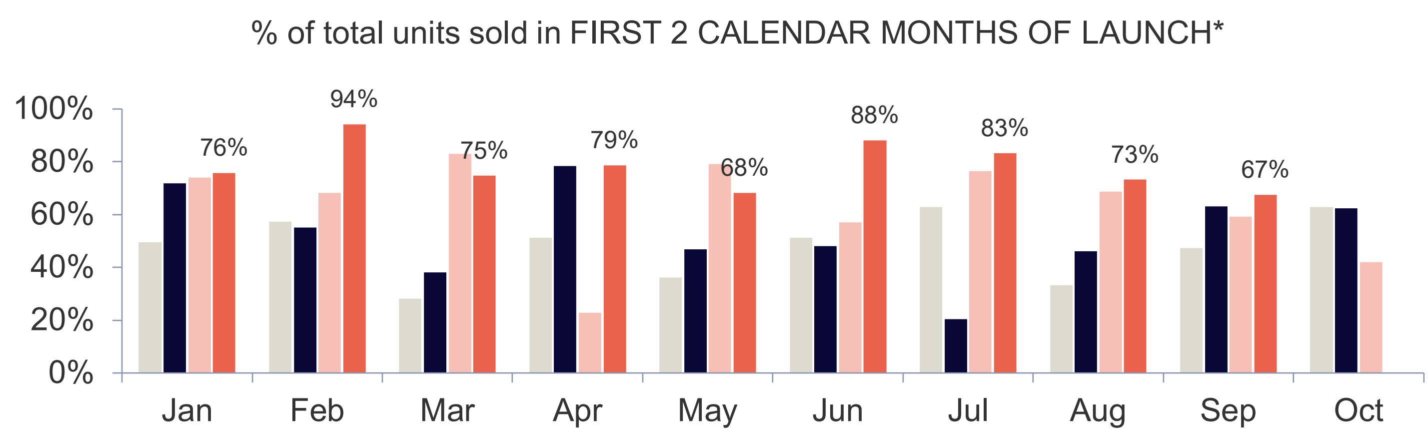
Project Name	Pemberton 33 Yorkville - South Tower	Rossmont Green	Stella 2	Verge 2 - East Tower	Views on the Preserve - Building 2	Wilmot Condos
Developer	Pemberton Group	Star Residence	i2 Developments Inc.	RioCan	Mattamy Homes	WP Development Inc. and GCL Builds
Date Opened	October 23, 2021	October 16, 2021	October 24, 2021	October 7, 2021	October 26, 2021	October 1, 2021
Municipality	Old Toronto	Whitby	Brampton	Etobicoke	Oakville	Oakville
Region	Toronto	Durham	Peel	Toronto	Halton	Halton
Structural Type	Apartment	Apartment	Apartment	Apartment	Apartment	Apartment
Floors	42	5	40	17	5	9
Project Total Units	**382**	**75**	**462**	**334**	**39**	**380**
Total Units Released	**382**	**75**	**462**	**334**	**39**	**380**
Studio	-	-	-	-	-	-
1 Bedroom	68	8	137	64	13	28
1 Bedroom + den	70	42	4	156	16	258
2 Bedroom	209	25	302	57	10	68
2 Bedroom + den	35	-	19	25	-	4
3 Bedroom & up	-	-	-	32	-	22
Penthouse	-	-	-	-	-	-
Townhouse	-	-	-	-	-	-
Other	-	-	-	-	-	-
Opening Month Sales	**0**	**38**	**0**	**260**	**0**	**232**
% Sold (of released units)	0%	51%	0%	78%	0%	61%
Remaining Available Inventory	382	37	462	74	39	148
Original $PSF	$1,989	$878	n.a.	$1,170	$975	n.a.
Minimum Size (sq. ft.)	410	551	521	477	552	524
Maximum Size (sq. ft.)	1,125	835	731	972	915	1,055
Minimum Price	$879,990	$499,900	$529,998	$599,900	$565,990	$637,900
Maximum Price	$2,142,990	$729,900	$754,998	$1,119,900	$819,990	$1,020,900
Notes	No firm sales as all deals subject to 10-day conditional period		No firm sales as all deals subject to 10-day conditional period		No firm sales as all deals subject to 10-day conditional period	

Source: Altus Group

- **As is typical for October, the initial absorption rate for newly launched projects was relatively low.** In large part this reflects few projects opening early in the month plus many launching within the last 10 days of the month (when firm sales are not recorded). Overall, for the 18 projects opened in October 2021, about one-quarter of all units were sold by month end. **Excluding the 10 projects that opened within the last 10 days of the month, about two-thirds of units had been sold by the end of the month.** Two newly opened projects sold out during the month, both stacked townhouse projects.
- Caution needs to be used in comparing sales rates in projects opened in one month/year versus another, as the proportion of projects opened in the last 10 days of the month (when firm sales are not recorded) can vary from one year, or one month, to another.

GTA New Condominium Apartment New Project Absorption Timelines by Month of Project Opening

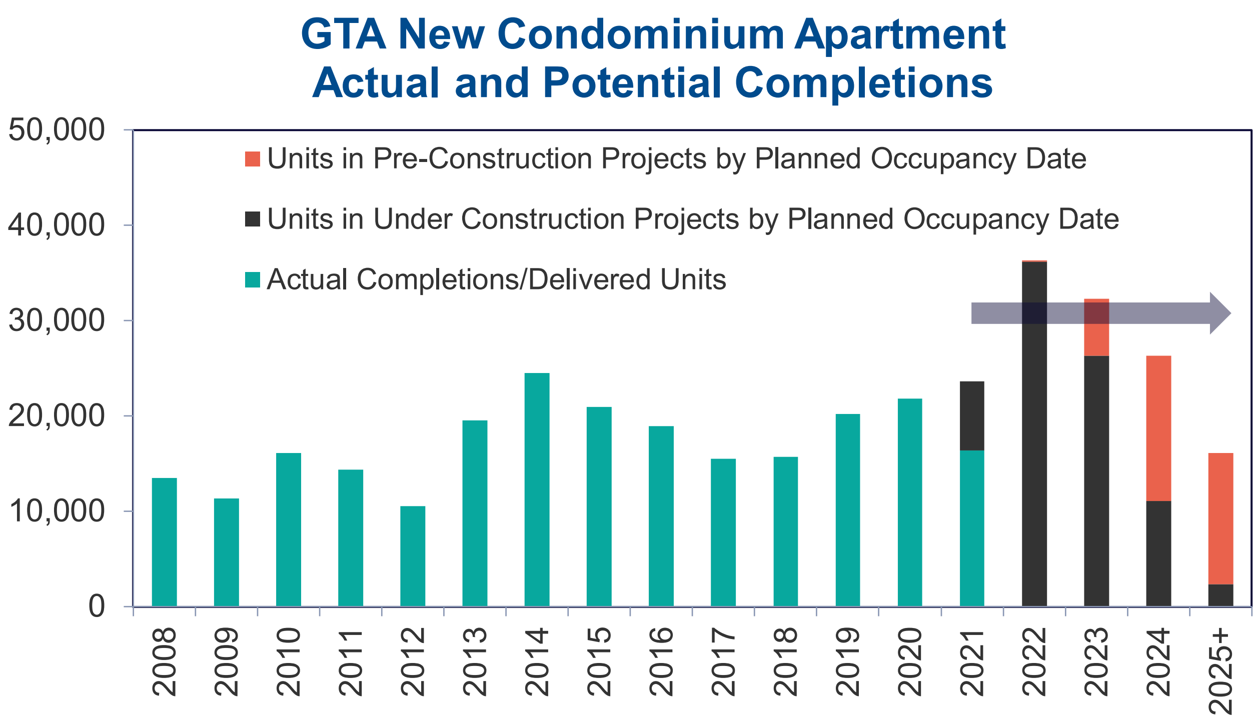




** The total includes unreleased units, and units released within the last 10 days of the month*
Source: Altus Group

New Condominium Apartments - Completions

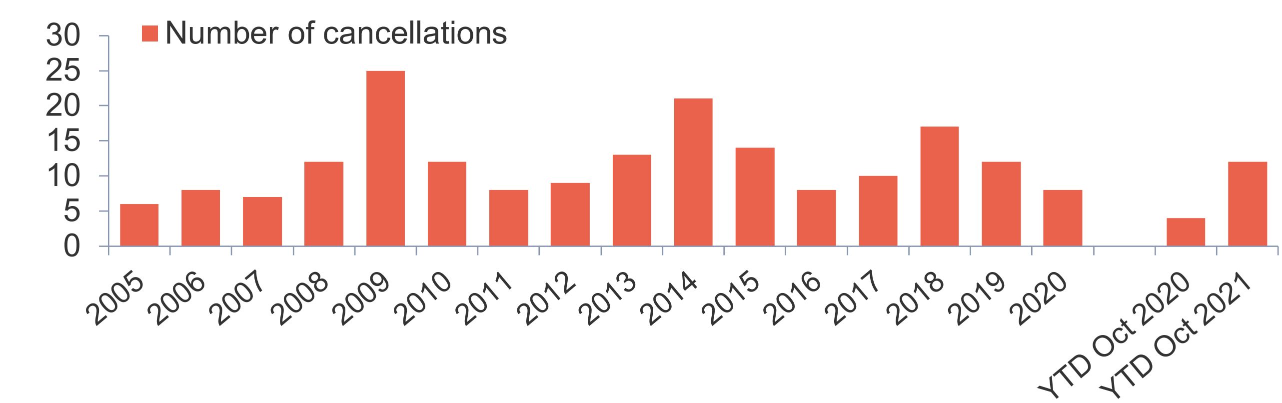
- As of the end of October 2021, there were about 118,300 new condominium apartment units in projects either under construction or in pre-construction stages.
- **The number of units being delivered/ready for occupancy fell back in October.** The just over 800 units delivered in October brings the total for the first 10 months of 2021 to just over 16,400 units – about 4,100 units less than for same period in 2020. It now appears unlikely that 2021 completions will exceed 2020.
- Based on planned occupancy dates, and only considering units currently under construction, one might expect that annual completions of condominium apartment units will be higher in 2022. The lower levels of delivered supply this year, combined with renewed demand, are putting pressure on rents at present, but this could abate somewhat as more new condos (and purpose-built rental units) are completed. **However, COVID-19 pandemic protocols, including additional safety/distancing and sick/isolating crew, may continue to add to the "typical" construction delays experienced in recent pre-pandemic years.**

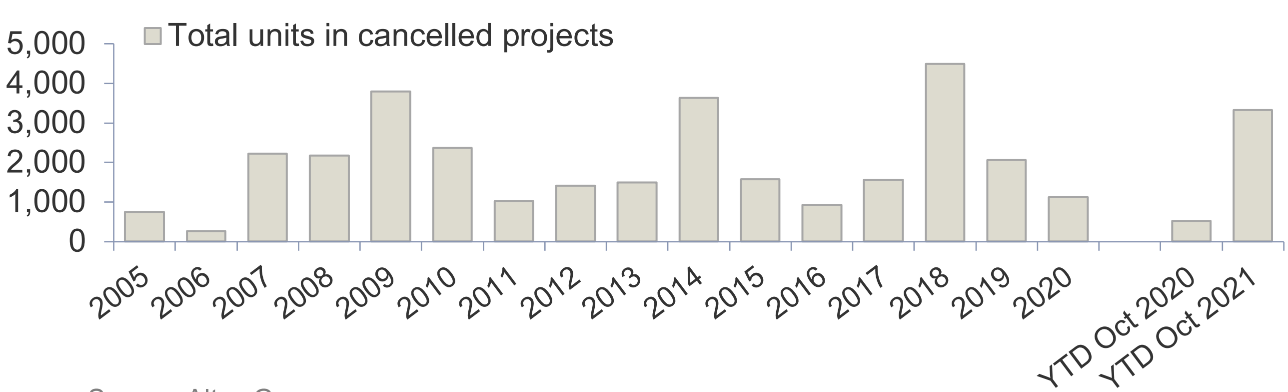


Source: Altus Group

- **There were 2 new condominium apartments towers cancelled in October** (OnePiece Developments' Markham Square – both the East Tower and the West Tower). This brings the year-to-date total to 12 cancelations.
- **There have been over 3,300 units in new condominium apartment buildings canceled so far in 2021.** This is the largest number since 2018.
- **Projects are cancelled for a number of reasons**, including poor sales (some of these projects are redesigned and relaunched), financing challenges and possibly operational challenges (in particular for less experienced builders). For projects canceled in 2021, the vast majority of the units had been sold.

Condominium Apartment Projects Cancelled During Each Year, GTA



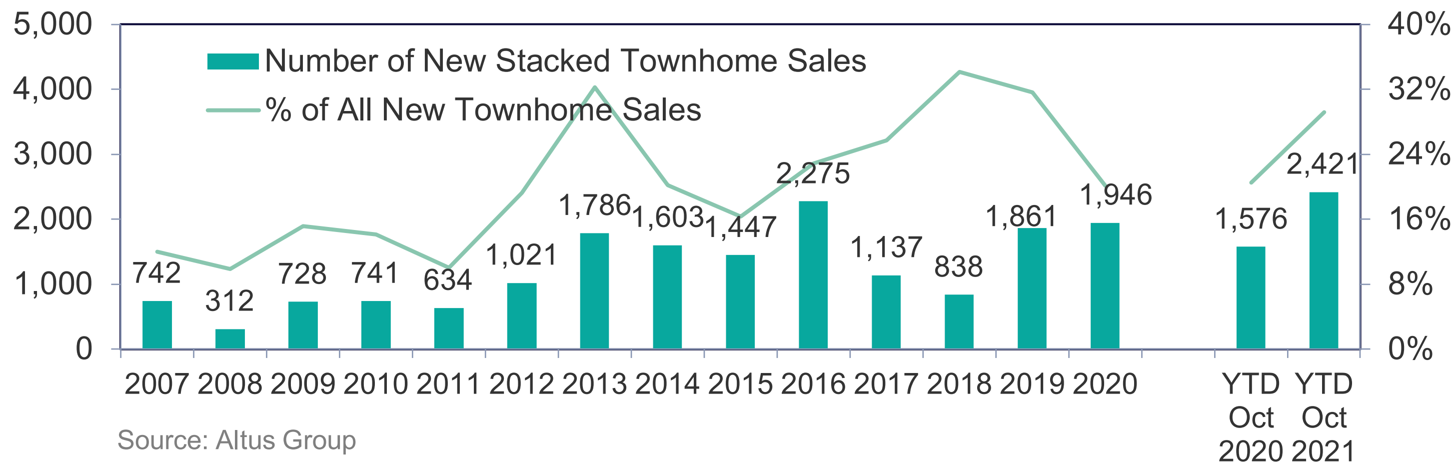


Source: Altus Group

New Stacked Townhomes

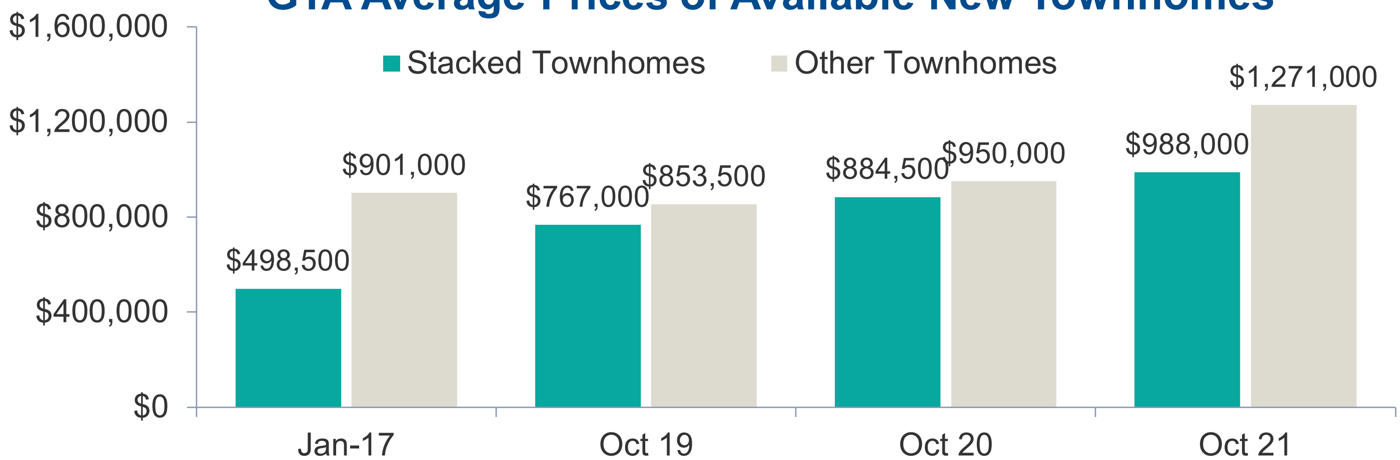
- Stacked townhomes are included in the previous data on condominium apartments. Here we break this product type out separately to look at recent trends in this segment and to also combine it with traditional townhome information to cover townhomes as a group.
- **2021 has been a stellar year for new stacked townhomes.** The 2,400+ units sold through the first 10 months of the year have already surpassed the annual record set in 2016. As noted earlier, 2 new stacked townhouse projects opened in October were sold out by month end.
- **The lower average price point of new stacked townhomes vs. traditional townhomes is providing an attractive alternative for many buyers seeking more space than a typical new condo apartment.** And the price advantage for stacked townhomes over traditional townhomes widened over the past year.

GTA New Stacked Townhome Sales



Source: Altus Group

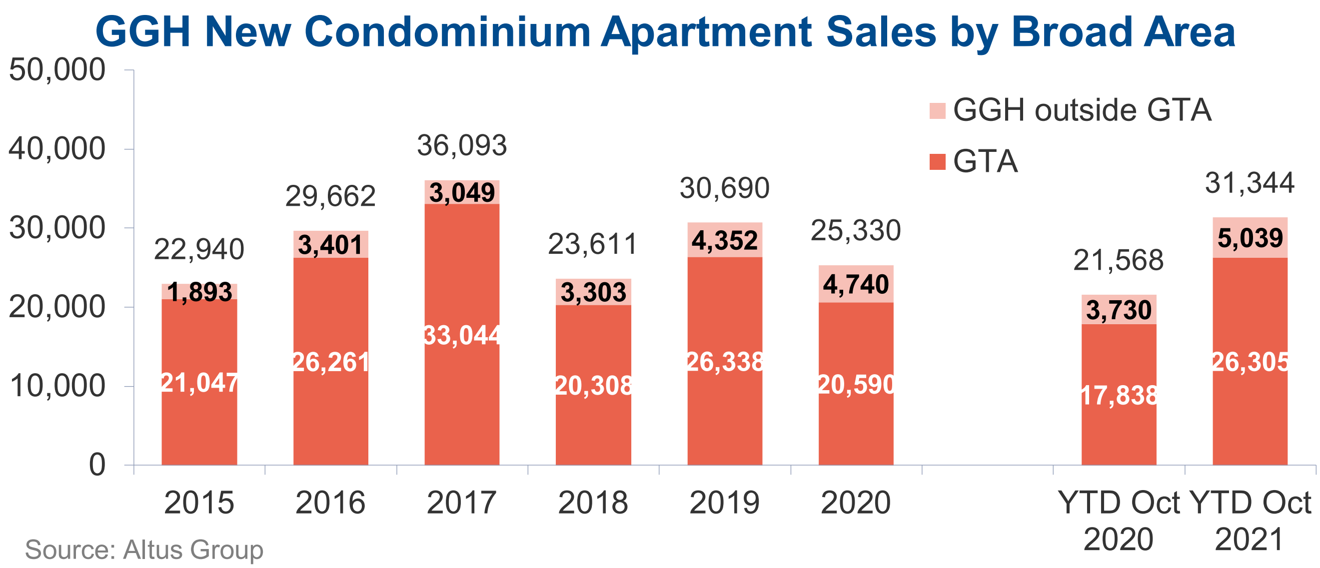
GTA Average Prices of Available New Townhomes



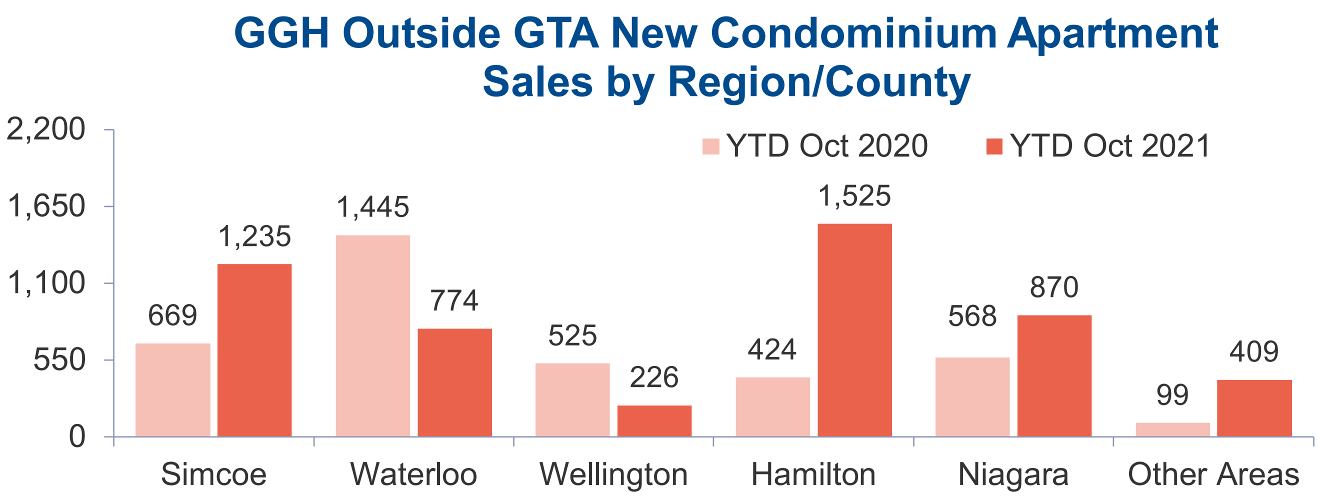
Source: Altus Group

New Condominium Apartments – GGH Sales

- Altus Group also tracks new condominium apartment sales (as well as new single-family sales) in most areas of the Greater Golden Horseshoe (GGH) outside of the GTA. As was the case in the GTA, **new condominium apartment sales are up significantly this year in other areas of the GGH** covered by Altus Group. On a unit basis, Hamilton contributed the most to the increase.
- Despite the increase in new condo apartment sales in the GGH outside the GTA, **the share of total GGH new condo sales is down somewhat in 2021,** after gains in the previous 3 years *(chart next page).*

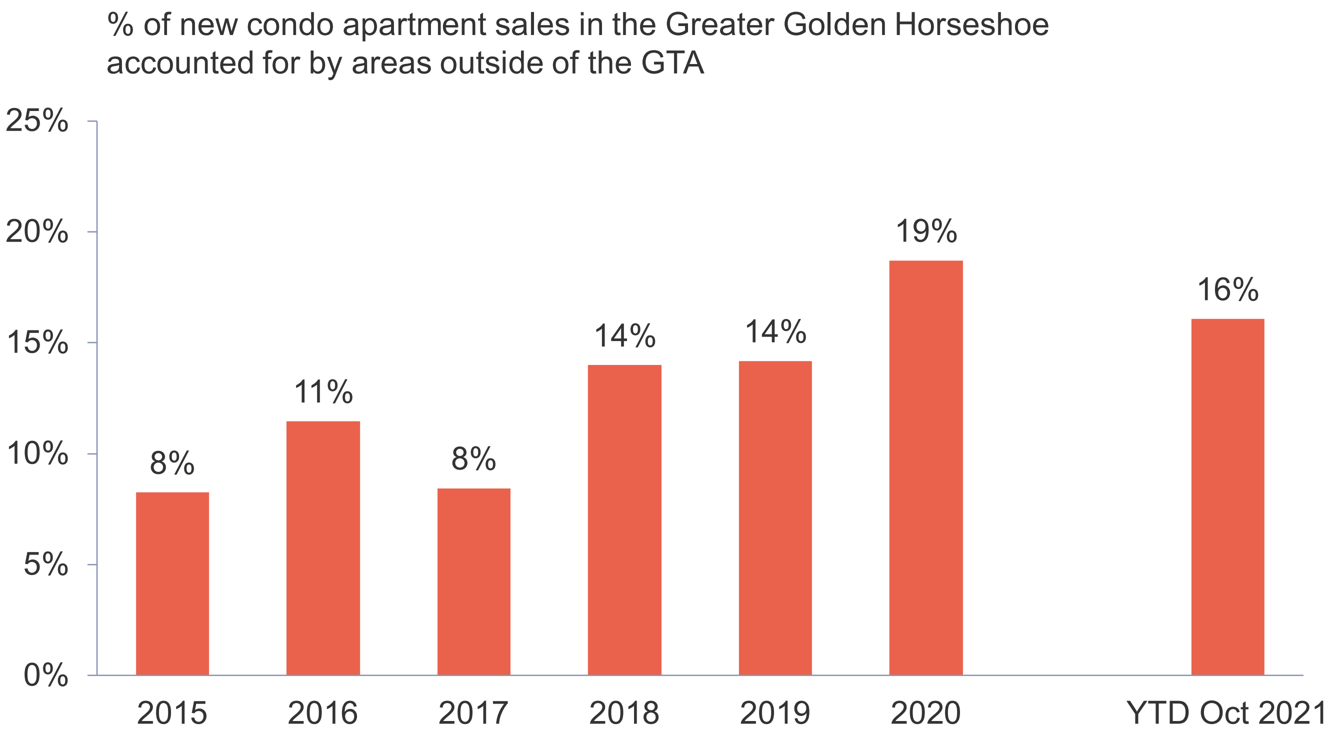


Source: Altus Group



Source: Altus Group

GGH New Condominium Apartment Sales Outside the GTA



Source: Altus Group

Altus Group GTA New Home Data Definitions

Condominium apartment	Includes condominium apartment structures of all heights (low, medium and high-rise), stacked townhouses, and loft units. Replaces the former RealNet term “high-rise”.
Single-family	Includes detached, link, semi-detached and townhouse units (excluding stacked townhouse). Replaces the former RealNet term “low-rise”.
Inventory	New units available to purchase/unsold at end of the period. Includes available units in pre-construction, under construction, and completed projects.
Months of inventory	Unsold available inventory at period end divided by average monthly sales for a defined previous period (e.g. previous 12 months). Indicates how long current inventory would last assuming same pace of sales (and no additional product added).
Average price	Average asking price of all available new home inventory at end of period.
Benchmark price	Average asking price of available new home inventory at end of period with outliers removed. Replaces the former RealNet term “Price Index”
$PSF Benchmark	Average asking price per square foot for units in remaining inventory at the end of the period with outliers removed.
Unit size Benchmark	Average size (sq. ft.) of units in remaining inventory at the end of the period, with outliers removed.
Completions	Units in projects that have reached occupancy status during the period.
“Record” performance	All “record highs” and “record lows” are based on the time period over which Altus Group has been tracking the variable.

Note: all historical data is subject to revision