



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of November 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-21		Nov-20		Change
High Rise	4,274		1,800		137.4%
Low Rise	768		2,065		-62.8%
Total	5,042		3,865		30.5%
Year to Date Sales	Jan.-Nov. 2021		Jan.-Nov. 2020		Y/Y Change
High Rise	30,611		19,538		56.7%
Low Rise	13,157		16,087		-18.2%
Total	43,768		35,625		22.9%
Year to Date Supply	Jan.-Nov. 2021		Jan.-Nov. 2020		Y/Y Change
High Rise	28,554		19,739		44.7%
Low Rise	11,961		14,112		-15.2%
Total	40,515		33,851		19.7%
Year to Date Completions	Jan.-Nov. 2021		Jan.-Nov. 2020		Y/Y Change
High Rise	15,623		17,906		-12.7%
Remaining Inventory	Nov-21	Oct-21	Nov-20	M/M Change	Y/Y Change
High Rise	10,213	12,128	11,753	-15.8%	-13.1%
Low Rise	1,188	1,199	3,030	-0.9%	-60.8%
Total	11,401	13,327	14,783	-14.5%	-22.9%
Benchmark Price	Nov-21	Oct-21	Nov-20	M/M Change	Y/Y Change
High Rise	\$1,082,713	\$1,052,208	\$1,003,801	2.9%	7.9%
Low Rise	\$1,679,941	\$1,656,043	\$1,267,248	1.4%	32.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	353	310	157	
High Rise Units	2,432	92,006	84,020	38,896	
% Sold*	57%	89%	93%	81%	
Low Rise Projects	9	176			
Low Rise Units	285	15,838			
% Sold*	38%	92%			

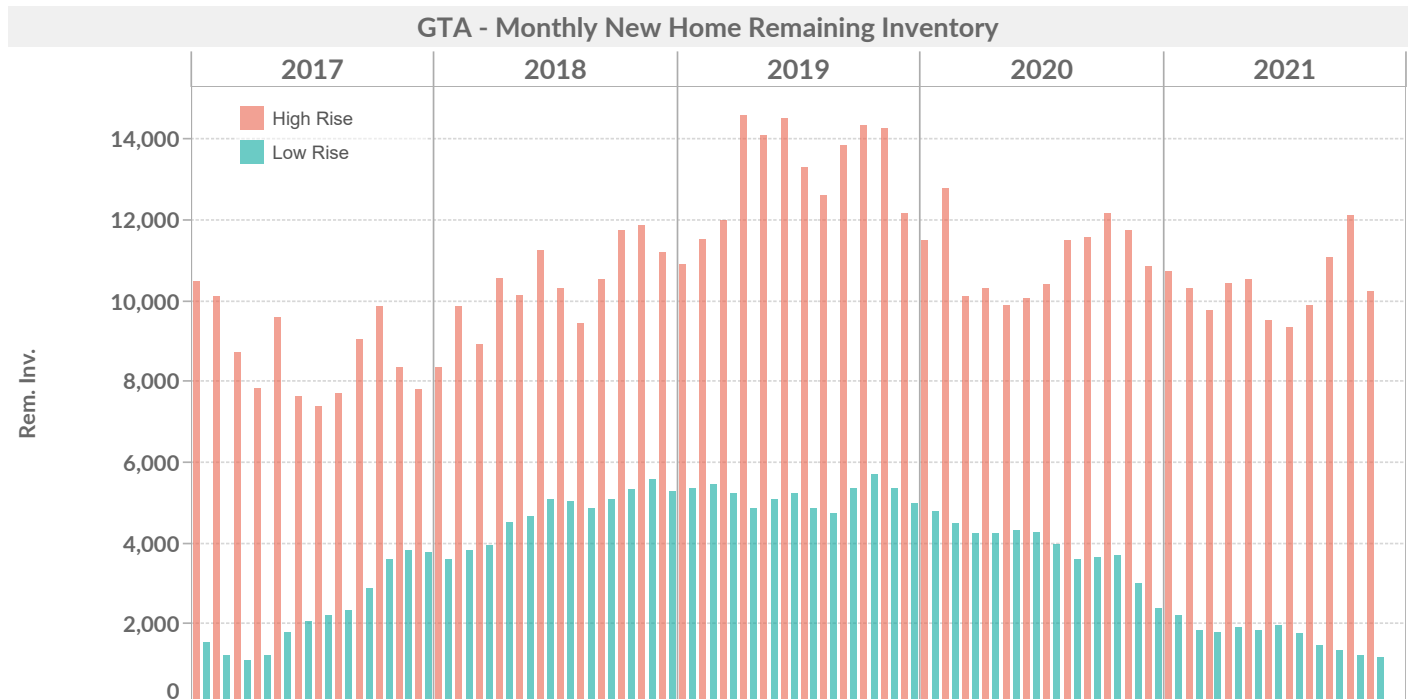
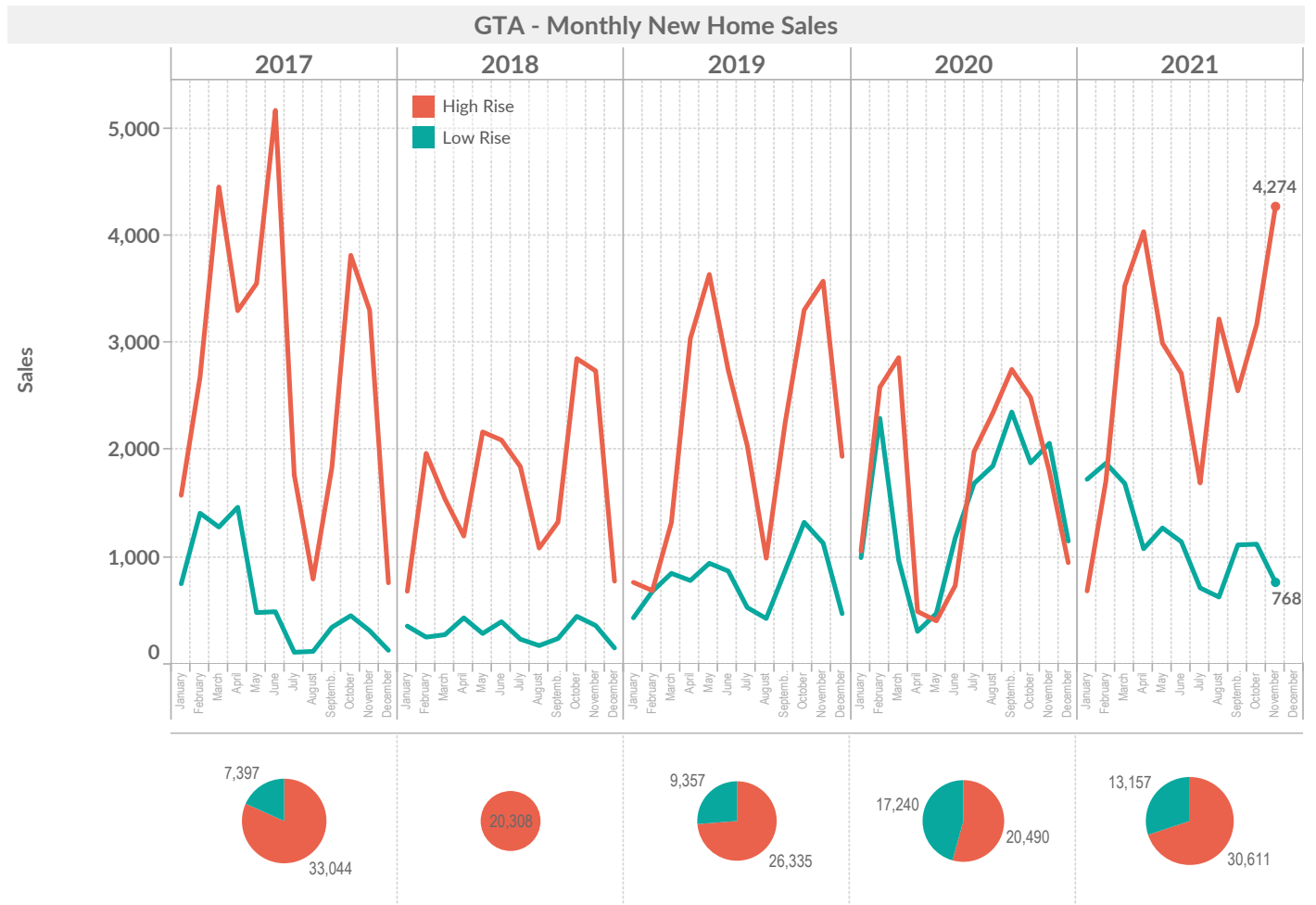
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

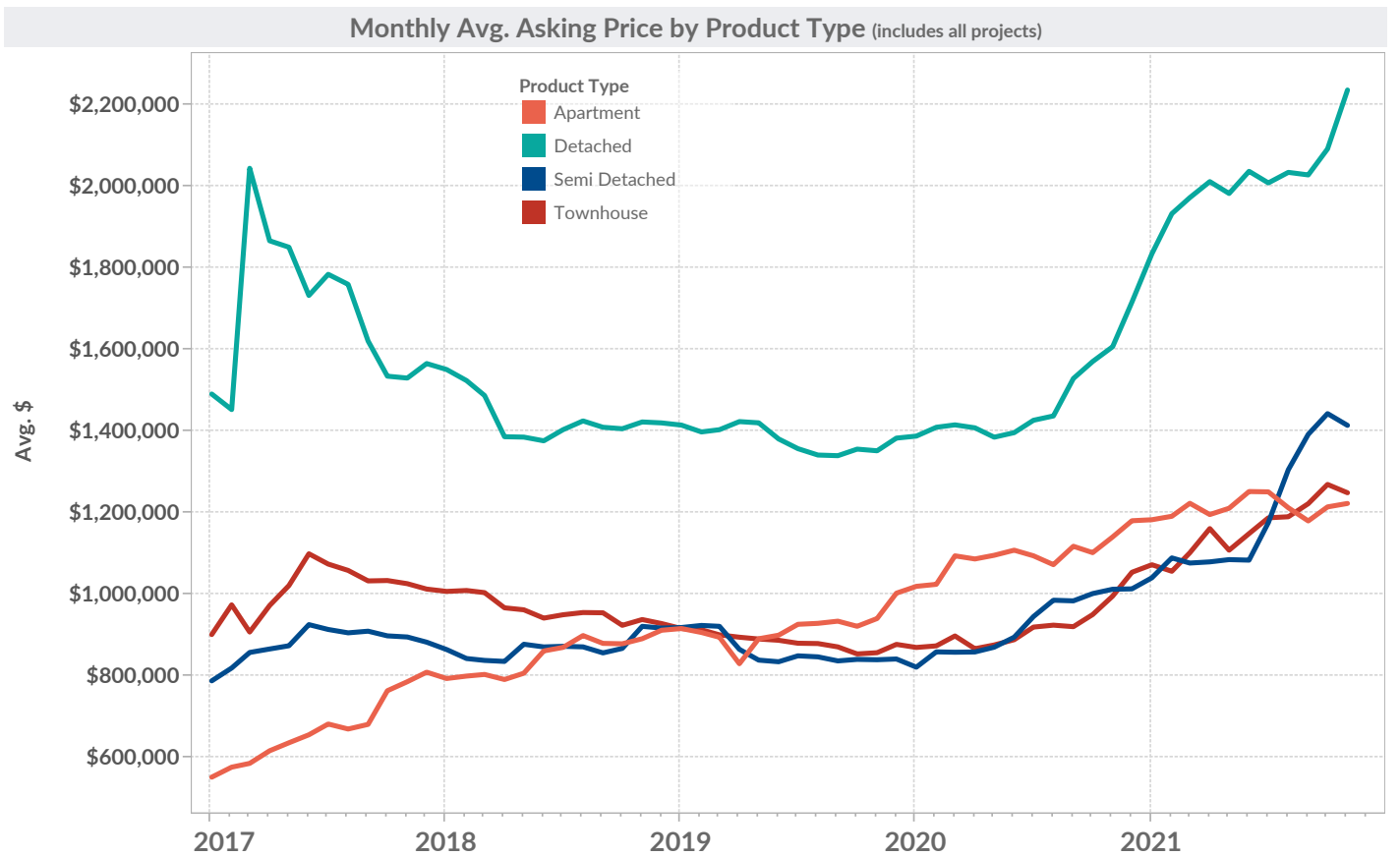
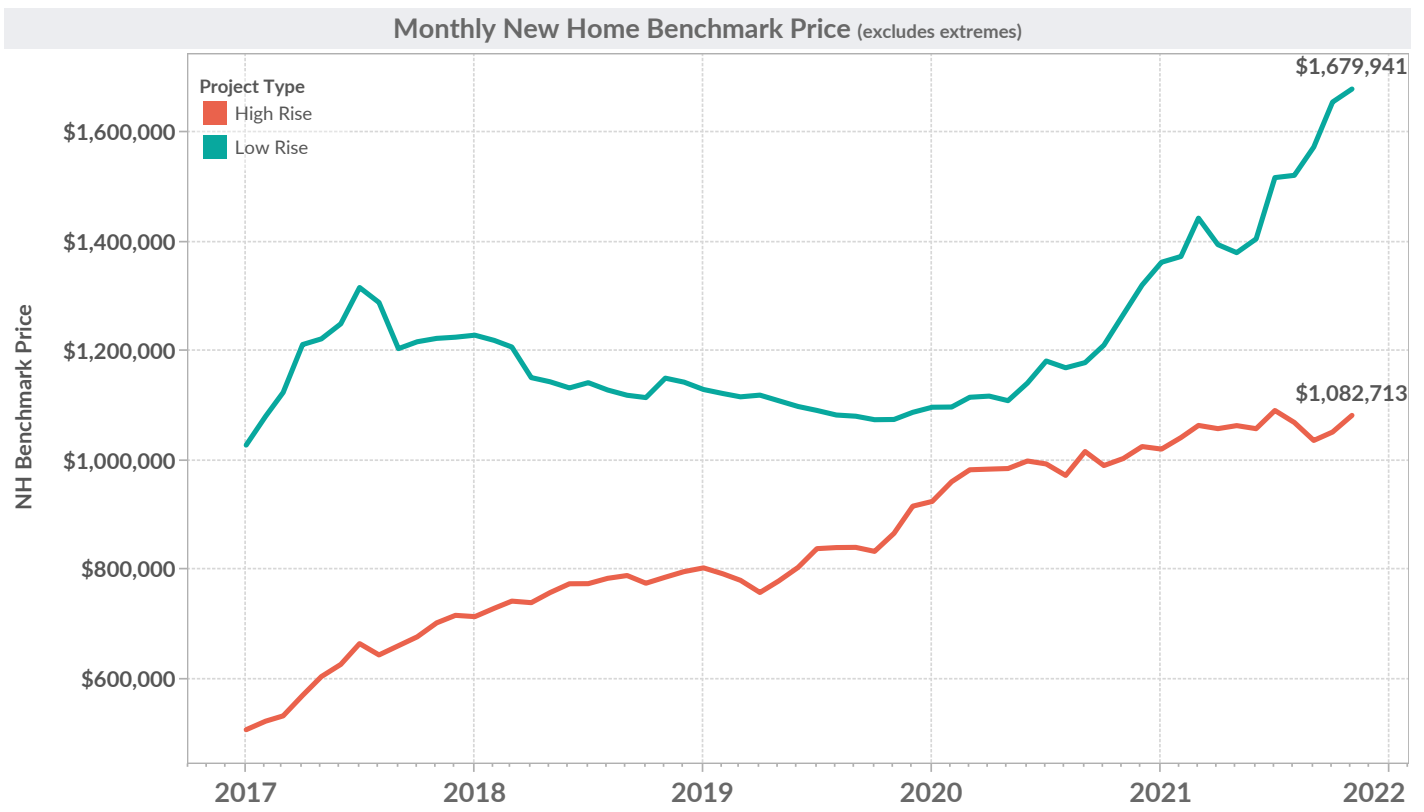
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

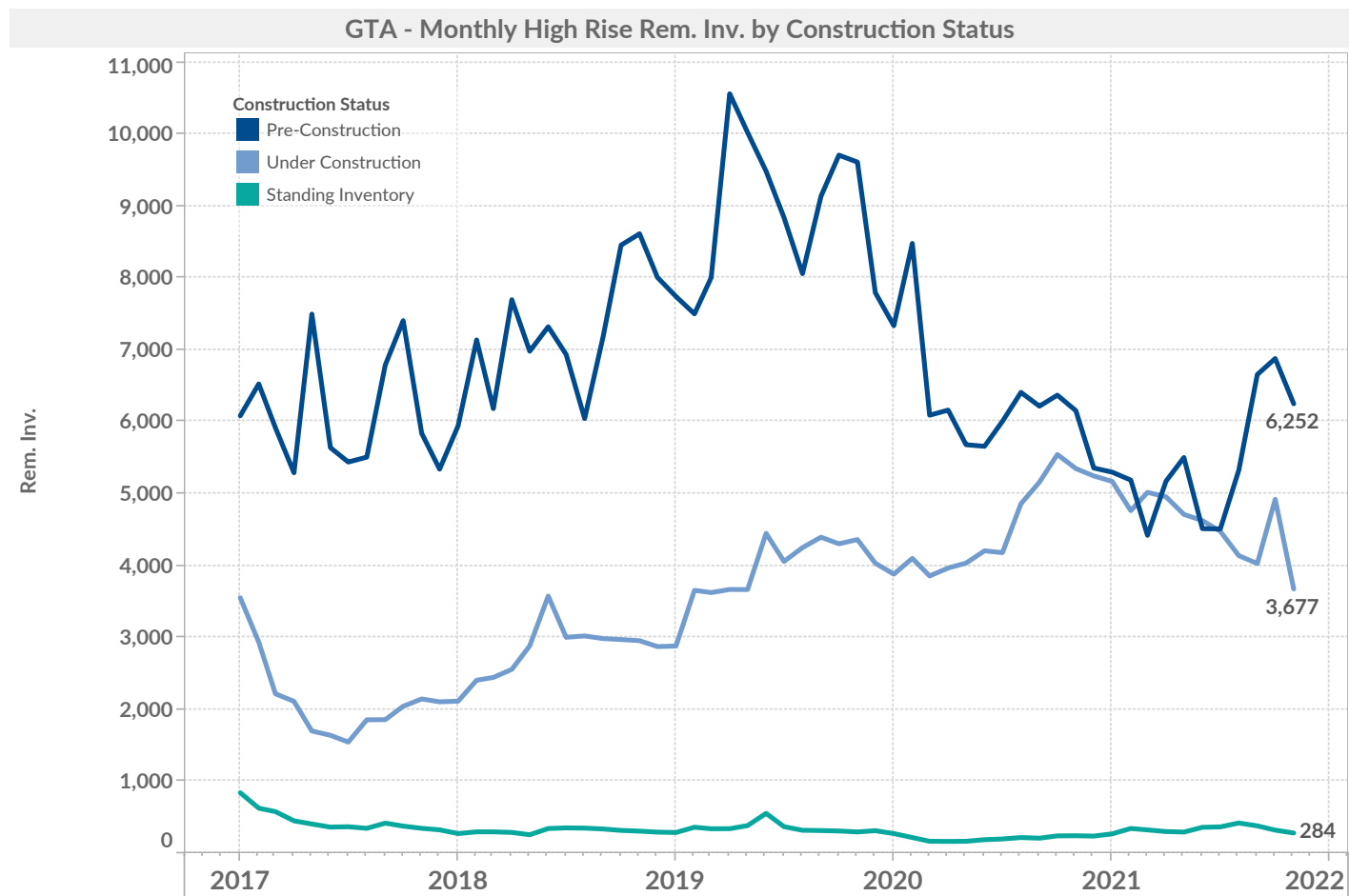
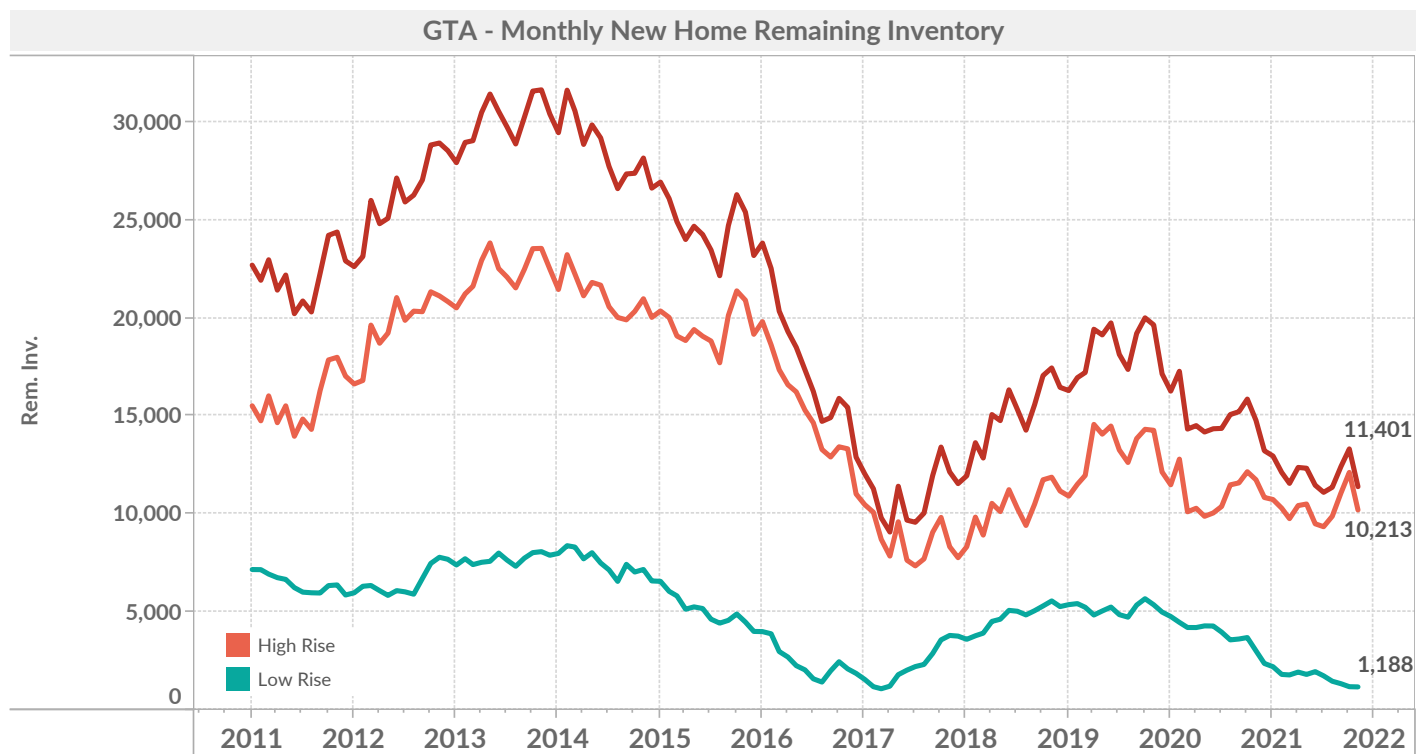
Sales & Remaining Inventory



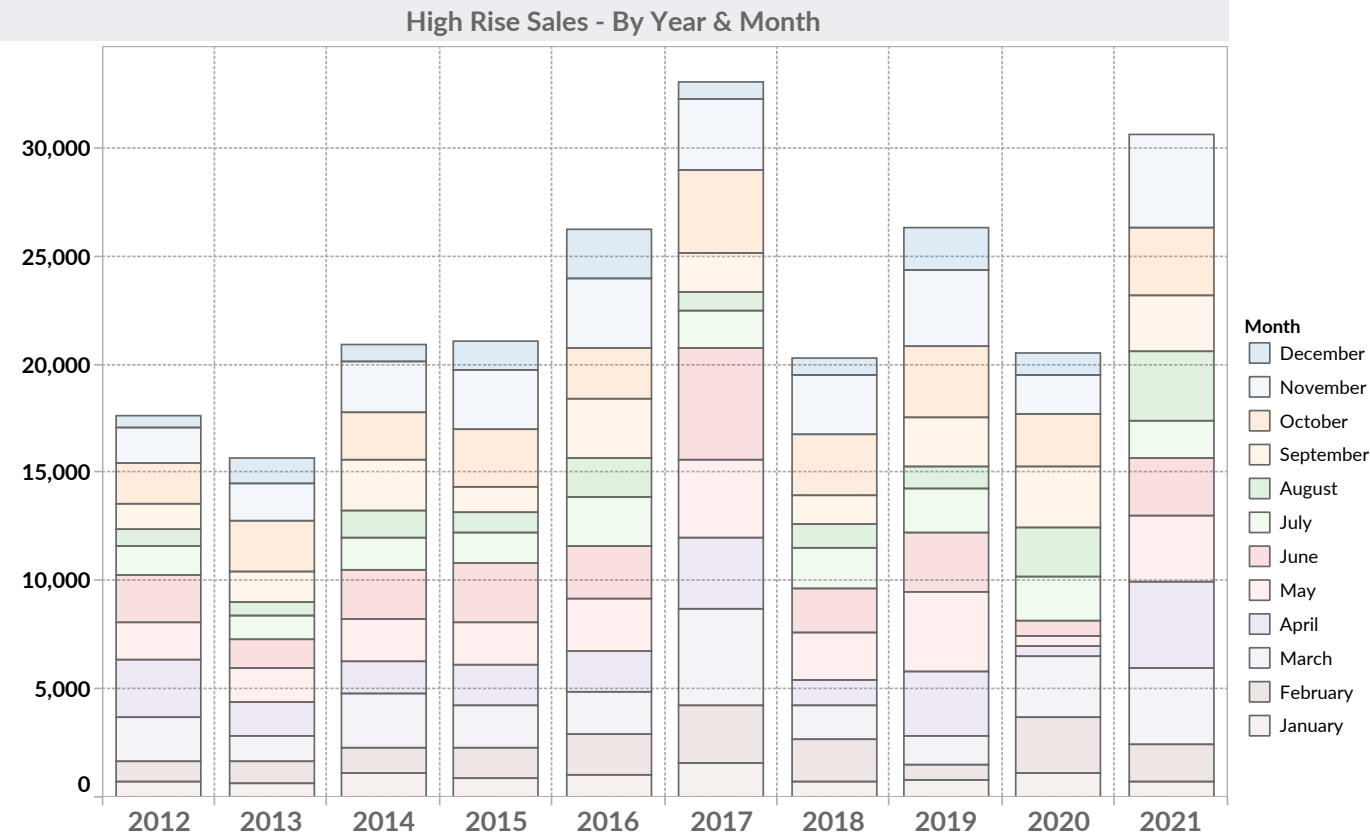
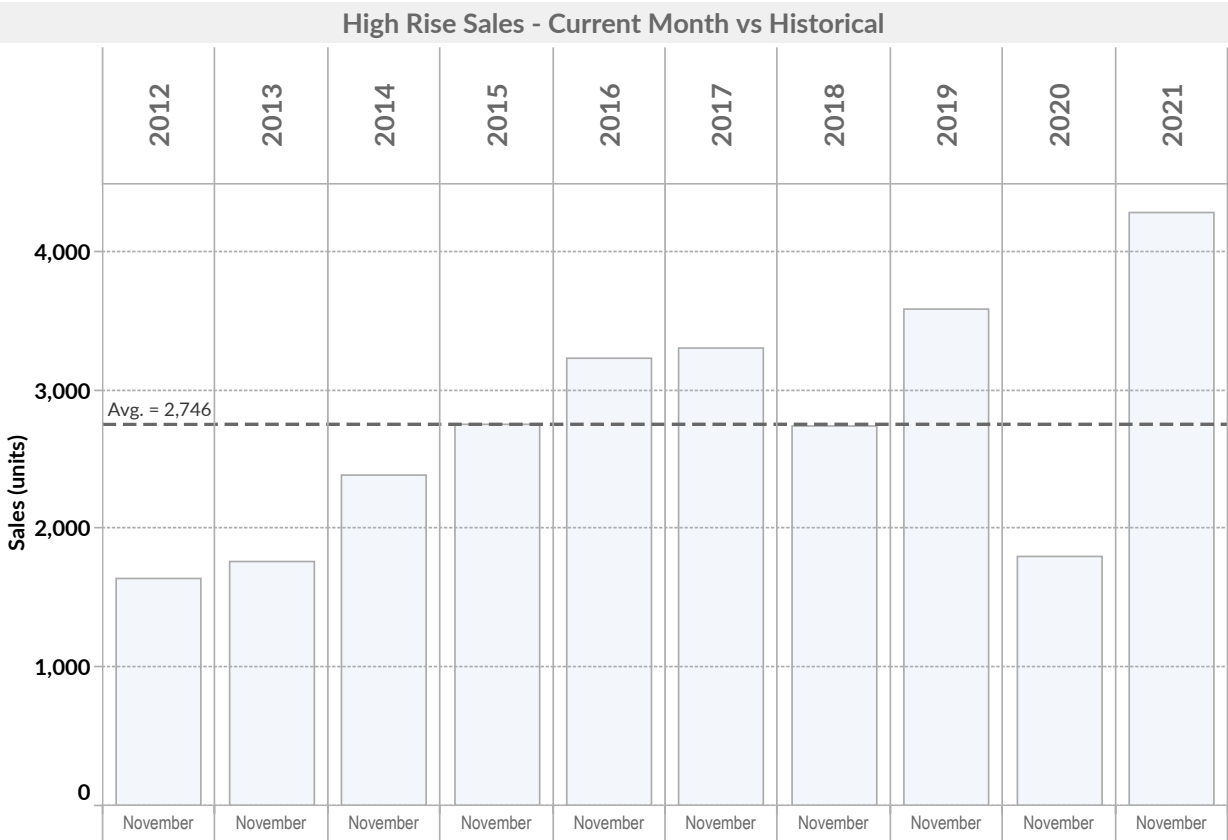
Pricing



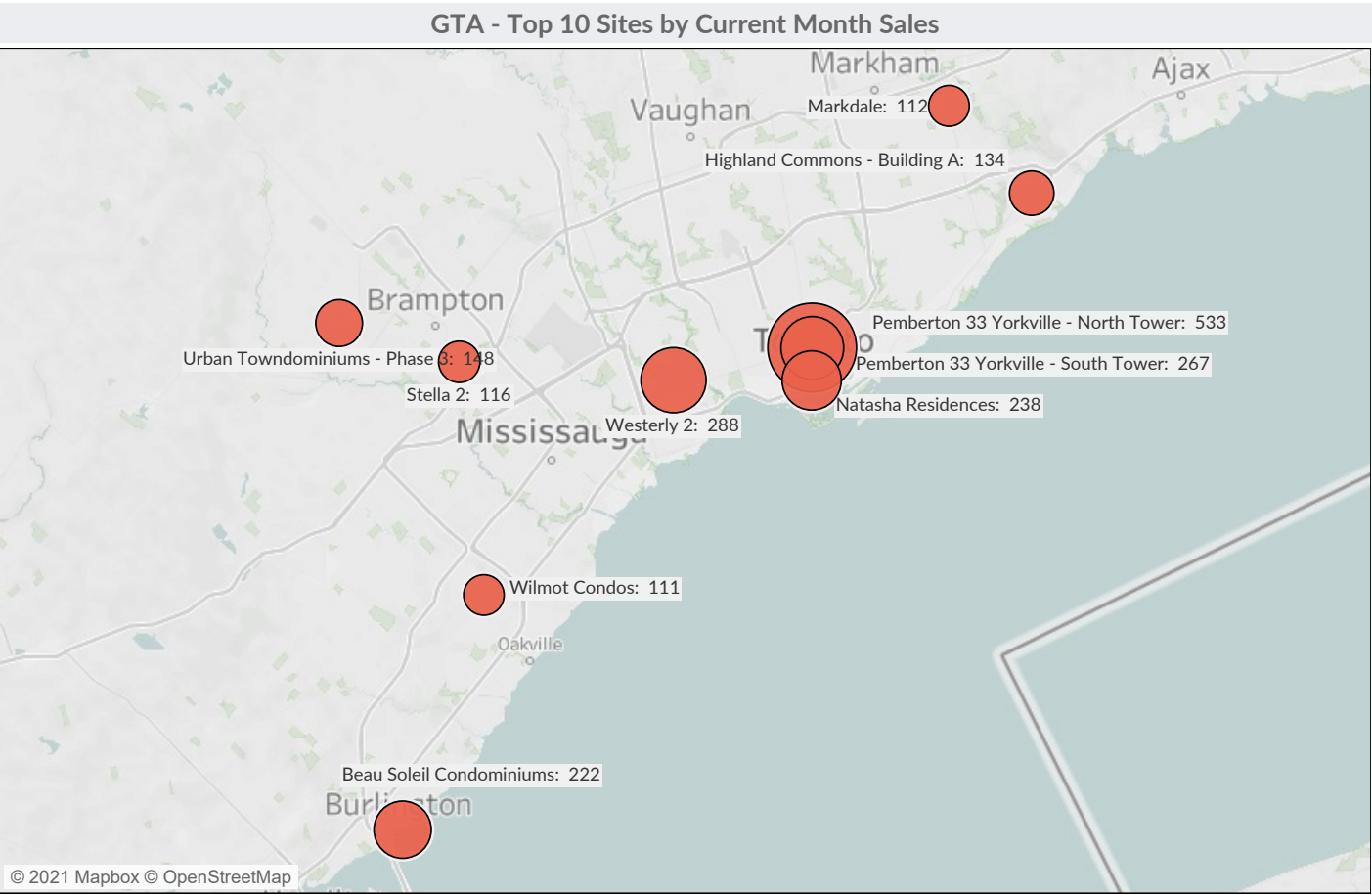
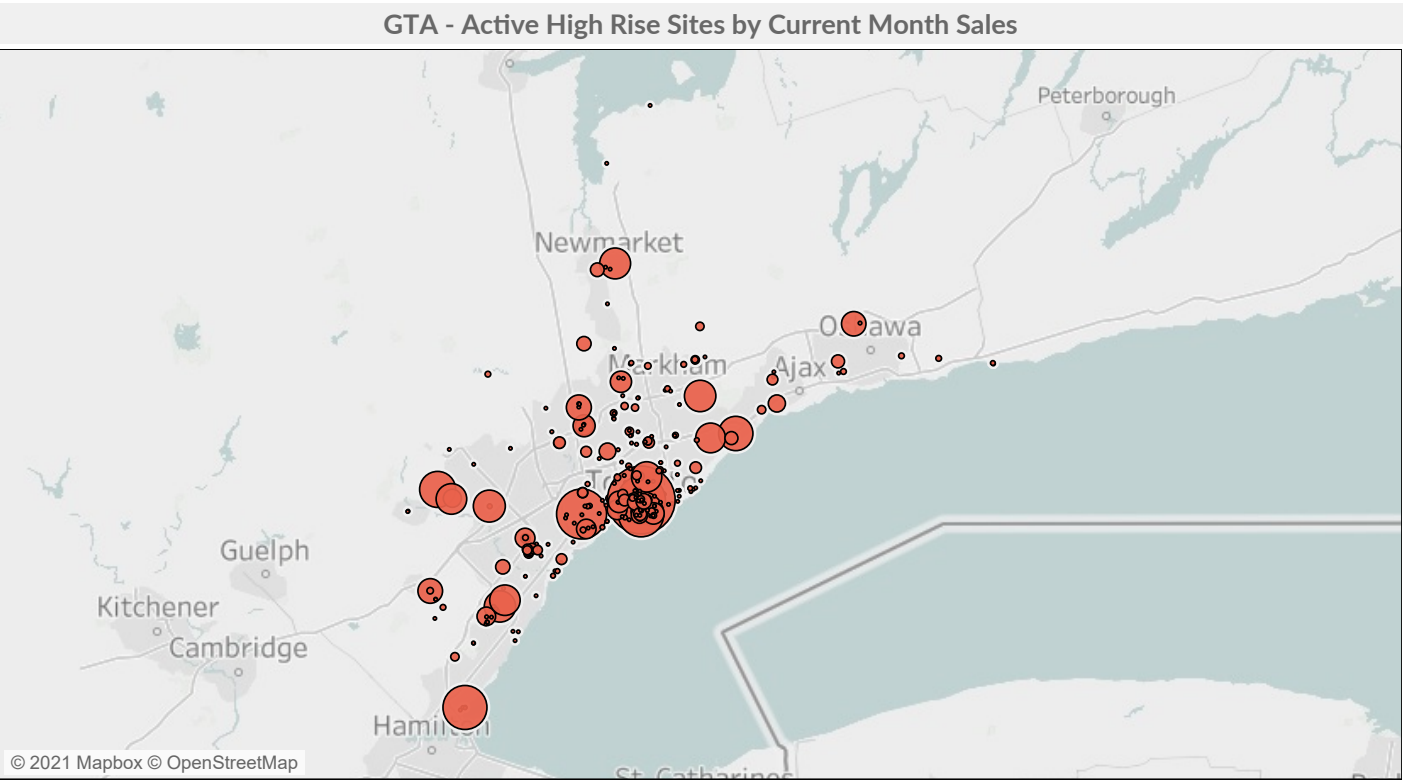
Remaining Inventory



Historical Sales Comparison



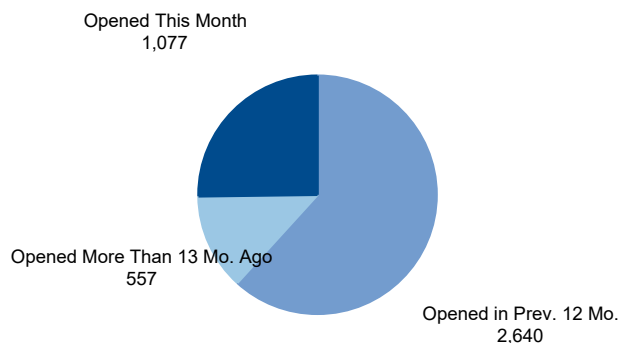
Current Sites



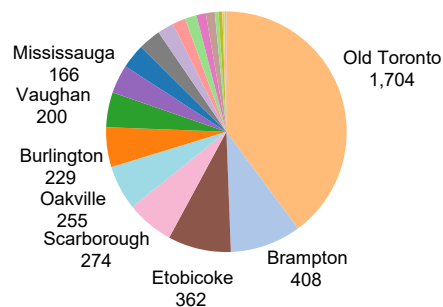
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

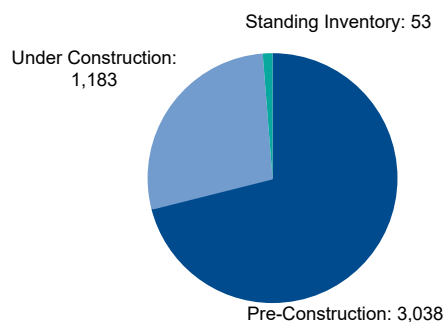
Sales by Opening Date



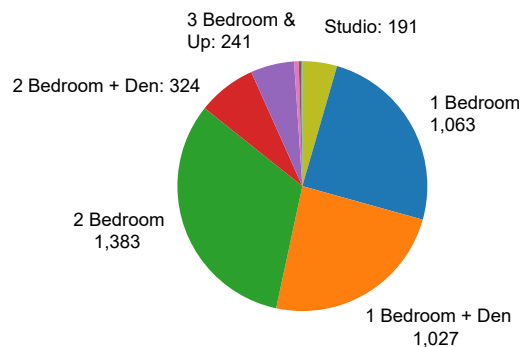
Sales by Municipality/Area



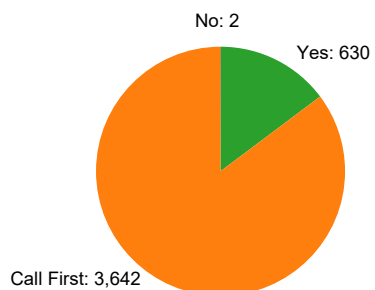
Sales by Const. Status



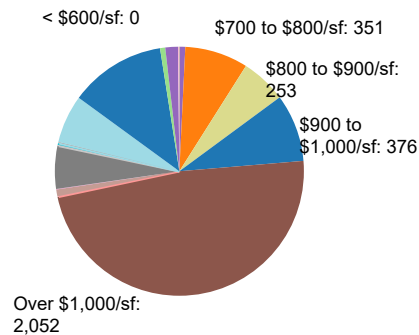
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



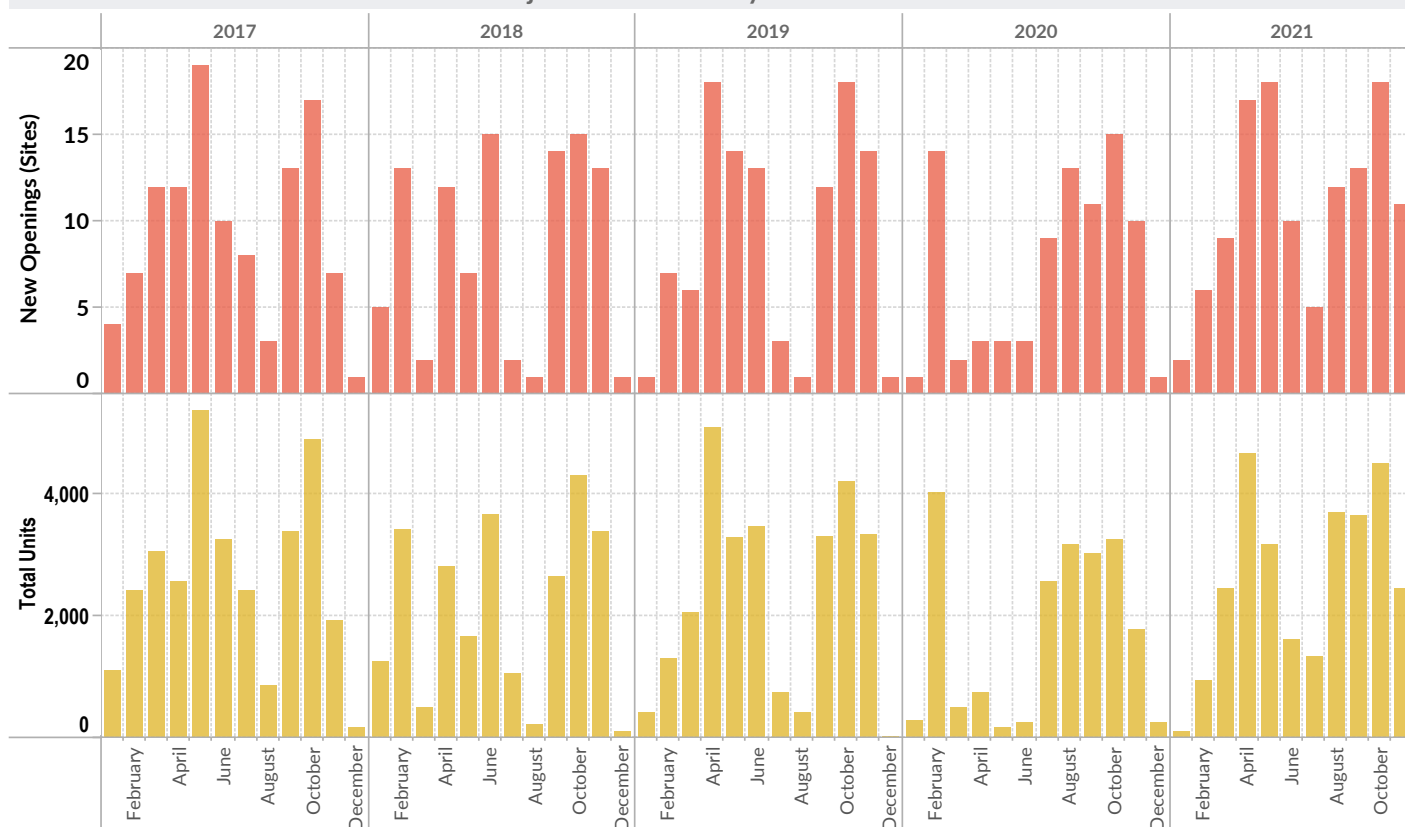
New Openings

November 2021 - New Project Launches

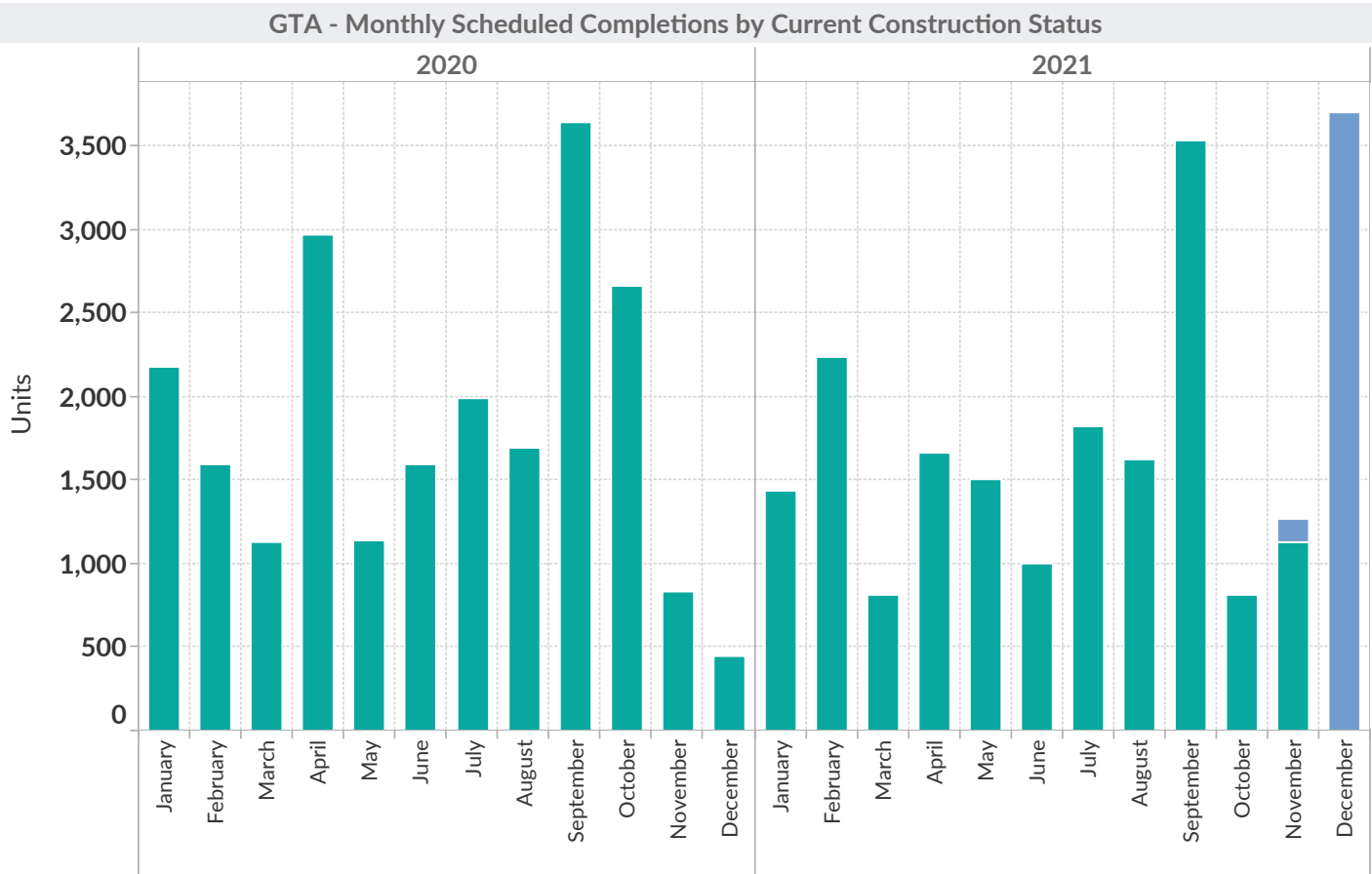
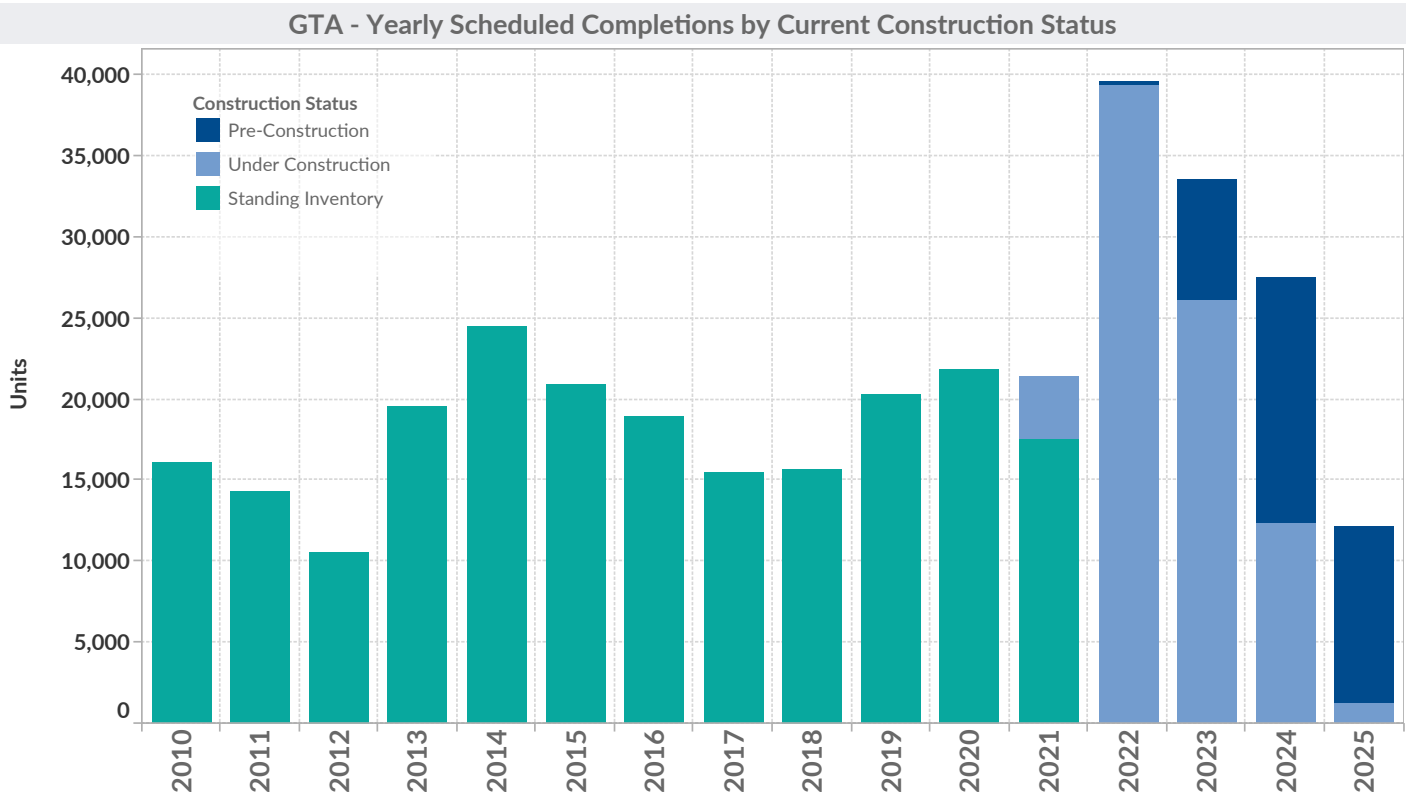
Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
Beau Soleil Condominiums - Carriage Gate Homes	Burlington	2021-11-02	318	222	96	\$1,019
four me - Lash Development Corporation	Scarborough	2021-11-05	330	100	230	\$1,060
Hillmont at SXSW - Tower 4 - Primont Homes	Vaughan	2021-11-06	95	12	83	\$1,105
Highland Commons - Building A - Atree Developments	Scarborough	2021-11-09	263	134	129	\$1,017
ClockWork at Upper Joshua Creek - Mattamy Homes	Oakville	2021-11-13	155	105	50	\$994
Urban Towndominiums - Phase 3 - Rosehaven Homes	Brampton	2021-11-13	160	148	12	\$770
Westerly 2 - Tridel	Etobicoke	2021-11-13	354	288	66	\$1,087
Millhouse Condominiums - Building C - Fernbrook Homes	Milton	2021-11-17	218	68	150	\$1,058
High Park Urban Towns - Caliber Homes	Aurora	2021-11-23	53	0	53	\$944
Park District Towns - ICON Homes	Pickering	2021-11-24	129	0	129	\$658
Connectt - Building B - Lindvest	Milton	2021-11-25	262	0	262	\$970
Grand Total			2,337	1,077	1,260	\$993

*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



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	121	4	244	102		1,720	5.6%
CentreCourt Developments Inc.	11	10	607	447	66	28	29	29	208	127	30		1,592	5.2%
RioCan	15	21	149	18	6	5	3	446	208	290	109		1,270	4.1%
QuadReal Property Group				737	233	175							1,145	3.7%
Daniels Corporation	16	36	33	112	97	255	21	22	15	341	181		1,129	3.7%
Urban Capital Property Group	18	13	19	646	204	42	28	25	15	10	21		1,041	3.4%
Rogers Real Estate Development Limited	5	7	7	642	194	33	24	16	13	8	19		968	3.2%
Fernbrook Homes	48	326	45	1	6	337	49	54	13	3	72		954	3.1%
Tridel	52	94	65	139	58	34	34	36	51	46	327		936	3.1%
Pemberlon Group	3	3	6	8	5	3	11	4	8	6	807		864	2.8%
Rosehaven Homes	0	1	0	2				463	36	44	238		784	2.6%
Concord Adex	0	13	388	72	73	18	35	59	45	15	49		767	2.5%
Vandyk Properties Inc.	0	0	0	370	381	0	0	0	0	0	0		751	2.5%
Mattamy Homes	1	14	30	186	99	7	3	125	116	1	144		726	2.4%
Tribute Communities	6	12	7	1	11	0	0	238	286	32	67		660	2.2%
Graywood Developments	16	35	41	16	54	22	13	3	367	30	58		655	2.1%
Townwood Homes								463	36	44	90		633	2.1%
Liberty Development Corporation	24	33	382	39	21	10	24	32	22	17	16		620	2.0%
Basis International Inc.	0	0	599	0	0	0	0	0	0	0	0		599	2.0%
Centrestone Urban Developments Inc.				440	66	28	29	29	3				595	1.9%
Kilmer Group	5	16	149	11	9	220	130	23	3	1	2		569	1.9%
Camrosl Felcorp	5	5	7	6	6	3	1	475	40	0	12		560	1.8%
Lanterra Developments	21	31	6	37	26	29	40	21	35	27	271		544	1.8%
Plaza	1	5	363	10	20	12	22	15	9	39	29		525	1.7%
Armacon Developments	1	0	0	0	0	400	50	21	9	9	8		498	1.6%
Total (All 219 Builders)	688	1,716	3,534	4,039	2,998	2,717	1,695	3,224	2,554	3,172	4,274		30,611	

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 %
	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.		
Menkes	98	1	100	0	737	235	175	1	121	4	244	102	1,818	5.8%
CentreCourt Developments Inc.	4	11	10	607	447	66	28	29	29	208	127	30	1,596	5.1%
RioCan	5	15	21	149	18	6	5	3	446	208	290	109	1,275	4.0%
QuadReal Property Group	98				737	233	175						1,243	3.9%
Daniels Corporation	9	16	36	33	112	97	255	21	22	15	341	181	1,138	3.6%
Fernbrook Homes	118	48	326	45	1	6	337	49	54	13	3	72	1,072	3.4%
Urban Capital Property Group	9	18	13	19	646	204	42	28	25	15	10	21	1,050	3.3%
Tridel	82	52	94	65	139	58	34	34	36	51	46	327	1,018	3.2%
Rogers Real Estate Development Limited	5	5	7	7	642	194	33	24	16	13	8	19	973	3.1%
Pemberton Group	2	3	3	6	8	5	3	11	4	8	6	807	866	2.7%
Rosehaven Homes	1	0	1	0	2				463	36	44	238	785	2.5%
Concord Adex	13	0	13	388	72	73	18	35	59	45	15	49	780	2.5%
Vandyk Properties Inc.	0	0	0	0	370	381	0	0	0	0	0	0	751	2.4%
Mattamy Homes	2	1	14	30	186	99	7	3	125	116	1	144	728	2.3%
Graywood Developments	13	16	35	41	16	54	22	13	3	367	30	58	668	2.1%
Tribute Communities	4	6	12	7	1	11	0	0	238	286	32	67	664	2.1%
Liberty Development Corporation	17	24	33	382	39	21	10	24	32	22	17	16	637	2.0%
Townwood Homes									463	36	44	90	633	2.0%
Basis International Inc.	0	0	0	599	0	0	0	0	0	0	0	0	599	1.9%
Centrestone Urban Developments Inc.					440	66	28	29	29	3			595	1.9%
Kilmer Group	20	5	16	149	11	9	220	130	23	3	1	2	589	1.9%
Lanterra Developments	22	21	31	6	37	26	29	40	21	35	27	271	566	1.8%
Camrosl Felcorp	4	5	5	7	6	6	3	1	475	40	0	12	564	1.8%
Plaza	0	1	5	363	10	20	12	22	15	9	39	29	525	1.7%
Amazon Developments	5	1	0	0	0	0	400	50	21	9	9	8	503	1.6%
Total (All 219 Builders)	952	688	1,716	3,534	4,039	2,998	2,717	1,695	3,224	2,554	3,172	4,274	31,563	

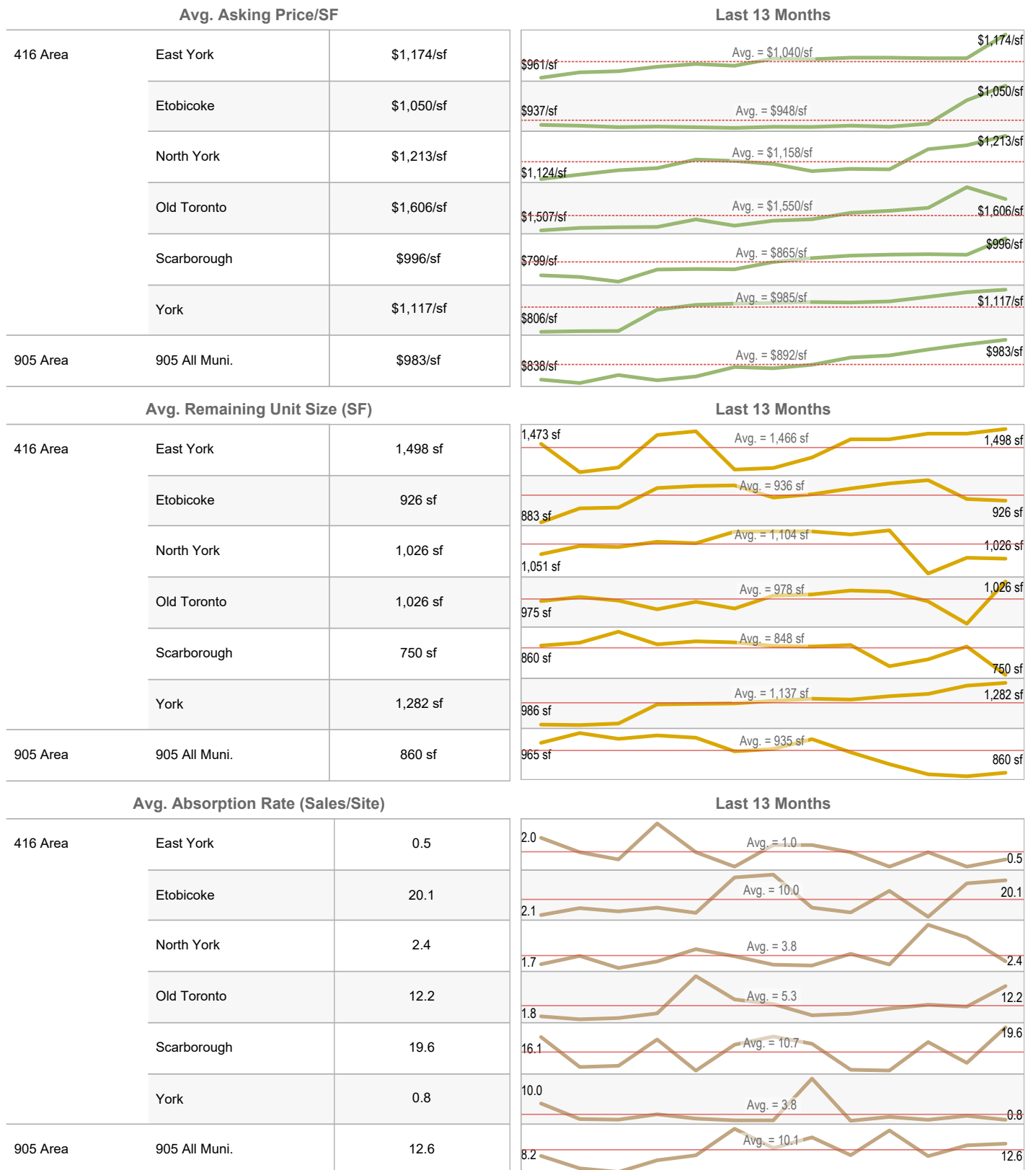
Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Unit Type	2021 November
Pemberton 33 Yorkville - North Tower - Pemberton Group	Old Toronto	Apartment	1 Bedroom	214
			1 Bedroom + Den	121
			2 Bedroom	198
			Total	533
Westerly 2 - Tridel	Etobicoke	Apartment	1 Bedroom	193
			1 Bedroom + Den	21
			3 Bedroom & Up	14
			2 Bedroom	60
			Total	288
Pemberton 33 Yorkville - South Tower - Pemberton Group	Old Toronto	Apartment	1 Bedroom	52
			1 Bedroom + Den	56
			2 Bedroom + Den	13
			2 Bedroom	146
			Total	267
Natasha Residences - Lanterra Developments	Old Toronto	Apartment	1 Bedroom	29
			1 Bedroom + Den	107
			2 Bedroom + Den	5
			3 Bedroom & Up	0
			2 Bedroom	12
			Studio	85
			Total	238
Beau Soleil Condominiums - Carriage Gate Homes	Burlington	Apartment	1 Bedroom	135
			1 Bedroom + Den	40
			2 Bedroom + Den	6
			2 Bedroom	41
			Total	222
Urban Towndominiums - Phase 3 - Rosehaven Homes	Brampton	Stacked	2 Bedroom	148
			Total	148
Highland Commons - Building A - Altree Developments	Scarborough	Apartment	1 Bedroom	10
			1 Bedroom + Den	57
			2 Bedroom + Den	18
			3 Bedroom & Up	10
			2 Bedroom	29
			Studio	10
			Total	134

Market Parameters by Area

Current Market Parameters & Trend by Area



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	November-2020				November-2021			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 39			● 39	● 855			● 855
Central Waterfront	Old Toronto	● 1			● 1	● 79			● 79
Don Mills - York Mills	North York	● 38		● 0	● 38	● 7		● 3	● 10
Downtown Core	Old Toronto	● 1			● 1	● 99			● 99
Downtown East	Old Toronto	● 32			● 32	● 94			● 94
Downtown West	Old Toronto	● 34			● 34	● 319			● 319
Etobicoke Waterfront	Etobicoke	● 1			● 1	● 2			● 2
Highway7 - Yonge	Markham	● 0			● 0	● 0			● 0
	Richmond Hill	● 7		● 6	● 13	● 52		● 1	● 53
Mississauga City Centre	Mississauga	● 24			● 24	● 61			● 61
North Toronto	Old Toronto	● 19			● 19	● 122		● 0	● 122
North Yonge Corridor	North York	● 4		● 0	● 4	● 7		● 0	● 7
North York East	North York	● 0		● 1	● 1	● 0		● 0	● 0
North York West	North York	● 2		● 1	● 3	● 52		● 0	● 52
Not Applicable	Aurora							● 0	● 0
	Brampton	● 22		● 15	● 37	● 224		● 184	● 408
	Burlington	● 28			● 28	● 229			● 229
	Caledon	● 2		● 0	● 2	● 3		● 0	● 3
	Clarington	● 2			● 2	● 9			● 9
	East York	● 1		● 3	● 4	● 1		● 0	● 1
	Etobicoke	● 35		● 2	● 37	● 360		● 0	● 360
	Georgina	● 0			● 0	● 0			● 0
	Halton Hills	● 11			● 11	● 0			● 0
	King					● 22			● 22
	Markham	● 7			● 7	● 23		● 113	● 136
	Milton	● 0			● 0	● 75			● 75
	Mississauga	● 23		● 4	● 27	● 93		● 12	● 105
	Newmarket	● 0	● 0		● 0	● 108	● 0	● 20	● 128
	Oakville	● 431		● 4	● 435	● 255		● 0	● 255
	Old Toronto	● 0			● 0	● 10			● 10
	Oshawa	● 9			● 9	● 68			● 68
	Pickering	● 1		● 15	● 16	● 32		● 19	● 51
	Richmond Hill			● 3	● 3			● 0	● 0
	Scarborough	● 158		● 152	● 310	● 272		● 2	● 274
	Vaughan	● 419		● 0	● 419	● 187		● 0	● 187
	Whitby	● 8		● 0	● 8	● 21			● 21
	Whitchurch-Stouffville	● 2			● 2	● 7			● 7
	York	● 25		● 35	● 60	● 3			● 3
Sheppard Corridor	North York	● 20		● 4	● 24	● 25		● 0	● 25
Thornhill	Markham	● 0			● 0	● 5			● 5
	Vaughan	● 41			● 41	● 13			● 13
Toronto East	Old Toronto	● 4		● 0	● 4	● 3			● 3
Toronto West	Old Toronto	● 98		● 2	● 100	● 117		● 0	● 117
Yonge - St. Clair	Old Toronto	● 4		● 0	● 4	● 6		● 0	● 6
Grand Total		● 1,553	● 0	● 247	● 1,800	● 3,920	● 0	● 354	● 4,274

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales						Remaining Inventory			
SubMarket	Municipality	Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto								

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