



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of March 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-22	Mar-21	Change
High Rise	3,277	3,530	-7.2%
Low Rise	838	1,691	-50.4%
Total	4,115	5,221	-21.2%

Year to Date Sales	Jan.-Mar. 2022	Jan.-Mar. 2021	Y/Y Change
High Rise	8,885	5,916	50.2%
Low Rise	2,089	5,298	-60.6%
Total	10,974	11,214	-2.1%

Year to Date Supply	Jan.-Mar. 2022	Jan.-Mar. 2021	Y/Y Change
High Rise	7,584	3,513	115.9%
Low Rise	1,105	3,049	-63.8%
Total	8,689	6,562	32.4%

Year to Date Completions	Jan.-Mar. 2022	Jan.-Mar. 2021	Y/Y Change
High Rise	2,309	4,480	-48.5%

Remaining Inventory	Mar-22	Feb-22	Mar-21	M/M Change	Y/Y Change
High Rise	7,220	8,965	9,841	-19.5%	-26.6%
Low Rise	830	607	1,794	36.7%	-53.7%
Total	8,050	9,572	11,635	-15.9%	-30.8%

Benchmark Price	Mar-22	Feb-22	Mar-21	M/M Change	Y/Y Change
High Rise	\$1,252,515	\$1,177,739	\$1,064,317	6.3%	17.7%
Low Rise	\$1,838,396	\$1,858,713	\$1,443,638	-1.1%	27.3%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	9	322	328	149
High Rise Units	1,280	86,113	91,275	35,970
% Sold*	53%	92%	94%	86%
Low Rise Projects	8	156		
Low Rise Units	269	15,650		
% Sold*	93%	95%		

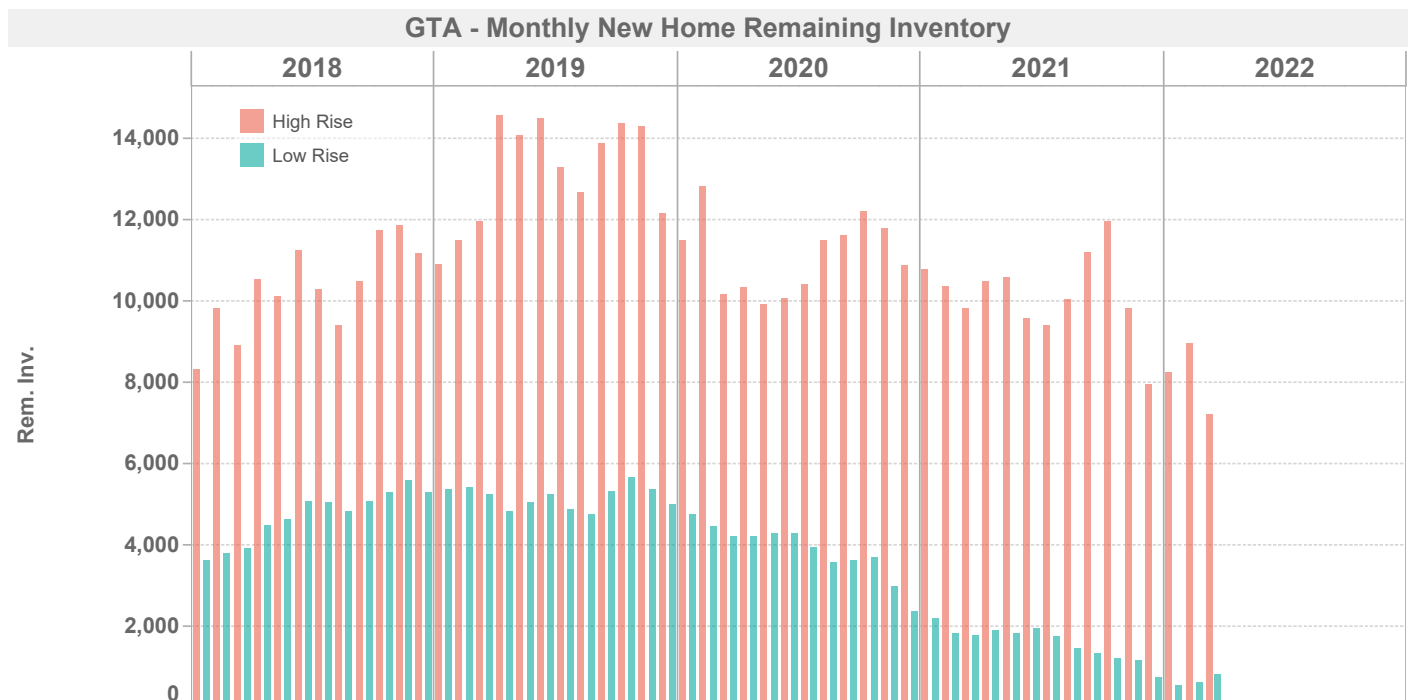
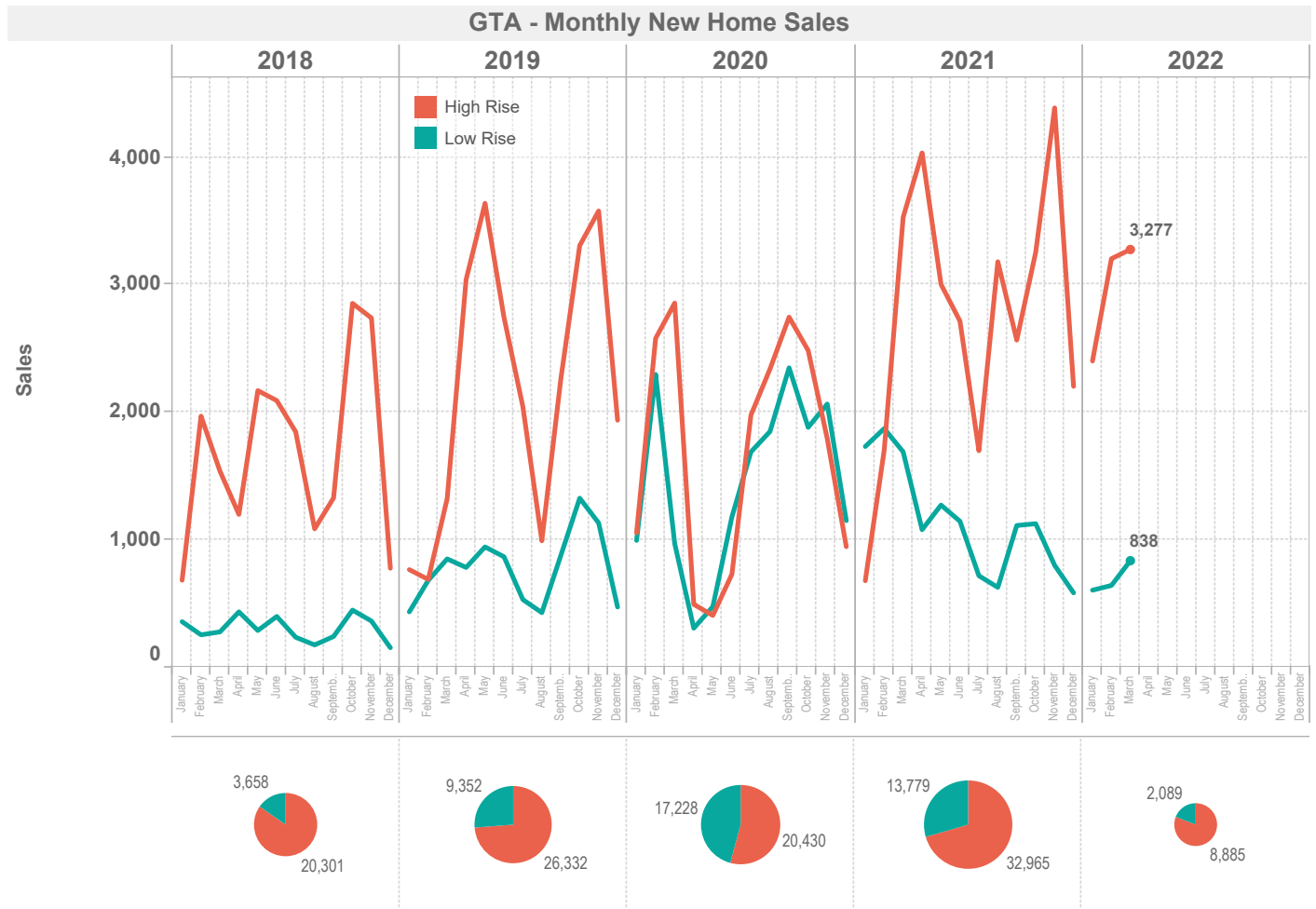
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

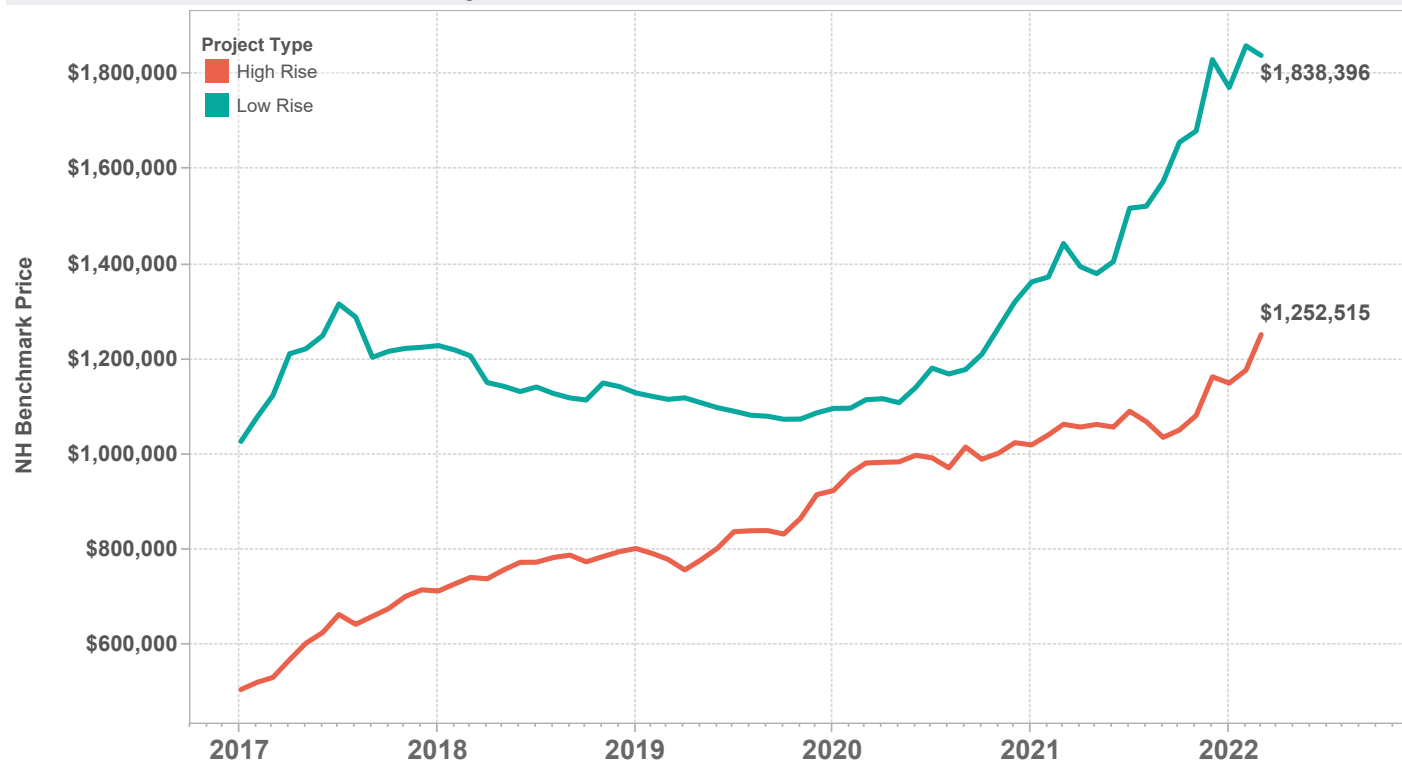
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

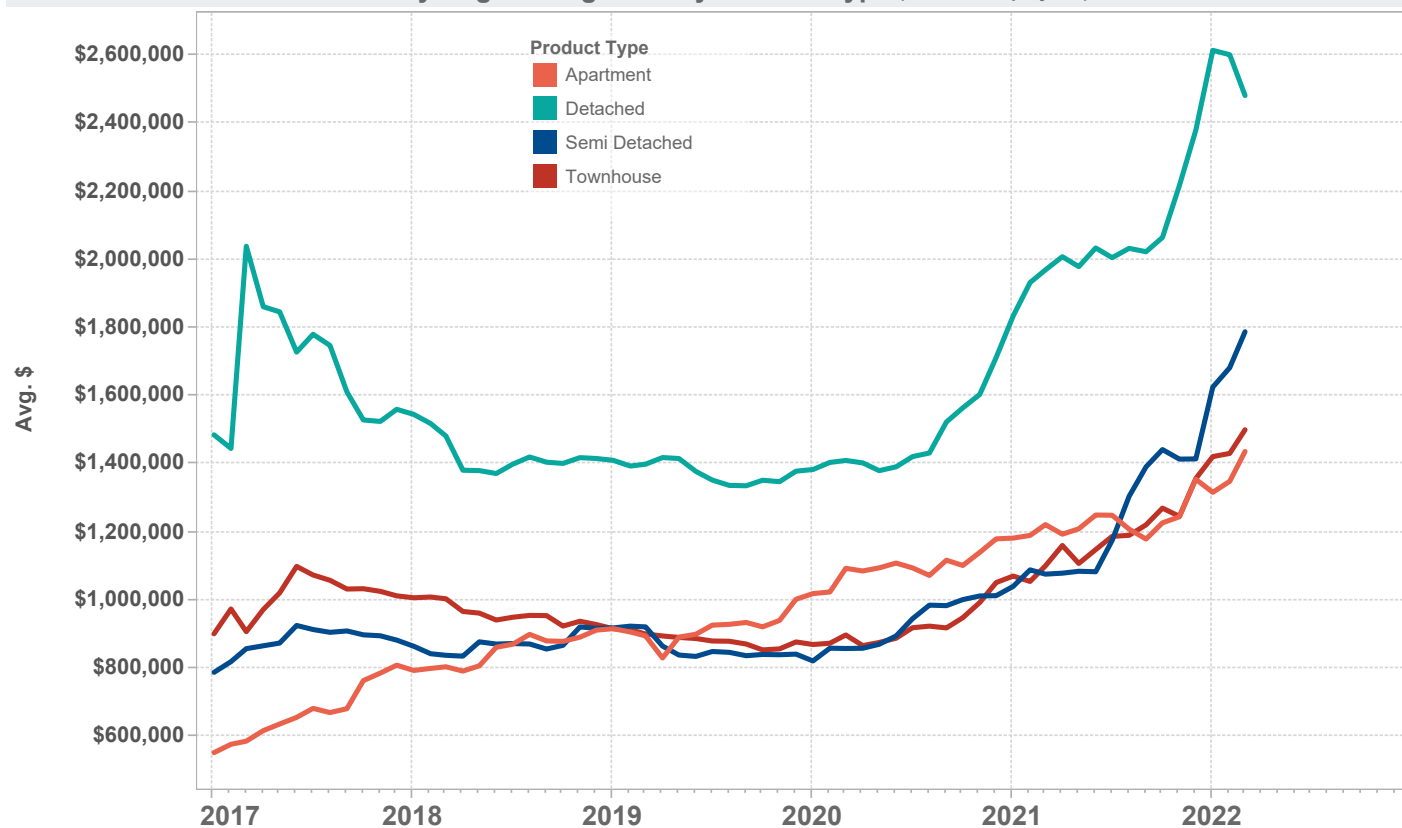


Pricing

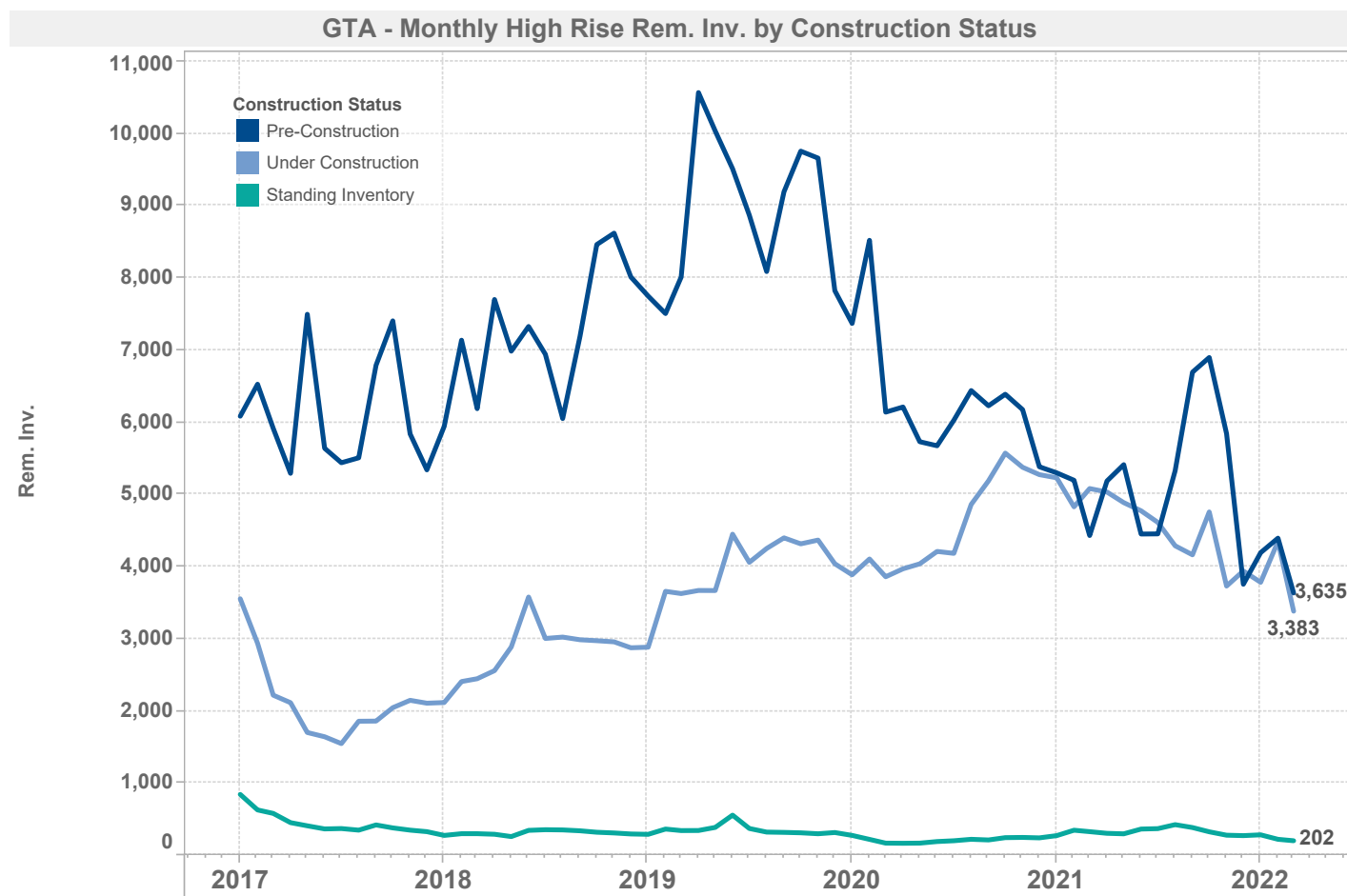
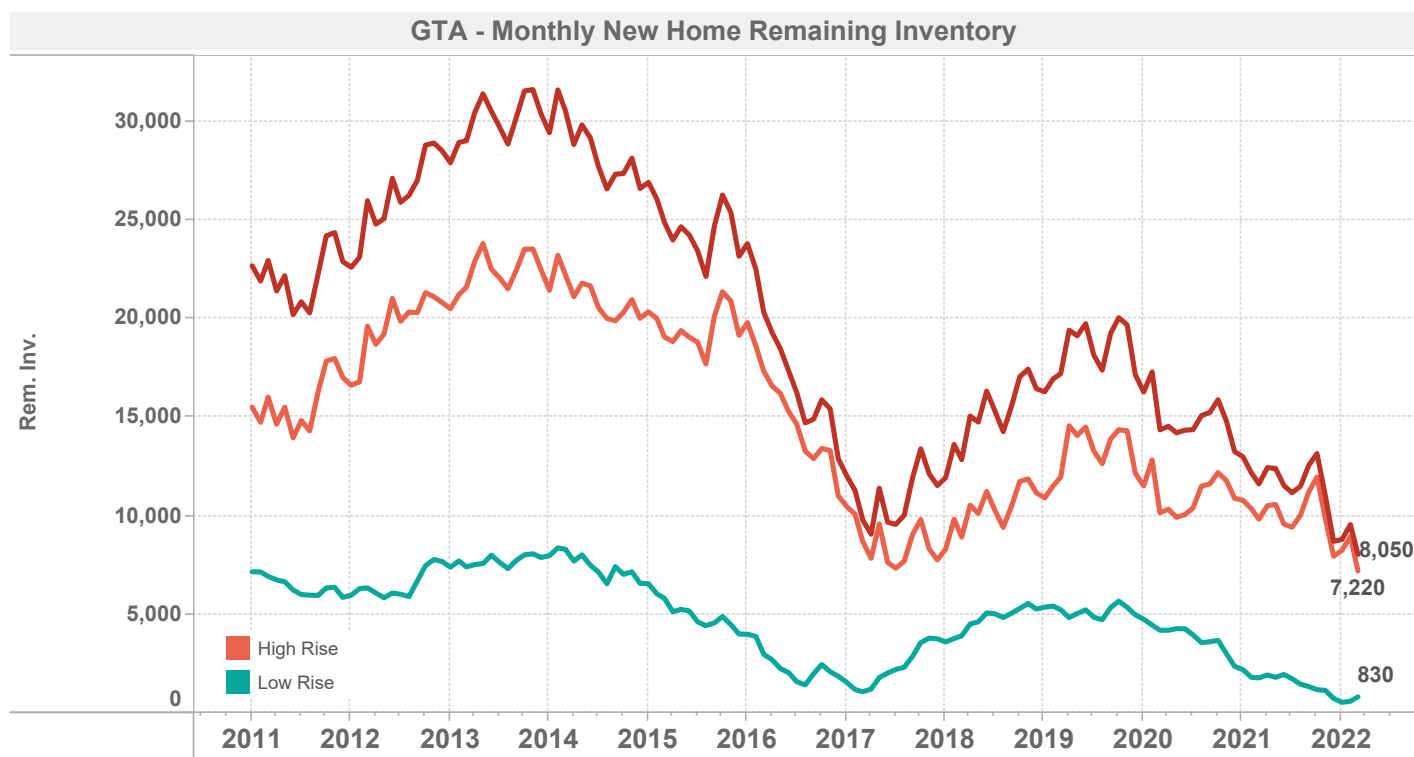
Monthly New Home Benchmark Price (excludes extremes)



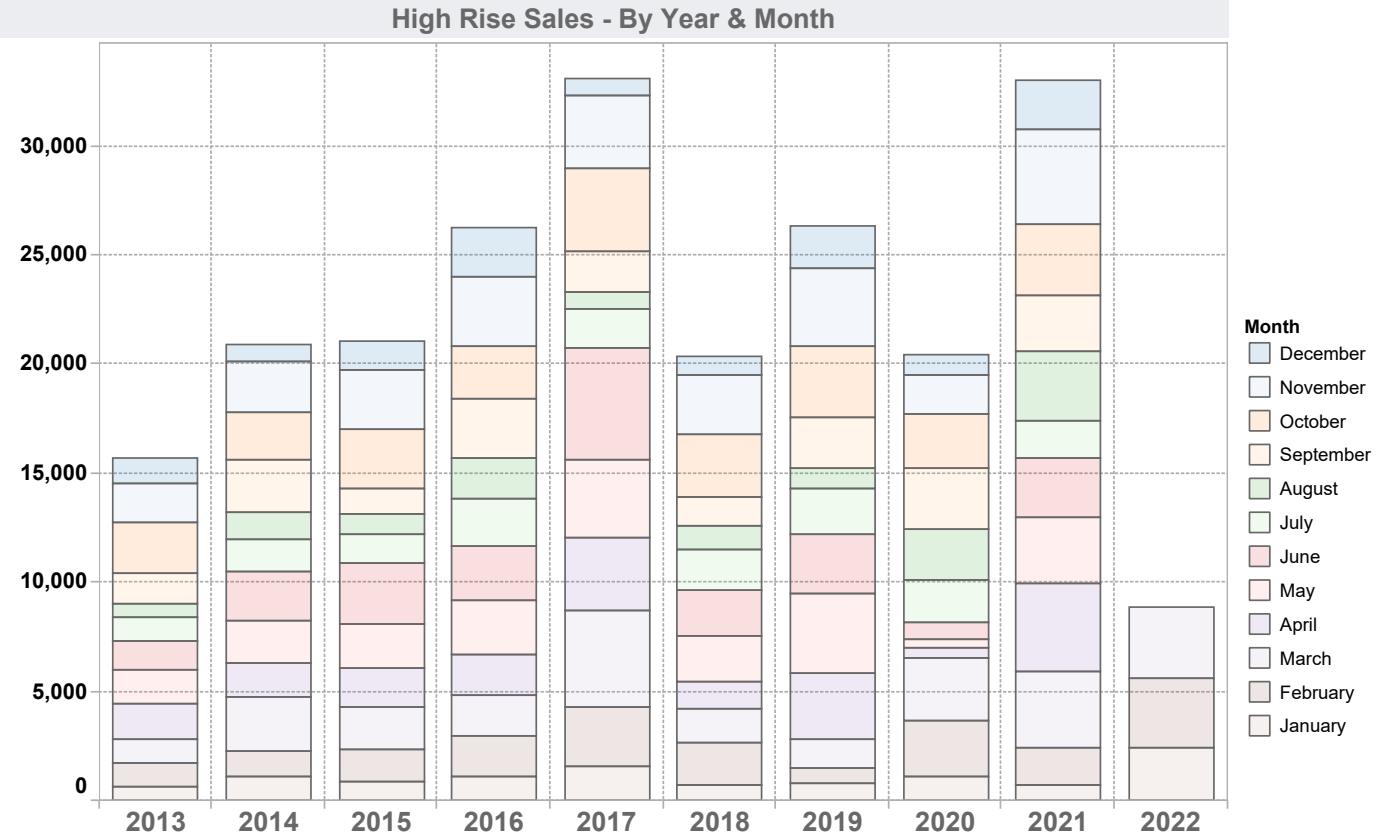
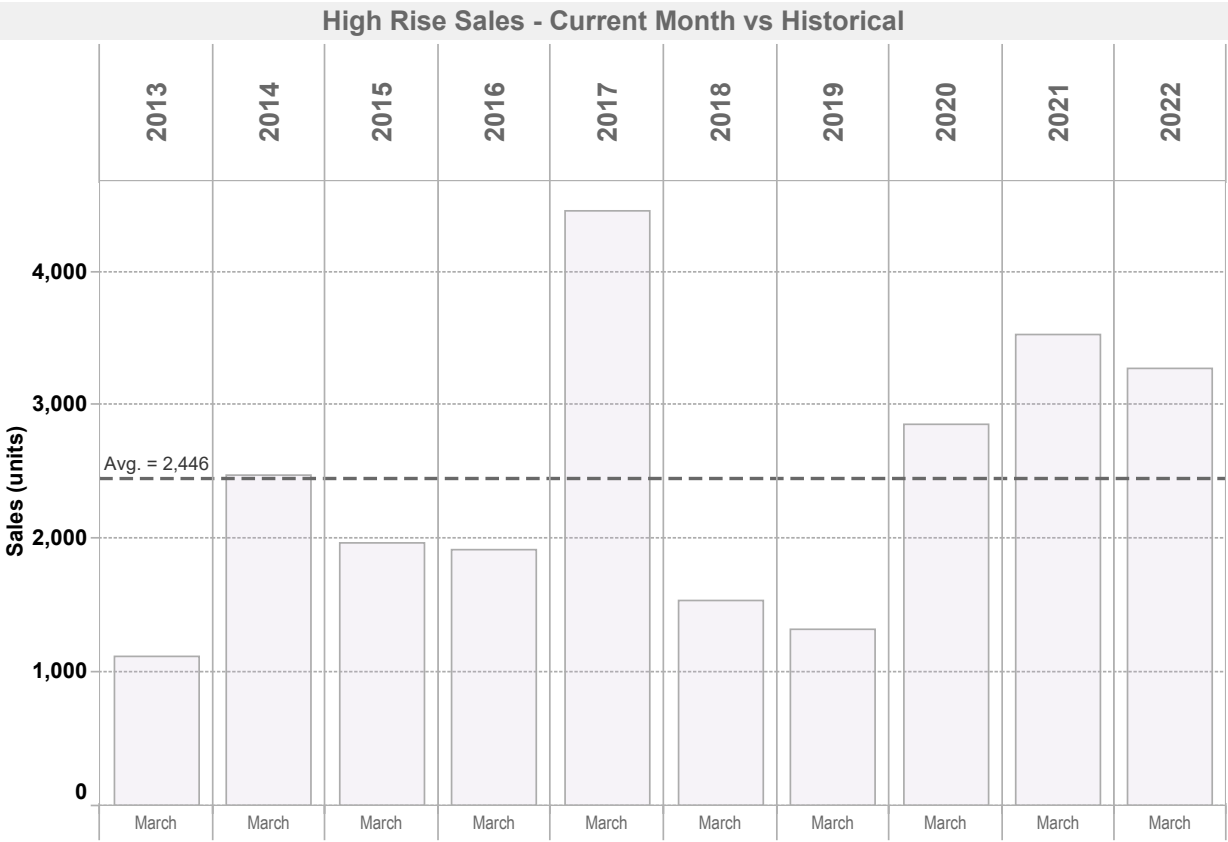
Monthly Avg. Asking Price by Product Type (includes all projects)



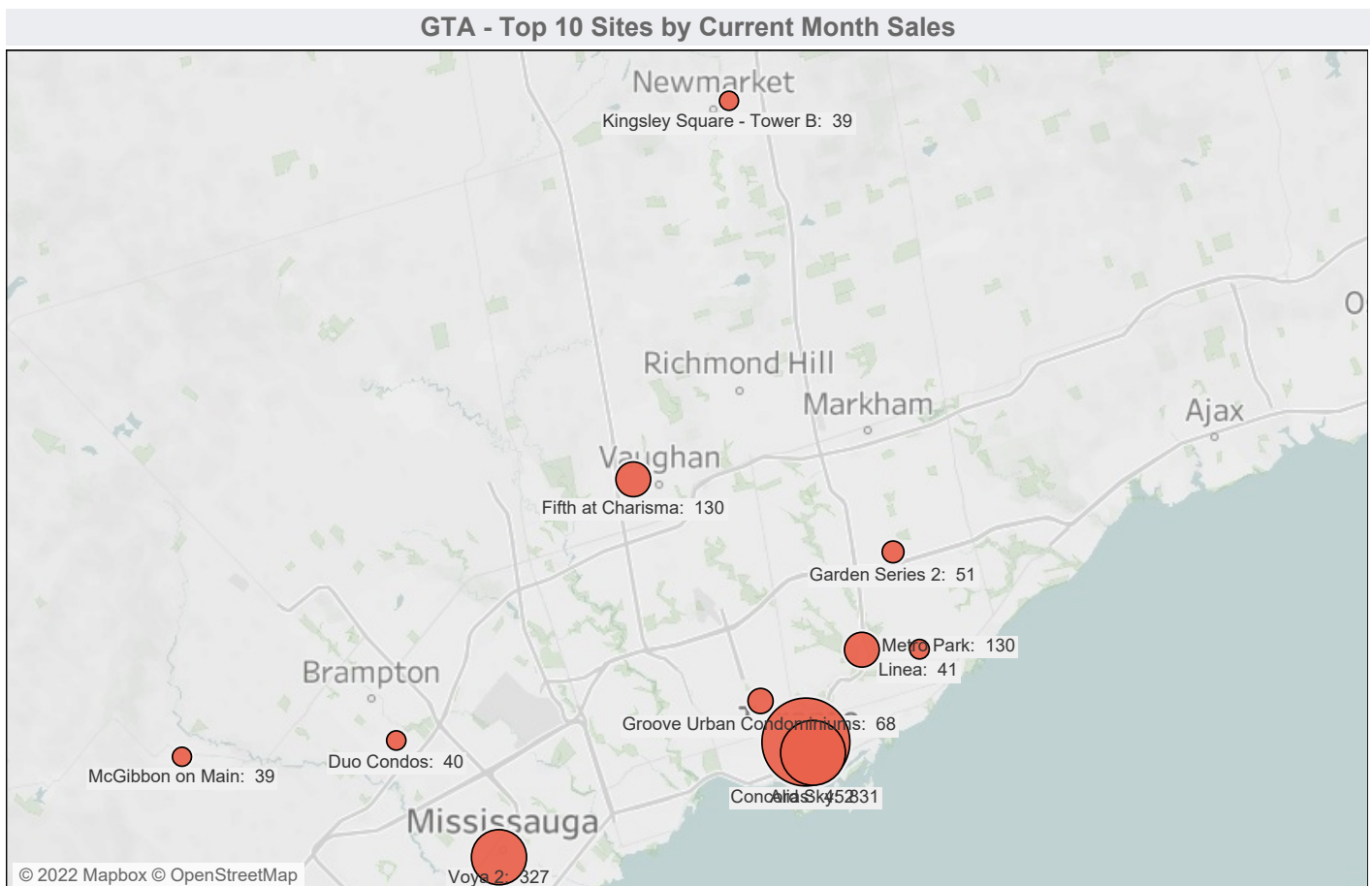
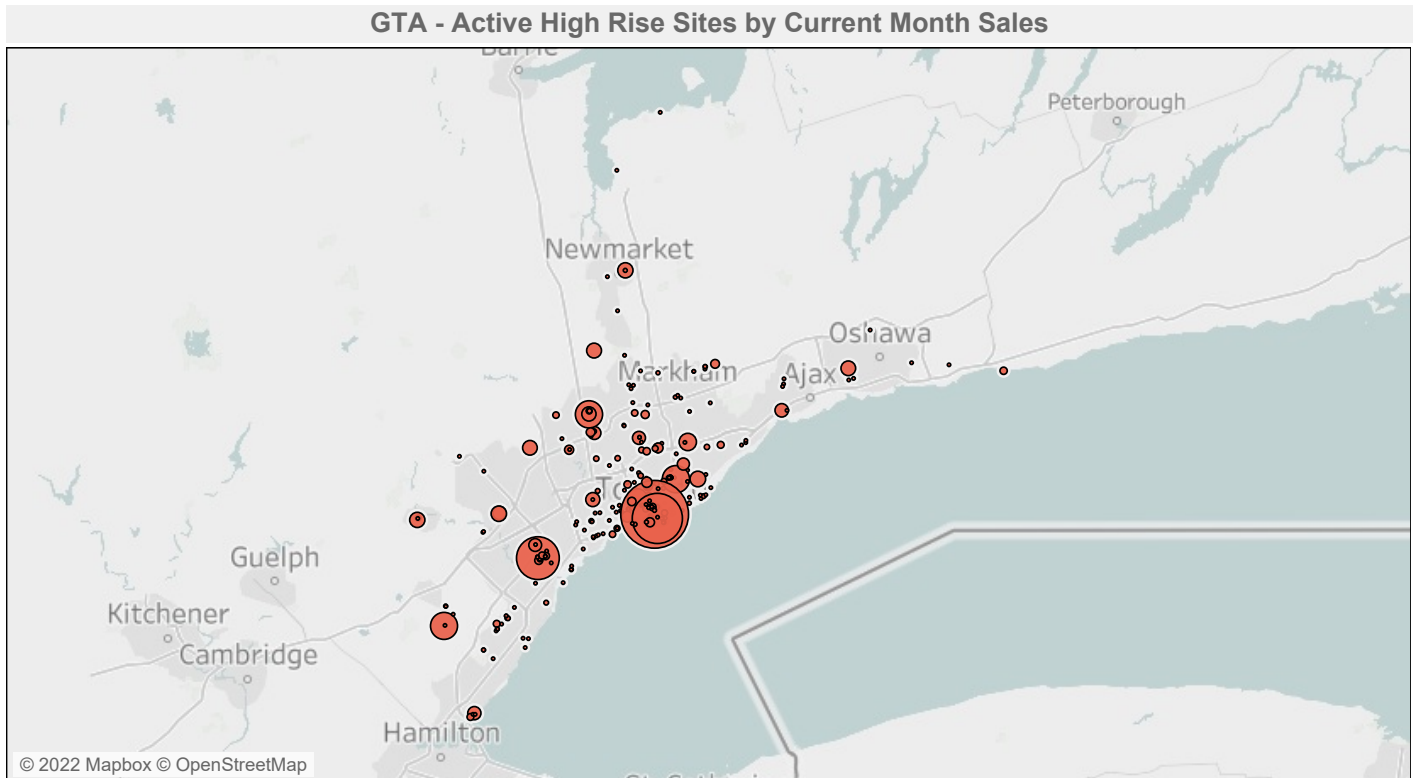
Remaining Inventory



Historical Sales Comparison



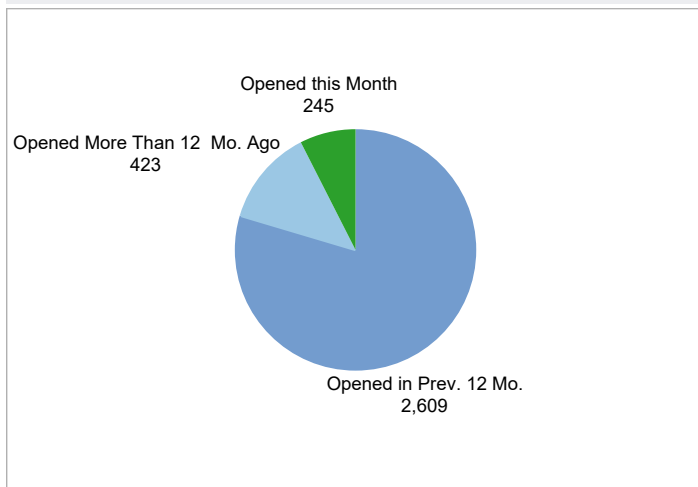
Current Sites



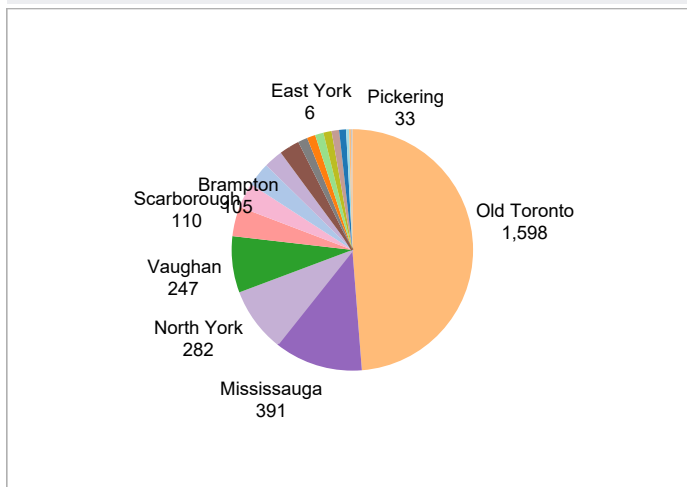
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

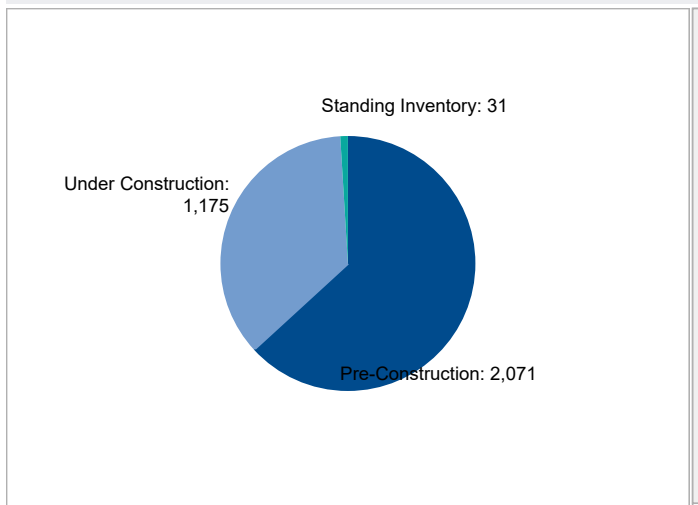
Sales by Opening Date



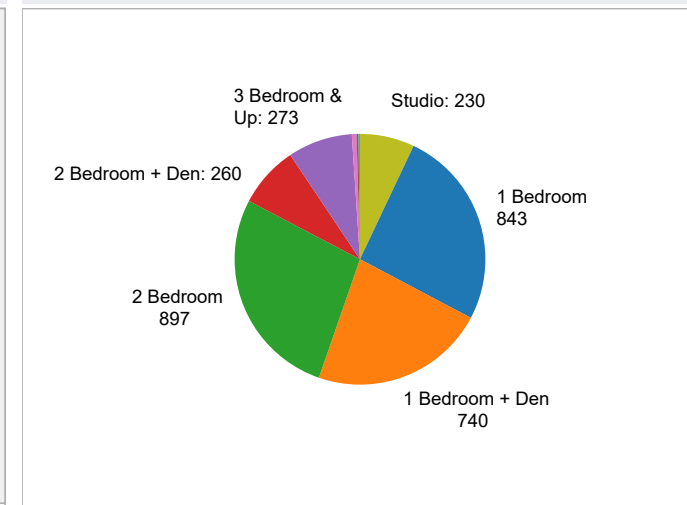
Sales by Municipality/Area



Sales by Const. Status



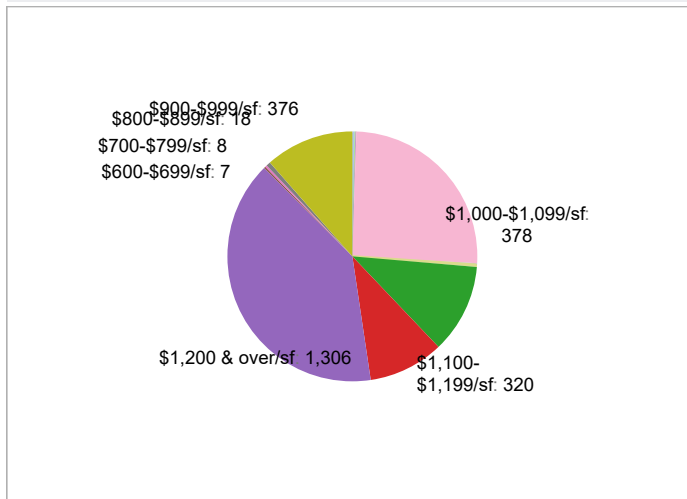
Sales by Unit Type



Sales by Sites with Broker Cooperation



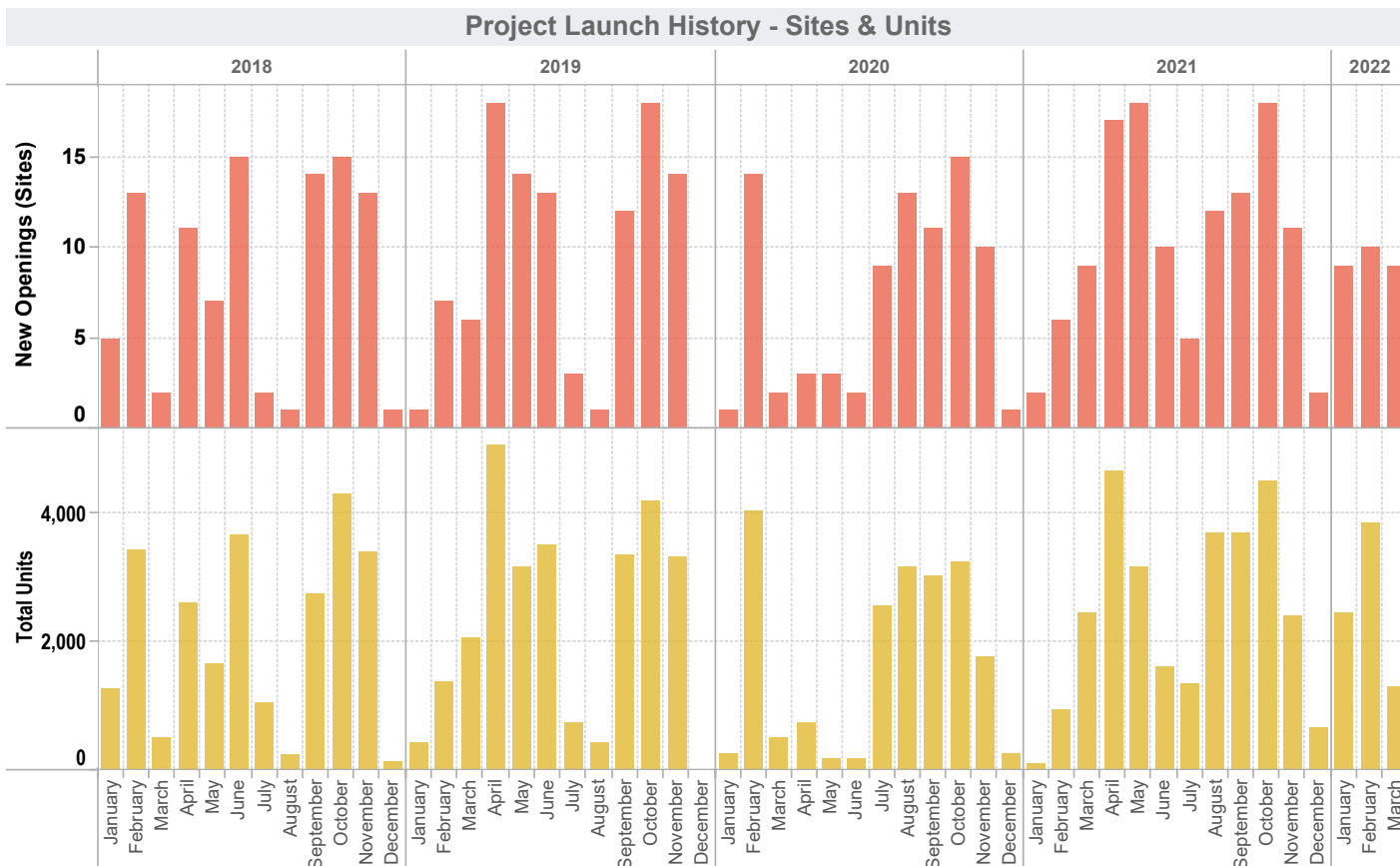
Sales by Price Range



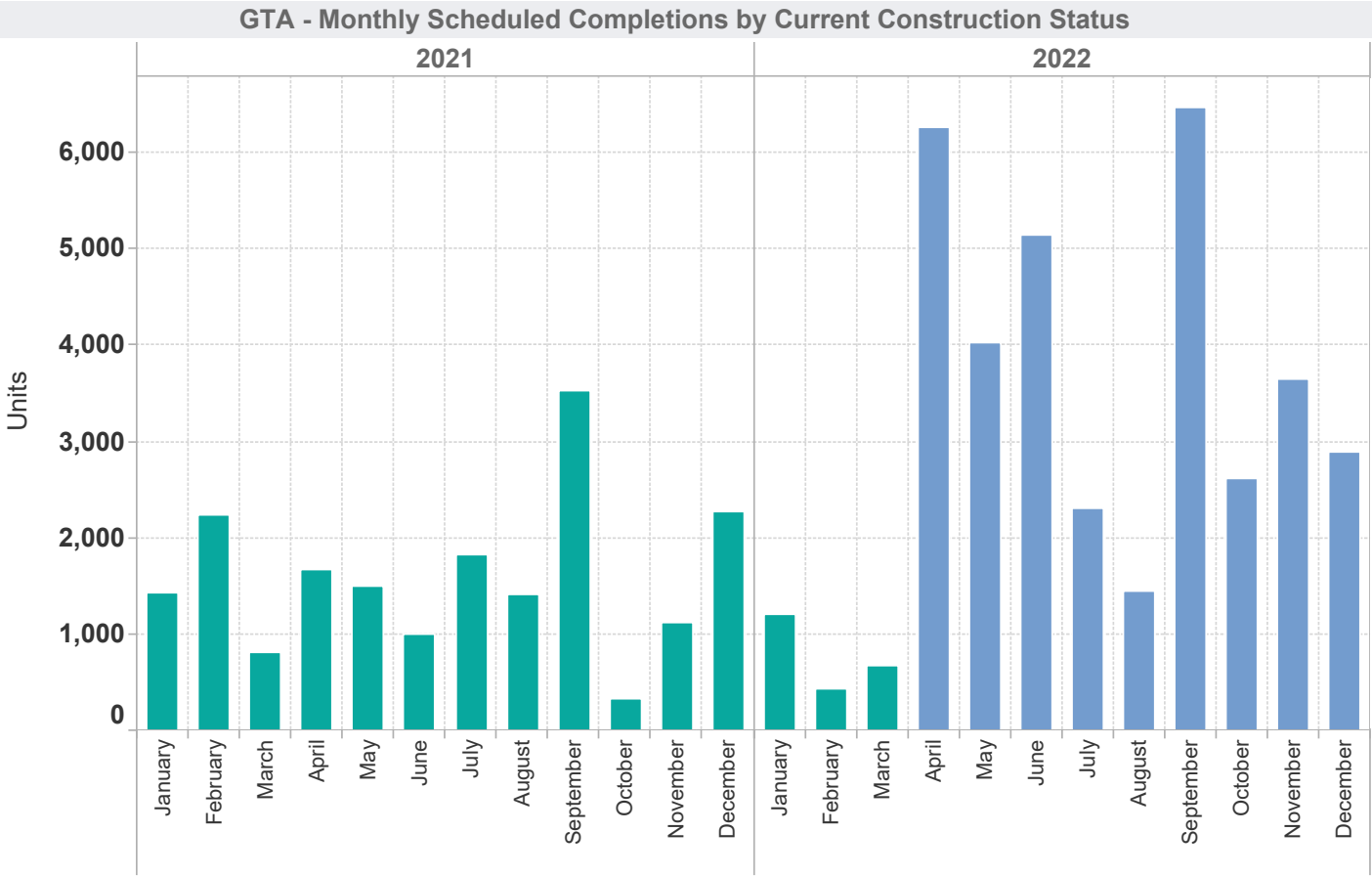
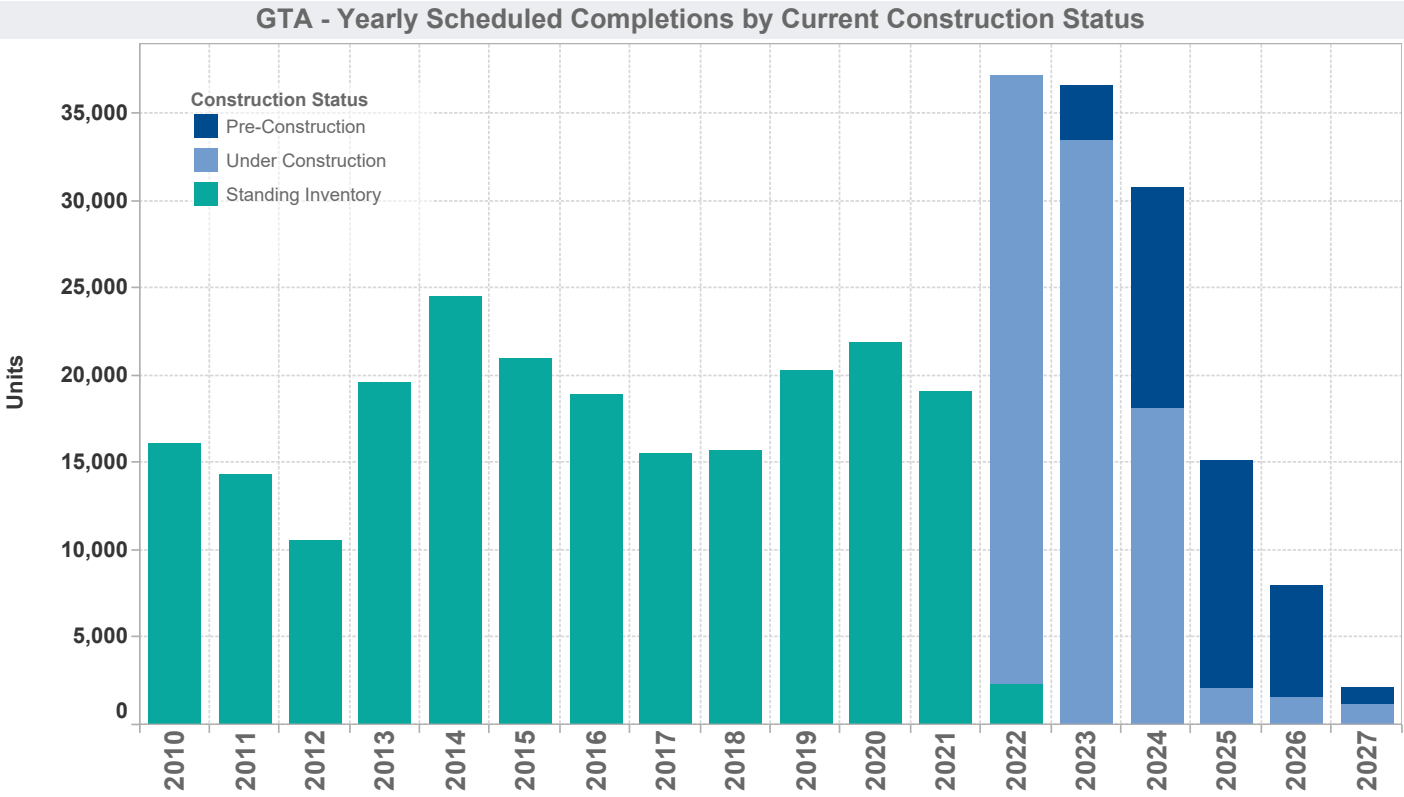
New Openings

March 2022 - New Project Launches						
Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
Georgian Residences - Stafford Homes	Old Toronto	3/1/2022	107	13	94	\$1,572
Soleil Condos Building 3 - Mattamy Homes	Milton	3/2/2022	128	128	0	\$982
Bridle Trail Urban Towns - Your Home Developments	Brampton	3/4/2022	78	36	42	\$954
Groove Urban Condominiums - Block Developments	York	3/4/2022	152	68	84	\$1,488
Olivia Marie Gardens 2 (Building 3) - Daniels Corporation	Brampton	3/22/2022	67	0	67	\$939
Olivia Marie Gardens 2 (Building 4) - Daniels Corporation	Brampton	3/22/2022	67	0	67	\$939
Six99 - Originate Developments	North York	3/28/2022	174	0	174	\$1,682
ClockWork at Upper Joshua Creek - Phase 2 - Mattamy Homes	Oakville	3/29/2022	174	0	174	\$1,165
Saw Whet - Caivan	Oakville	3/29/2022	333	0	333	\$1,129
Grand Total			1,280	245	1,035	\$1,262

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



Scheduled Completions



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2022												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Concord Adex	56	26	883										965	10.9%
Centrecourt Developments Inc.	676	49	4										729	8.2%
Plaza	93	448	73										614	6.9%
Tribute Communities	100	440	40										580	6.5%
Madison Group	13	11	469										493	5.5%
Amcon Developments	9	8	328										345	3.9%
Pinedale Properties Ltd.	251	35	2										288	3.2%
Lifetime Developments	251	35	2										288	3.2%
DBS Developments		154	128										282	3.2%
Camroft Felcorp	8	252	13										273	3.1%
Pinnacle International	109	127	35										271	3.1%
Mattany Homes	0	73	164										237	2.7%
Stafford Homes	119	41	61										221	2.5%
Greenpark Group	39	13	164										216	2.4%
i2 Developments Inc.	103	72	29										204	2.3%
Brixen Developments Inc.	0	158	40										198	2.2%
National Homes		158	40										198	2.2%
Anico	5	141	44										190	2.1%
Lanterra Developments	33	63	66										162	1.8%
Block Developments	7	69	69										145	1.6%
Candere Residential	9	112	19										140	1.6%
Briarwood Homes	15	79	41										135	1.5%
Tridel	43	41	47										131	1.5%
Kingdom Developments Inc.	22	79	24										125	1.4%
Menkes	33	32	54										119	1.3%
Total (All 159 Builders)	2,403	3,205	3,277										8,885	

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	2021									2022				Market
	Apr.	May.	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Share %
Menkes	737	235	175	1	78	12	248	122	27	33	32	54	1,754	4.9%
CentreCourt Developments Inc.	447	66	28	29	29	208	126	30	14	676	49	4	1,706	4.7%
Concord Adex	72	73	18	35	59	45	15	49	2	56	26	883	1,333	3.7%
Tribute Communities	1	11	0	0	238	286	32	79	17	100	440	40	1,244	3.5%
Daniels Corporation	112	97	255	26	28	23	359	193	49	17	26	10	1,195	3.3%
RioCan	18	6	5	3	446	208	290	109	9	32	20	0	1,146	3.2%
QuadReal Property Group	737	233	175	0	0	0	0	0	0	0	0	0	1,145	3.2%
Urban Capital Property Group	646	204	42	28	25	15	14	22	12	26	6	14	1,054	2.9%
Rogers Real Estate Development Limited	642	194	33	24	16	13	12	19	4	19	3	13	992	2.8%
Mattamy Homes	186	99	7	3	125	116	1	144	51	0	73	164	969	2.7%
Rosehaven Homes	2				463	36	44	238	53	27	35	28	926	2.6%
Pemberton Group	8	5	3	11	4	8	6	857	8	8	2	0	920	2.6%
Tridel	140	59	35	34	36	51	47	323	47	43	41	47	903	2.5%
Camrost Felcorp	6	6	3	1	475	40	0	21	46	8	252	13	871	2.4%
Amacon Developments	0	0	398	50	16	9	9	8	6	9	8	328	841	2.3%
Plaza	10	20	12	22	15	9	39	29	23	93	448	73	793	2.2%
Townwood Homes					463	36	44	90	41	27	35	28	764	2.1%
Vandyk Properties Inc.	370	381	0	0	0	0	0	0	0	0	0	0	751	2.1%
Pinnacle International	20	19	18	31	77	68	62	70	76	109	127	35	712	2.0%
Fernbrook Homes	1	6	337	49	54	13	3	72	150	0	0	0	685	1.9%
Lanterra Developments	37	26	29	40	21	35	27	273	22	33	63	66	672	1.9%
Graywood Developments	16	54	22	13	3	367	73	45	30	7	22	6	658	1.8%
Centrestone Urban Developments Inc.	440	66	28	29	29	3							595	1.7%
Madison Group						0	36	8	13	13	11	469	550	1.5%
Harlo Capital					249	82	18	104	2	32	3	3	493	1.4%
Total (All 221 Builders)	4,034	3,004	2,716	1,700	3,181	2,567	3,255	4,387	2,205	2,403	3,205	3,277	35,934	

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.

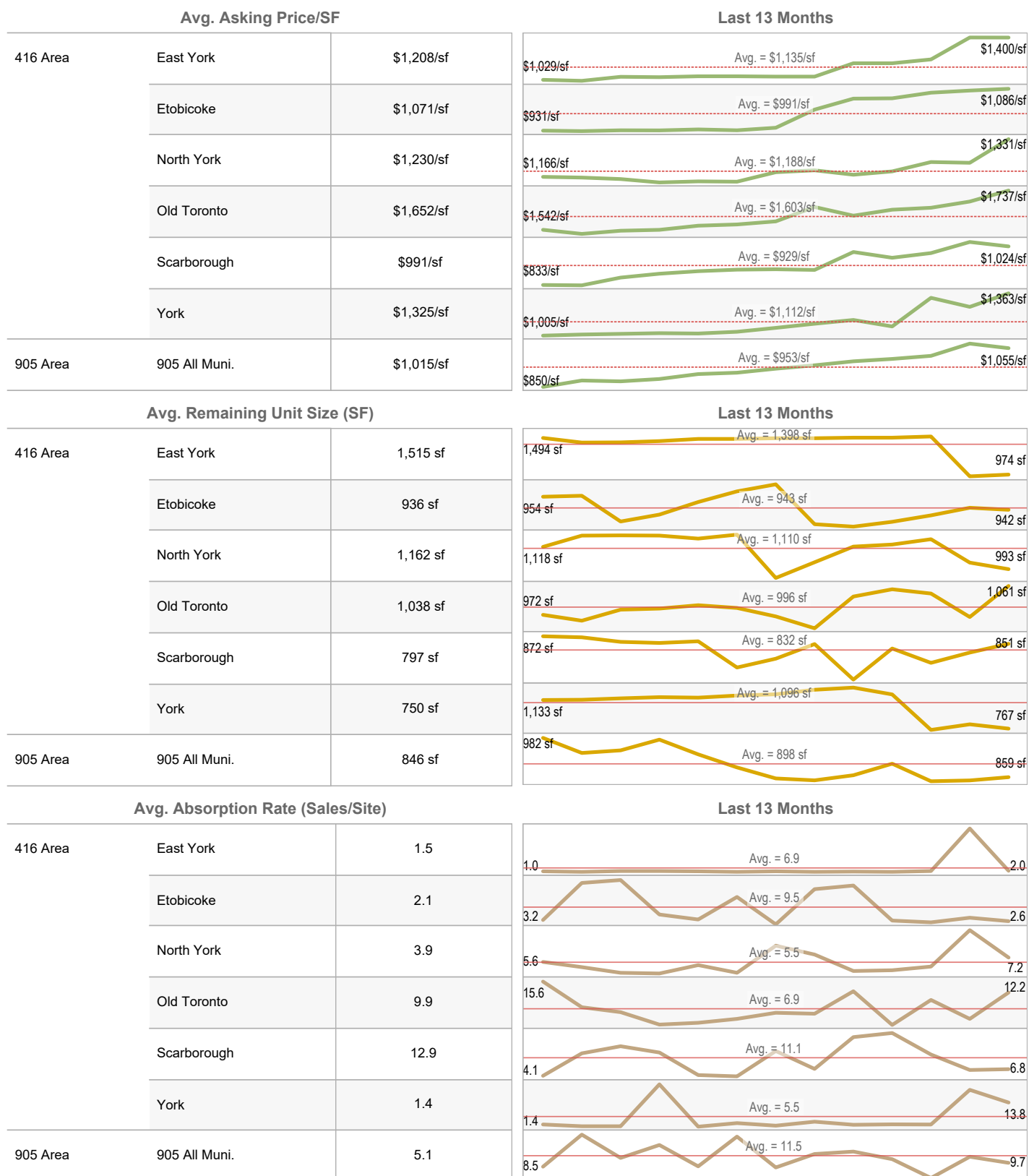
Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2022 March
Concord Sky - Concord Adex	Old Toronto	Apartment	1 Bedroom	172
			1 Bedroom + Den	236
			2 Bedroom + Den	79
			3 Bedroom & Up	6
			2 Bedroom	186
			Studio	152
			Total	831
Alias - Madison Group	Old Toronto	Apartment	1 Bedroom	227
			1 Bedroom + Den	8
			2 Bedroom + Den	17
			3 Bedroom & Up	22
			2 Bedroom	127
			Penthouse	0
			Studio	51
			Total	452
Voya 2 - Amacon Developments	Mississauga	Apartment	1 Bedroom	139
			1 Bedroom + Den	56
			2 Bedroom + Den	7
			2 Bedroom	125
			Total	327
Fifth at Charisma - Greenpark Group	Vaughan	Apartment	1 Bedroom	43
			1 Bedroom + Den	43
			3 Bedroom & Up	2
			2 Bedroom	42
			Penthouse	0
			Total	130
Metro Park - DBS Developments	North York	Apartment	1 Bedroom	0
			1 Bedroom + Den	67
			2 Bedroom + Den	1
			3 Bedroom & Up	11
			2 Bedroom	49
			Total	128
Soleil Condos Building 3 - Mattamy Homes	Milton	Apartment	1 Bedroom	29
			1 Bedroom + Den	61
			2 Bedroom + Den	38
			Total	128

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	March 2021				March 2022		
		Apartment	Loft	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	● 54			● 54	● 18		● 18
Central Waterfront	Old Toronto	● 76			● 76	● 14		● 14
Don Mills - York Mills	North York	● 15		● 0	● 15	● 137	● 24	● 161
Downtown Core	Old Toronto	● 993			● 993	● 1,287		● 1,287
Downtown East	Old Toronto	● 242			● 242	● 99		● 99
Downtown West	Old Toronto	● 510			● 510	● 72		● 72
Etobicoke Waterfront	Etobicoke	● 2			● 2	● 6		● 6
Highway7 - Yonge	Markham	● 3			● 3	● 0		● 0
	Richmond Hill	● 5		● 4	● 9	● 0	● 0	● 0
Mississauga City Centre	Mississauga	● 35			● 35	● 358		● 358
North Toronto	Old Toronto	● 11		● 12	● 23	● 49	● 0	● 49
North Yonge Corridor	North York	● 16		● 0	● 16	● 33	● 1	● 34
North York East	North York	● 0		● 1	● 1	● 0		● 0
North York West	North York	● 11		● 9	● 20	● 20	● 0	● 20
Not Applicable	Aurora						● 0	● 0
	Brampton	● 28		● 70	● 98	● 69	● 36	● 105
	Burlington	● 16			● 16	● 37		● 37
	Caledon	● 8		● 0	● 8		● 0	● 0
	Clarington	● 204			● 204	● 8		● 8
	East York	● 0		● 2	● 2	● 6	● 0	● 6
	Etobicoke	● 53		● 0	● 53	● 39	● 0	● 39
	Georgina	● 0			● 0	● 0		● 0
	Halton Hills	● 35			● 35	● 44		● 44
	King					● 37		● 37
	Markham	● 375			● 375	● 20	● 0	● 20
	Milton	● 0		● 25	● 25	● 130		● 130
	Mississauga	● 15		● 3	● 18	● 31	● 2	● 33
	Newmarket	● 2	● 0		● 2	● 41	● 1	● 42
	Oakville	● 77		● 0	● 77	● 13	● 0	● 13
	Old Toronto	● 1			● 1	● 2		● 2
	Oshawa	● 9			● 9	● 0		● 0
	Pickering			● 1	● 1	● 31	● 2	● 33
	Richmond Hill			● 7	● 7		● 0	● 0
	Scarborough	● 59		● 6	● 65	● 110	● 0	● 110
	Vaughan	● 109		● 0	● 109	● 234	● 6	● 240
	Whitby	● 1		● 0	● 1	● 36		● 36
	Whitchurch-Stouffville	● 9			● 9			
	York	● 7		● 3	● 10	● 83		● 83
Sheppard Corridor	North York	● 166		● 0	● 166	● 64	● 3	● 67
Thornhill	Markham	● 7			● 7	● 10		● 10
	Vaughan	● 27			● 27	● 7		● 7
Toronto East	Old Toronto	● 149		● 0	● 149	● 4		● 4
Toronto West	Old Toronto	● 55		● 0	● 55	● 44		● 44
Yonge - St. Clair	Old Toronto	● 1		● 1	● 2	● 9	● 0	● 9
Grand Total		● 3,386	● 0	● 144	● 3,530	● 3,202	● 75	● 3,277

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		Stacked	Total
Bloor - Yorkville	Old Toronto	1,472			1,472	322			322
Central Waterfront	Old Toronto	273			273	561			561
Don Mills - York Mills	North York	512		230	742	269	52		321
	Old Toronto								
Downtown Core	Old Toronto	2,260			2,260	547			547
Downtown East	Old Toronto	2,326			2,326	550			550
Downtown West	Old Toronto	1,232			1,232	620			620
Etobicoke Waterfront	Etobicoke	58			58	5			5
Highway7 - Yonge	Markham	19			19	3			3
	Richmond Hill	404		183	587	0	25		25
Mississauga City Centre	Mississauga	2,781			2,781	126			126
North Toronto	North York								
	Old Toronto	596		10	606	317	6		323
North Yonge Corridor	North York	648		7	655	79	2		81
	Old Toronto								
North York East	North York	0		2	2	0			0
North York West	North York	768		6	774	99	0		99
	Old Toronto								
	York								
Not Applicable	Ajax			52	52				
	Aurora			38	38		0		0
	Brampton	826		297	1,123	286	78		364
	Burlington	796			796	76			76
	Caledon	17		0	17		0		0
	Clarington	339			339	35			35
	East York	253		7	260	82	0		82
	Etobicoke	2,056		9	2,065	407	3		410
	Georgina	19			19	3			3
	Halton Hills	197			197	41			41
	King	212			212	72			72
	Markham	384		215	599	30	5		35
	Milton	1,556			1,556	10			10
	Mississauga	1,891		215	2,106	85	9		94
	Newmarket	288	4	244	536	47	0		47
	North York								
	Oakville	1,111		3	1,114	639	1		640
	Old Toronto	20			20	31			31
	Oshawa	638		88	726	0			0
	Pickering	756		329	1,085	14	33		47
	Richmond Hill			73	73		11		11
	Scarborough	1,803		229	2,032	200	0		200
	Uxbridge								
	Vaughan	3,200		25	3,225	198	6		204
	Whitby	387		229	616	38			38
	Whitchurch-Stouffville	70			70				
	York	410		46	456	163			163
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	363		15	378	369	6		375
Thornhill	Markham	65			65	29			29
	Vaughan	343			343	35			35
Toronto East	East York								
	Old Toronto	339		7	346	42			42
Toronto West	Old Toronto	1,271		8	1,279	426			426
Yonge - St. Clair	Old Toronto	403		1	404	114	13		127
Grand Total		33,362	4	2,568	35,934	6,970	250		7,220

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