Altus Group

The Altus Group Condominium Apartment Monitor

GTA Edition

Data as of June 2022

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New Condominium Apartment Dashboard

June 2022			YTD June 2022	
Sales	**Inventory**	**Benchmark Price**	**Sales**	**Benchmark Price**
1,519	**9,717**	**$1,189,894**	**15,722**	**$1,189,341**
-44%	**+1%**	**12%**	**0%**	**13%**
Below the 10-year average	***2nd lowest June since 2017***	***2nd highest month on record***	***2nd highest YTD June on record***	***Highest YTD June on record***

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

Highlights

- **Total sales eased further in June.** Single-family sales fell again with fewer than 200 sales. Condominium sales also continued to the decline falling to less than one-third of the level seen in June 2021.
- **Inventory levels continued their uptick while the benchmark new condo price rose as compared to May 2022 and June 2021.** Builders brought 14 new projects to the market in June, which on average were about 50 percent larger than the previous year.
- **Consumers are faced with rising mortgage rates and growing economic concerns, especially as interest rate hikes announced were higher than the consensus anticipation. As the Summer seasonal slowdown sets in, a further pullback in new home sales is likely.** With the Bank of Canada indicating even further interest rate hikes on the horizon, **homes sales in general are expected to lag 2021 levels for the balance of the 2022 year.**

Condominium Apartment KPIs

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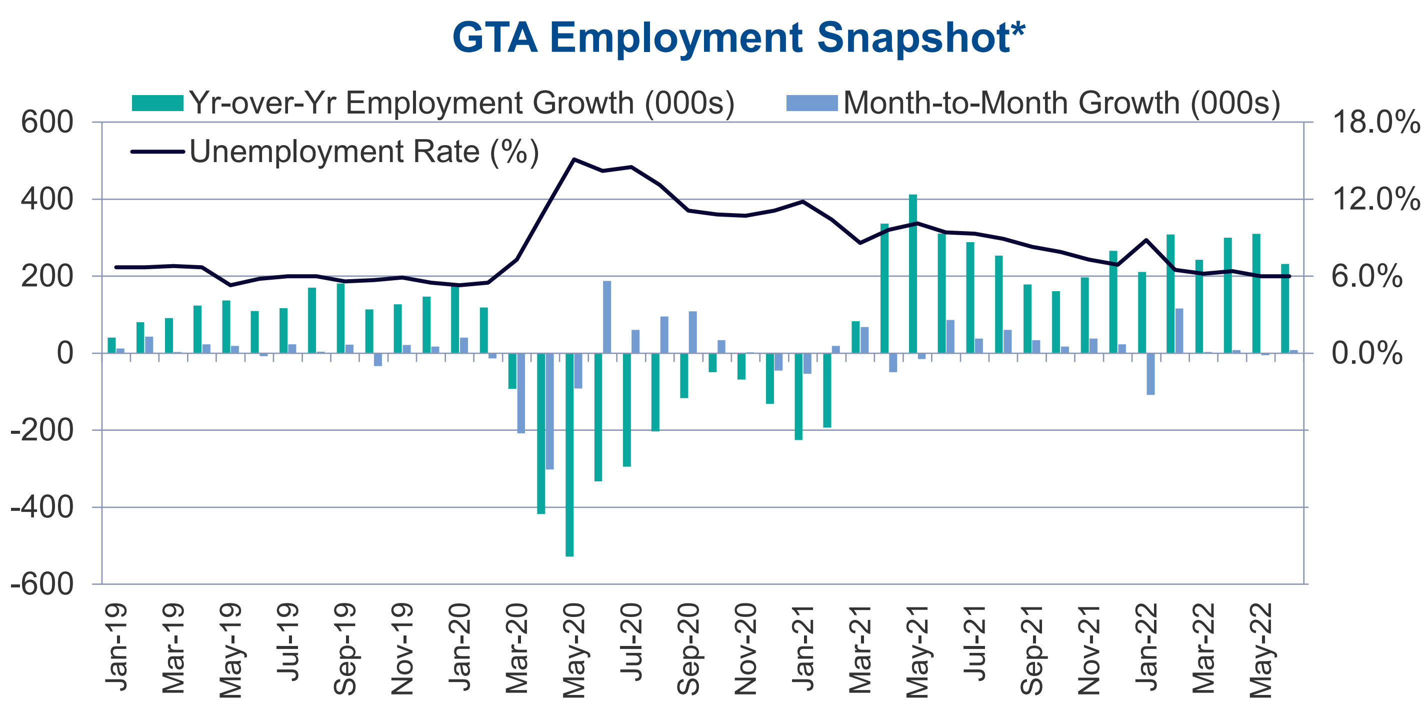
GTA Condominium Apartment Key Performance Indicators

	Jun-21	May-22	Jun-22	*Yr-Over-Yr % Change*	YTD Jun 2021	YTD Jun 2022	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	327	317	329	*1%*	331	325	*-2%*
New projects opened	10	7	14	*40%*	62	64	*3%*
Units in new projects opened	1,600	2,196	3,245	*103%*	12,947	16,978	*31%*
Total sales (units)	2,713	2,036	1,519	*-44%*	15,663	15,722	*0%*
Sales as % of total new & resale	*45%*	*52%*	*48%*		*45%*	*54%*	
Inventory (units)	9,592	8,097	9,717	*1%*	10,288	8,351	*-19%*
Sales-to-inventory ratio	28%	25%	16%	*-45%*	26%	32%	*26%*
Months of inventory	4.1	2.8	3.5	*-14%*	5.6	2.9	*-48%*
Benchmark price	$1,058,366	$1,176,080	$1,189,894	*12%*	$1,051,361	$1,189,341	*13%*
Price PSF Benchmark	$1,115	$1,334	$1,412	*27%*	$1,108	$1,324	*20%*
Unit size Benchmark (sq. ft)	949	881	843	*-11%*	949	899	*-5%*
Units completed	1,002	162	1,579	*58%*	8,646	5,154	*-40%*
Resale Condominium Apartments (Toronto Real Estate Board data)							
Total sales (units)	3,290	1,848	1,678	*-49%*	19,278	13,641	*-29%*
New listings (units)	4,981	4,955	4,641	*-7%*	26,308	25,746	*-2%*
Inventory ("active listings", units)	3,266	4,696	5,210	*60%*	3,094	3,322	*7%*
Sales-to-inventory ratio	101%	39%	32%	*-68%*	105%	86%	*-18%*
Months of inventory	1.2	1.8	2.1	*79%*	1.3	1.3	*-6%*
Average price of units sold	$691,791	$770,894	$747,216	*8%*	$669,020	$782,322	*17%*
HPI constant quality price index (Jan 2005=100)	315.5	404.0	389.2	*23%*	303.6	394.8	*30%*

** 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

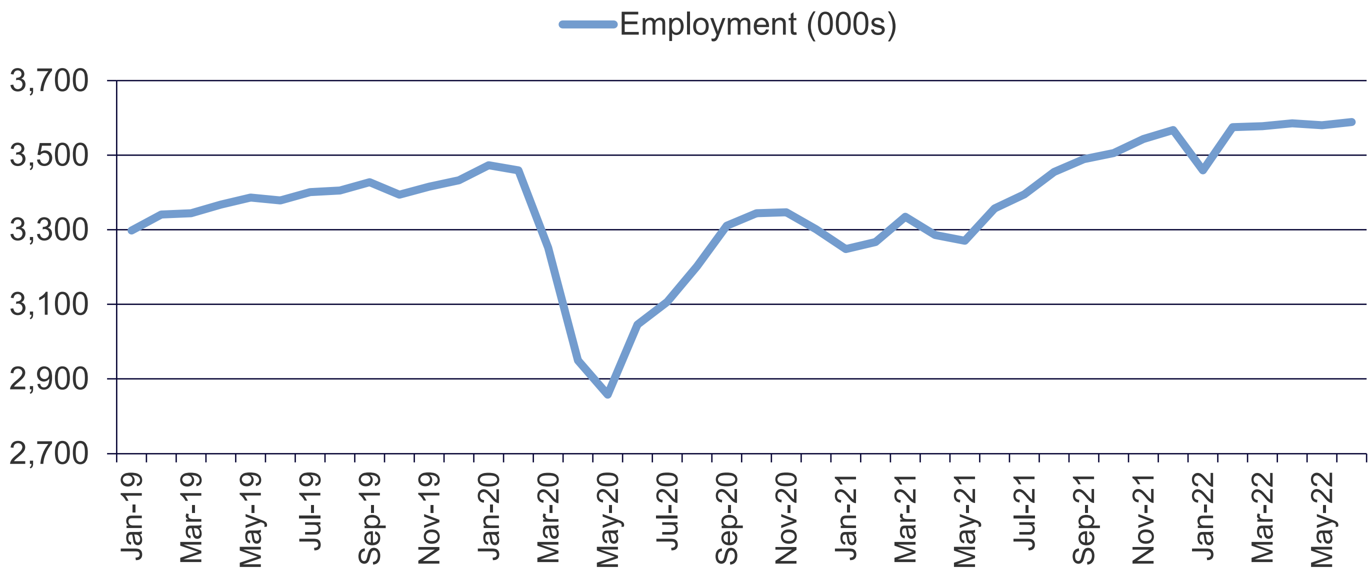
- **GTA employment growth remained flat for the 4th consecutive month in June.** The unemployment rate stayed steady at 6.0 percent. The rise in interest rates and inflation, combined with the volatile geopolitical climate and supply chain issues are leading to a slowdown in economic, activity and employment growth.
- In a surprise move, **the Bank of Canada increased the target for the overnight rate by 1 full percent at its latest rate announcement on July 13**, stating that **"***Global inflation is higher, reflecting the impact of the Russian invasion of Ukraine, ongoing supply constraints, and strong demand. . . The Governing Council continues to judge that interest rates will need to rise further, and the pace of increases will be guided by the Bank's ongoing assessment of the economy and inflation.*" **The next rate announcement date is September 7.**
- Effective 5-year fixed rate mortgage interest rates continued to march higher *(chart next page, bottom).* **The average 5 year fixed special rate is now 5.25%** and is now about 325 basis points higher than its recent low in early Fall 2021. Variable rate mortgage interest rates have also been rising but at a slower rate, such that the premium for fixed interest rates continues to widen, increasing the relative attractiveness of variable rates.



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

Source: Altus Group based on Statistics Canada data

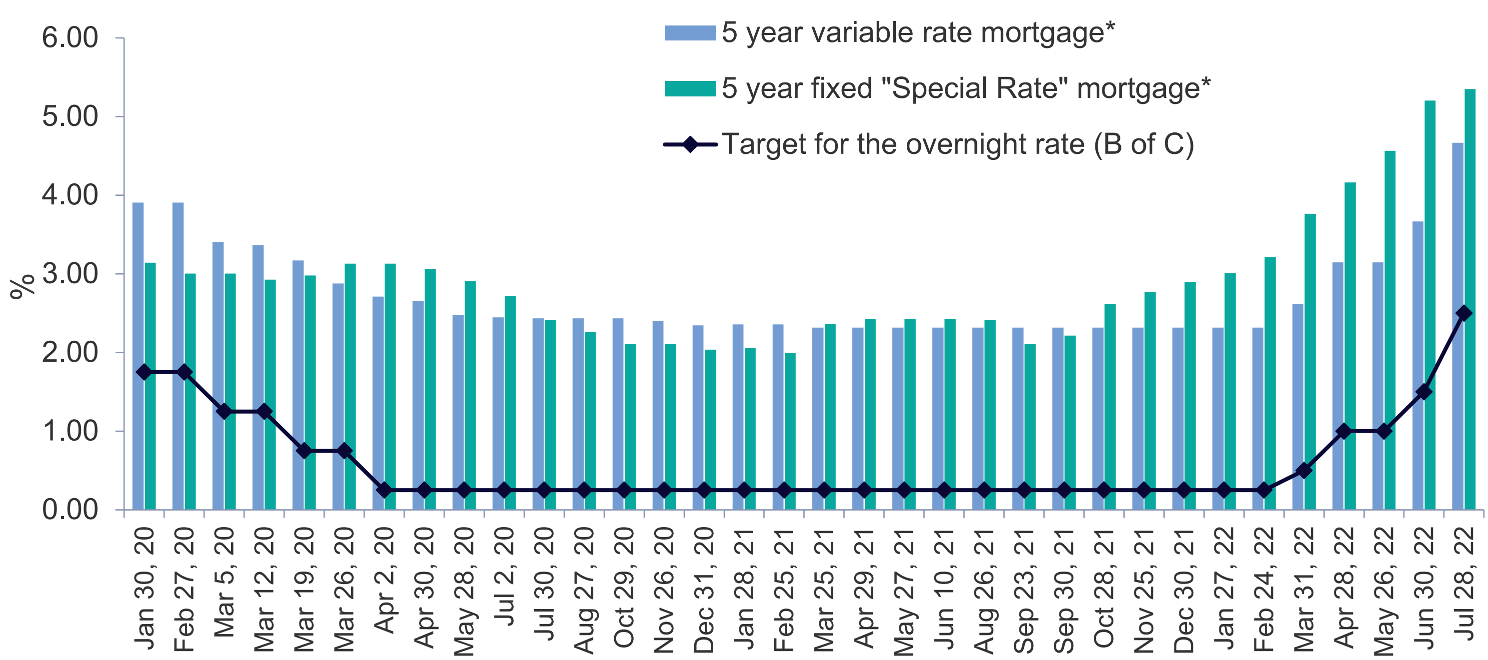
GTA Total Employment*



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

Source: Altus Group based on Statistics Canada data

Selected Interest Rates

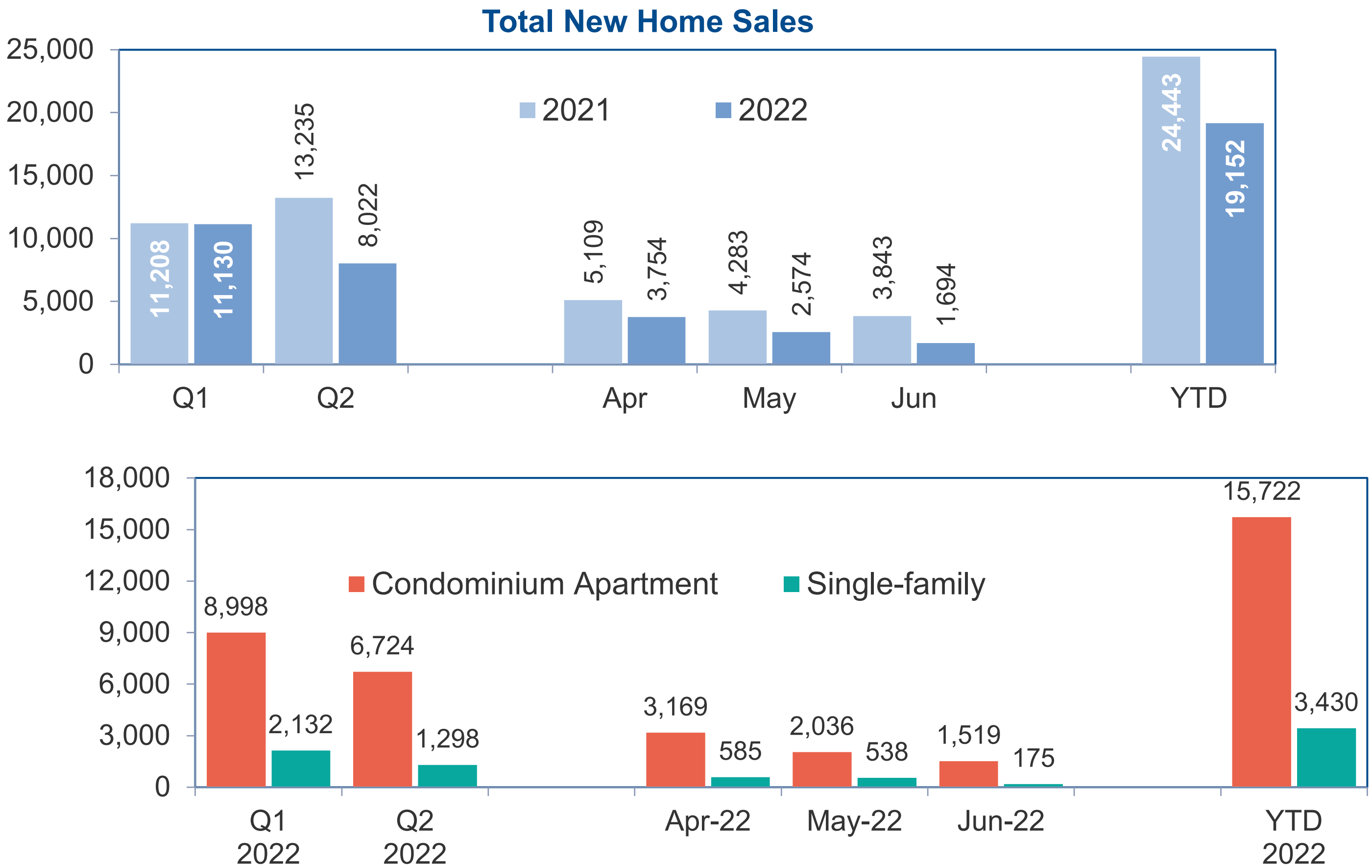


** Average for the major banks*

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

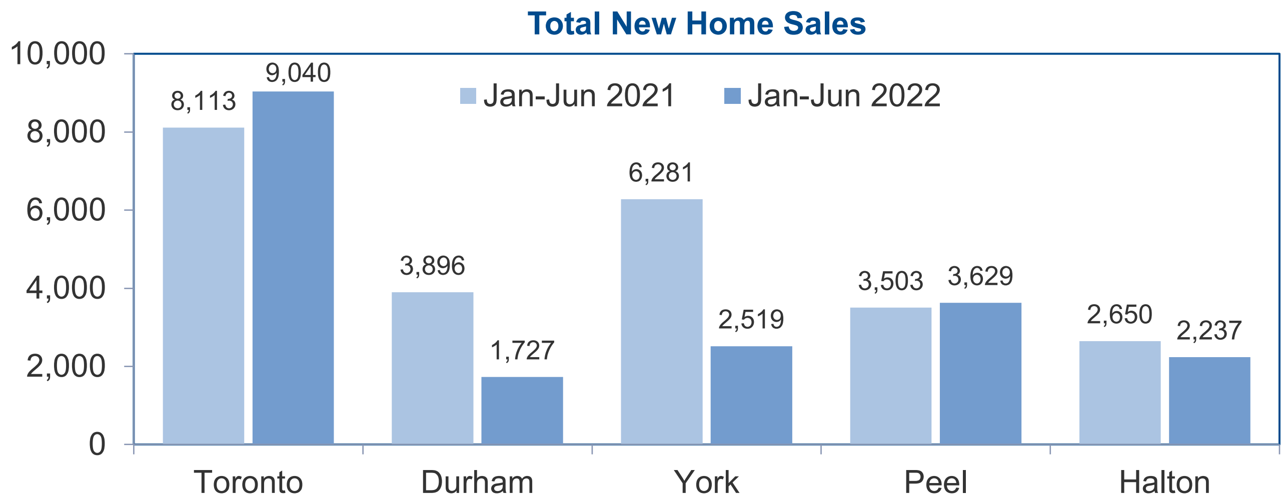
- **Total new home sales slowed further in June.** Total sales are over 50 percent below both the average for the previous 10 years and last year. New condo apartment sales were also well off from the previous year and 10-year averages. Single-family new home sales dwindled to a 3½ year low and the lowest June on record.
- **The regional performance remains a mixed bag.** Higher condominium apartment sales are pushing the year-to-date increase in total sales in the City of Toronto (*charts next page*). In the 905 regions, falling single-family new home sales across the board offset any gains in new condo apartment sales except for the Peel Region, where new condominium sales are higher.
- At the local municipality level, North York and Oakville recorded the largest year-over-year increase in total sales in the first half of 2022 while Vaughan and Markham sales registered the largest falloff (*charts after next page*).

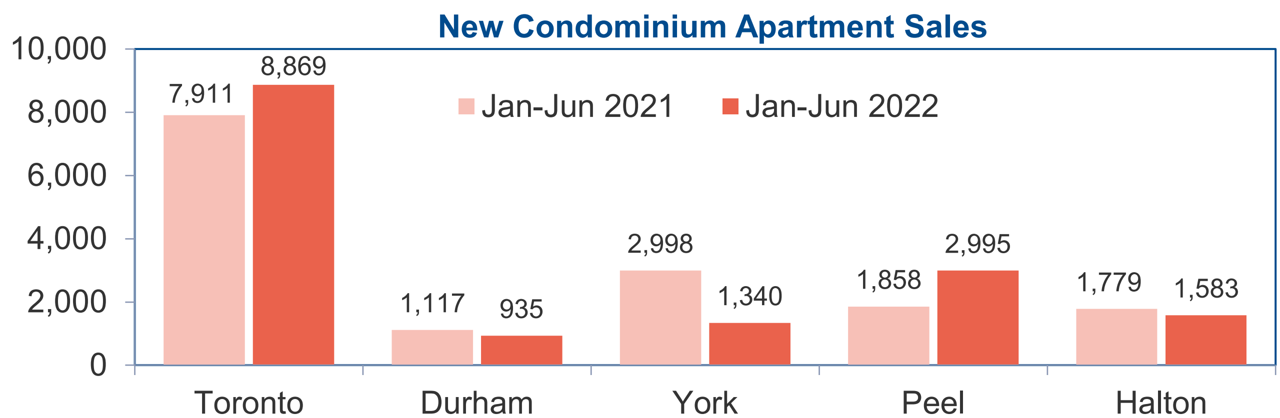
GTA New Home Sales

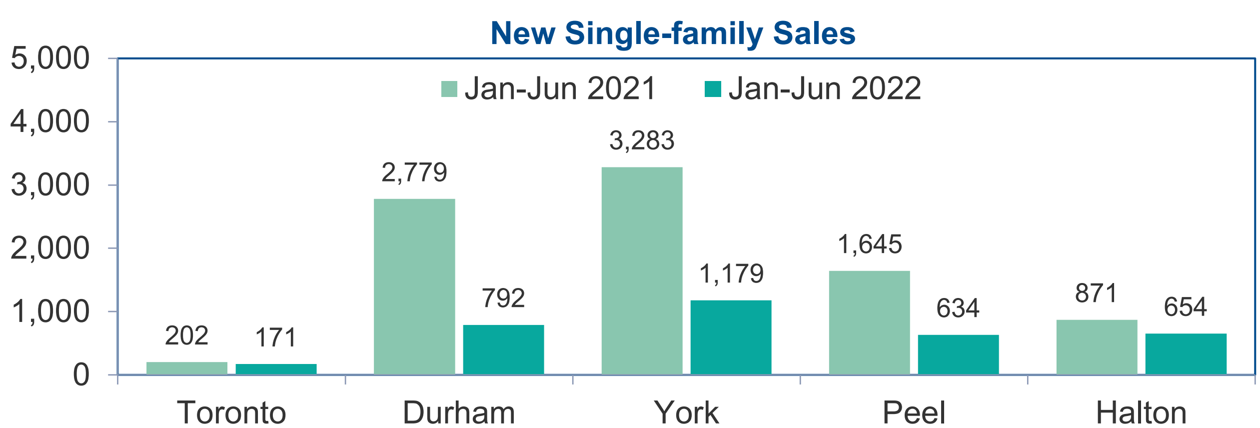


Source: Altus Group

GTA New Home Sales by Region







Source: Altus Group

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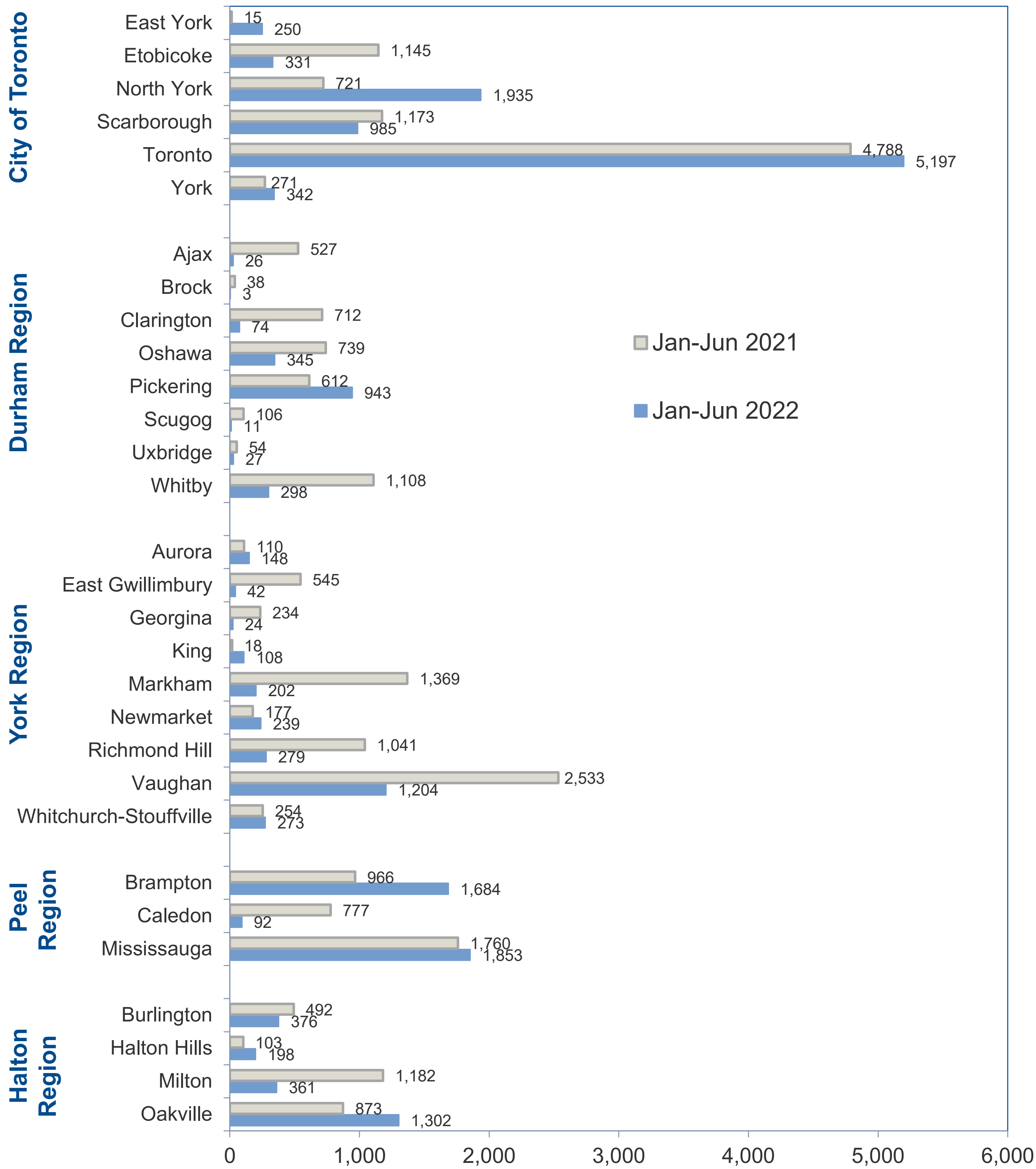
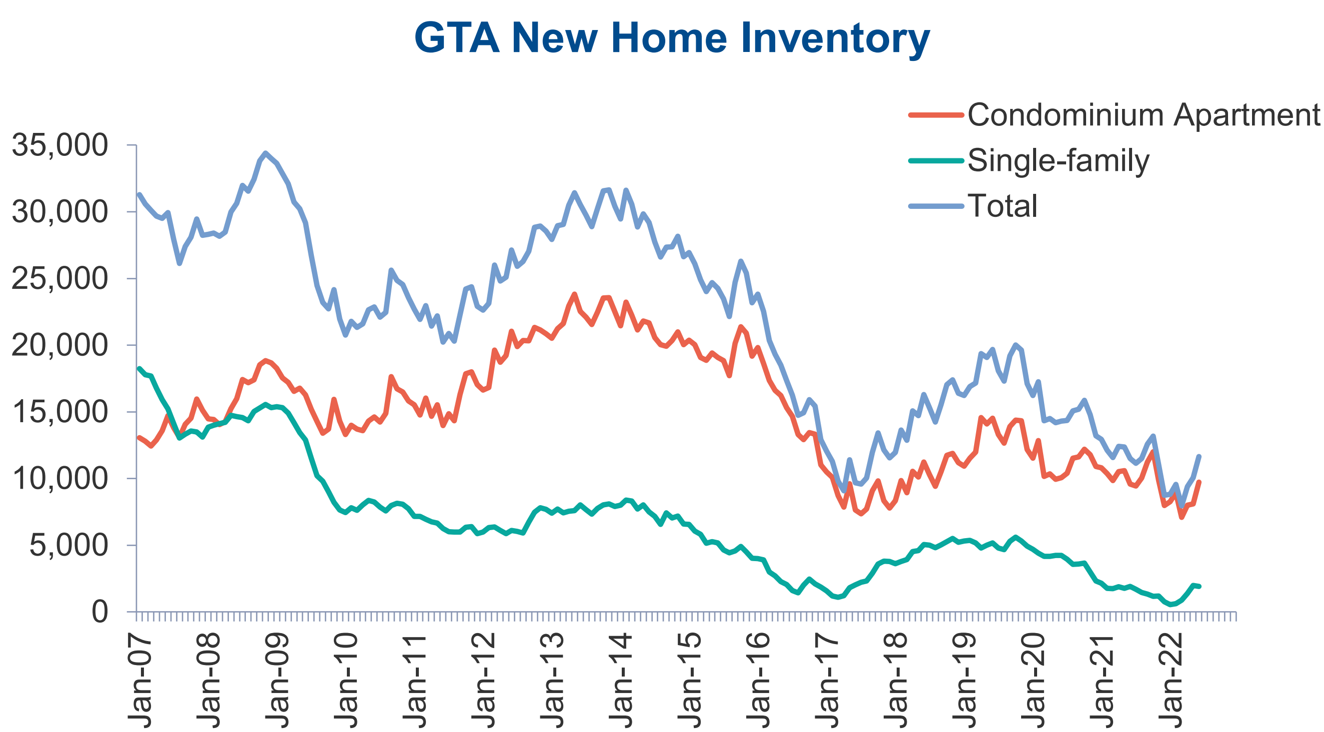
GTA Total New Home Sales by Municipality



Source: Altus Group

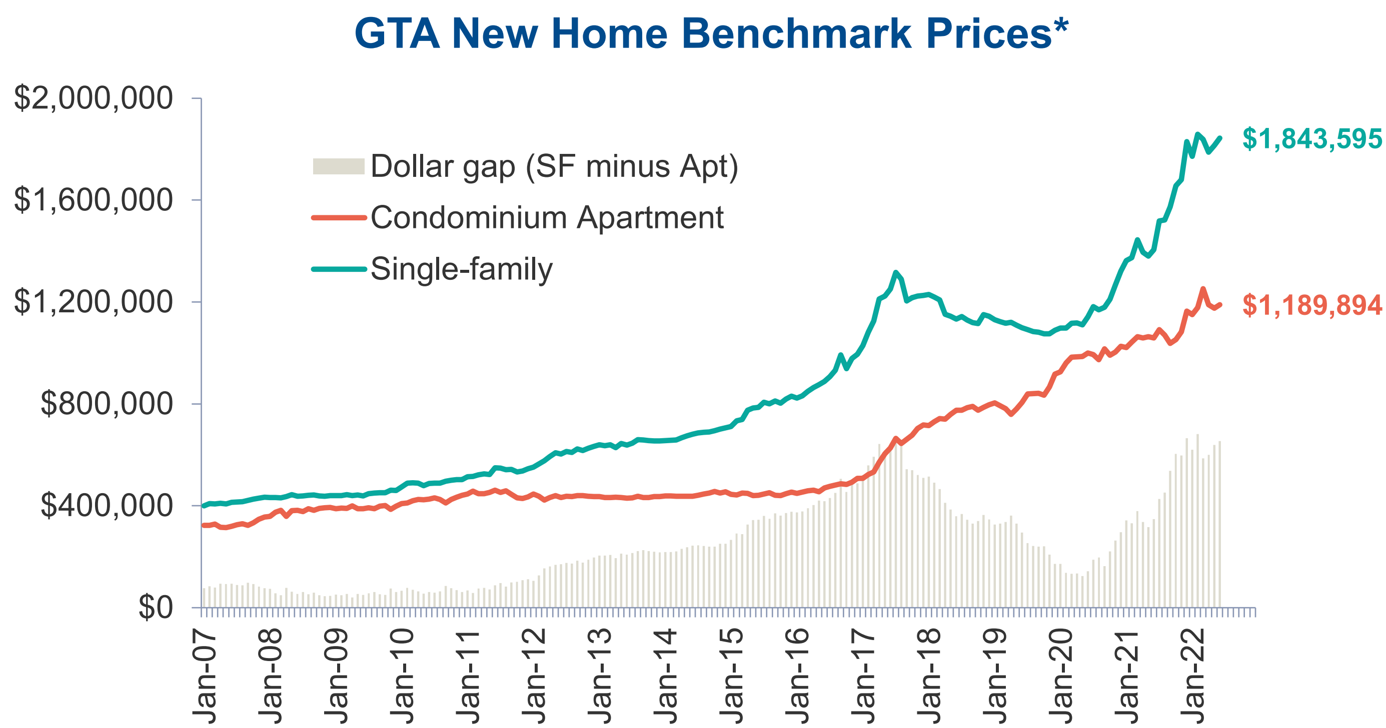
- **The total inventory of available new homes recorded a slight uptick from the previous month and year prior in June 2022.** Total inventory touched slightly more than 11,500 unis after six consecutive months of less than 10,000 units, rising from March's historic low. Single-family inventory dipped slightly in June after rising for four consecutive months, though it still sits at a fraction of the 10-year average. Condominium apartment inventory rose for a 3rd consecutive month to now sit of 33 percent above March's 22-year low but remain well below the longer-term average.
- Based on average monthly total new home sales over the past 12 months, there was only about 3 months of available supply of new homes at the end of June 2022, well below the long-term average for June of almost 8 months.



Source: Altus Group

New Home Market - Prices

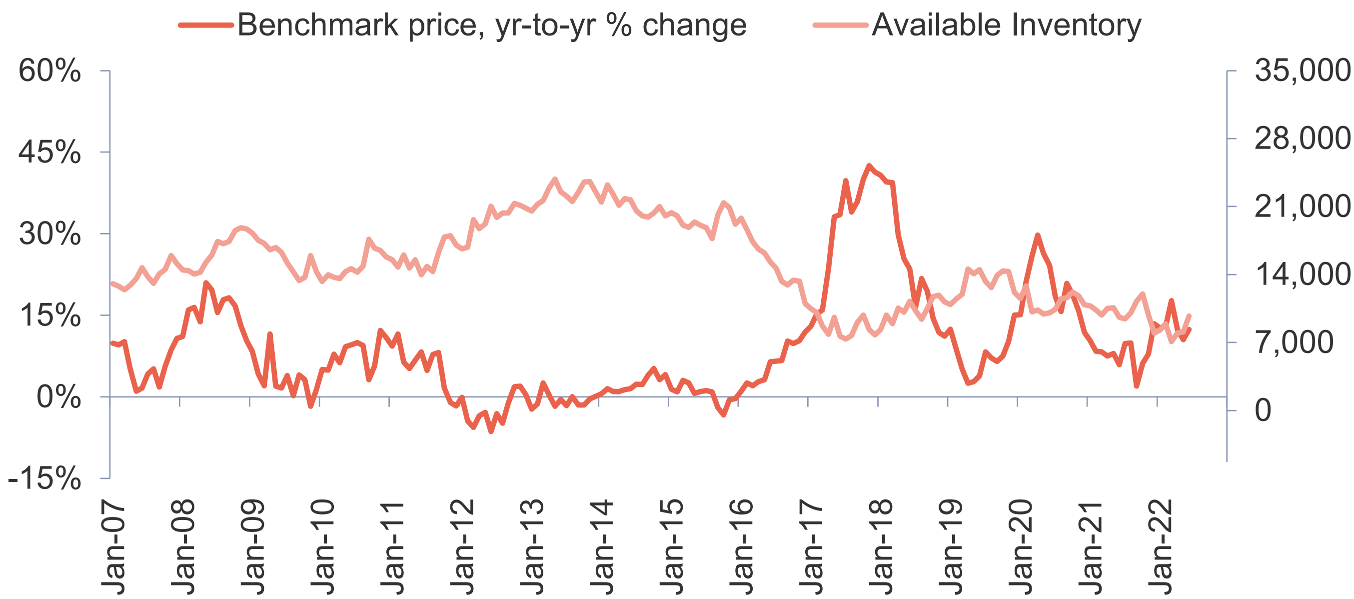
- **The benchmark price for a new condominium apartment rose after two consecutive months of decline.** Single-family benchmark pricing also moved higher in June, continuing its slow recovery from its slip in April.
- **The price advantage of available new condominium apartments compared to new single-family homes widen for a 4th consecutive month in June.** The condominium apartment benchmark price increased 12 percent year-over-year, well below the 31 percent increase in the single-family benchmark price (*charts next page*), as the historic low inventory levels of single-family homes continues to be a large contributor to the larger price increases over the past year.
- 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*

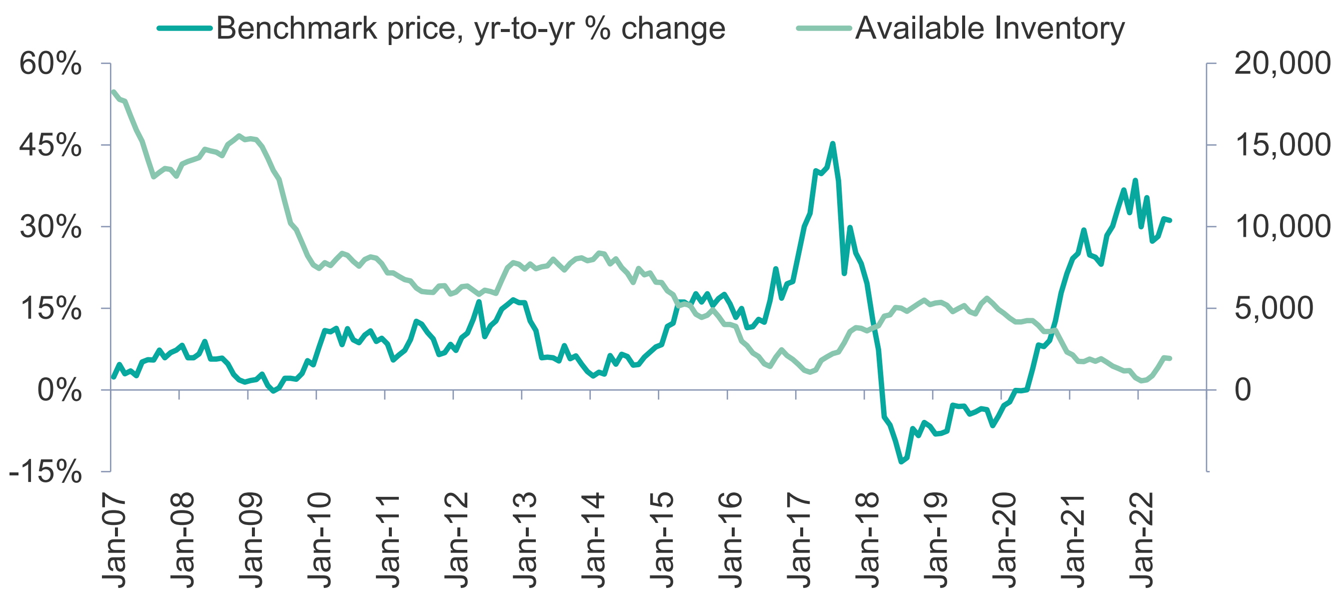
Source: Altus Group

GTA New Condominium Apartment Benchmark Price Changes and Available Inventory



Source: Altus Group

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

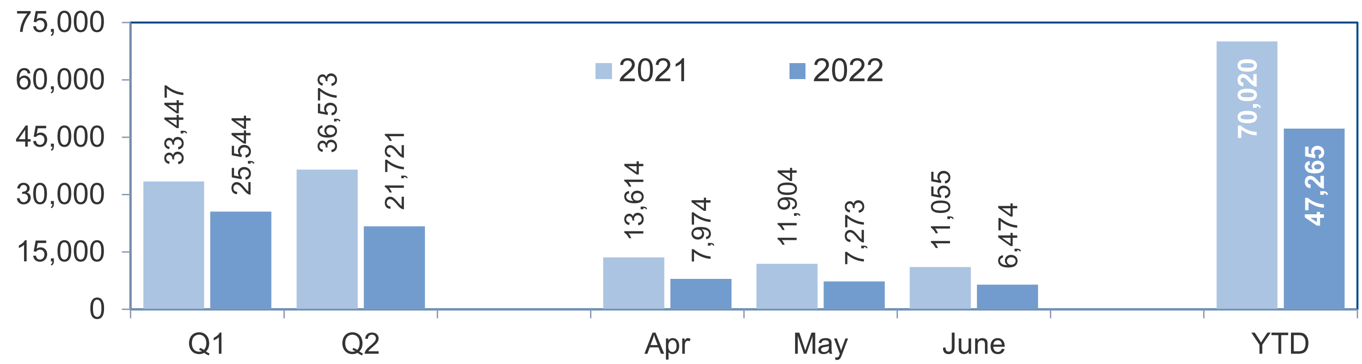


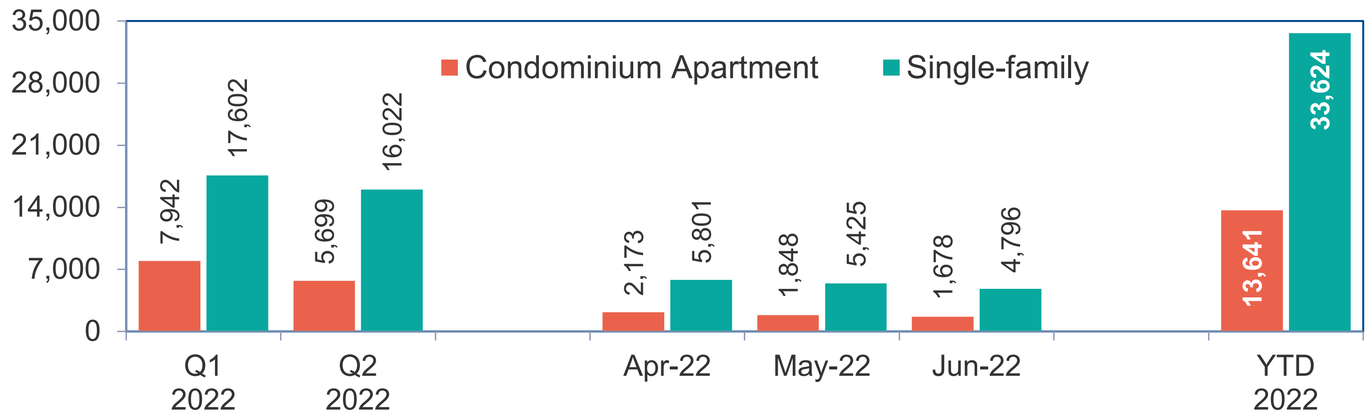
Source: Altus Group

Resale Home Market - Sales

- **Sales of existing homes fell below previous years' levels for the 7th month in a row in June, and the gap to last year's resale levels is now 40 percent**. Although year-to-date sales have slipped by about one-third compared to last year's record level, they remain above the recent pre-pandemic years. Both the single-family and condo apartment segments of the market shared in the year-over-year decline in sales activity in June.
- **Resale inventories increased in both sectors compared to June 2021 but remain below the 10-year averages.** Meanwhile, average prices continued to slide from the record highs of earlier in the year *(charts next page).*

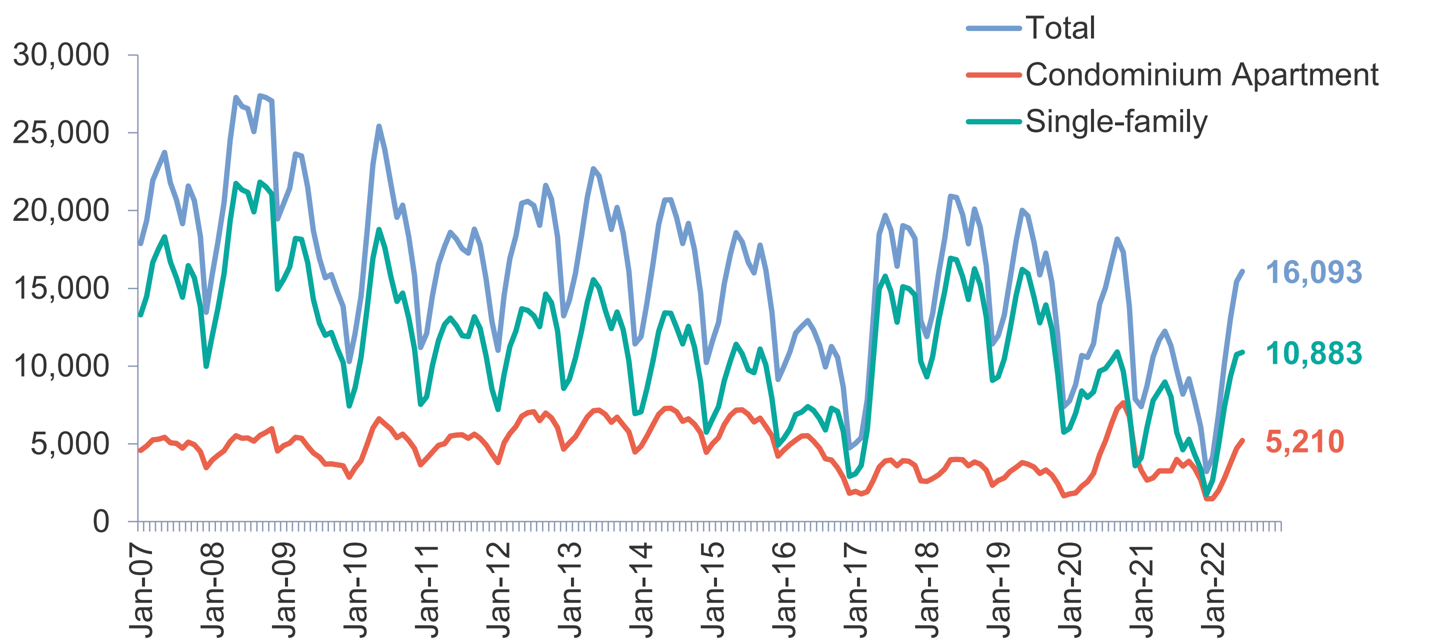
GTA Resale Home Sales





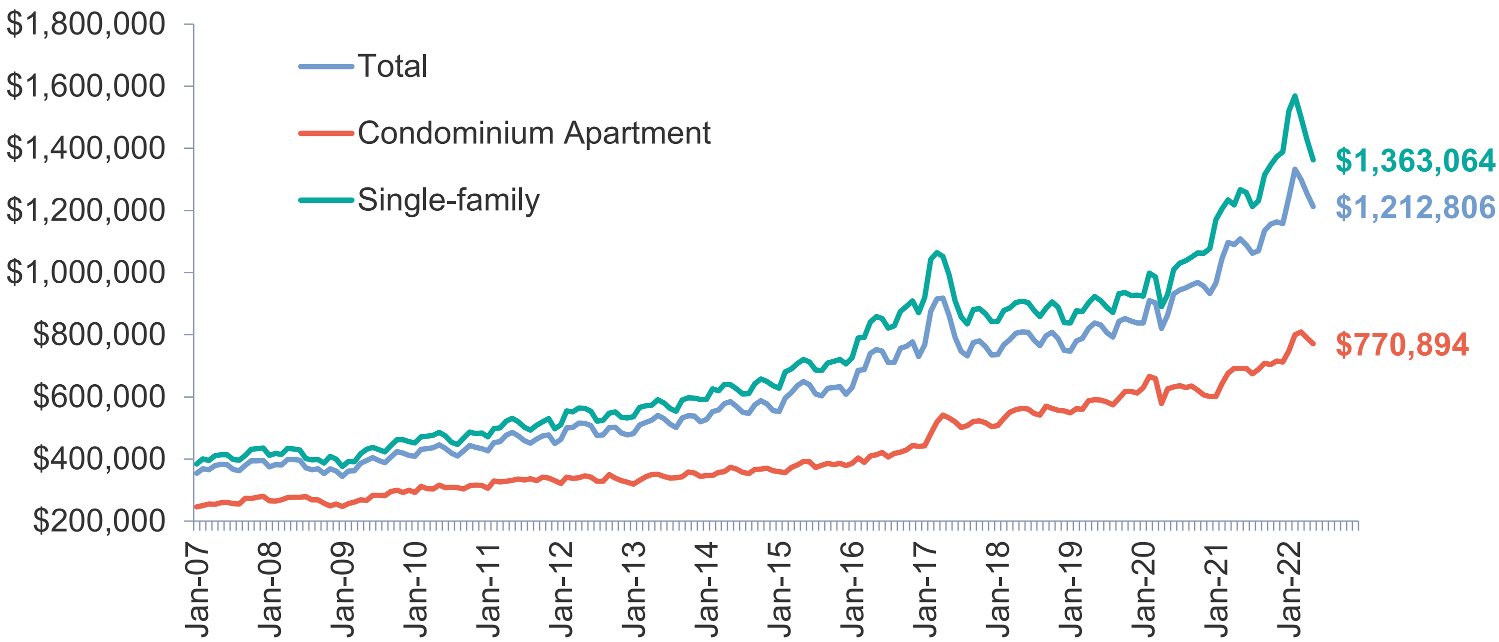
Source: Altus Group based on Toronto Regional Real Estate Board data

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

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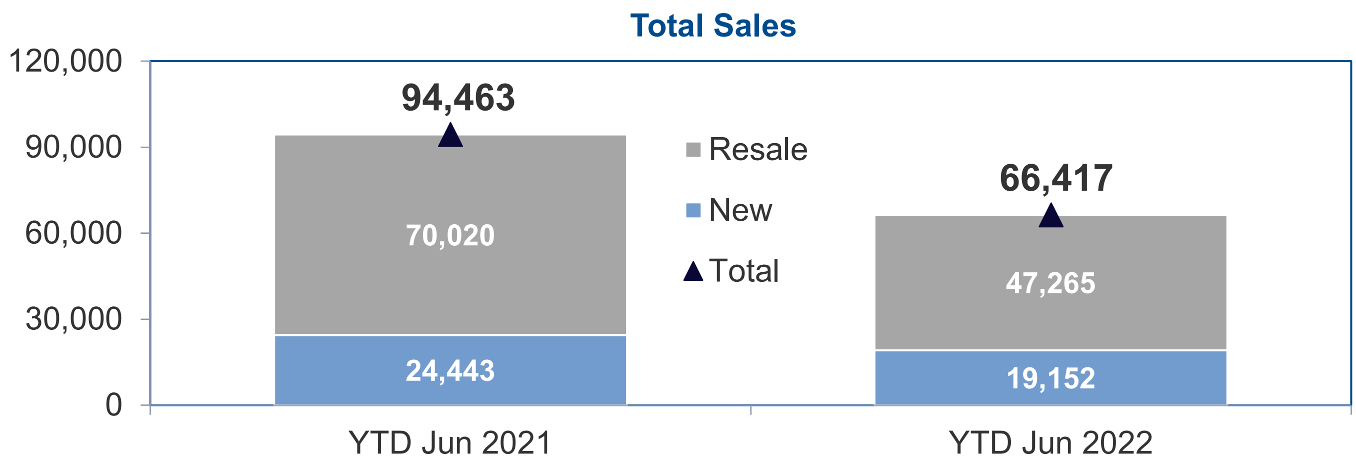
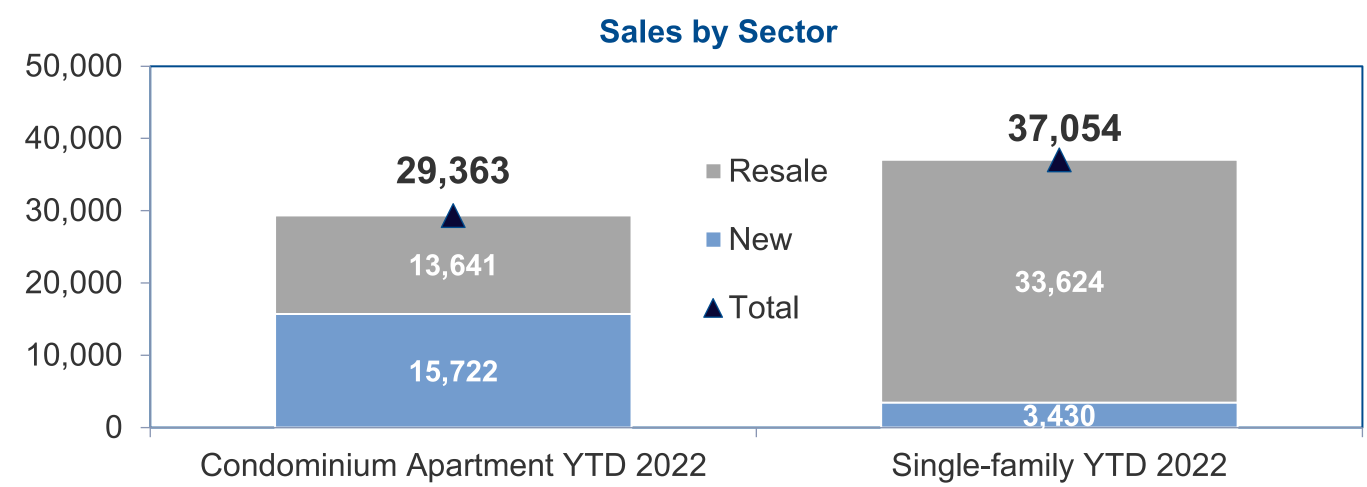
- **Total home sales in the GTA in the first half of 2022 were down 30 percent from a year earlier**. The decline in sales of resale homes outpaced the falloff in the new homes sector.
- **The new home sector accounted for about 3 out of every 10 home sales in the first half of 2022** – this compares to about 1 in 4 for the same period in 2021. About 1 in 11 single-family homes sold were new homes (down from almost 1 in 7 a year ago). New condo apartments increased their share of the total apartment market to over half.

GTA Combined New & Resale Home Sales



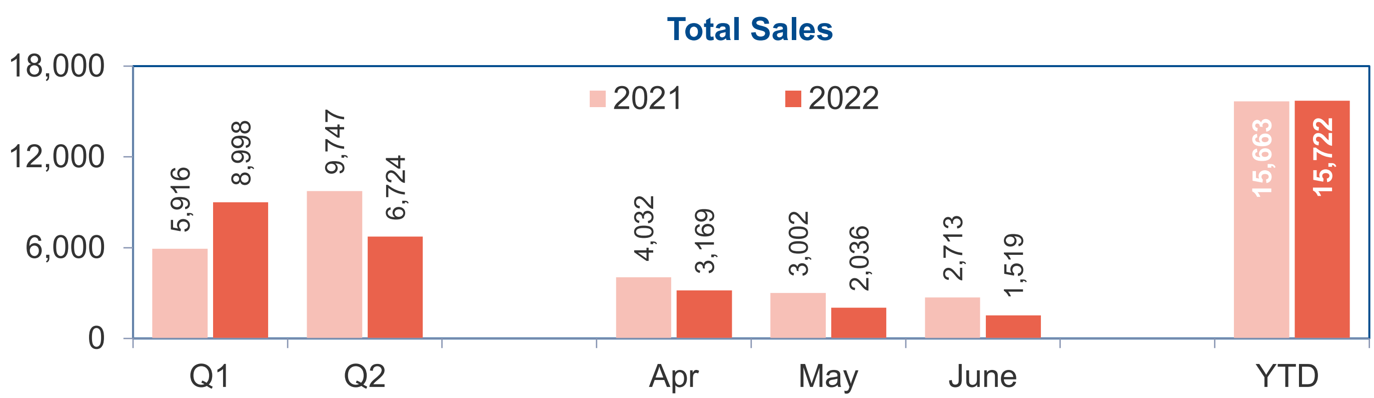


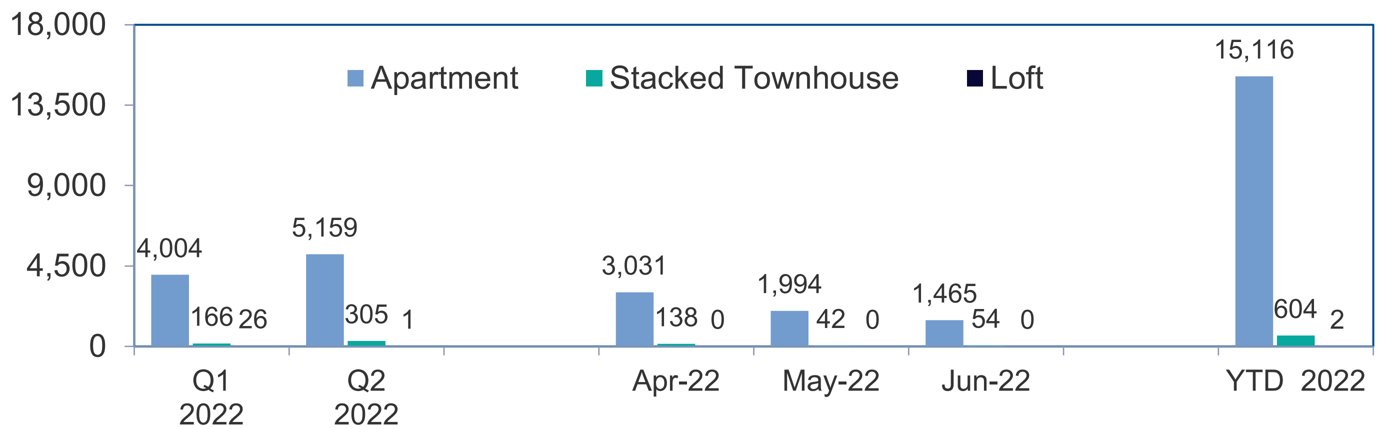
Source: Altus Group and Toronto Regional Real Estate Board data

New Condominium Apartments - Sales

- **GTA new condominium apartment sales recorded their 4th consecutive year-over-year decline in June.** With the slowdown in the past 3 months, year-to-date sales are off from their historic pace to start the year and are now level with last year.
- **Stacked townhouse sales are at one-third the level of 2021's record pace.**
- Peel is the only region reporting higher year-over-year condominium apartment sales in June. **The City of Toronto and Peel Region were the sole areas with higher year-over-year sales** *(charts next page)*.
- At the local municipality level, North York, Brampton and the old City of Toronto recorded large gains in year-to-date sales while Vaughan and Etobicoke posted the largest declines *(charts after next page)*.

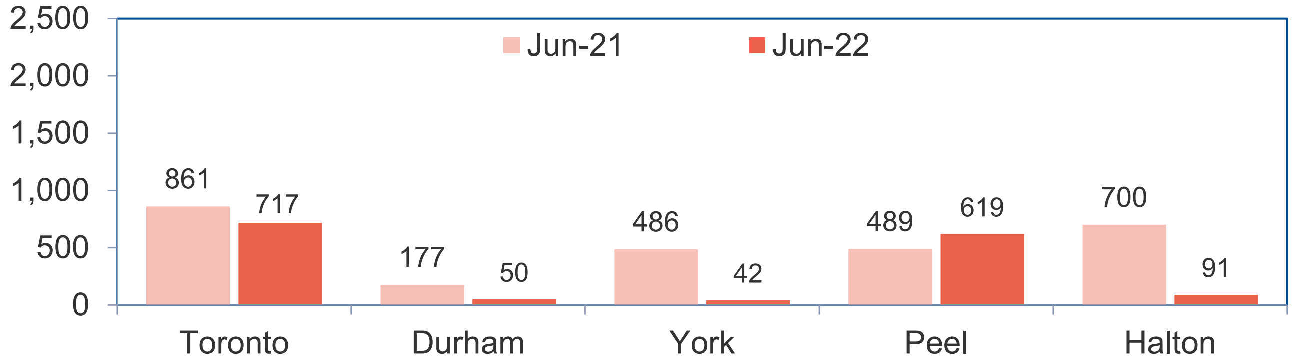
GTA New Condominium Apartment Sales

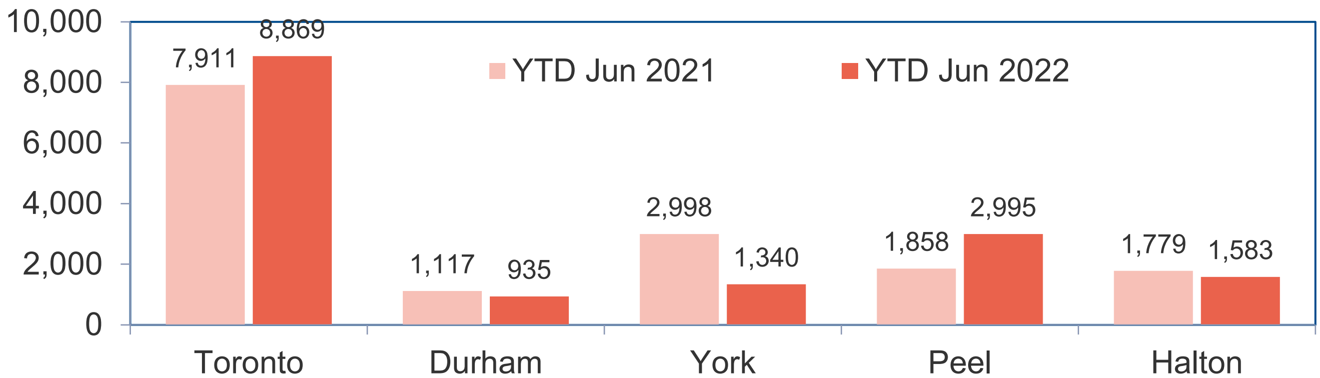


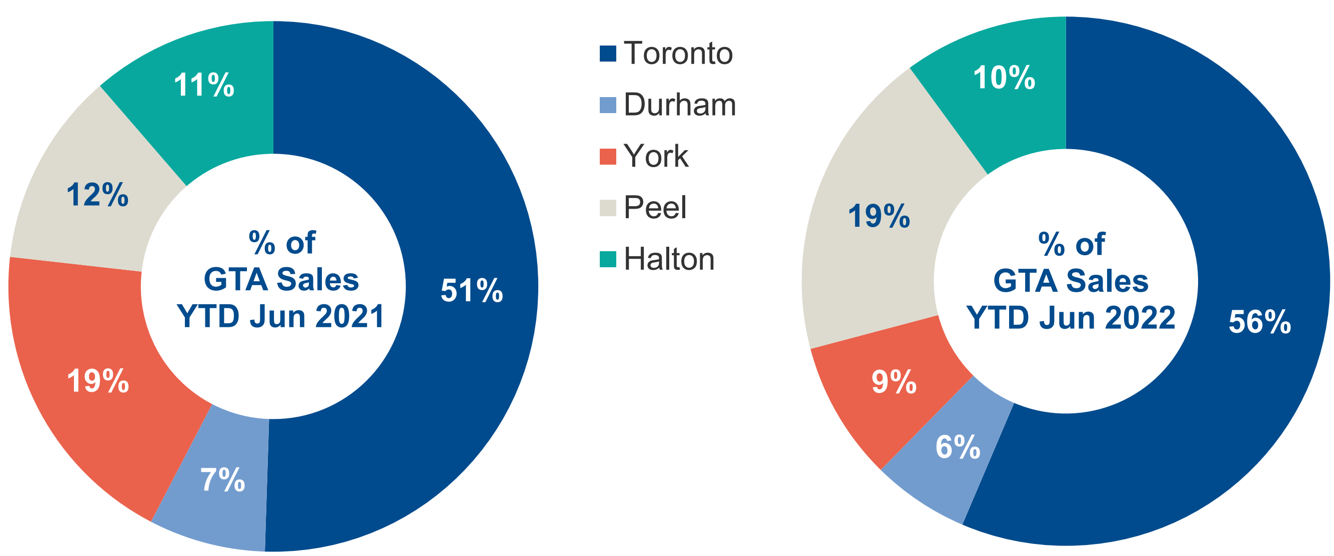


Source: Altus Group

GTA New Condominium Apartment Sales by Region

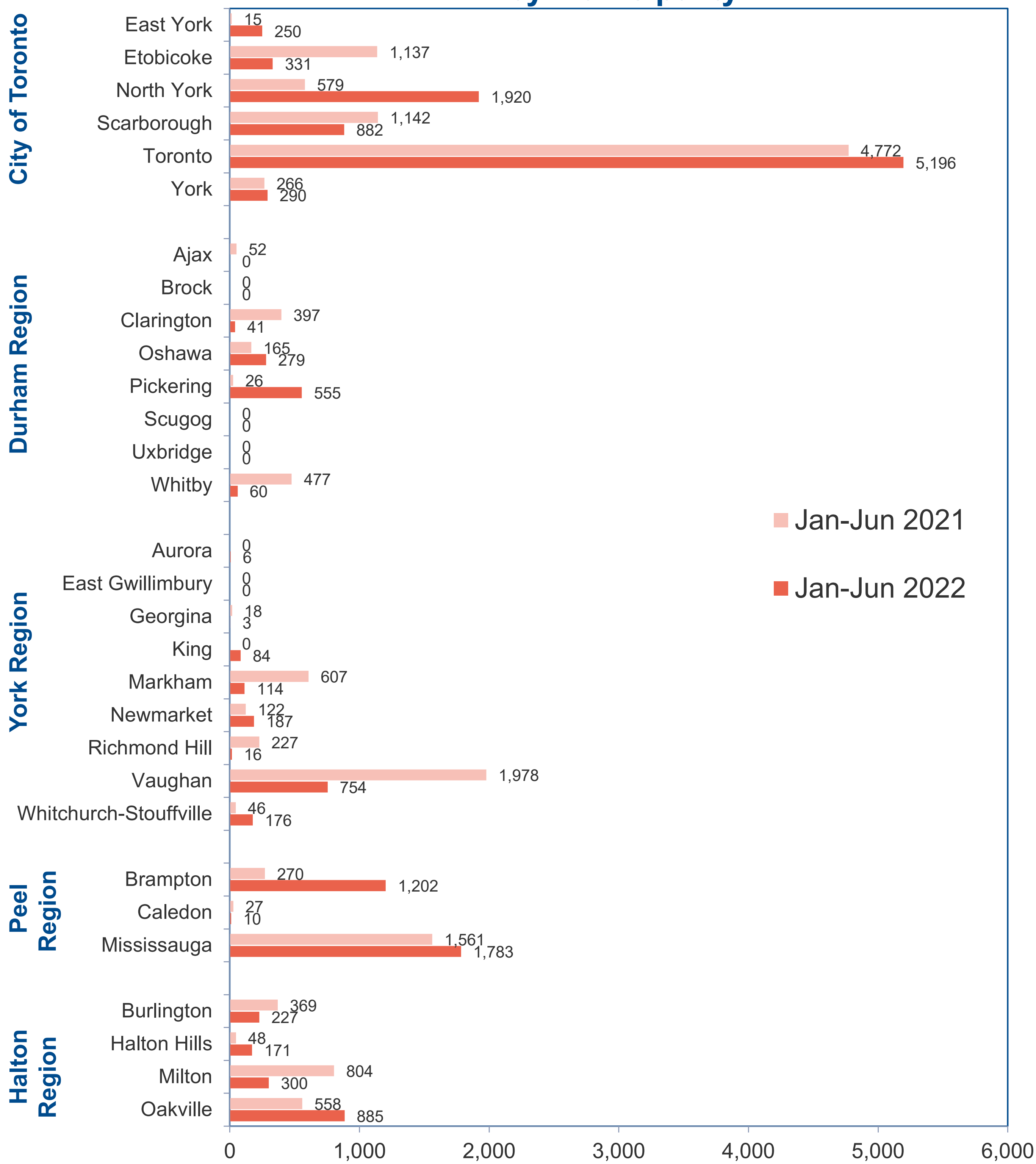






Source: Altus Group

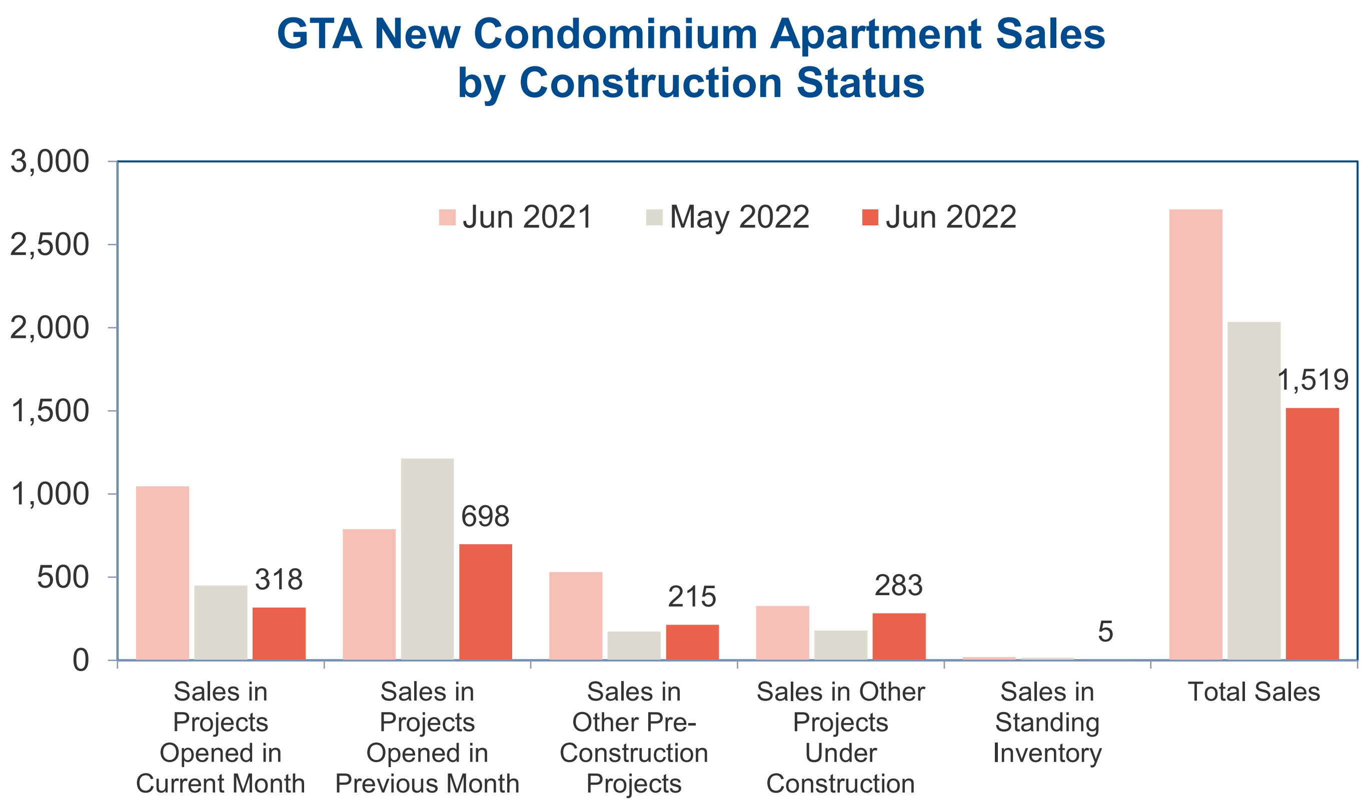
GTA New Condominium Apartment Sales by Municipality



Source: Altus Group

New Condominium Apartments - Sales

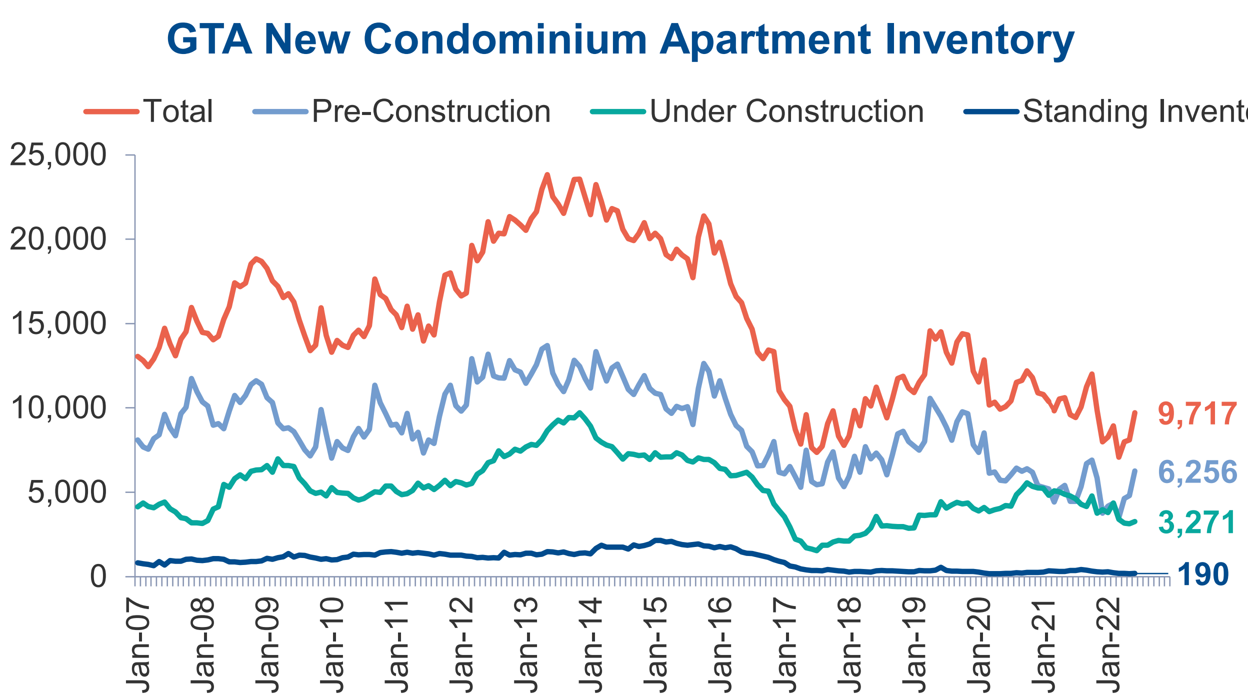
- **About one in five new condo apartment sales in June occurred in projects opened during the month.** When accounting for the 8 projects that opened later in month when firm sales are not recorded, over one-third of the units opened in June were sold during the month.
- Sales in projects opened in May consisted of almost half of June sales.
- **There is typically little inventory still available to purchase when projects are completed** (*see chart next page*) and therefore very few sales in the "standing inventory" category.



Source: Altus Group

New Condominium Apartments - Inventory

- **The inventory of available new condo apartments moved higher again in June but remains below the 10-year average.** Pre-construction inventory remained jumped higher and recorded its 1st year-over-year increase since October 2021. Under construction inventory was little changed while there remains very little standing inventory (i.e. units available for immediate occupancy).
- **The current unsold inventory at new condominium apartment projects represents only 3.5 months of supply** at the average monthly pace of sales seen over the past 12 months, well below the longer-term average for June of over 9 months.



Source: Altus Group

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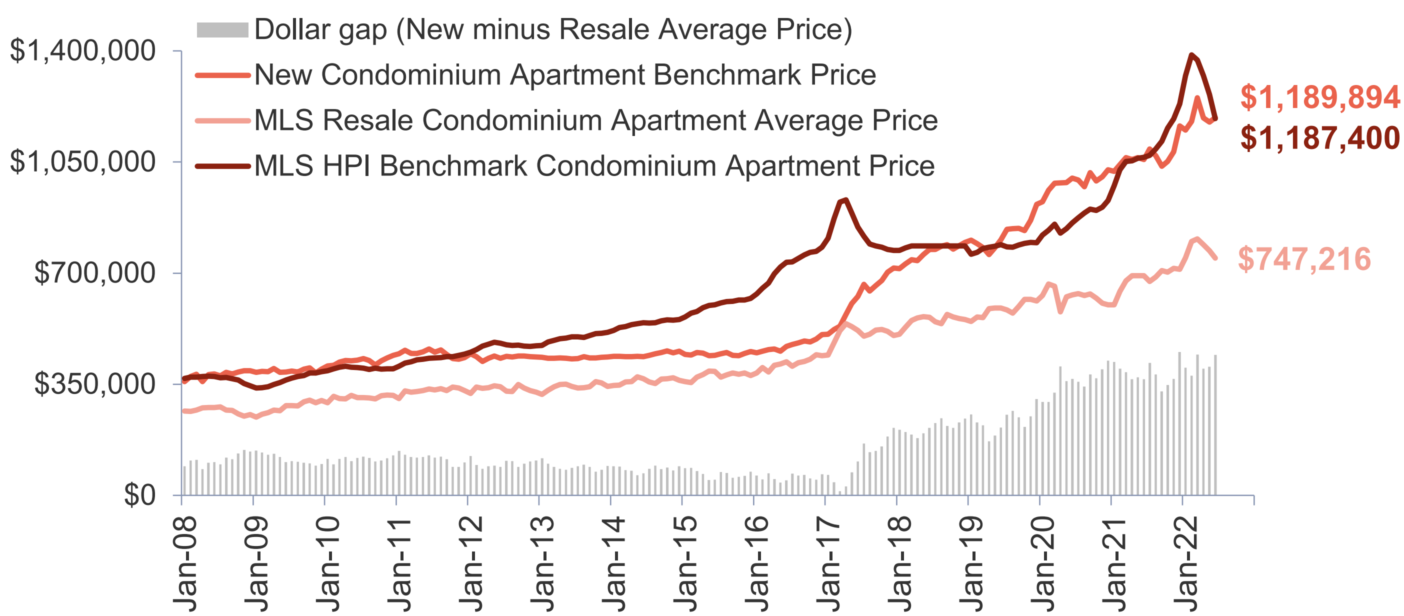
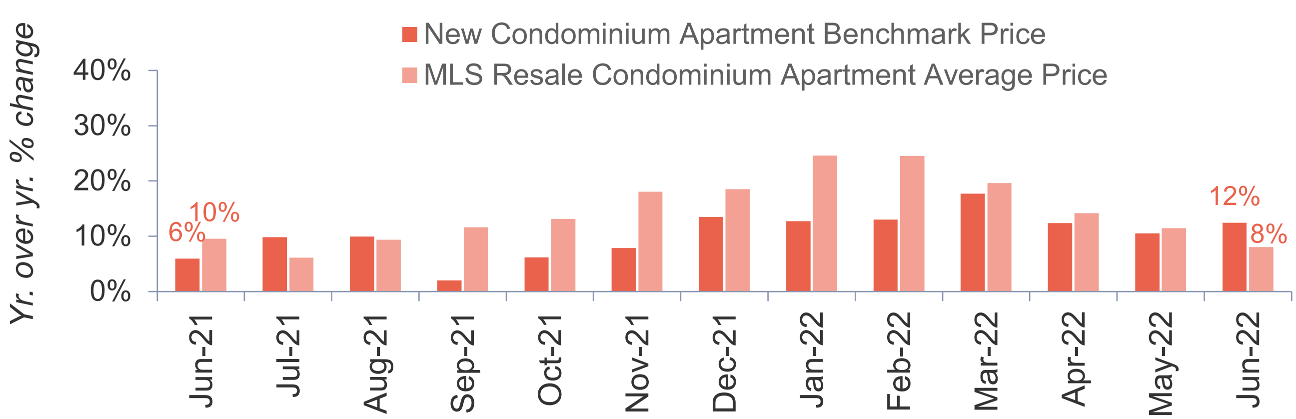
- **The benchmark price of a new condominium apartment rose in June from the record high reached in March** *(this benchmark measures prices of available units at the end of the month - see benchmark price definition at the end of this report).*
- In absolute terms, **the price difference between a new and resale condominium apartment unit widen slightly in June and is nearly double the gap from June 2021**. However, on a year-over-year basis, the price increases for resale condo prices and new condo prices are now similar.

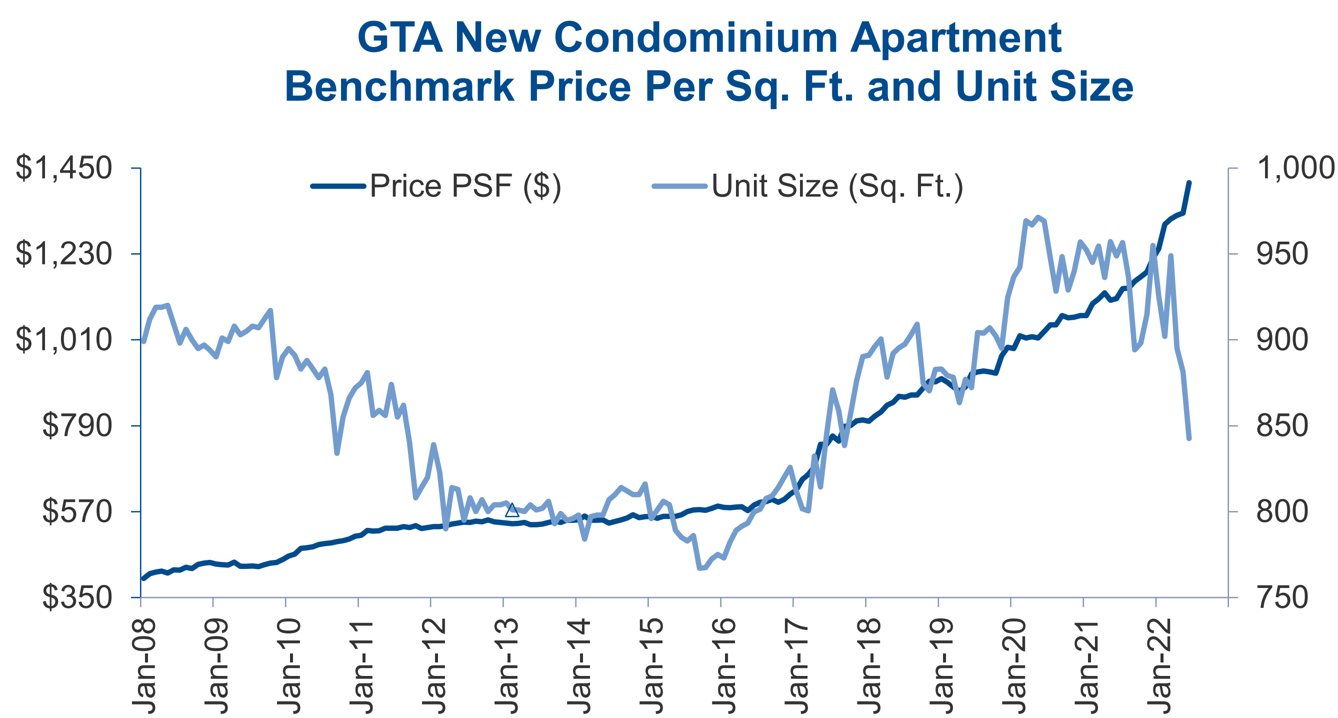
GTA New and Resale Condominium Apartment Prices





Source: Altus Group and Toronto Real Estate Board data

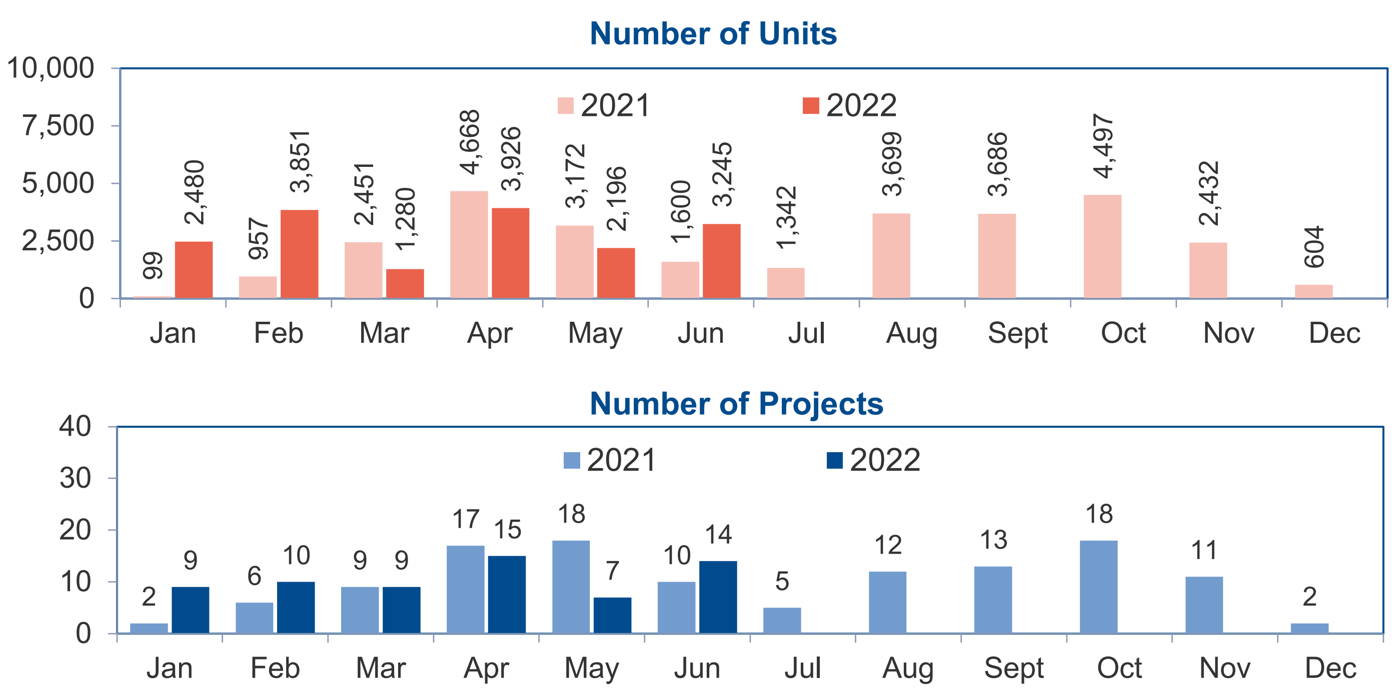
- **The decrease in June 2022 in the overall benchmark price of a new condo apartment was due entirely to smaller than average sizes among available inventory**, which declined from May. The unit size per sq. was the smallest June since 2018. The average price per sq. ft. increased marginally in June compared to April and May.
- 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

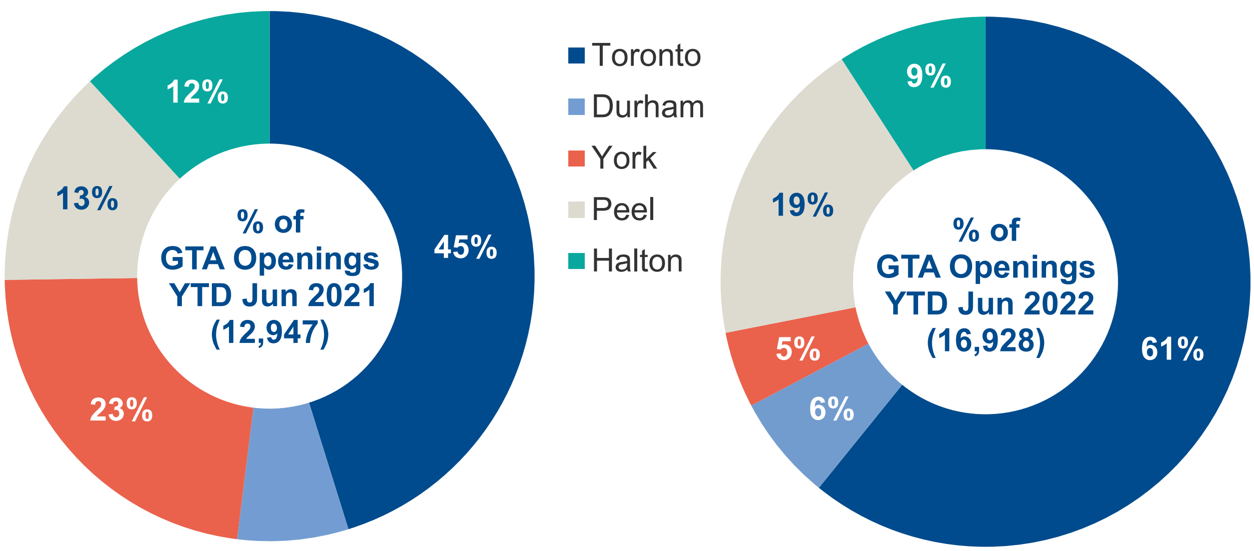
- **June 2022 recorded a total of 14 new project openings containing 3,245 units.** New project opening units are twice the number from June 2021.
- **6 in 10 new units launched were in the Toronto area**, with new openings in Peel Region increasing their market share. Within the City of Toronto, greatest growth was seen in North York for new condominium apartment openings.
- On the pages following the next page are maps showing the location of new projects launched in May and June 2022 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 May openings and 3 maps and 3 tables for the June openings.*

GTA New Condominium Apartment Project Openings



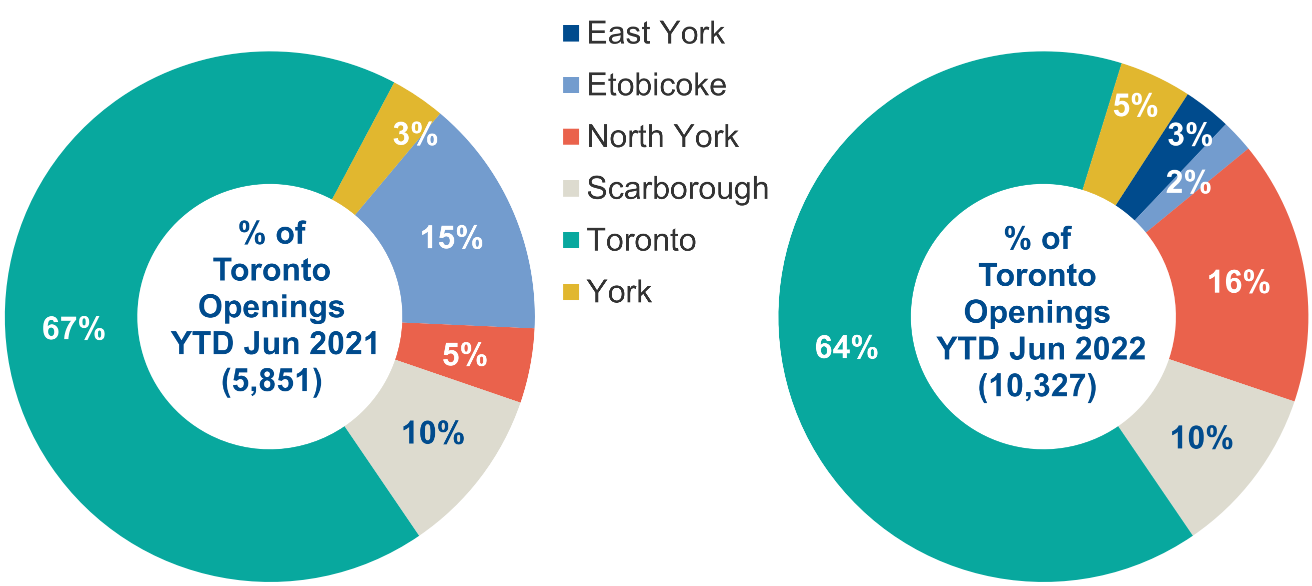
Source: Altus Group

GTA Condominium Apartment Units in New Openings by Region



Source: Altus Group

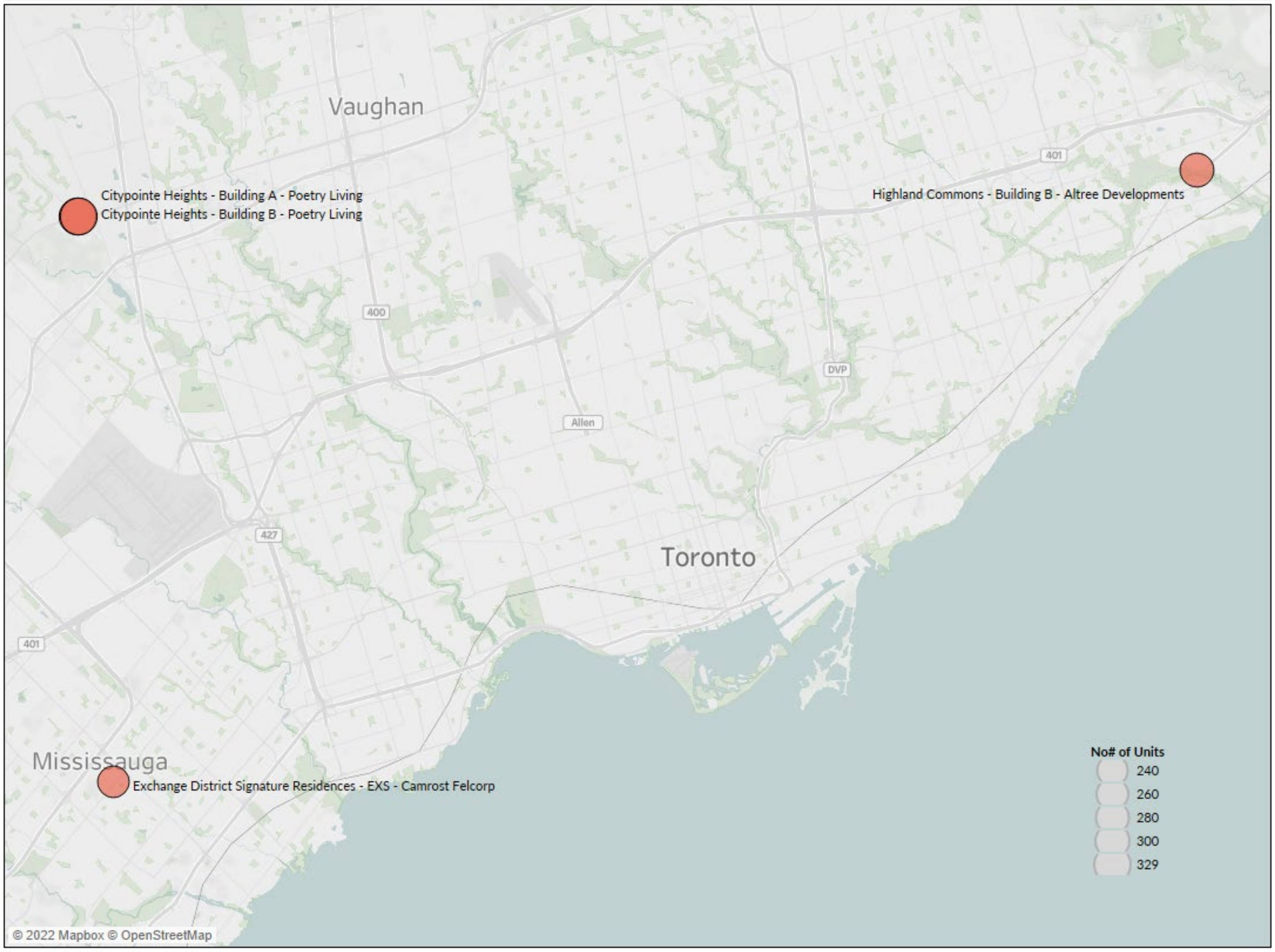
City of Toronto Condominium Apartment Units in New Openings by Former Municipality



Source: Altus Group

New Condominium Apartments - Openings

May-2022 New Project Launches by Number of Units



Source: Altus Group

Map 1 of 2

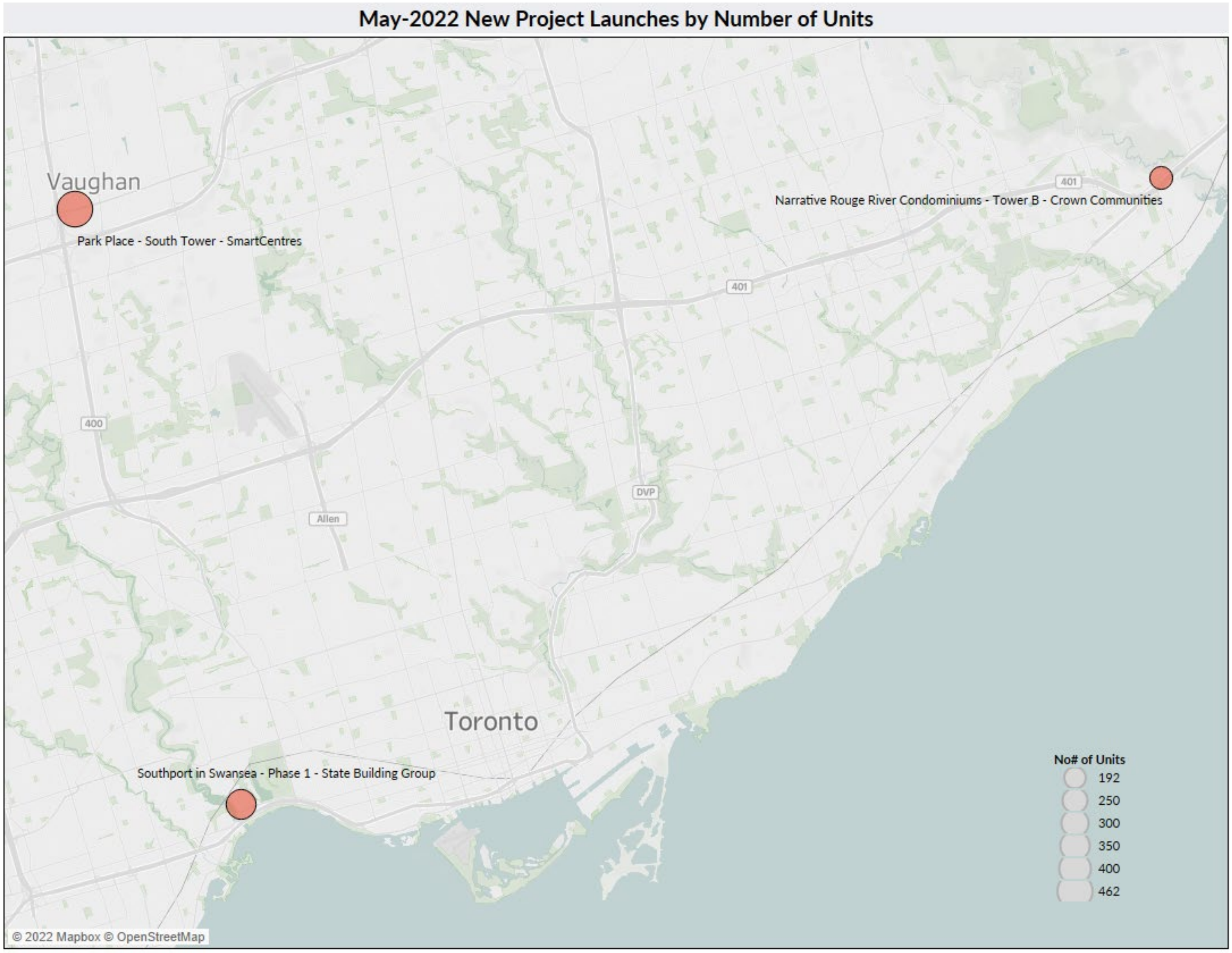
Note: due to the large number of openings in May, project maps and details each have 2 pages.

New Condominium Apartment Project Openings - May 2022 (1 of 2)

Project Name	Citypointe Heights - Building A	Citypointe Heights - Building B	Exchange District Signature Residences - EXS	Highland Commons - Building B
Developer	Poetry Living	Poetry Living	Camrost Felcorp	Altree Developments
Date Opened	May 28, 2022	May 28, 2022	May 11, 2022	May 18, 2022
Municipality	Brampton	Brampton	Mississauga	Scarborough
Region	Peel	Peel	Peel	Toronto
Structural Type	Apartment	Apartment	Apartment	Apartment
Floors	25	35	31	8
Project Total Units	**284**	**373**	**240**	**276**
Total Units Released	**284**	**373**	**240**	**276**
Studio	-	-	-	36
1 Bedroom	24	25	48	109
1 Bedroom + den	196	230	48	16
2 Bedroom	64	51	144	47
2 Bedroom + den	-	67	-	30
3 Bedroom & up	-	-	-	38
Penthouse	-	-	-	-
Townhouse	-	-	-	-
Other	-	-	-	-
Opening Month Sales	**0**	**0**	**204**	**55**
Next Month Sales	**191**	**286**	**16**	**13**
% Sold (of released units)	67%	77%	92%	25%
Remaining Available Inventory	93	87	20	208
Original $PSF	$939	$960	$1,367	$1,122
Minimum Size (sq. ft.)	433	433	555	329
Maximum Size (sq. ft.)	822	861	888	1,163
Minimum Price	$497,990	$497,990	$803,900	$420,900
Maximum Price	$746,990	$886,990	$1,267,900	$1,399,900
Notes				

Source: Altus Group

New Condominium Apartments - Openings



Source: Altus Group

Map 2 of 2

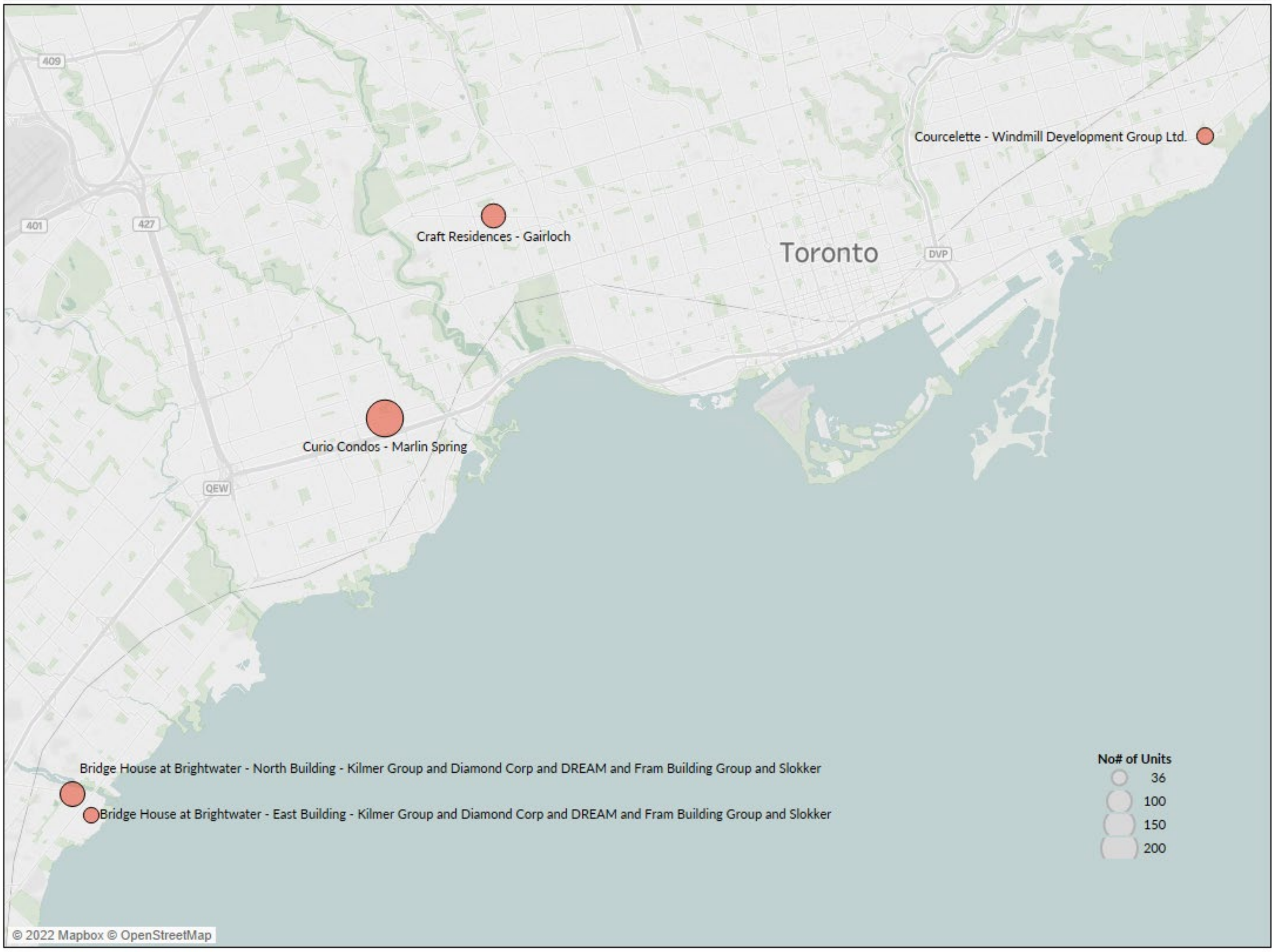
New Condominium Apartments - Openings

New Condominium Apartment Project Openings - May 2022 (2 of 2)			
Project Name	**Narrative Rouge River Condominiums - Tower B**	**Park Place - South Tower**	**Southport in Swansea - Phase 1**
Developer	Crown Communities	SmartCentres	State Building Group
Date Opened	May 7, 2022	May 4, 2022	May 23, 2022
Municipality	Scarborough	Vaughan	Old Toronto
Region	Toronto	York	Toronto
Structural Type	Apartment	Apartment	Apartment
Floors	11	50	27
Project Total Units	**192**	**462**	**324**
Total Units Released	**192**	**462**	**324**
Studio	10	-	-
1 Bedroom	53	126	30
1 Bedroom + den	39	168	26
2 Bedroom	40	168	194
2 Bedroom + den	20	-	74
3 Bedroom & up	30	-	-
Penthouse	-	-	-
Townhouse	-	-	-
Other	-	-	-
Opening Month Sales	**65**	**127**	**0**
Next Month Sales	**20**	**19**	**153**
% Sold (of released units)	44%	32%	47%
Remaining Available Inventory	107	316	171
Original $PSF	$1,111	$1,198	$1,344
Minimum Size (sq. ft.)	380	587	507
Maximum Size (sq. ft.)	955	905	742
Minimum Price	$459,900	$723,990	$769,900
Maximum Price	$991,900	$1,003,990	$991,900
Notes			

Source: Altus Group

New Condominium Apartments - Openings

June-2022 New Project Launches by Number of Units



Source: Altus Group

Map 1 of 3

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

New Condominium Apartments - Openings

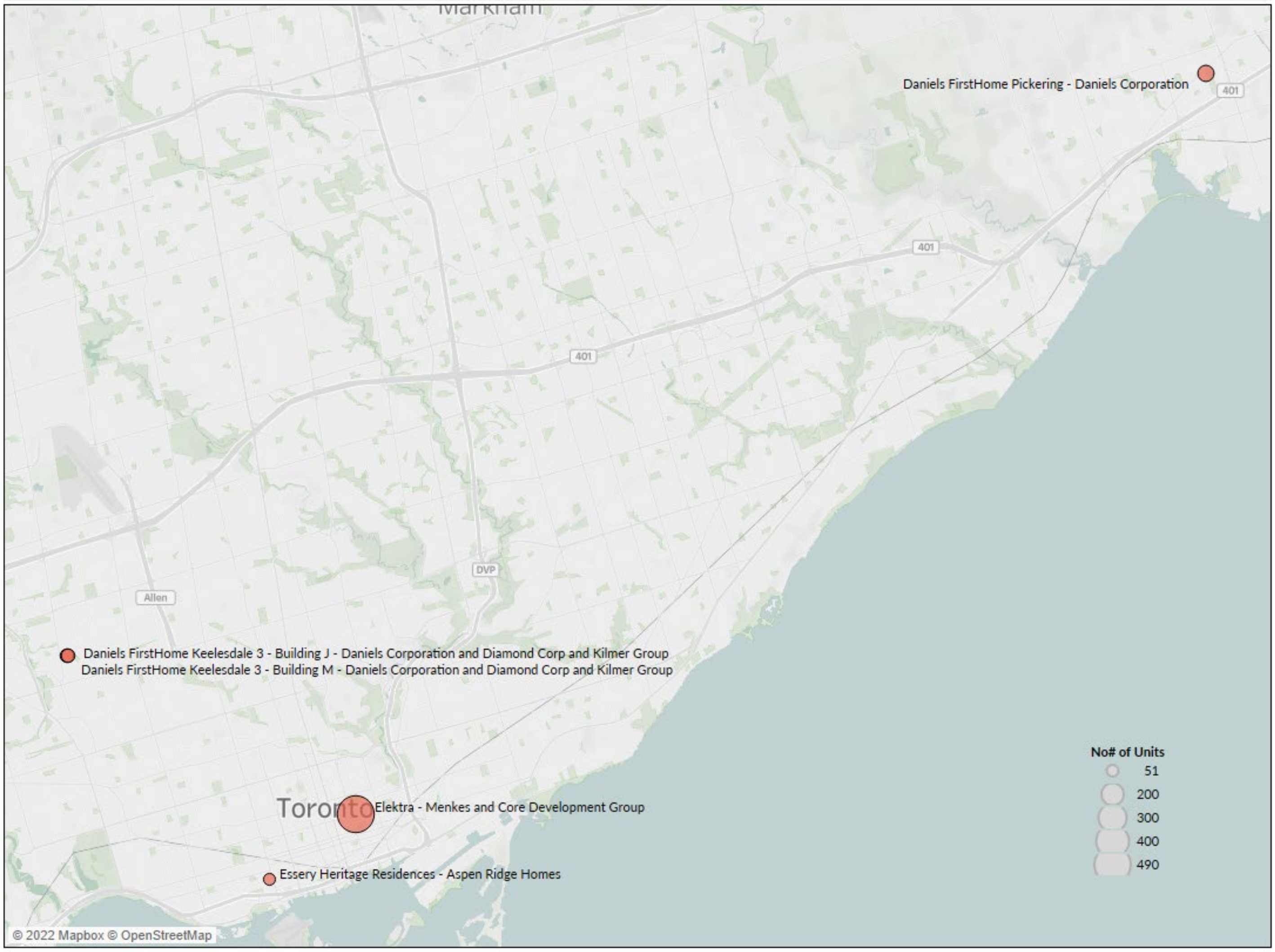
AltusGroup

New Condominium Apartment Project Openings - June 2022 (1 of 3)					
Project Name	**Bridge House at Brightwater - East Building**	**Bridge House at Brightwater - North Building**	**Courcelette**	**Craft Residences**	**Curio Condos**
Developer	Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Kilmer Group and Diamond Corp and DREAM and Fram Building Group and Slokker	Windmill Development Group Ltd.	Gairloch	Marlin Spring
Date Opened	June 21, 2022	June 21, 2022	June 4, 2022	June 19, 2022	June 2, 2022
Municipality	Mississauga	Mississauga	Scarborough	Old Toronto	Etobicoke
Region	Peel	Peel	Toronto	Toronto	Toronto
Structural Type	Apartment	Apartment	Apartment	Apartment	Apartment
Floors	6	15	8	8	10
Project Total Units	**73**	**201**	**56**	**86**	**206**
Total Units Released	**36**	**91**	**41**	**86**	**200**
Studio	1	1	-	1	16
1 Bedroom	6	23	24	20	48
1 Bedroom + den	5	26	3	33	73
2 Bedroom	10	20	9	14	43
2 Bedroom + den	2	21	5	8	-
3 Bedroom & up	-	-	-	10	20
Penthouse	-	-	-	-	-
Townhouse	12	-	-	-	-
Other	-	-	-	-	-
Opening Month Sales	**0**	**0**	**24**	**18**	**101**
% Sold (of released units)	0%	0%	59%	21%	51%
Remaining Available Inventory	36	91	17	68	99
Original $PSF	$1,289	$1,405	$1,283	$1,350	$1,220
Minimum Size (sq. ft.)	425	474	613	411	388
Maximum Size (sq. ft.)	1,318	1,129	1,188	1,318	1,051
Minimum Price	$659,900	$649,900	$685,000	$675,000	$539,990
Maximum Price	$1,599,900	$1,629,900	$1,185,000	$1,969,000	$1,128,990
Notes	No firm sales as all deals were subject to the 10-day conditional period	No firm sales as all deals were subject to the 10-day conditional period			

Source: Altus Group

AltusGroup

June-2022 New Project Launches by Number of Units



Source: Altus Group

Map 2 of 3

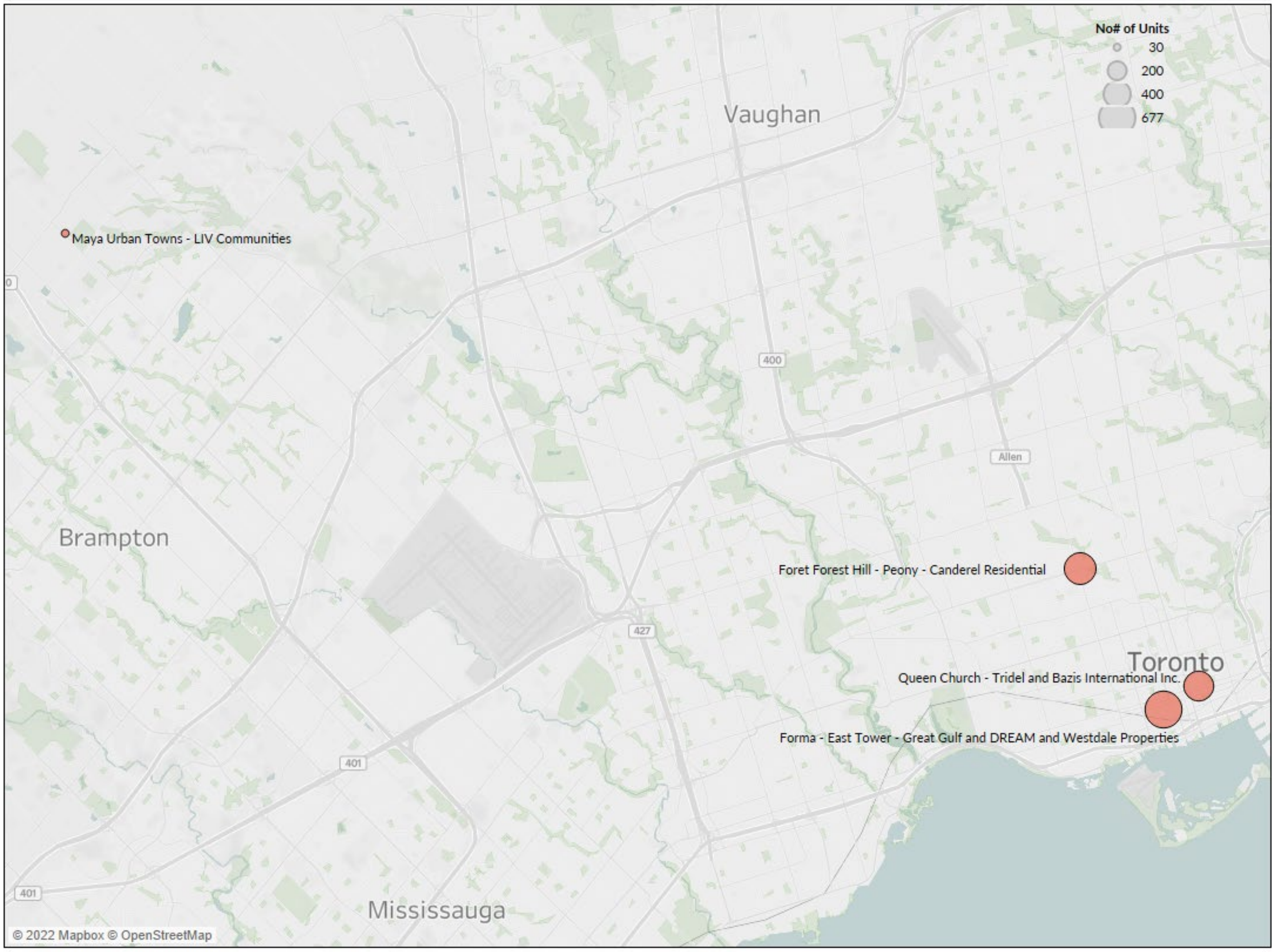
New Condominium Apartment Project Openings - June 2022 (2 of 3)

Project Name	**Daniels FirstHome Keelesdale 3 - Building J**	**Daniels FirstHome Keelesdale 3 - Building M**	**Daniels FirstHome Pickering**	**Elektra**	**Essery Heritage Residences**
Developer	Corporation and Diamond Corp	Corporation and Diamond Corp	Daniels Corporation	Core Development	Aspen Ridge Homes
Date Opened	June 25, 2022	June 25, 2022	June 11, 2022	June 25, 2022	June 17, 2022
Municipality	York	York	Pickering	Old Toronto	Old Toronto
Region	Toronto	Toronto	Durham	Toronto	Toronto
Structural Type	Apartment	Apartment	Stacked	Apartment	Apartment
Floors	5	6	3	48	4
Project Total Units	**62**	**67**	**96**	**490**	**51**
Total Units Released	**62**	**67**	**96**	**490**	**51**
Studio	-	-	-	46	-
1 Bedroom	25	25	22	320	4
1 Bedroom + den	5	7	-	-	-
2 Bedroom	27	29	51	74	26
2 Bedroom + den	-	-	-	-	10
3 Bedroom & up	5	6	23	50	11
Penthouse	-	-	-	-	-
Townhouse	-	-	-	-	-
Other	-	-	-	-	-
Opening Month Sales	**0**	**0**	**40**	**0**	**5**
% Sold (of released units)	0%	0%	42%	0%	10%
Remaining Available Inventory	62	67	56	490	-
Original $PSF	n.a.	n.a.	$758	$1,576	$1,829
Minimum Size (sq. ft.)	504	504	601	375	741
Maximum Size (sq. ft.)	1,143	1,143	1,515	909	2,101
Minimum Price	$595,900	$595,900	$609,900	$680,000	$1,121,990
Maximum Price	$1,127,900	$1,117,900	$1,020,400	$1,300,000	$4,349,990
Notes	No firm sales as all deals were subject to the 10-day conditional period	No firm sales as all deals were subject to the 10-day conditional period		No firm sales as all deals were subject to the 10-day conditional period	

Source: Altus Group

New Condominium Apartments - Openings

June-2022 New Project Launches by Number of Units



Source: Altus Group

Map 3 of 3

Altus Group

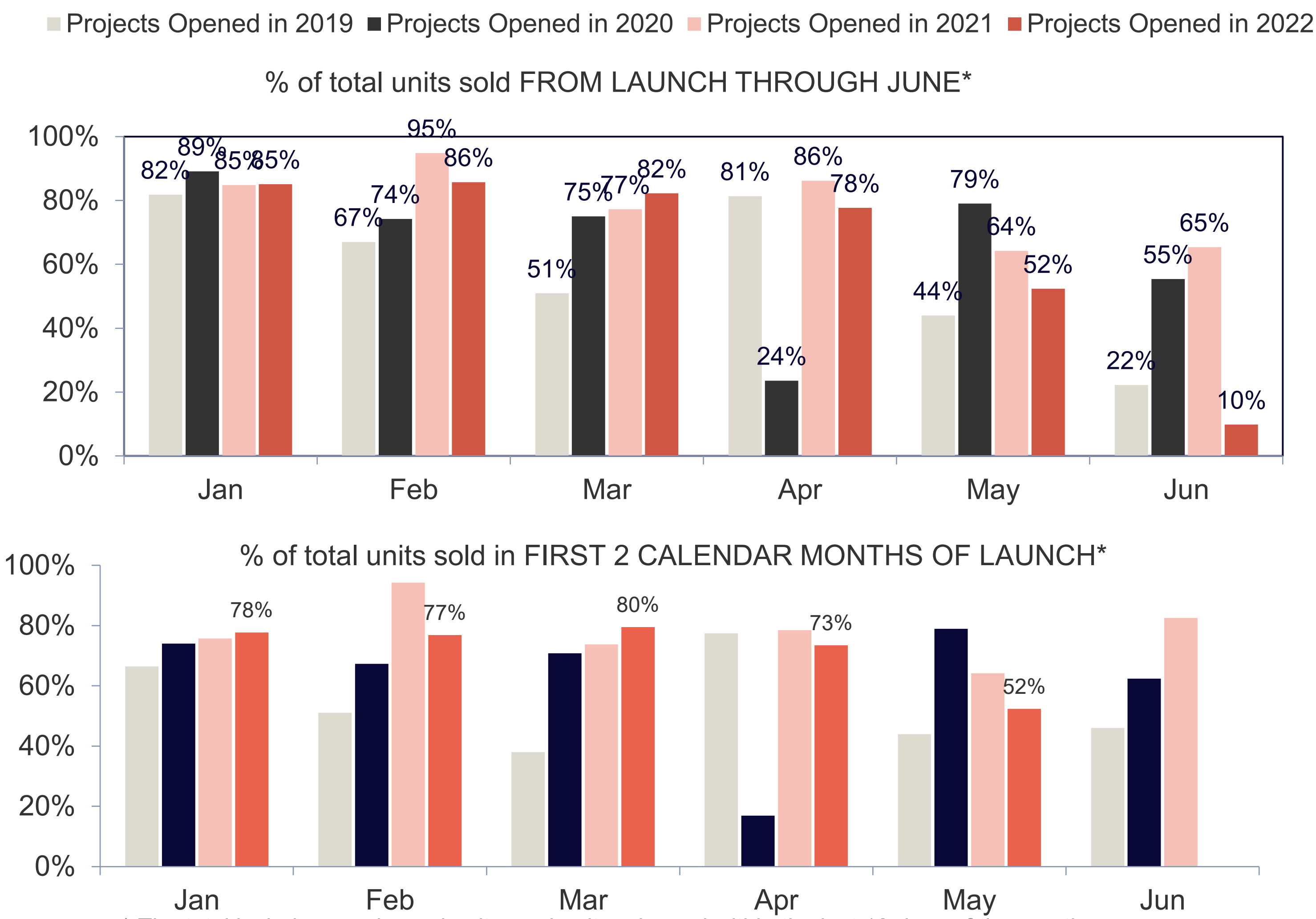
New Condominium Apartment Project Openings - June 2022 (3 of 3)

Project Name	Foret Forest Hill - Peony	Forma - East Tower	Maya Urban Towns	Queen Church
Developer	Canderel Residential	Great Gulf and DREAM and Westdale	LIV Communities	Tridel and Bazis International Inc.
Date Opened	June 26, 2022	June 22, 2022	June 20, 2022	June 8, 2022
Municipality	Old Toronto	Old Toronto	Brampton	Old Toronto
Region	Toronto	Toronto	Peel	Toronto
Structural Type	Apartment	Apartment	Stacked	Apartment
Floors	33	73	3	57
Project Total Units	**503**	**864**	**45**	**445**
Total Units Released	**503**	**677**	**30**	**445**
Studio	105	76	-	78
1 Bedroom	98	167	-	12
1 Bedroom + den	146	172	-	127
2 Bedroom	61	83	9	180
2 Bedroom + den	58	94	-	3
3 Bedroom & up	35	85	21	45
Penthouse	-	-	-	-
Townhouse	-	-	-	-
Other	-	-	-	-
Opening Month Sales	**0**	**0**	**0**	**130**
% Sold (of released units)	0%	0%	0%	29%
Remaining Available Inventory	503	677	30	315
Original $PSF	$1,748	$1,931	$653	$1,664
Minimum Size (sq. ft.)	369	398	1,198	412
Maximum Size (sq. ft.)	990	1,042	1,709	814
Minimum Price	$673,900	$812,900	$879,990	$709,000
Maximum Price	$1,636,900	$2,063,900	$1,009,990	$1,396,000
Notes	No firm sales as all deals were subject to the 10-day conditional period	No firm sales as all deals were subject to the 10-day conditional period	No firm sales as all deals were subject to the 10-day conditional period	

Source: Altus Group

- **Focusing on all 14 projects opened in June, only 10 percent of the units were sold.** When accounting for the 8 projects that opened late in the month and did not record firm sales, 35 percent of available units were sold.
- Overall, sales of projects launched over the past three months have lagged behind previous years in terms of sales.
- 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.

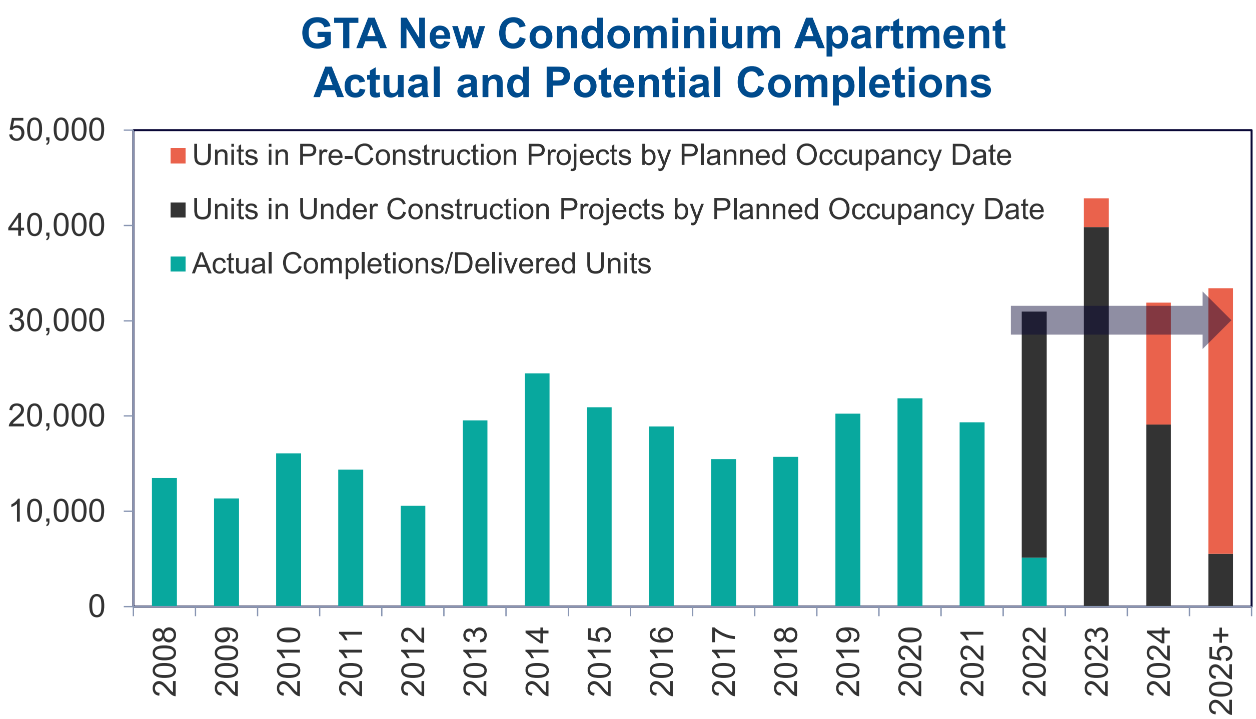
GTA New Condominium Apartment New Project Absorption Timelines (% of Total Units Sold Through June)*



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

Source: Altus Group

- As of the end of June 2022, there were nearly 140,000 new condominium apartment units in projects either under construction or in pre-construction stages.
- **There have only been 5,154 units delivered in the first six months of 2022.** This is lowest level for the first half of the year since 2012.
- 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. **However, the recent strike among a number of trades is likely to push out completion dates,** particularly for projects that would have been completed this year**.** In addition, **pandemic related disruptions may continue to add to the "typical" construction delays experienced in recent pre-pandemic years**, although this should reverse somewhat as the year progresses/measures are eased (provided no new serious variants emerge).

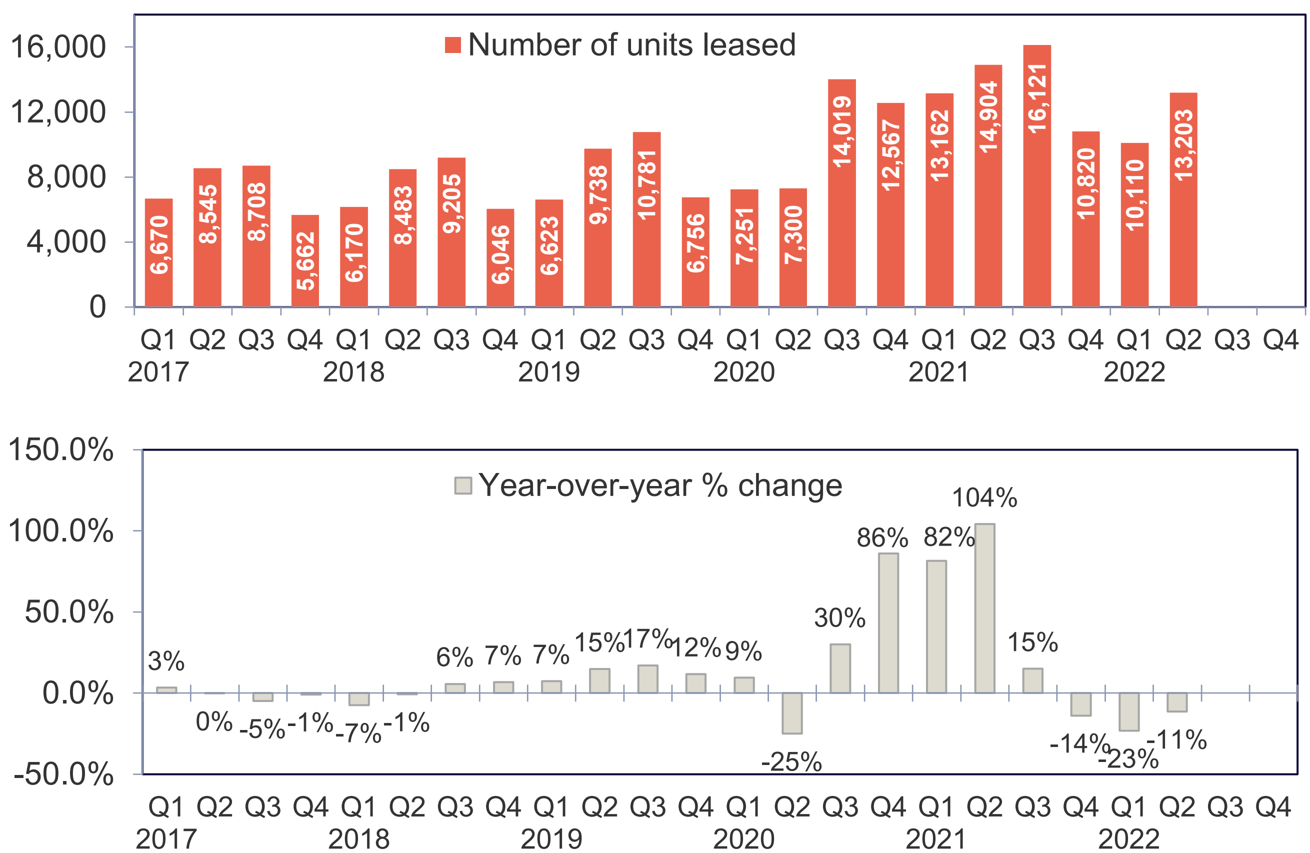


Source: Altus Group

Condominium Apartment Rentals

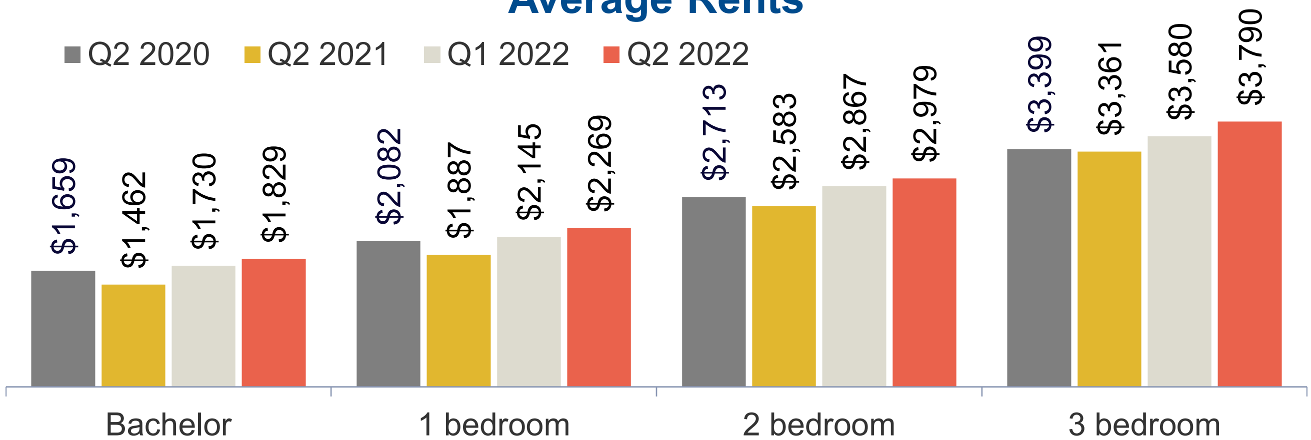
- **The number of GTA condo apartment lease transactions slowed in Q2 2022** (according to data from the Toronto Regional Real Estate Board) compared to Q2 2022 but was higher than Q1 2022 (which is the typical seasonal pattern).
- **Rising rents are important for investor interest in the sector.** Apartment rents in the GTA have fully recovered from the losses that occurred at the start of the pandemic *(charts next page)*. **Tighter conditions emerged in Q2 2022**, with a falloff in listings and a higher lease-to-listings ratio than in recent quarters (*charts after next page*), which could contribute to additional rent increases in the near term.

GTA Condominium Apartment Lease Transactions (All Bedroom Types)



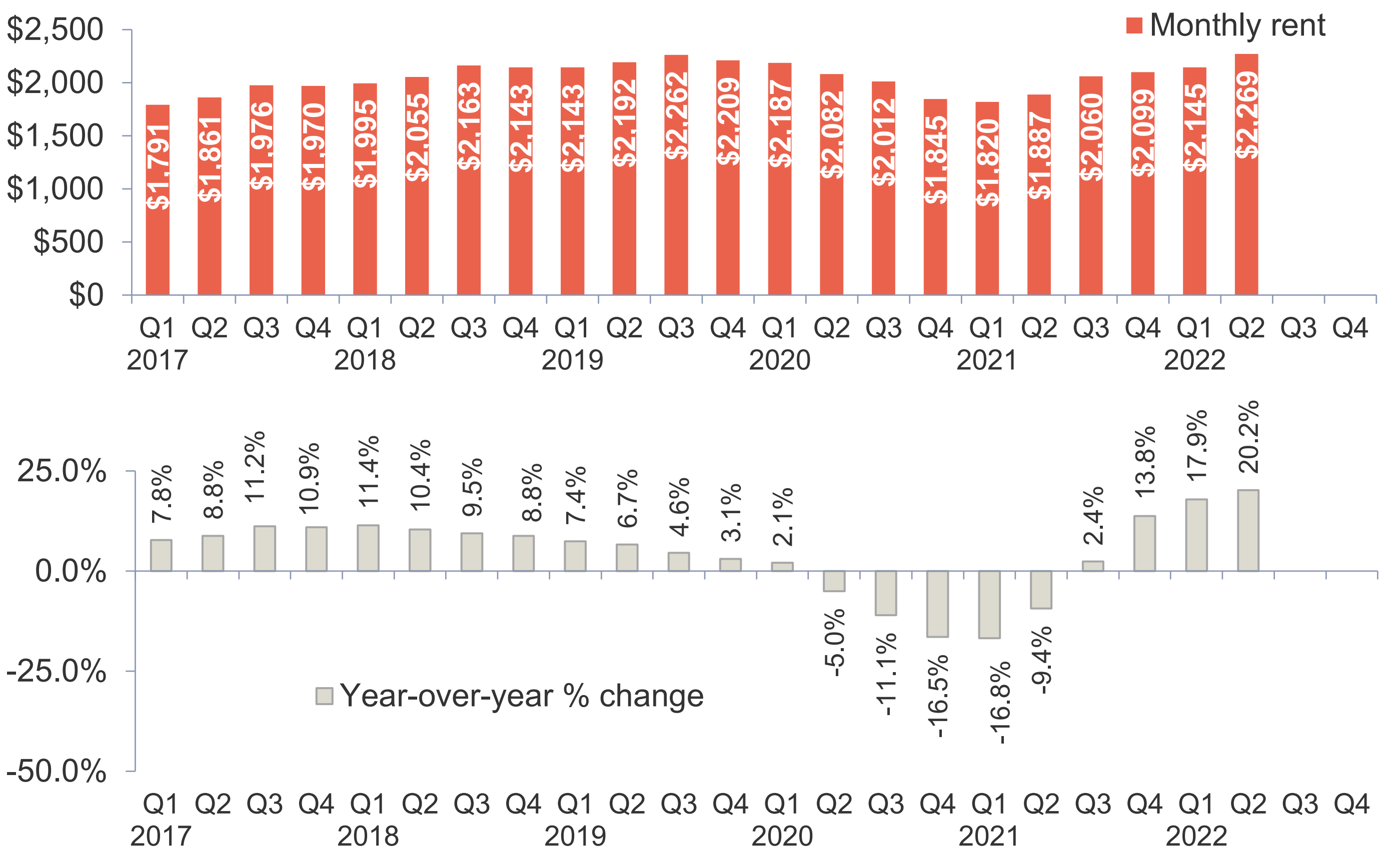
Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Condominium Apartment Lease Transactions Average Rents



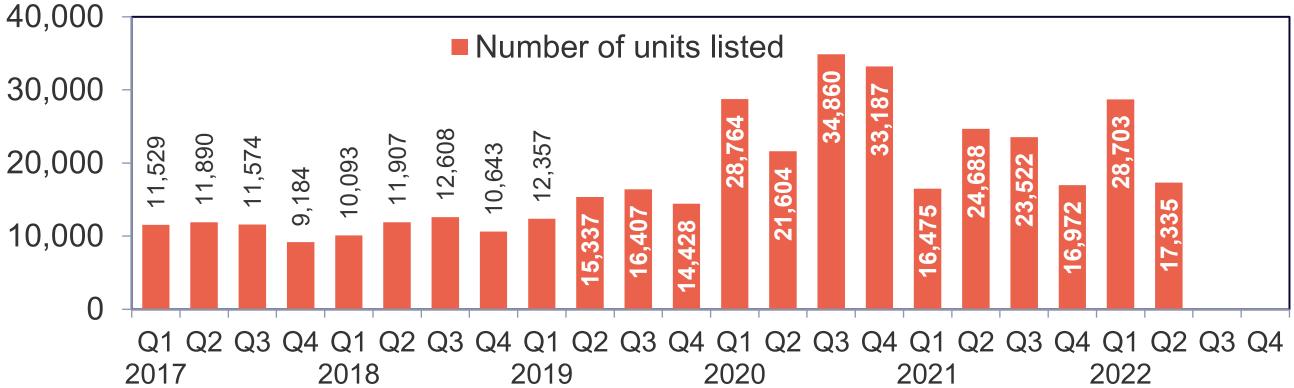
Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Condominium Apartment Lease Transactions Average Rents, 1 Bedroom Units

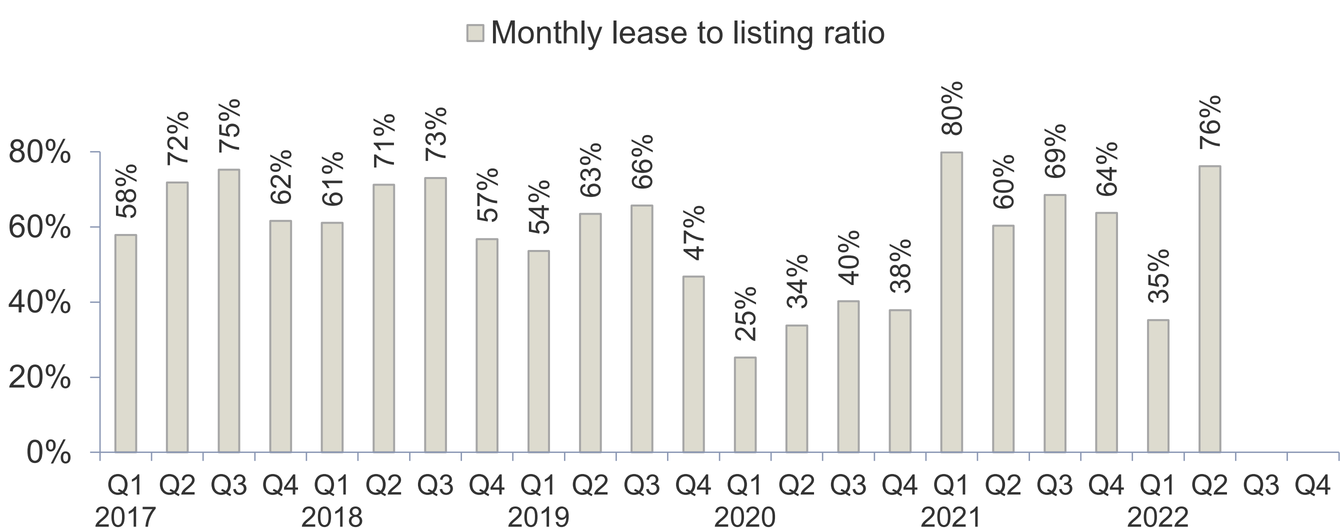


Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Condominium Apartment Lease Listings (All Bedroom Types)



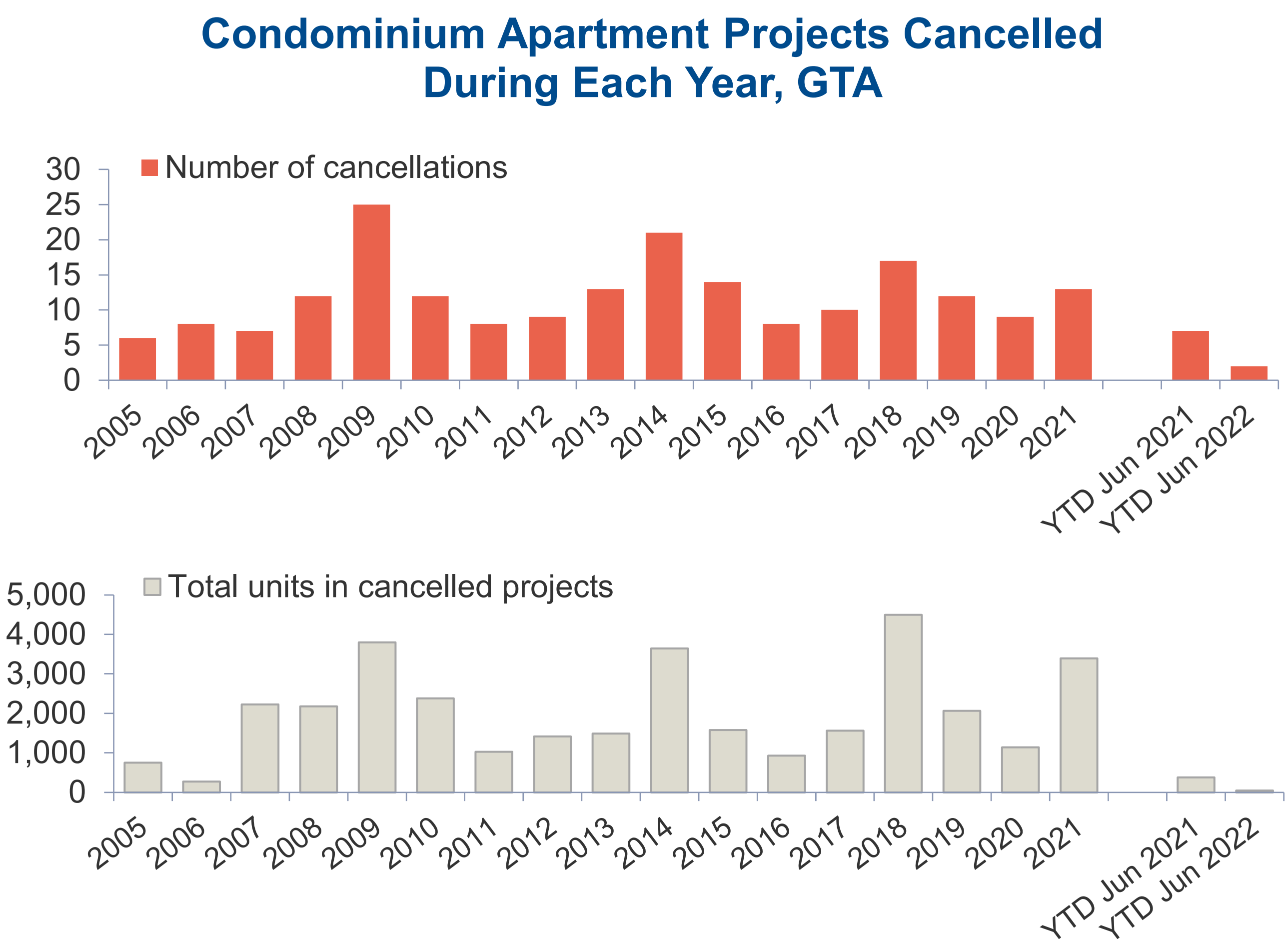
GTA Condominium Apartment Lease to Listing Ratio (All Bedroom Types)



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

Focus on Cancelled Condominium Projects

- In 2021, more new condominium apartment projects, and more units, were cancelled than in 2019 or 2020. **So far in 2022, only two projects have been cancelled -** Harrington Tuxedo Park Boutique Towns (a 24 unit stacked townhouse project in Mississauga) and Le Triomphe (a 20 unit apartment project in Aurora).
- **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 (for less experienced builders).



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

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