



AltusGroup



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of October 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-22		Oct-21		Change
High Rise	1,601		3,202		-50.0%
Low Rise	406		1,113		-63.5%
Total	2,007		4,315		-53.5%
Year to Date Sales	Jan.-Oct. 2022		Jan.-Oct. 2021		Y/Y Change
High Rise	19,520		26,261		-25.7%
Low Rise	4,047		12,427		-67.4%
Total	23,567		38,688		-39.1%
Year to Date Supply	Jan.-Oct. 2022		Jan.-Oct. 2021		Y/Y Change
High Rise	22,363		26,045		-14.1%
Low Rise	5,082		11,299		-55.0%
Total	27,445		37,344		-26.5%
Year to Date Completions	Jan.-Oct. 2022		Jan.-Oct. 2021		Y/Y Change
High Rise	10,570		15,951		-33.7%
Remaining Inventory	Oct-22	Sep-22	Oct-21	M/M Change	Y/Y Change
High Rise	10,773	10,914	11,968	-1.3%	-10.0%
Low Rise	1,815	1,588	1,178	14.3%	54.1%
Total	12,588	12,502	13,146	0.7%	-4.2%
Benchmark Price	Oct-22	Sep-22	Oct-21	M/M Change	Y/Y Change
High Rise	\$1,147,318	\$1,159,455	\$1,052,208	-1.0%	9.0%
Low Rise	\$1,815,642	\$1,853,214	\$1,656,043	-2.0%	9.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	334	372	115	
High Rise Units	1,235	86,938	103,893	29,173	
% Sold*	18%	88%	93%	74%	
Low Rise Projects	11	171			
Low Rise Units	485	19,067			
% Sold*	55%	90%			

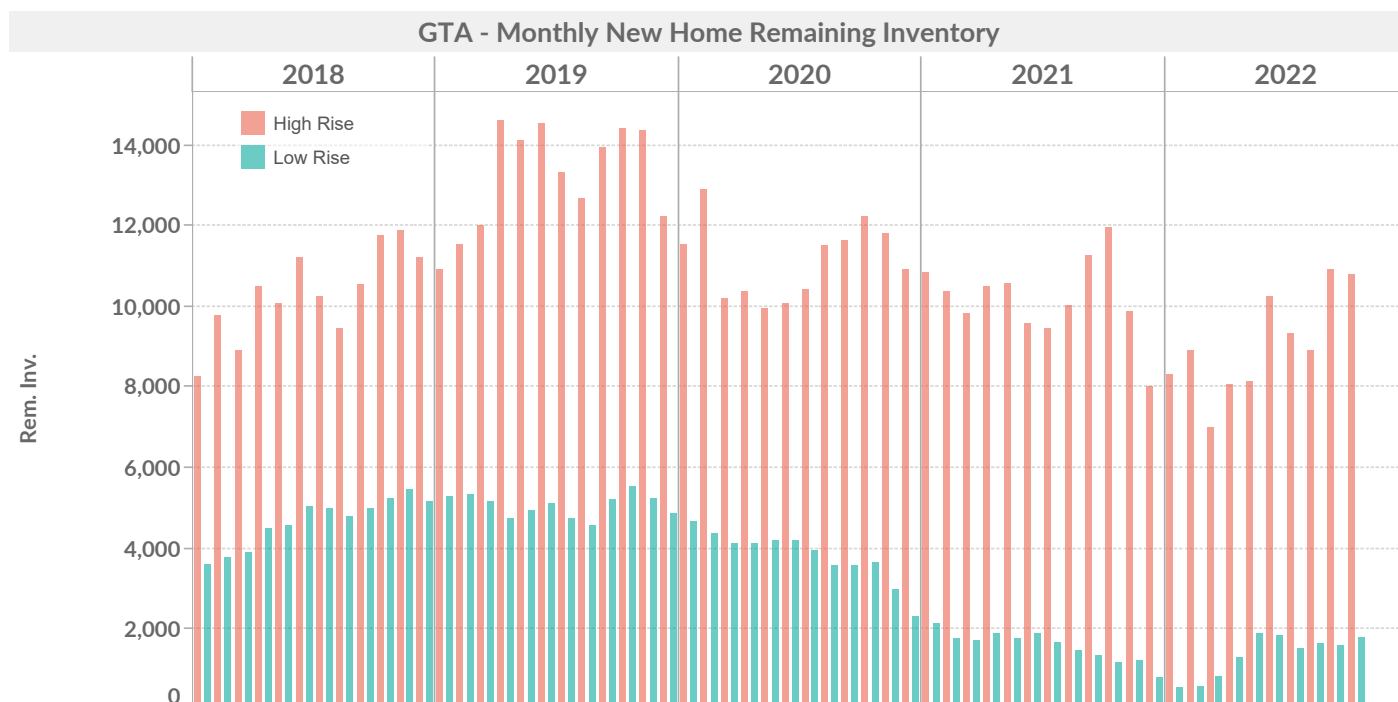
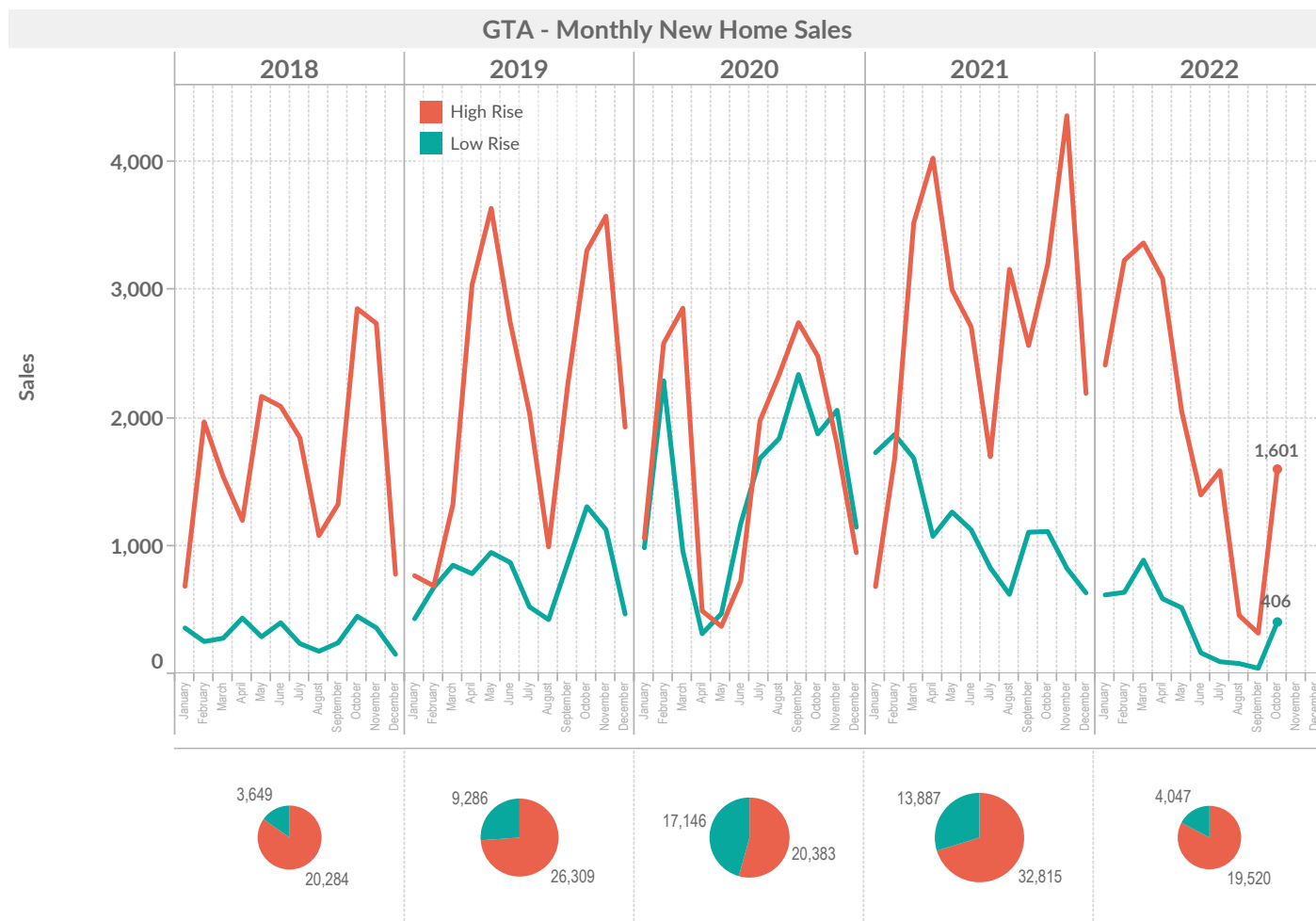
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

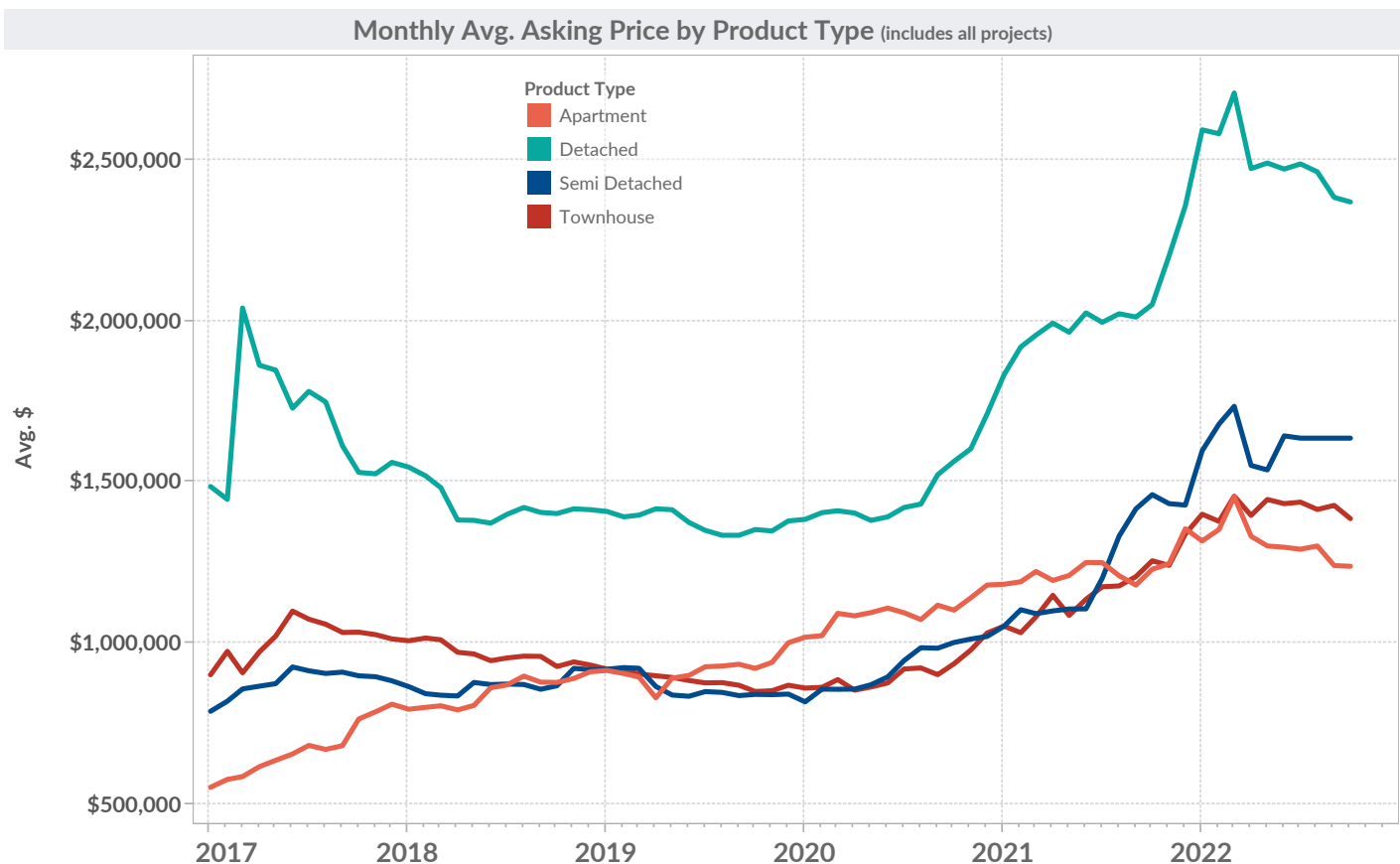
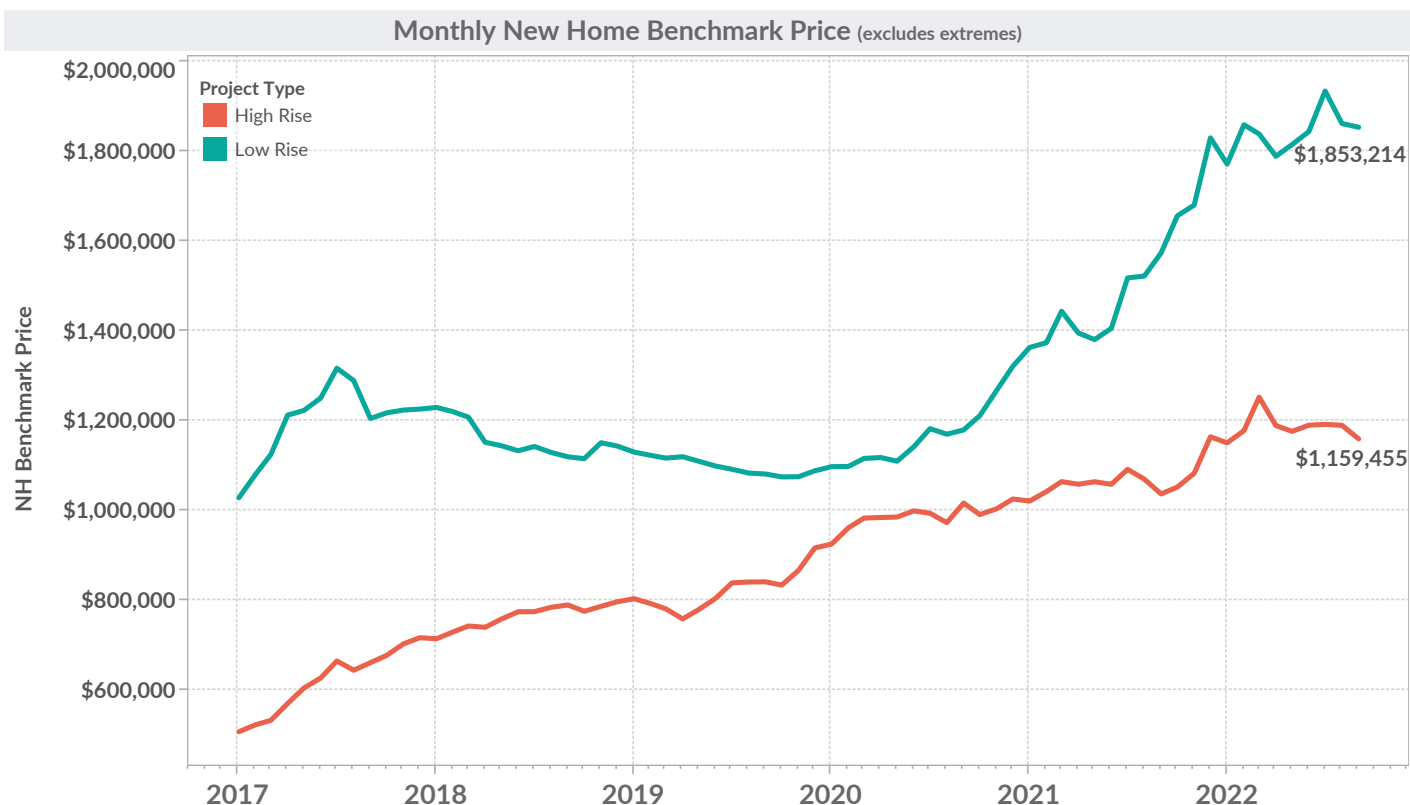
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

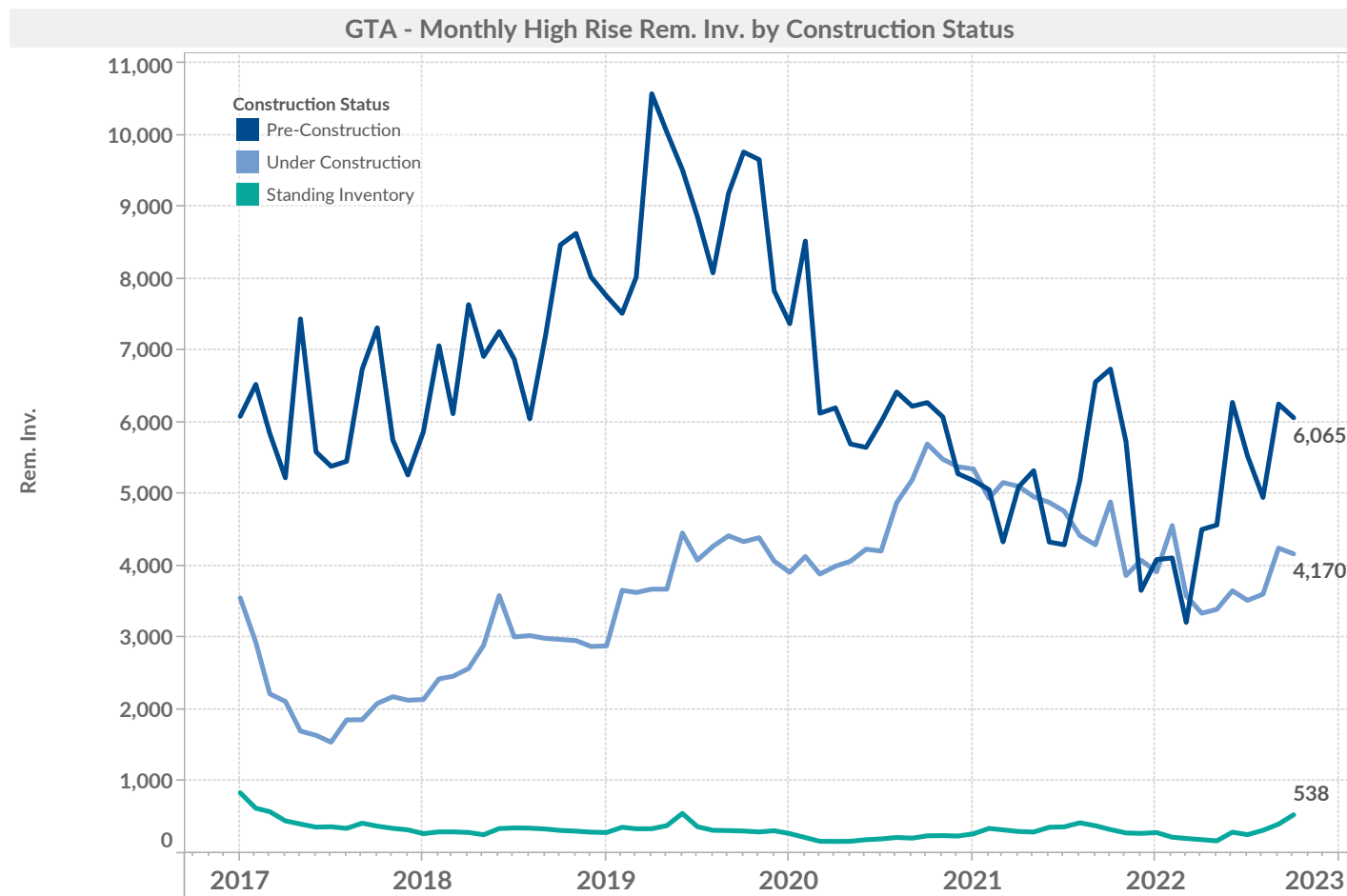
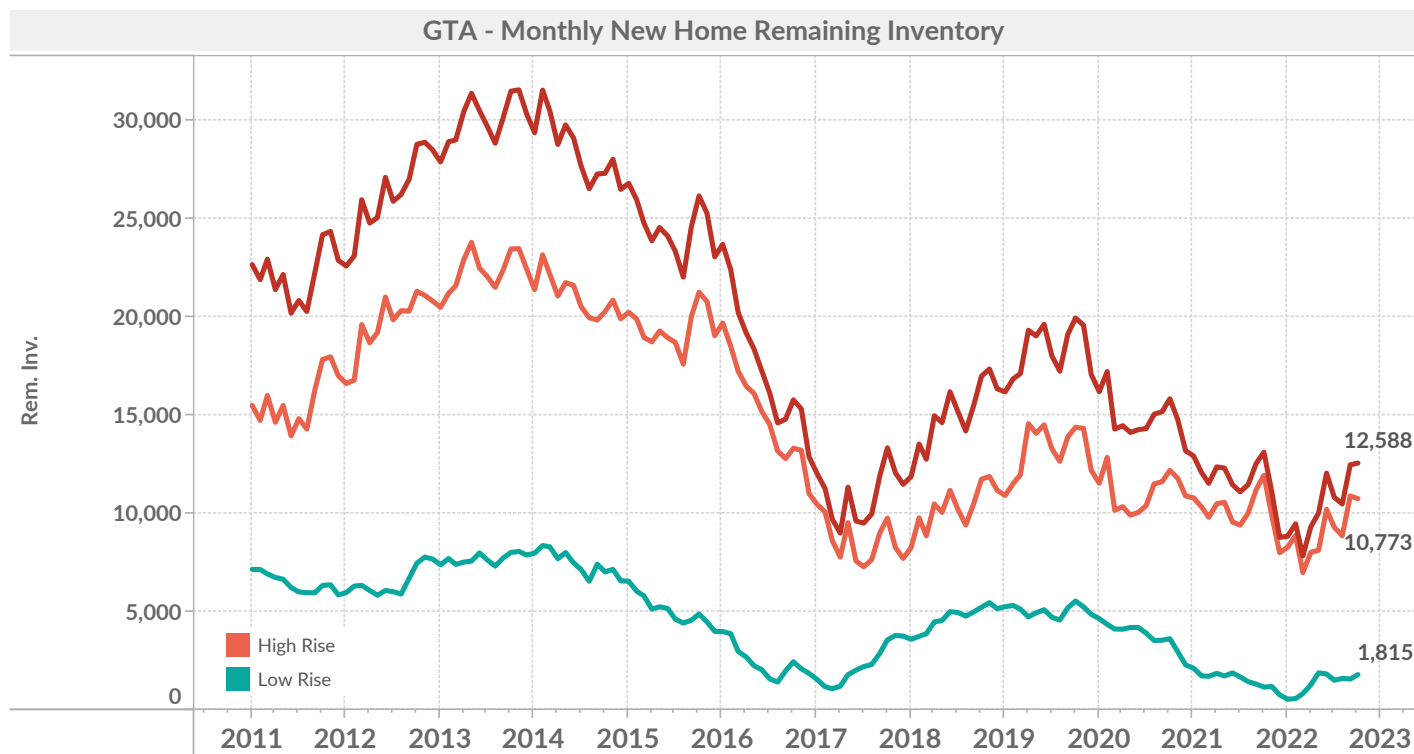
Sales & Remaining Inventory



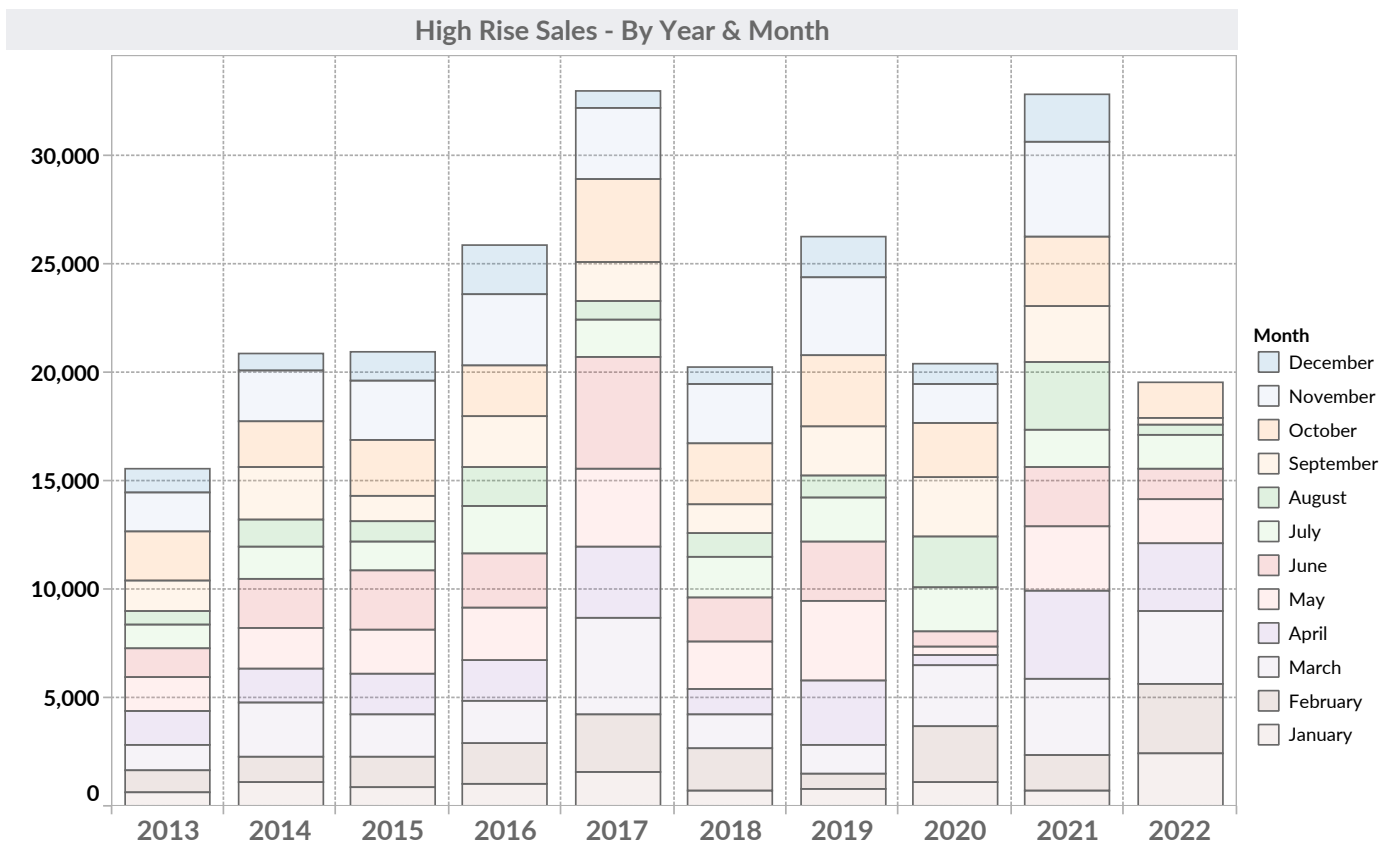
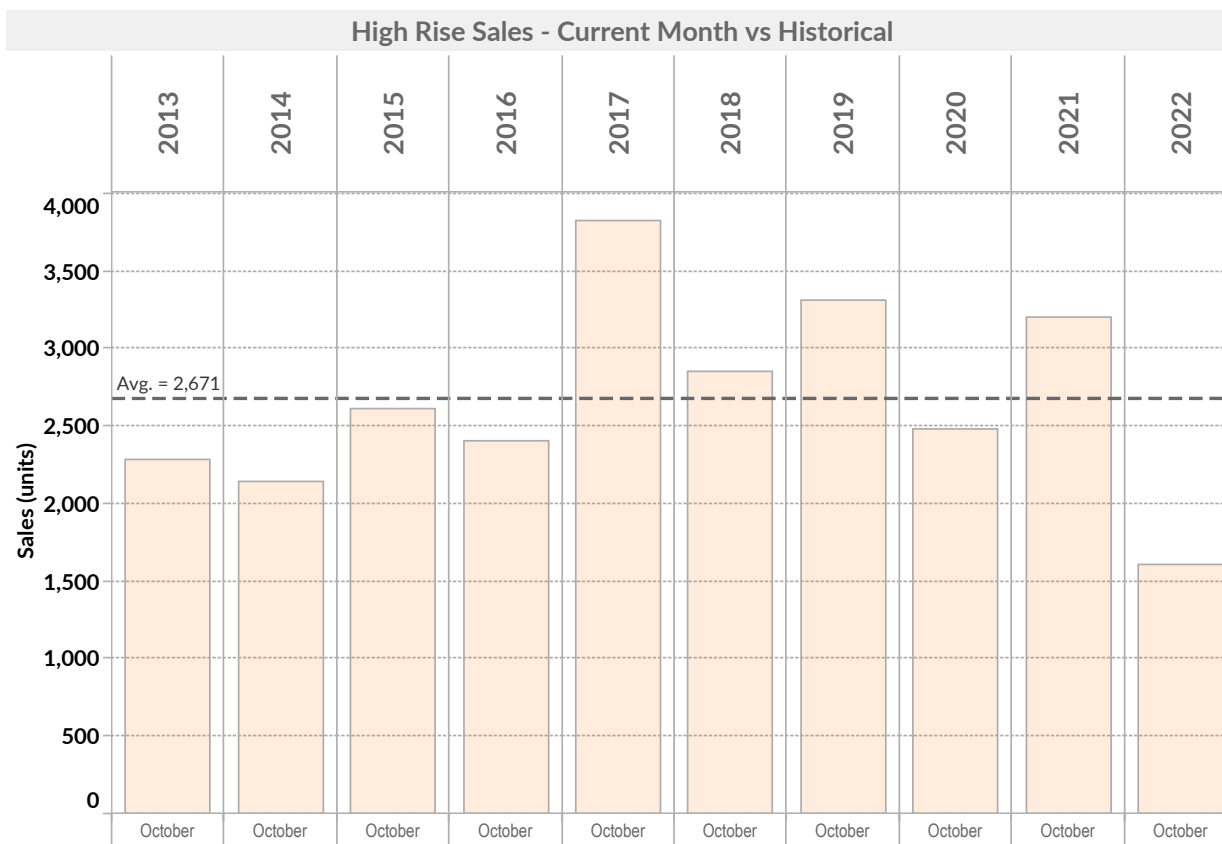
Pricing



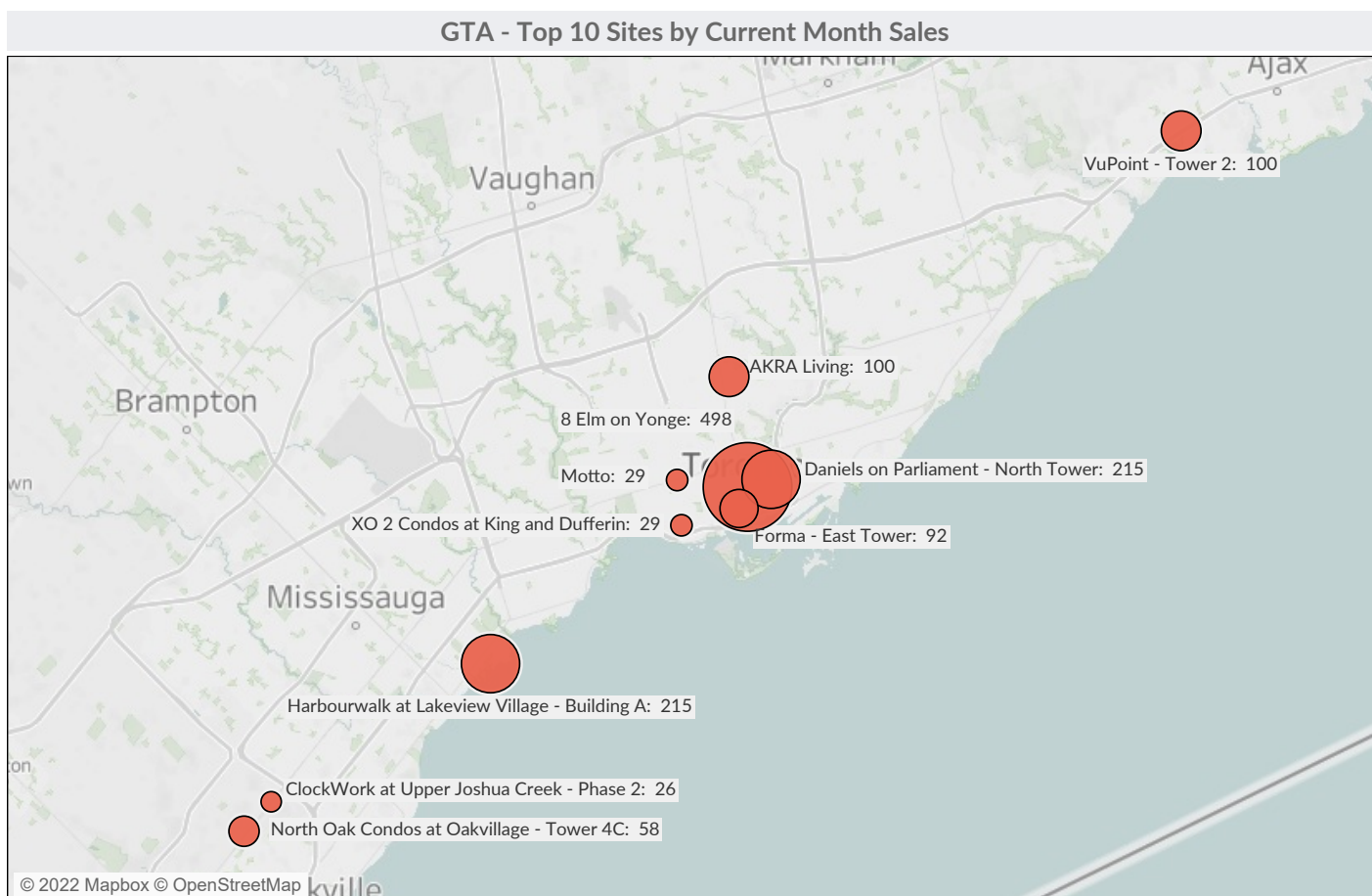
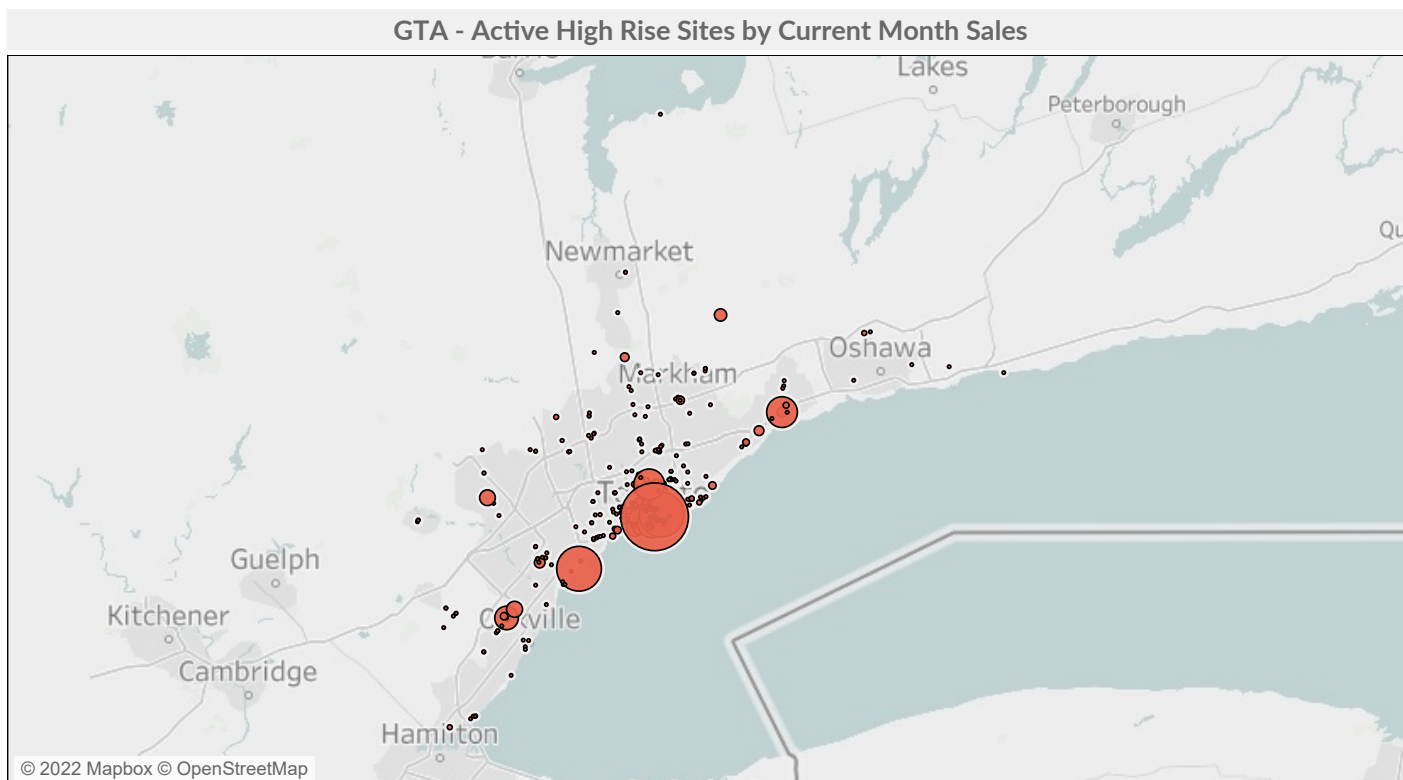
Remaining Inventory



Historical Sales Comparison



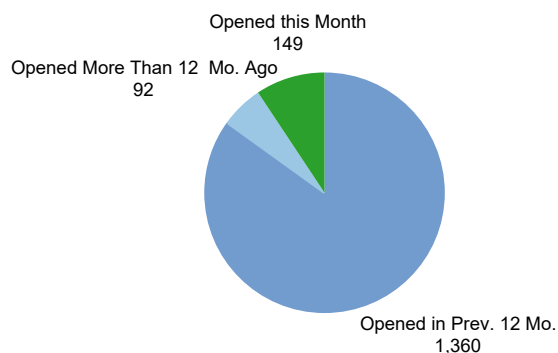
Current Sites



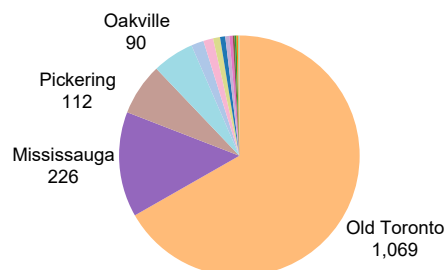
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

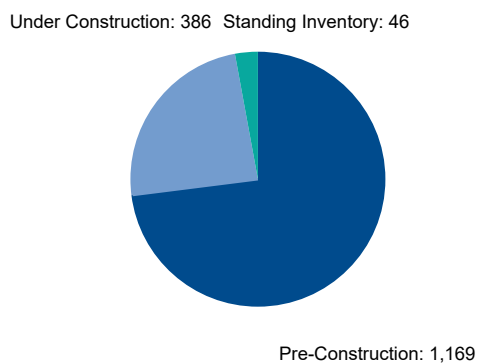
Sales by Opening Date



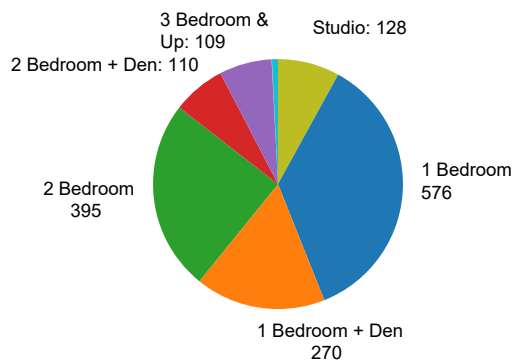
Sales by Municipality/Area



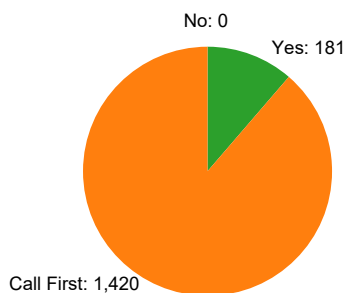
Sales by Const. Status



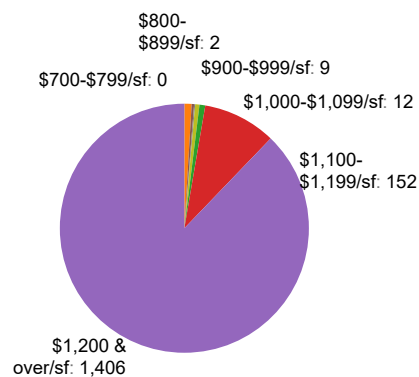
Sales by Unit Type



Sales by Sites with Broker Cooperation



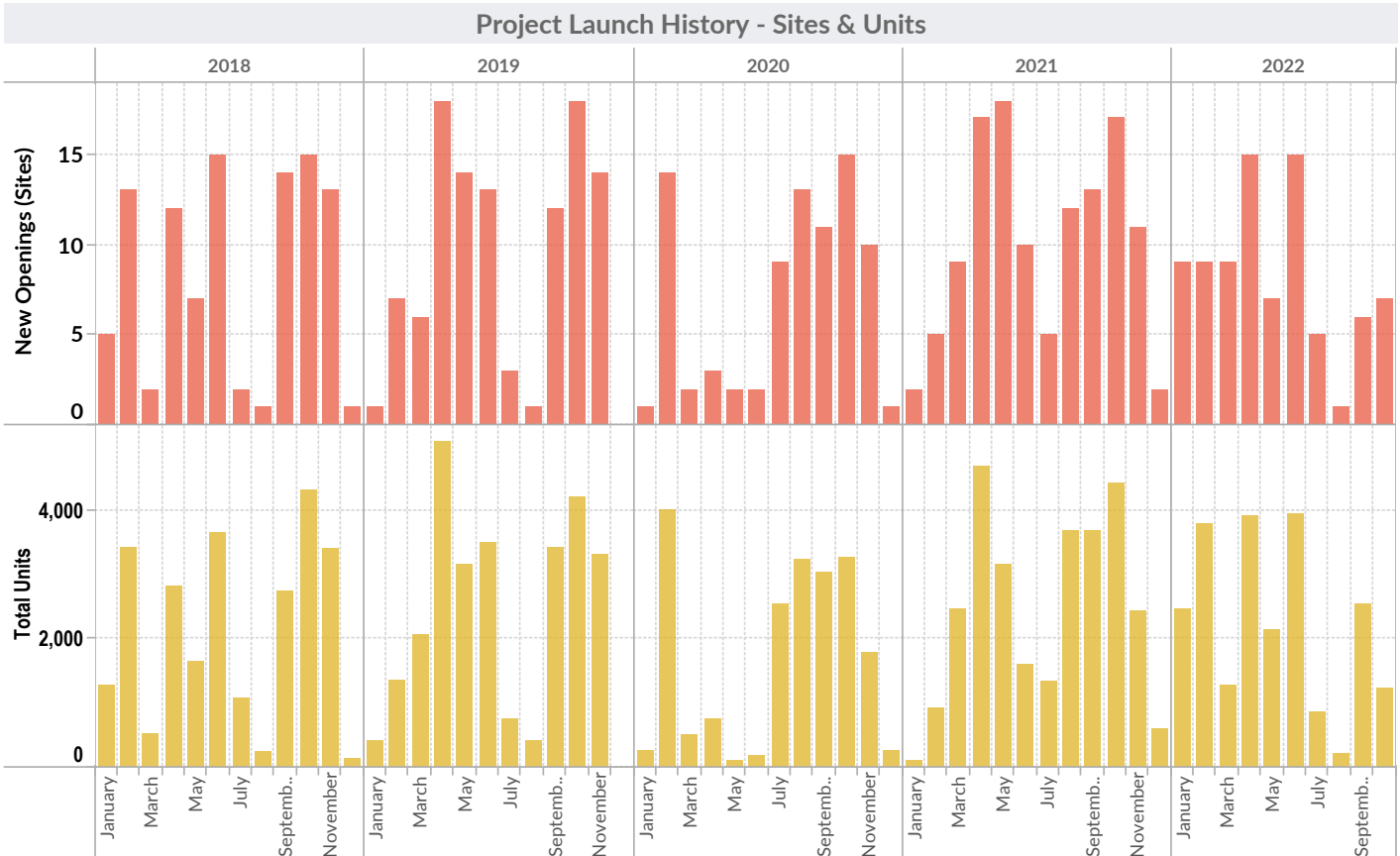
Sales by Price Range



New Openings

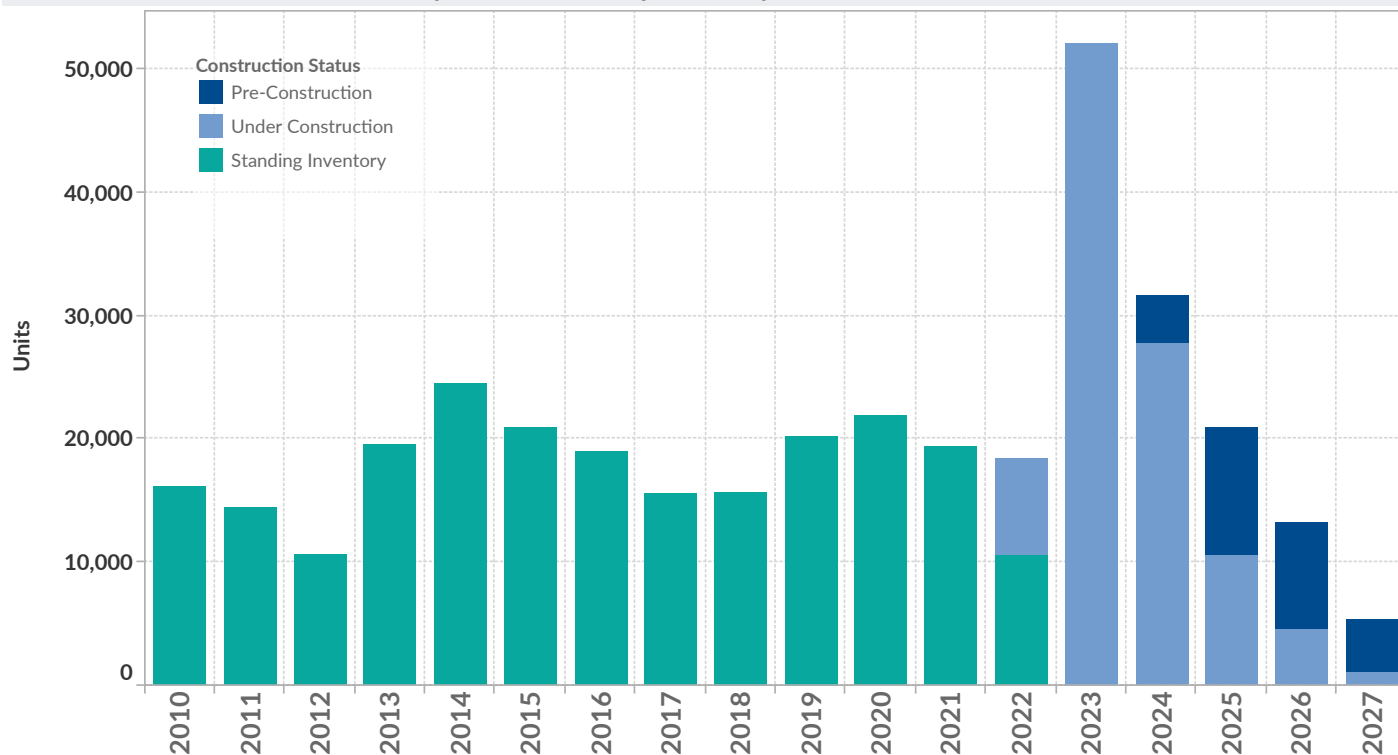
October 2022 - New Project Launches						
Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
Motto - Sierra Building Group	Old Toronto	2022-10-07	94	29	65	\$1,386
Cliffton Condominiums - Cliffside Homes	Scarborough	2022-10-11	40	5	35	\$1,202
VuPoint - Tower 2 - Tribute Communities	Pickering	2022-10-14	612	100	512	\$1,170
Elm & Co. - Stateview Homes	Whitchurch-Stouf..	2022-10-20	86	15	71	\$522
Mile & Creek - Building A - Mattamy Homes	Milton	2022-10-24	133	0	133	\$994
Mile & Creek - Building B - Mattamy Homes	Milton	2022-10-24	93	0	93	\$953
Westbend Residences - Mattamy Homes	Old Toronto	2022-10-29	174	0	174	\$1,268
Grand Total			1,232	149	1,083	\$1,151

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

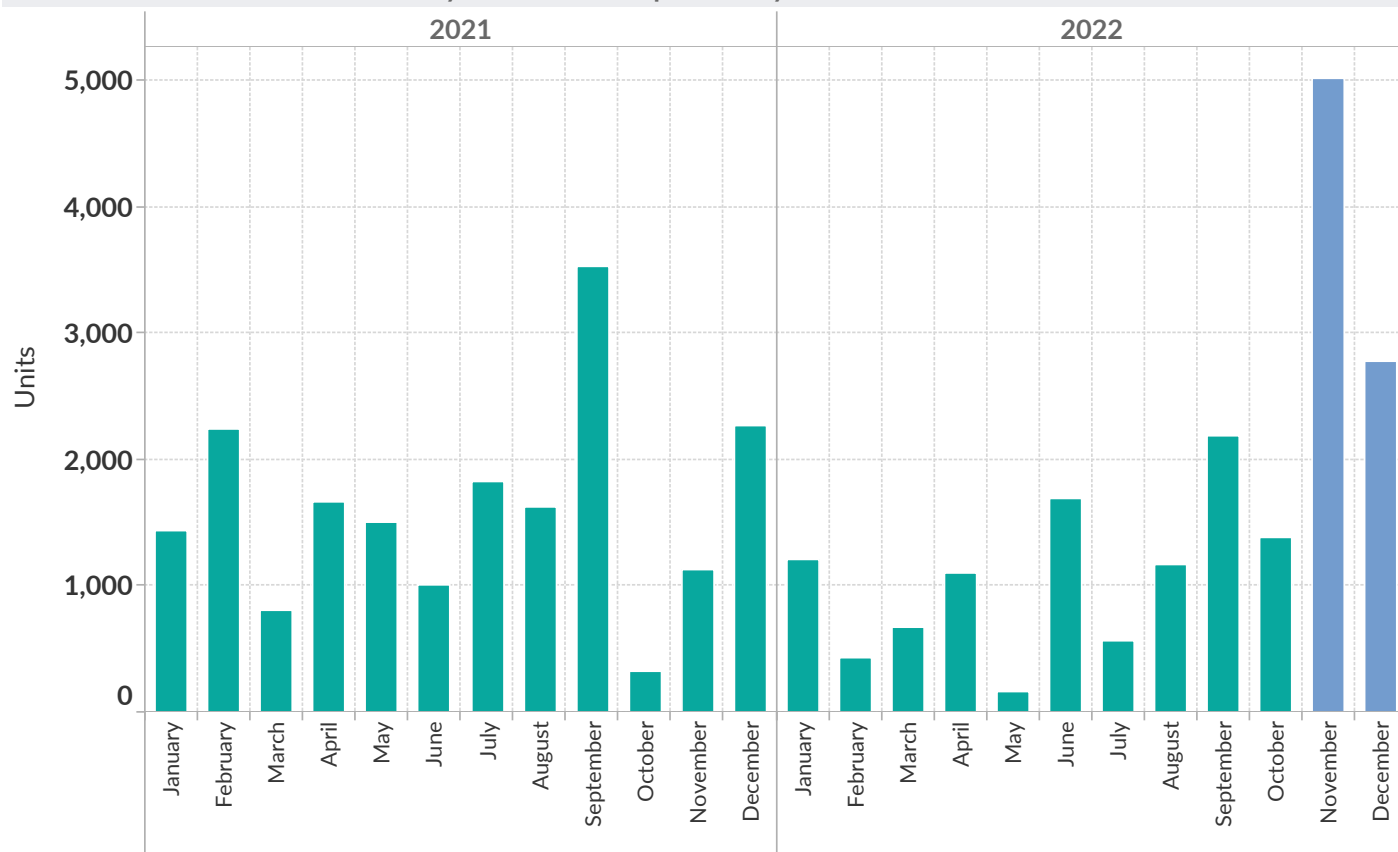


Scheduled Completions

GTA - Yearly Scheduled Completions by Current Construction Status



GTA - Monthly Scheduled Completions by Current Construction Status



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2022												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Concord Adex	56	27	881	87	21	2	0	0	4	13			1,091	5.6%
Plaza	93	448	72	11	1	0	286	46	19	5			981	5.0%
Tribute Communities	100	440	40	216	12	2	28	6	6	111			961	4.9%
Great Gulf	17	15	24	3	1	0	475	131	12	92			770	3.9%
Centrecourt Developments Inc.	676	49	4										729	3.7%
DREAM	1	0	0	0	5	1	474	131	12	92			716	3.7%
Diamond Corp	0	0	1	387	26	5	122	11	14	0			566	2.9%
Tridel	43	41	47	17	9	142	10	14	10	219			552	2.8%
Madison Group	13	11	465	30	5	2	5	5	6	2			544	2.8%
Reserve Properties	2	19	1	0	2	4	14	0	0	498			540	2.8%
Carrostfelcorp	8	252	13	2	209	16	22	2	0	1			525	2.7%
Daniels Corporation	17	26	10	127	7	40	65	8	7	208			515	2.6%
Mallamy Homes	0	71	208	115	49	3	10	0	24	26			506	2.6%
Capital Developments	3	0	2	0	0	0	0	0	0	498			503	2.6%
Poetry Living					0	477	8	0	0	0			485	2.5%
Vandyk Properties Inc.	0	0	0	12	351	64	16	4	0	1			448	2.3%
Urban Capital Property Group	29	28	15	17	298	18	13	11	6	11			446	2.3%
Rogers Real Estate Development Limited	22	25	14	17	297	18	13	11	5	11			433	2.2%
Altterra	0	0	0	387	26	5	5	0	4	1			428	2.2%
Marlin Spring	4	8	19	229	31	64	24	12	13	4			408	2.1%
DBS Developments		154	128	81	31	0	0	0	1	0			395	2.0%
Lifetime Developments	250	35	2	10	18	5	6	2	0	47			375	1.9%
Canderel Residential	9	112	19	7	3	1	101	100	3	5			360	1.8%
Crown Communities	1			156	139	20	20	5	10	9			360	1.8%
Armacon Developments	10	8	328	7	0	0	0	0	0	0			353	1.8%
Total (All 213 Builders)	2,413	3,232	3,368	3,090	2,051	1,399	1,588	459	319	1,601			19,520	

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										Total	Market Share %
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.		
Concord Adex	50	2	56	27	881	87	21	2	0	0	4	13	1,143	4.4%
Tribute Communities	79	17	100	440	40	216	12	2	28	6	6	111	1,057	4.1%
Plaza	29	23	93	448	72	11	1	0	286	46	19	5	1,033	4.0%
Tridel	323	47	43	41	47	17	9	142	10	14	10	219	922	3.5%
Pemberton Group	857	8	8	2	0	0	0	0	0	0	0	0	875	3.4%
Great Gulf	5	9	17	15	24	3	1	0	475	131	12	92	784	3.0%
Centrecourt Developments Inc.	30	14	676	49	4								773	3.0%
Daniels Corporation	193	49	17	26	10	127	7	40	65	8	7	208	757	2.9%
DREAM	6	0	1	0	0	0	5	1	474	131	12	92	722	2.8%
Mattamy Homes	144	51	0	71	208	115	49	3	10	0	24	26	701	2.7%
Canrost Felcorp	21	46	8	252	13	2	209	16	22	2	0	1	592	2.3%
Diamond Corp	3	0	0	0	1	387	26	5	122	11	14	0	569	2.2%
Reserve Properties	6	20	2	19	1	0	2	4	14	0	0	498	566	2.2%
Madison Group	8	13	13	11	465	30	5	2	5	5	6	2	565	2.2%
Lanterra Developments	272	31	41	85	77	19	1	6	3	1	5	5	546	2.1%
SmartCentres		303	38	19	12	8	127	19	11	0	7	1	545	2.1%
Capital Developments	0	2	3	0	2	0	0	0	0	0	0	498	505	1.9%
Poetry Living							0	477	8	0	0	0	485	1.9%
Urban Capital Property Group	21	12	29	28	15	17	298	18	13	11	6	11	479	1.8%
i2 Developments Inc.	118	112	107	80	29	12	10	10					478	1.8%
Marlin Spring	46	12	4	8	19	229	31	64	24	12	13	4	466	1.8%
Rogers Real Estate Development Limited	18	4	22	25	14	17	297	18	13	11	5	11	455	1.7%
Vandyk Properties Inc.	0	0	0	0	0	12	351	64	16	4	0	1	448	1.7%
Pinnacle International	70	76	109	129	35	12	4	0	1	1	1	0	438	1.7%
Alterra	0	0	0	0	0	387	26	5	5	0	4	1	428	1.6%
Total (All 217 Builders)	4,362	2,192	2,413	3,232	3,368	3,090	2,051	1,399	1,588	459	319	1,601	26,074	

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 October
8 Elm on Yonge - Reserve Properties and Capital Developments	Old Toronto	Apartment	1 Bedroom	302
			3 Bedroom & Up	34
			2 Bedroom	119
			Studio	43
			Total	498
Harbourwalk at Lakeview Village - Building A - Tridel	Mississauga	Apartment	1 Bedroom + Den	89
			2 Bedroom + Den	54
			3 Bedroom & Up	0
			2 Bedroom	72
			Total	215
Daniels on Parliament - North Tower - Daniels Corporation	Old Toronto	Apartment	1 Bedroom	19
			3 Bedroom & Up	12
			2 Bedroom	98
			Studio	76
			Total	205
AKRA Living - Curated Properties	Old Toronto	Apartment	1 Bedroom	37
			1 Bedroom + Den	29
			2 Bedroom + Den	10
			3 Bedroom & Up	9
			2 Bedroom	8
			Studio	7
			Total	100
VuPoint - Tower 2 - Tribute Communities	Pickering	Apartment	1 Bedroom	60
			1 Bedroom + Den	9
			3 Bedroom & Up	6
			2 Bedroom	25
			Total	100
Forma - East Tower - Great Gulf and DREAM and Westdale Properties	Old Toronto	Apartment	1 Bedroom	41
			1 Bedroom + Den	46
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	5
			Studio	0
			Total	92

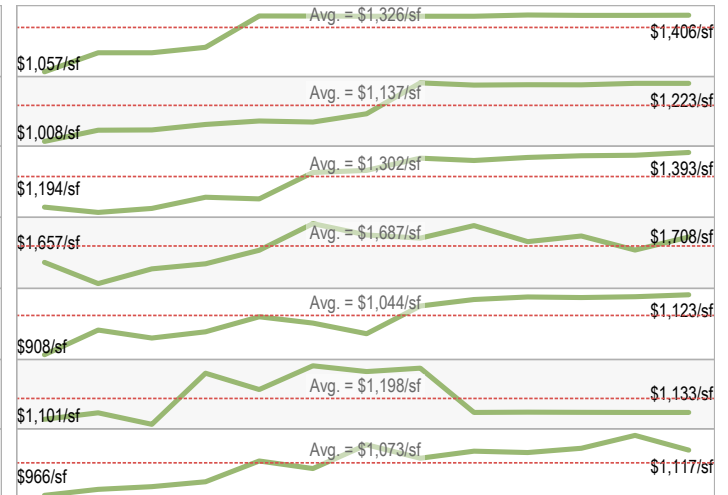
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,406/sf
	Etobicoke	\$1,223/sf
	North York	\$1,393/sf
	Old Toronto	\$1,708/sf
	Scarborough	\$1,123/sf
	York	\$1,133/sf
905 Area	905 All Muni.	\$1,117/sf

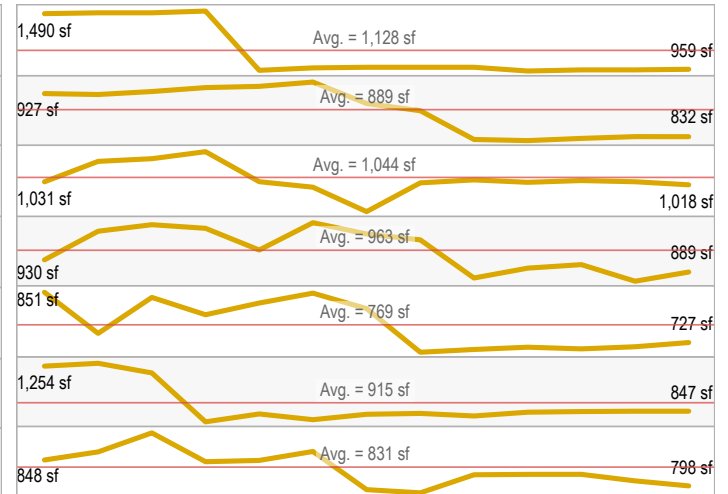
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	959 sf
	Etobicoke	832 sf
	North York	1,018 sf
	Old Toronto	889 sf
	Scarborough	727 sf
	York	847 sf
905 Area	905 All Muni.	798 sf

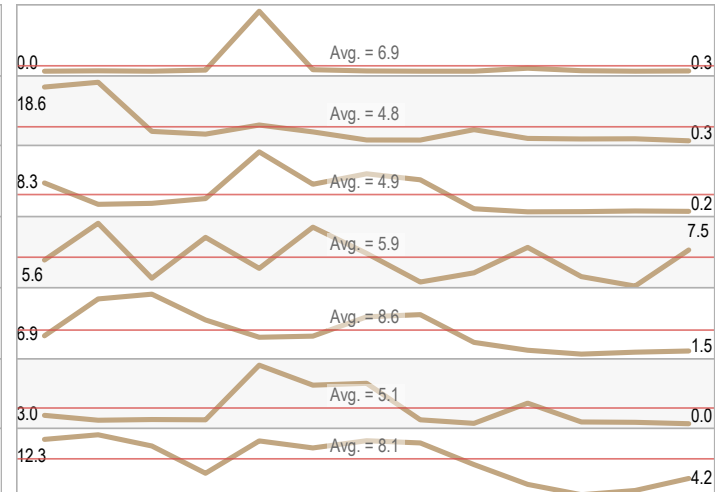
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.3
	Etobicoke	0.3
	North York	0.2
	Old Toronto	7.5
	Scarborough	1.5
	York	0.0
905 Area	905 All Muni.	4.2

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	October 2021				October 2022		
		Apartment	Loft	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	 190			 190	 2		 2
Central Waterfront	Old Toronto	 29			 29	 0		 0
Don Mills - York Mills	North York	 6		 3	 9	 0	 0	 0
Downtown Core	Old Toronto	 18			 18	 511		 511
Downtown East	Old Toronto	 351			 351	 218		 218
Downtown West	Old Toronto	 77			 77	 118		 118
Etobicoke Waterfront	Etobicoke	 8			 8	 3		 3
Highway7 - Yonge	Markham	 1			 1	 0		 0
	Richmond Hill	 181		 5	 186	 0	 0	 0
Mississauga City Centre	Mississauga	 69			 69	 11		 11
North Toronto	Old Toronto	 57		 1	 58	 127	 0	 127
North Yonge Corridor	North York	 82		 0	 82	 0	 0	 0
North York East	North York	 0		 0	 0	 0		 0
North York West	North York	 219		 0	 219	 5	 0	 5
Not Applicable	Aurora						 0	 0
	Brampton	 3		 0	 3	 25	 2	 27
	Burlington	 3			 3	 3		 3
	Caledon	 2		 0	 2			
	Clarington	 28			 28	 0		 0
	East York	 0		 0	 0	 1	 0	 1
	Etobicoke	 304		 5	 309	 1		 1
	Georgina	 6			 6	 0		 0
	Halton Hills	 0			 0	 0		 0
	King	 34			 34	 0		 0
	Markham	 26		 36	 62	 11	 0	 11
	Milton	 24			 24	 0		 0
	Mississauga	 360		 108	 468	 215	 0	 215
	Newmarket	 1	 0	 31	 32	 0		 0
	Oakville	 233		 0	 233	 90		 90
	Old Toronto	 3			 3	 9		 9
	Oshawa	 35			 35	 2		 2
	Pickering	 262		 131	 393	 109	 3	 112
	Richmond Hill			 2	 2		 7	 7
	Scarborough	 83		 1	 84	 21	 0	 21
	Vaughan	 81		 1	 82	 2	 2	 4
	Whitby	 1			 1	 0		 0
	Whitchurch-Stouffville	 6			 6		 15	 15
	York	 12			 12	 0	 0	 0
Sheppard Corridor	North York	 12		 0	 12	 4	 0	 4
Thornhill	Markham	 7			 7	 0		 0
	Vaughan	 12			 12	 0		 0
Toronto East	Old Toronto	 8			 8	 6		 6
Toronto West	Old Toronto	 42		 0	 42	 74	 0	 74
Yonge - St. Clair	Old Toronto	 1		 1	 2	 3	 1	 4
Grand Total		 2,877	 0	 325	 3,202	 1,571	 30	 1,601

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	1,116			1,116	259		259	
Central Waterfront	Old Toronto	121			121	539		539	
Don Mills - York Mills	North York	448		236	684	121	7	128	
	Old Toronto								
Downtown Core	Old Toronto	3,115			3,115	795		795	
Downtown East	Old Toronto	1,535			1,535	859		859	
Downtown West	Old Toronto	1,600			1,600	792		792	
Etobicoke Waterfront	Etobicoke	31			31	1		1	
Highway7 - Yonge	Markham	13			13	1		1	
	Richmond Hill	54		16	70	0	23	23	
Mississauga City Centre	Mississauga	1,296			1,296	111		111	
North Toronto	North York								
	Old Toronto	529		9	538	380	4	384	
North Yonge Corridor	North York	428		4	432	68	2	70	
	Old Toronto								
North York East	North York	0		1	1	0		0	
North York West	North York	467		0	467	168	0	168	
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora			38	38		0	0	
	Brampton	1,565		350	1,915	659	87	746	
	Burlington	533			533	88		88	
	Caledon	5		9	14				
	Clarington	57			57	19		19	
	East York	263		3	266	66	0	66	
	Etobicoke	714		6	720	548		548	
	Georgina	4			4	4		4	
	Halton Hills	178			178	35		35	
	King	122			122	67		67	
	Markham	327		123	450	284	10	294	
	Milton	680			680	306		306	
	Mississauga	1,117		95	1,212	323	6	329	
	Newmarket	276	2	122	400	47		47	
	North York								
	Oakville	1,349		1	1,350	421		421	
	Old Toronto	239			239	311		311	
	Oshawa	374			374	97		97	
	Pickering	640		226	866	558	64	622	
	Richmond Hill			11	11		8	8	
	Scarborough	1,507		2	1,509	397	3	400	
	Uxbridge								
	Vaughan	1,319		27	1,346	379	0	379	
	Whitby	4			4	3		3	
	Whitchurch-Stouffville	190		15	205		71	71	
	York	351		18	369	148	66	214	
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	544		7	551	283	7	290	
Thornhill	Markham	24			24	29		29	
	Vaughan	113			113	0		0	
Toronto East	East York								
	Old Toronto	361			361	416		416	
Toronto West	Old Toronto	982		7	989	750	1	751	
Yonge - St. Clair	Old Toronto	148		7	155	76	6	82	
Grand Total		24,739	2	1,333	26,074	10,408	365	10,773	

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