



AltusGroup



Greater Toronto Area High Rise Projects

New Homes Monthly Market Report
Data as of November 2022

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-22		Nov-21		Change
High Rise	1,053		4,362		-75.9%
Low Rise	277		826		-66.5%
Total	1,330		5,188		-74.4%
Year to Date Sales	Jan.-Nov. 2022		Jan.-Nov. 2021		Y/Y Change
High Rise	20,403		30,621		-33.4%
Low Rise	4,328		13,250		-67.3%
Total	24,731		43,871		-43.6%
Year to Date Supply	Jan.-Nov. 2022		Jan.-Nov. 2021		Y/Y Change
High Rise	24,433		28,477		-14.2%
Low Rise	5,344		12,154		-56.0%
Total	29,777		40,631		-26.7%
Year to Date Completions	Jan.-Nov. 2022		Jan.-Nov. 2021		Y/Y Change
High Rise	10,973		17,074		-35.7%
Remaining Inventory	Nov-22	Oct-22	Nov-21	M/M Change	Y/Y Change
High Rise	11,997	10,994	9,895	9.1%	21.2%
Low Rise	1,802	1,816	1,213	-0.8%	48.6%
Total	13,799	12,810	11,108	7.7%	24.2%
Benchmark Price	Nov-22	Oct-22	Nov-21	M/M Change	Y/Y Change
High Rise	\$1,121,906	\$1,147,318	\$1,082,713	-2.2%	3.6%
Low Rise	\$1,741,828	\$1,815,642	\$1,679,941	-4.1%	3.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	345	378	120	
High Rise Units	2,229	88,680	105,910	28,733	
% Sold*	34%	86%	93%	71%	
Low Rise Projects	4	174			
Low Rise Units	156	19,289			
% Sold*	75%	91%			

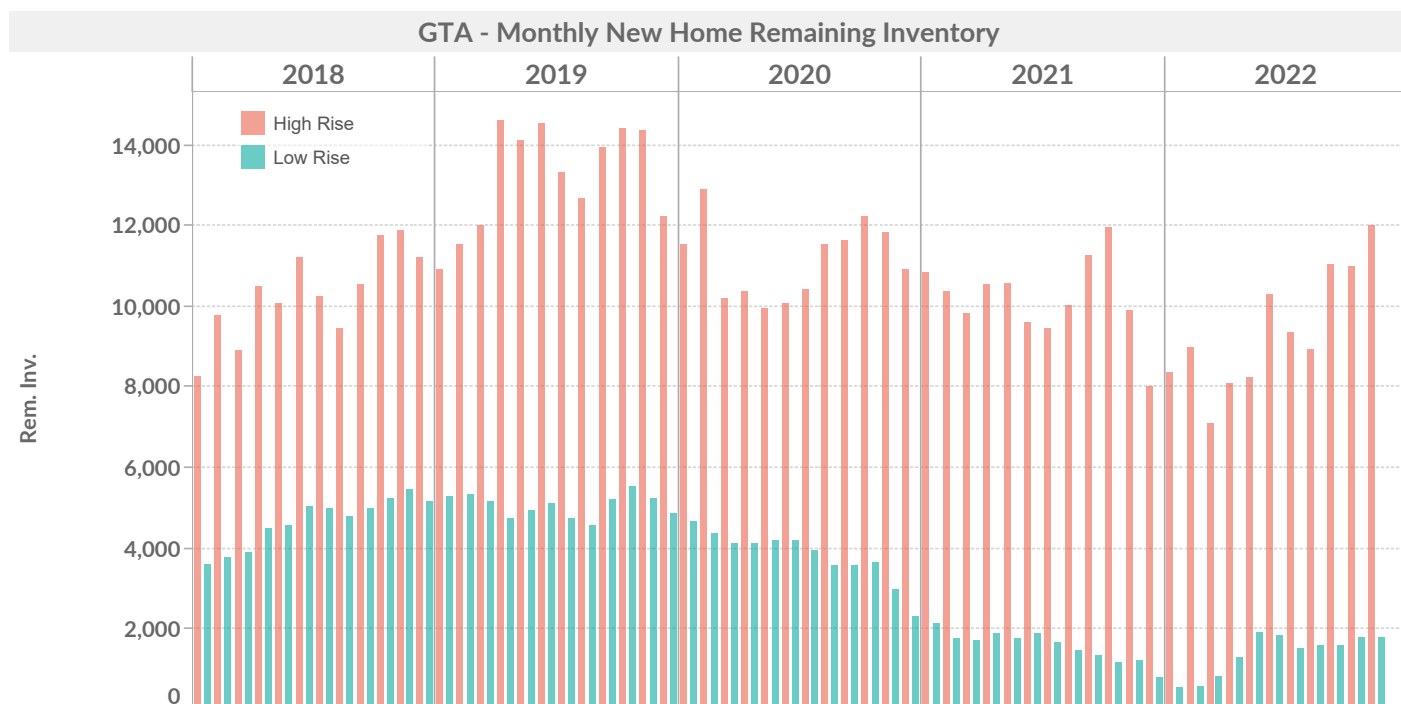
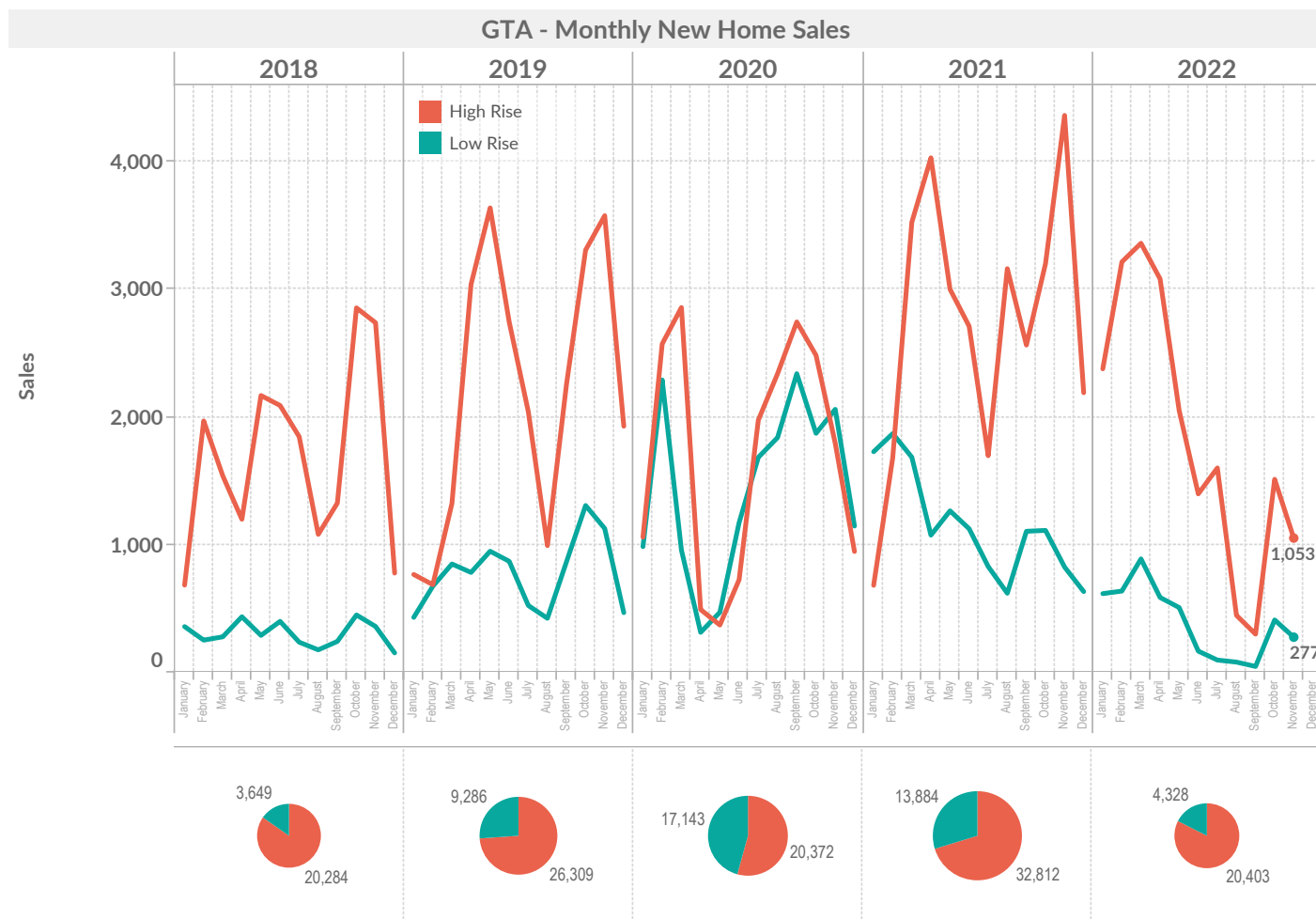
*Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

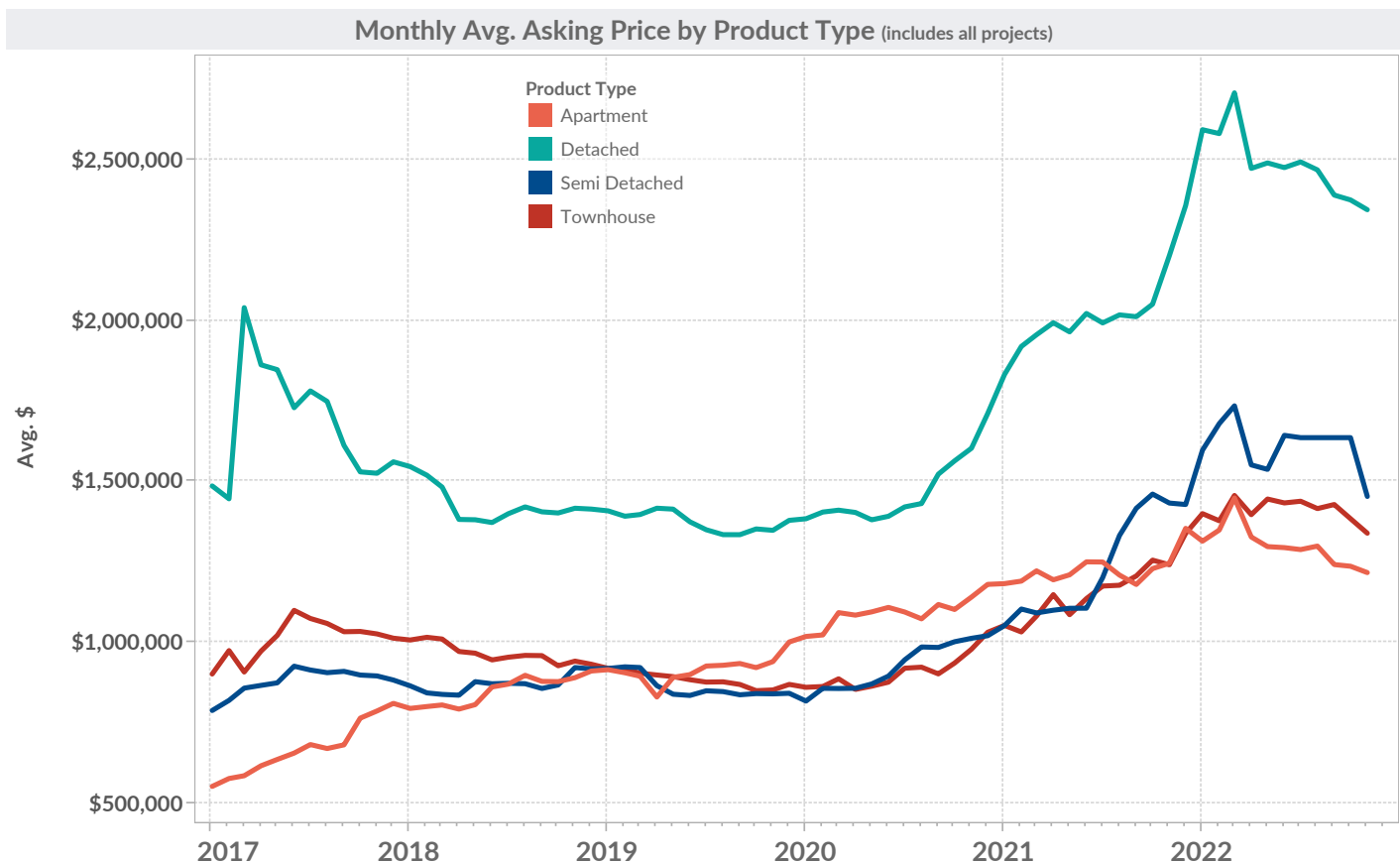
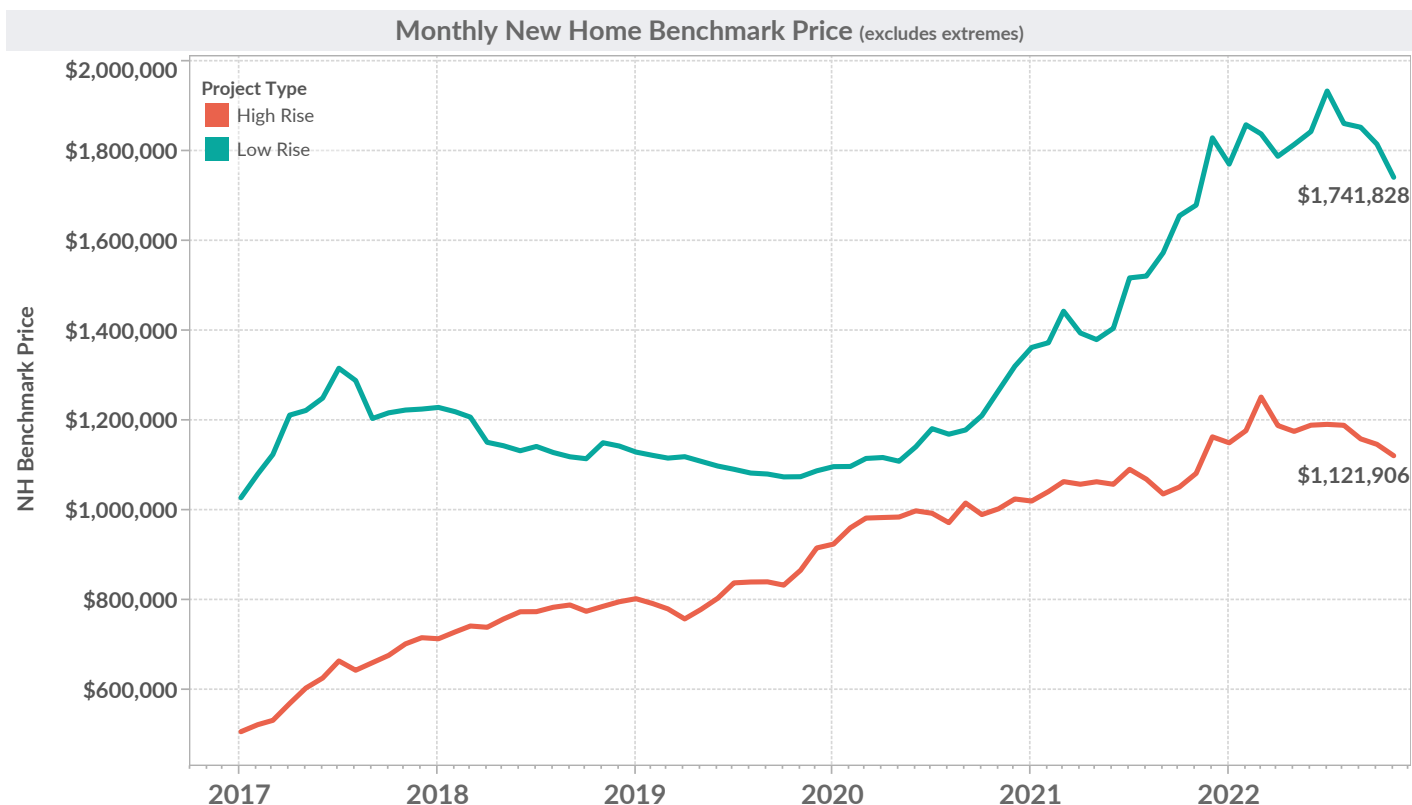
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

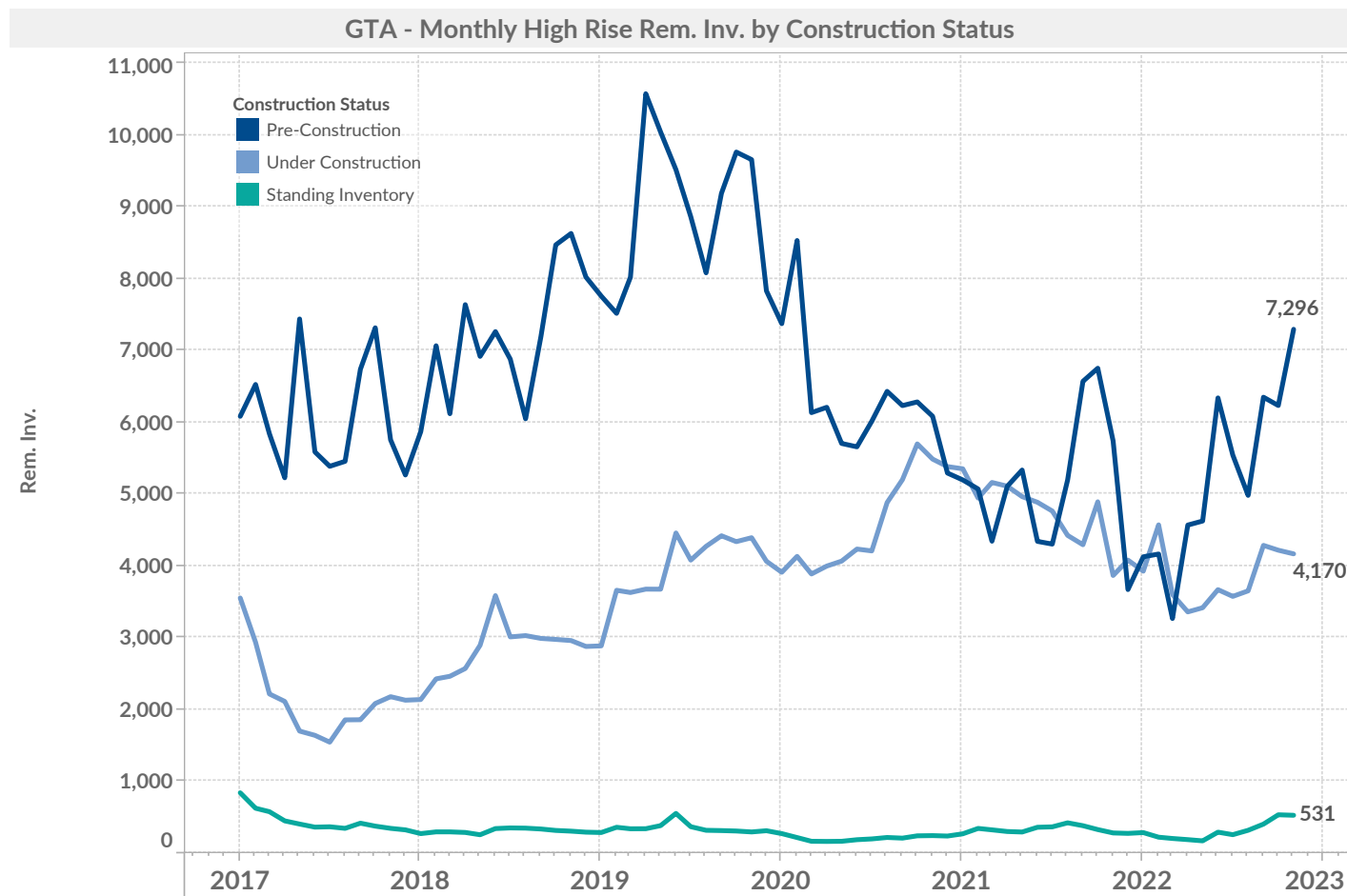
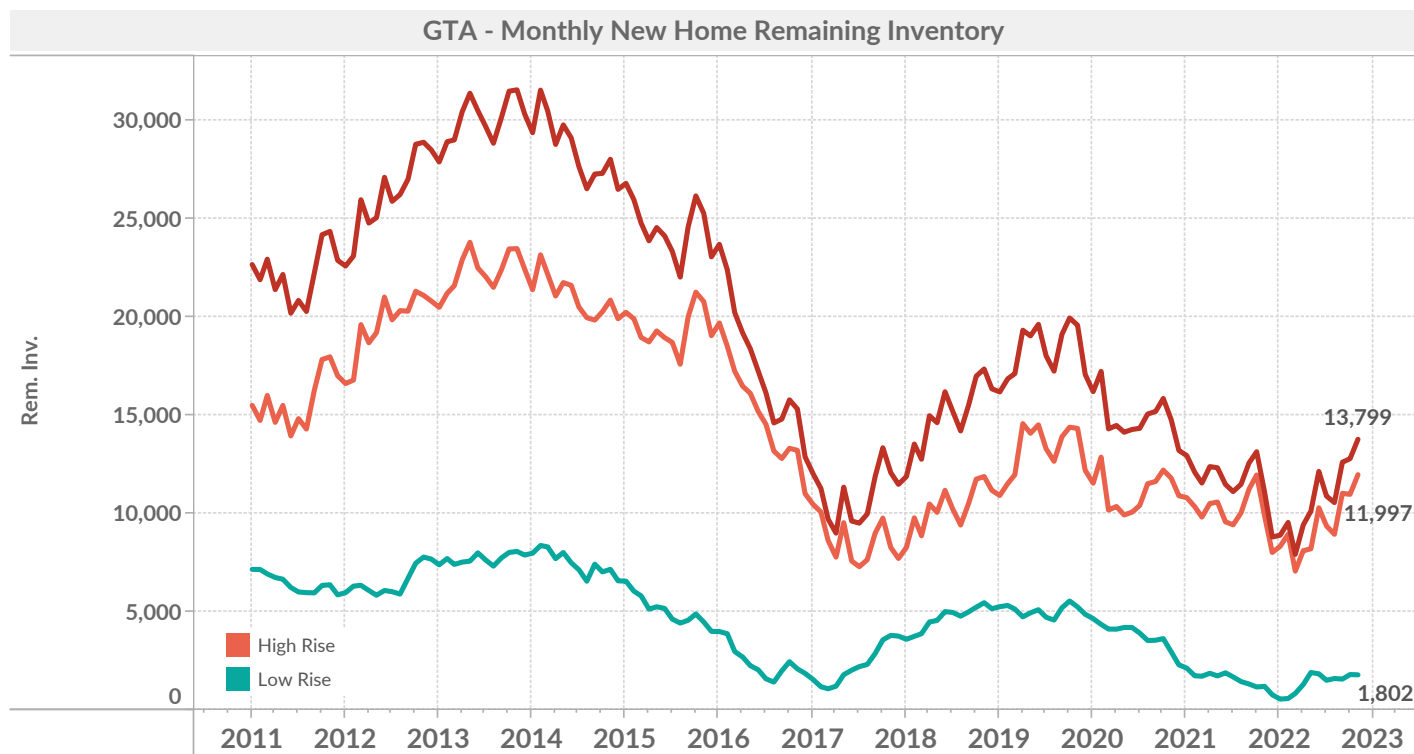
Sales & Remaining Inventory



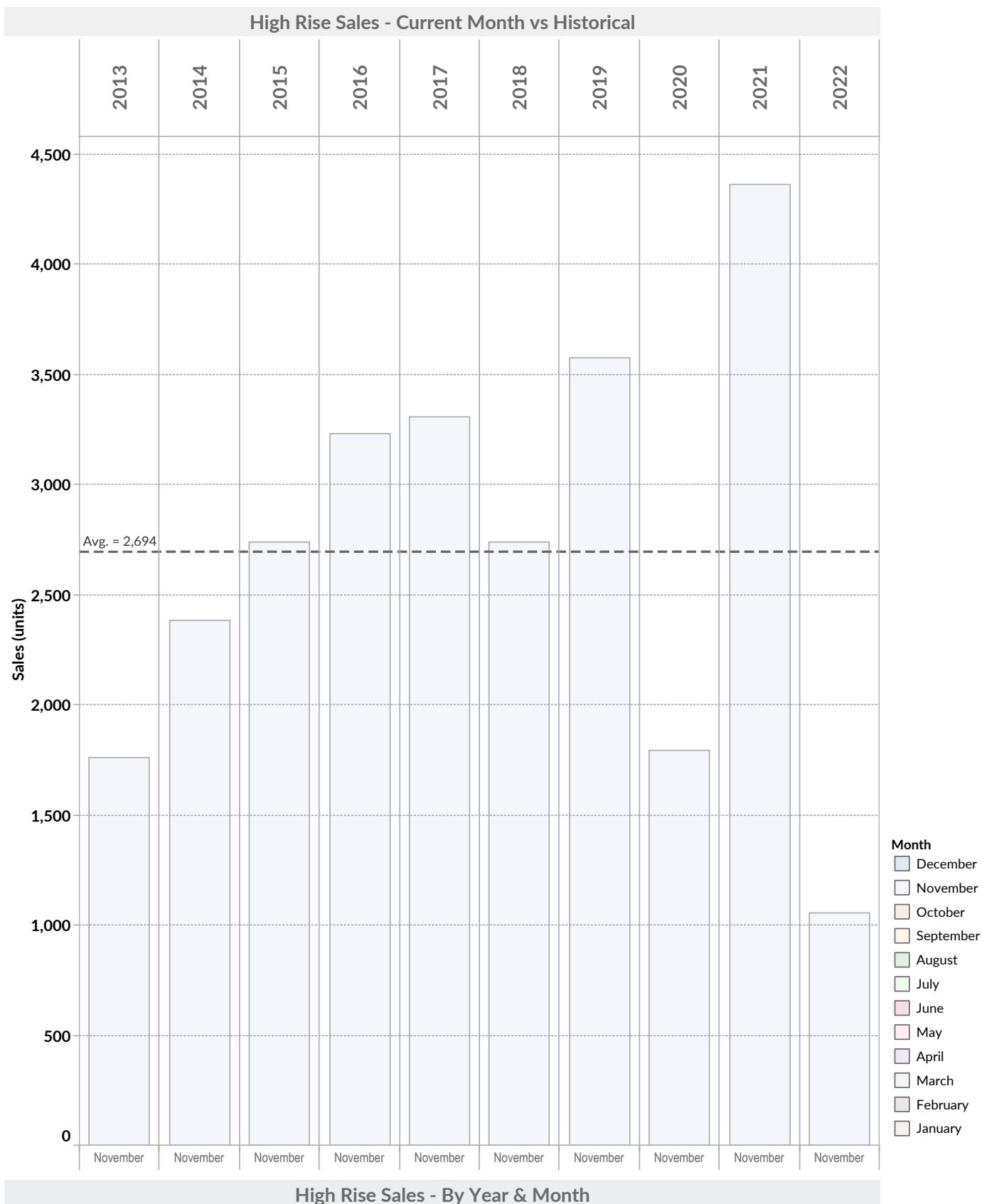
Pricing



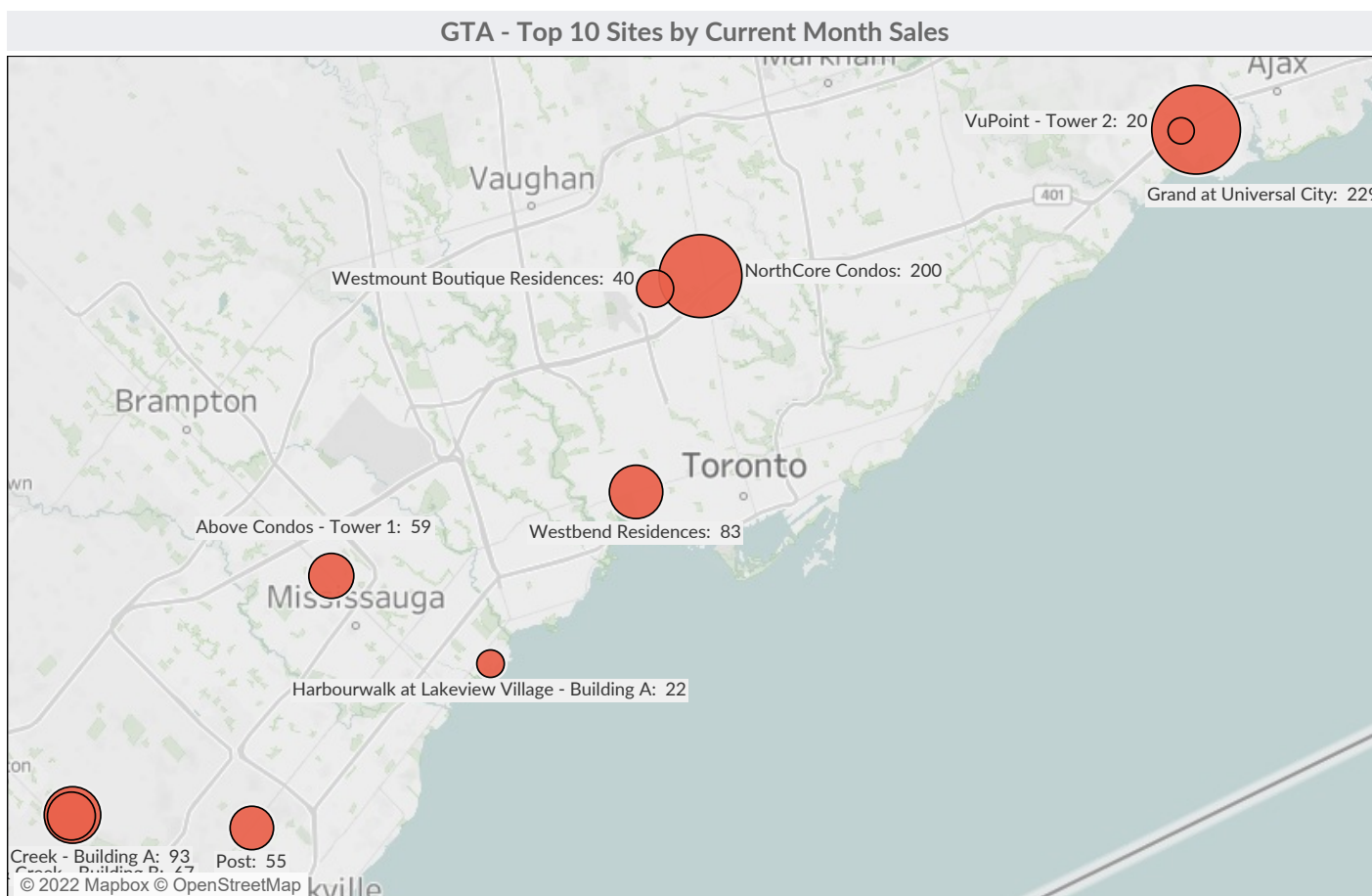
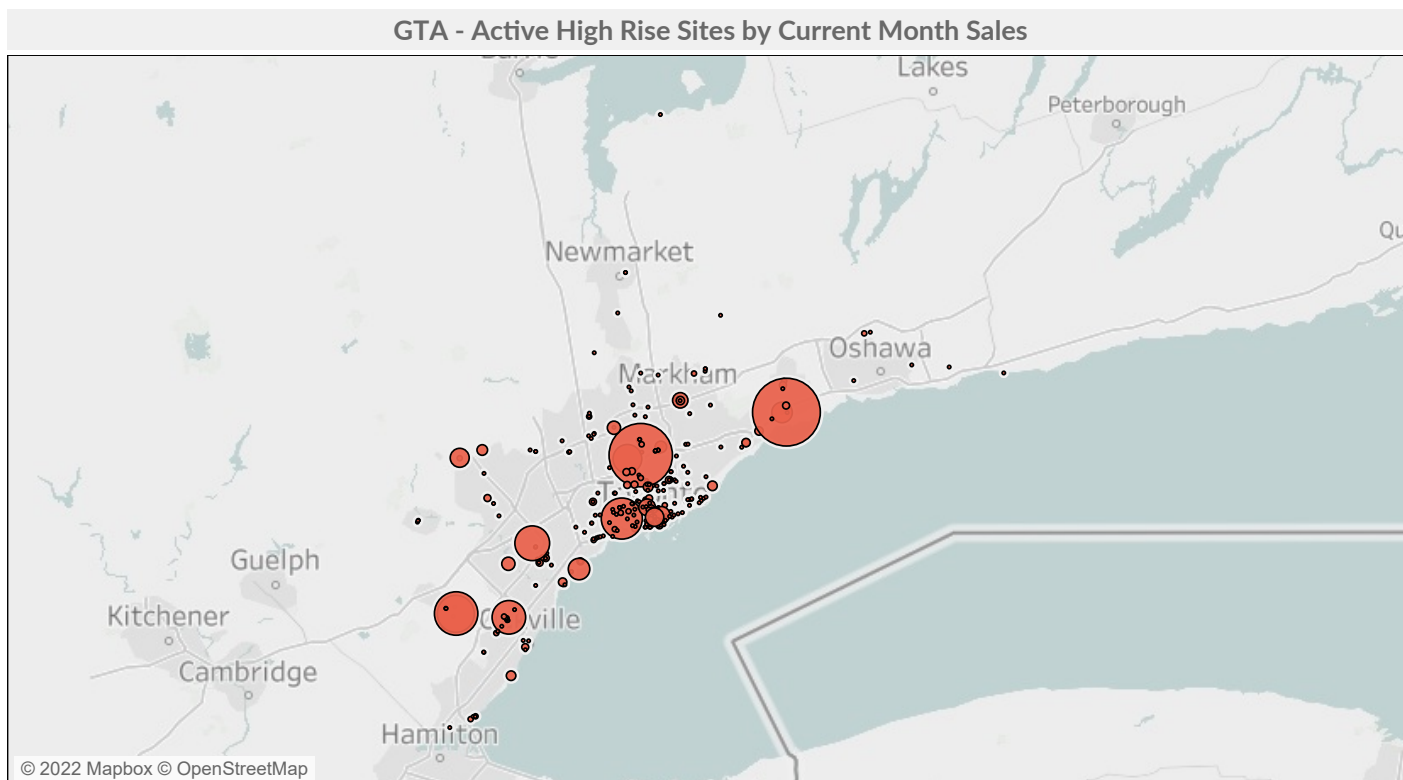
Remaining Inventory



Historical Sales Comparison



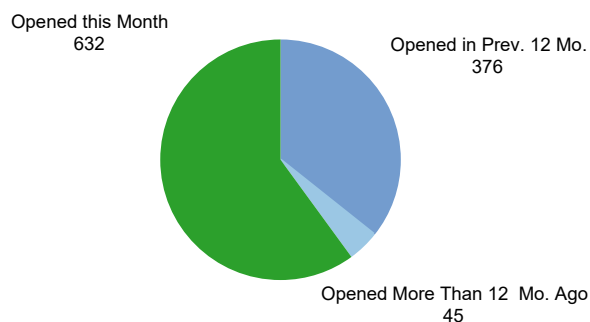
Current Sites



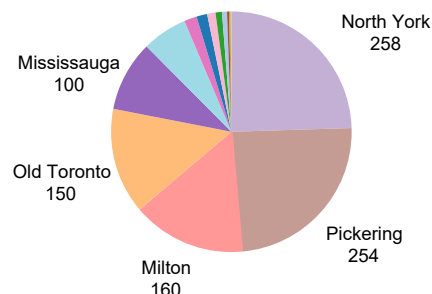
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

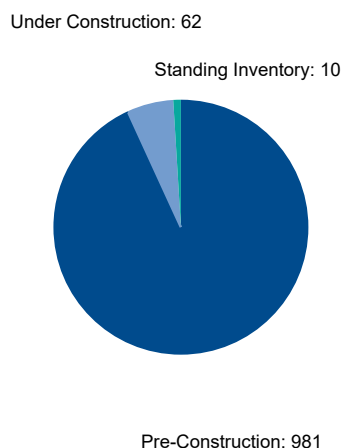
Sales by Opening Date



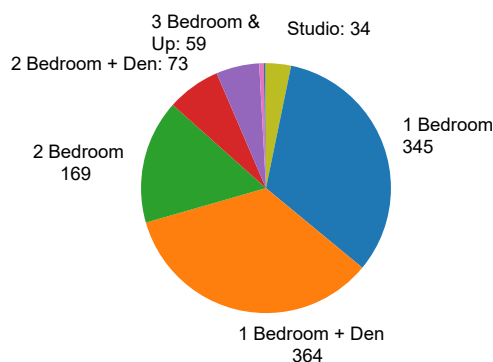
Sales by Municipality/Area



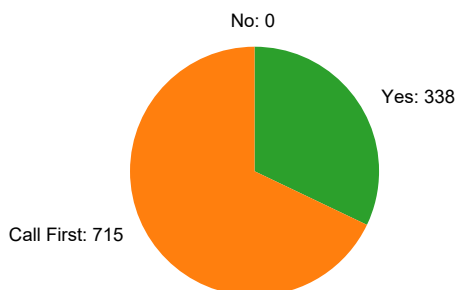
Sales by Const. Status



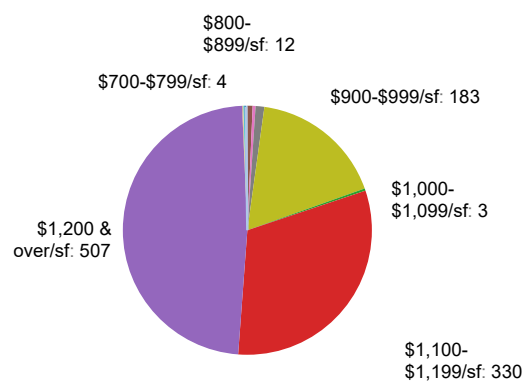
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



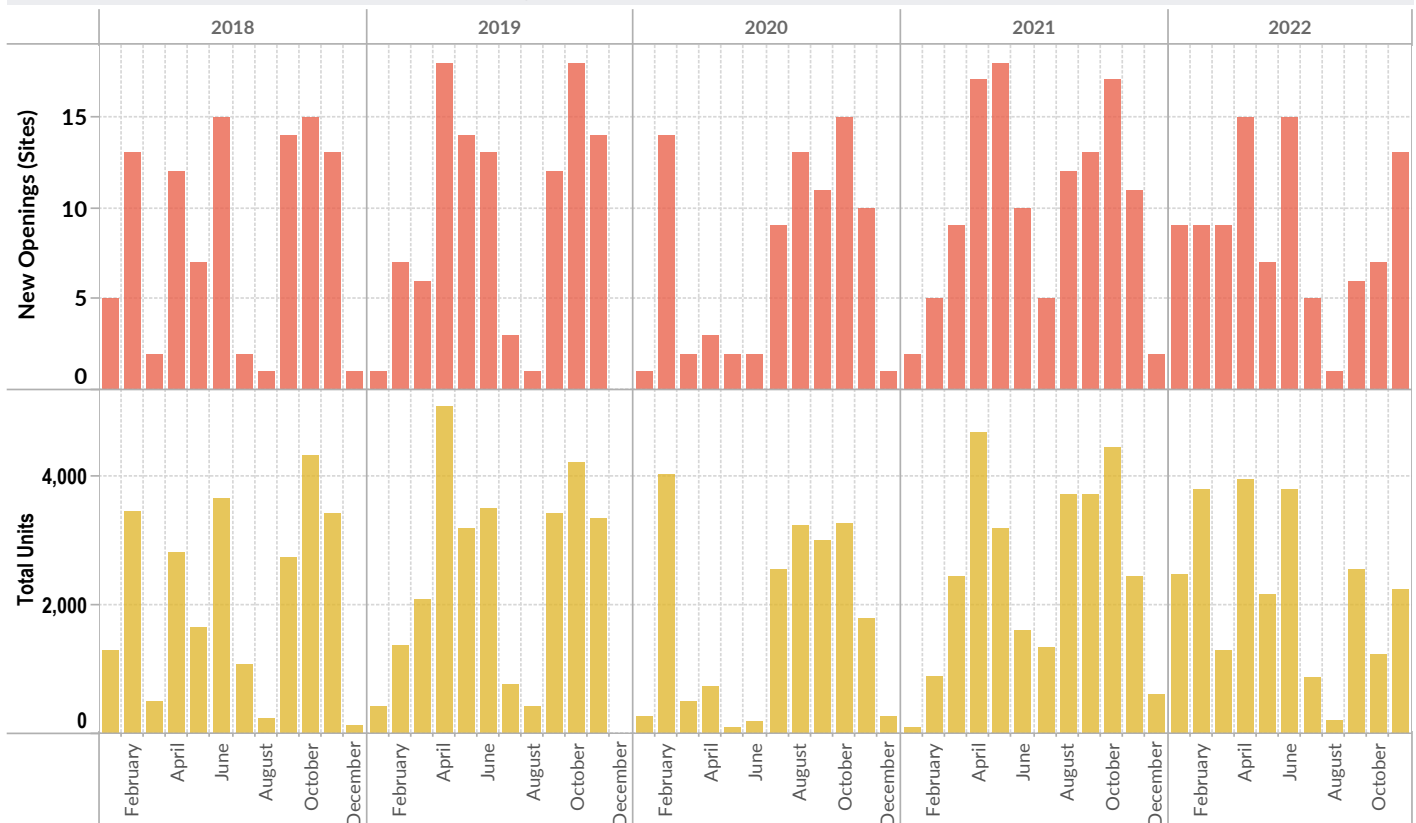
New Openings

November 2022 - New Project Launches

Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
Post - Greenpark Group	Oakville	2022-11-01	168	55	113	\$1,100
Strawberry Fields Residences - 12540 Kennedy Road - Chacon Developments Inc.	Caledon	2022-11-01	134	17	117	\$953
Strawberry Fields Residences - 12550 Kennedy Road - Chacon Developments Inc.	Caledon	2022-11-01	24	1	23	\$878
NorthCore Condos - Fieldgate Urban and Westdale Properties	North York	2022-11-05	250	200	50	\$1,441
Westmount Boutique Residences - Quadcam Development Group	North York	2022-11-05	134	40	94	\$1,401
Grand at Universal City - Chestnut Hill Developments	Pickering	2022-11-08	482	229	253	\$1,164
Above Condos - Tower 1 - Marlin Spring and RioCan	Mississauga	2022-11-11	433	59	374	\$1,262
Bedford - Burnac Corporation	Old Toronto	2022-11-12	90	13	77	\$2,228
Gates of Thornhill - Marydel Homes	Vaughan	2022-11-12	68	8	60	\$875
Je Vila - Revation Group	Pickering	2022-11-12	6	2	4	\$669
Vic Condominiums - Forest Green Homes	Mississauga	2022-11-17	79	8	71	\$1,293
Residences on Kennedy Circle - Gable View Homes	Milton	2022-11-24	148	0	148	\$1,026
Gates of Thornhill - Picola Tower - Marydel Homes	Vaughan	2022-11-26	80	0	80	\$1,010
Grand Total			2,096	632	1,464	\$1,244

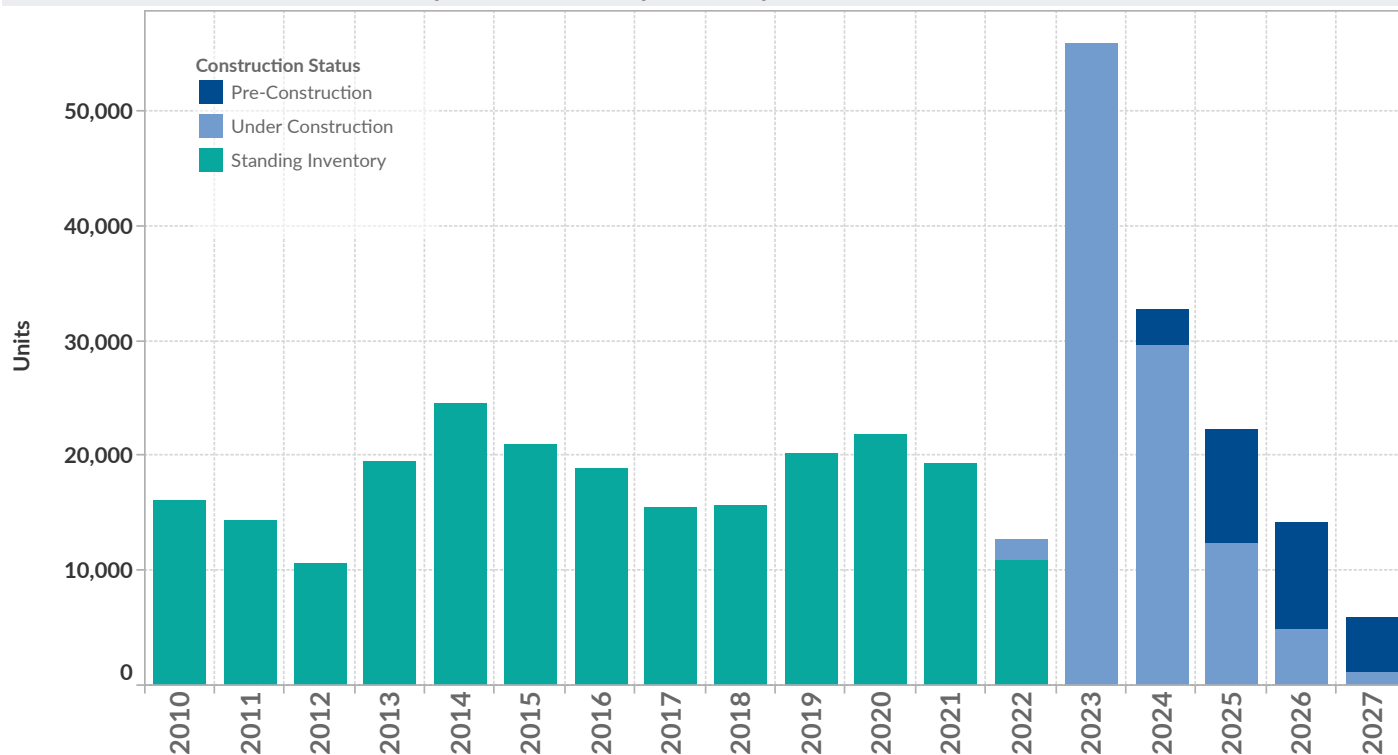
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

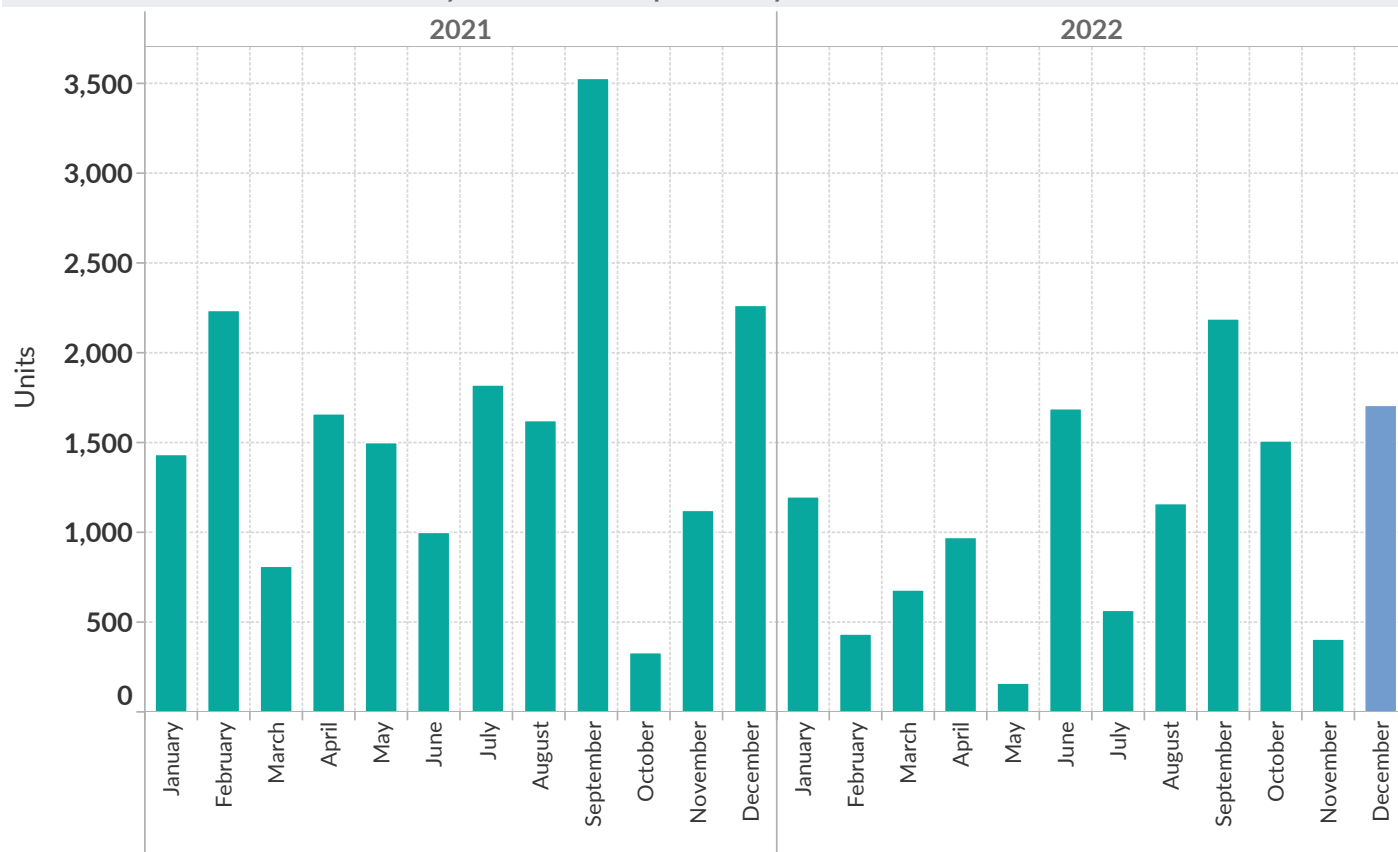


Scheduled Completions

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	0		1,091	5.3%
Plaza	93	448	72	11	1	0	286	46	19	5	3		984	4.8%
Tribute Communities	100	440	40	216	12	2	28	6	6	110	22		982	4.8%
Mallory Homes	0	71	208	115	49	3	10	0	24	25	243		748	3.7%
Centrecourt Developments Inc.	676	49	4										729	3.6%
Great Gulf	17	15	24	3	1	0	475	116	12	3	0		666	3.3%
DREAM	1	0	0	0	5	1	474	116	12	3	0		612	3.0%
Diamond Corp	0	0	1	387	26	5	129	15	23	11	3		600	2.9%
Tridel	43	41	47	17	9	142	10	14	10	224	24		581	2.8%
Reserve Properties	2	19	1	0	2	4	14	0	0	498	17		557	2.7%
Madison Group	13	11	465	30	5	2	5	5	6	6	0		548	2.7%
Daniels Corporation	17	26	10	127	7	40	65	8	7	208	15		530	2.6%
CamroftFelpcorp	8	252	13	2	209	16	22	2	0	2	1		527	2.6%
Capital Developments	3	0	2	0	0	0	0	0	0	498	20		523	2.6%
Poetry Living					0	477	8	0	0	0	0		485	2.4%
Marlin Spring	4	8	19	229	31	64	24	12	13	7	59		470	2.3%
Vandyk Properties Inc.	0	0	0	12	351	64	16	4	0	1	3		451	2.2%
Urban Capital Property Group	29	28	15	17	298	18	13	11	6	11	2		448	2.2%
Rogers Real Estate Development Limited	22	25	14	17	297	18	13	11	5	11	2		435	2.1%
Alterra	0	0	0	387	26	5	5	0	4	1	0		428	2.1%
DBS Developments		154	128	81	31	0	0	0	1	0	0		395	1.9%
Lifetime Developments	250	35	2	10	18	5	6	2	0	47	2		377	1.8%
Crown Communities	1			156	139	20	20	4	10	9	3		362	1.8%
Canderel Residential	9	112	19	7	3	1	101	100	3	5	0		360	1.8%
Armacon Developments	10	8	328	7	0	0	0	0	0	0	0		353	1.7%
Total (All 190 Builders)	2,378	3,215	3,361	3,082	2,051	1,399	1,602	448	301	1,513	1,053		20,403	

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 %
	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.		
Concord Adex	50	2	56	27	881	87	21	2	0	0	4	13	1,143	5.1%
Tribute Communities	79	17	100	440	40	216	12	2	28	6	6	111	1,057	4.7%
Plaza	29	23	93	448	72	11	1	0	286	46	19	5	1,033	4.6%
Tridel	323	47	43	41	47	17	9	142	10	14	10	219	922	4.1%
Pemberton Group	857	8	8	2	0	0	0	0	0	0	0	0	875	3.9%
Great Gulf	5	9	17	15	24	3	1	0	475	131	12	92	784	3.5%
Centrecourt Developments Inc.	30	14	676	49	4								773	3.4%
Daniels Corporation	193	49	17	26	10	127	7	40	65	8	7	208	757	3.4%
DREAM	6	0	1	0	0	0	5	1	474	131	12	92	722	3.2%
Mattamy Homes	144	51	0	71	208	115	49	3	10	0	24	26	701	3.1%
Canrosl Felcorp	21	46	8	252	13	2	209	16	22	2	0	1	592	2.6%
Diamond Corp	3	0	0	0	1	387	26	5	122	11	14	0	569	2.5%
Reserve Properties	6	20	2	19	1	0	2	4	14	0	0	498	566	2.5%
Madison Group	8	13	13	11	465	30	5	2	5	5	6	2	565	2.5%
Lanterra Developments	272	31	41	85	77	19	1	6	3	1	5	5	546	2.4%
SmartCentres		303	38	19	12	8	127	19	11	0	7	1	545	2.4%
Capital Developments	0	2	3	0	2	0	0	0	0	0	0	498	505	2.2%
Poetry Living							0	477	8	0	0	0	485	2.1%
Urban Capital Property Group	21	12	29	28	15	17	298	18	13	11	6	11	479	2.1%
i2 Developments Inc.	118	112	107	80	29	12	10	10					478	2.1%
Marlin Spring	46	12	4	8	19	229	31	64	24	12	13	4	466	2.1%
Rogers Real Estate Development Limited	18	4	22	25	14	17	297	18	13	11	5	11	455	2.0%
Vandyk Properties Inc.	0	0	0	0	0	12	351	64	16	4	0	1	448	2.0%
Pinnacle International	70	76	109	129	35	12	4	0	1	1	1	0	438	1.9%
Alterra	0	0	0	0	0	387	26	5	5	0	4	1	428	1.9%
Total (All 197 Builders)	2,191	2,378	3,215	3,361	3,082	2,051	1,399	1,602	448	301	1,513	1,053	22,594	

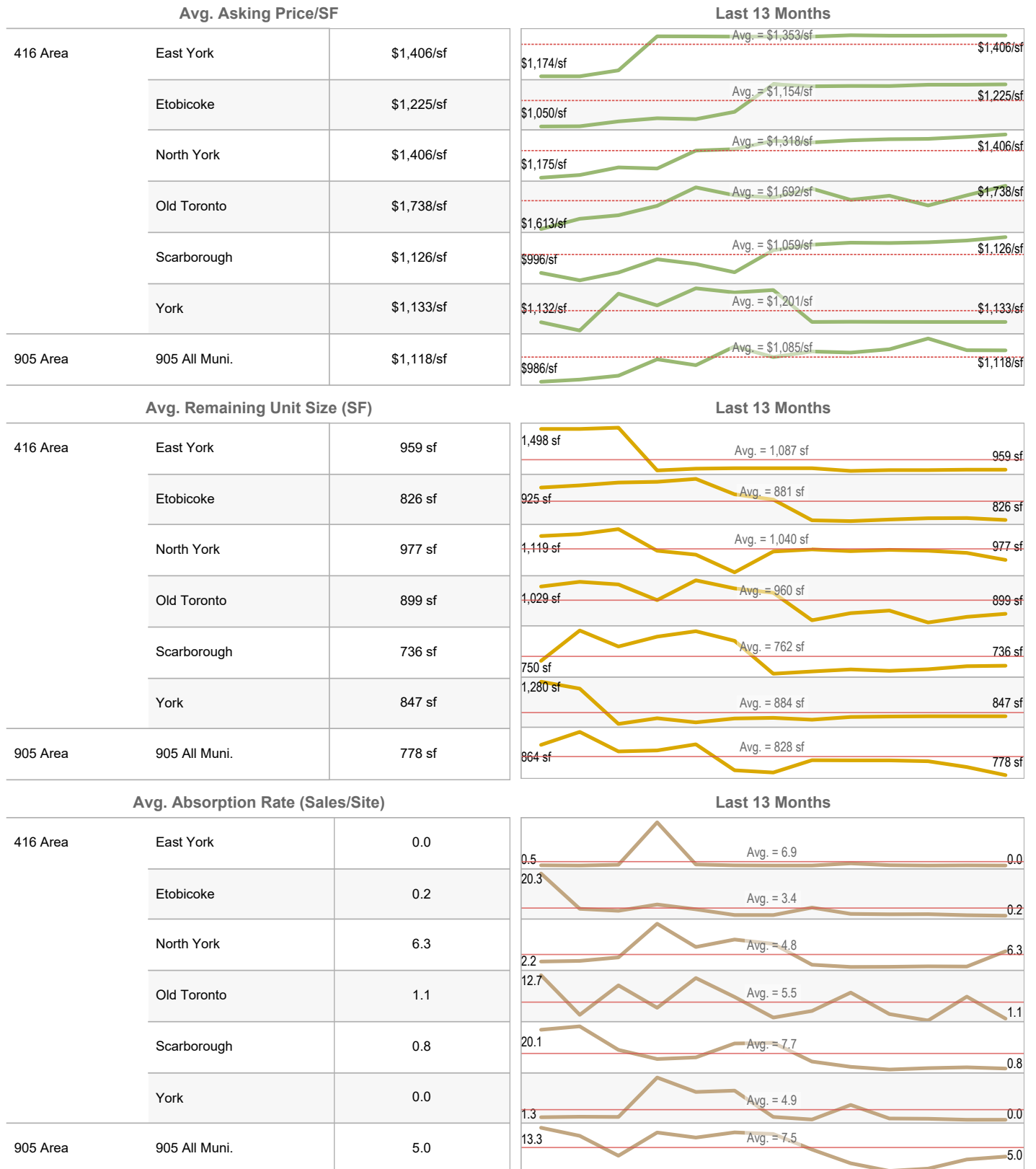
Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Unit Type	2022 November
Grand at Universal City - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	66
			1 Bedroom + Den	104
			2 Bedroom + Den	14
			3 Bedroom & Up	5
			2 Bedroom	40
			Total	229
NorthCore Condos - Fieldgate Urban and Westdale Properties	North York	Apartment	1 Bedroom	119
			1 Bedroom + Den	38
			3 Bedroom & Up	10
			2 Bedroom	18
			Studio	15
			Total	200
Mile & Creek - Building A - Mattamy Homes	Milton	Apartment	1 Bedroom	21
			1 Bedroom + Den	50
			2 Bedroom + Den	6
			3 Bedroom & Up	1
			2 Bedroom	15
			Total	93
Westbend Residences - Mattamy Homes	Old Toronto	Apartment	1 Bedroom	30
			1 Bedroom + Den	32
			2 Bedroom + Den	1
			3 Bedroom & Up	6
			2 Bedroom	13
			Studio	1
			Total	83
Mile & Creek - Building B - Mattamy Homes	Milton	Apartment	1 Bedroom	1
			1 Bedroom + Den	49
			2 Bedroom + Den	14
			3 Bedroom & Up	3
			Total	67
Above Condos - Tower 1 - Marlin Spring and RioCan	Mississauga	Apartment	1 Bedroom	22
			1 Bedroom + Den	17
			2 Bedroom + Den	9
			3 Bedroom & Up	0
			2 Bedroom	7
			Studio	4
			Total	59

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 2021				November 2022		
		Apartment	Loft	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	 901			 901	 16		 16
Central Waterfront	Old Toronto	 67			 67	 2		 2
Don Mills - York Mills	North York	 4		 3	 7	 2	 0	 2
Downtown Core	Old Toronto	 99			 99	 17		 17
Downtown East	Old Toronto	 141			 141	 13		 13
Downtown West	Old Toronto	 322			 322	 4		 4
Etobicoke Waterfront	Etobicoke	 7			 7	 0		 0
Highway7 - Yonge	Markham	 0			 0	 0		 0
	Richmond Hill	 52		 1	 53	 0	 0	 0
Mississauga City Centre	Mississauga	 81			 81	 5		 5
North Toronto	Old Toronto	 124		 0	 124	 6	 0	 6
North Yonge Corridor	North York	 7		 0	 7	 201	 1	 202
North York East	North York	 0		 0	 0	 0		 0
North York West	North York	 51		 0	 51	 46	 2	 48
Not Applicable	Aurora			 0	 0		 0	 0
	Brampton	 224		 185	 409	 2	 5	 7
	Burlington	 231			 231	 2		 2
	Caledon	 3		 0	 3	 18		 18
	Clarington	 9			 9	 0		 0
	East York	 1		 0	 1	 0	 0	 0
	Etobicoke	 358		 0	 358	 3		 3
	Georgina	 0			 0	 0		 0
	Halton Hills	 0			 0	 0		 0
	King	 25			 25	 0		 0
	Markham	 21		 112	 133	 15	 0	 15
	Milton	 77			 77	 160		 160
	Mississauga	 98		 12	 110	 95	 0	 95
	Newmarket	 108	 0	 20	 128	 0		 0
	Oakville	 255		 0	 255	 64		 64
	Old Toronto	 10			 10	 0		 0
	Oshawa	 74			 74	 1		 1
	Pickering	 32		 16	 48	 249	 5	 254
	Richmond Hill			 0	 0		 0	 0
	Scarborough	 279		 2	 281	 12	 0	 12
	Vaughan	 197		 2	 199	 1	 8	 9
	Whitby	 2			 2	 0		 0
	Whitchurch-Stouffville	 6			 6		 0	 0
	York	 5			 5	 0	 0	 0
Sheppard Corridor	North York	 25		 0	 25	 6	 0	 6
Thornhill	Markham	 4			 4	 0		 0
	Vaughan	 13			 13	 0		 0
Toronto East	Old Toronto	 3			 3	 1		 1
Toronto West	Old Toronto	 87		 0	 87	 88	 0	 88
Yonge - St. Clair	Old Toronto	 6		 0	 6	 3	 0	 3
Grand Total		 4,009	 0	 353	 4,362	 1,032	 21	 1,053

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	231			231	332		332	
Central Waterfront	Old Toronto	56			56	519		519	
Don Mills - York Mills	North York	447		233	680	76	7	83	
	Old Toronto								
Downtown Core	Old Toronto	3,037			3,037	774		774	
Downtown East	Old Toronto	1,412			1,412	841		841	
Downtown West	Old Toronto	1,178			1,178	886		886	
Etobicoke Waterfront	Etobicoke	24			24	1		1	
Highway7 - Yonge	Markham	13			13	1		1	
	Richmond Hill	2		15	17	0	23	23	
Mississauga City Centre	Mississauga	1,222			1,222	111		111	
North Toronto	North York								
	Old Toronto	411		9	420	374	4	378	
North Yonge Corridor	North York	622		5	627	117	1	118	
	Old Toronto								
North York East	North York	0		1	1	0		0	
North York West	North York	462		2	464	256	1	257	
	Old Toronto								
	York								
Not Applicable	Ajax								
	Aurora			38	38		0	0	
	Brampton	1,318		170	1,488	676	82	758	
	Burlington	304			304	86		86	
	Caledon	20		9	29	140		140	
	Clarington	48			48	19		19	
	East York	262		3	265	66	0	66	
	Etobicoke	359		6	365	565		565	
	Georgina	4			4	4		4	
	Halton Hills	178			178	35		35	
	King	97			97	67		67	
	Markham	321		11	332	269	10	279	
	Milton	763			763	294		294	
	Mississauga	1,157		83	1,240	743	6	749	
	Newmarket	168	2	102	272	47		47	
	North York								
	Oakville	1,128		1	1,129	557		557	
	Old Toronto	229			229	311		311	
	Oshawa	300			300	97		97	
	Pickering	857		216	1,073	791	65	856	
	Richmond Hill			11	11		8	8	
	Scarborough	1,177		0	1,177	448	3	451	
	Uxbridge								
	Vaughan	1,124		33	1,157	457	60	517	
	Whitby	2			2	3		3	
	Whitchurch-Stouffville	184		15	199		71	71	
	York	346		18	364	148	66	214	
Scarborough City Centre	Scarborough								
Sheppard Corridor	North York	525		7	532	277	7	284	
Thornhill	Markham	20			20	29		29	
	Vaughan	100			100	0		0	
Toronto East	East York								
	Old Toronto	359			359	419		419	
Toronto West	Old Toronto	978		7	985	667	1	668	
Yonge - St. Clair	Old Toronto	145		7	152	73	6	79	
Grand Total		21,590	2	1,002	22,594	11,576	421	11,997	

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