



AltusGroup



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of June 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-23	Jun-22		Change	
High Rise	1,957	1,758		11.3%	
Low Rise	569	160		255.6%	
Total	2,526	1,918		31.7%	
Year to Date Sales	Jan.-Jun. 2023	Jan.-Jun. 2022		Y/Y Change	
High Rise	7,589	15,743		-51.8%	
Low Rise	3,530	3,383		4.3%	
Total	11,119	19,126		-41.9%	
Year to Date Supply	Jan.-Jun. 2023	Jan.-Jun. 2022		Y/Y Change	
High Rise	11,227	17,320		-35.2%	
Low Rise	3,729	4,457		-16.3%	
Total	14,956	21,777		-31.3%	
Year to Date Completions	Jan.-Jun. 2023	Jan.-Jun. 2022		Y/Y Change	
High Rise	8,434	5,135		64.2%	
Remaining Inventory	Jun-23	May-23	Jun-22	M/M Change	Y/Y Change
High Rise	14,523	13,897	10,141	4.5%	43.2%
Low Rise	1,856	1,486	1,844	24.9%	0.7%
Total	16,379	15,383	11,985	6.5%	36.7%
Benchmark Price	Jun-23	May-23	Jun-22	M/M Change	Y/Y Change
High Rise	\$1,090,494	\$1,097,747	\$1,189,894	-0.7%	-8.4%
Low Rise	\$1,716,467	\$1,736,348	\$1,843,595	-1.1%	-6.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	9	378	382	121	
High Rise Units	2,268	97,722	108,007	28,982	
% Sold*	50%	85%	92%	61%	
Low Rise Projects	13	189			
Low Rise Units	540	19,994			
% Sold*	53%	91%			

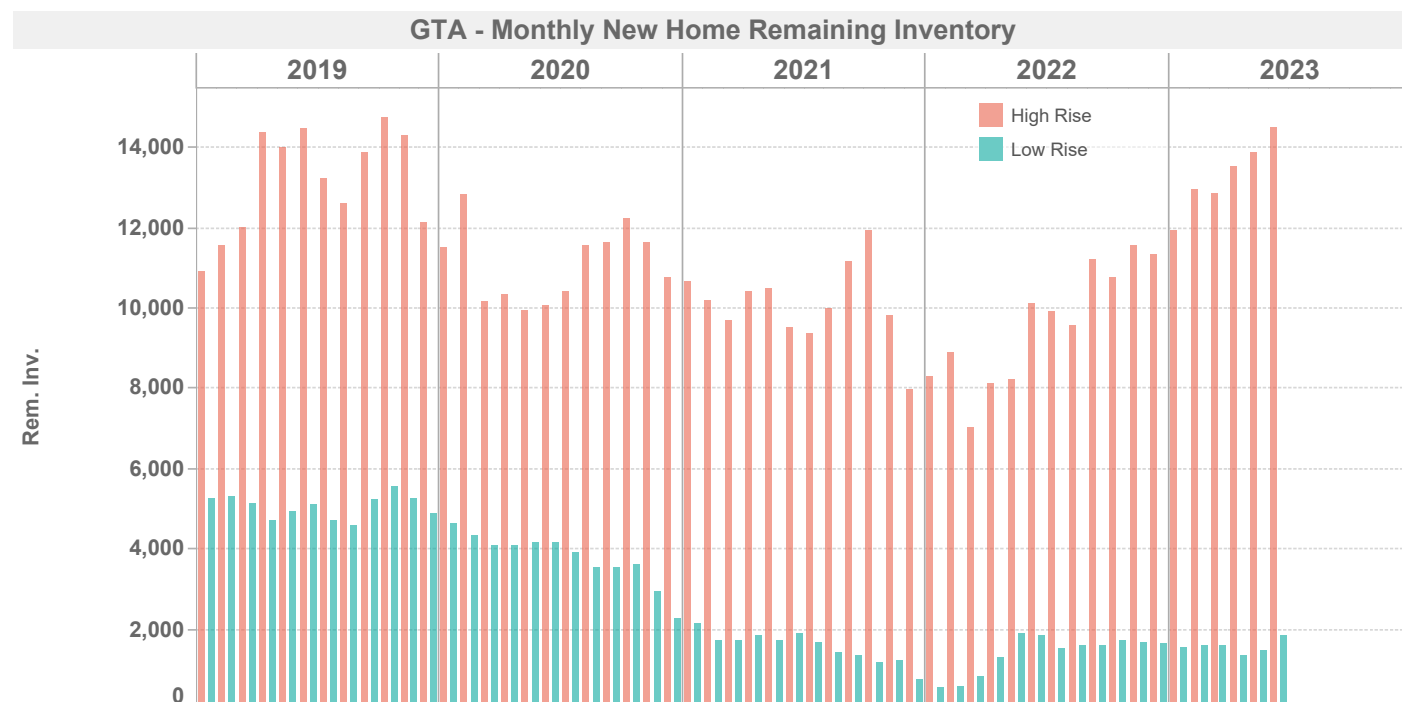
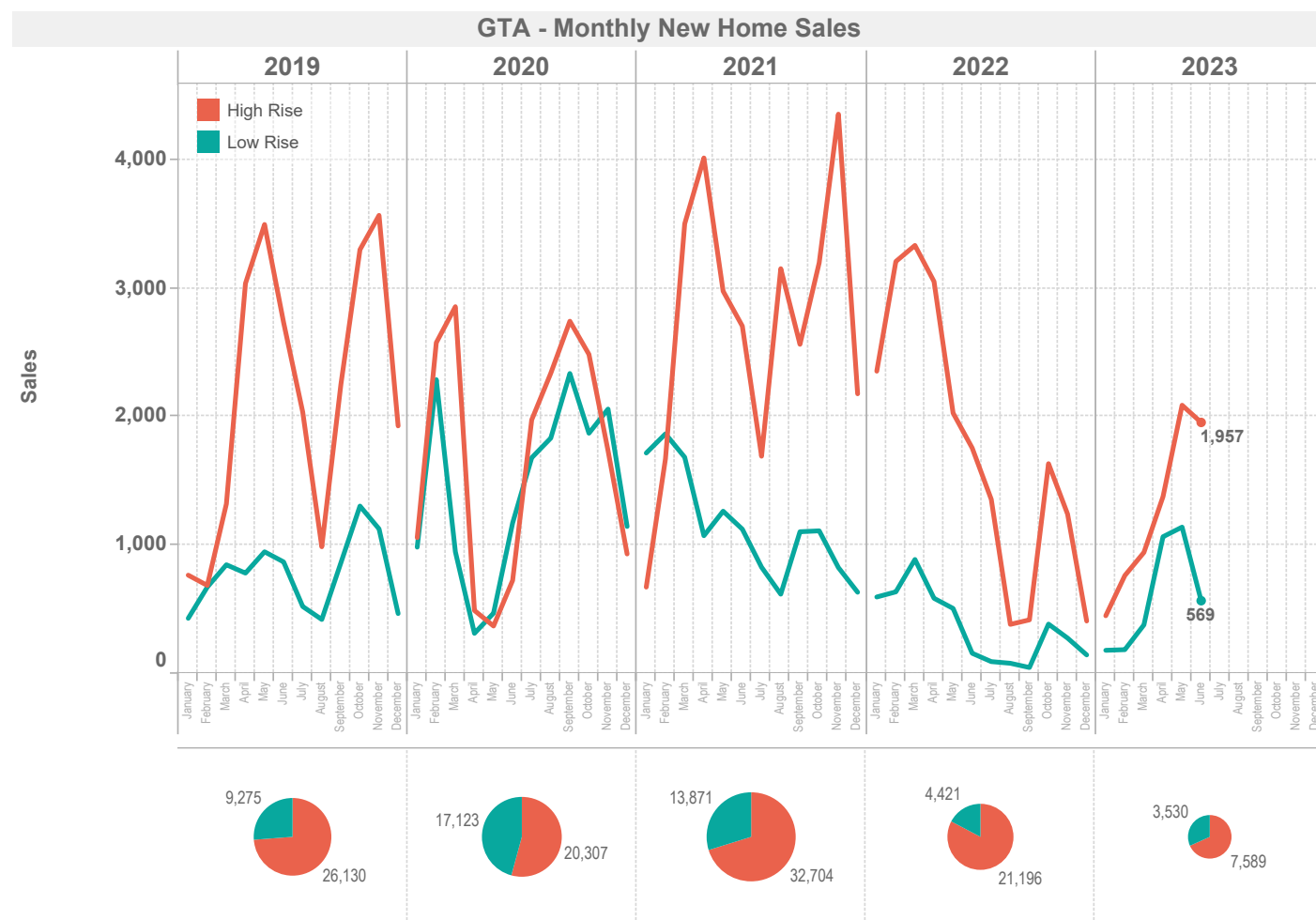
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

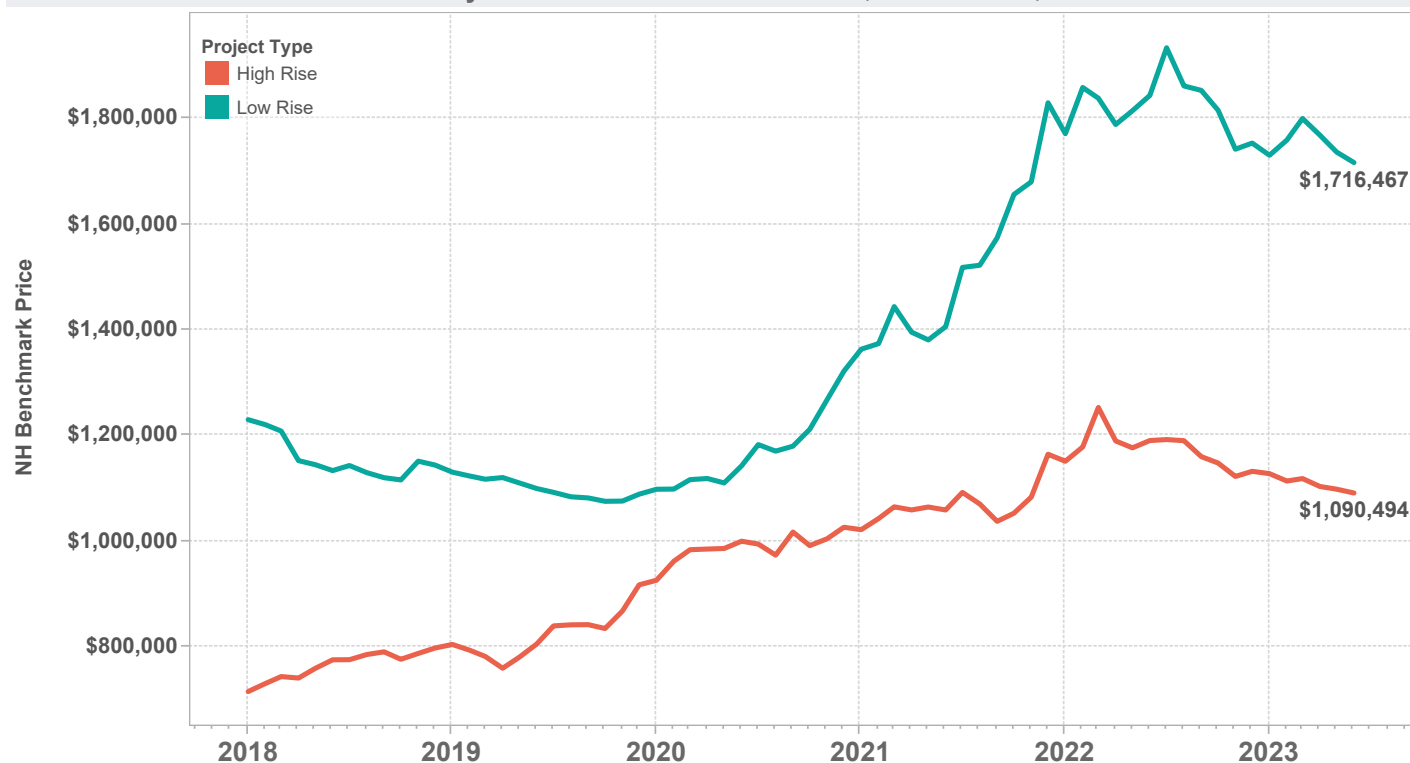
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

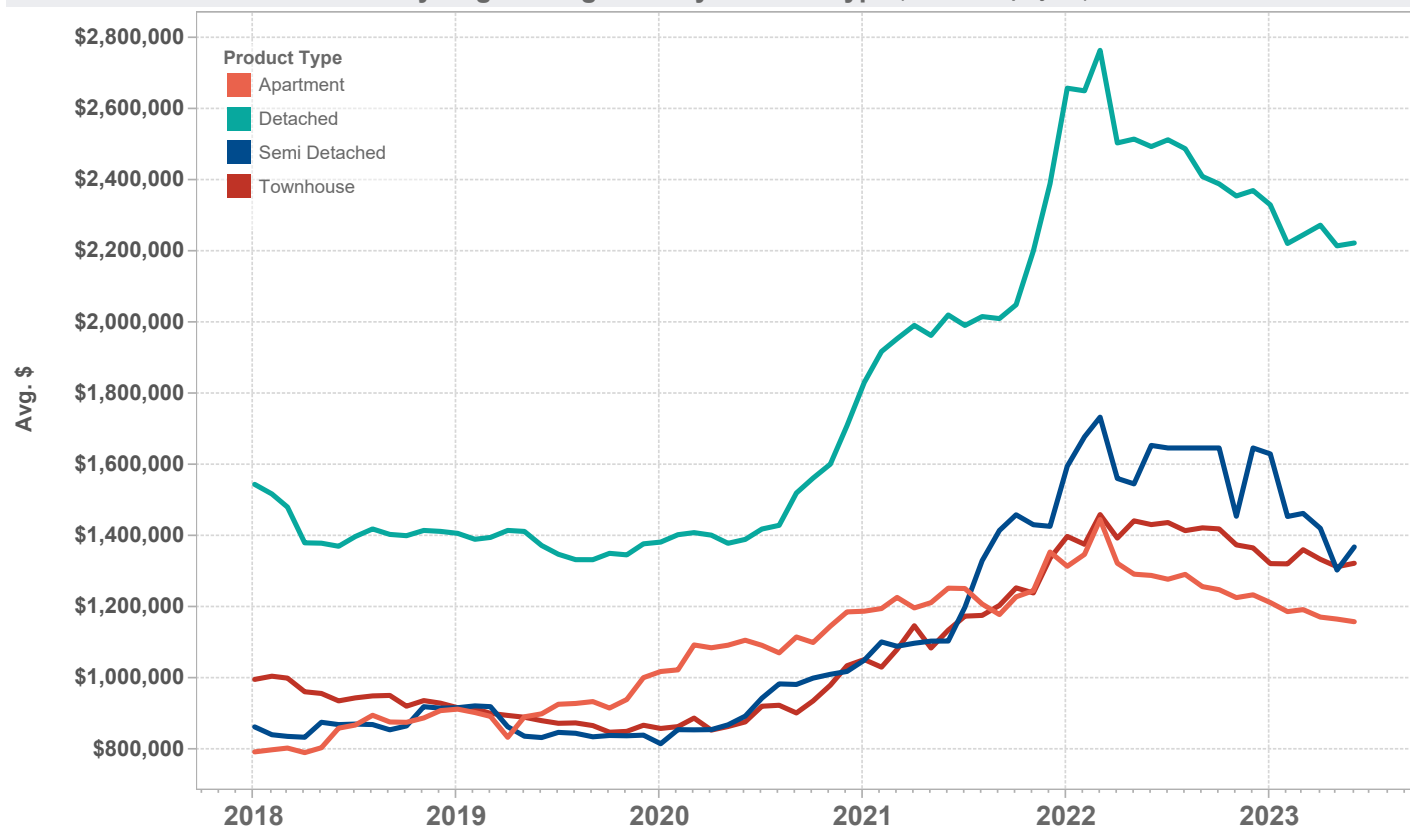


Pricing

Monthly New Home Benchmark Price (excludes extremes)

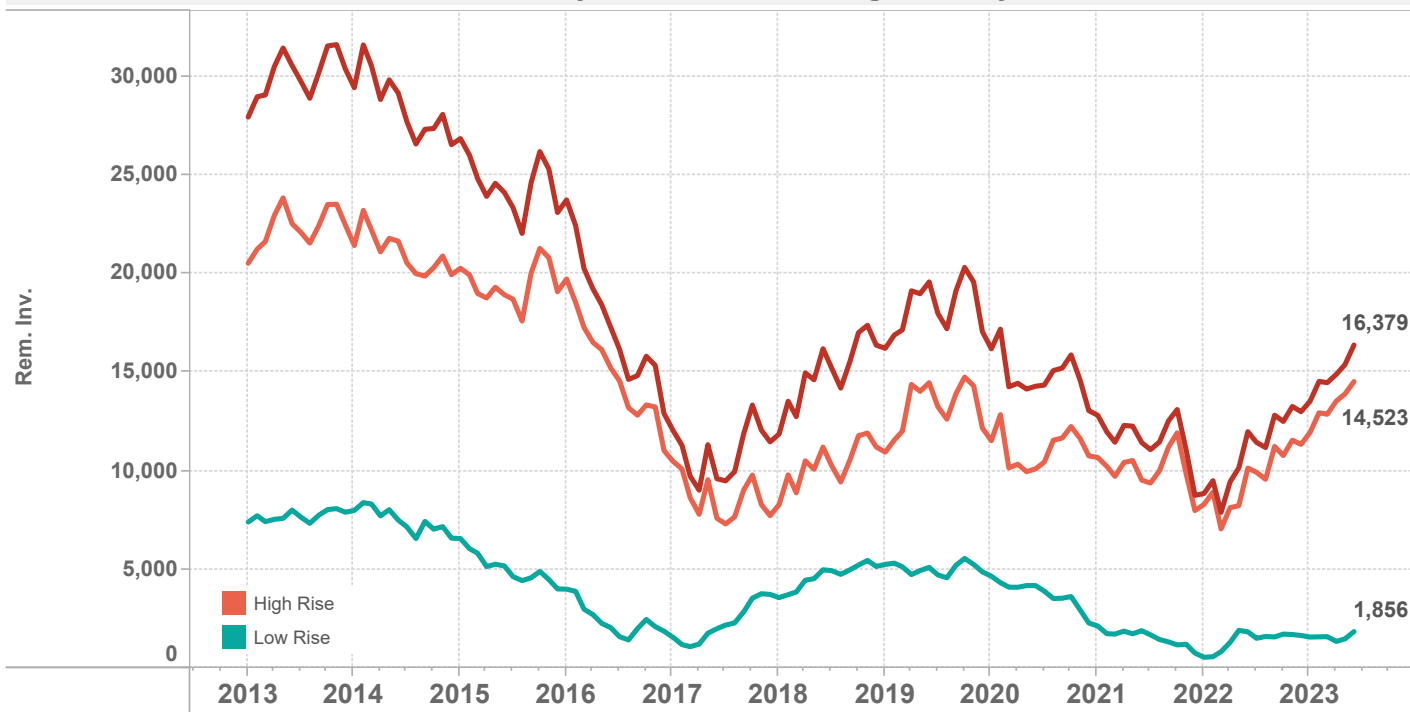


Monthly Avg. Asking Price by Product Type (includes all projects)

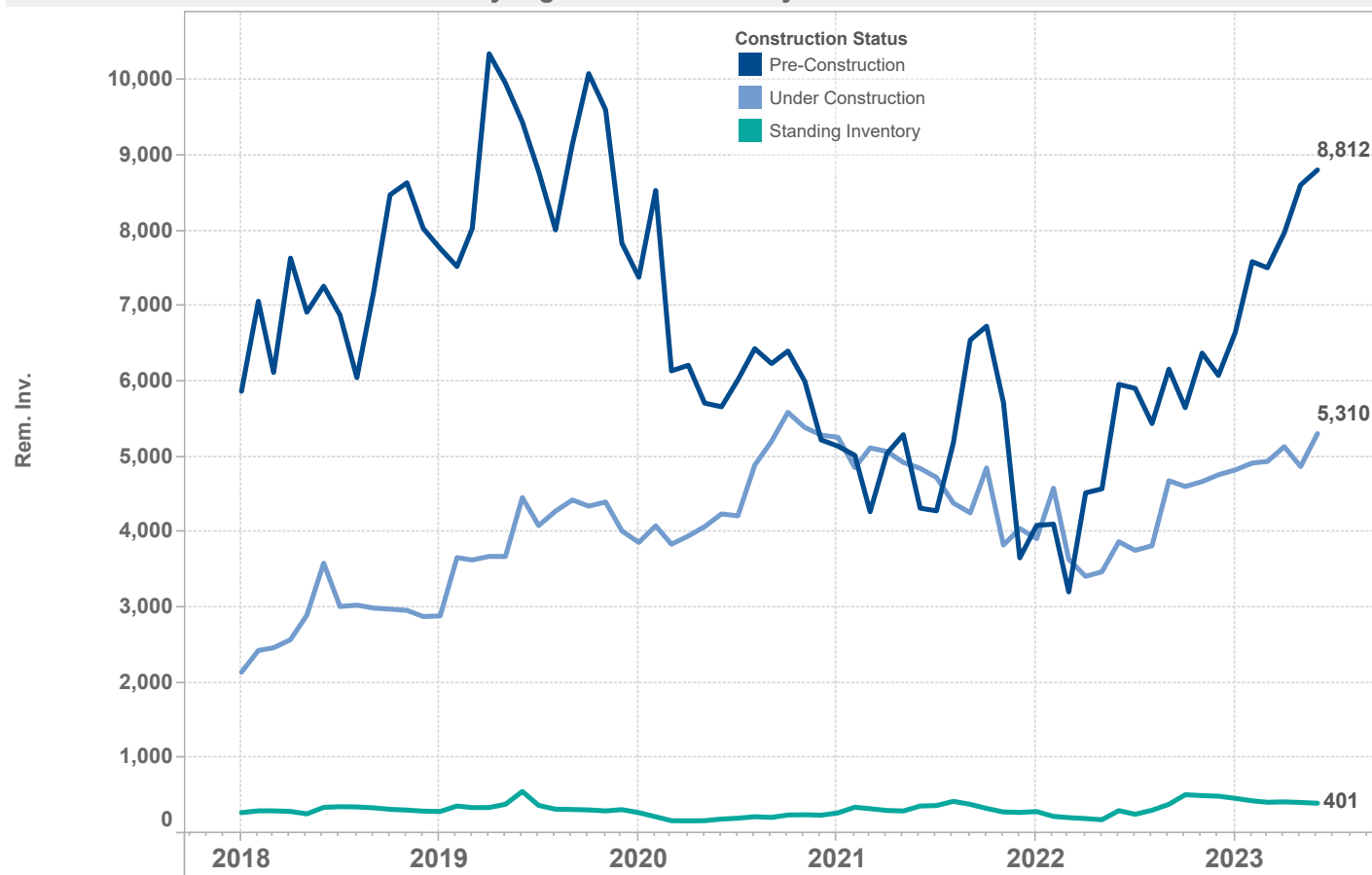


Remaining Inventory

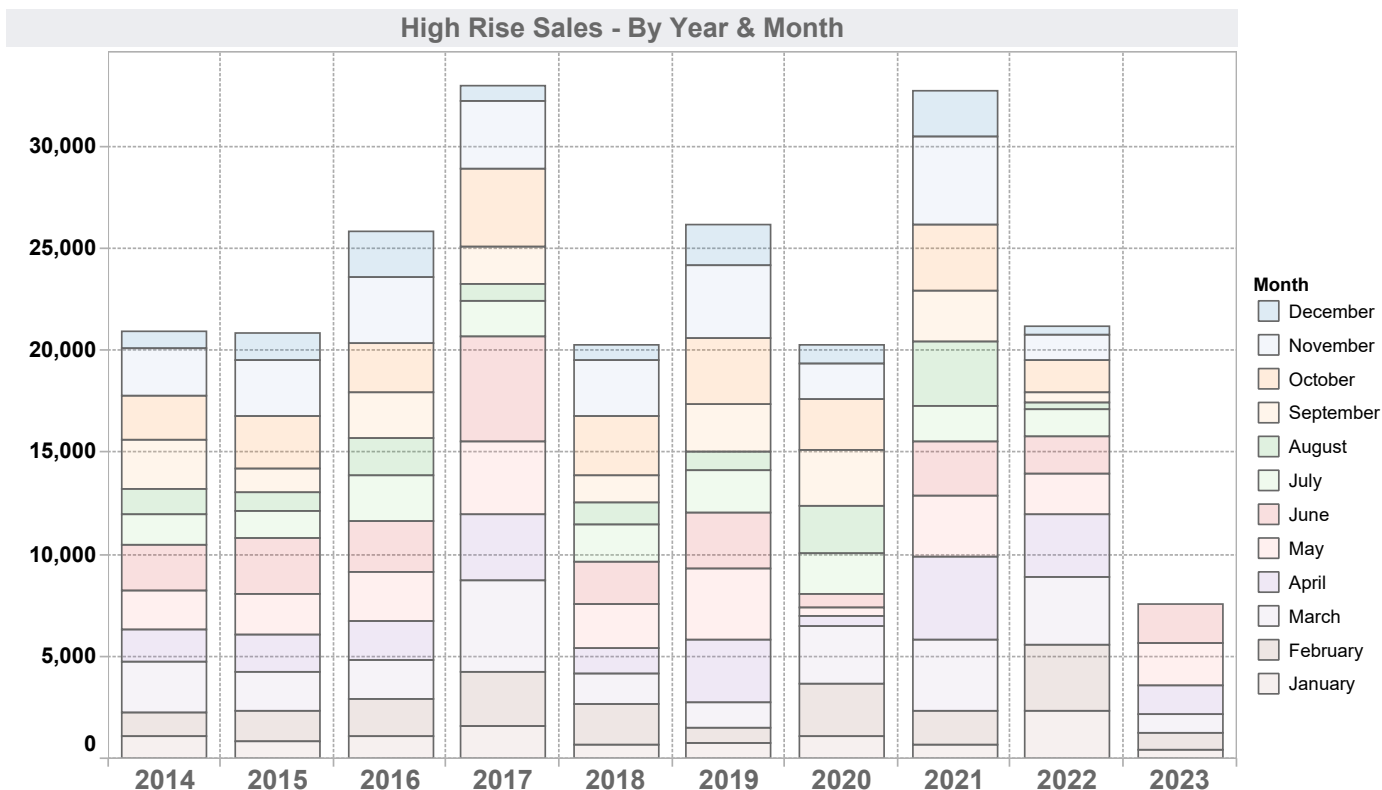
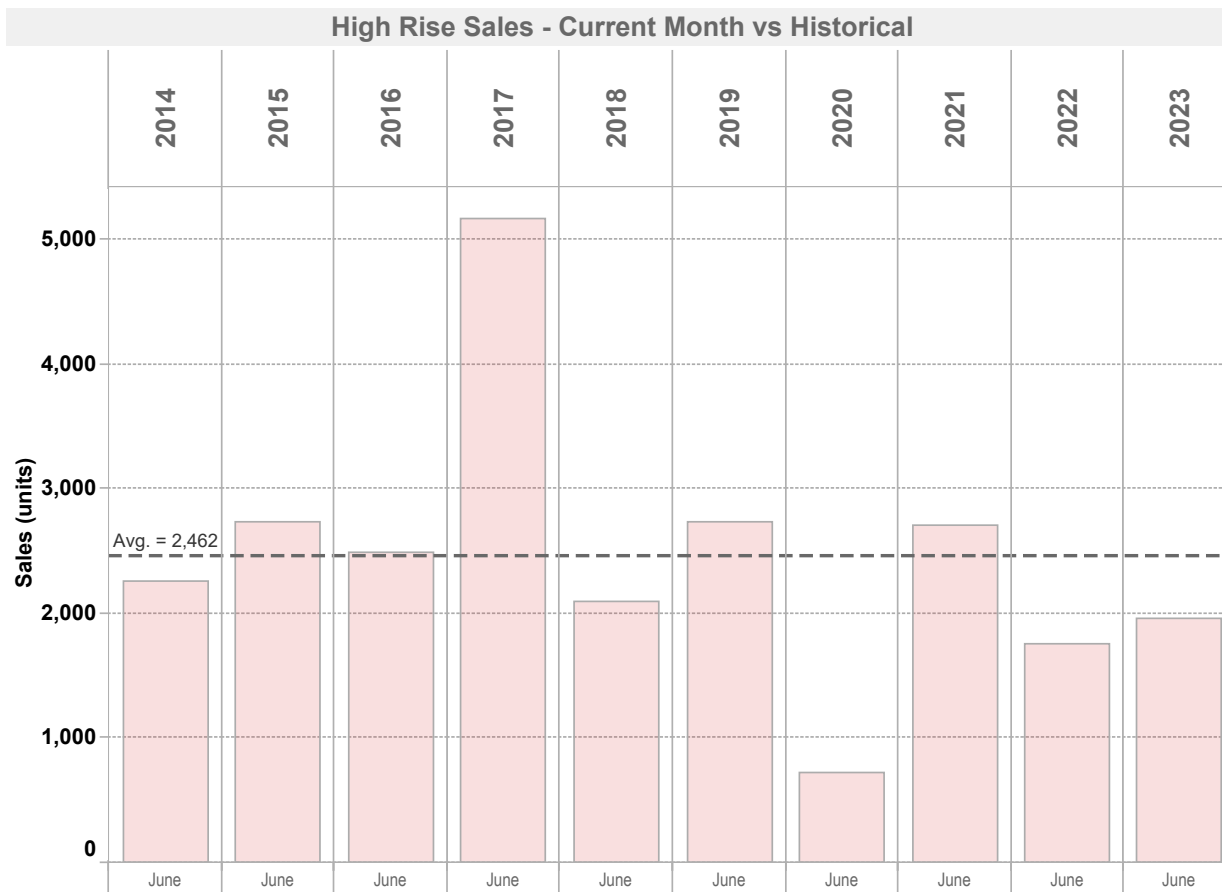
GTA - Monthly New Home Remaining Inventory



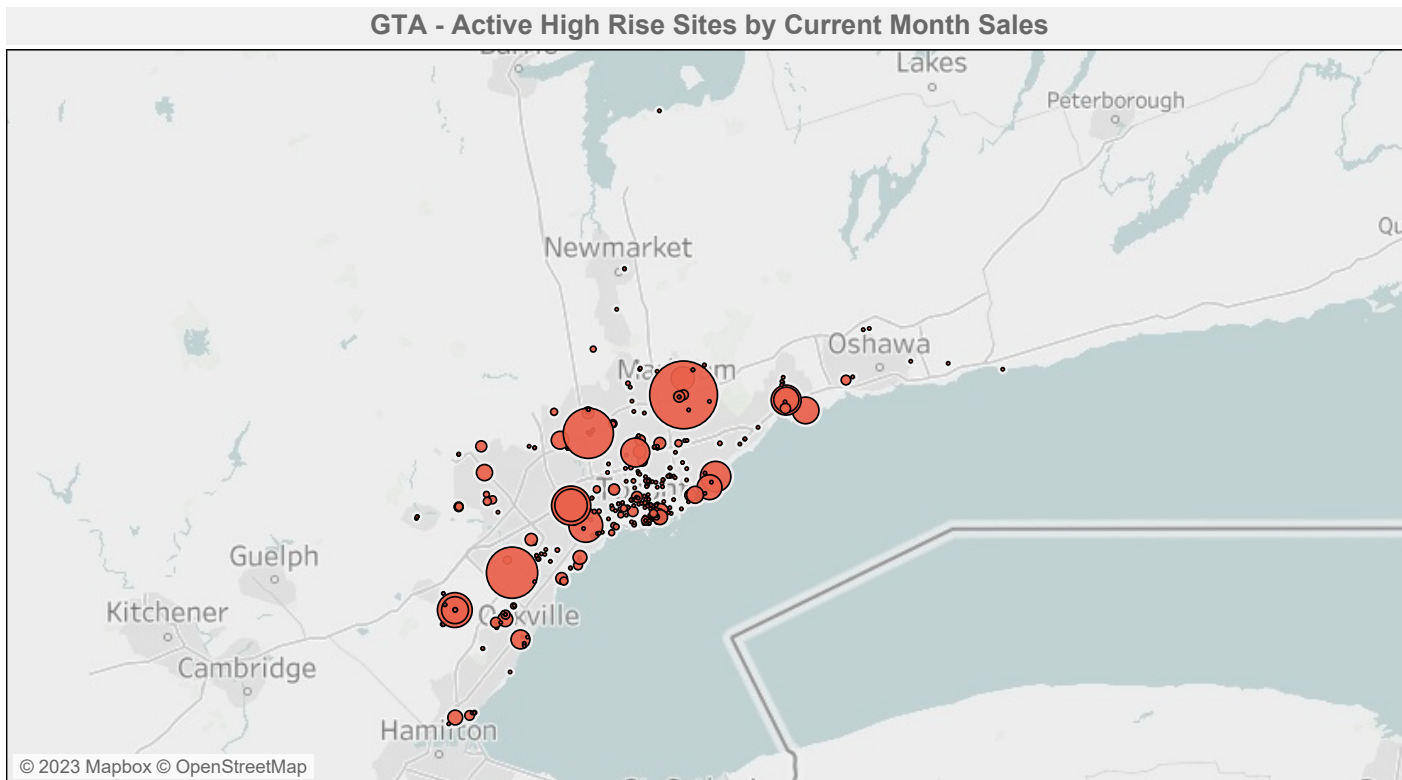
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



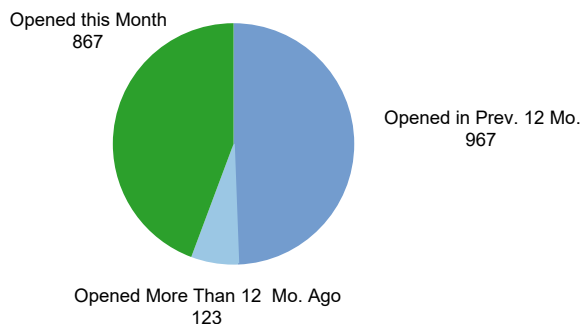
Current Sites



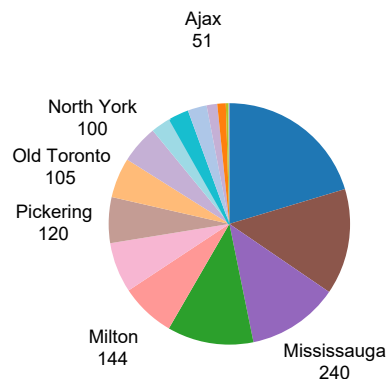
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

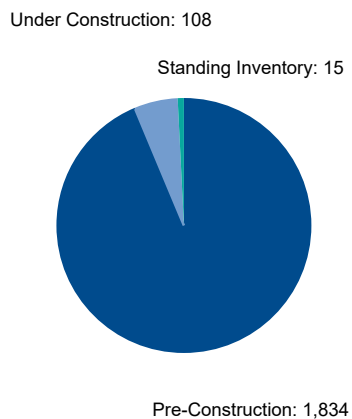
Sales by Opening Date



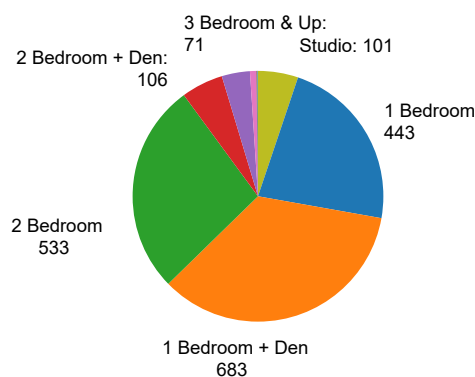
Sales by Municipality/Area



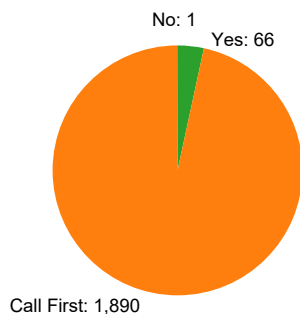
Sales by Const. Status



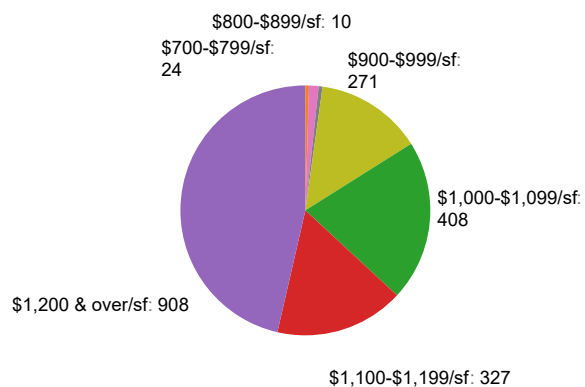
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



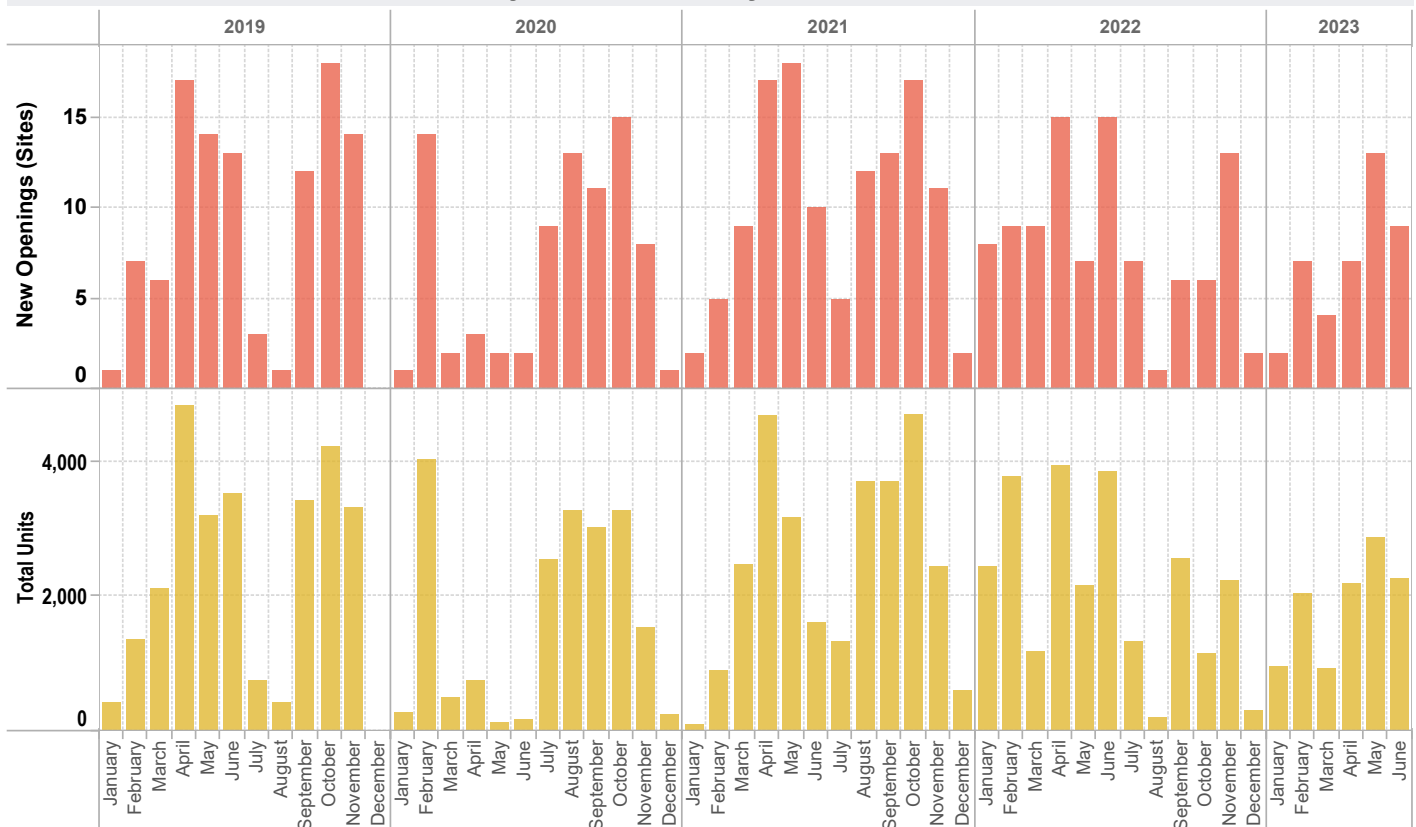
New Openings

June 2022 - New Project Launches

Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
9Hundred Signature Residences - Tower 1 - Harhay Developments	Etobicoke	2023-06-01	161	76	85	\$910
9Hundred Signature Residences - Tower 2 - Harhay Developments	Etobicoke	2023-06-01	225	112	113	\$964
Bravo - East Tower - Menkes and QuadReal Property Group	Vaughan	2023-06-06	564	185	379	\$1,201
Kingside Residences - Altree Developments	Scarborough	2023-06-08	117	44	73	\$1,315
UnionCity - Tower 3 - Metropia	Markham	2023-06-14	413	340	73	\$1,256
Highmark - Building A - Highmark Homes	Pickering	2023-06-17	108	45	63	\$1,121
Highmark - Building B - Highmark Homes	Pickering	2023-06-17	155	65	90	\$1,093
Leaside - North Tower - Emblem Developments and Core Development Group	East York	2023-06-21	109	0	109	\$1,573
Thompson Towers - Spring - Tower 1 - Greenpark Group and Trinity Point Developments	Milton	2023-06-21	277	0	277	\$1,044
Grand Total			2,129	867	1,262	\$1,187

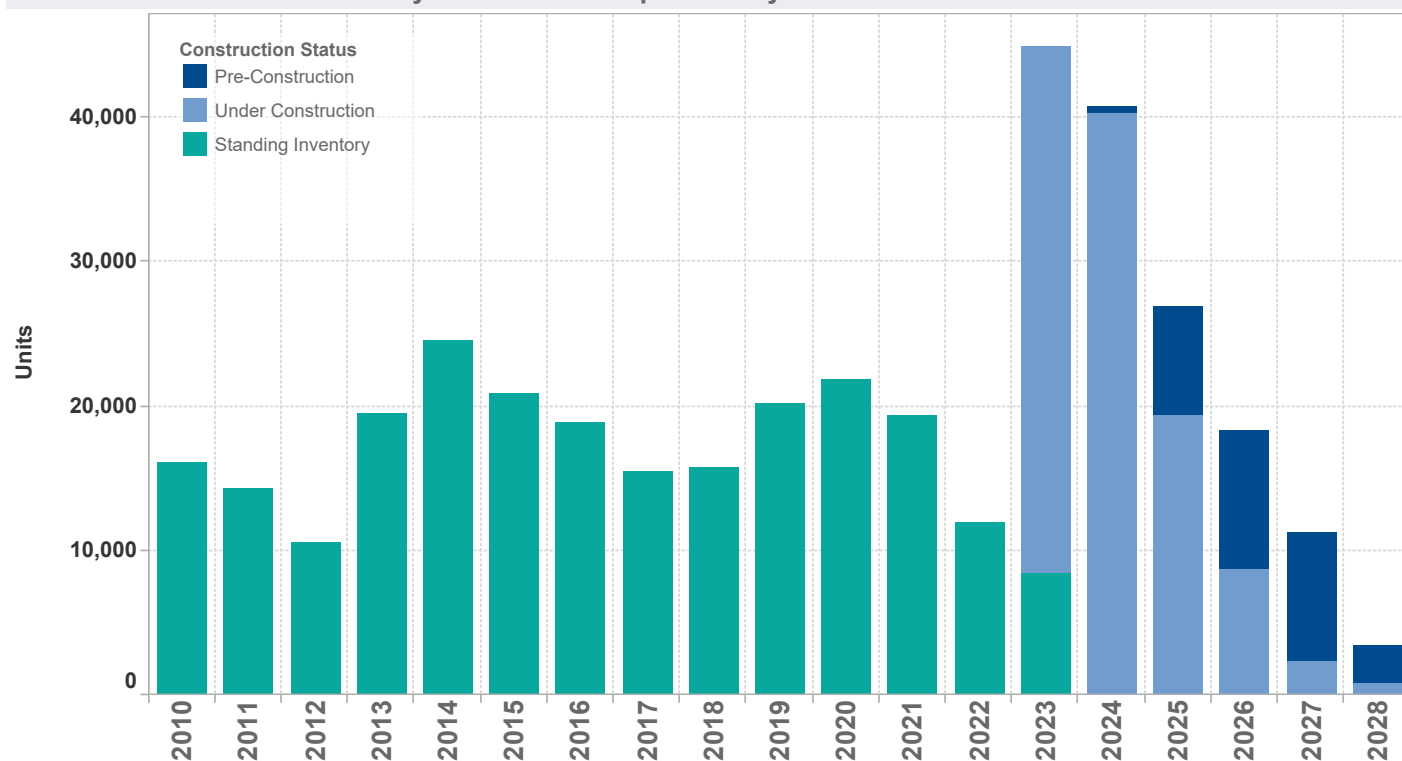
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

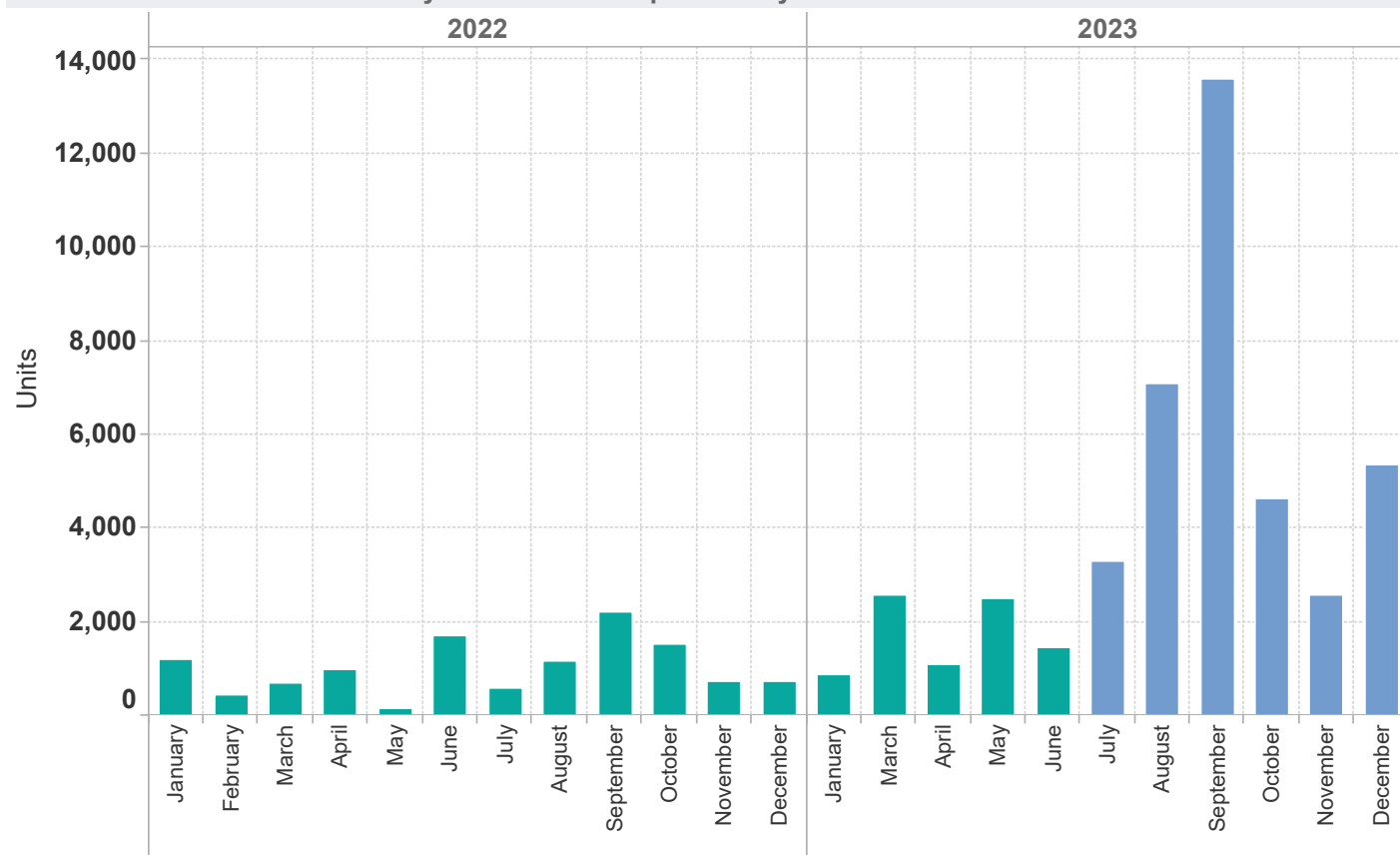


Scheduled Completions

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	2023						Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
Metropia	0	0	0	393	436	351	1180	15.5%
Daniels Corporation	12	14	44	30	187	242	529	7.0%
Centrecourt Developments Inc.					422	83	505	6.7%
Gupta Group	0	0	100	269	57	6	432	5.7%
Mattamy Homes	18	21	11	17	181	155	403	5.3%
Capital Developments	31	266	37	29	24	11	398	5.2%
Almadev	3	2	324	31	2	5	367	4.8%
Graywood Developments	214	27	6	2	9	11	269	3.5%
Menkes	0	4	7	2	2	185	200	2.6%
Harhay Developments						188	188	2.5%
QuadReal Property Group	0	0	0	0	0	185	185	2.4%
Tridel	9	27	47	31	48	14	176	2.3%
Great Gulf	13	110	18	10	3	0	154	2.0%
Diamond Kilmer Developments	0	0	0	0	130	20	150	2.0%
Remington Group	2	8	18	72	39	8	147	1.9%
Westdale Properties	40	39	11	21	24	12	147	1.9%
DREAM	10	107	18	6	1	0	142	1.9%
Marlin Spring	3	77	16	16	8	22	142	1.9%
Emblem Developments	0	0	0	0	120	15	135	1.8%
ADI Development Group	2	5	2	91	15	5	120	1.6%
Fieldgate Homes	33	22	1	19	24	11	110	1.4%
inCan Developments					71	39	110	1.4%
Highmark Homes						110	110	1.4%
Chestnut Hill Developments	20	18	15	14	14	7	88	1.2%
Greenpark Group	2	8	20	46	2	10	88	1.2%
Total (All 191 Builders)	452	765	945	1,379	2,091	1,957	7,589	

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	2022						2023						Total	Market Share %
	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.		
Metropia	0	0	0	0	4	0	0	0	0	393	436	351	1,184	9.1%
Capital Developments	0	0	0	478	46	44	31	266	37	29	24	11	966	7.4%
Daniels Corporation	80	19	14	215	19	19	12	14	44	30	187	242	895	6.9%
Mattamy Homes	10	0	20	29	243	21	18	21	11	17	181	155	726	5.6%
Reserve Properties	14	0	0	478	44	47	31	20	2	2	0	4	642	4.9%
Westdale Properties	122	24	42	52	218	24	40	39	11	21	24	12	629	4.8%
Centrecourt Developments Inc.											422	83	505	3.9%
Tridel	10	14	10	226	20	14	9	27	47	31	48	14	470	3.6%
Gupta Group	0	0	0	0	0	0	0	0	100	269	57	6	432	3.3%
Plaza	285	46	19	5	6	0	0	0	29	20	4	2	416	3.2%
Great Gulf	88	19	10	29	56	37	13	110	18	10	3	0	393	3.0%
Almadev	0	0	0	5	8	2	3	2	324	31	2	5	382	2.9%
DREAM	87	19	10	29	56	35	10	107	18	6	1	0	378	2.9%
Remington Group	122	8	60	11	14	10	2	8	18	72	39	8	372	2.9%
Menkes	126	2	5	6	3	2	0	4	7	2	2	185	344	2.6%
Canderel Residential	101	100	71	38	14	3	2	0	0	3	1	0	333	2.6%
Fieldgate Homes	0	1	0	0	201	17	33	22	1	19	24	11	329	2.5%
Chestnut Hill Developments	0	1	0	0	229	10	20	18	15	14	14	7	328	2.5%
Diamond Corp	144	25	29	17	7	6	2	8	17	5	12	31	303	2.3%
Parallax Development Corporation	107	24	38	52	16	6	9	22	11	2	0	0	287	2.2%
Graywood Developments	5	2	3	3	1	0	214	27	6	2	9	11	283	2.2%
Marlin Spring	24	12	13	7	66	15	3	77	16	16	8	22	279	2.1%
Tribute Communities	28	6	6	110	22	10	4	13	6	10	1	3	219	1.7%
Harhay Developments												188	188	1.4%
QuadReal Property Group	0	0	0	0	0	0	0	0	0	0	0	185	185	1.4%
Total (All 203 Builders)	1,358	385	420	1,636	1,243	411	452	765	945	1,379	2,091	1,957	13,042	

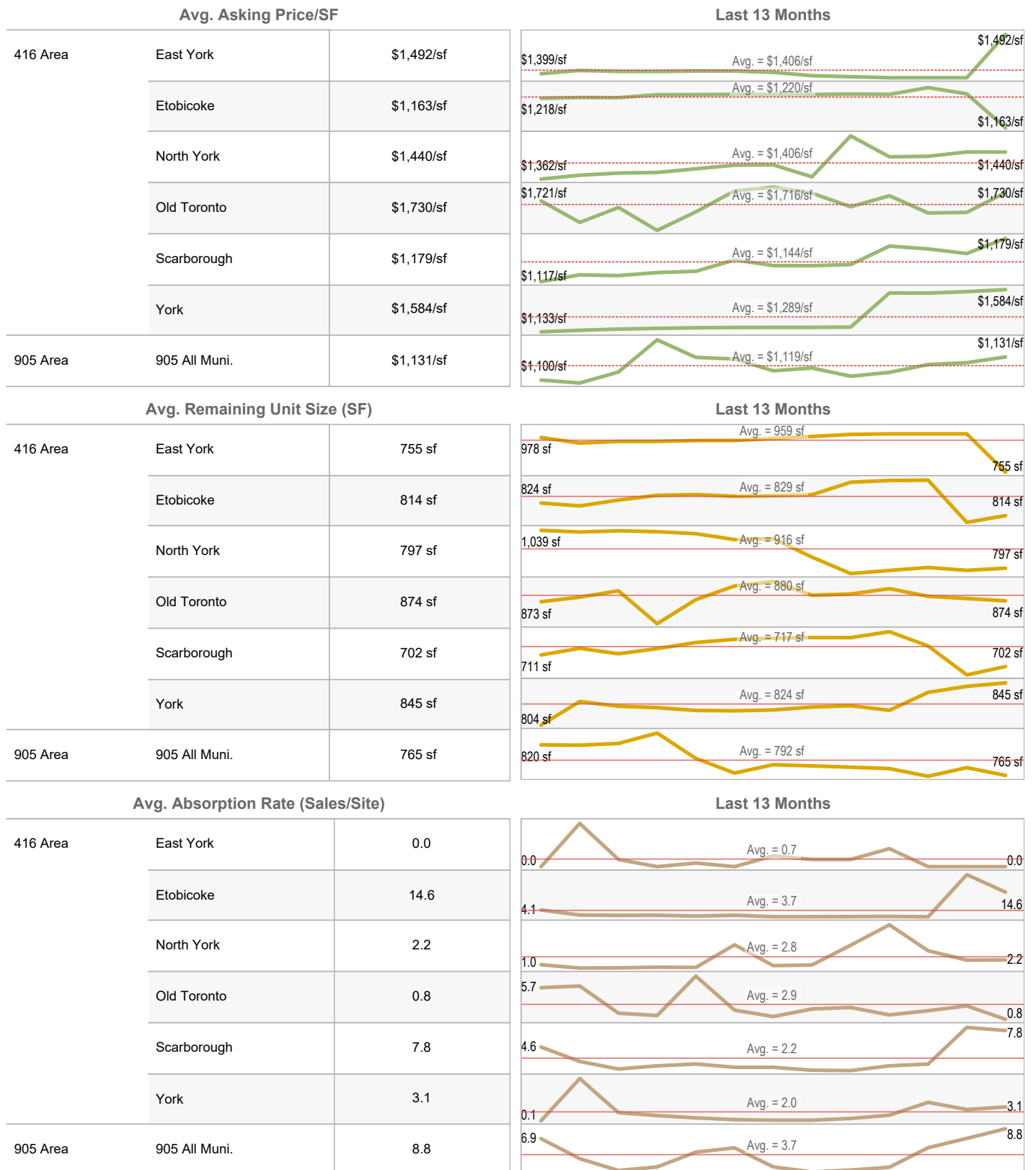
Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Unit Type	2023 June
UnionCity - Tower 3 - Metropia	Markham	Apartment	1 Bedroom	34
			1 Bedroom + Den	204
			2 Bedroom	80
			Penthouse	0
			Studio	22
			Total	340
Kith Condominium - Daniels Corporation	Mississauga	Apartment	1 Bedroom	80
			1 Bedroom + Den	19
			3 Bedroom & Up	1
			2 Bedroom	73
			Studio	20
			Total	193
Bravo - East Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	64
			1 Bedroom + Den	27
			2 Bedroom	74
			Studio	20
			Total	185
9Hundred Signature Residences - Tower 2 - Harhay Developments	Etobicoke	Apartment	1 Bedroom	36
			1 Bedroom + Den	45
			2 Bedroom + Den	9
			3 Bedroom & Up	1
			2 Bedroom	21
			Total	112
Mile & Creek - Building D - Mattamy Homes	Milton	Apartment	1 Bedroom	20
			1 Bedroom + Den	57
			2 Bedroom + Den	2
			3 Bedroom & Up	1
			2 Bedroom	8
			Total	88
Kipling Station - Centrecourt Developments Inc.	Etobicoke	Apartment	1 Bedroom	7
			1 Bedroom + Den	35
			3 Bedroom & Up	20
			2 Bedroom	19
			Studio	2
			Total	83

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	June 2022			June 2023		
		Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	• 1		• 1	• 1		• 1
Central Waterfront	Old Toronto	• 0		• 0	• 1		• 1
Don Mills - York Mills	North York	• 5	• 0	• 5	• 0	• 0	• 0
Downtown Core	Old Toronto	• 4		• 4	• 11		• 11
Downtown East	Old Toronto	● 146		● 146	● 53		● 53
Downtown West	Old Toronto	● 469		● 469	• 6		• 6
Etobicoke Waterfront	Etobicoke	• 4		• 4	• 2		• 2
Highway7 - Yonge	Markham	• 0		• 0			
	Richmond Hill	• 0	• 1	• 1	• 0	• 0	• 0
Mississauga City Centre	Mississauga	• 34		• 34	• 1		• 1
North Toronto	Old Toronto	• 4	• 1	• 5	• 1	• 0	• 1
North Yonge Corridor	North York	• 1	• 0	• 1	• 26		• 26
North York East	North York	• 0		• 0	• 0		• 0
North York West	North York	• 8	• 0	• 8	● 61	• 1	● 62
Not Applicable	Ajax				● 51		● 51
	Aurora		• 0	• 0		• 0	• 0
	Brampton	● 487	• 4	● 491	• 11	• 39	• 50
	Burlington	• 48		• 48	• 22		• 22
	Caledon				• 0		• 0
	Clarington	• 4		• 4	• 0		• 0
	East York	• 0	• 0	• 0	• 0	• 0	• 0
	Etobicoke	• 61		• 61	● 276		● 276
	Georgina	• 0		• 0	• 0		• 0
	Halton Hills	• 2		• 2	• 0		• 0
	King	• 0		• 0	• 2		• 2
	Markham	• 3	• 5	• 8	● 398	• 0	● 398
	Milton	• 10		• 10	• 144		• 144
	Mississauga	• 67	• 0	• 67	● 238	• 1	● 239
	Newmarket	• 0	• 8	• 8	• 0		• 0
	Oakville	• 25		• 25	• 54		• 54
	Old Toronto	• 3		• 3	• 1		• 1
	Oshawa	• 2		• 2	• 0		• 0
	Pickering	• 0	• 42	• 42	● 120	• 0	● 120
	Richmond Hill		• 1	• 1		• 1	• 1
	Scarborough	• 64	• 0	• 64	• 132	• 0	• 132
	Vaughan	• 21	• 0	• 21	● 224	• 2	● 226
	Whitby	• 0		• 0	• 6		• 6
	York	• 1	• 0	• 1	• 25	• 3	• 28
Sheppard Corridor	North York	• 23	• 0	• 23	• 12	• 0	• 12
Thornhill	Markham	• 0		• 0	• 0		• 0
	Vaughan	• 9		• 9	• 0		• 0
Toronto East	Old Toronto	• 9		• 9	• 9		• 9
Toronto West	Old Toronto	● 180	• 0	● 180	• 20	• 0	• 20
Yonge - St. Clair	Old Toronto	• 1	• 0	• 1	• 2	• 0	• 2
Grand Total		● 1,696	• 62	● 1,758	● 1,910	• 47	● 1,957

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales					Remaining Inventory		
SubMarket	Municipality	Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	323		323	549		549
Central Waterfront	Old Toronto	9		9	494		494
Don Mills - York Mills	North York	8	3	11	83	23	106
	Old Toronto						
Downtown Core	Old Toronto	1,119		1,119	531		531
Downtown East	Old Toronto	1,131		1,131	1,400		1,400
Downtown West	Old Toronto	576		576	746		746
Etobicoke Waterfront	Etobicoke	14		14	21		21
Highway7 - Yonge	Markham	1		1			
	Richmond Hill	5	0	5	11	23	34
Mississauga City Centre	Mississauga	66		66	103		103
North Toronto	North York						
	Old Toronto	235	0	235	348	4	352
North Yonge Corridor	North York	871	2	873	614		614
	Old Toronto						
North York East	North York	0		0	0		0
North York West	North York	243	3	246	475	2	477
	Old Toronto						
	York						
Not Applicable	Ajax	51		51	42		42
	Aurora		0	0		0	0
	Brampton	135	169	304	458	209	667
	Burlington	166		166	103		103
	Caledon	40		40	118		118
	Clarington	3		3	19		19
	East York	27	0	27	163	0	163
	Etobicoke	765		765	807		807
	Georgina	0		0	4		4
	Halton Hills	14		14	43		43
	King	3		3	17		17
	Markham	1,672	1	1,673	427	10	437
	Milton	463		463	532		532
	Mississauga	918	24	942	872	6	878
	Newmarket	1		1	46		46
	North York						
	Oakville	603		603	527		527
	Old Toronto	349		349	183		183
	Oshawa	12		12	94		94
	Pickering	641	64	705	812	22	834
	Richmond Hill		8	8		7	7
	Scarborough	374	0	374	554	3	557
	Uxbridge						
	Vaughan	289	23	312	971	48	1,019
	Whitby	67		67	96		96
	Whitchurch-Stouffville						
	York	140	77	217	324	7	331
Scarborough City Centre	Scarborough						
Sheppard Corridor	North York	405	4	409	277	3	280
Thornhill	Markham	1		1	28		28
	Vaughan	0		0	0		0
Toronto East	East York						
	Old Toronto	62		62	373		373
Toronto West	Old Toronto	552	0	552	638	1	639
Yonge - St. Clair	Old Toronto	309	1	310	246	6	252
Grand Total		12,663	379	13,042	14,149	374	14,523



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