



AltusGroup



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of July 2023

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-23		Jul-22		Change
High Rise	828		1,358		-39.0%
Low Rise	362		95		281.1%
Total	1,190		1,453		-18.1%
Year to Date Sales	Jan.-Jul. 2023		Jan.-Jul. 2022		Y/Y Change
High Rise	8,331		17,073		-51.2%
Low Rise	3,858		3,463		11.4%
Total	12,189		20,536		-40.6%
Year to Date Supply	Jan.-Jul. 2023		Jan.-Jul. 2022		Y/Y Change
High Rise	12,255		18,501		-33.8%
Low Rise	4,270		4,209		1.4%
Total	16,525		22,710		-27.2%
Year to Date Completions	Jan.-Jul. 2023		Jan.-Jul. 2022		Y/Y Change
High Rise	11,131		5,699		95.3%
Remaining Inventory	Jul-23	Jun-23	Jul-22	M/M Change	Y/Y Change
High Rise	14,615	14,635	9,951	-0.1%	46.9%
Low Rise	2,068	1,884	1,515	9.8%	36.5%
Total	16,683	16,519	11,466	1.0%	45.5%
Benchmark Price	Jul-23	Jun-23	Jul-22	M/M Change	Y/Y Change
High Rise	\$1,084,768	\$1,090,494	\$1,191,716	-0.5%	-9.0%
Low Rise	\$1,673,696	\$1,716,467	\$1,933,912	-2.5%	-13.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	7	382	376	119	
High Rise Units	1,116	96,539	106,985	27,832	
% Sold*	14%	85%	93%	58%	
Low Rise Projects	8	194			
Low Rise Units	355	21,030			
% Sold*	37%	90%			

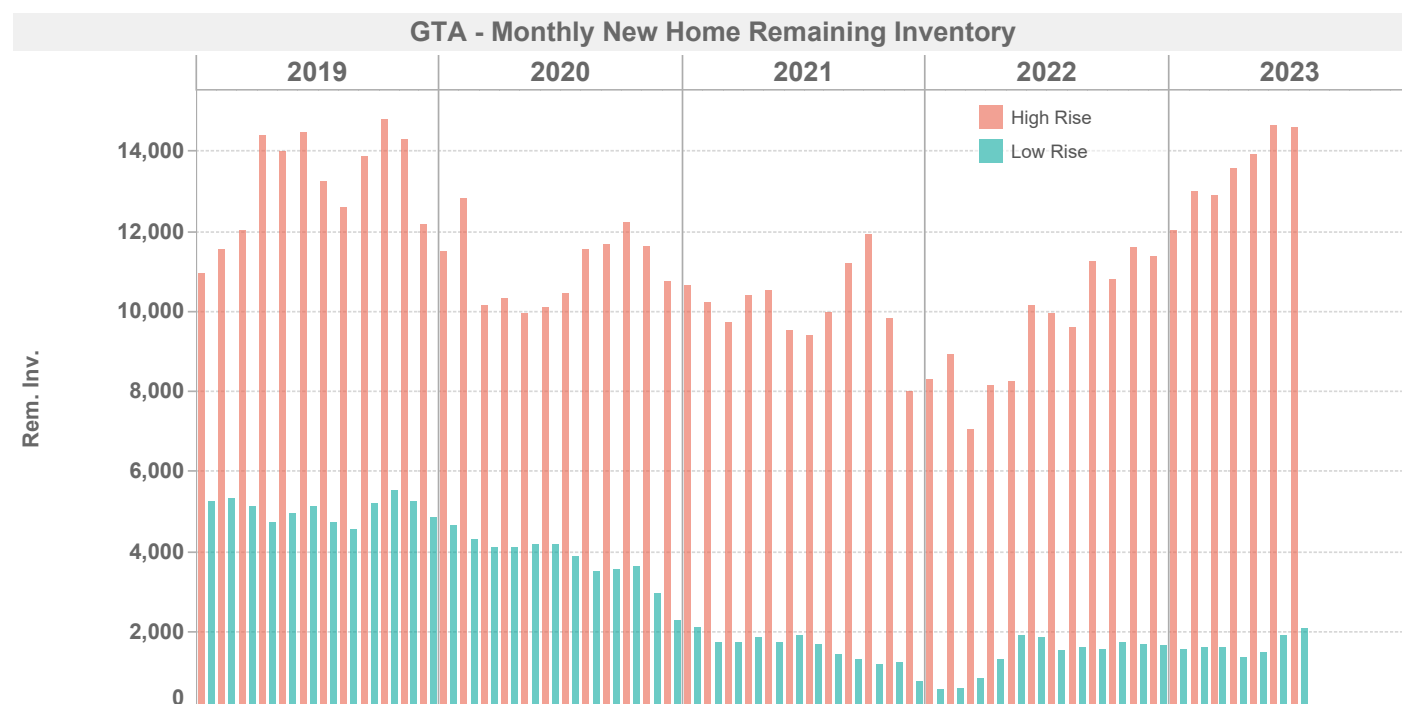
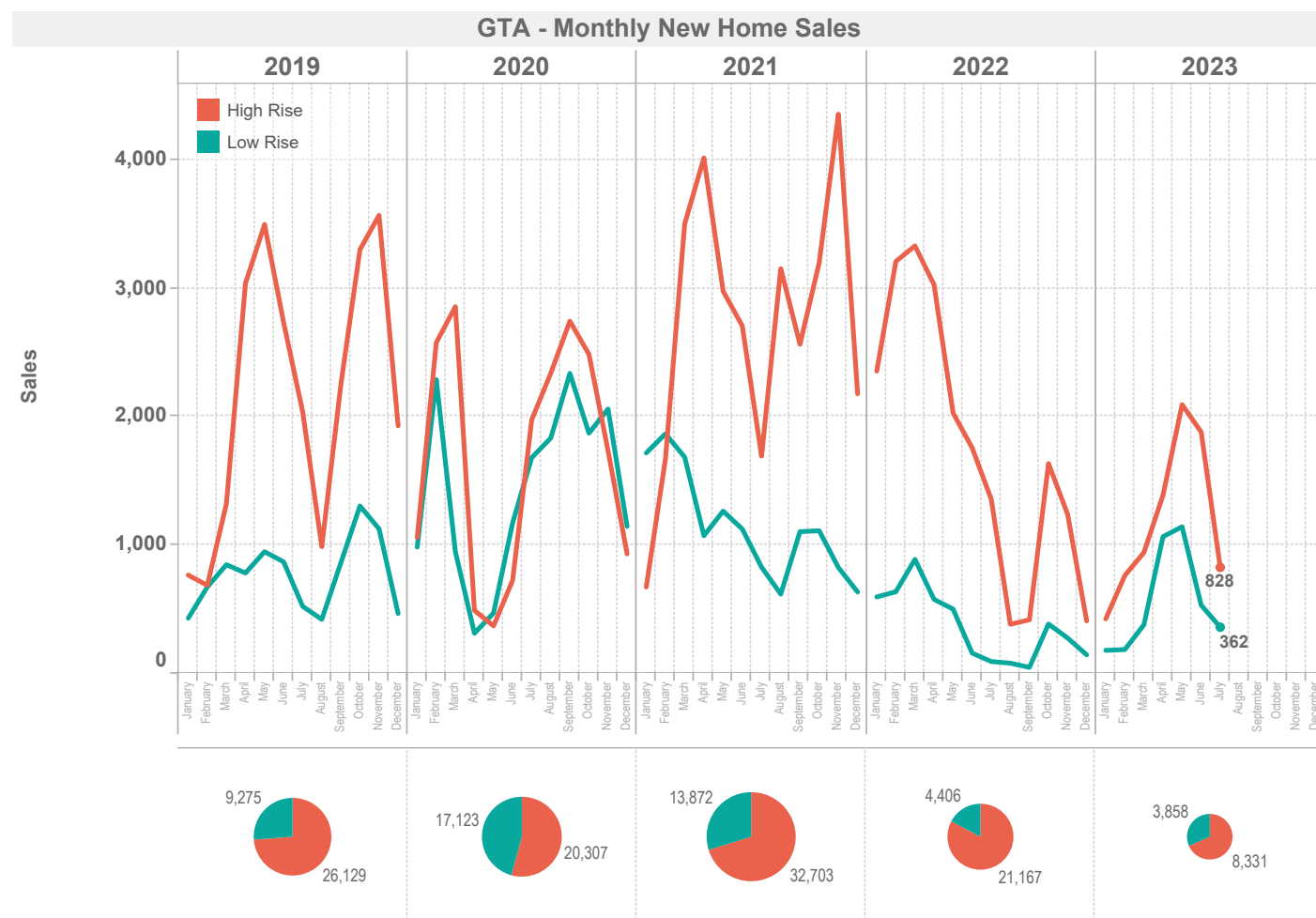
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

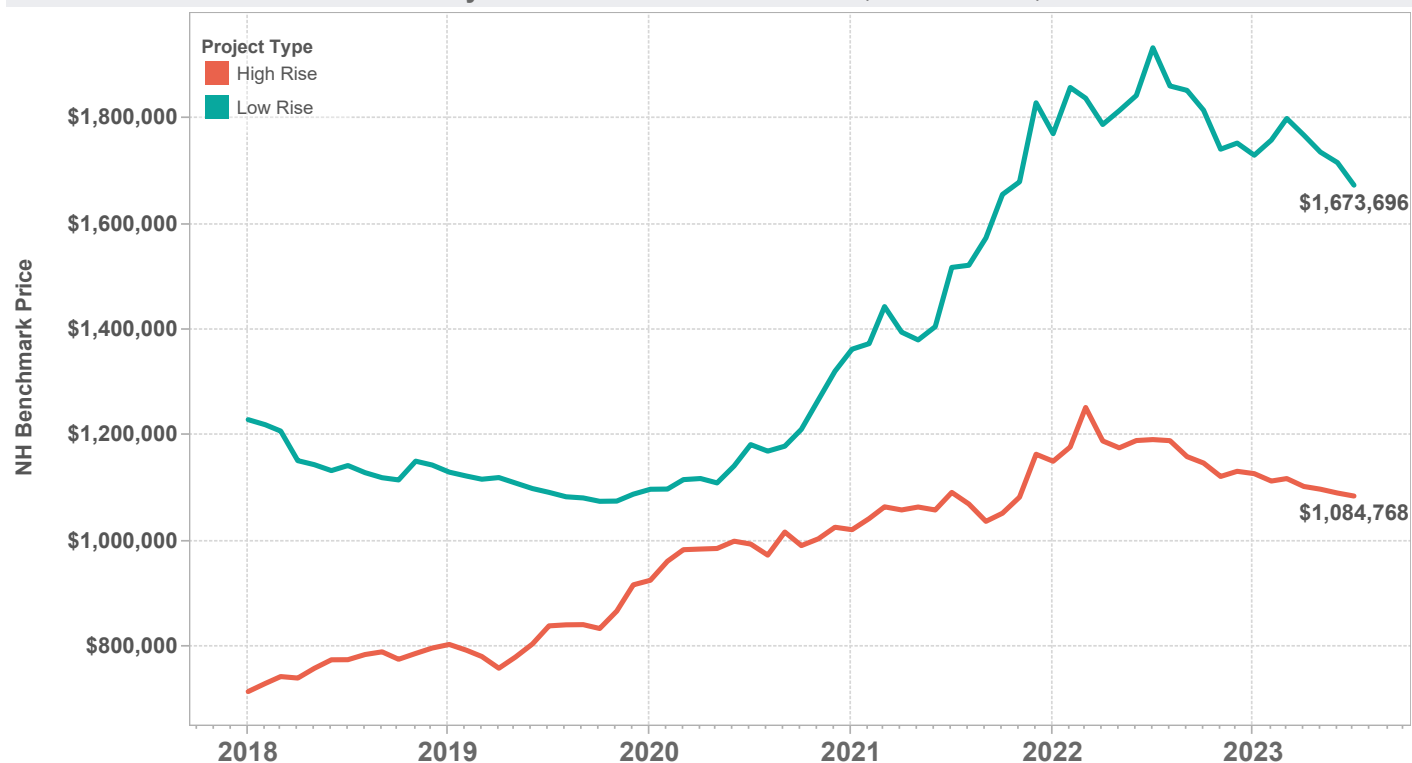
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

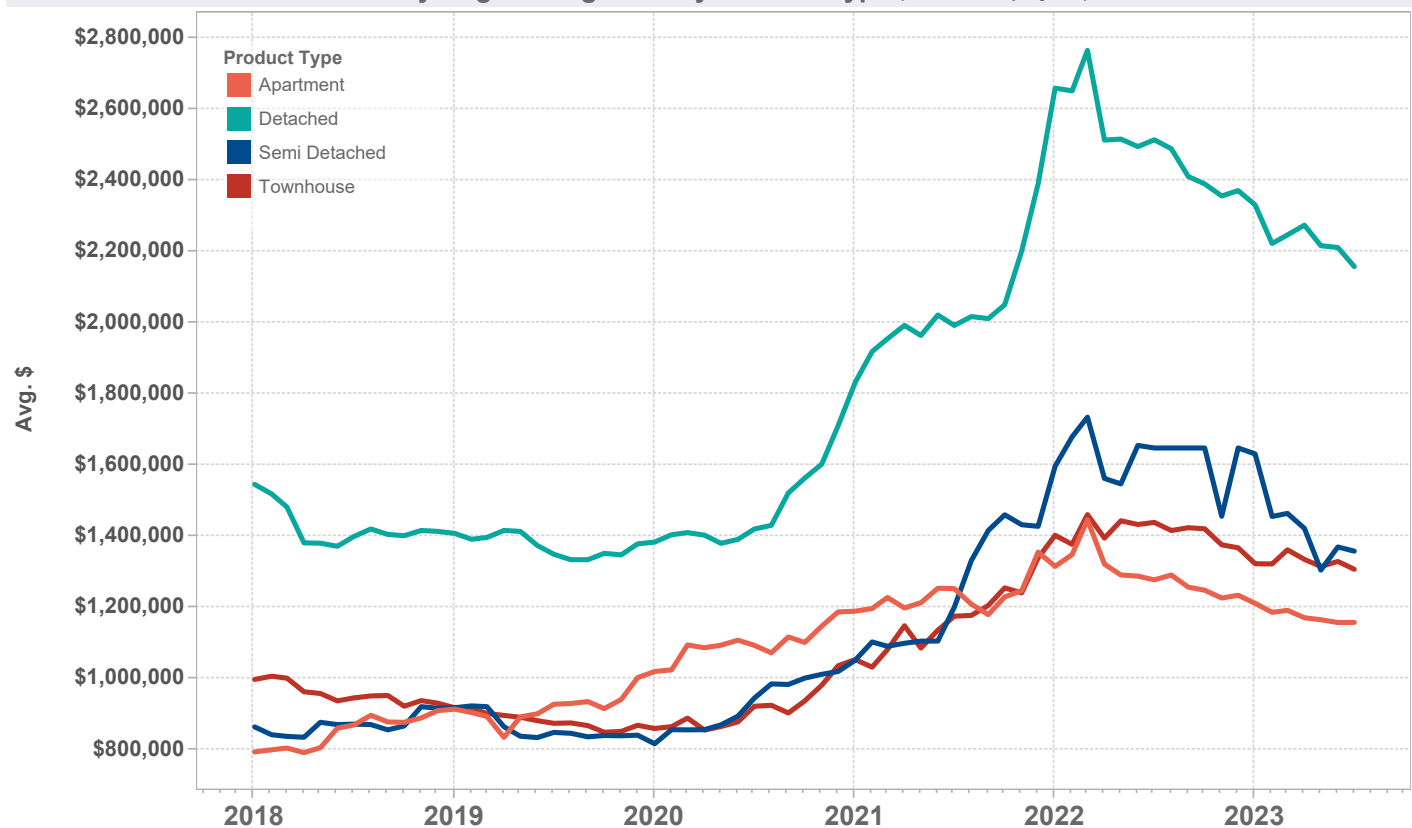


Pricing

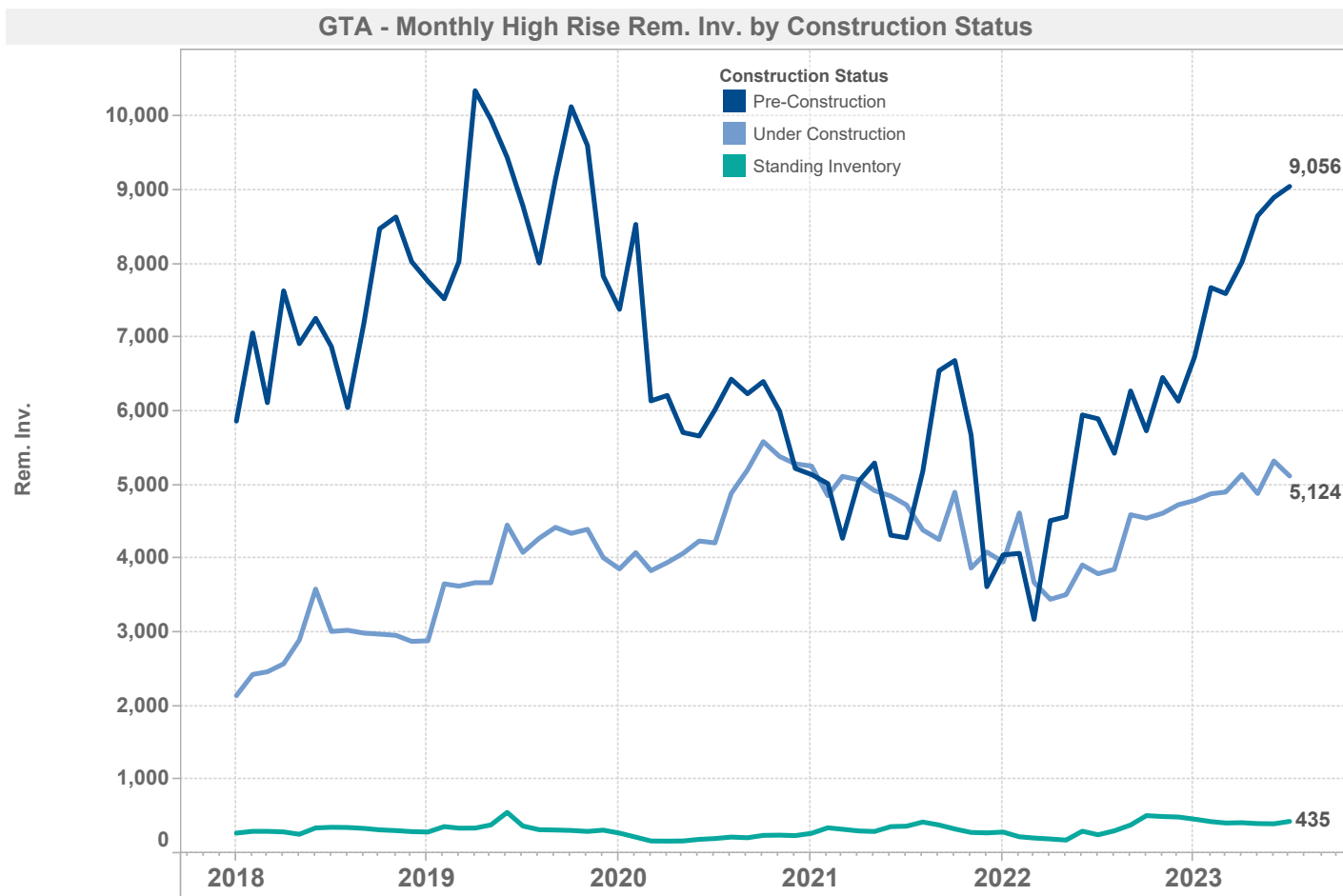
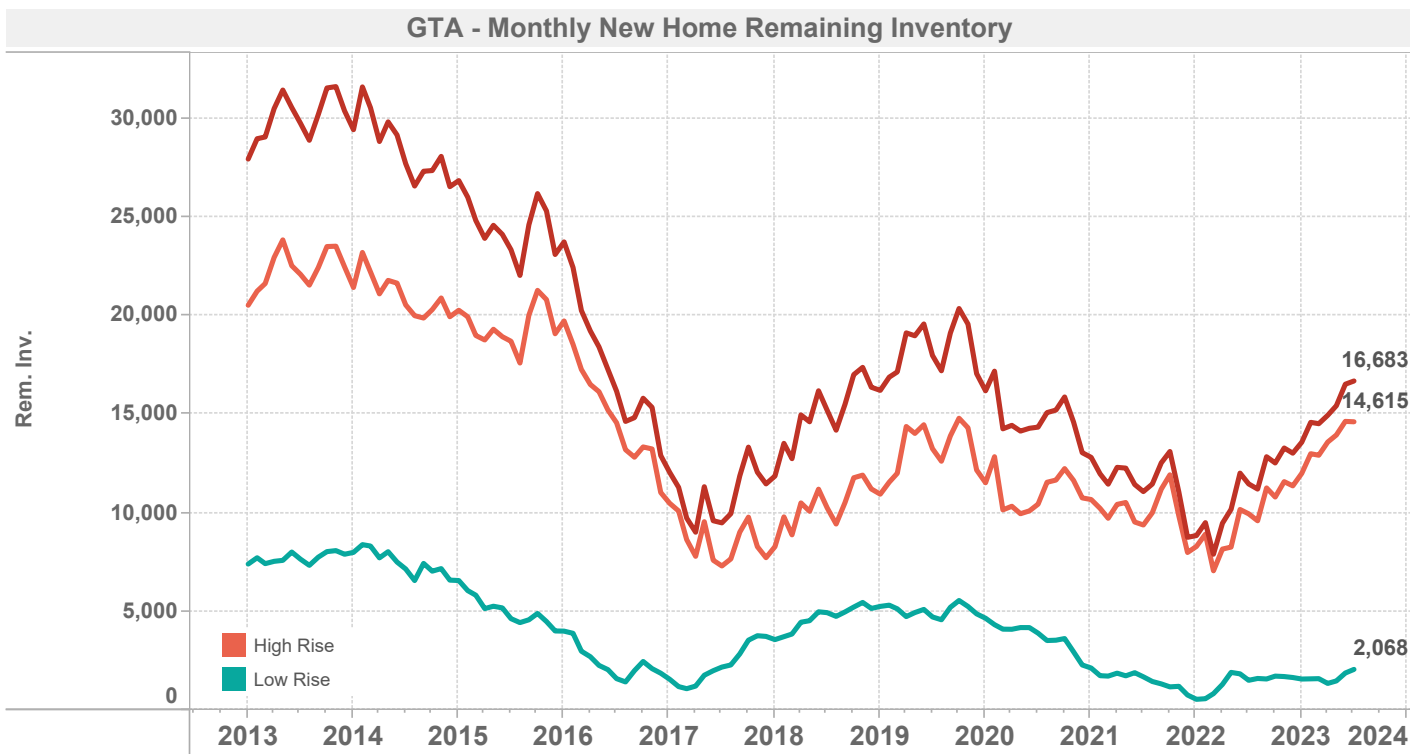
Monthly New Home Benchmark Price (excludes extremes)



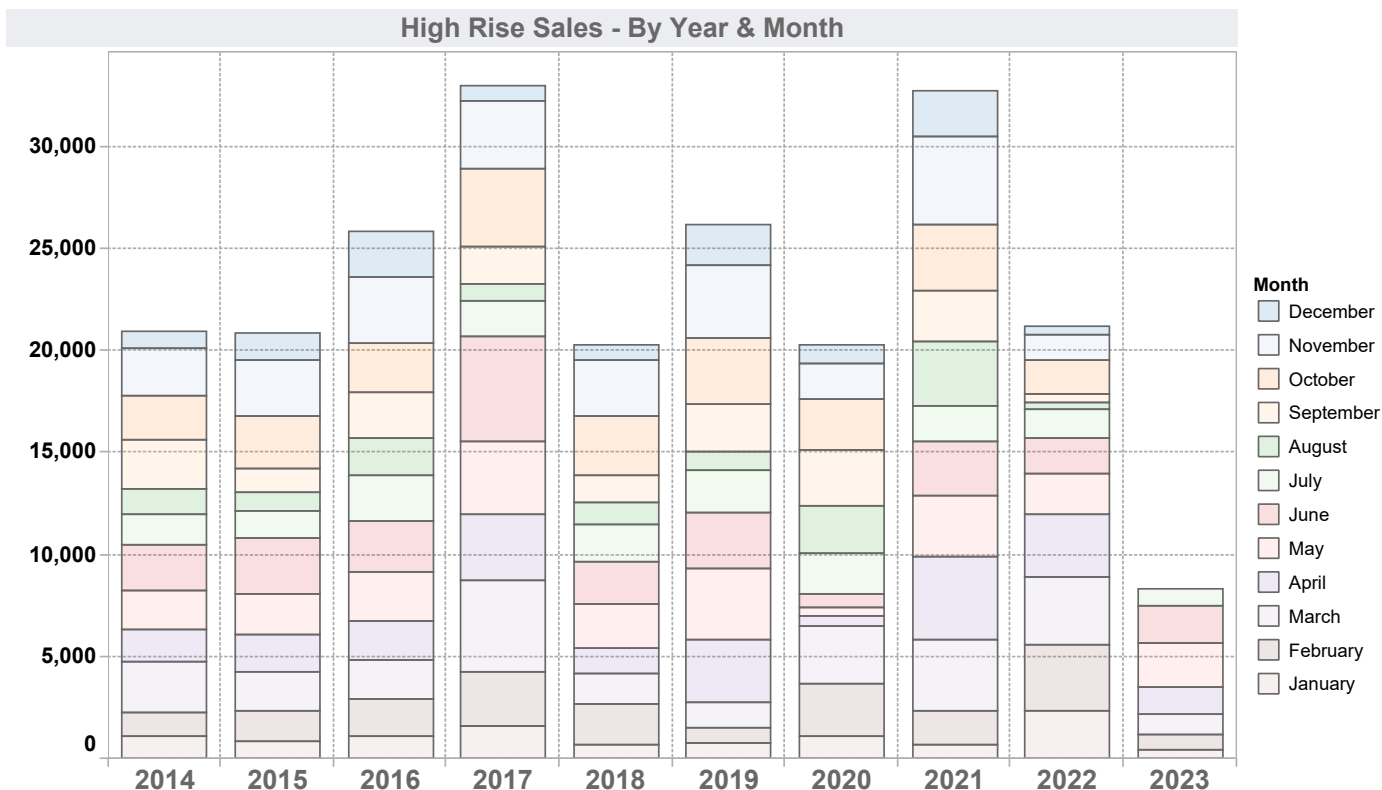
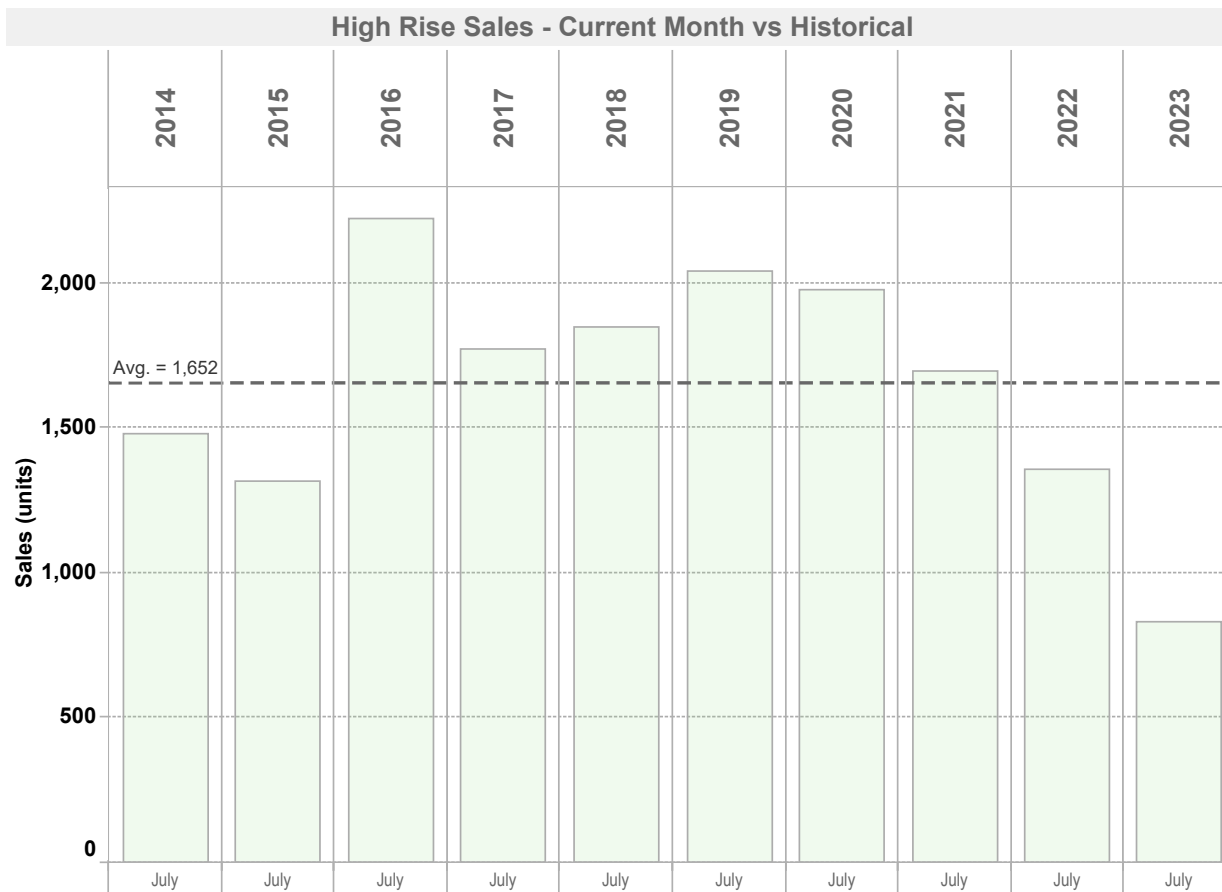
Monthly Avg. Asking Price by Product Type (includes all projects)



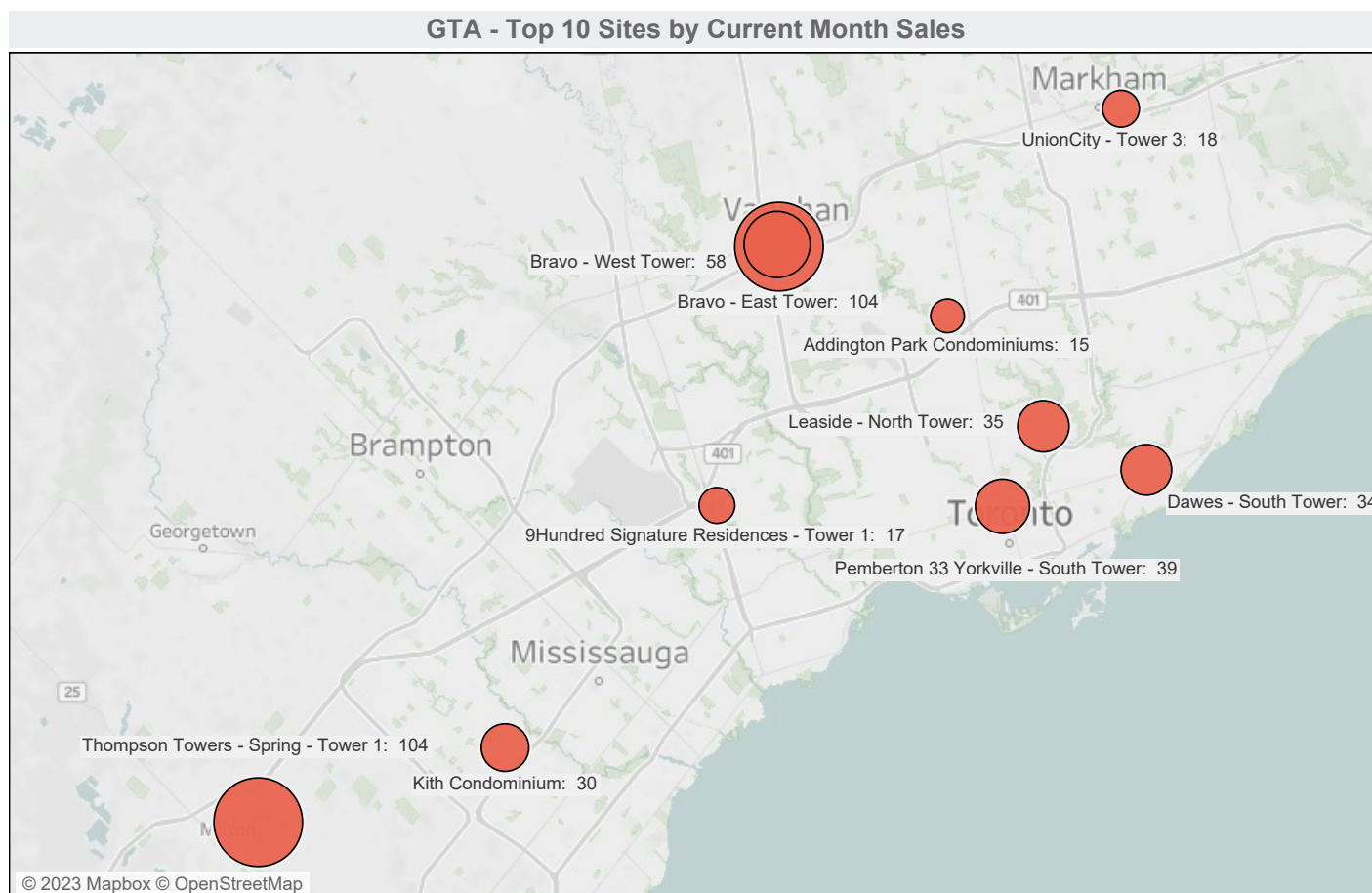
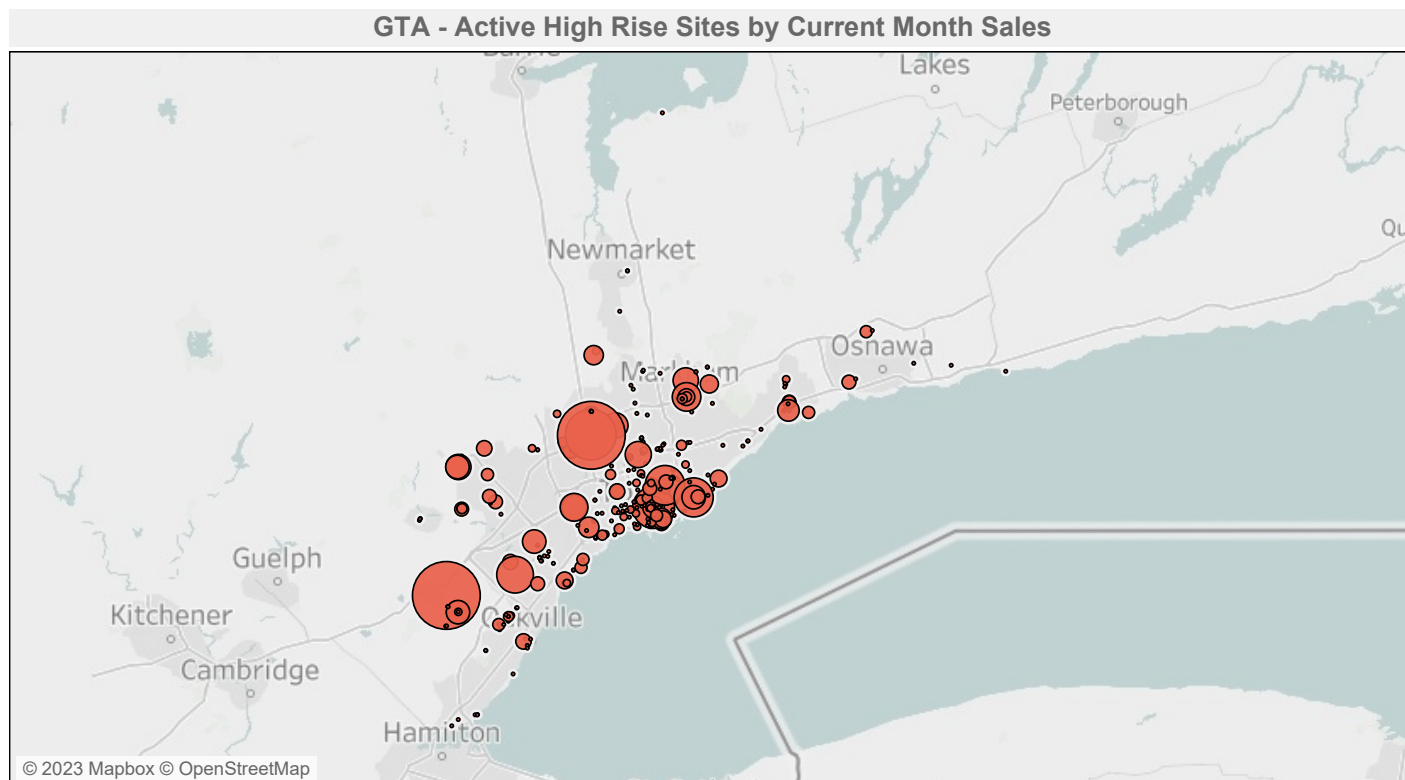
Remaining Inventory



Historical Sales Comparison



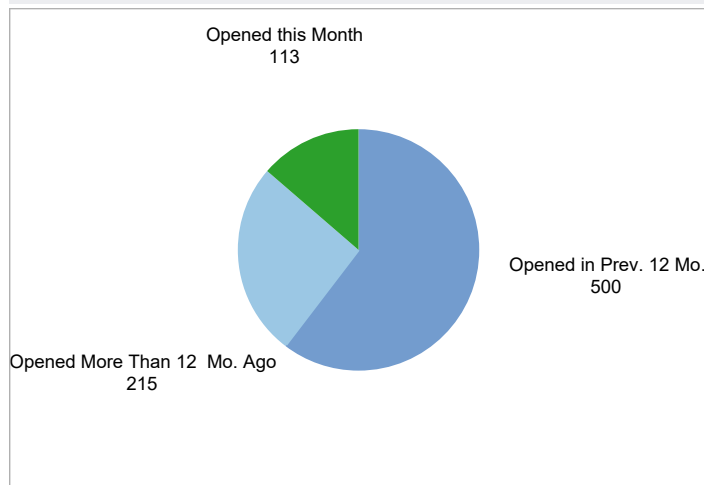
Current Sites



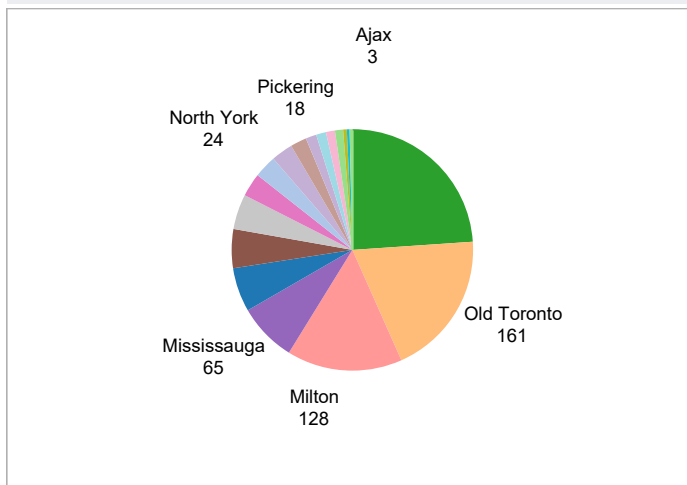
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

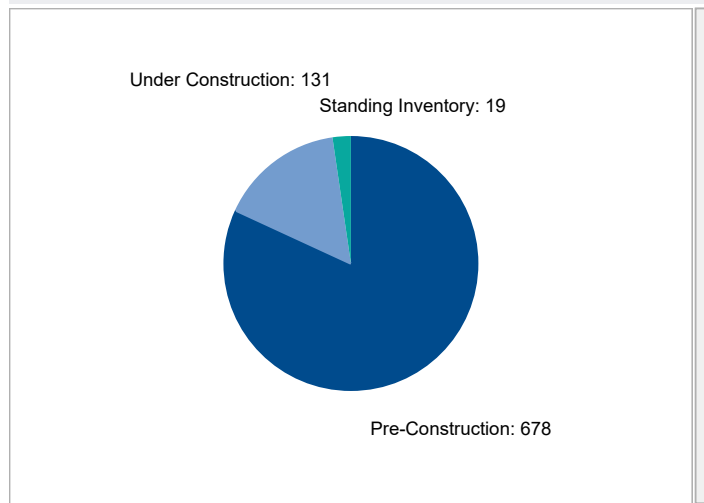
Sales by Opening Date



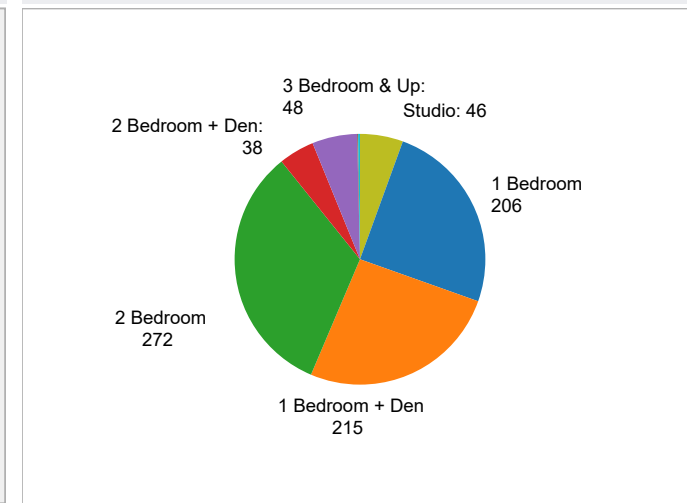
Sales by Municipality/Area



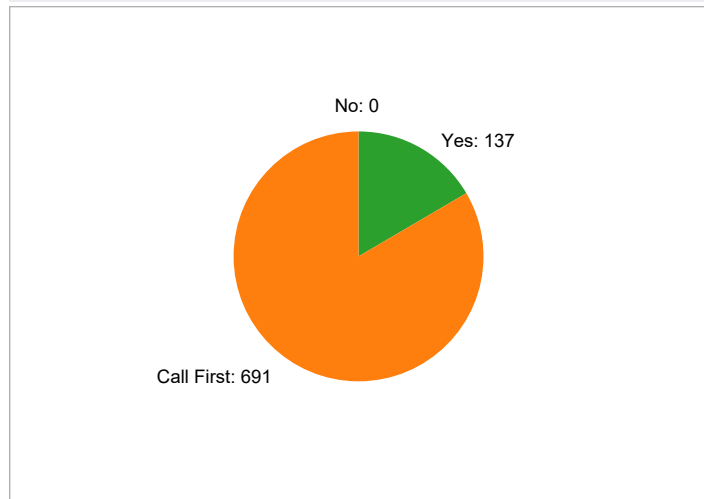
Sales by Const. Status



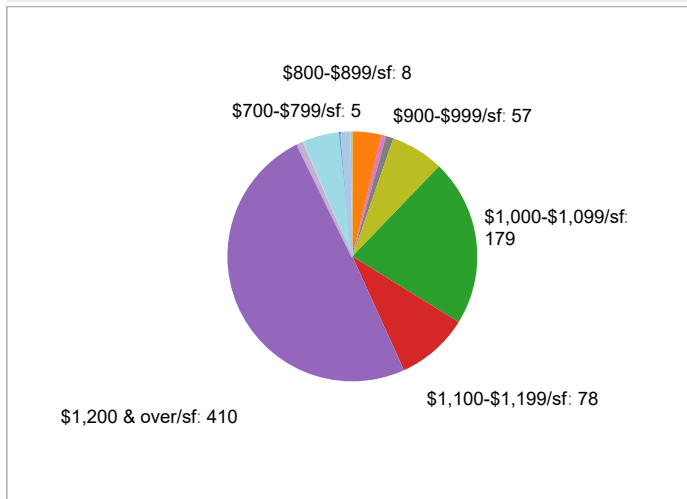
Sales by Unit Type



Sales by Sites with Broker Cooperation



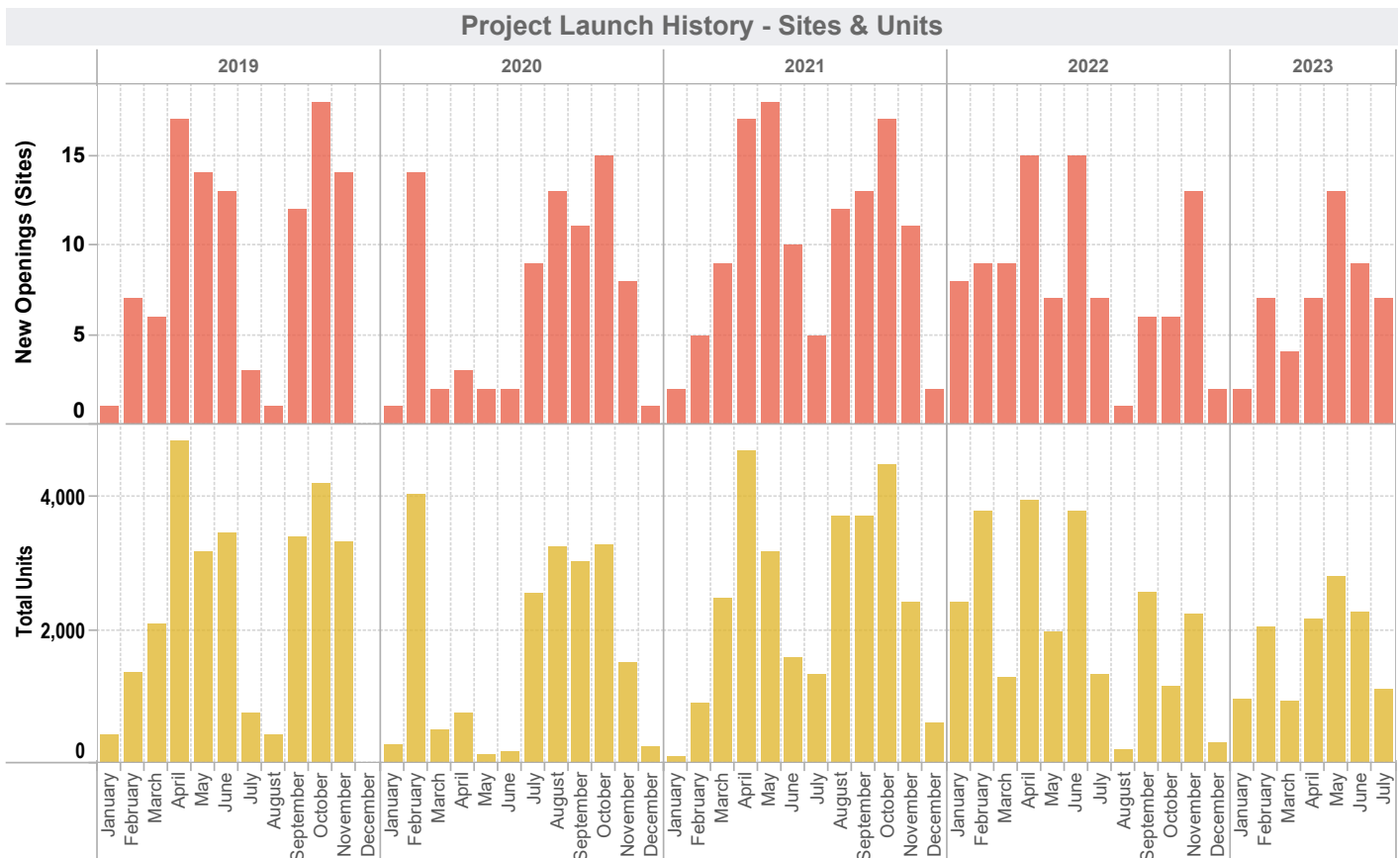
Sales by Price Range



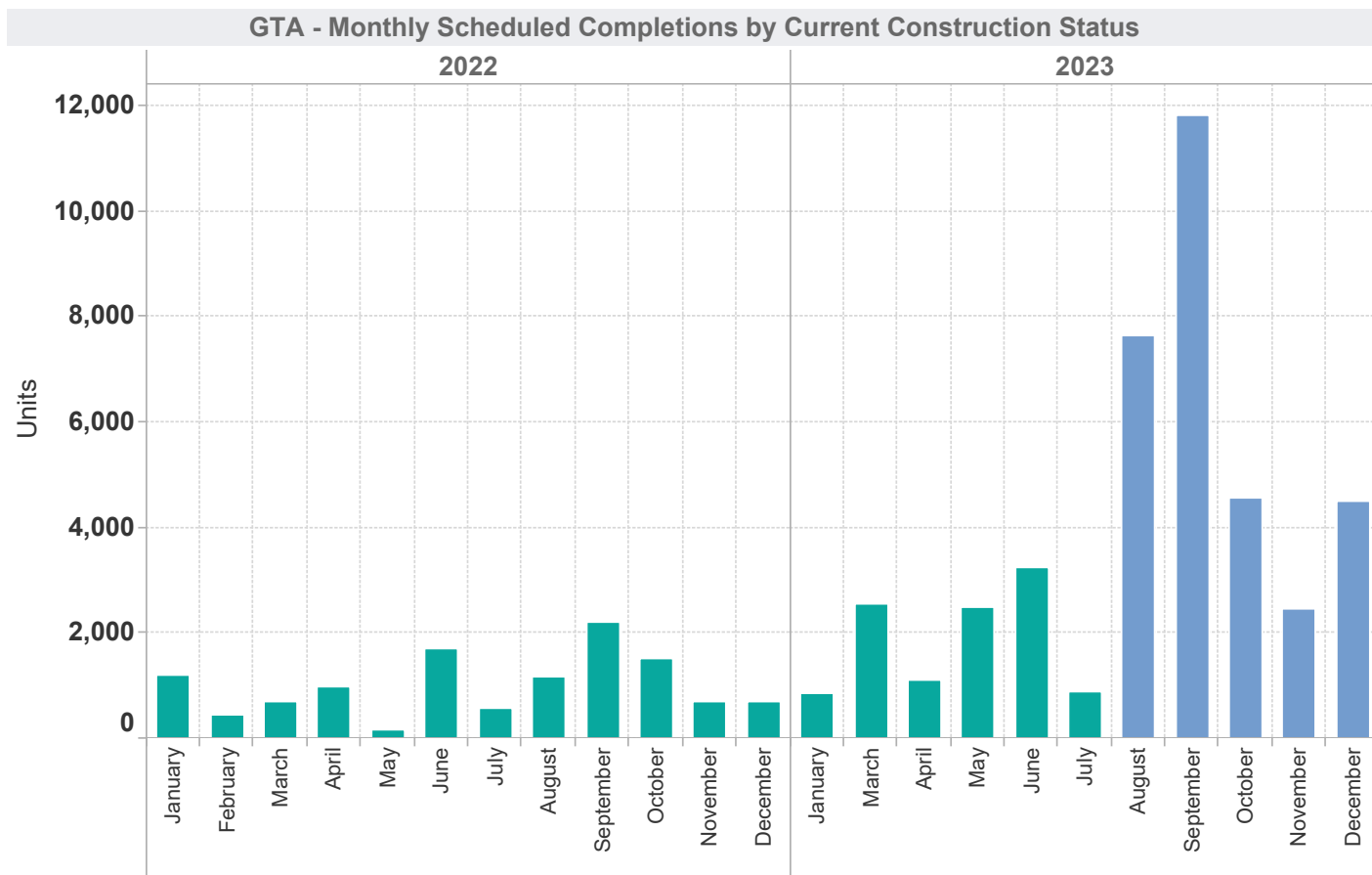
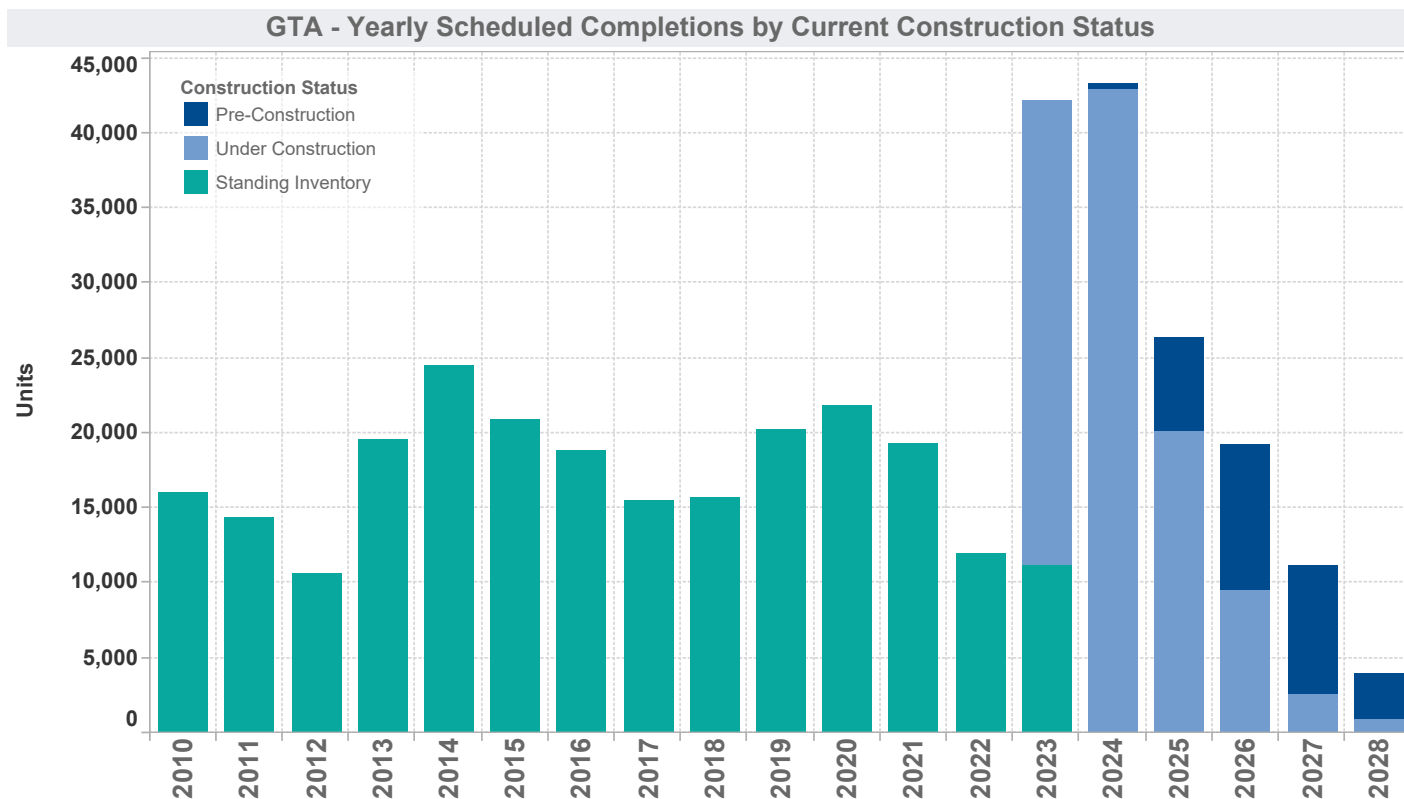
New Openings

July 2022 - New Project Launches						
Site Name	Municipality	Opening Date	No# of Units	Current Month Sales *	Rem Inv	Avg. Current PPF
46 on Main - Eringate Homes	Markham	2023-07-01	51	7	44	\$1,070
Bravo - West Tower - Menkes and QuadReal Property Group	Vaughan	2023-07-04	405	58	347	\$1,220
Social Urban Towns - Fernbrook Homes	Caledon	2023-07-12	72	12	60	\$578
Social Urban Towns - Zancor Homes	Caledon	2023-07-12	57	14	43	\$578
King Heights Residences - Aracon Homes Ltd.	King	2023-07-13	129	8	121	\$1,428
Citadel - Marydel Homes	Vaughan	2023-07-15	83	14	69	\$1,108
Privilla - 719 Sheppard Avenue West Ltd.	North York	2023-07-21	153	0	153	\$0
Grand Total			950	113	837	\$877

* 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	2023							Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.		
Metropia	0	0	0	393	436	336	26	1191	14.3%
Daniels Corporation	12	14	44	30	187	242	50	579	6.9%
Centrecourt Developments Inc.					422	29	9	460	5.5%
Gupta Group	0	0	100	269	57	6	2	434	5.2%
Mattamy Homes	18	21	11	17	181	155	28	431	5.2%
Capital Developments	31	266	37	29	24	11	3	401	4.8%
Almadev	3	2	324	31	2	5	3	370	4.4%
Menkes	0	4	7	2	2	185	167	367	4.4%
QuadReal Property Group	0	0	0	0	0	185	162	347	4.2%
Graywood Developments	189	27	6	2	9	11	0	244	2.9%
Harhay Developments						188	31	219	2.6%
Marlin Spring	3	77	16	16	8	22	60	202	2.4%
Greenpark Group	2	8	20	46	2	10	109	197	2.4%
Tridel	9	27	47	31	48	14	10	186	2.2%
Emblem Developments	0	0	0	0	120	15	41	176	2.1%
Great Gulf	13	110	18	10	7	0	2	160	1.9%
Diamond Kilmer Developments	0	0	0	0	130	20	4	154	1.8%
Westdale Properties	40	39	11	21	24	12	4	151	1.8%
Remington Group	2	8	18	72	39	8	2	149	1.8%
DREAM	10	107	18	6	1	0	0	142	1.7%
inCan Developments					71	39	14	124	1.5%
ADI Development Group	2	5	2	91	15	5	0	120	1.4%
Highmark Homes						110	7	117	1.4%
Fieldgate Homes	33	22	1	19	24	11	0	110	1.3%
Diamond Corp	2	8	17	5	12	31	28	103	1.2%
Total (All 202 Builders)	427	765	944	1,390	2,095	1,882	828	8,331	

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								Market Share %
	Aug.	Sep.	Oct	Nov	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Total	
Metropia	0	0	0	4	0	0	0	0	393	436	336	26	1,195	9.6%
Capital Developments	0	0	478	46	44	31	266	37	29	24	11	3	969	7.8%
Daniels Corporation	19	14	215	19	19	12	14	44	30	187	242	50	865	7.0%
Mattamy Homes	0	20	29	243	21	18	21	11	17	181	155	28	744	6.0%
Reserve Properties	0	0	478	44	47	31	20	2	2	0	4	7	635	5.1%
Westdale Properties	24	42	52	218	24	40	39	11	21	24	12	4	511	4.1%
Tridel	14	10	226	20	14	9	27	47	31	48	14	10	470	3.8%
Centrecourt Developments Inc.										422	29	9	460	3.7%
Gupta Group	0	0	0	0	0	0	0	100	269	57	6	2	434	3.5%
Menkes	2	5	6	3	2	0	4	7	2	2	185	167	385	3.1%
Almadev	0	0	5	8	2	3	2	324	31	2	5	3	385	3.1%
QuadReal Property Group	0	0	0	0	0	0	0	0	0	0	185	162	347	2.8%
Chestnut Hill Developments	1	0	0	229	10	20	18	15	14	14	10	10	341	2.7%
Fieldgate Homes	1	0	0	201	17	33	22	1	19	24	11	0	329	2.6%
Marlin Spring	12	13	7	66	15	3	77	16	16	8	22	60	315	2.5%
Great Gulf	19	10	29	56	37	13	110	18	10	7	0	2	311	2.5%
DREAM	19	10	29	56	35	10	107	18	6	1	0	0	291	2.3%
Greenpark Group	0	0	1	57	2	2	8	20	46	2	10	109	257	2.1%
Graywood Developments	2	3	3	1	0	189	27	6	2	9	11	0	253	2.0%
Remington Group	8	60	11	14	10	2	8	18	72	39	8	2	252	2.0%
Canderel Residential	100	71	38	14	3	2	0	0	3	1	0	2	234	1.9%
Harhay Developments											188	31	219	1.8%
Tribute Communities	6	6	110	22	10	4	13	6	10	1	3	3	194	1.6%
Diamond Corp	25	29	17	7	6	2	8	17	5	12	31	28	187	1.5%
Parallax Development Corporation	24	38	52	16	6	9	22	11	2	0	0	0	180	1.4%
Total (All 205 Builders)	385	420	1,636	1,242	411	427	765	944	1,390	2,095	1,882	828	12,425	

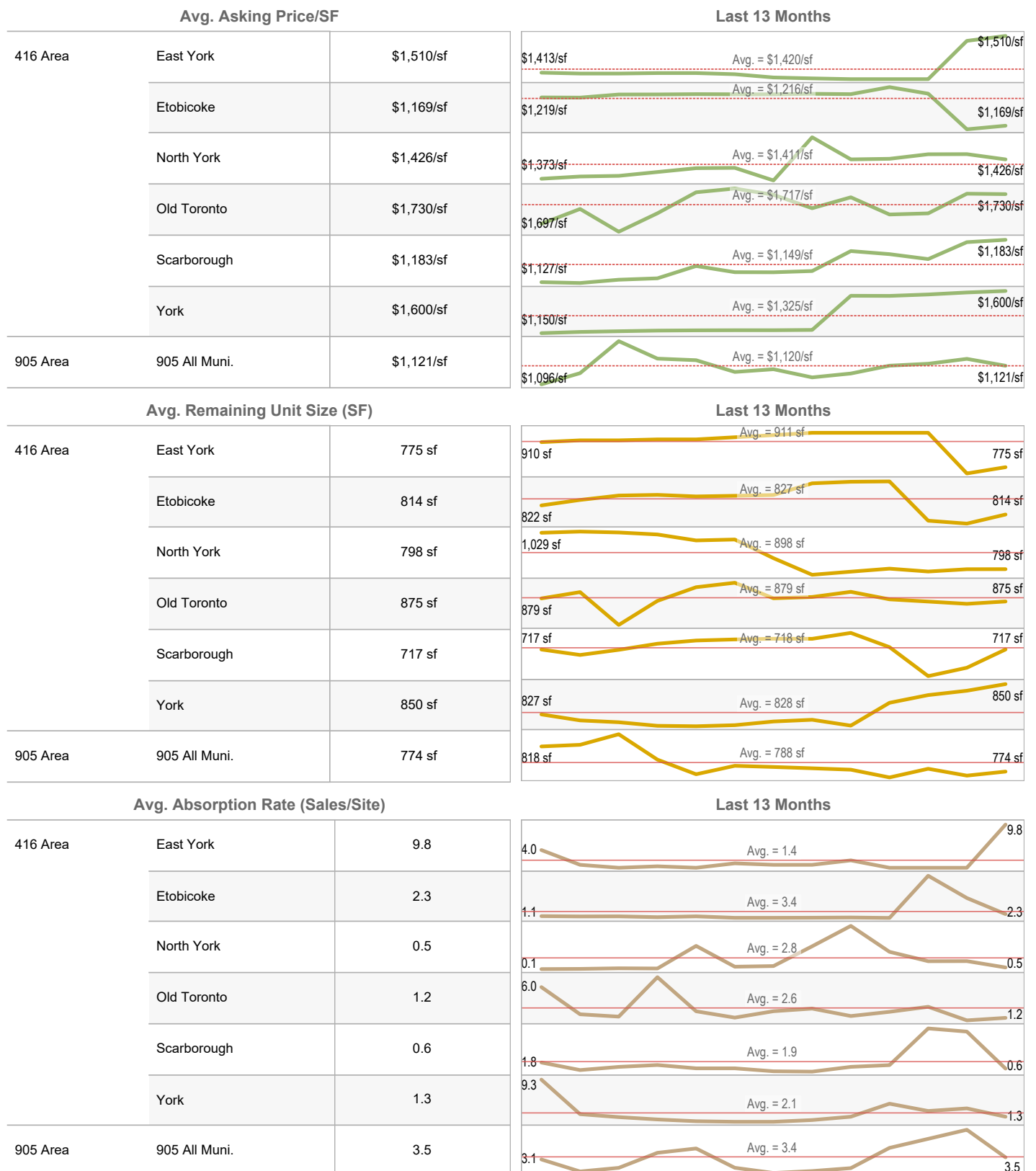
Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales				
Site Name	Municipality	Product Type	Unit Type	2023 July
Bravo - East Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	52
			1 Bedroom + Den	4
			2 Bedroom	23
			Studio	25
			Total	104
Thompson Towers - Spring - Tower 1 - Greenpark Group and Trinity Point Developments	Milton	Apartment	1 Bedroom	16
			1 Bedroom + Den	47
			2 Bedroom + Den	4
			3 Bedroom & Up	0
			2 Bedroom	35
			Total	102
Bravo - West Tower - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	22
			1 Bedroom + Den	24
			2 Bedroom	12
			Total	58
Pemberton 33 Yorkville - South Tower - Pemberton Group	Old Toronto	Apartment	1 Bedroom	0
			1 Bedroom + Den	8
			2 Bedroom + Den	0
			2 Bedroom	26
			Studio	5
			Total	39
Leaside - North Tower - Emblem Developments and Core Development Group	East York	Apartment	1 Bedroom	8
			1 Bedroom + Den	12
			2 Bedroom + Den	1
			3 Bedroom & Up	0
			2 Bedroom	13
			Studio	1
			Total	35
Dawes - South Tower - Marlin Spring	Old Toronto	Apartment	1 Bedroom	15
			1 Bedroom + Den	0
			2 Bedroom + Den	0
			3 Bedroom & Up	0
			2 Bedroom	19
			Studio	0
			Total	34

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	July 2022			July 2023		
		Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	18		18	55		55
Central Waterfront	Old Toronto	2		2	8		8
Don Mills - York Mills	North York	1	0	1	0	1	1
Downtown Core	Old Toronto	290		290	5		5
Downtown East	Old Toronto	143		143	22		22
Downtown West	Old Toronto	91		91	3		3
Etobicoke Waterfront	Etobicoke	0		0	0		0
Highway7 - Yonge	Markham	0		0			
	Richmond Hill	0	0	0	0	0	0
Mississauga City Centre	Mississauga	23		23	0		0
North Toronto	Old Toronto	38	0	38	9	0	9
North Yonge Corridor	North York	1	0	1	1		1
North York East	North York	0		0	0		0
North York West	North York	2	0	2	20	0	20
Not Applicable	Ajax				3		3
	Aurora		0	0		0	0
	Brampton	8	9	17	10	15	25
	Burlington	27		27	0		0
	Caledon				0	26	26
	Clarington	0		0	0		0
	East York	12	0	12	39	0	39
	Etobicoke	17		17	43		43
	Georgina	0		0	0		0
	Halton Hills	1		1	0		0
	King	0		0	9		9
	Markham	126	0	126	49	0	49
	Milton	10		10	128		128
	Mississauga	93	0	93	65	0	65
	Newmarket	0		0	0		0
	Oakville	10		10	11		11
	Old Toronto	105		105	4		4
	Oshawa	5		5	3		3
	Pickering	23	6	29	17	1	18
	Richmond Hill		0	0		0	0
	Scarborough	23	0	23	10	0	10
	Vaughan	11	0	11	196	2	198
	Whitby	0		0	4		4
	York	42	32	74	10	2	12
Sheppard Corridor	North York	0	0	0	2	0	2
Thornhill	Markham	0		0	0		0
	Vaughan	0		0	0		0
Toronto East	Old Toronto	11		11	46		46
Toronto West	Old Toronto	58		58	7		7
Yonge - St. Clair	Old Toronto	120	0	120	2	0	2
Grand Total		1,311	47	1,358	781	47	828

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	● 359		● 359	● 481		● 481
Central Waterfront	Old Toronto	● 15		● 15	● 486		● 486
Don Mills - York Mills	North York	● 7	● 4	● 11	● 83	● 22	● 105
	Old Toronto						
Downtown Core	Old Toronto	● 834		● 834	● 526		● 526
Downtown East	Old Toronto	● 989		● 989	● 1,403		● 1,403
Downtown West	Old Toronto	● 489		● 489	● 749		● 749
Etobicoke Waterfront	Etobicoke	● 14		● 14	● 21		● 21
Highway7 - Yonge	Markham	● 1		● 1			
	Richmond Hill	● 5	● 0	● 5	● 11	● 23	● 34
Mississauga City Centre	Mississauga	● 43		● 43	● 103		● 103
North Toronto	North York						
	Old Toronto	● 206	● 0	● 206	● 339	● 4	● 343
North Yonge Corridor	North York	● 871	● 2	● 873	● 613		● 613
	Old Toronto						
North York East	North York	● 0		● 0	● 0		● 0
North York West	North York	● 260	● 3	● 263	● 606	● 2	● 608
	Old Toronto						
	York						
Not Applicable	Ajax	● 54		● 54	● 39		● 39
	Aurora		● 0	● 0		● 0	● 0
	Brampton	● 137	● 189	● 326	● 448	● 207	● 655
	Burlington	● 134		● 134	● 108		● 108
	Caledon	● 40	● 26	● 66	● 118	● 103	● 221
	Clarington	● 3		● 3	● 19		● 19
	East York	● 54	● 0	● 54	● 124	● 0	● 124
	Etobicoke	● 737		● 737	● 818		● 818
	Georgina	● 0		● 0	● 4		● 4
	Halton Hills	● 13		● 13	● 43		● 43
	King	● 11		● 11	● 138		● 138
	Markham	● 1,580	● 1	● 1,581	● 459	● 10	● 469
	Milton	● 581		● 581	● 376		● 376
	Mississauga	● 890	● 24	● 914	● 807	● 6	● 813
	Newmarket	● 1		● 1	● 46		● 46
	North York						
	Oakville	● 599		● 599	● 530		● 530
	Old Toronto	● 248		● 248	● 179		● 179
	Oshawa	● 10		● 10	● 115		● 115
	Pickering	● 638	● 59	● 697	● 792	● 24	● 816
	Richmond Hill		● 7	● 7		● 8	● 8
	Scarborough	● 361	● 0	● 361	● 337	● 3	● 340
	Uxbridge						
	Vaughan	● 474	● 25	● 499	● 1,303	● 46	● 1,349
	Whitby	● 71		● 71	● 97		● 97
	Whitchurch-Stouffville						
	York	● 108	● 47	● 155	● 314	● 5	● 319
Scarborough City Centre	Scarborough						
Sheppard Corridor	North York	● 407	● 4	● 411	● 277	● 3	● 280
Thornhill	Markham	● 1		● 1	● 28		● 28
	Vaughan	● 0		● 0	● 0		● 0
Toronto East	East York						
	Old Toronto	● 97		● 97	● 327		● 327
Toronto West	Old Toronto	● 500		● 500	● 632		● 632
Yonge - St. Clair	Old Toronto	● 191	● 1	● 192	● 244	● 6	● 250
Grand Total		● 12,033	● 392	● 12,425	● 14,143	● 472	● 14,615



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