The Altus Group Condominium Apartment Monitor

GTA Edition

Data as of November 2023

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New Condominium Apartment Dashboard

November 2023			YTD November 2023	
Sales	Inventory	Benchmark Price	Sales	Benchmark Price
1,310	17,283	$1,040,295	12,852	$1,084,007
+7%	+49%	-7%	-38%	-8%
2nd lowest November since 2008	*Highest November since 2015*	*3rd highest November on record*	*Lowest YTD November since 2004*	*2nd highest YTD November on record*

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

Highlights

- **New condominium apartment sales in November 2023 outpaced the previous year** but year-to-date sales are down nearly 40 percent and are the lowest year-to-date total since 2004.
- **The inventory of available new condominium apartments eased in November 2023 and remained above the 10-year average.**
- **The benchmark price of a new condominium apartment in November 2023 rose relative to the previous month but were down year-over-year for a 12th consecutive month.**
- The inventory of new homes available to purchase shrank in November. But with sales slowing, that inventory will last longer, now taking 9 months to absorb. **Buyers continue to take a wait and see approach awaiting movement on interest rates by the Bank of Canada.**

Condominium Apartment KPIs

AltusGroup

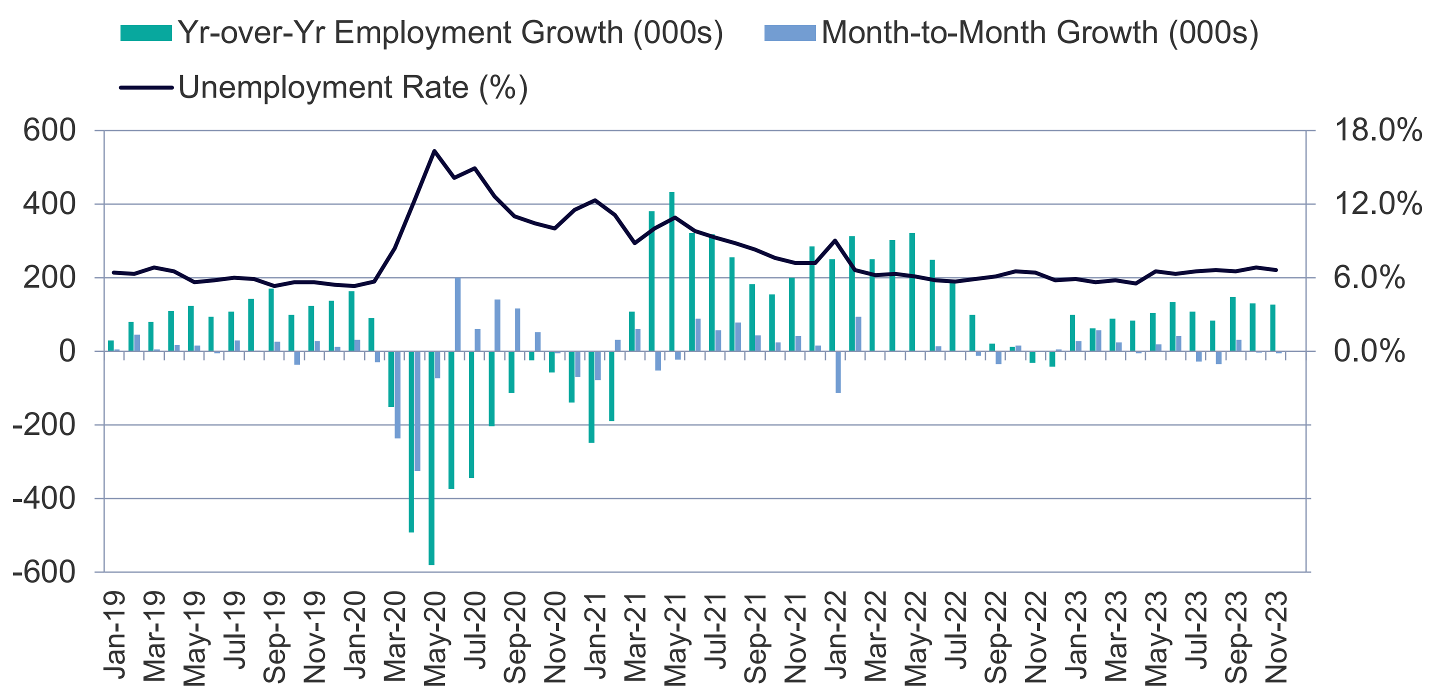
GTA Condominium Apartment Key Performance Indicators

	Nov-22	Oct-23	Nov-23	*Yr-Over-Yr % Change*	YTD Nov 2022	YTD Nov 2023	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	346	394	396	*14%*	328	373	*14%*
New projects opened	13	11	3	*-77%*	96	75	*-22%*
Units in new projects opened	2,230	4,197	824	*-63%*	24,514	21,206	*-13%*
Total sales (units)	1,229	1,297	1,310	*7%*	20,610	12,852	*-38%*
Sales as % of total new & resale	*49%*	*50%*	*52%*		*50%*	*41%*	
Inventory (units)	11,621	17,843	17,283	*49%*	9,564	14,600	*53%*
Sales-to-inventory ratio	11%	7%	8%	*-28%*	21%	8%	*-63%*
Months of inventory	6.1	16.2	15.6	*156%*	3.8	12.9	*239%*
Benchmark price	$1,121,906	$1,023,102	$1,040,295	*-7%*	$1,176,920	$1,084,007	*-8%*
Price PSF Benchmark	$1,373	$1,350	$1,348	*-2%*	$1,352	$1,360	*1%*
Unit size Benchmark (sq. ft)	817	758	772	*-6%*	872	797	*-9%*
Units completed	706	3,056	2,749	*289%*	11,271	21,556	*91%*
Resale Condominium Apartments (Toronto Real Estate Board data)							
Total sales (units)	1,289	1,296	1,212	*-6%*	20,457	18,305	*-11%*
New listings (units)	2,871	4,588	3,666	*28%*	42,109	43,000	*2%*
Inventory ("active listings", units)	4,382	6,959	6,579	*50%*	3,926	5,033	*28%*
Sales-to-inventory ratio	29%	19%	18%	*-37%*	60%	36%	*-41%*
Months of inventory	2.3	4.3	4.1	*75%*	1.7	3.2	*87%*
Average price of units sold	$708,636	$708,780	$710,501	*0%*	$760,622	$719,627	*-5%*
HPI constant quality price index (Jan 2005=100)	364.0	365.6	361.4	*-1%*	388.5	368.0	*-5%*

** see end of report for Definitions*

- **The Toronto CMA recorded another month of year-over-year employment growth in November 2023, its 11th consecutive month**, but month-to-month employment growth was negative for the second month in a row**.** The unemployment rate moved lower to 6.68%.
- **The Bank of Canada target for the overnight rate remained at 5%, unchanged at its latest rate announcement on December 6**, stating that **"I***n Canada, economic growth stalled through the middle quarters of 2023. . . Higher interest rates are clearly restraining spending: consumption growth in the last two quarters was close to zero, and business investment has been volatile but essentially flat over the past year. . . Overall, these data and indicators for the fourth quarter suggest the economy is no longer in excess demand.. . . Governing Council is still concerned about risks to the outlook for inflation and remains prepared to raise the policy rate further if needed. Governing Council wants to see further and sustained easing in core inflation, and continues to focus on the balance between demand and supply in the economy, inflation expectations, wage growth, and corporate pricing behaviour.*" **The next rate announcement date is January 24, 2024.**
- **The 5-year fixed "special rate" mortgage interest rate has now fallen to its lowest level since the most recent policy rate increases in June and July 2023** *(chart next page, bottom).*

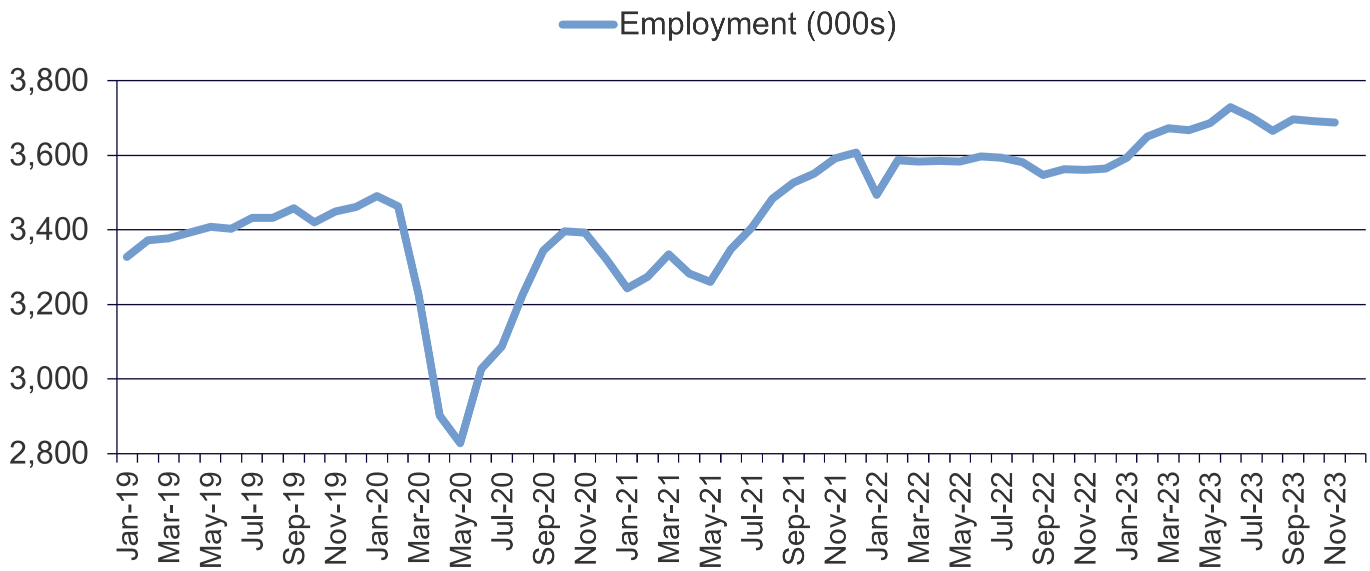
GTA Employment Snapshot*



Source: Altus Group based on Statistics Canada data

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

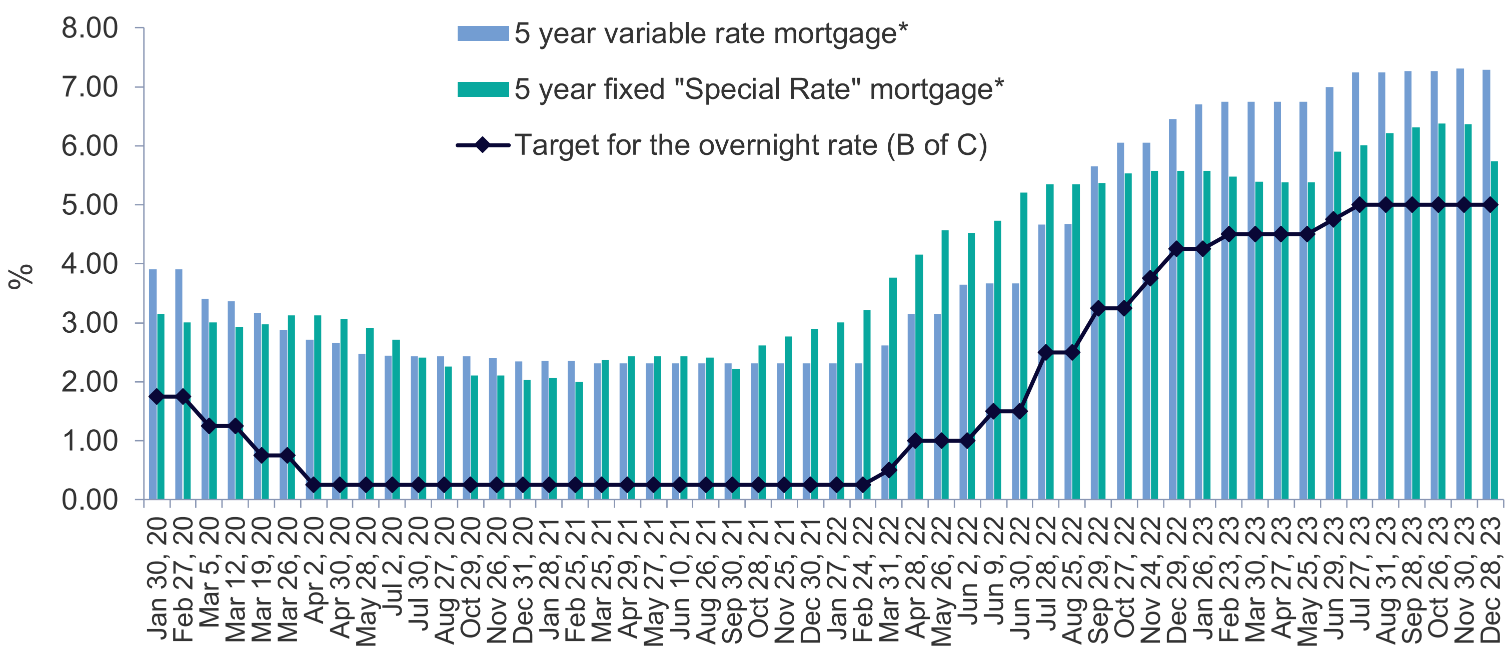
GTA Total Employment*



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

Source: Altus Group based on Statistics Canada data

Selected Interest Rates

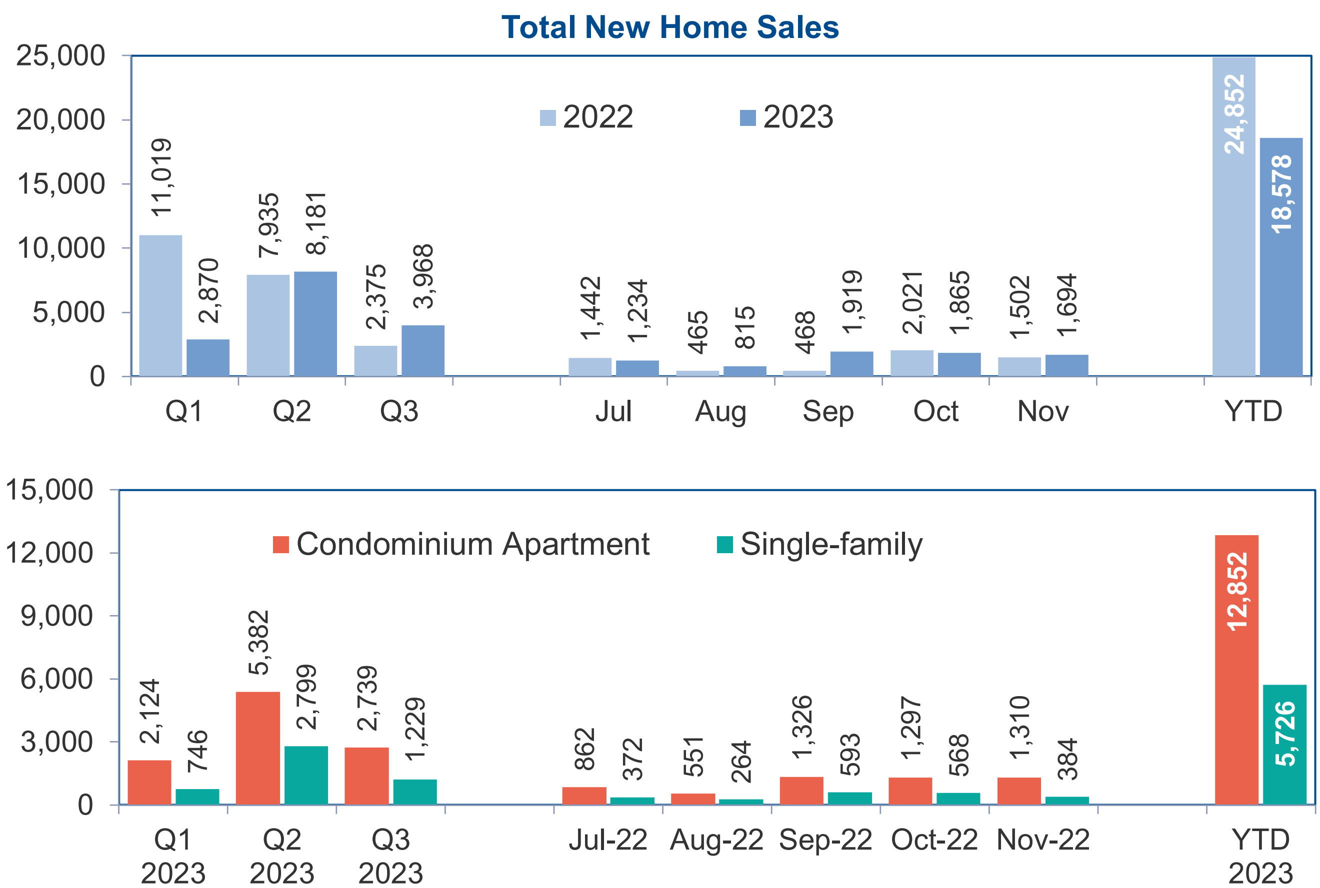


** Average for the major banks*

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

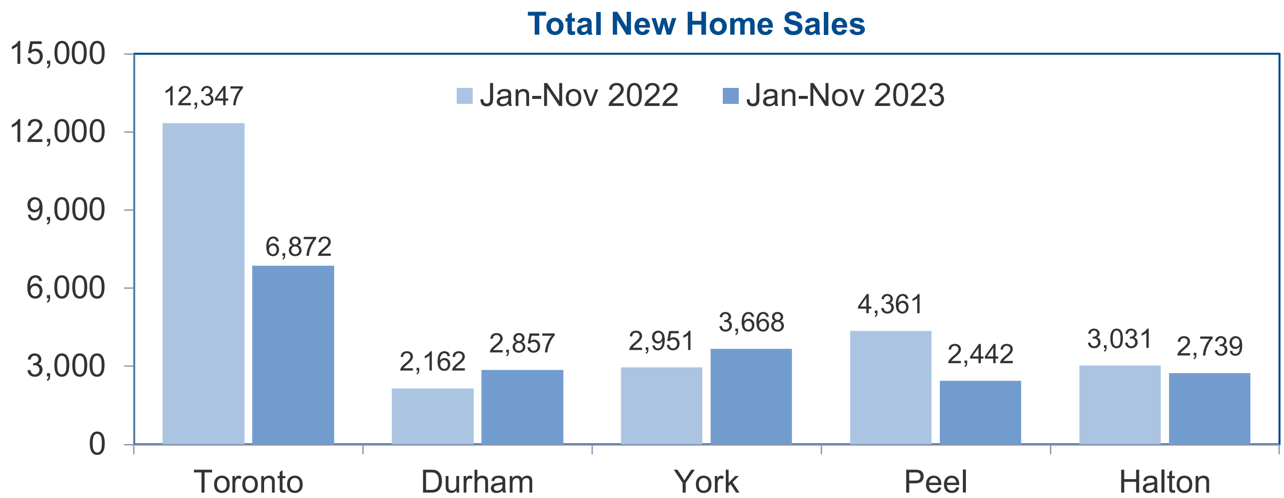
- **Total new home sales across the GTA continued to languish in November.** Year-over-year sales were higher but last November was the lowest November on record. Month-to-month sales (on a seasonally adjusted basis) fell. November 2023 total new home sales were less than half the longer term 10-year average.
- **New condominium apartment sales eased higher both on a year-over-year and month-to-month (seasonally adjusted) basis**. New single-family sales surpassed the previous year's record low for November but fell off relative to the previous month(seasonally adjusted).
- **Durham and York recorded year-to-date increases for both single-family and condominium apartment new home sales.** Year-to-date gains were realized in both Peel and Halton as well (*charts next page*).

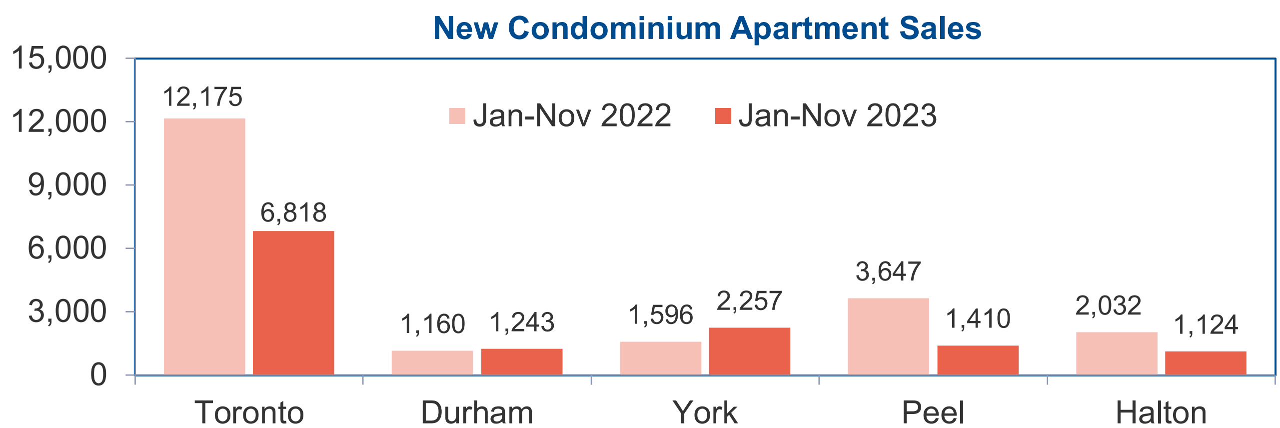
GTA New Home Sales

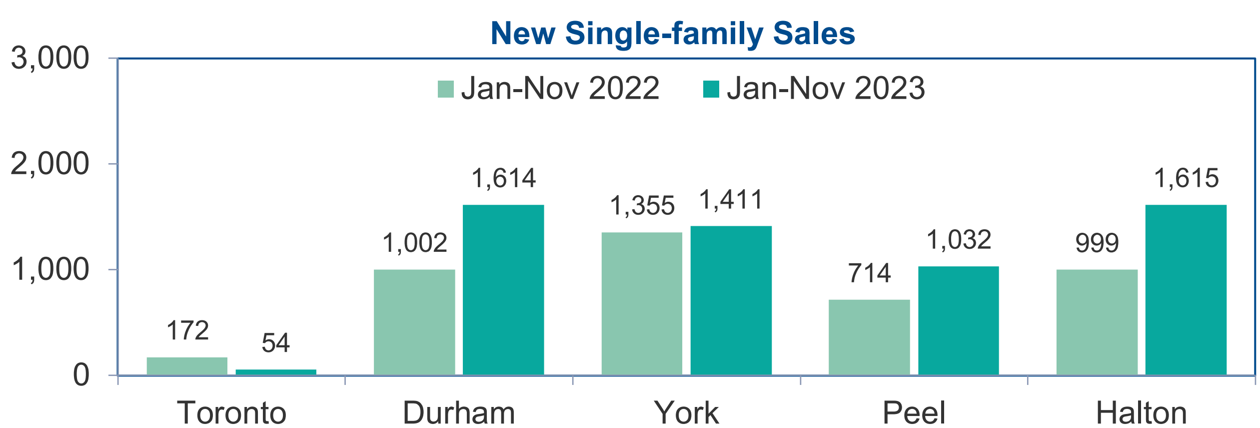


Source: Altus Group

GTA New Home Sales by Region



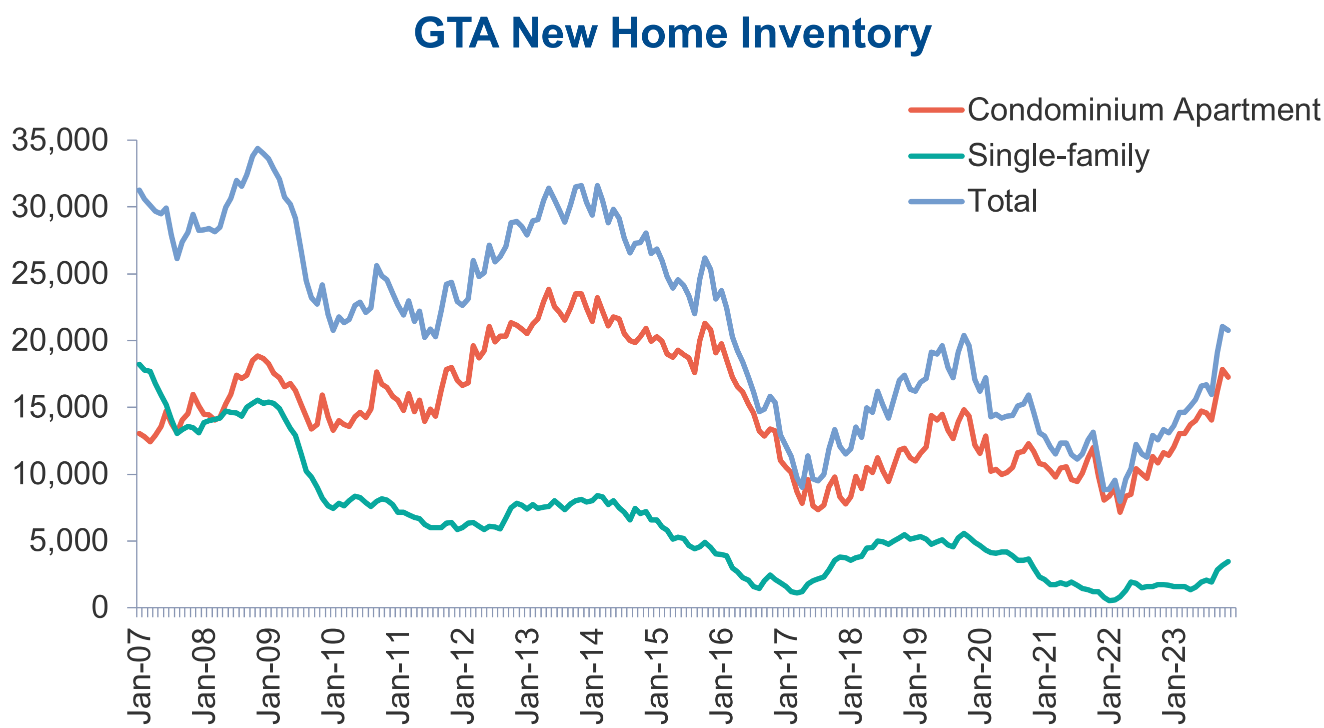




Source: Altus Group

New Home Market - Inventory

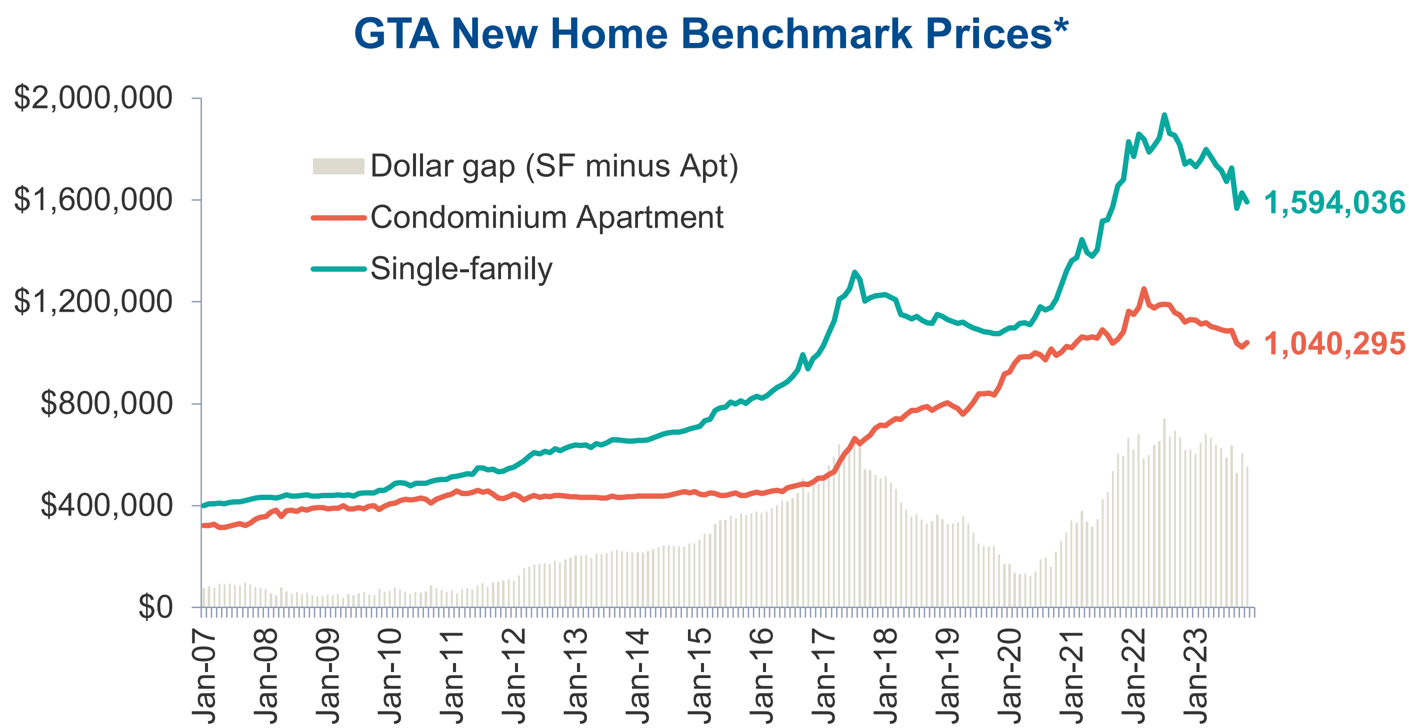
- **Total new home inventory eased back in November after a spike in the previous month** to sit over 50 percent higher than the previous year. New openings eased considerably after the spike in October 2023.
- Based on average monthly total new home sales over the past 12 months, there were 13 months of available supply of total new homes at the end of November 2023, the highest November level since 2013.
- **Condominium apartment inventory remained elevated in November 2023, up about 50 percent from a year earlier.** Single-family inventory rose in November at more than double the previous year's level.



Source: Altus Group

New Home Market - Prices

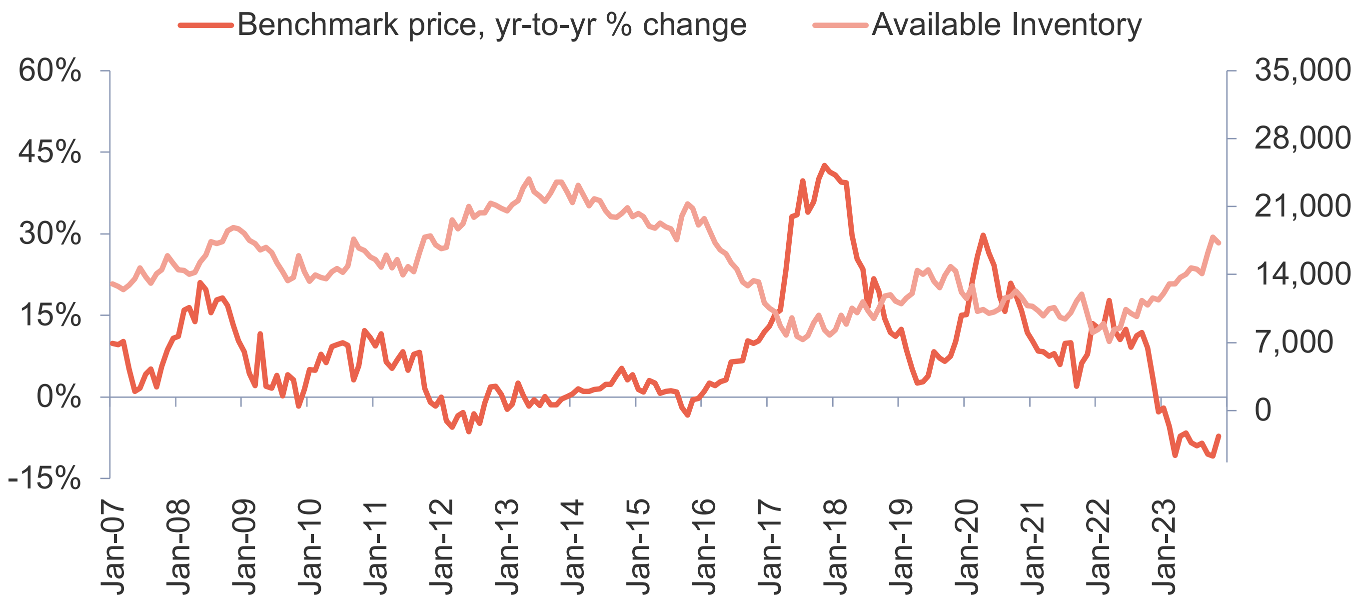
- **The benchmark price for a new condominium apartment crept higher in November 2023,** down seven percent year-over-year. Single-family benchmark pricing turned lower in November compared to the previous month, off by eight percent year-over-year.
- **The price advantage of available new condominium apartments compared to new single-family homes narrowed in November.** New condominium apartment and single-family benchmark prices have registered a year-over-year decline for 12 consecutive months (*charts next page*).
- 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*

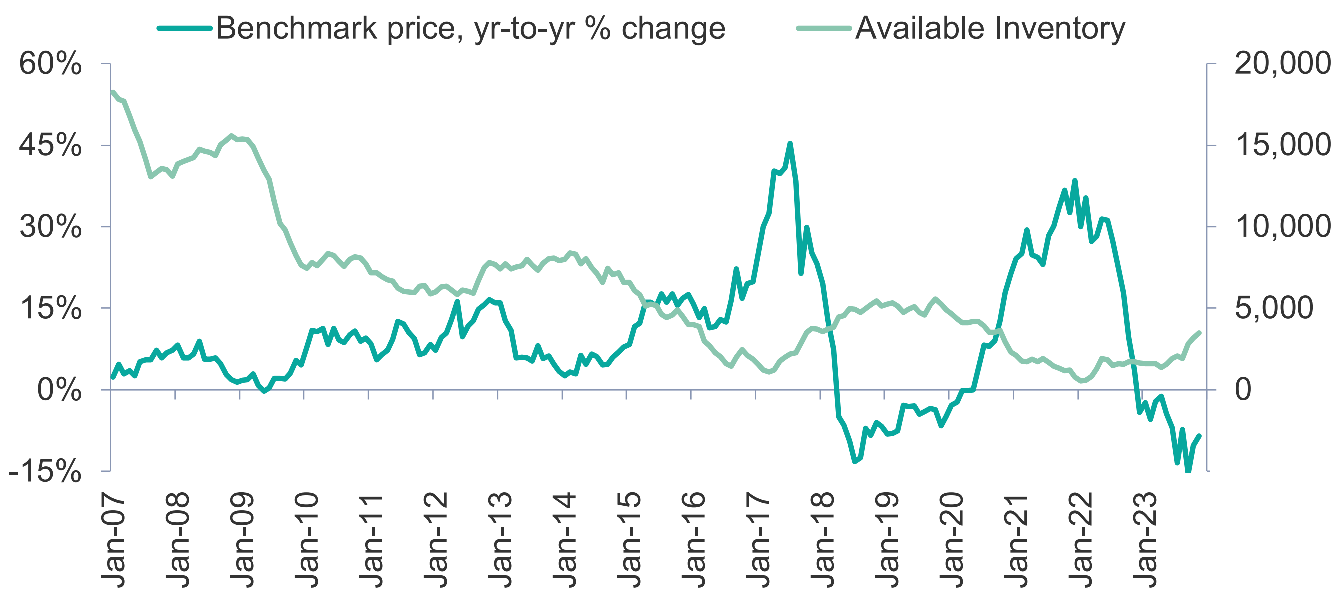
Source: Altus Group

GTA New Condominium Apartment Benchmark Price Changes and Available Inventory



Source: Altus Group

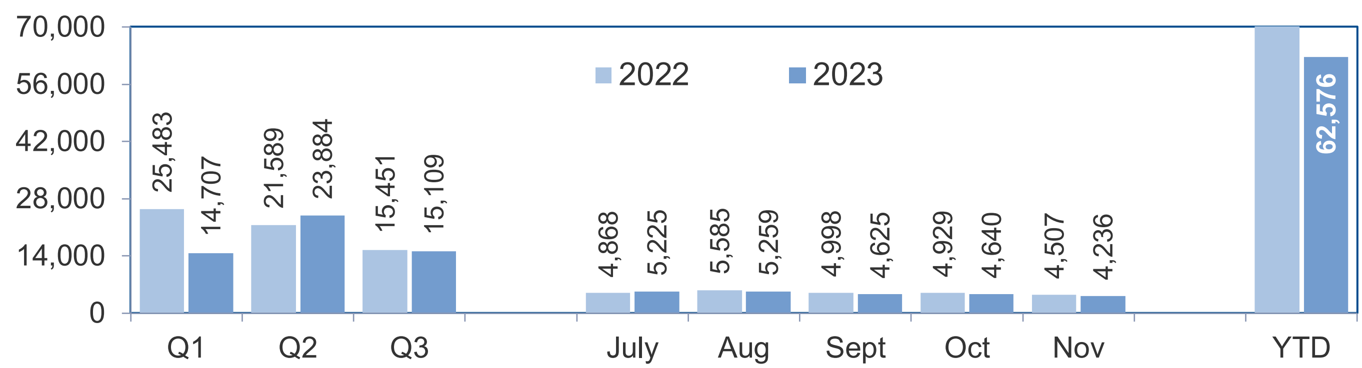
GTA New Single-Family Home Benchmark Price Changes and Available Inventory

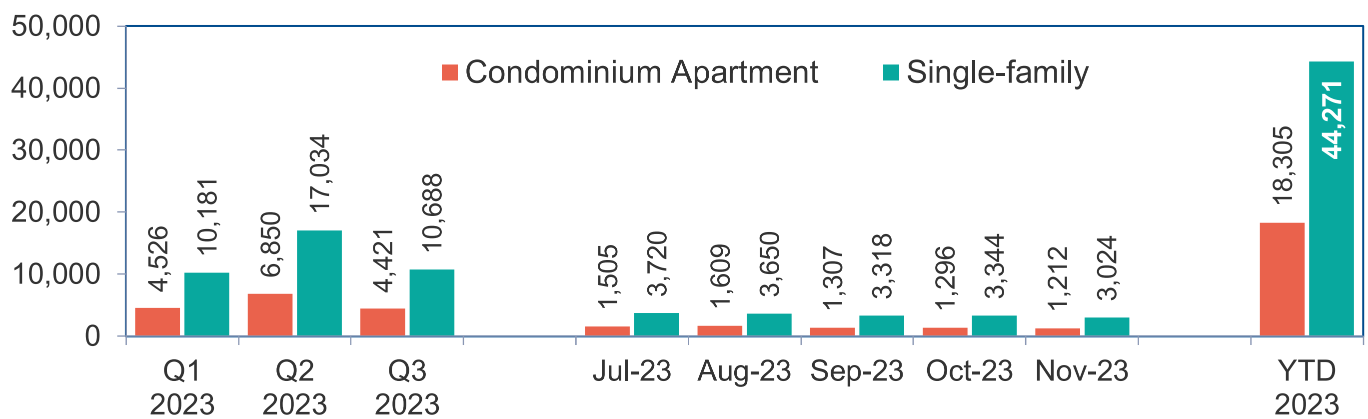


Source: Altus Group

- **Sales of existing homes in November 2023 fell six percent below the previous year's level**. Year-to-date sales for 2023 were down by 13 percent and are the lowest January-November level since 2000.
- Both the resale condo apartment and single-family sectors reported lower sales for November 2023 year-over-year.
- **Total resale inventory levels climbed higher in November 2023 year-over-year but were down month-to-month.** Conditions remain very tight with about 3 months of inventory in the resale condominium apartment sector and roughly 2.5 months of inventory in the resale single-family sector, but have risen considerably over levels from the previous two years.
- Average resale prices for November 2023 increased slightly from the previous month in the apartment sector but fell in the single-family sector *(charts next page).*

GTA Resale Home Sales





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

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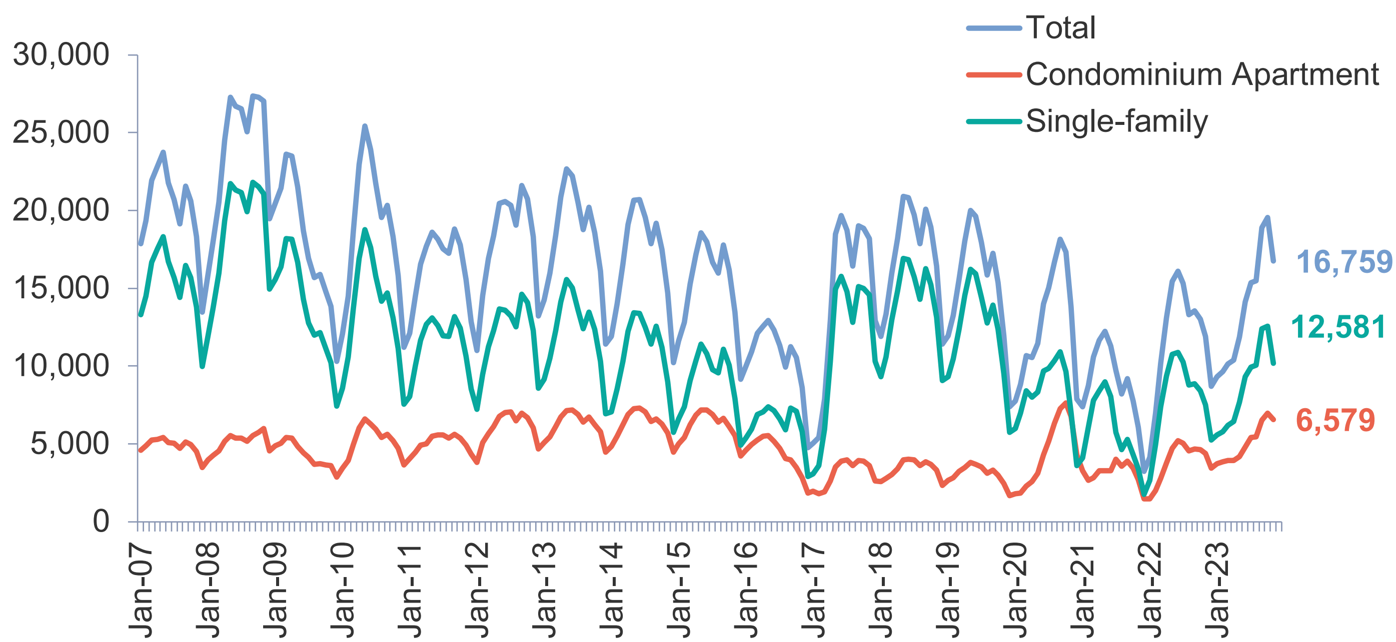
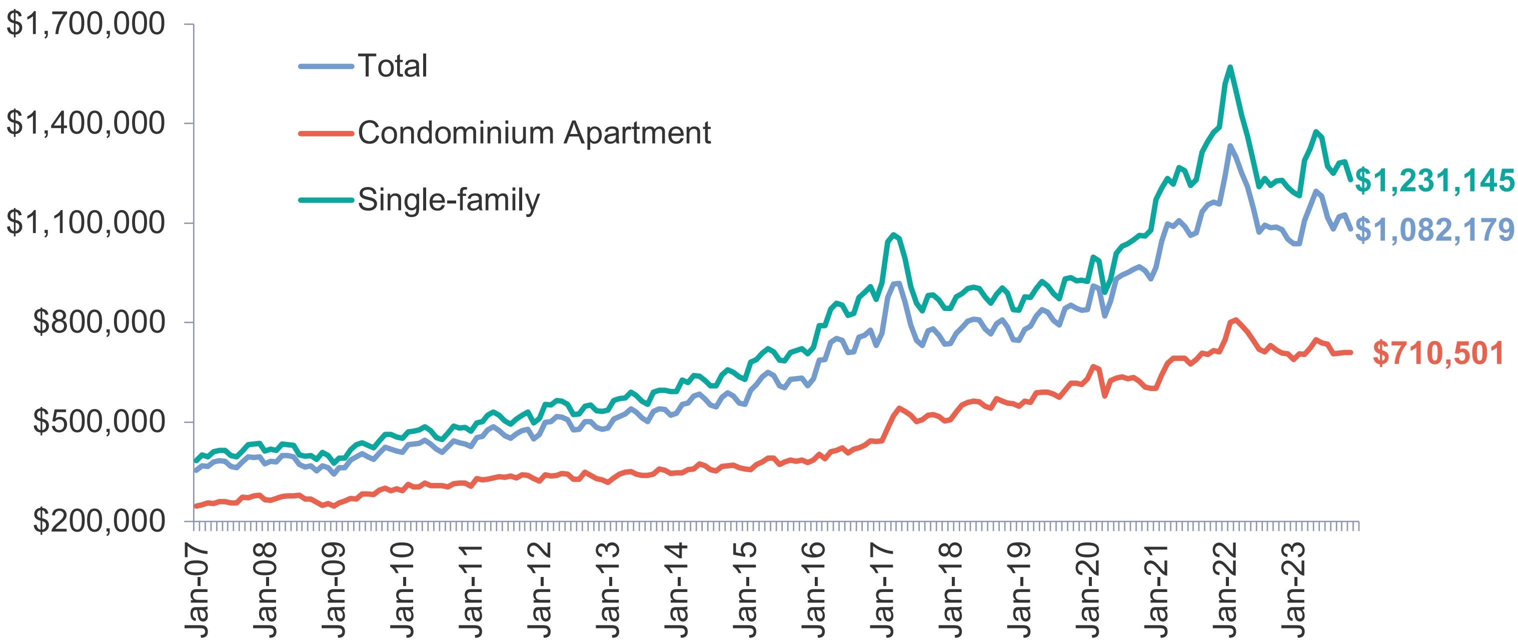
GTA Resale Home Inventory ("Active Listings")



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

GTA Resale Home Prices

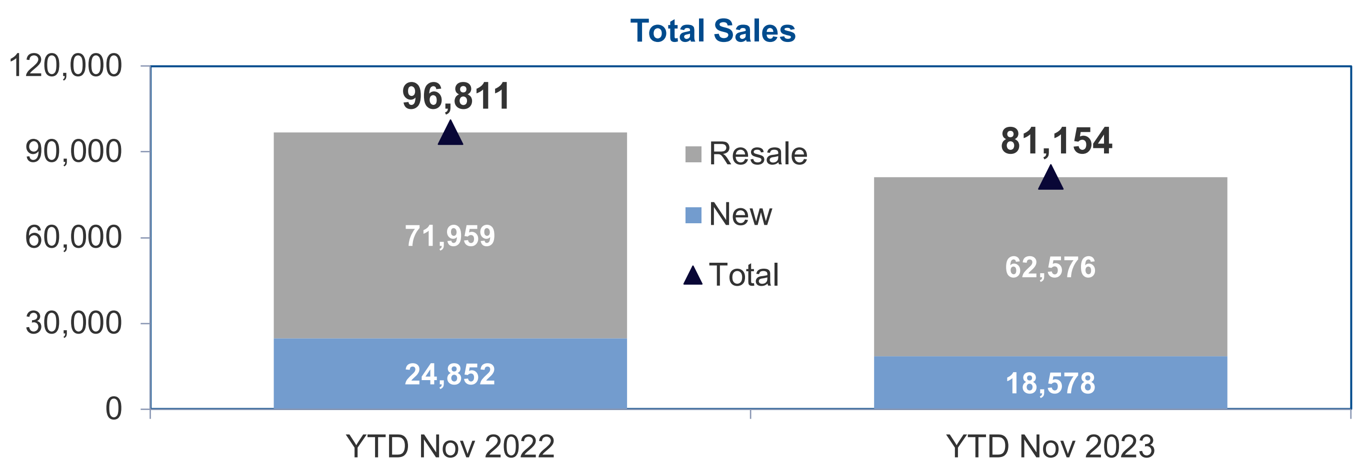


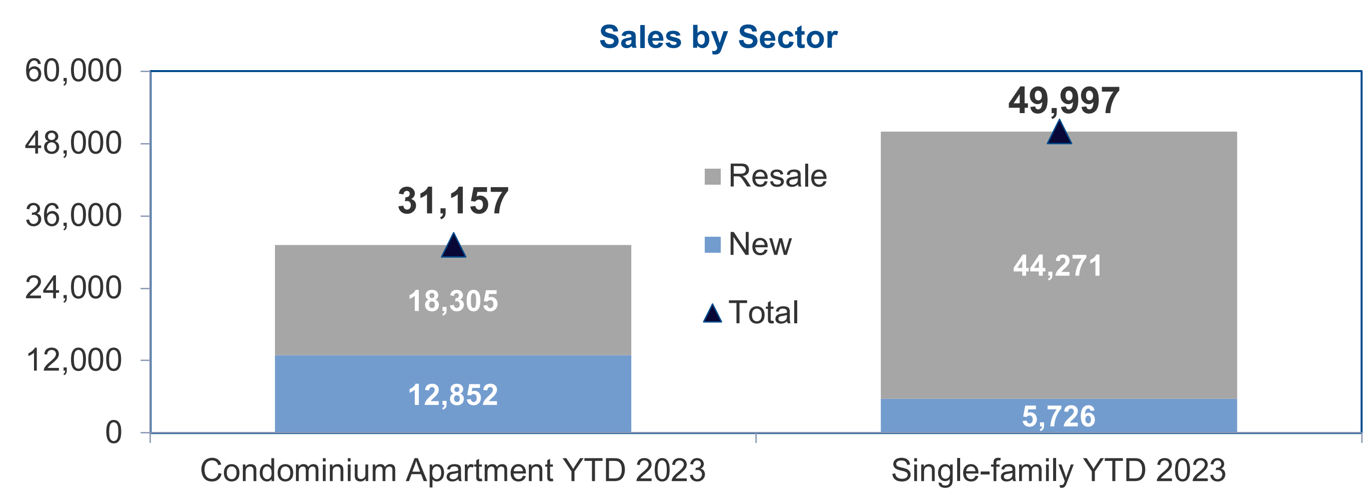
Source: Altus Group based on Toronto Regional Real Estate Board data

Overall Home Market - Sales

- **Total home sales in the GTA in the first eleven months of 2023 were down 16 percent from a year earlier**. The decline in the apartment sector (-24%) outpaced the falloff in the single-family sector (-10%).
- **The new home sector accounted for about 1 out of every 4.5 home sales through November 2023** – this compared to 1 in 4 for 2022. Roughly 1 in 9 single-family and 1 in 2.5 condo apartment homes sold were new homes.

GTA Combined New & Resale Home Sales

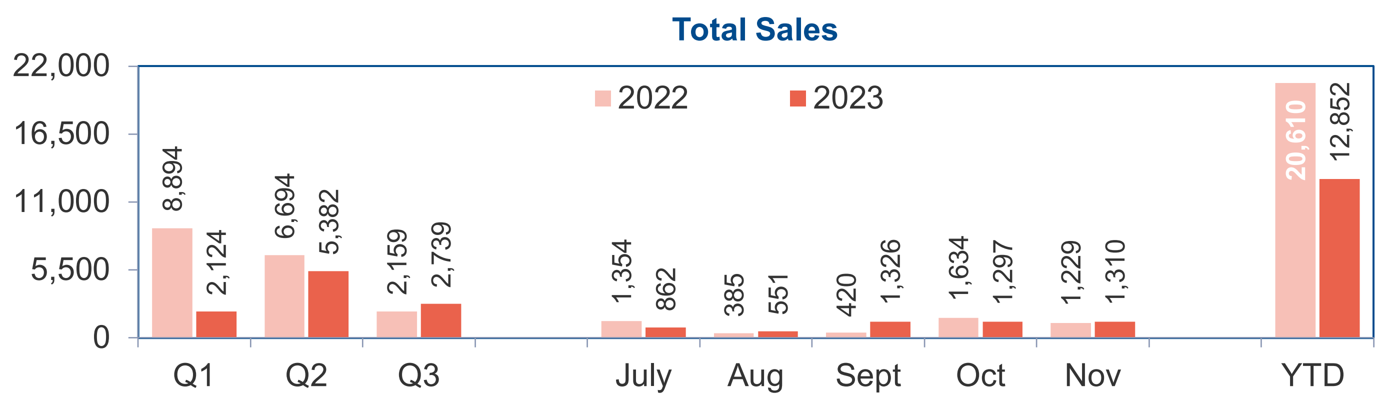


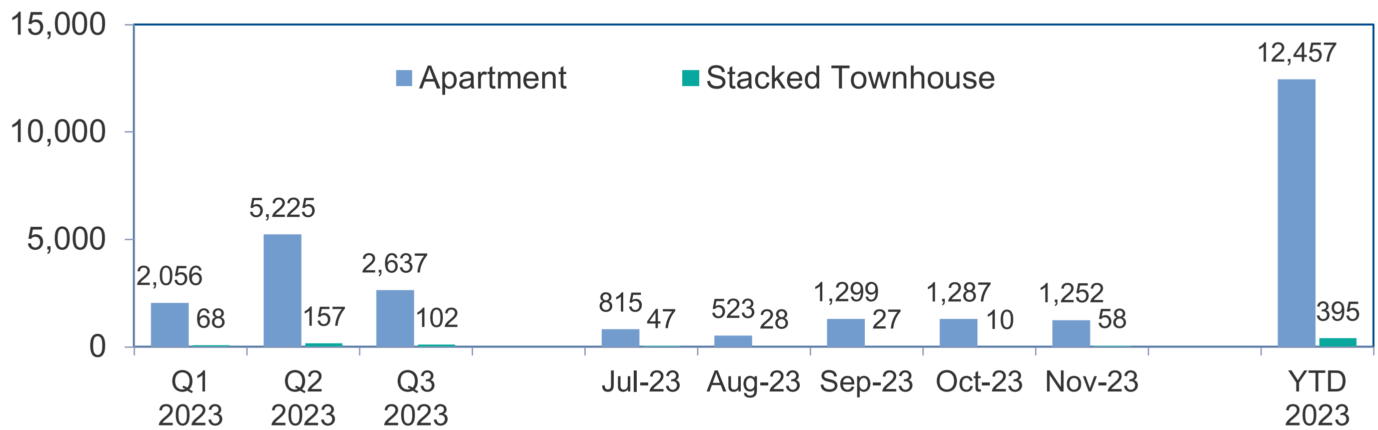


Source: Altus Group and Toronto Regional Real Estate Board data

- **New condominium apartment sales in November 2023 outpaced the previous year by seven percent.** November sales were less than half the 10-year average and are the 2nd lowest November since 2008. Year-to-date sales through November are down nearly 40 percent and are the lowest year-to-date total since 2004.
- **Higher new condominium sales in Toronto were responsible for the year-over-year gain** *(chart top of next page)***.** On a year-to-date basis, a sharp reduction in sales in Toronto, coupled with weakness in Peel and Halton, dragged sales down compared to the previous year (*chart middle of next page*). York and Durham accounted for a larger share of new condominium apartment sales through November 2023 at the expense of Toronto and Peel (*chart bottom of next page*).

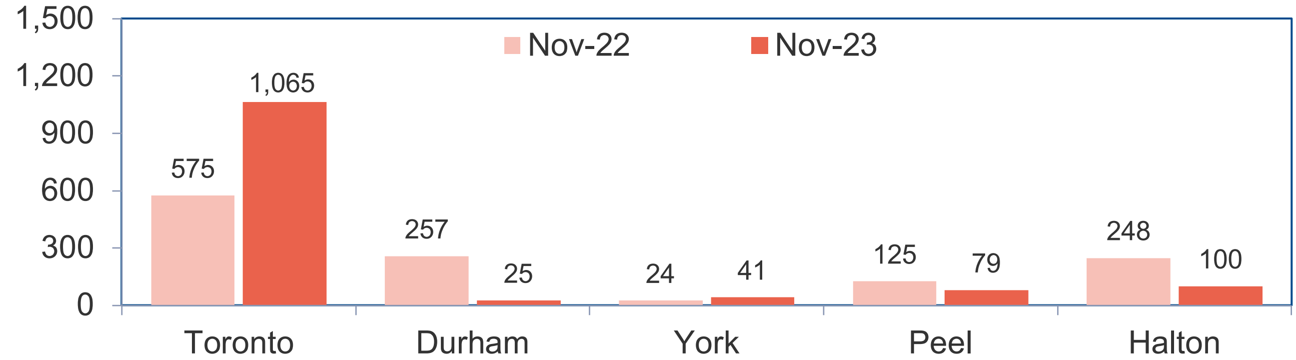
GTA New Condominium Apartment Sales

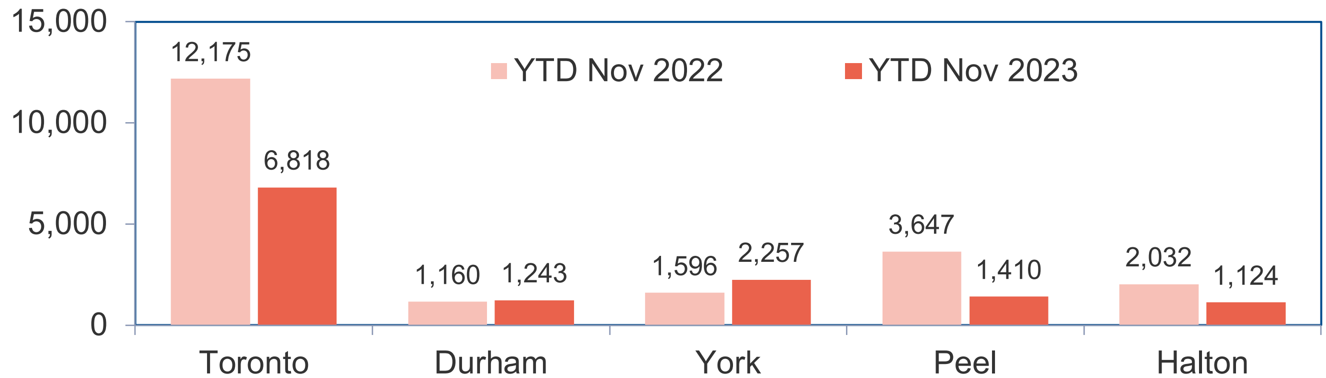


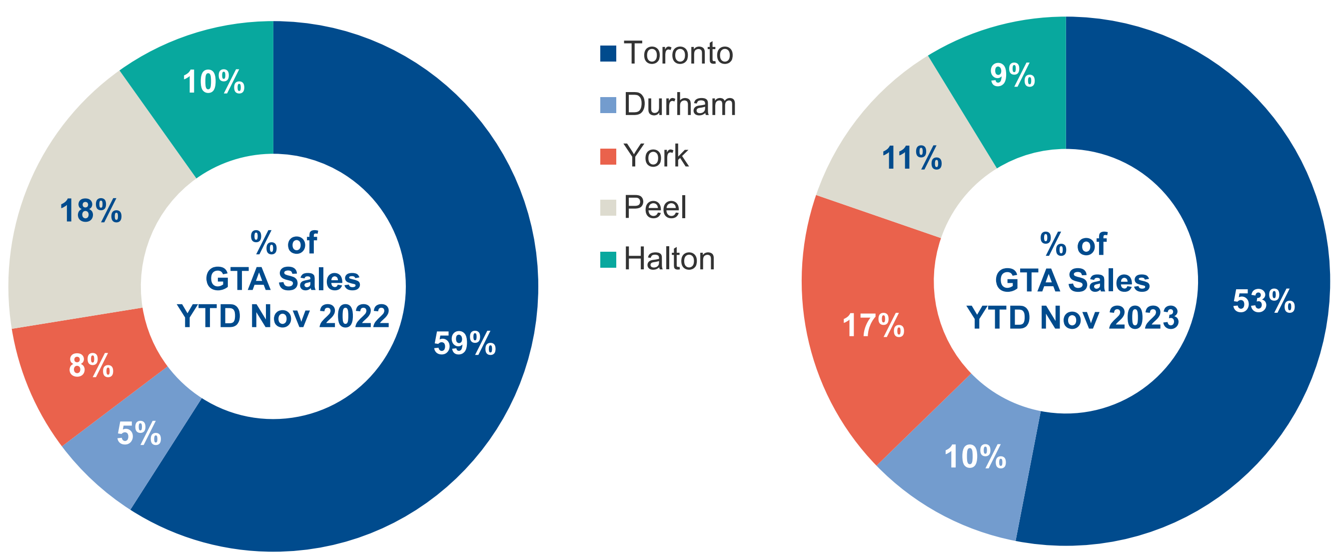


Source: Altus Group

GTA New Condominium Apartment Sales by Region





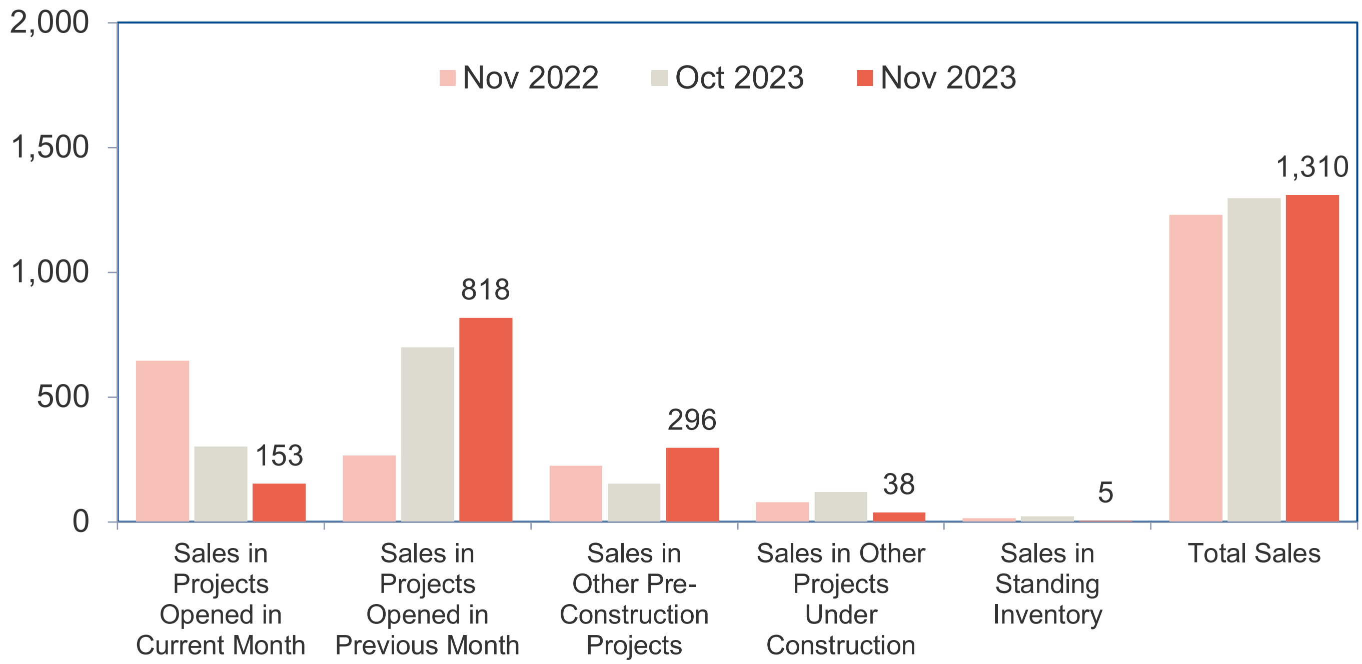


Source: Altus Group

New Condominium Apartments - Sales

- **Sales in newly launched condominium apartment projects in November 2023 accounted for just about 1 in 9 sales for the month.**
- Sales in projects opened the previous month made up over 60 percent of the sales for November. Over 85% of these sales were in projects launched during the last 10 days of October, which could only begin recording firm sales in November.
- Sales in other pre-construction projects (opened more than two months) almost doubled the sales level for newly launched projects.
- **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.

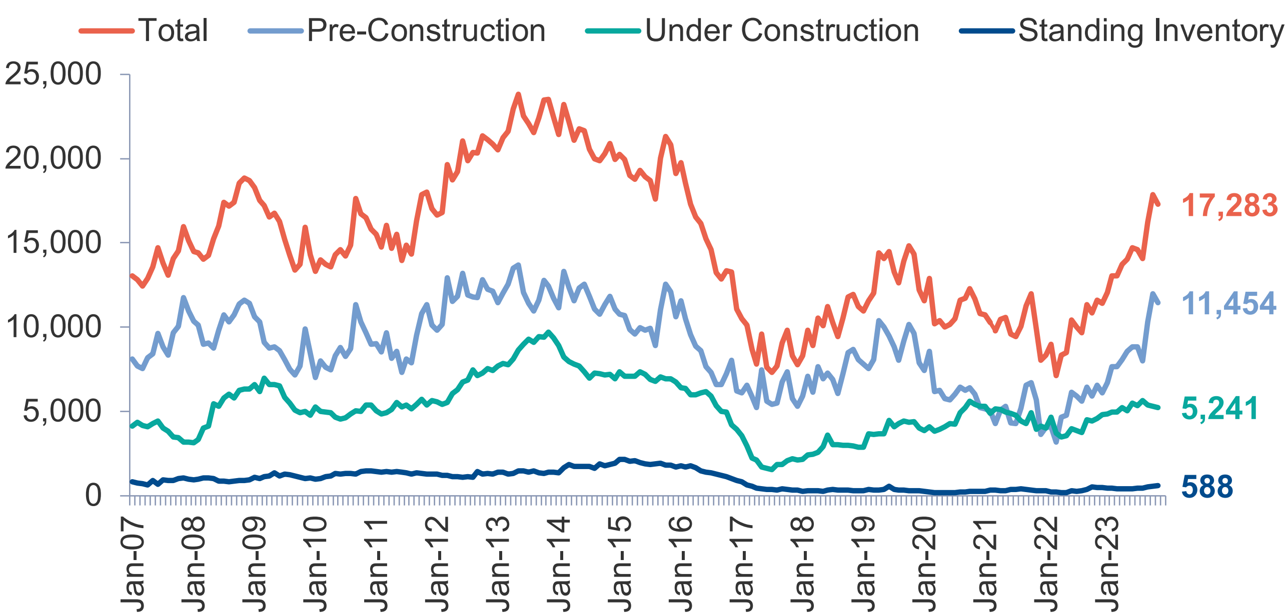
GTA New Condominium Apartment Sales by Construction Status

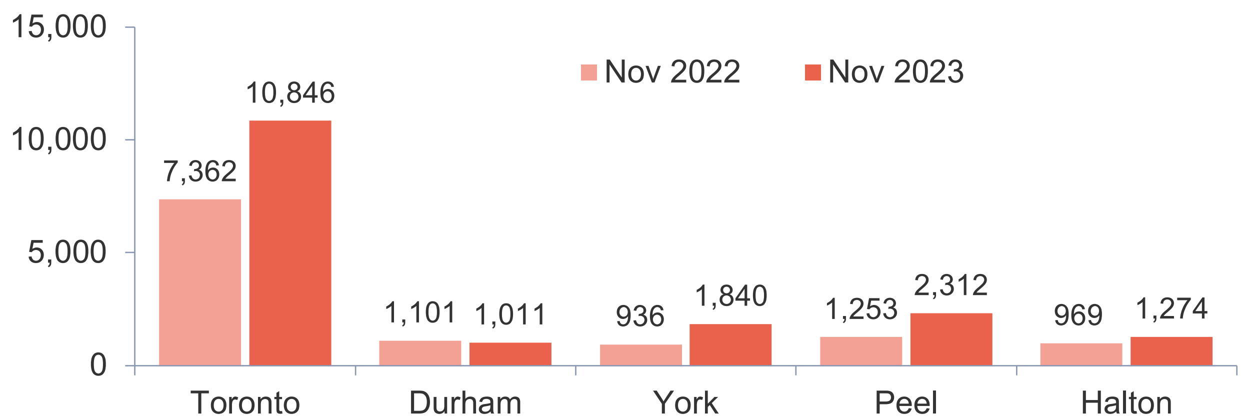


Source: Altus Group

- **The inventory of available new condominium apartments eased in November 2023 and remained above the 10-year average.** Pre-construction inventory comprised the bulk of the falloff as new project launches slowed.
- **The current unsold inventory at new condominium apartment projects represented about 15.5 months of supply** at the average monthly pace of sales seen over the past 12 months, well above the longer-term average for November of roughly 10 months.
- **The bulk of the available new condominium apartment units were in the City of Toronto.** Based on sales in the past 12 months, available inventory levels ranged from a low of about 9.5 in Durham and York to a high of roughly 18.5 in Peel and Toronto.

GTA New Condominium Apartment Inventory



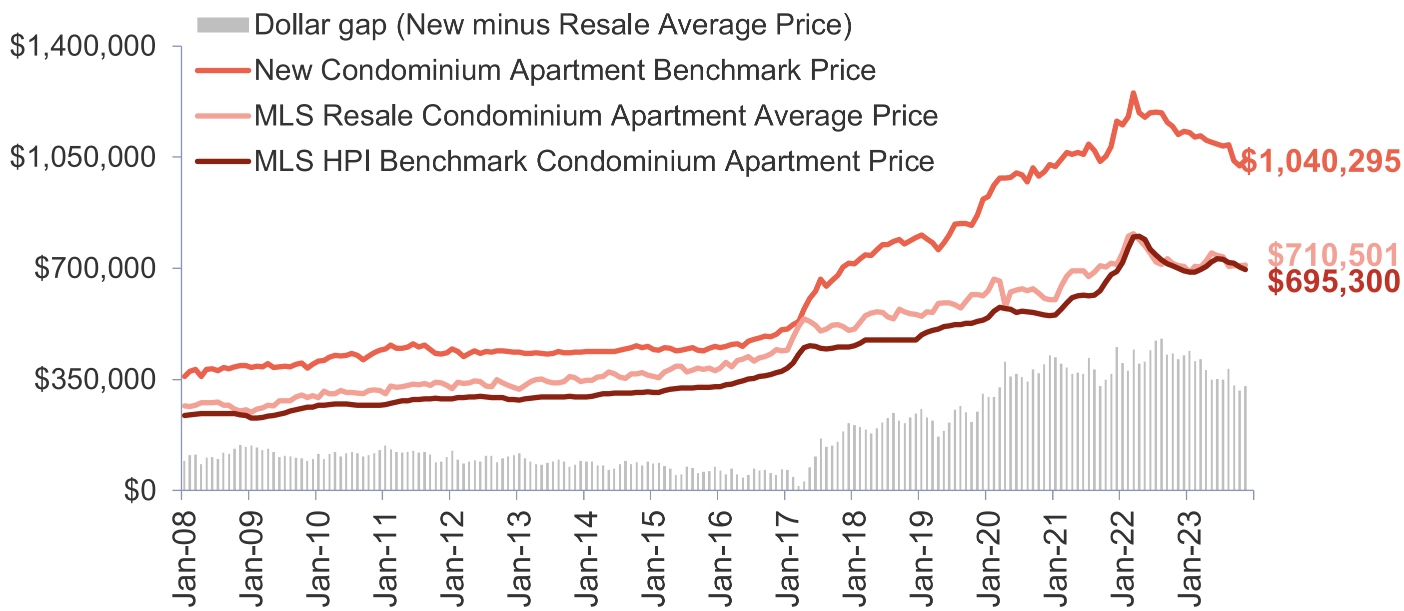


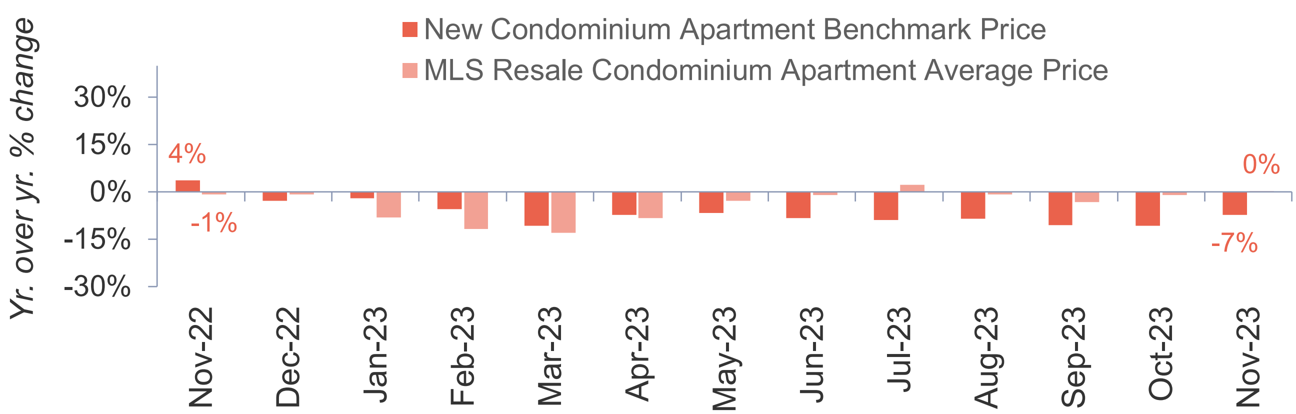
Source: Altus Group

New Condominium Apartments - Prices

- **The benchmark price of a new condominium apartment in November 2023 rose by five percent relative to the previous month and was down 11 percent year-over-year.** November's decline was the 12th consecutive year-over-year decline *(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 widened in November low,** as resale condominium apartment prices were unchanged while the new condominium apartment benchmark price fell year-over-year.

GTA New and Resale Condominium Apartment Prices



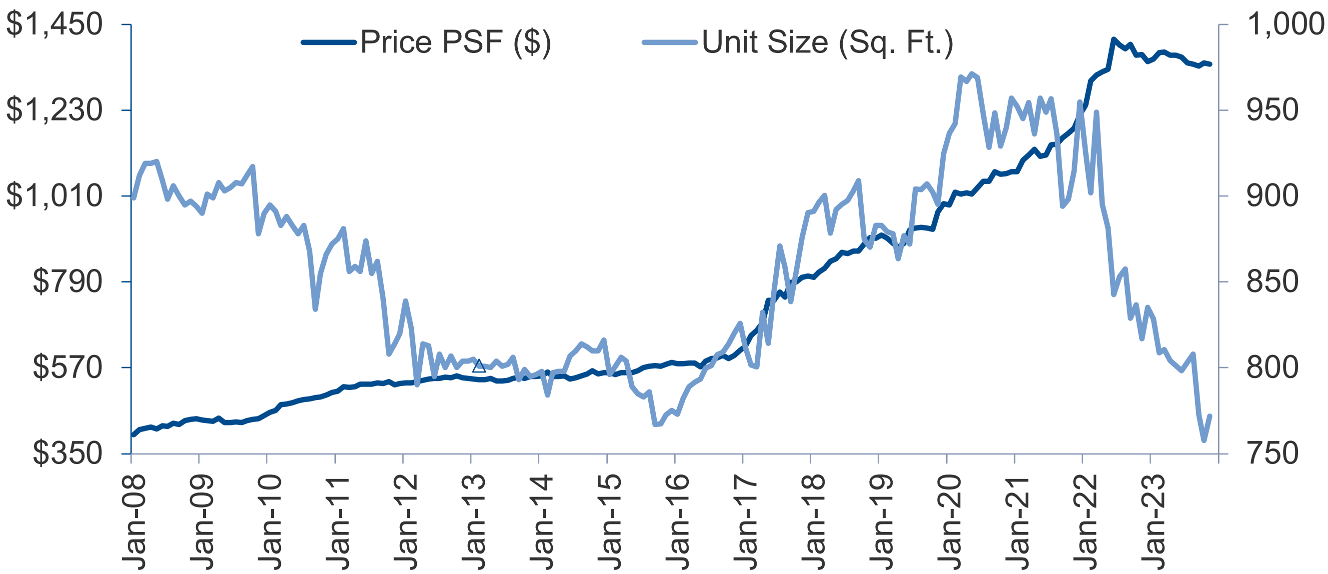


Source: Altus Group and Toronto Real Estate Board data

New Condominium Apartments - Prices

- **The average unit size for a new condominium apartment was up in November 2023 and the cause of the rise in the new benchmark price.** The average price per square foot was little changed from last month.
- 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).

GTA New Condominium Apartment Benchmark Price Per Sq. Ft. and Unit Size

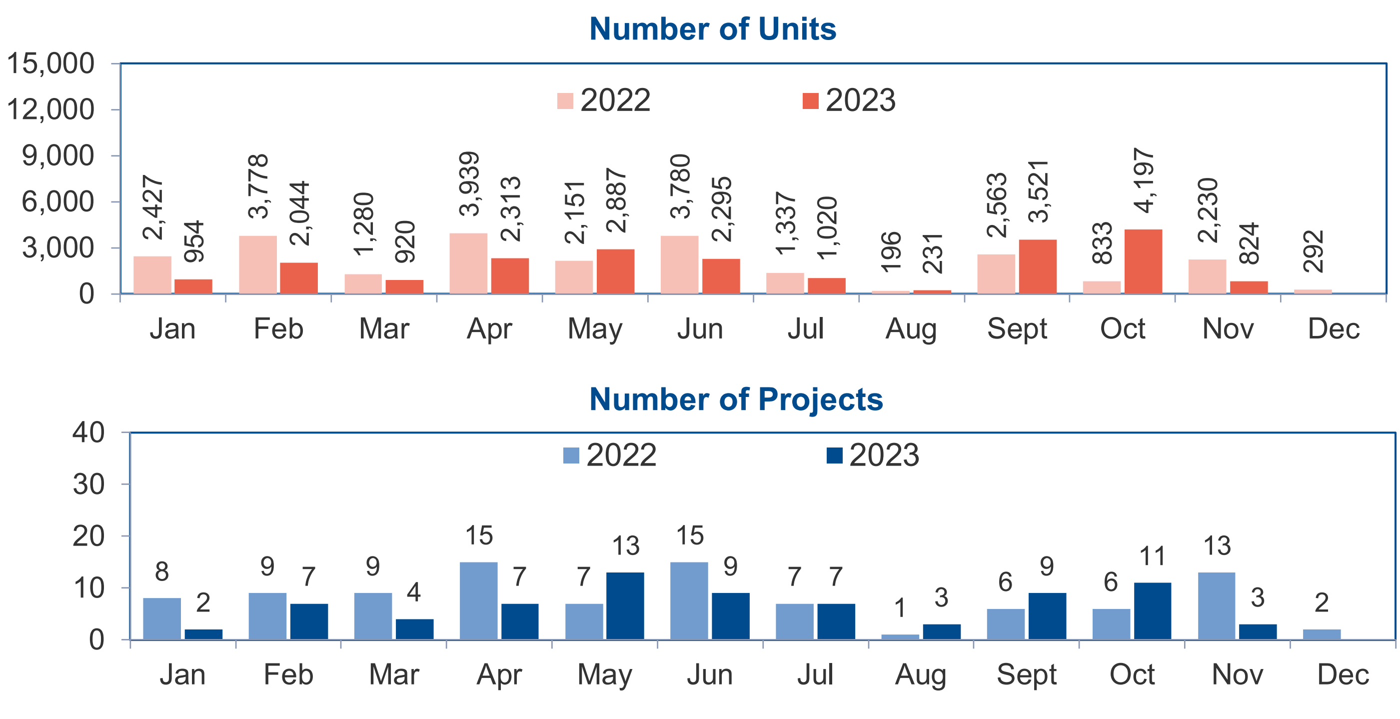


Source: Altus Group

New Condominium Apartments - Openings

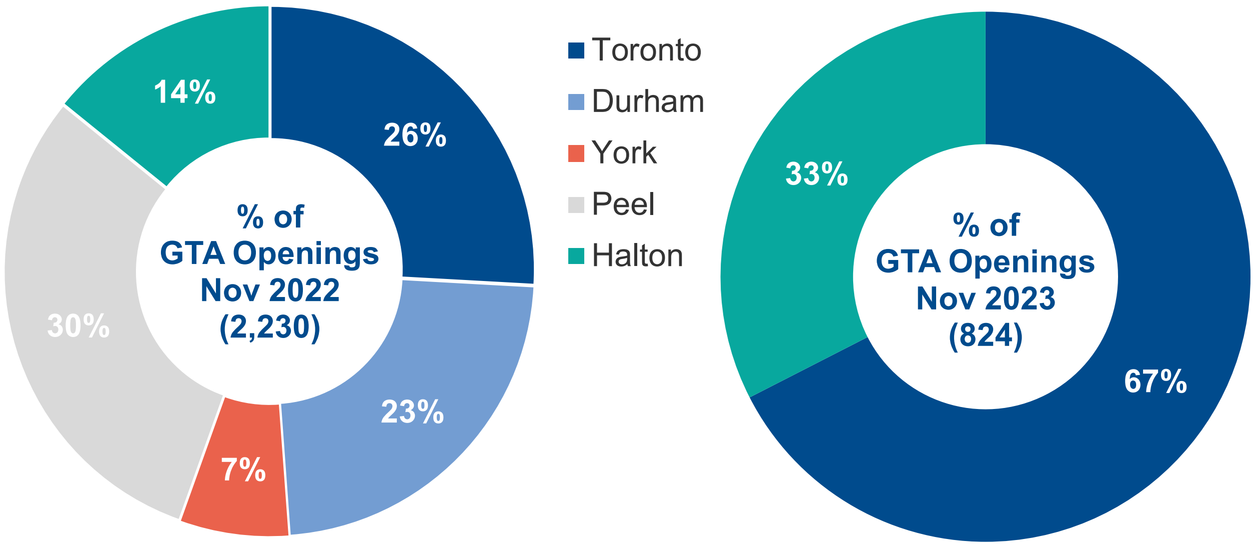
- **Only three new condominium apartment projects launched during November 2023, the fewest for any November on record.** Over 800 new units came to market, the 2nd lowest unit count for a November.
- **New launches were located in the City of Toronto and Halton** *(chart next page, top)* with all of the City of Toronto openings occurring in North York *(chart next page, bottom)*.
- On the pages following the next page are maps showing the location of new projects launched in October and November 2023 accompanied by summary tables with additional details on each project. *Note that due to the large number of openings, there are 2 maps and 2 tables for the October openings.*

GTA New Condominium Apartment Project Openings



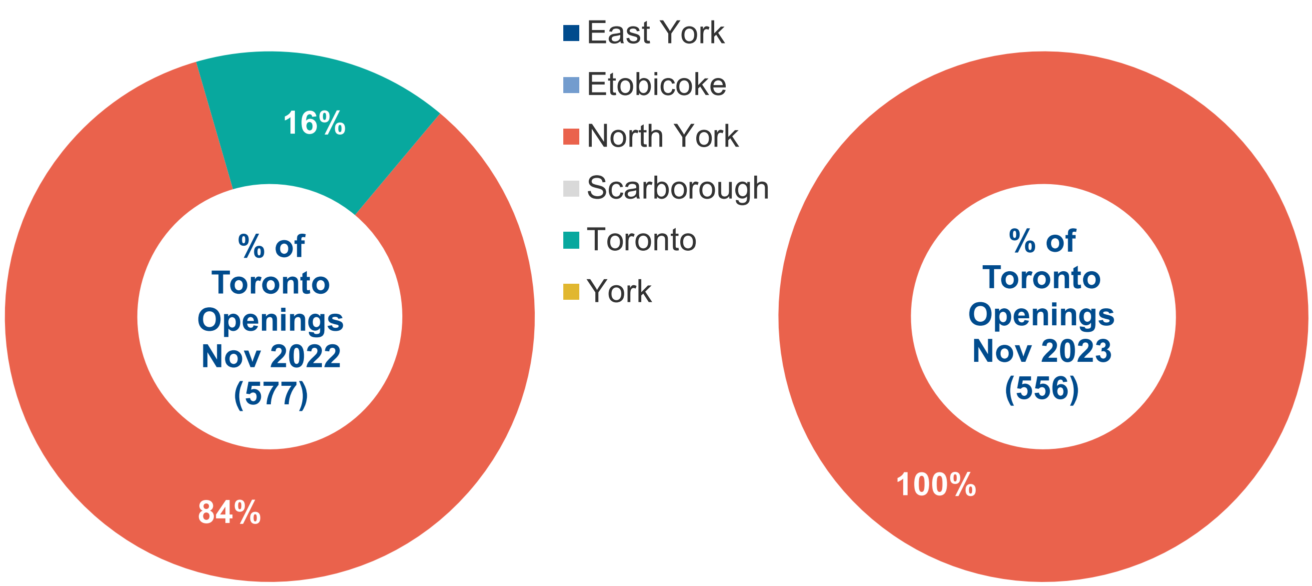
Source: Altus Group

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

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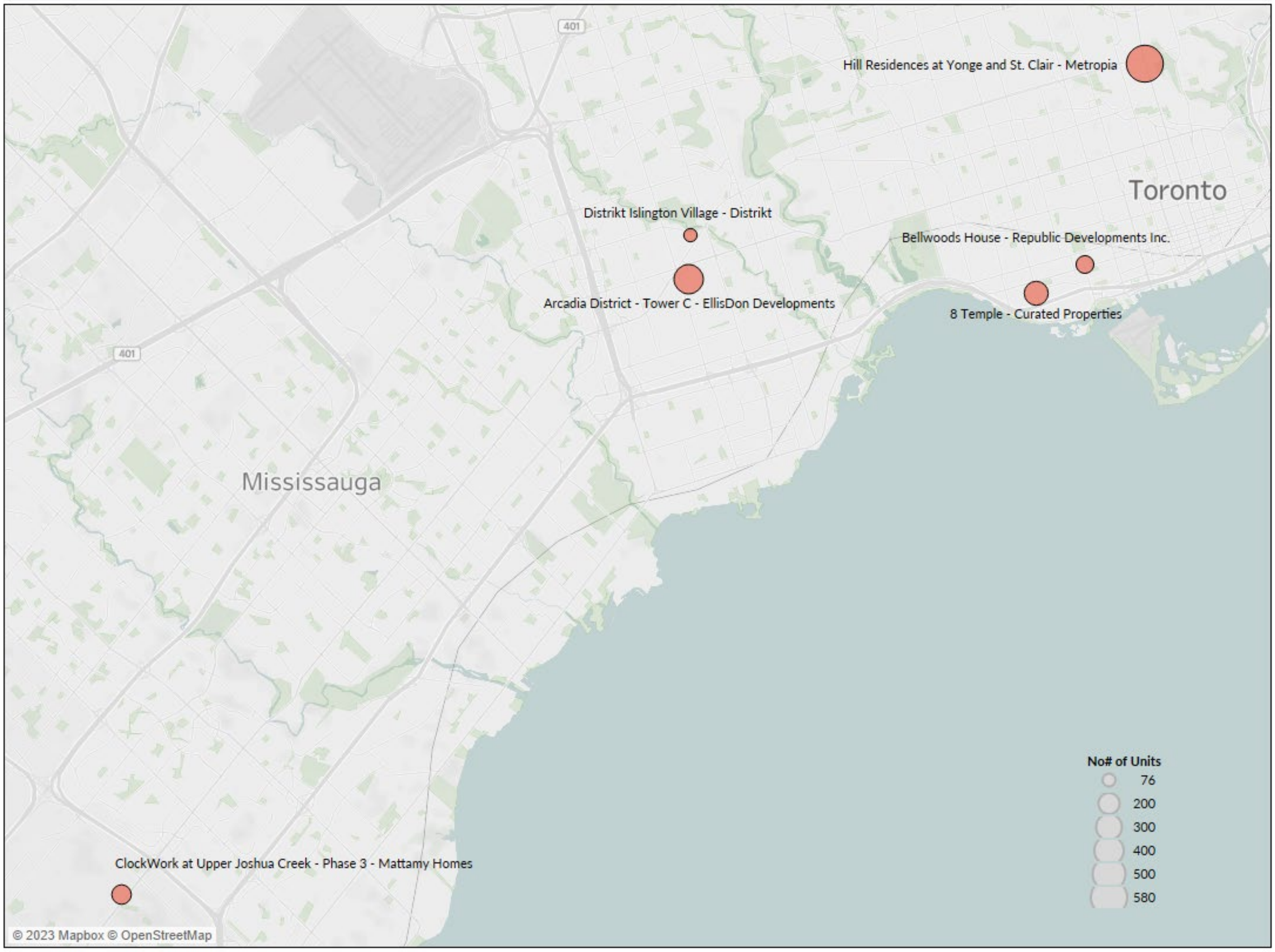
October 2023 New Project Launches by Number of Units



Source: Altus Group

Map 1 of 2

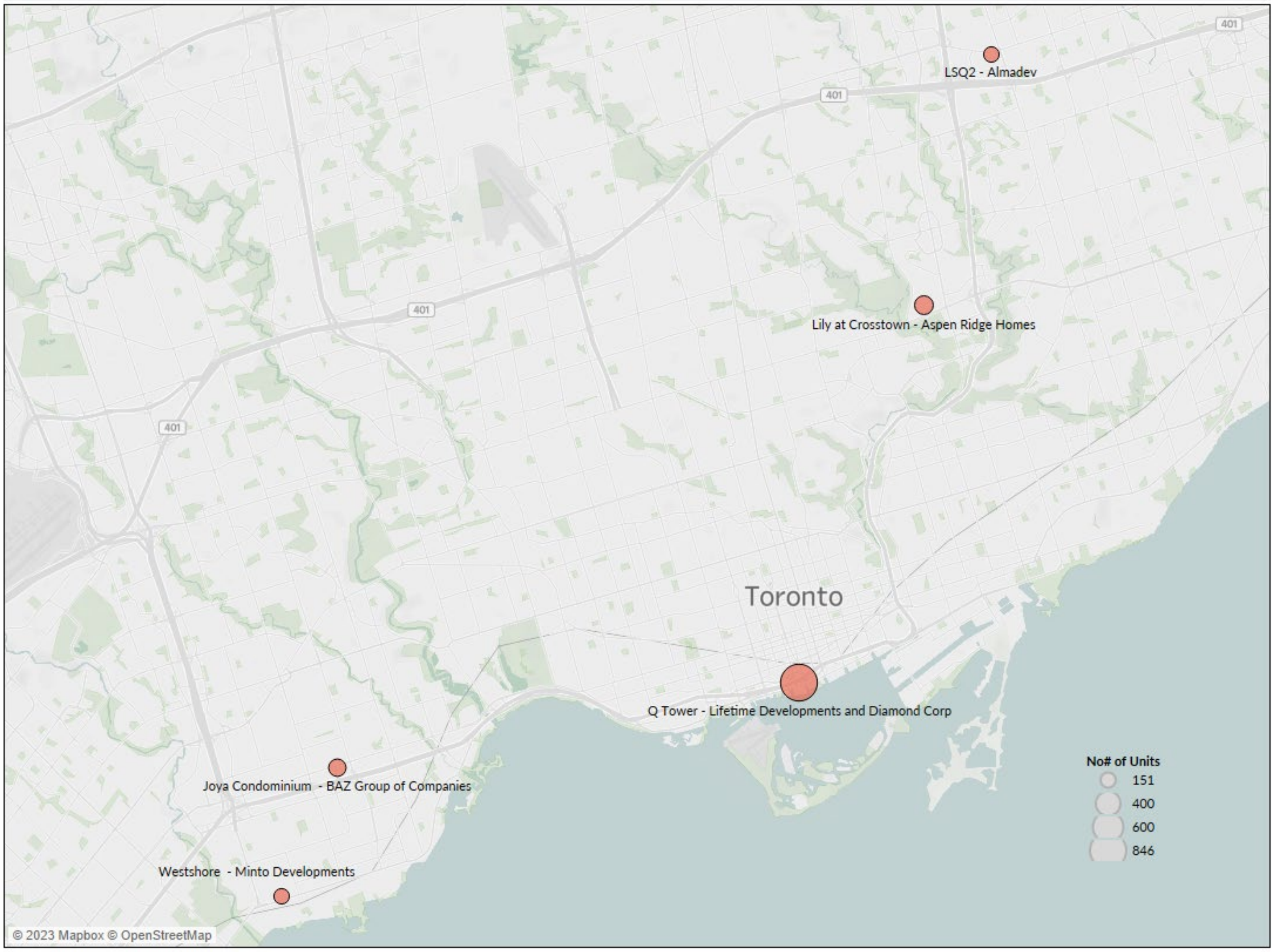
Note: due to the large number of openings in October, project maps and details each have 2 pages.

New Condominium Apartment Project Openings - October 2023 (1 of 2)

Project Name	8 Temple	Arcadia District - Tower C	Bellwoods House	ClockWork at Upper Joshua Creek - Phase	Distrikt Islington Village	Hill Residences at Yonge and
Developer	Curated Properties	EllisDon Developments	Republic Developments Inc.	Mattamy Homes	Distrikt	Metropia
Date Opened	October 1, 2023	October 12, 2023	October 21, 2023	October 17, 2023	October 7, 2023	October 21, 2023
Municipality	Old Toronto	Etobicoke	Old Toronto	Oakville	Etobicoke	Old Toronto
Region	Toronto	Toronto	Toronto	Halton	Toronto	Toronto
Structural Type	Apartment	Apartment	Apartment	Apartment	Stacked	Apartment
Floors	15	34	14	7	3	50
Project Total Units	**246**	**405**	**325**	**163**	**76**	**580**
Total Units Released	**246**	**367**	**135**	**163**	**76**	**580**
Studio	-	30	11	-	-	-
1 Bedroom	39	4	55	48	-	489
1 Bedroom + den	91	155	25	69	-	1
2 Bedroom	78	142	16	33	58	90
2 Bedroom + den	12	-	11	6	-	-
3 Bedroom & up	26	36	8	7	18	-
Penthouse	-	-	-	-	-	-
Townhouse	-	-	9	-	-	-
Other	-	-	-	-	-	-
Opening Month Sales	**74**	**88**	**0**	**85**	**2**	**0**
Next Month Sales	**12**	**25**	**97**	**40**	**0**	**145**
% Sold (of released units)	35%	31%	72%	77%	3%	25%
Remaining Available Inventory	160	254	38	38	74	435
Original $PSF	$1,358	$1,167	$1,457	$1,087	$1,142	$1,565
Minimum Size (sq. ft.)	477	387	376	483	1,017	306
Maximum Size (sq. ft.)	1,351	1,084	1,280	889	2,198	585
Minimum Price	$699,900	$489,900	$582,990	$524,990	$1,099,900	$549,900
Maximum Price	$1,999,900	$1,141,900	$1,825,990	$894,990	$2,299,900	$829,900
Notes						

Source: Altus Group

October 2023 New Project Launches by Number of Units



Source: Altus Group

Map 2 of 2

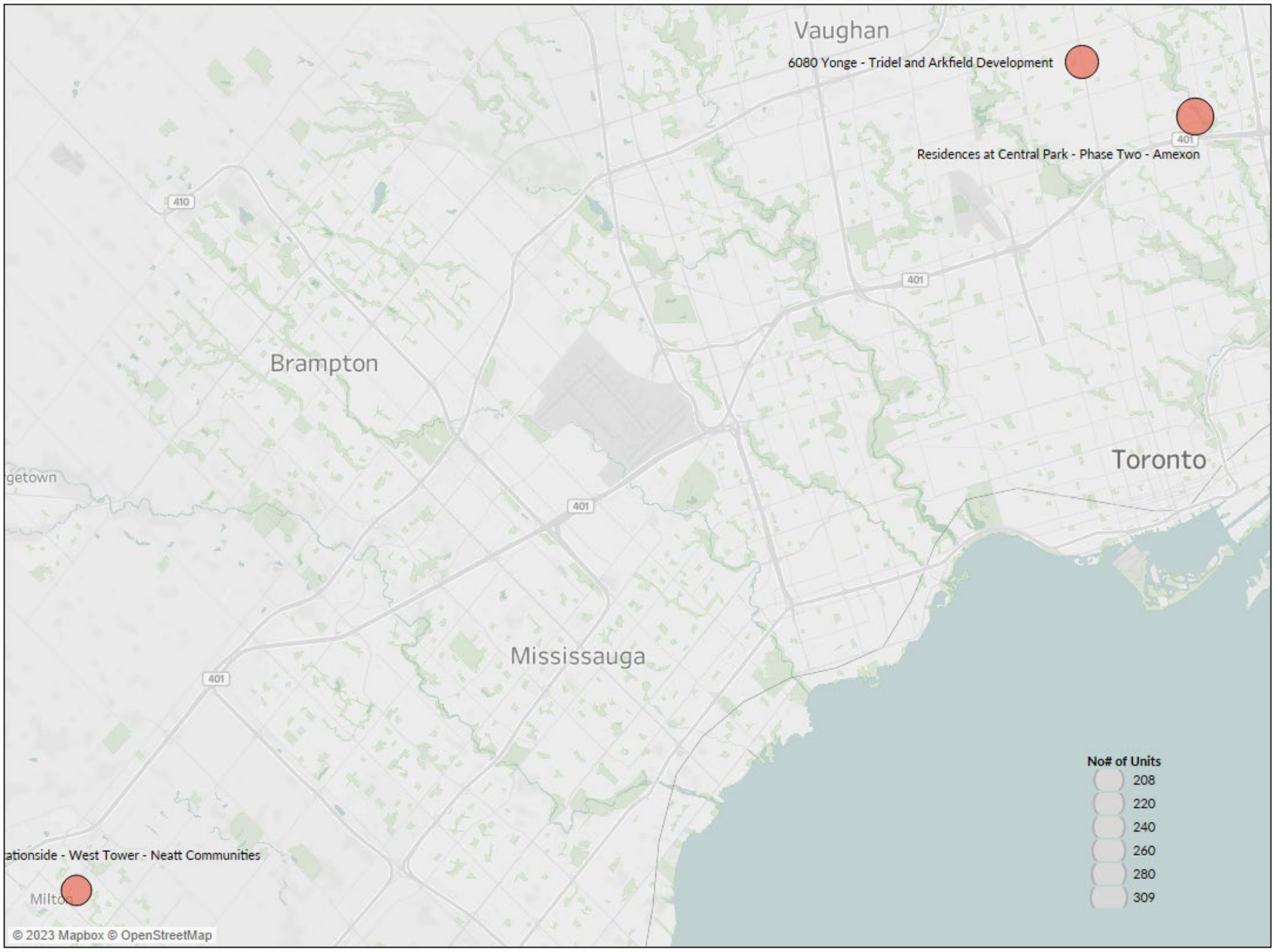
New Condominium Apartment Project Openings -October 2023 (2 of 2)

Project Name	Joya Condominium	Lily at Crosstown	LSQ2	Q Tower	Westshore
Developer	BAZ Group of Companies	Aspen Ridge Homes	Almadev	Lifetime Developments and Diamond	Minto Developments
Date Opened	October 10, 2023	October 28, 2023	October 21, 2023	October 21, 2023	October 21, 2023
Municipality	Etobicoke	North York	North York	Old Toronto	Etobicoke
Region	Toronto	Toronto	Toronto	Toronto	Toronto
Structural Type	Apartment	Apartment	Apartment	Apartment	Stacked
Floors	12	9	30	60	5
Project Total Units	**321**	**690**	**258**	**902**	**151**
Total Units Released	**191**	**220**	**165**	**846**	**151**
Studio	34	-	-	52	-
1 Bedroom	26	44	-	264	27
1 Bedroom + den	73	56	102	237	15
2 Bedroom	36	79	40	154	24
2 Bedroom + den	7	12	14	56	10
3 Bedroom & up	15	29	9	83	75
Penthouse	-	-	-	-	-
Townhouse	-	-	-	-	-
Other	-	-	-	-	-
Opening Month Sales	**53**	**0**	**0**	**0**	**0**
Next Month Sales	**27**	**7**	**53**	**364**	**48**
% Sold (of released units)	42%	3%	32%	43%	32%
Remaining Available Inventory	111	213	112	482	103
Original $PSF	$1,134	$1,204	$1,191	$1,693	$946
Minimum Size (sq. ft.)	336	459	480	361	472
Maximum Size (sq. ft.)	1,012	1,070	1,110	825	1,282
Minimum Price	$419,990	$589,990	$628,900	$599,900	$529,900
Maximum Price	$1,124,990	$1,455,990	$1,299,900	$1,399,900	$1,139,900
Notes					

Source: Altus Group

New Condominium Apartments - Openings

November 2023 New Project Launches by Number of Units



Source: Altus Group

New Condominium Apartments - Openings

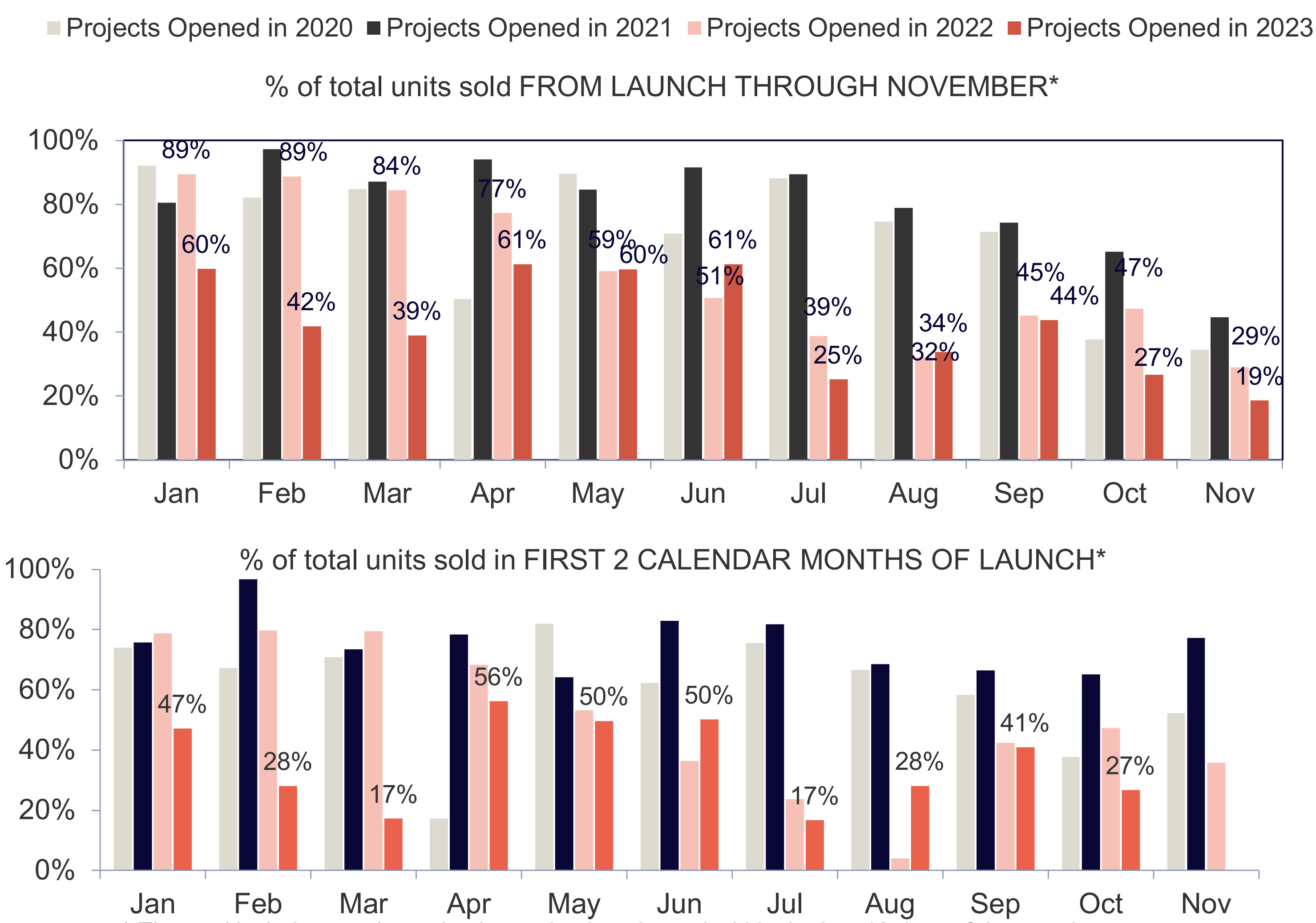
AltusGroup

New Condominium Apartment Project Openings - November 2023			
Project Name	**Stationside - West Tower**	**6080 Yonge**	**Residences at Central Park - Phase Two**
Developer	Neatt Communities	Tridel and Arkfield Development	Amexon
Date Opened	November 2, 2023	November 1, 2023	November 2, 2023
Municipality	Milton	North York	North York
Region	Halton	Toronto	Toronto
Structural Type	Apartment	Apartment	Apartment
Floors	23	14	31
Project Total Units	**268**	**247**	**309**
Total Units Released	**208**	**247**	**309**
Studio	-	18	-
1 Bedroom	70	15	63
1 Bedroom + den	91	90	70
2 Bedroom	47	69	66
2 Bedroom + den	-	19	104
3 Bedroom & up	-	30	6
Penthouse	-	-	-
Townhouse	-	-	-
Other	-	6	-
Opening Month Sales	**47**	**59**	**47**
% Sold (of released units)	23%	24%	15%
Remaining Available Inventory	161	188	262
Original $PSF	$1,050	$1,503	$1,396
Minimum Size (sq. ft.)	447	459	425
Maximum Size (sq. ft.)	782	1,614	1,281
Minimum Price	$484,490	$679,000	$608,800
Maximum Price	$799,990	$2,600,000	$1,718,800
Notes			

Source: Altus Group

- **About 1 in 5 units opened during November 2023 sold** - well behind each of the last three years.
- After 2 months of sales, the pace of sales opened in October 2023 has lagged the pace of the previous three years.
- 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 November)*

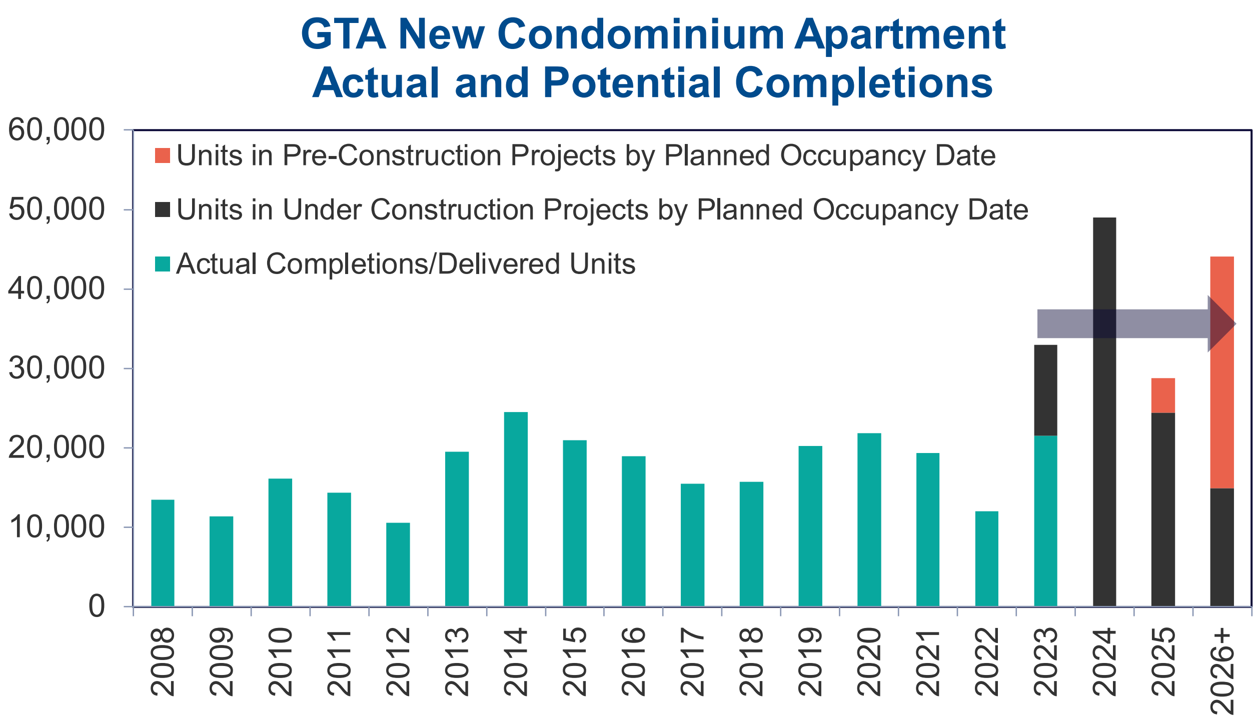


** The total includes unreleased units, and units released within the last 10 days of the month*

Source: Altus Group

New Condominium Apartments - Completions

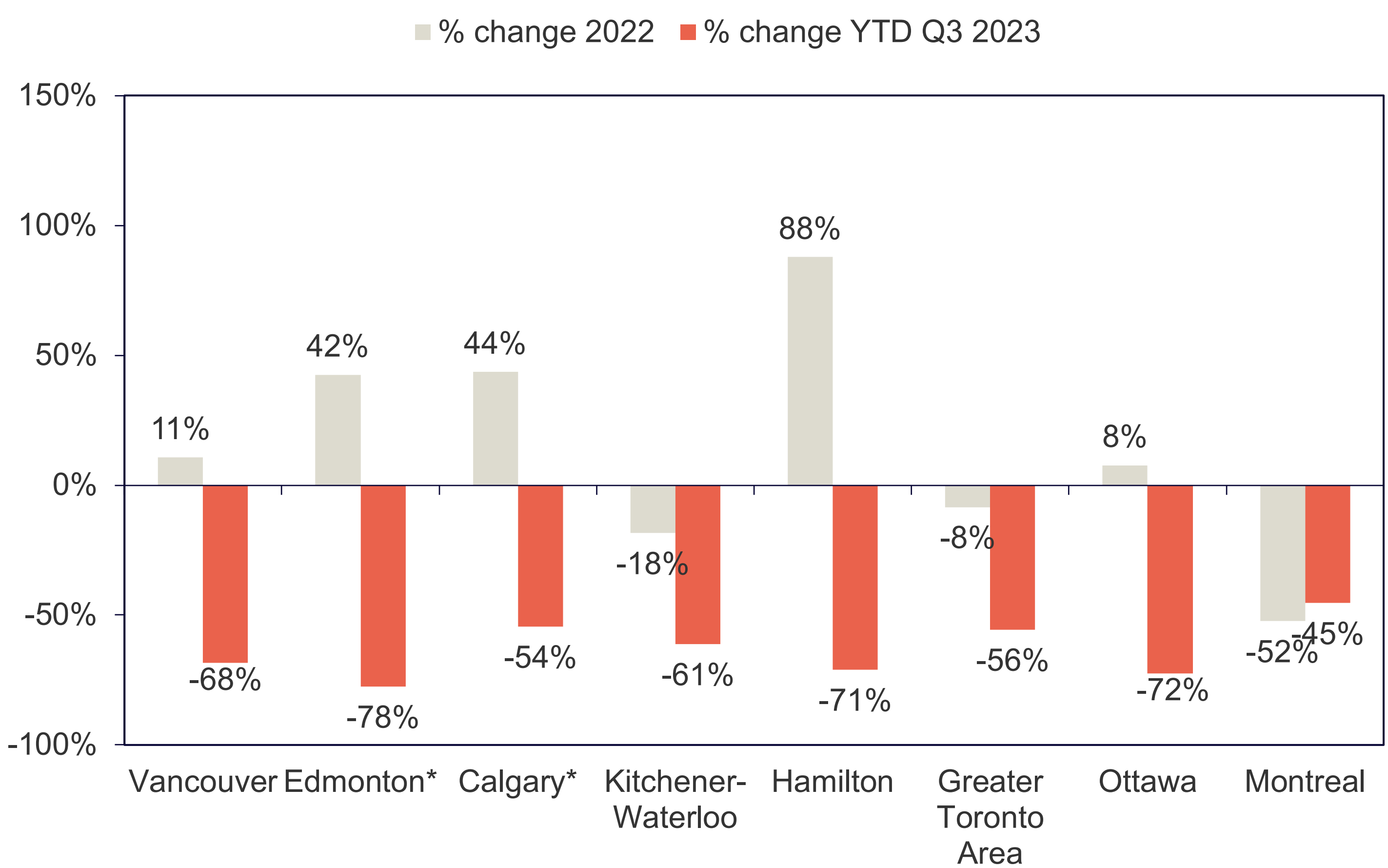
- As of the end of November 2023, there were about 133,300 new condominium apartment units in projects either under construction or in pre-construction stages.
- **A total of 2,749 new condominium apartment units were completed in November 2023.** Year-to-date completions for 2023 have already surpassed last year's annual total and are on pace for their 2nd highest level on record.
- Based on planned occupancy dates, and only considering units currently under construction, one might expect that annual completions of condominium apartment units will be much higher in 2024. However, as in recent years, industry capacity thresholds are likely to push the delivery timeline for some of these units out further than originally planned dates. Rising construction and borrowing costs are also top of mind for developers, with the potential to further add to delays.



Source: Altus Group

- After a small decline in 2022, **high-density residential land sales** (land for condominium apartment and purpose-built rental projects) **in the GTA for the first three quarters of 2023 were down by over 50 percent compared to the same period from a year earlier**. Investment activity has slowed in all the other asset classes as well – with the exception of little change in the industrial sector and an increase in hotel investment. The 2nd quarter of 2023 saw the hotel sector record its largest investment quarter since the end of 2017.
- **High-density residential land sales patterns were down noticeably in the first three quarters of 2023 across all of the markets tracked by Altus Group**.

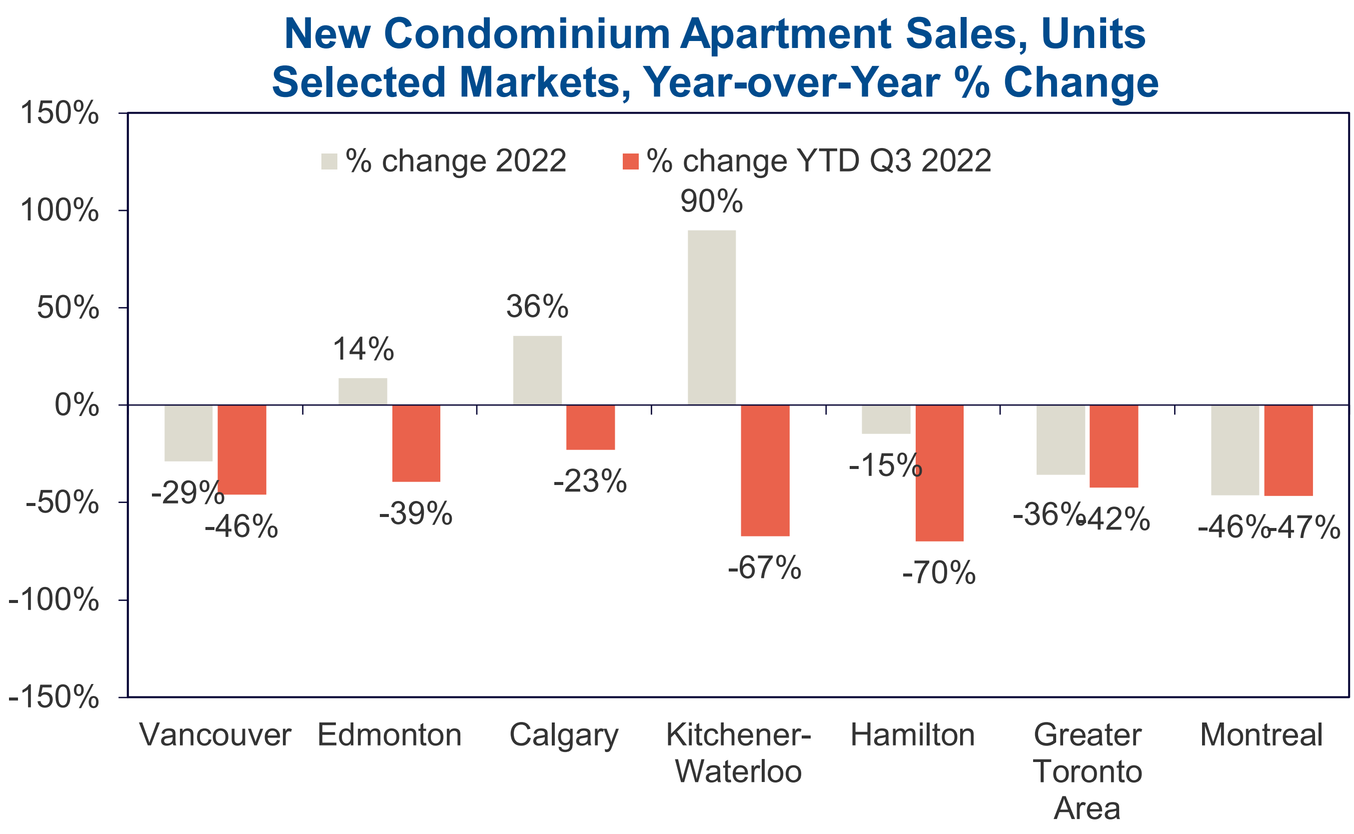
High-Density Residential Land Sales Transactions ($)
Selected Markets, Year-over-Year % Change



Source: Altus Group

New Condo Apartment Sales Across Canada

- **The GTA is not the only market to be experiencing a slowdown in new condominium apartment sales through the first three quarters of 2023.**
- Lower sales across all of the markets regularly tracked by Altus Group so far in 2023 come on heels of most of the markets already recording slower sales in 2022 – only the Alberta markets and Kitchener-Waterloo are coming off improved sales in 2022.



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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