Altus Group

The Altus Group Condominium Apartment Monitor

GTA Edition

Data as of April 2024

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New Condominium Apartment Dashboard

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April 2024			YTD April 2024	
Sales	Inventory	Benchmark Price	Sales	Benchmark Price
518	16,478	$1,056,786	1,788	$1,052,856
-64% ▼	+20% ▲	-4% ▼	-50% ▼	-6% ▼
2nd lowest April on record	*Highest April since 2016*	*Lowest April since 2020*	*2nd lowest YTD April on record*	*Lowest YTD April since 2021*

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

Highlights

- **Total new condominium apartment sales in the GTA were the 2nd lowest April after the pandemic impacted 2020**.
- **The inventory of available new condo apartments was little changed in April and remained well above the 10-year average.**
- **The benchmark price of a new condominium apartment inched higher in April but recorded a 17th consecutive year-over-year decline.**
- The slow start of new condominium apartment sales in 2024 extended into April. The market remained in a holding pattern awaiting reductions in interest rates. It is uncertain if the limited number of rate cuts expected through the remainder of 2024 will be enough for the market to shake off the doldrums.

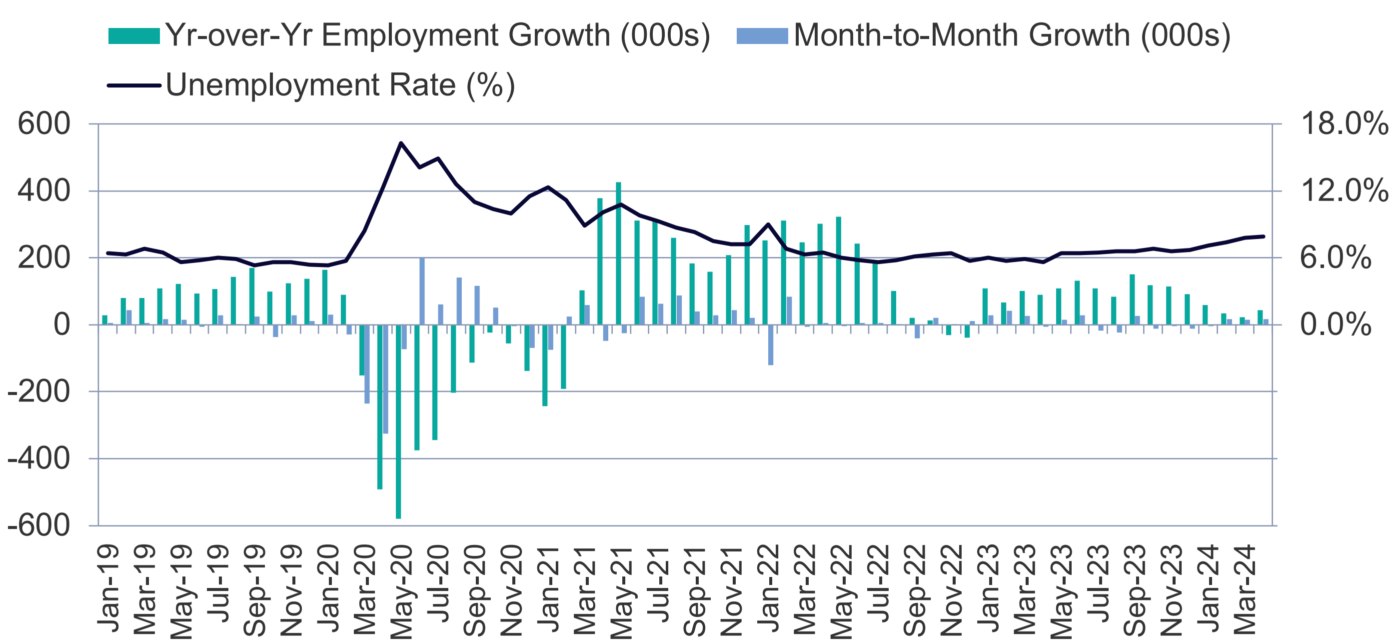
GTA Condominium Apartment Key Performance Indicators

	Apr-23	Mar-24	Apr-24	*Yr-Over-Yr % Change*	YTD Arr 2023	YTD Arr 2024	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	360	351	353	*-2%*	353	352	*0%*
New projects opened	7	3	3	*-57%*	20	8	*-60%*
Units in new projects opened	2,035	225	1,094	*-46%*	5,953	1,755	*-71%*
Total sales (units)	1,426	621	518	*-64%*	3,556	1,788	*-50%*
Sales as % of total new & resale	*40%*	*25%*	*20%*		*35%*	*21%*	
Inventory (units)	13,769	16,451	16,478	*20%*	13,040	16,639	*28%*
Sales-to-inventory ratio	10%	4%	3%	*-70%*	7%	3%	*-60%*
Months of inventory	12.9	15.7	16.9	*31%*	10.3	15.9	*54%*
Benchmark price	$1,102,904	$1,054,906	$1,056,786	*-4%*	$1,115,282	$1,052,856	*-6%*
Price PSF Benchmark	$1,372	$1,355	$1,351	*-2%*	$1,372	$1,352	*-1%*
Unit size Benchmark (sq. ft)	804	779	782	*-3%*	813	779	*-4%*
Units completed	1,098	2,738	2,946	*168%*	4,504	8,371	*86%*
Resale Condominium Apartments (Toronto Real Estate Board data)							
Total sales (units)	2,160	1,842	2,013	*-7%*	6,686	6,776	*1%*
New listings (units)	3,439	4,292	5,542	*61%*	12,593	16,853	*34%*
Inventory ("active listings", units)	3,944	5,834	7,015	*78%*	3,866	5,679	*47%*
Sales-to-inventory ratio	55%	32%	29%	*-48%*	43%	30%	*-31%*
Months of inventory	2.6	3.6	4.4	*65%*	2.5	3.5	*41%*
Average price of units sold	$724,118	$700,046	$728,067	*1%*	$708,365	$703,710	*-1%*
HPI constant quality price index (Jan 2005=100)	366.6	355.9	361.5	*-1%*	360.7	356.3	*-1%*

** see end of report for Definitions*

- **Year-over-year employment growth continued on a positive note in April having recorded a 16th consecutive month of positive growth, and month-to-month growth also remained positive for a 3rd month in succession.** However, The GTA unemployment rate rose further to sit at just under 8%, its highest level in over two years.
- **The Bank of Canada held the target for the overnight rate steady at its latest rate announcement on April 10**, stating that **"***In Canada, economic growth stalled in the second half of last year and the economy moved into excess supply . . . Employment has been growing more slowly than the working-age population and the unemployment rate has risen gradually . . . There are some recent signs that wage pressures are moderating. Overall, the data point to an economy in modest excess supply.. . The Bank expects CPI inflation to be close to 3% during the first half of this year, move below 2½% in the second half, and reach the 2% inflation target in 2025.. . . While inflation is still too high and risks remain, CPI and core inflation have eased further in recent months. The Council will be looking for evidence that this downward momentum is sustained. Governing Council is particularly watching the evolution of 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 June 5.**
- **Variable rate mortgage interest rates remained above the average 5-year fixed special rate with the spread maintaining an almost 190 basis points margin.** The 5-year "special rate" mortgage has fallen by 1 full percentage point since the end of November *(chart next page, bottom).*

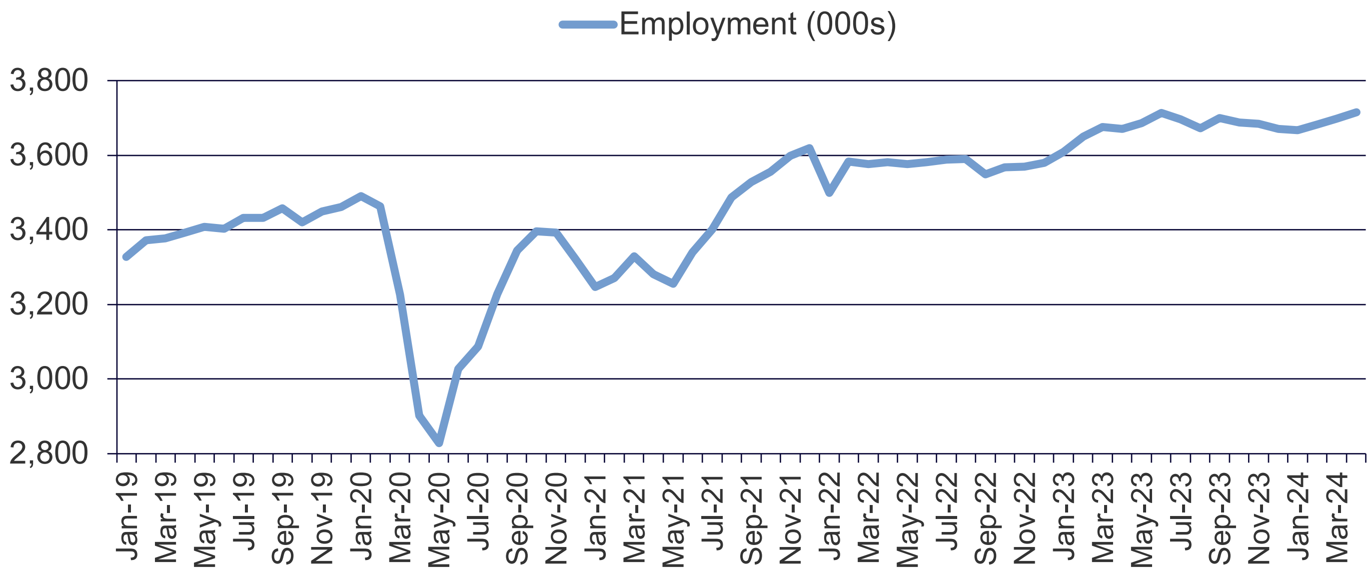
GTA Employment Snapshot*



Source: Altus Group based on Statistics Canada data

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

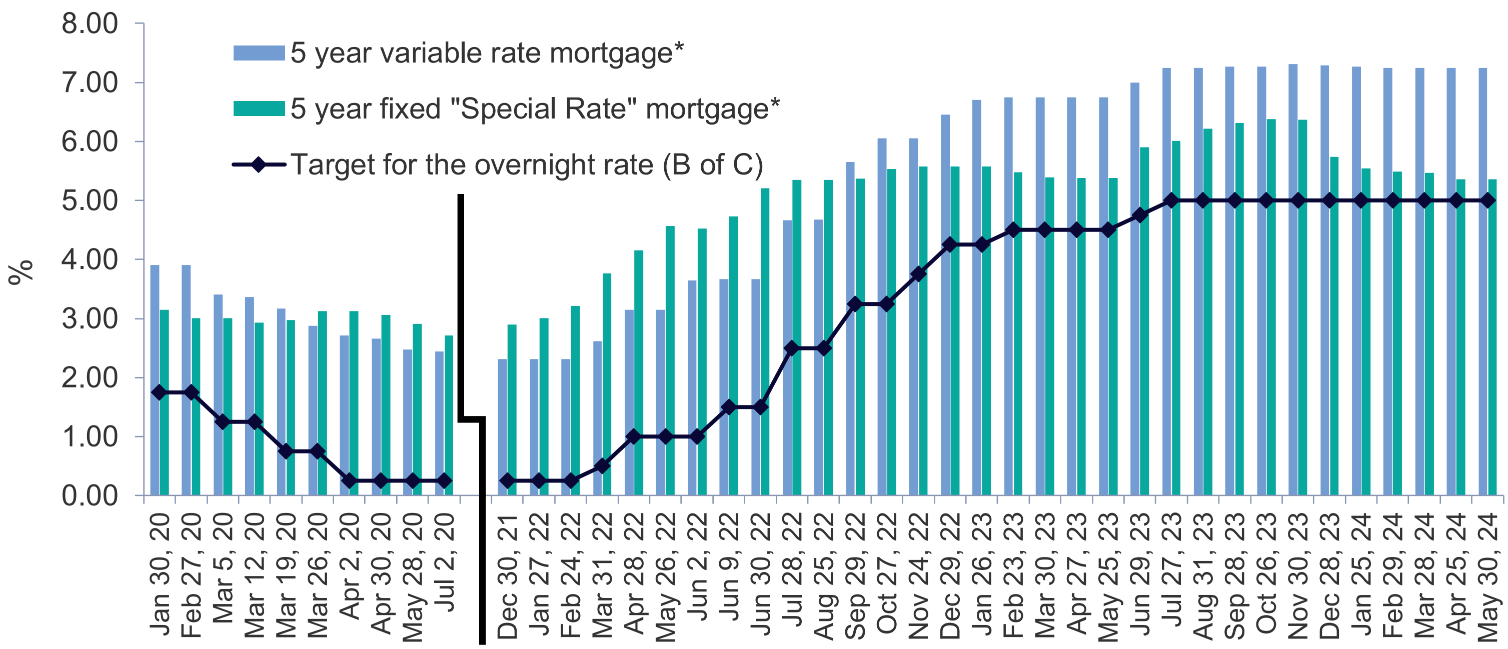
GTA Total Employment*



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

Source: Altus Group based on Statistics Canada data

Selected Interest Rates

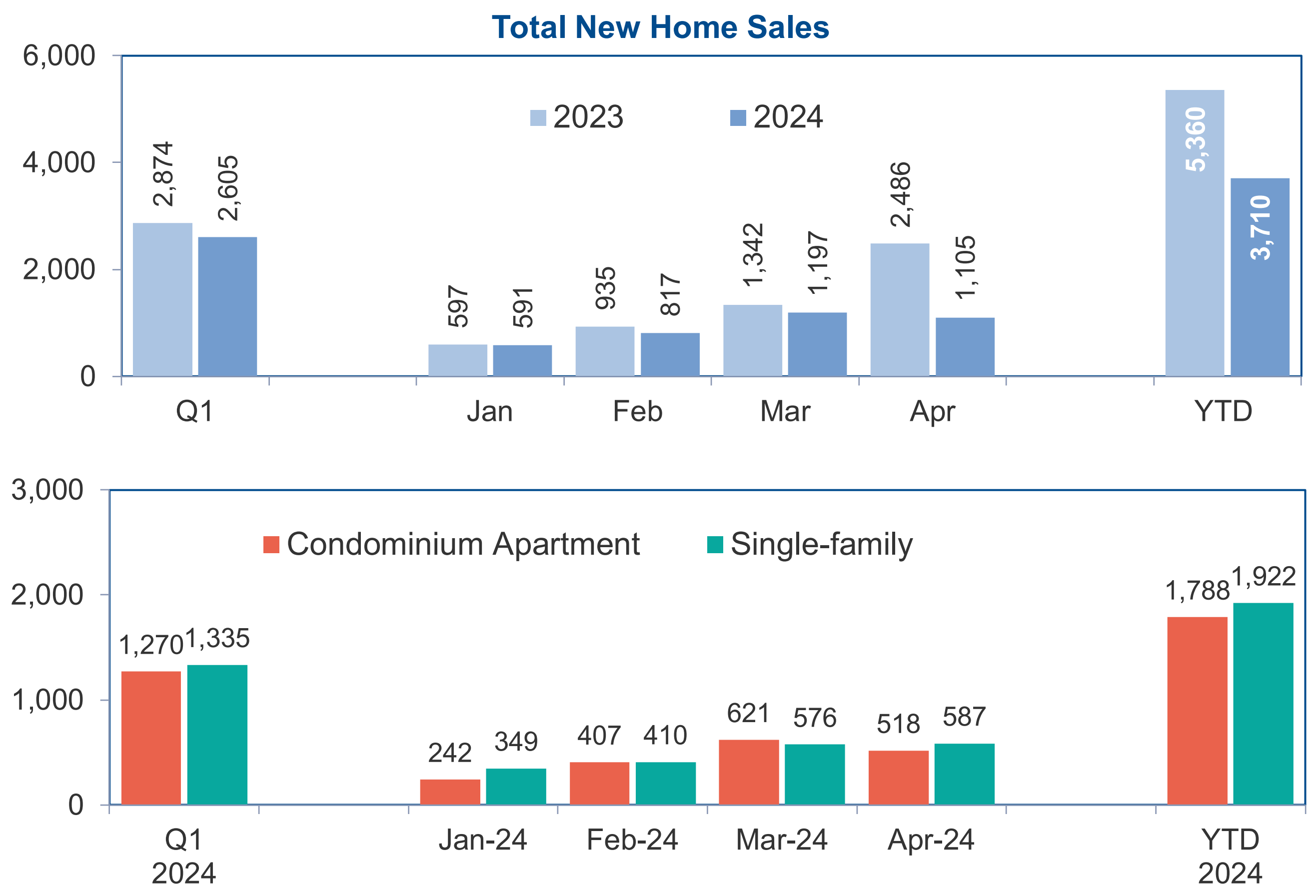


** Average for the major banks*

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

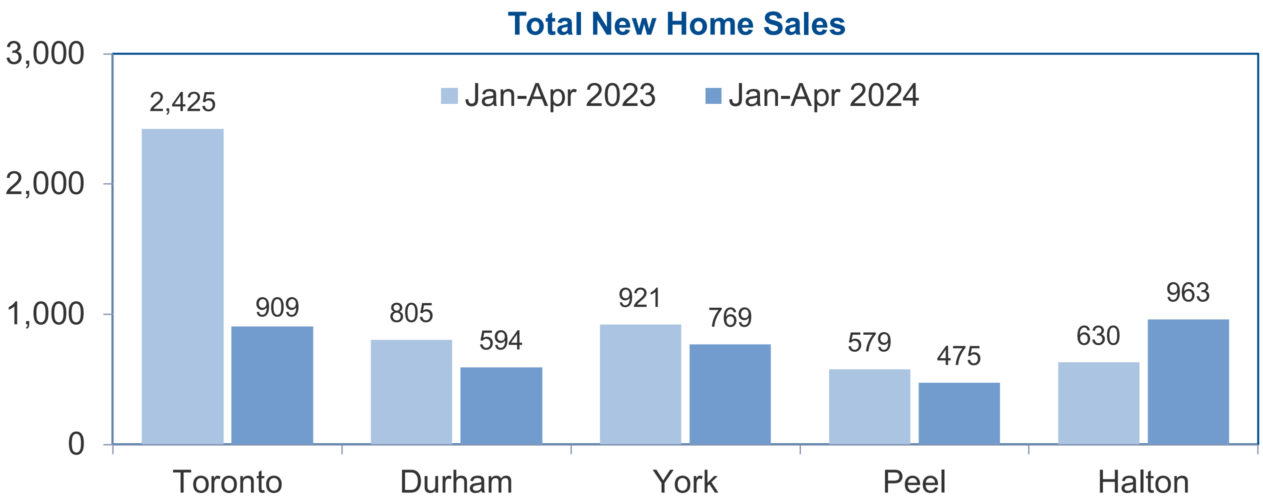
- **GTA new home sales languished in April 2024, recording their lowest April level except for the start of the pandemic.** April sales of new condominium apartments similarly hit a record low, except for 2020 while new single-family home sales registered a 45 percent drop from last year.
- **The weakness in the condominium apartment sector was focused in Toronto**, though all regions recorded lower sales (*charts next page*).
- **All regions recorded lower total new home sales through the first four months of 2024 with the exception of Halton.** Most regions also recorded lower sales year-to-date for both new condominium apartment and new single-family sales except for Halton (both sectors) and Peel in the single-family sector (*charts next page*).

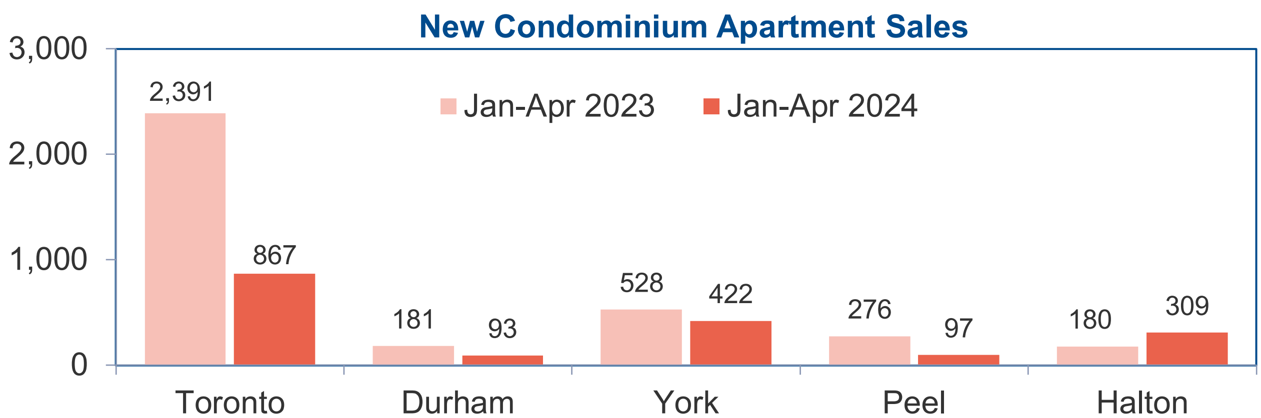
GTA New Home Sales

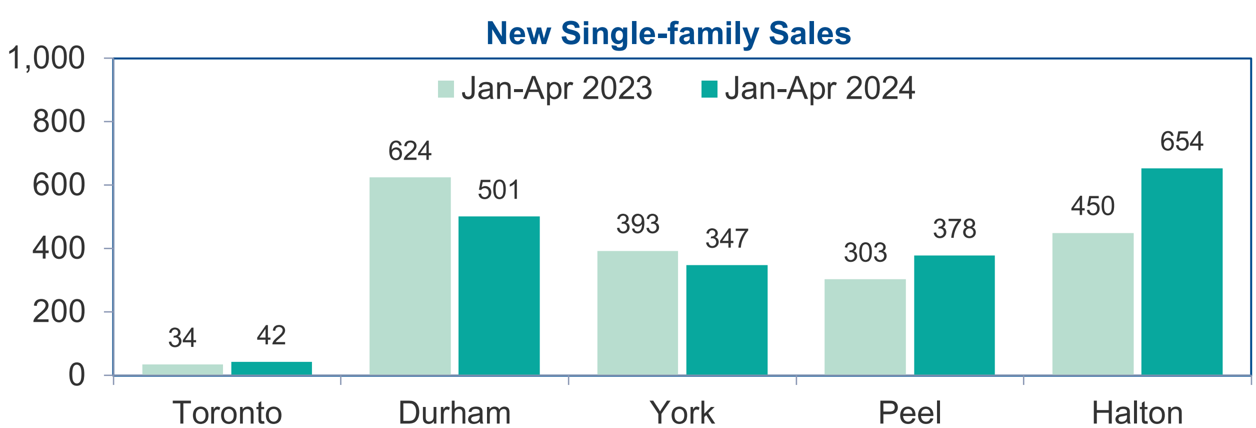


Source: Altus Group

GTA New Home Sales by Region

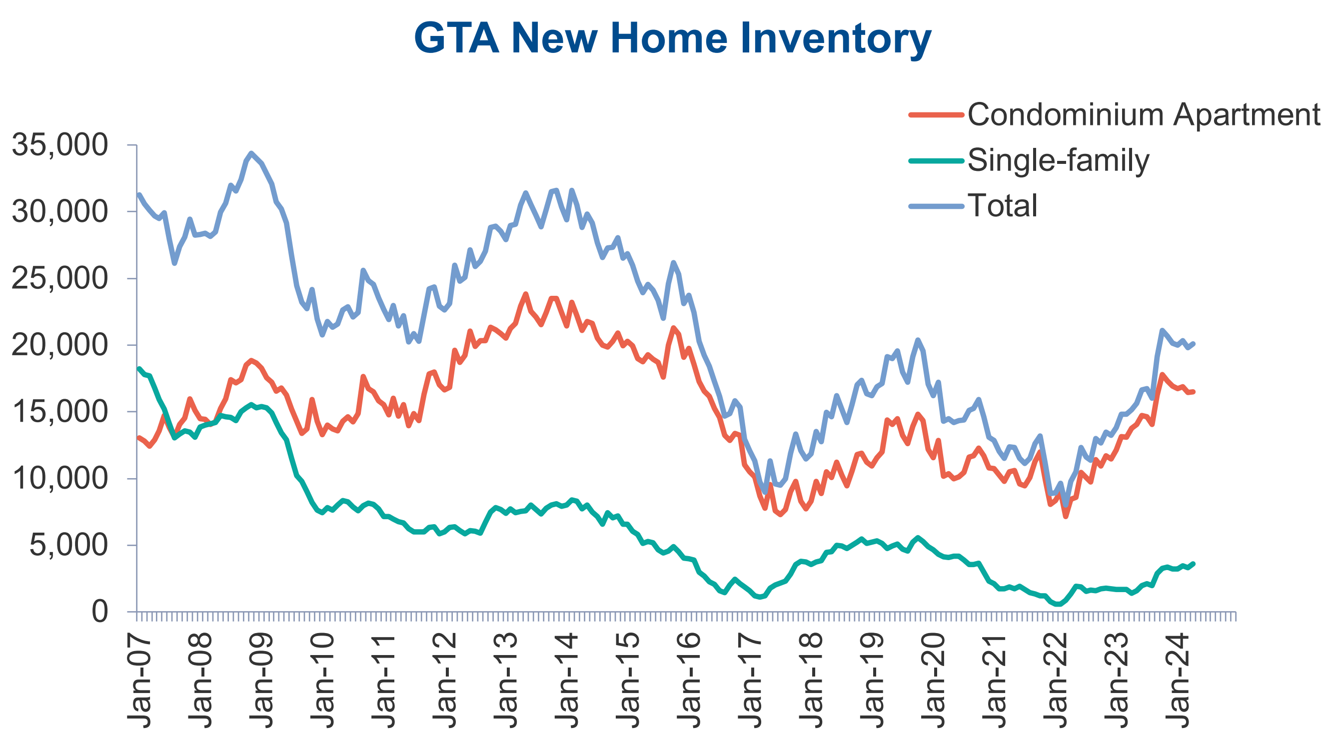






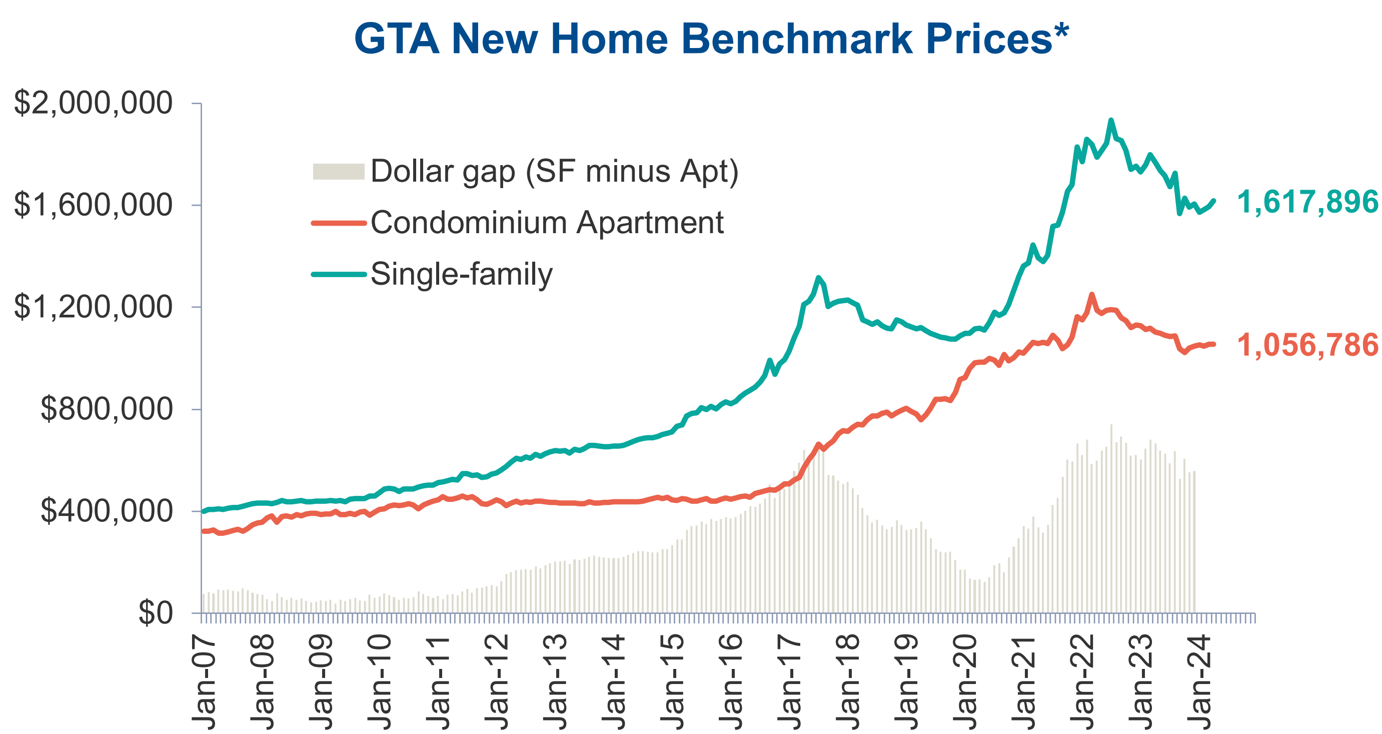
Source: Altus Group

- **The total inventory of new homes across the GTA rose in April 2024 and sat about one-third above the 10-year average.** Total inventory also exceeded last year by about one-third.
- **An increase in single-family sector was the driving factory in the inventory rise as new apartment inventory was virtually unchanged.**
- Based on average monthly total new home sales over the past 12 months, there were almost 15 months of available supply of total new homes at the end of April 2024, well above the long-term average for April of about 7 months.



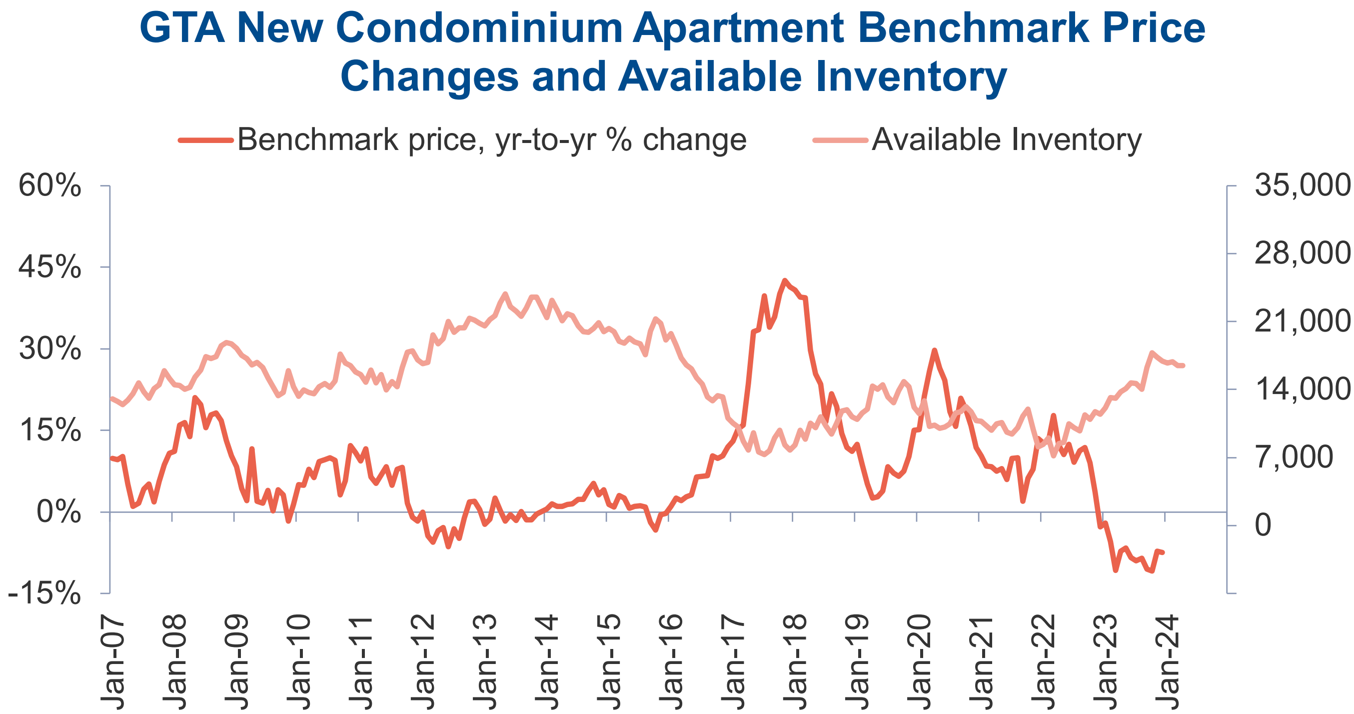
Source: Altus Group

- **The benchmark price for a new condominium apartment eased by four percent in April 2024 compared to the previous year.** Single-family benchmark pricing also moved lower in April, down nine percent.
- **The price advantage of available new condominium apartments compared to new single-family homes widened further in April.** Both the condominium apartment benchmark price and the single-family benchmark price registered year-over-year declines for a 17th consecutive month (*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.

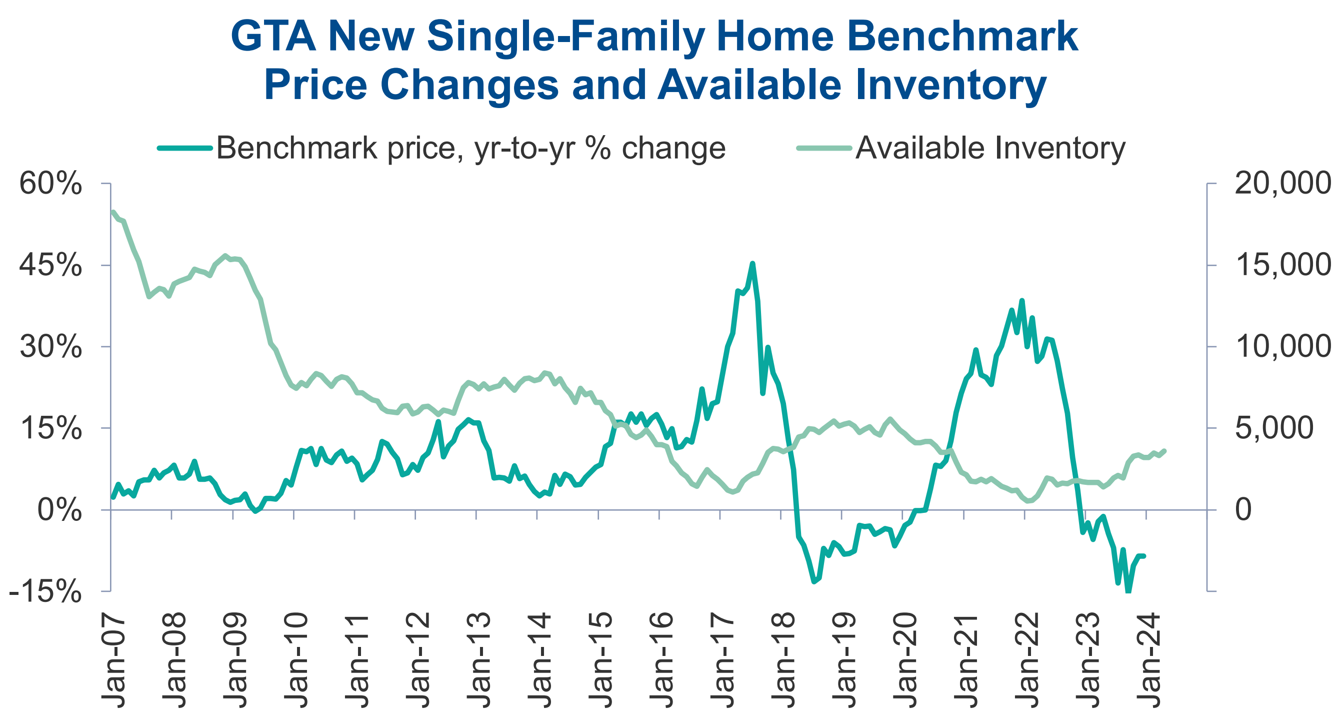


** Average asking price of available new home inventory at end of period with outliers removed*

Source: Altus Group



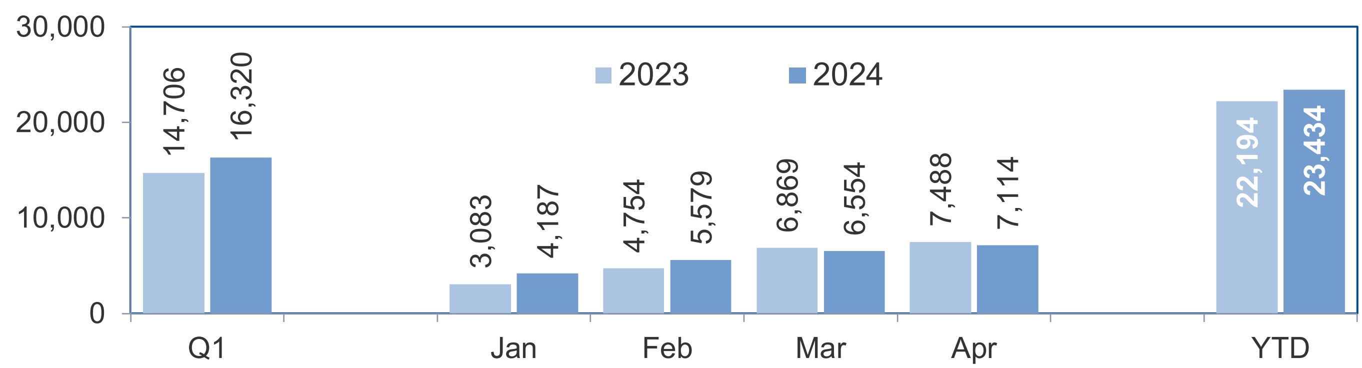
Source: Altus Group

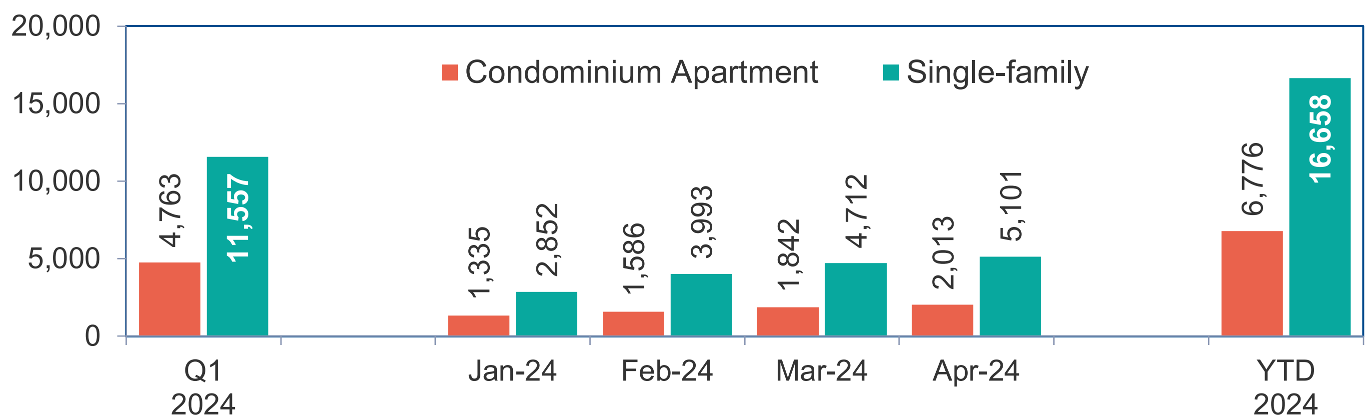


Source: Altus Group

- **Sales of existing homes in April 2024 came in lower for a 2nd consecutive month,** and remain well below the 10-year average.
- **Total inventory rose almost 75 percent year-over-year** as both resale condominium apartment and single-family inventory posted similar increases from April 2023 *(chart next page, top).*
- The average sales price for existing condominium apartment and single-family homes in April 2024 were little changed from a year earlier *(chart next page, bottom).*

GTA Resale Home Sales

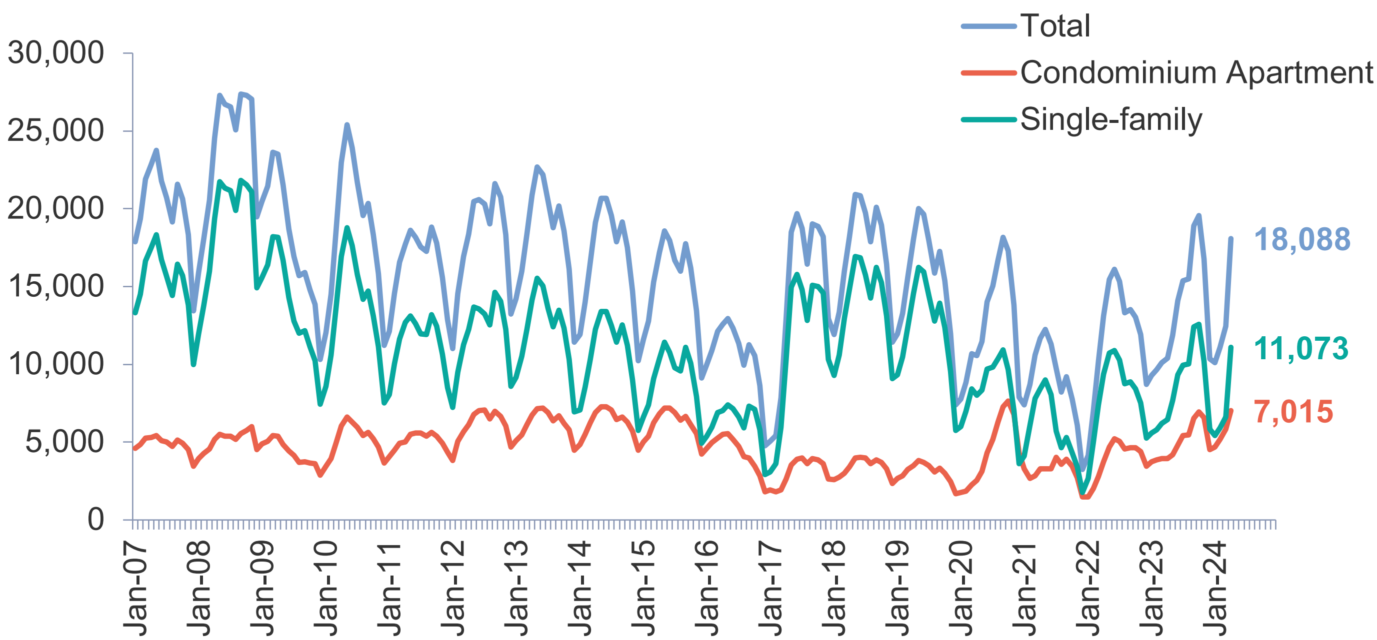




Source: Altus Group based on Toronto Regional Real Estate Board data

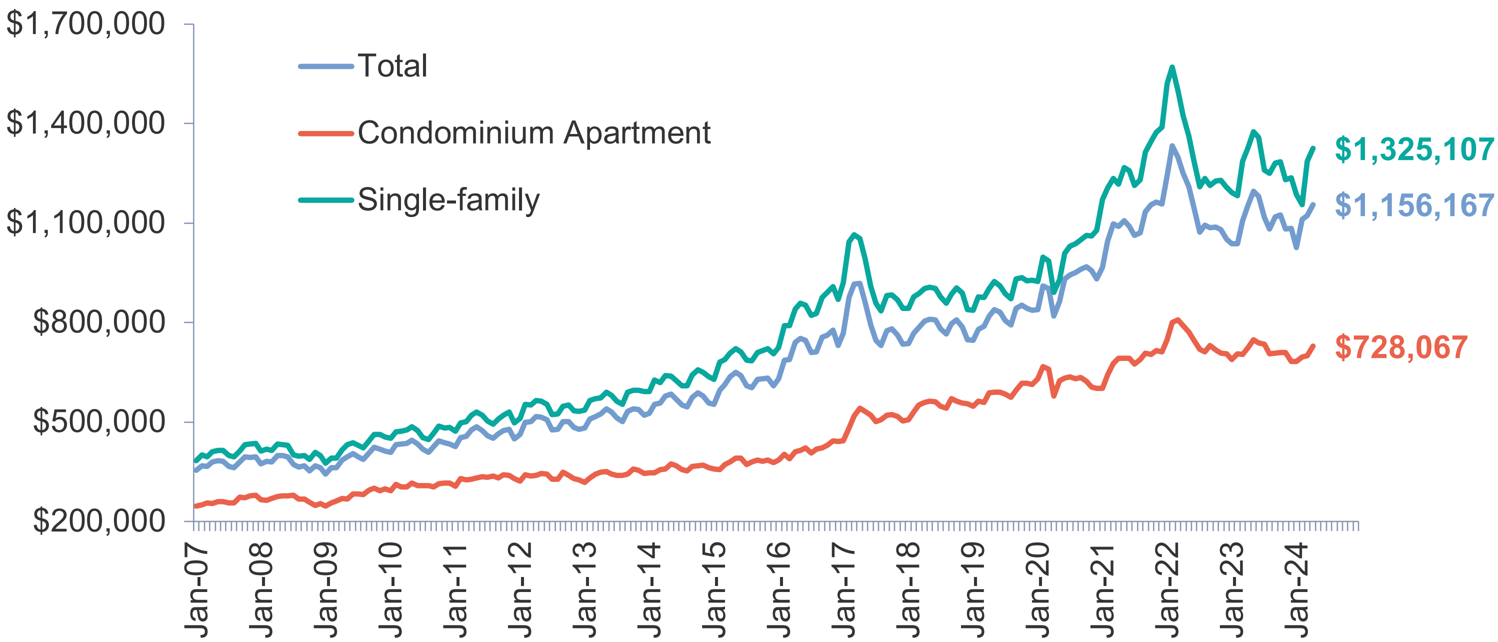
Resale Home Market - Inventory & Prices

GTA Resale Home Inventory ("Active Listings")



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

GTA Resale Home Prices

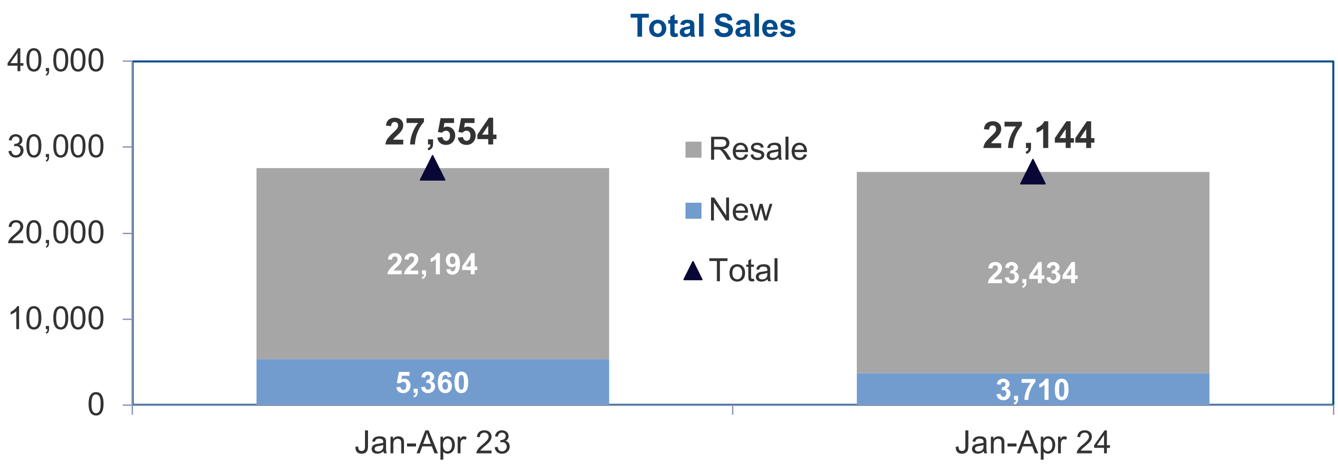


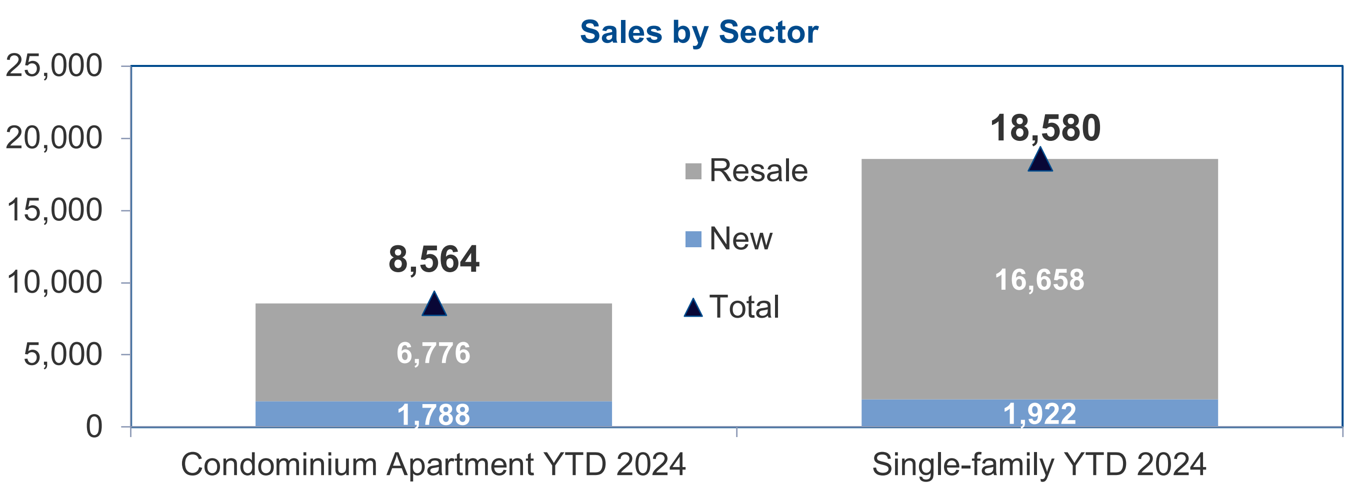
Source: Altus Group based on Toronto Regional Real Estate Board data

Overall Home Market - Sales

- **Year-to-date total home sales in the GTA through the first four months of 2024 were just short of the level from a year earlier**. The new home sector was down 11 percent, offsetting the gain in the resale sector.
- **The new home sector accounted for about 1 out of every 7 home for the first four months of 2024** – this is down from 1 in 5 for the same period in 2023. Almost 1 in 10 single-family and 1 in 5 condominium apartment homes sold were new homes.

GTA Combined New & Resale Home Sales





Source: Altus Group and Toronto Regional Real Estate Board data

New Condominium Apartments - Sales

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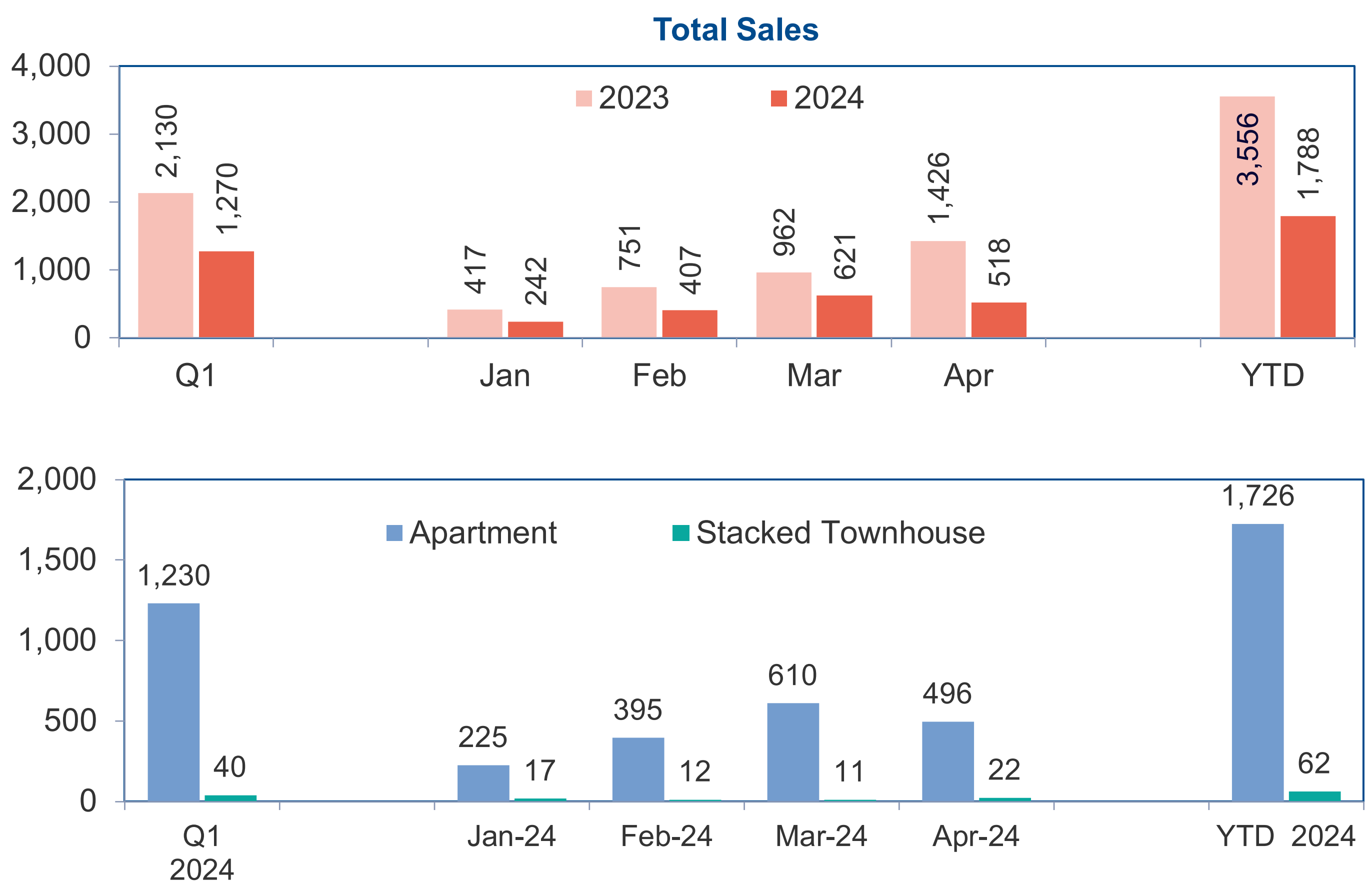
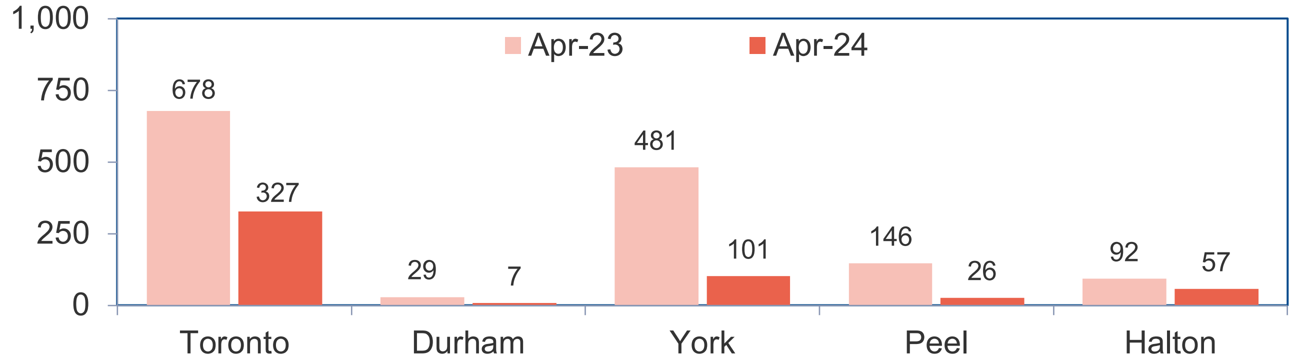
- **Total new condominium apartment sales in April across the GTA were the 2nd lowest April** (after 2020 pandemic onset) **on record**.
- **New condominium sales were down across all regions** *(chart top of next page)*.
- **Lower new condominium sales were recorded across all regions except Halton with the falloff in Toronto continuing to drag down overall GTA numbers** (*chart middle of next page*). Toronto has lost market share of new condominium apartment sales to Halton and York (*chart bottom of next page*).

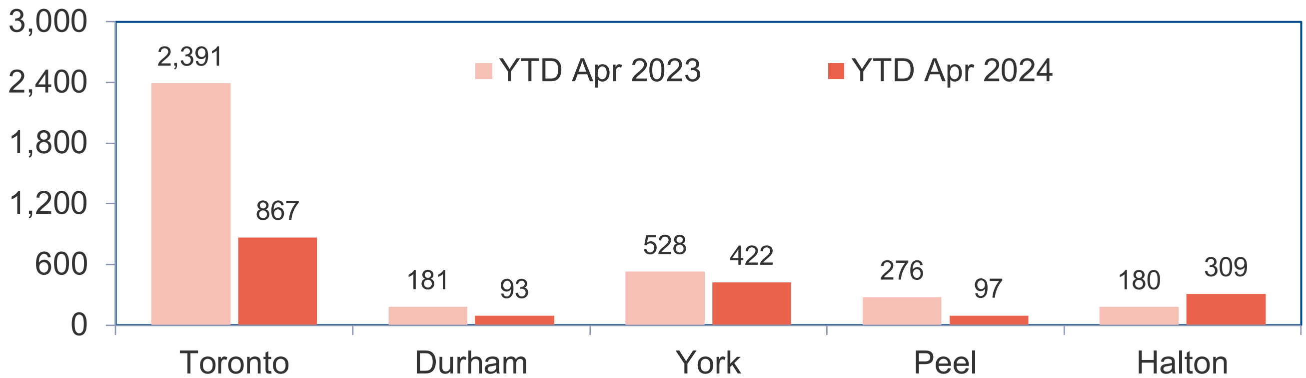
GTA New Condominium Apartment Sales

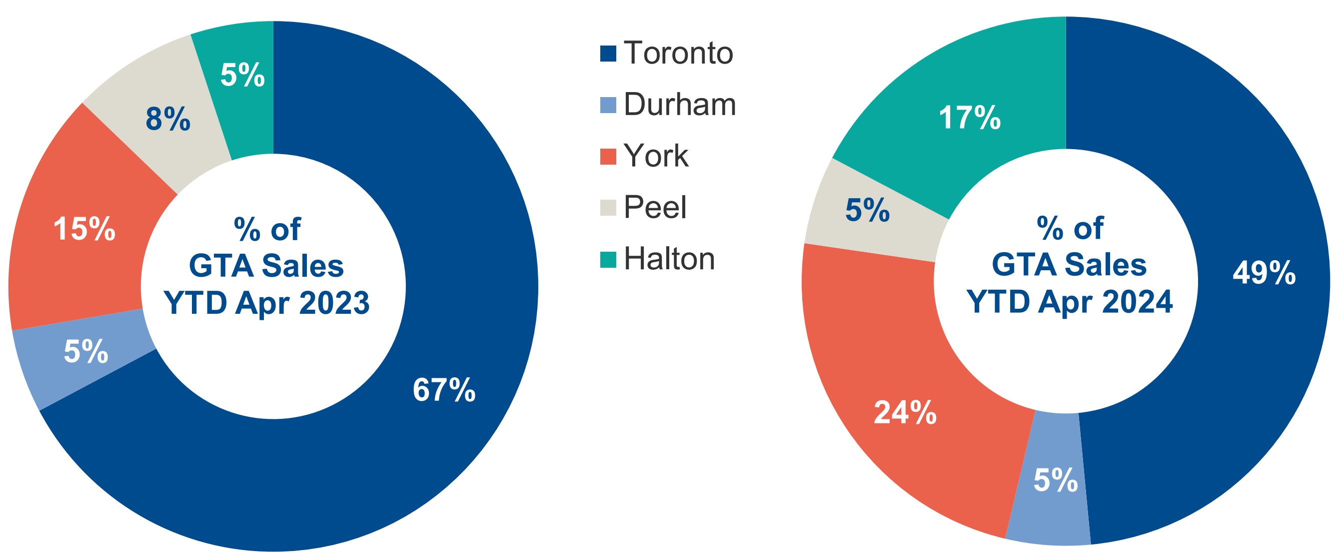


Source: Altus Group

GTA New Condominium Apartment Sales by Region



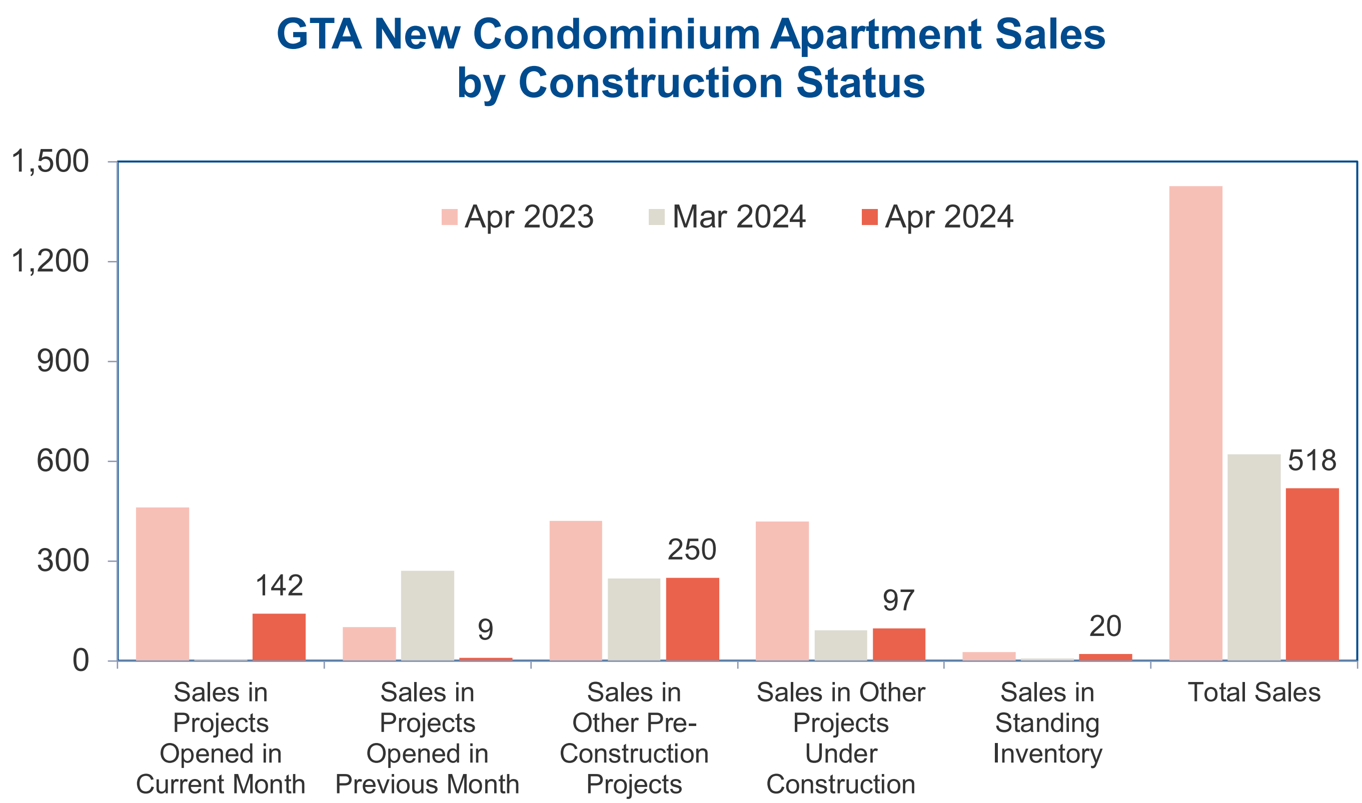




Source: Altus Group

New Condominium Apartments - Sales

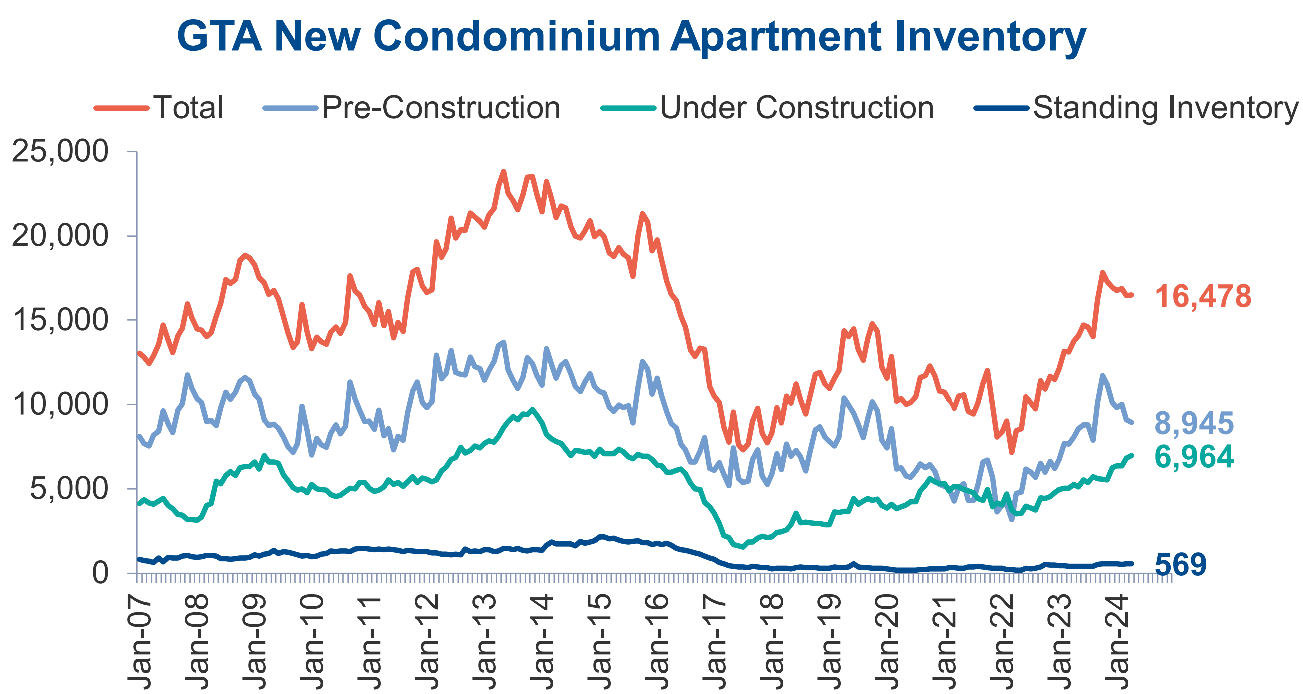
- **About one in four new condominium apartment sales occurred in the 2 newly launched projects registering sales in April**. The bulk of April sales (50%) occurred in pre-construction projects opened two months or more ago.
- **There is typically little inventory still available to purchase when projects are completed** (*see chart next page, top*) and therefore very few sales in the "standing inventory" category.



Source: Altus Group

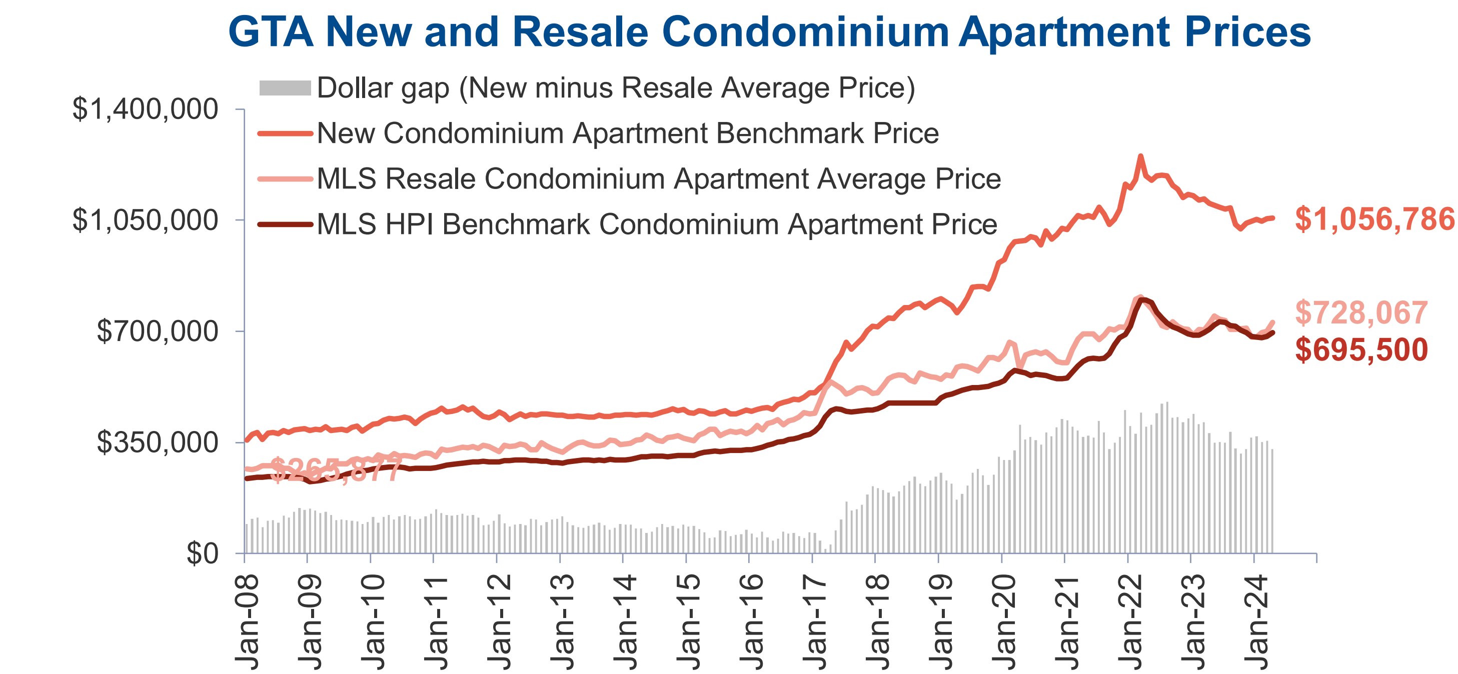
New Condominium Apartments - Inventory

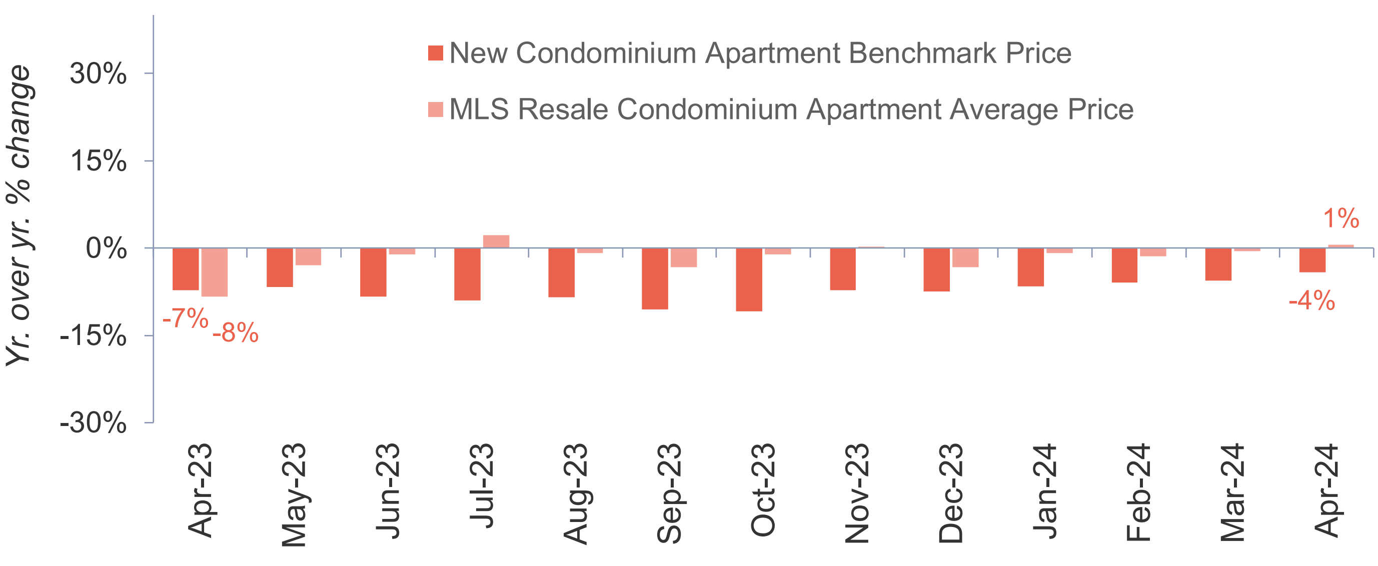
- **The inventory of available new condo apartments was little changed in April and remained well above the 10-year average.**
- **The current unsold inventory at new condominium apartment projects represents about 17 months of supply** at the average monthly pace of sales seen over the past 12 months, well above the longer-term average for April of 9.5 months.
- **Over three-quarters of the available inventory is concentrated in the City of Toronto.** Based on sales in the past 12 months, months of inventory ranged from a low of roughly 8 months in York to a high of about 22 months in Peel.



Source: Altus Group

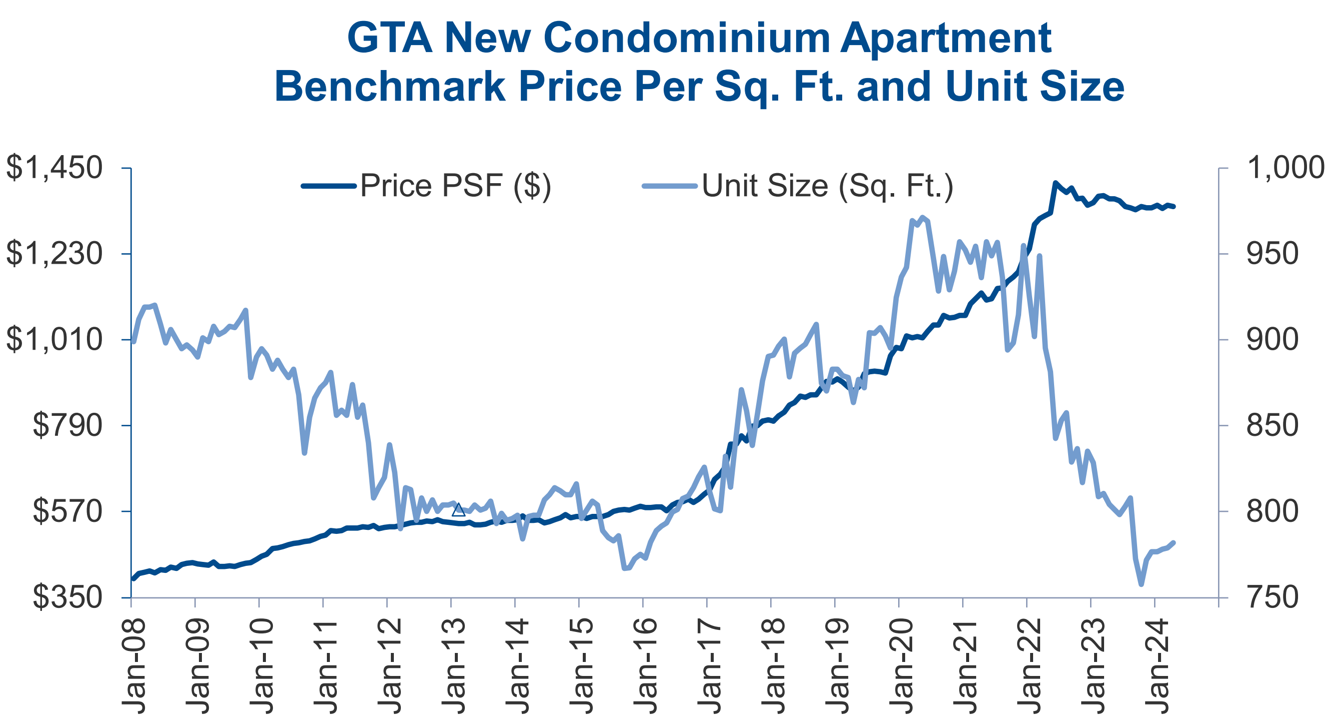
- **The benchmark price of a new condominium apartment inched higher in April 2024 but recorded a 17th consecutive year-over-year decline** *(this benchmark measures prices of available units at the end of the month - see benchmark price definition at the end of this report).*
- In absolute terms, **the price difference between a new and resale condominium apartment unit narrow in April.**





Source: Altus Group and Toronto Real Estate Board data

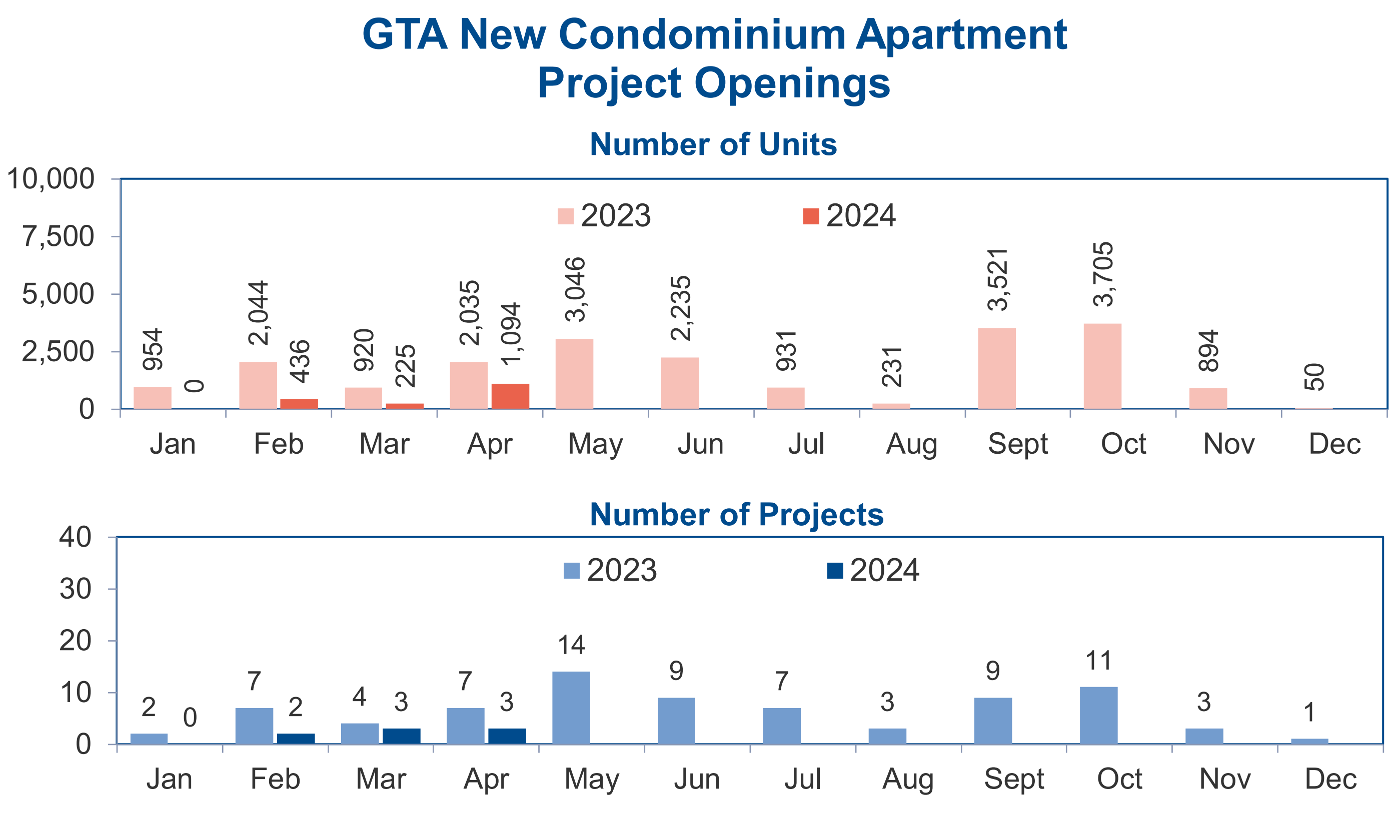
- **The price per square foot for a new condominium apartments moved low in April 2024 while unit sizes increased.**
- Caution needs to be used in interpreting the data for any specific timeframe, as smaller unit sizes on average have higher prices per square foot. For example, an increase in the price 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).



Source: Altus Group

New Condominium Apartments - Openings

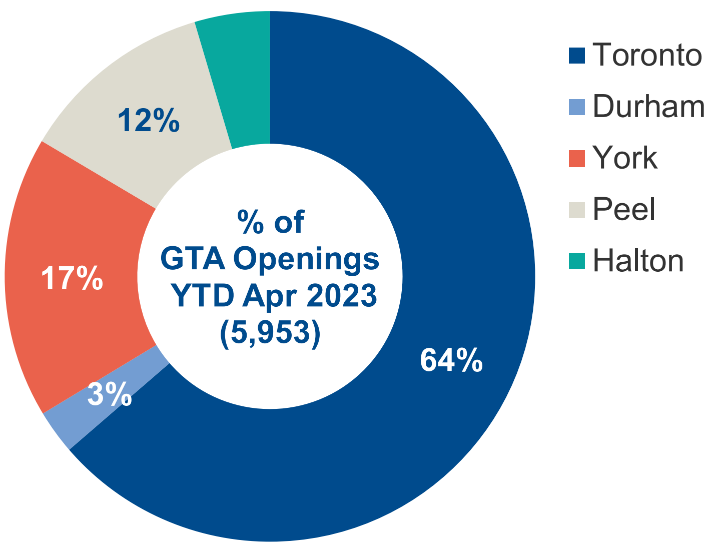
- **Three new condominium apartment were launched in April 2024**.
- **New launches in 2024 were located in Halton, York and Toronto with Toronto's share plummeting compared to last year***(chart next page, top).* The old City of Toronto has accounted for all of the new launches in Toronto through the first four months of 2024 *(chart next page, bottom)*.
- On the pages following the next page are maps showing the location of new projects launched in March and April 2024 accompanied by summary tables with additional details on each project.

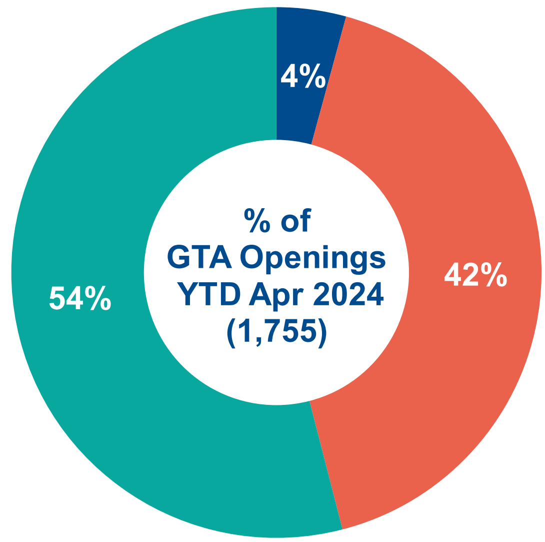


Source: Altus Group

New Condominium Apartments - Openings

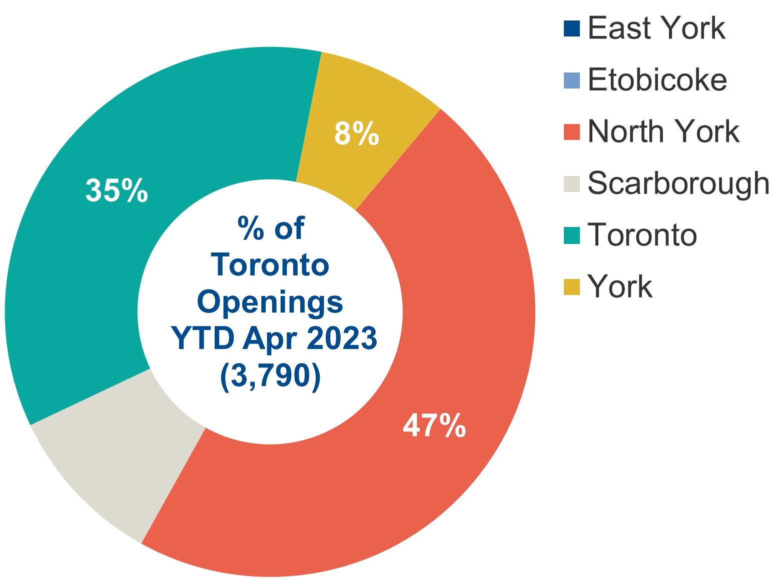
GTA Condominium Apartment Units in New Openings by Region

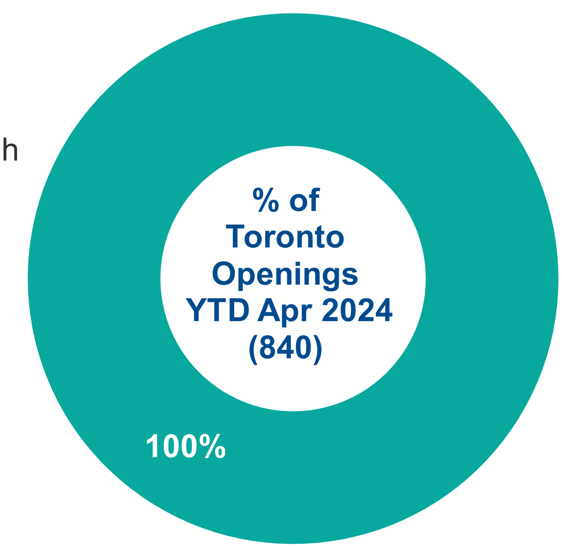




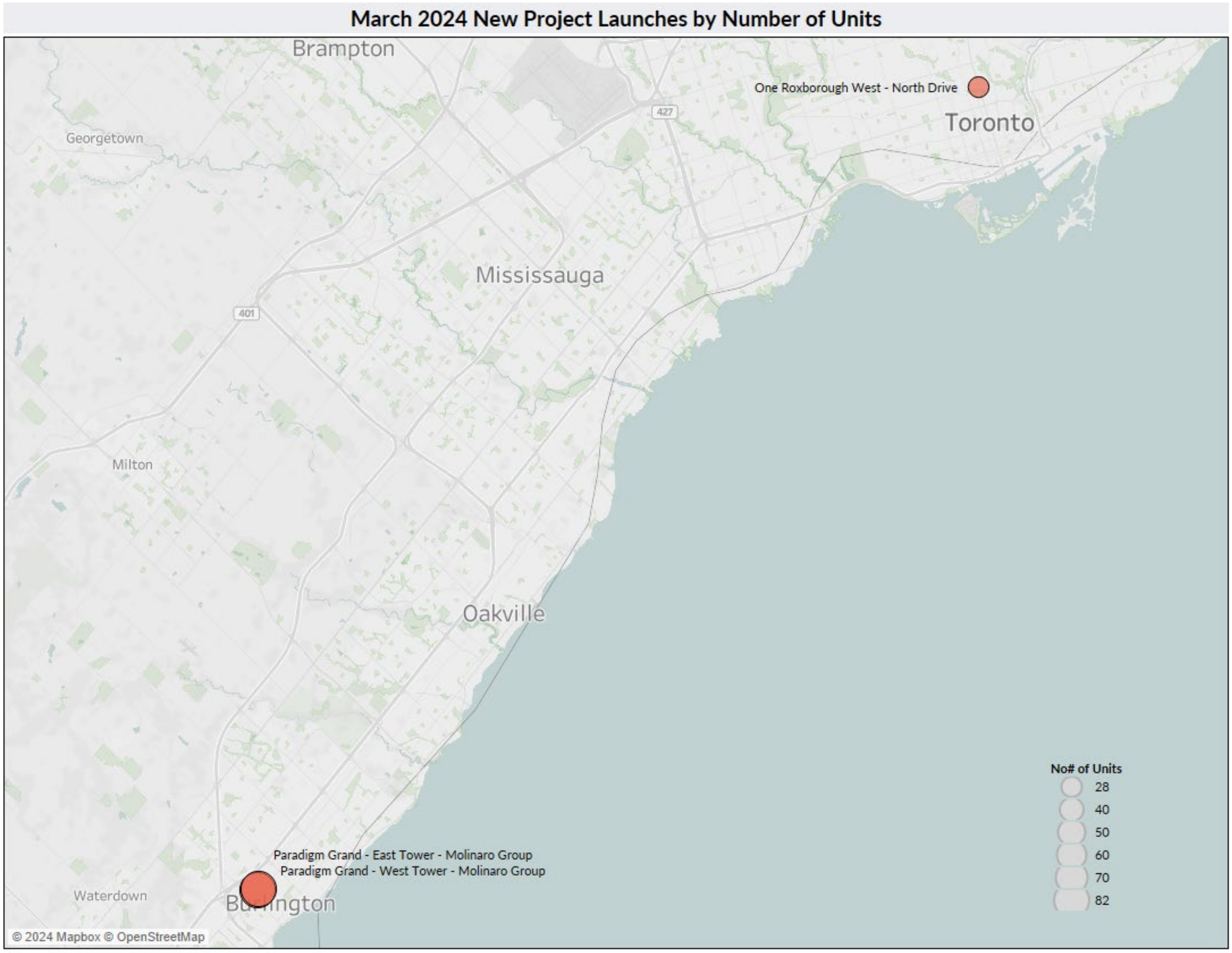
Source: Altus Group

City of Toronto Condominium Apartment Units in New Openings by Former Municipality





Source: Altus Group



Source: Altus Group

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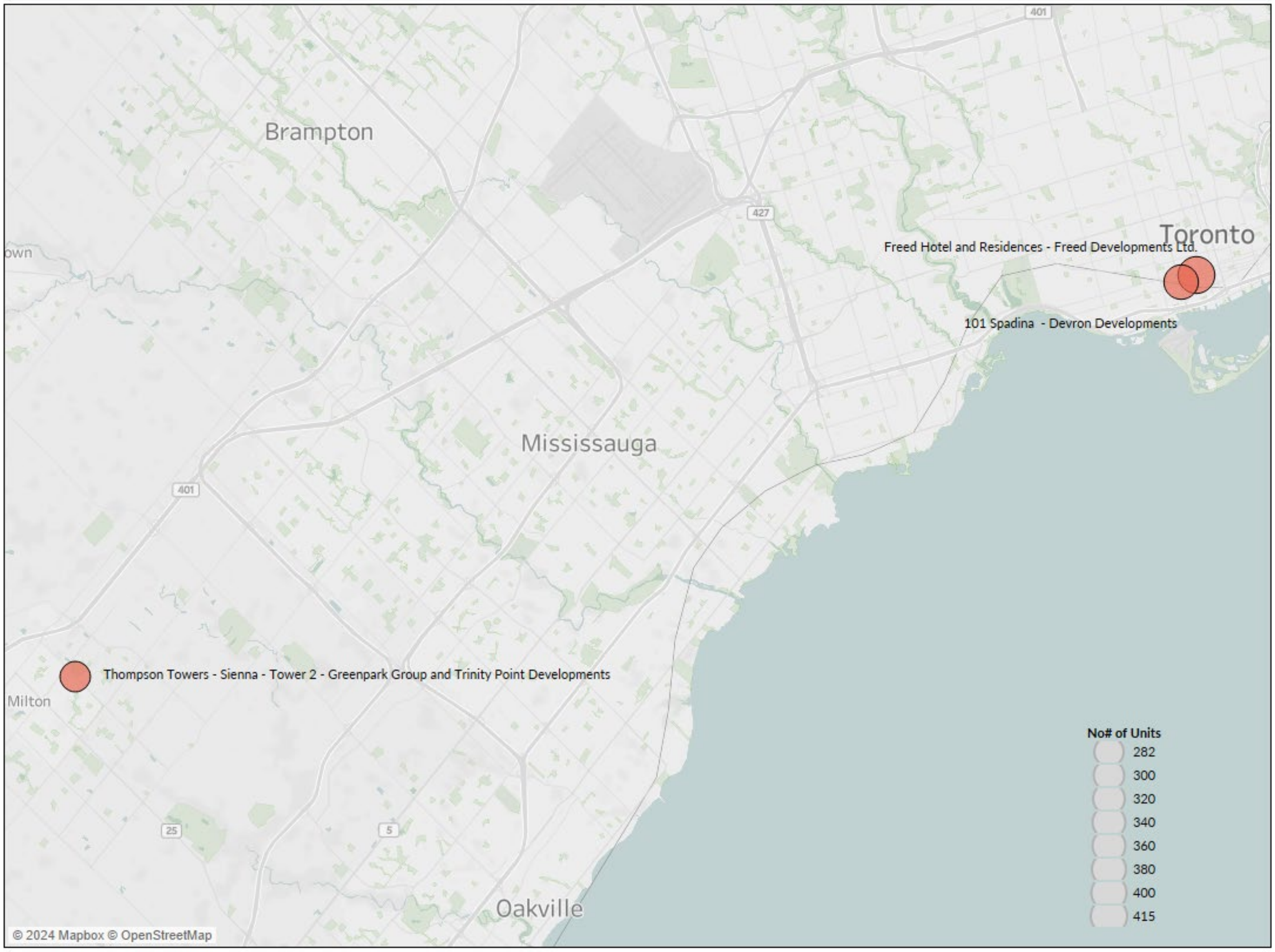
New Condominium Apartment Project Openings - March 2024

Project Name	**One Roxborough West**	**Paradigm Grand - East Tower**	**Paradigm Grand - West Tower**
Developer	North Drive	Molinaro Group	Molinaro Group
Date Opened	March 1, 2024	March 1, 2024	March 1, 2024
Municipality	Old Toronto	Burlington	Burlington
Region	Toronto	Halton	Halton
Structural Type	Apartment	Apartment	Apartment
Floors	12	18	18
Project Total Units	**28**	**98**	**99**
Total Units Released	**28**	**82**	**81**
Studio	-	-	-
1 Bedroom	-	18	18
1 Bedroom + den	-	27	27
2 Bedroom	4	16	16
2 Bedroom + den	3	21	20
3 Bedroom & up	21	-	-
Penthouse	-	-	-
Townhouse	-	-	-
Other	-	-	-
Opening Month Sales	**2**	**1**	**1**
Next Month Sales	**1**	**4**	**4**
% Sold (of released units)	11%	6%	6%
Remaining Available Inventory	25	77	76
Original $PSF	n.a.	n.a.	n.a.
Minimum Size (sq. ft.)	2,000	536	536
Maximum Size (sq. ft.)	2,700	1,045	1,370
Minimum Price	$5,500,000	$561,000	$569,000
Maximum Price	$7,750,000	$965,000	$971,000
Notes			

Source: Altus Group

New Condominium Apartments - Openings

April 2024 New Project Launches by Number of Units



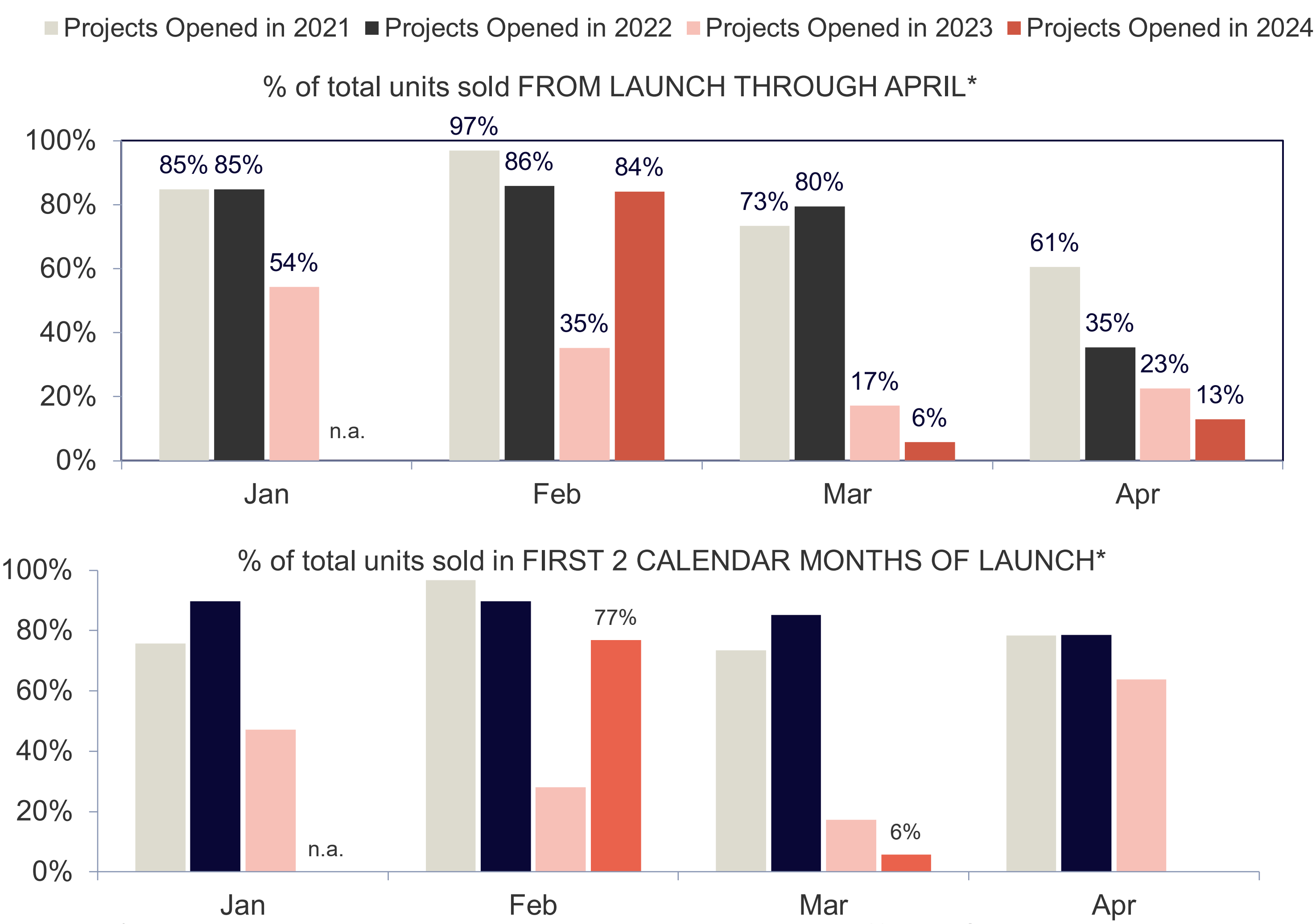
Source: Altus Group

New Condominium Apartment Project Openings - April 2024			
Project Name	**101 Spadina**	**Freed Hotel and Residences**	**Thompson Towers - Sienna - Tower 2**
Developer	Devron Developments	Freed Developments Ltd.	Greenpark Group and Trinity Point Developments
Date Opened	April 10, 2024	April 2, 2024	April 21, 2024
Municipality	Old Toronto	Old Toronto	Milton
Region	Toronto	Toronto	Halton
Structural Type	Apartment	Apartment	Apartment
Floors	39	63	30
Project Total Units	**397**	**415**	**282**
Total Units Released	**363**	**415**	**282**
Studio	9	190	1
1 Bedroom	91	54	50
1 Bedroom + den	38	-	154
2 Bedroom	188	130	76
2 Bedroom + den	1	-	1
3 Bedroom & up	36	41	-
Penthouse	-	-	-
Townhouse	-	-	-
Other	-	-	-
Opening Month Sales	**61**	**81**	**0**
% Sold (of released units)	17%	20%	0%
Remaining Available Inventory	302	334	282
Original $PSF	$1,787	$2,216	$1,035
Minimum Size (sq. ft.)	457	275	462
Maximum Size (sq. ft.)	1,466	2,010	999
Minimum Price	$779,000	$569,900	$464,900
Maximum Price	$3,049,000	$6,449,900	$924,900
Notes			No firm sales as all deals were subject to the 10-day conditional period

Source: Altus Group

- **Just over 10 percent of units launched in April have sold.**
- After 2 months of sales, projects opened in February matched the sales pace of 2022 but March openings lag the pace of last year which was well behind the pace of 2021 and 2022.
- 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 April*

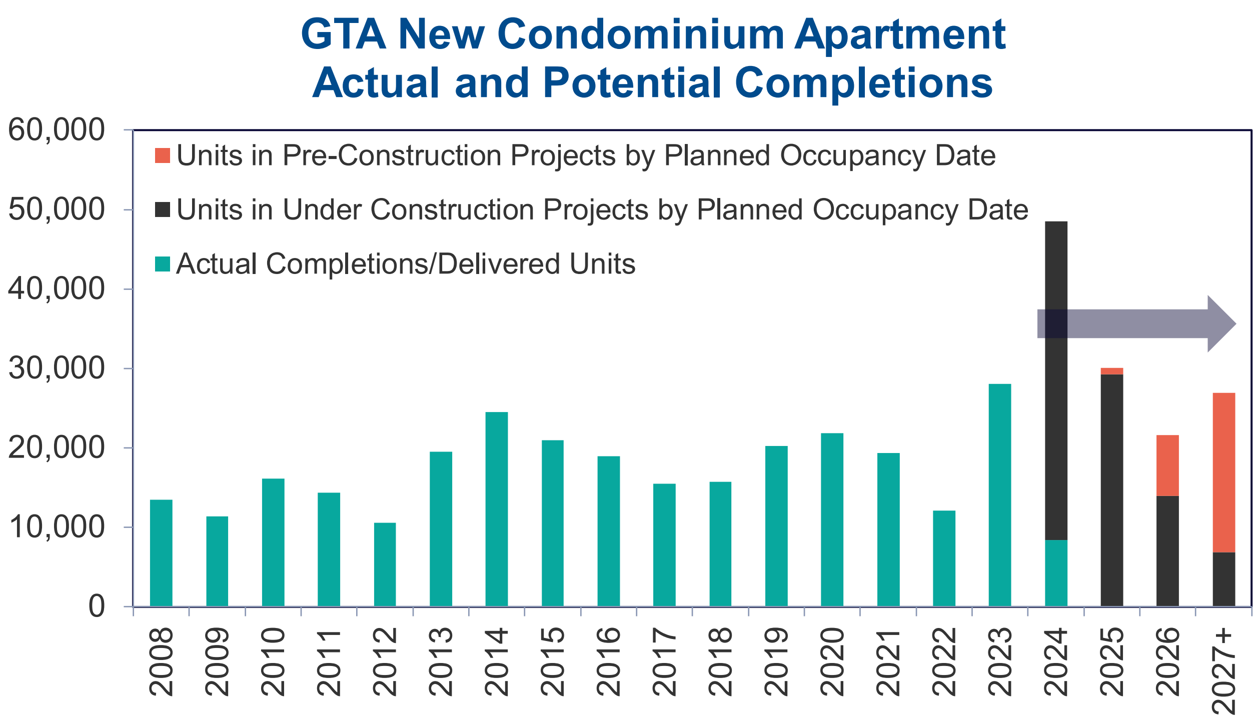


** The total includes unreleased units, and units released within the last 10 days of the month*

Source: Altus Group

New Condominium Apartments - Completions

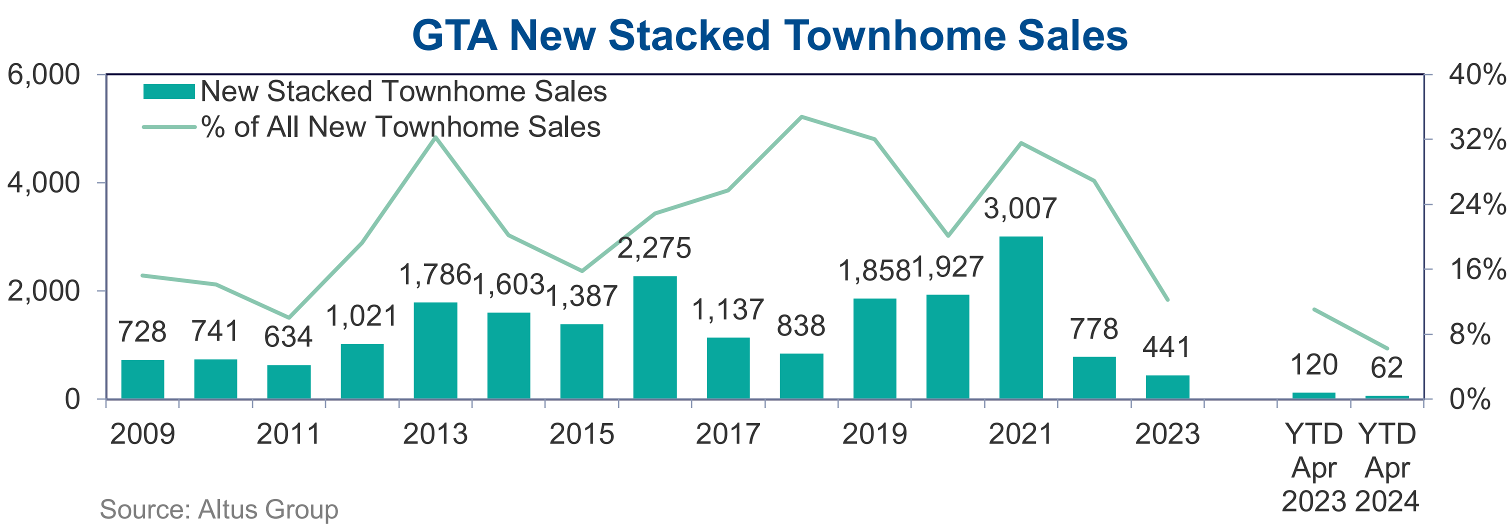
- As of the end of April 2024, there were about 118,750 new condominium apartment units in projects either under construction or in pre-construction stages.
- **There were 2,946 units delivered in April 2024.** Year-to-date completions through the first four months of 2024 are ahead of the pace set last year by over 80 percent – annual completions in 2023 were a record high.
- Based on planned occupancy dates, and only considering units currently under construction, one might expect that annual completions of condominium apartment units will be 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.



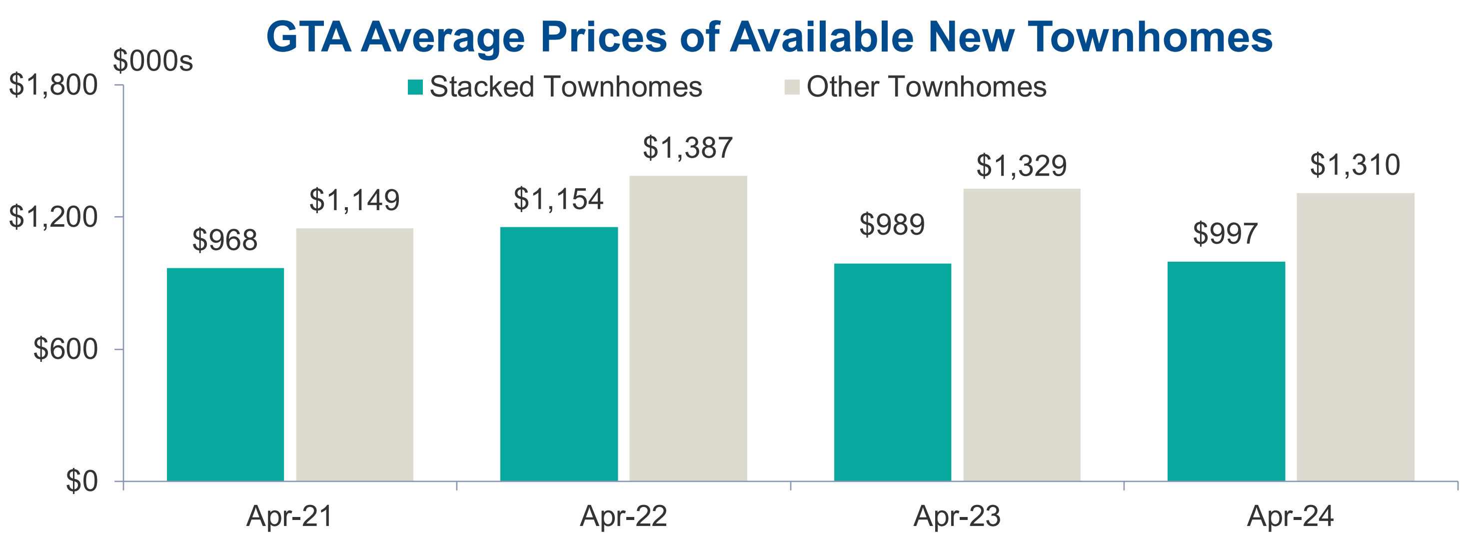
Source: Altus Group

New Stacked Townhomes

- Stacked townhomes are included in the previous data on condominium apartments. Here we break this product type out separately to look at recent trends in this segment, and to also combine it with traditional townhome information to cover townhomes as a group.
- **New stacked townhomes sales in 2023 were down for a second year after setting a record in 2021.** Traditional townhome sales rebounded in 2023 but remained well below 2020 and 2021. Stacked townhomes' share of total townhouse sales dipped to about 1 in 8 in 2023.
- **Sales of new stacked townhome units fell even lower in the first four months of 2024** while sales of new traditional townhomes were down by only a small margin. **The share of total townhome sales accounted for by stacked townhomes has fallen to just 1 in 16**.
- The lower average price-point of new stacked townhomes vs. traditional townhomes provides an attractive alternative for many buyers seeking more affordable options for obtaining more space. **Stacked townhouse pricing inched higher in April 2024 with the gap in pricing became less favourable for stacked townhouses.**



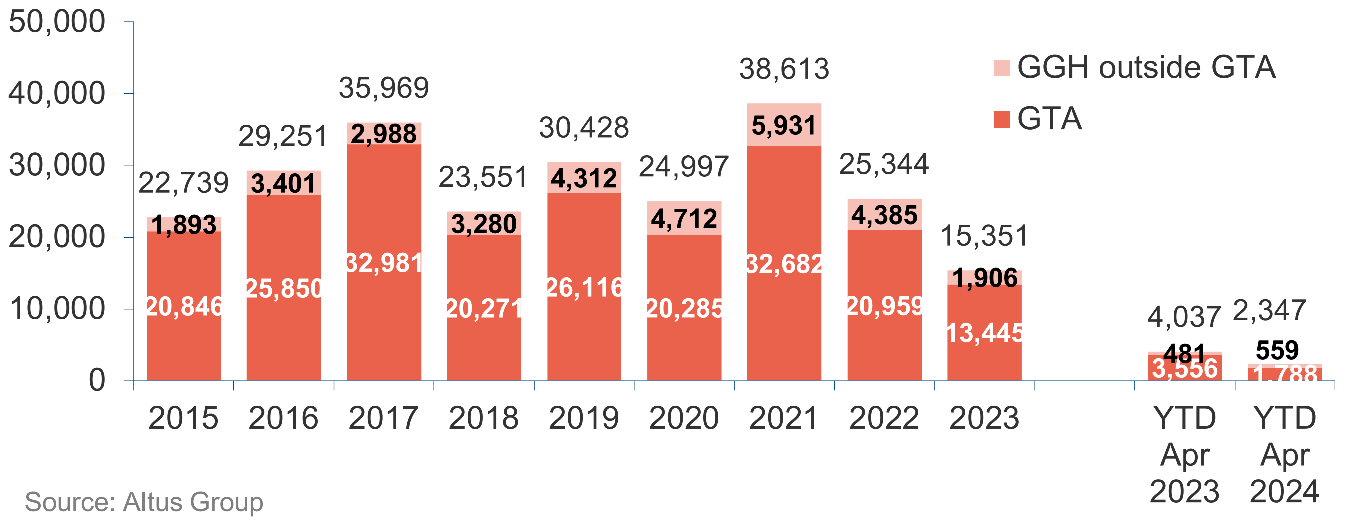
Source: Altus Group



Source: Altus Group

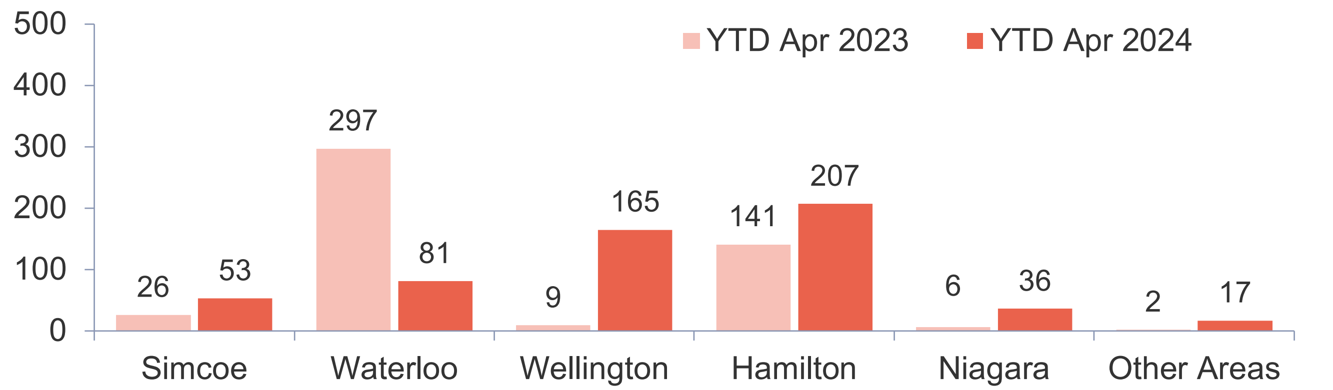
- Altus Group also tracks new condominium apartment sales (as well as new single-family sales) in most areas of the Greater Golden Horseshoe (GGH) outside of the GTA. Like the GTA, **new condominium apartment sales declined in 2023 in other areas of the GGH** covered by Altus Group. Year-to-date 2024, sales in other areas of the GGH are above the level of last year (*chart top of next page*).
- After five years of averaging about a 15 percent share of all GGH new condominium apartment sales, the GGH areas outside the GTA captured just 12 percent of all sales in 2023**. For the January-June 2024 time frame, the share has jumped to 24 percent due in large part to a falloff in the GTA** (*chart bottom of next page*).

GGH New Condominium Apartment Sales by Broad Area



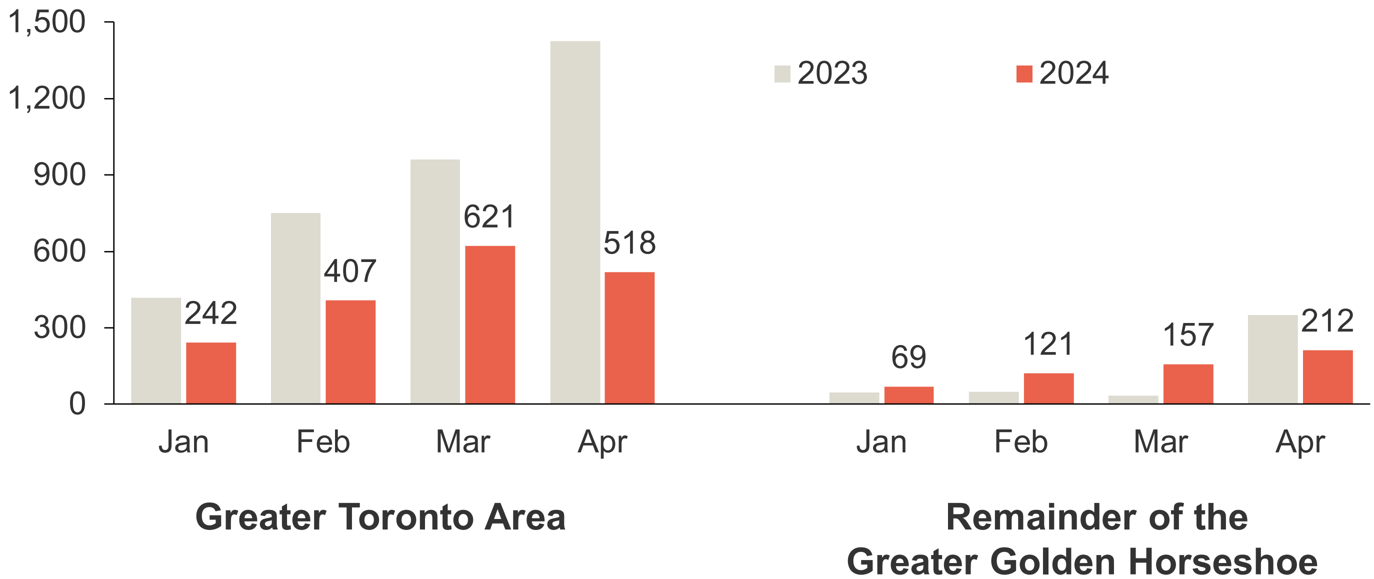
Source: Altus Group

GGH Outside GTA New Condominium Apartment Sales by Region/County



Source: Altus Group

Total New Condominium Apartment Sales, GTA and Other GGH Areas

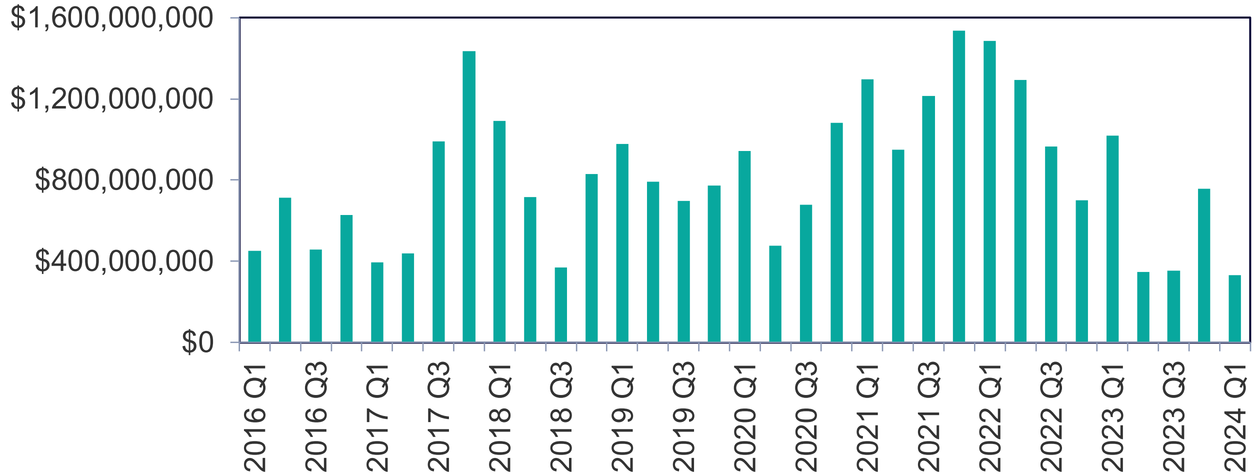


Source: Altus Group

High Density Residential Land Sales

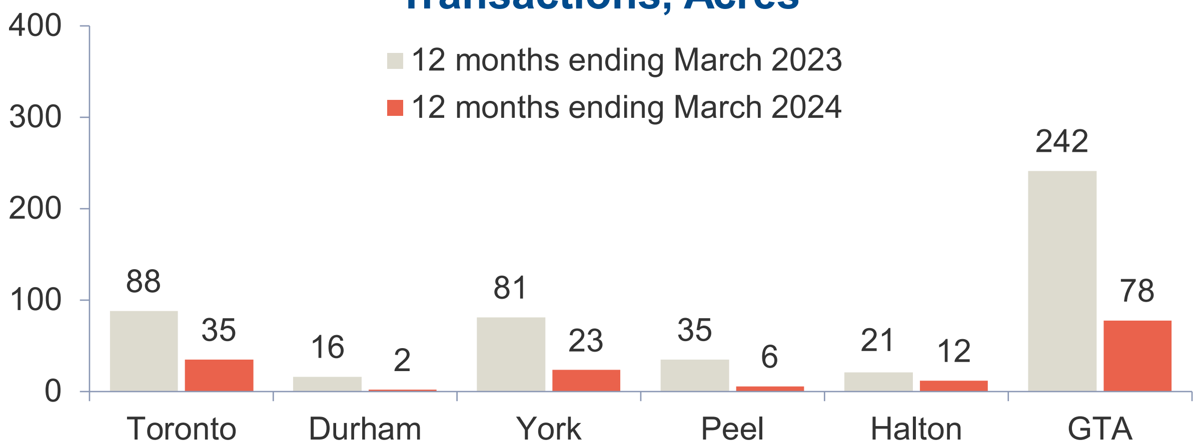
- **High density residential land sales have remained flat for three of the past four quarters with Q4 2023 recording a spike in volume before turning back down in Q1 2024.** The dollar volume of sales of high-density residential land in the GTA in Q1 2024 was down about two-thirds year-over-year, according to Altus Group transactions data.
- For the 12 months ending March 2024 as a whole, there has been a corresponding decrease in the number of acres of high-density residential land traded - down by 68% driven by declines in Toronto and York.

GTA High Density Residential Land Sales Transactions $



Source: Altus Group

GTA High Density Residential Land Sales Transactions, Acres



Source: Altus Group

Altus Group GTA New Home Data Definitions

AltusGroup

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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