



Altus Group



Greater Toronto Area High Rise Projects

New Homes Monthly Report
June 2024

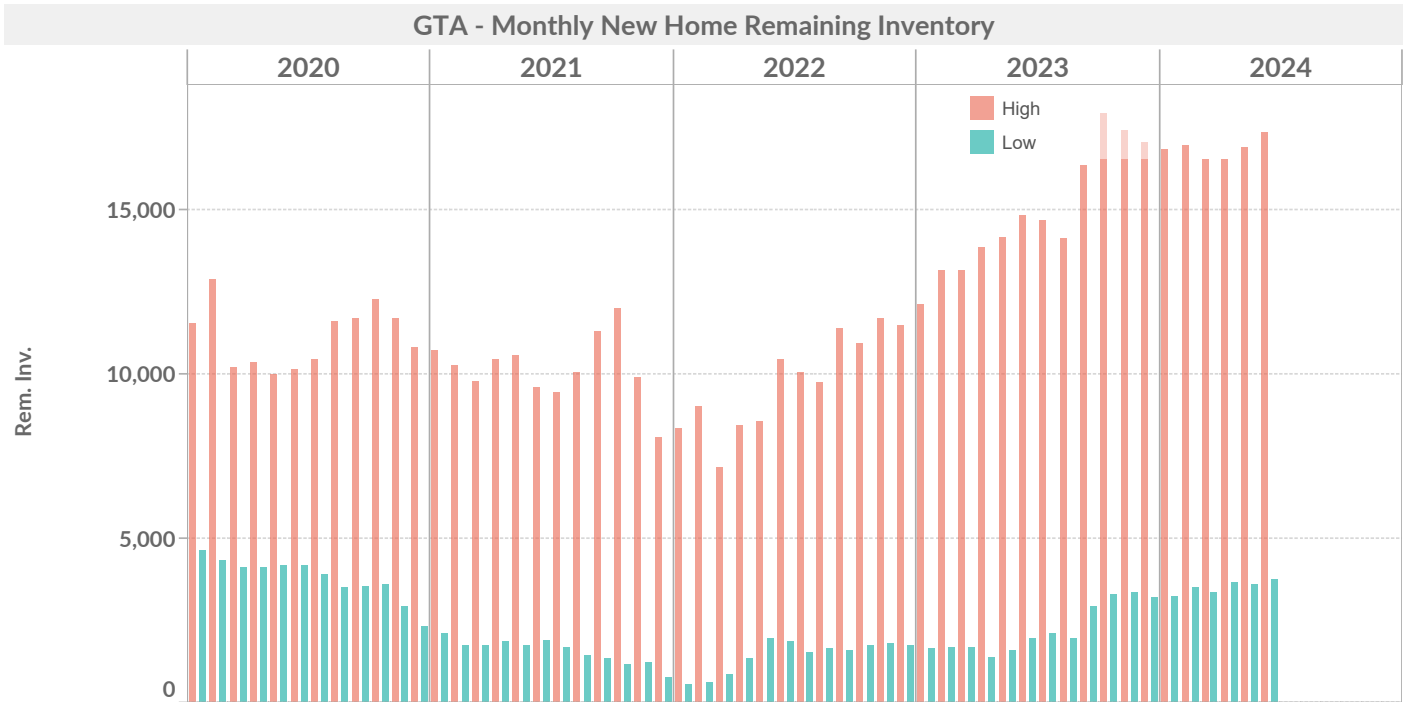
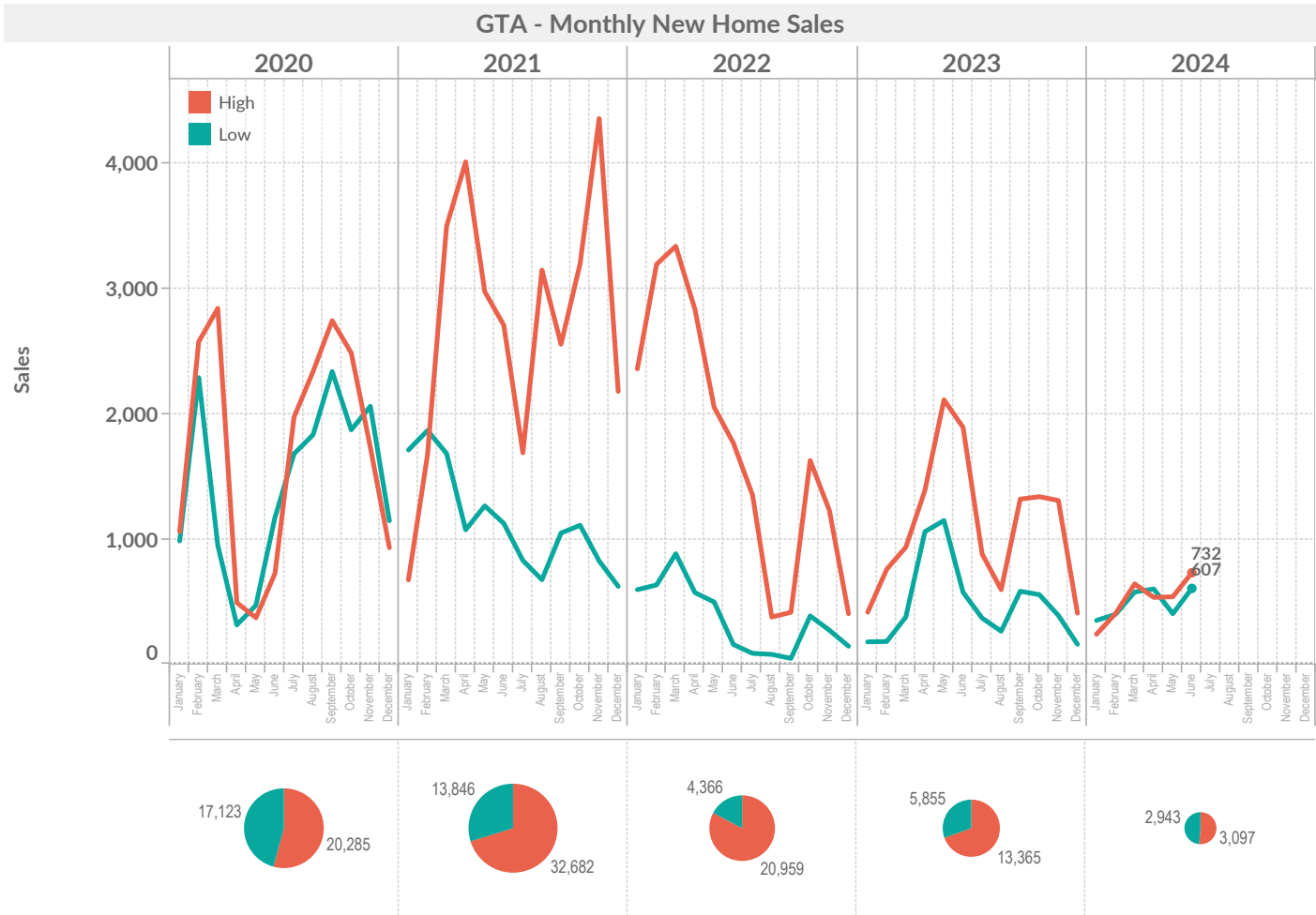
GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

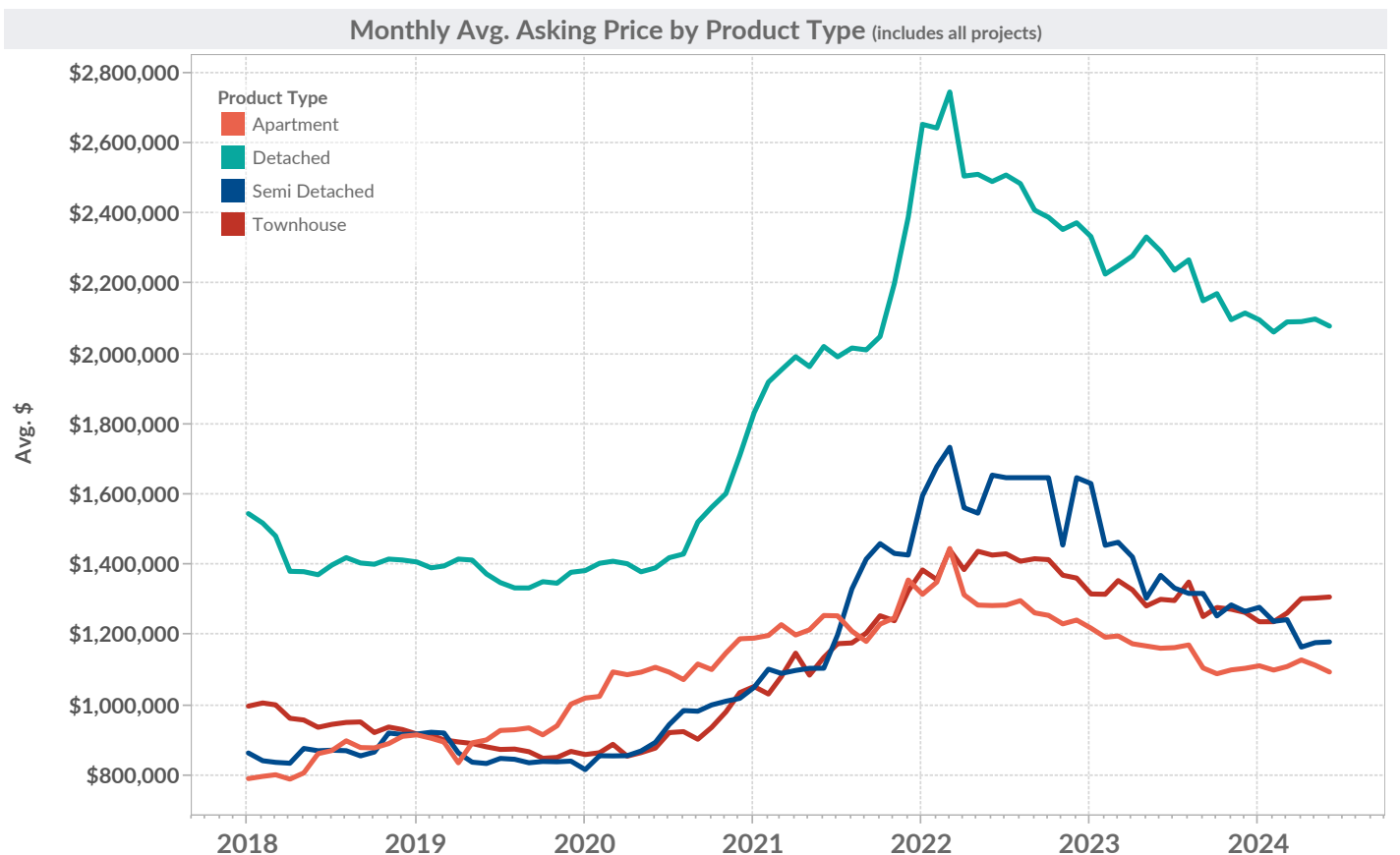
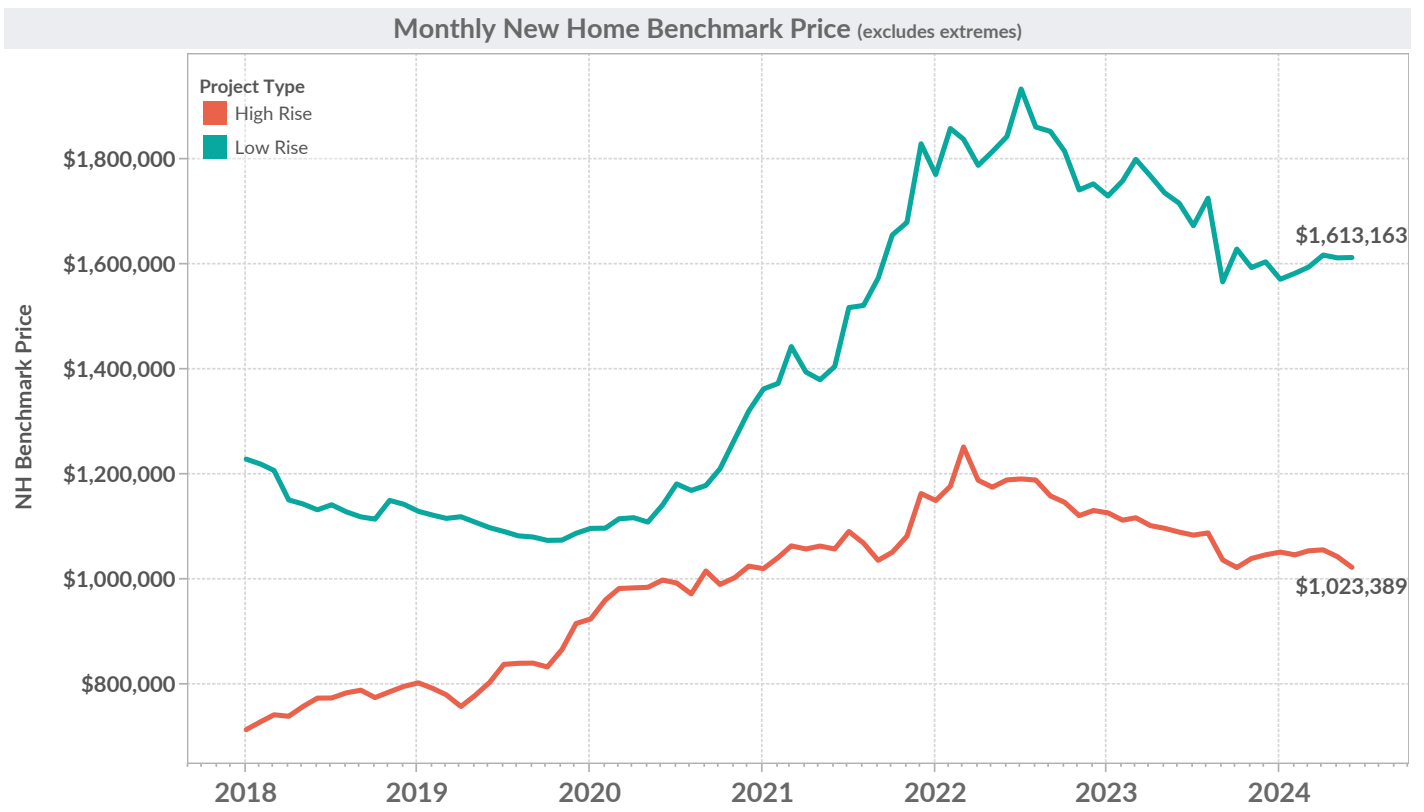
Monthly Sales	Jun-24		Jun-23		Change
High Rise	732		1,893		-61.3%
Low Rise	607		576		5.4%
Total	1,339		2,469		-45.8%
Year to Date Sales	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
High Rise	3,097		7,509		-58.8%
Low Rise	2,943		3,527		-16.6%
Total	6,040		11,036		-45.3%
Year to Date Supply	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
High Rise	4,240		11,124		-61.9%
Low Rise	3,496		3,742		-6.6%
Total	7,736		14,866		-48.0%
Year to Date Completions	Jan.-Jun. 2024		Jan.-Jun. 2023		Y/Y Change
High Rise	11,373		10,246		11.0%
Remaining Inventory	Jun-24	May-24	Jun-23	M/M Change	Y/Y Change
High Rise	17,391	16,911	14,828	2.8%	17.3%
Low Rise	3,767	3,594	1,960	4.8%	92.2%
Total	21,158	20,505	16,788	3.2%	26.0%
Benchmark Price	Jun-24	May-24	Jun-23	M/M Change	Y/Y Change
High Rise	\$1,023,389	\$1,043,861	\$1,090,494	-2.0%	-6.2%
Low Rise	\$1,613,163	\$1,612,515	\$1,716,467	0.0%	-6.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	352	302	116	
High Rise Units	1,251	91,271	88,518	30,865	
% Sold*	23%	81%	89%	54%	
Low Rise Projects	5	224			
Low Rise Units	591	25,804			
% Sold*	54%	85%			

* 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.

Sales & Remaining Inventory

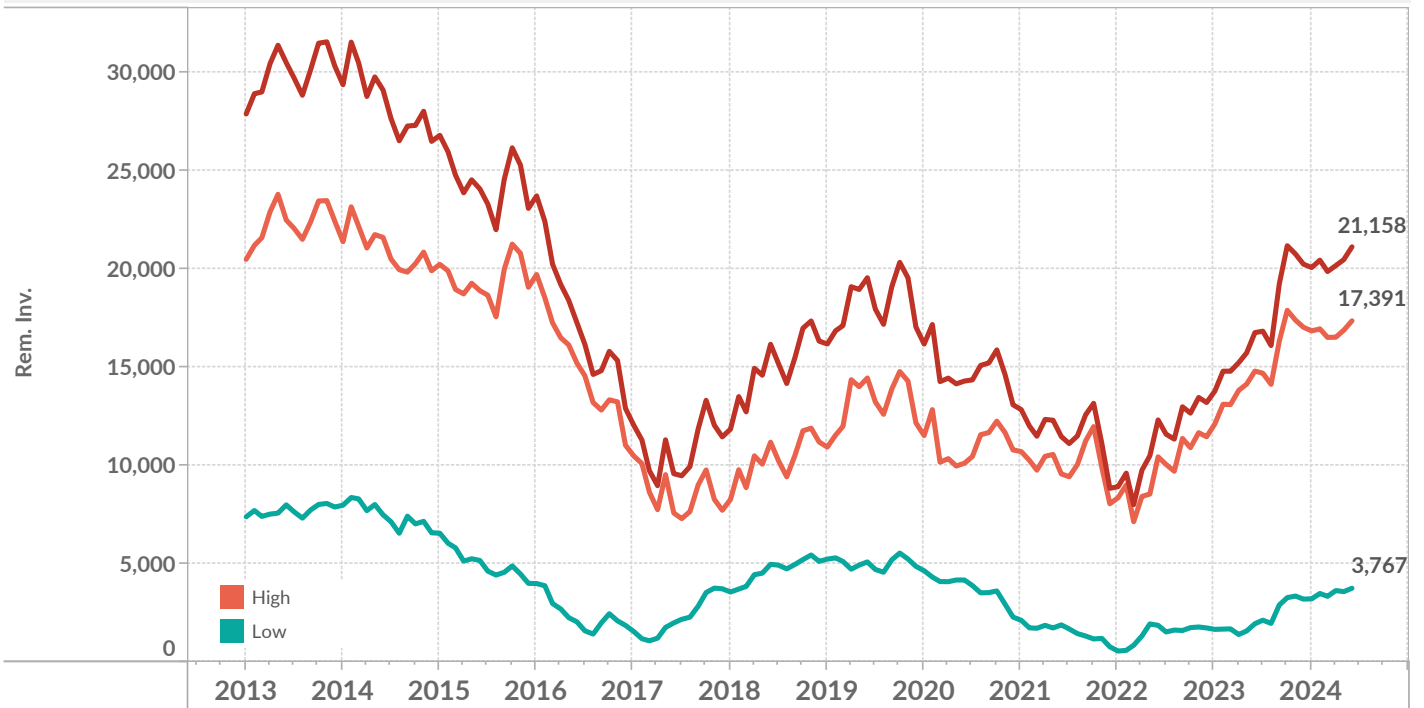


Pricing

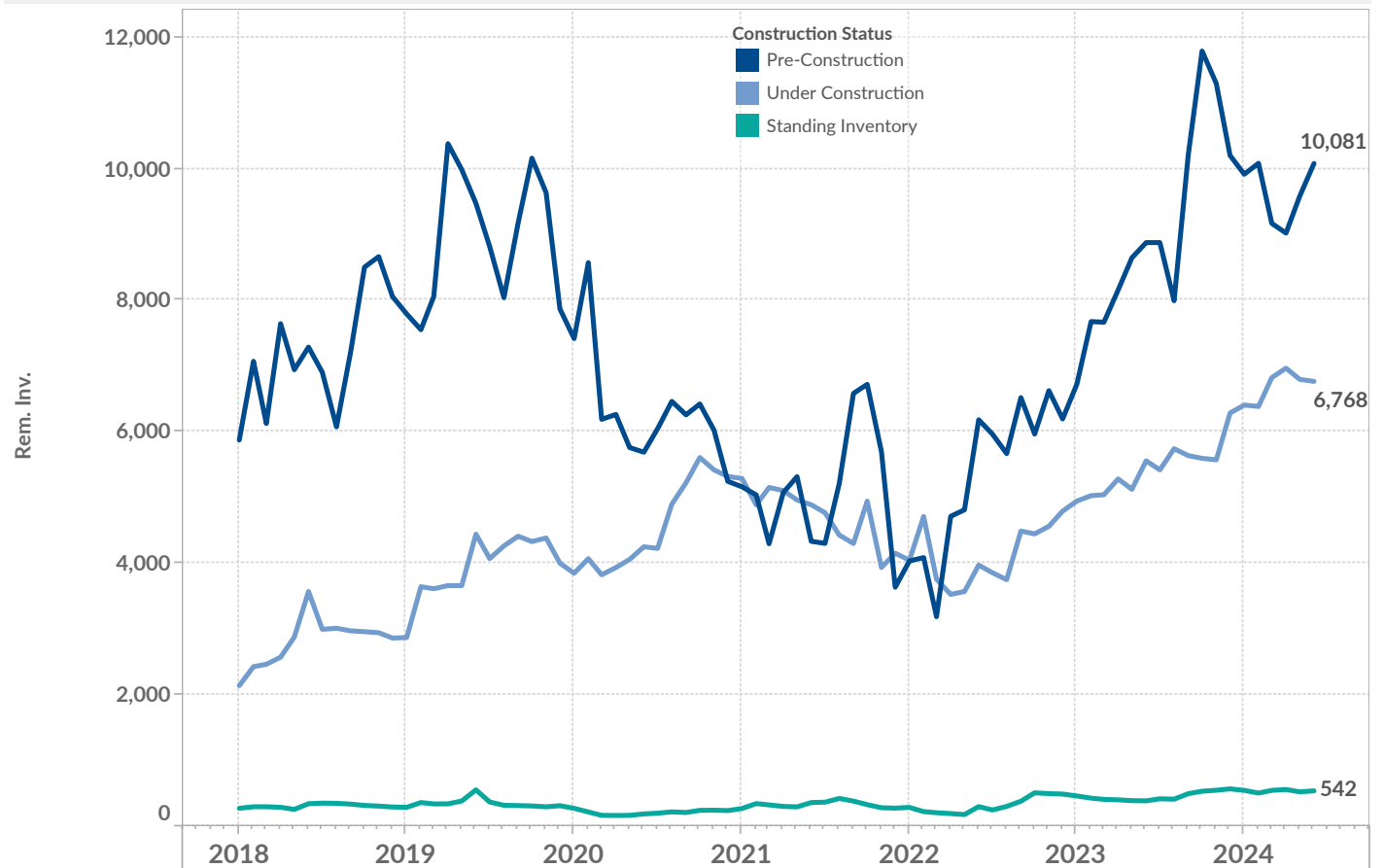


Remaining Inventory

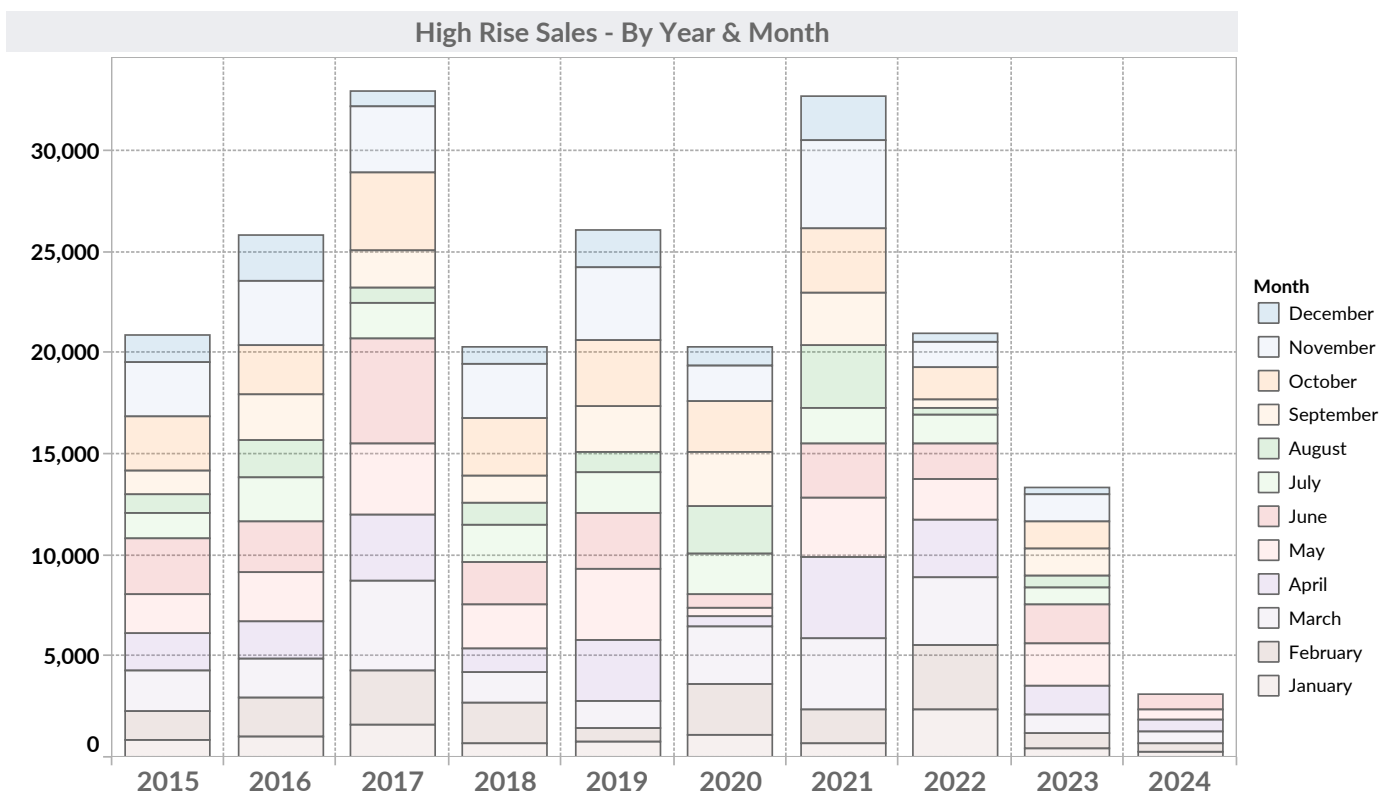
GTA - Monthly New Home Remaining Inventory



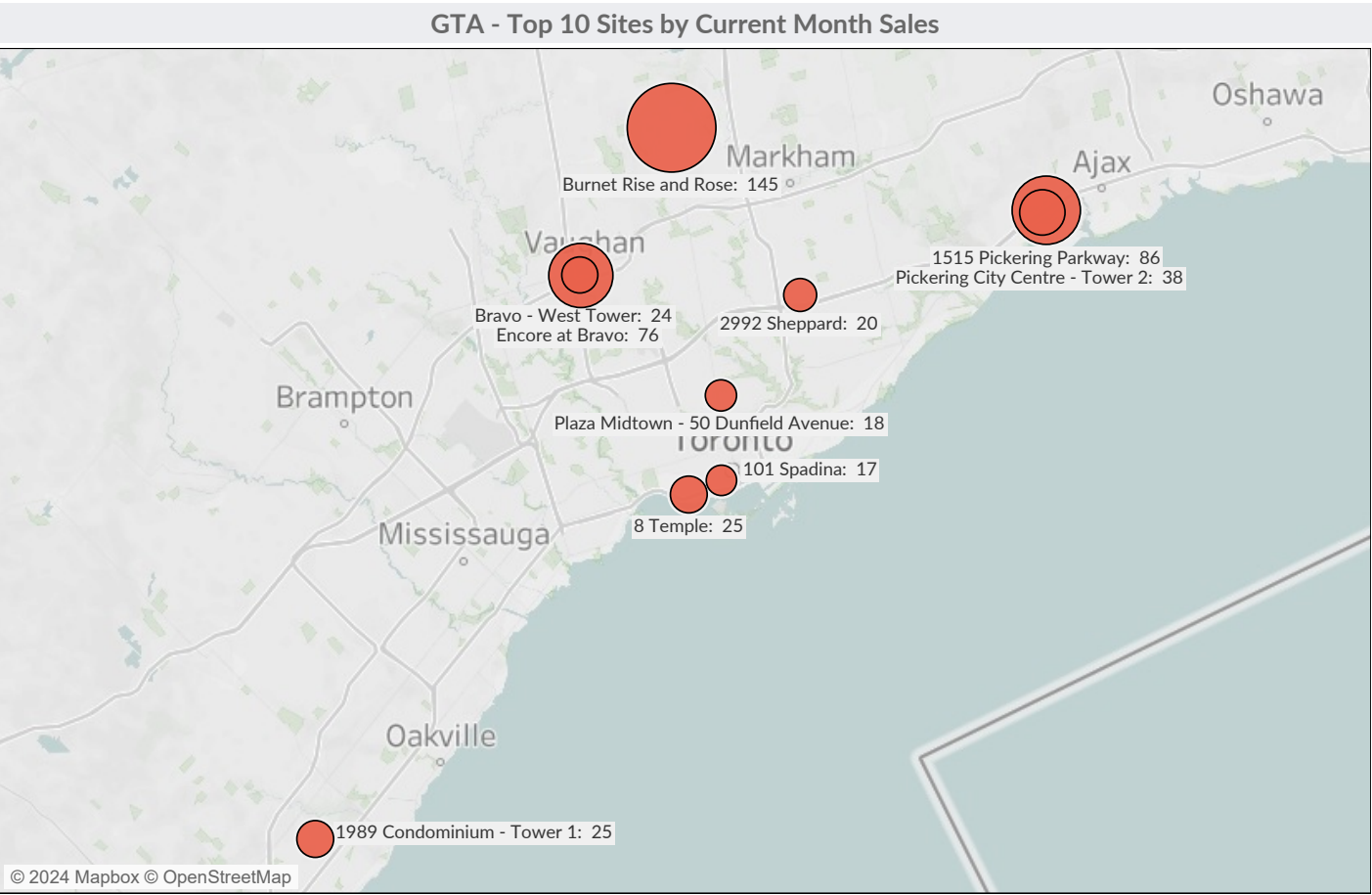
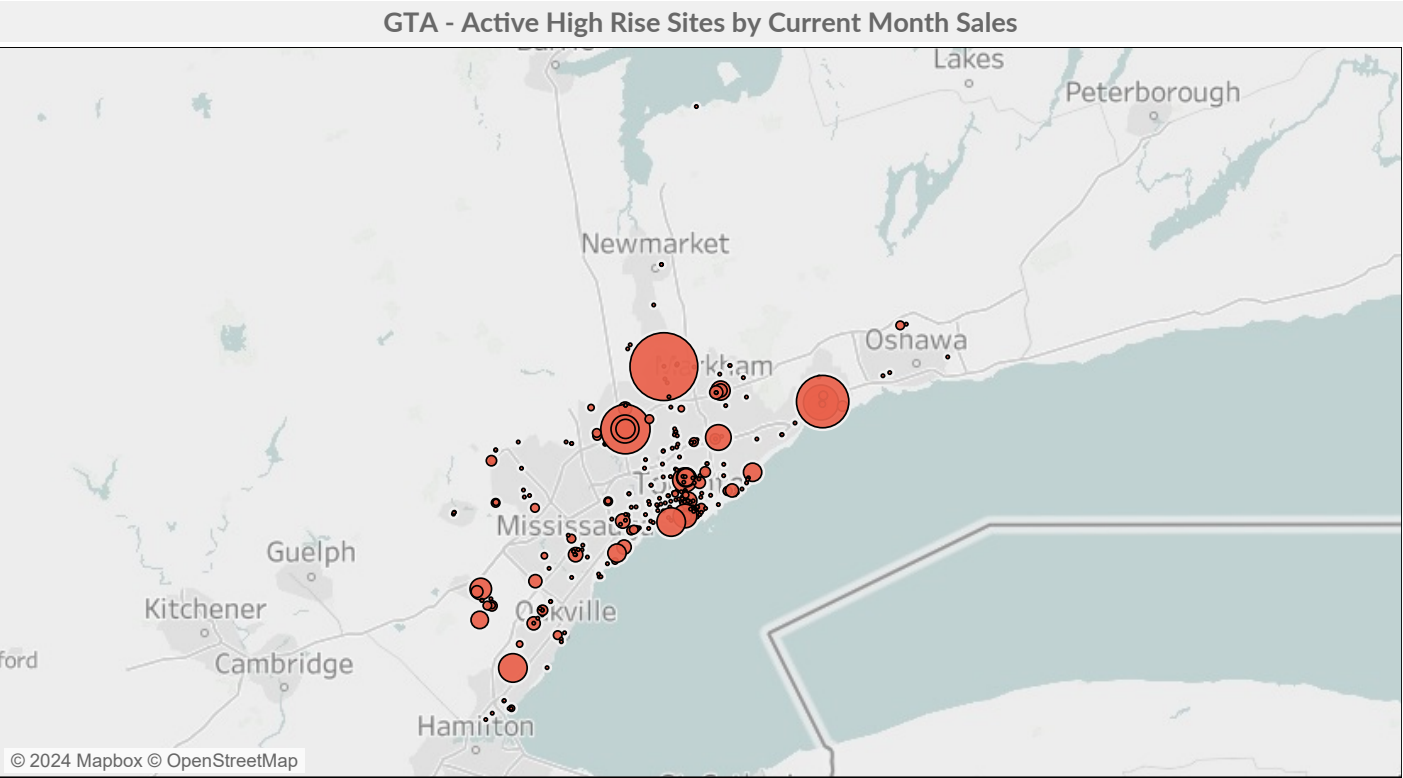
GTA - Monthly High Rise Rem. Inv. by Construction Status



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Current Sites

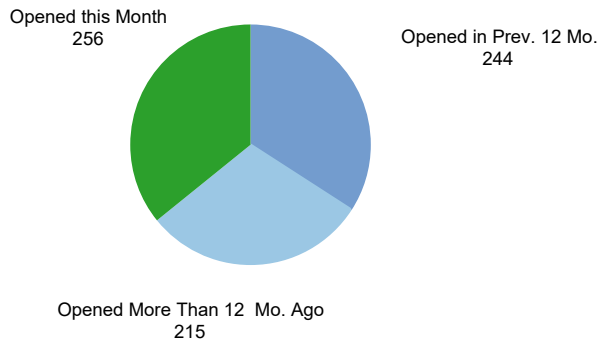


Monthly Sales Breakdown

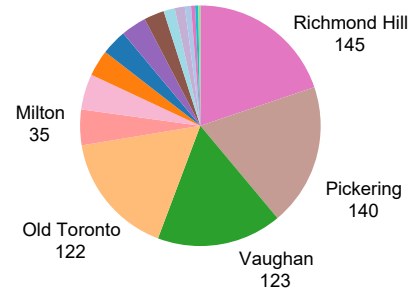


Current Month High Rise Sales Breakdown

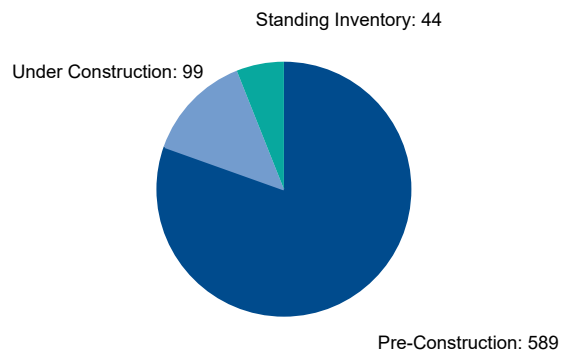
Sales by Opening Date



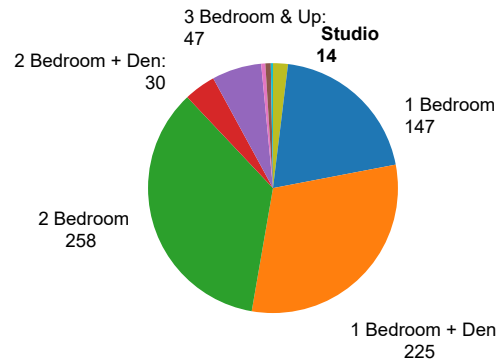
Sales by Municipality/Area



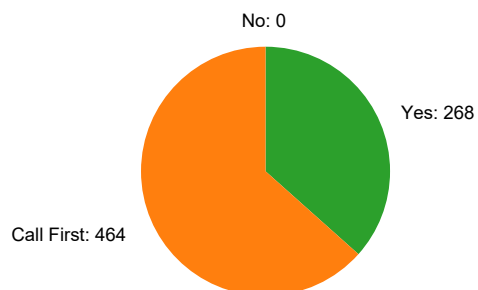
Sales by Const. Status



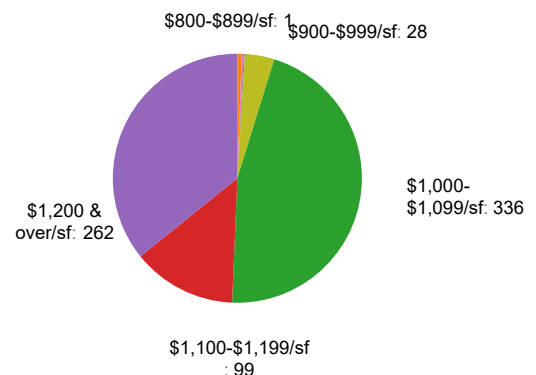
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



New Openings

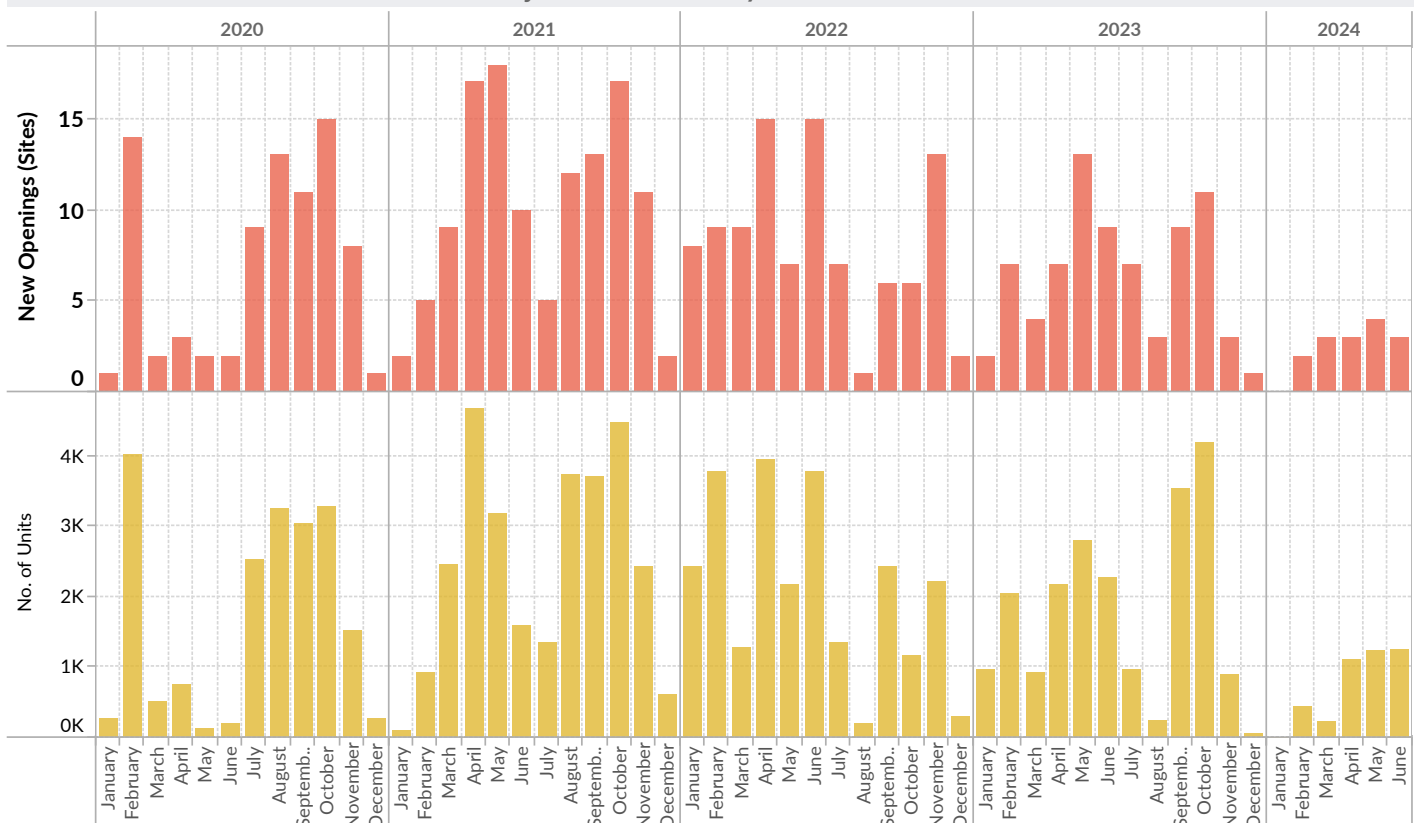


June 2024 - New Project Launches

Site Name	Municipality	Opening Date	No. of Units	Current Month Sales *	Rem Inv	Avg. Current \$/SF
Burnet Rise and Rose - Greenpark Group	Richmond Hill	2024-06-05	338	145	193	\$1,052
1515 Pickering Parkway - Sevoy Developments	Pickering	2024-06-15	431	86	345	\$1,095
1989 Condominium - Tower 1 - Latch Developments	Burlington	2024-06-15	342	25	317	\$1,014
Grand Total			1,111	256	855	\$1,054

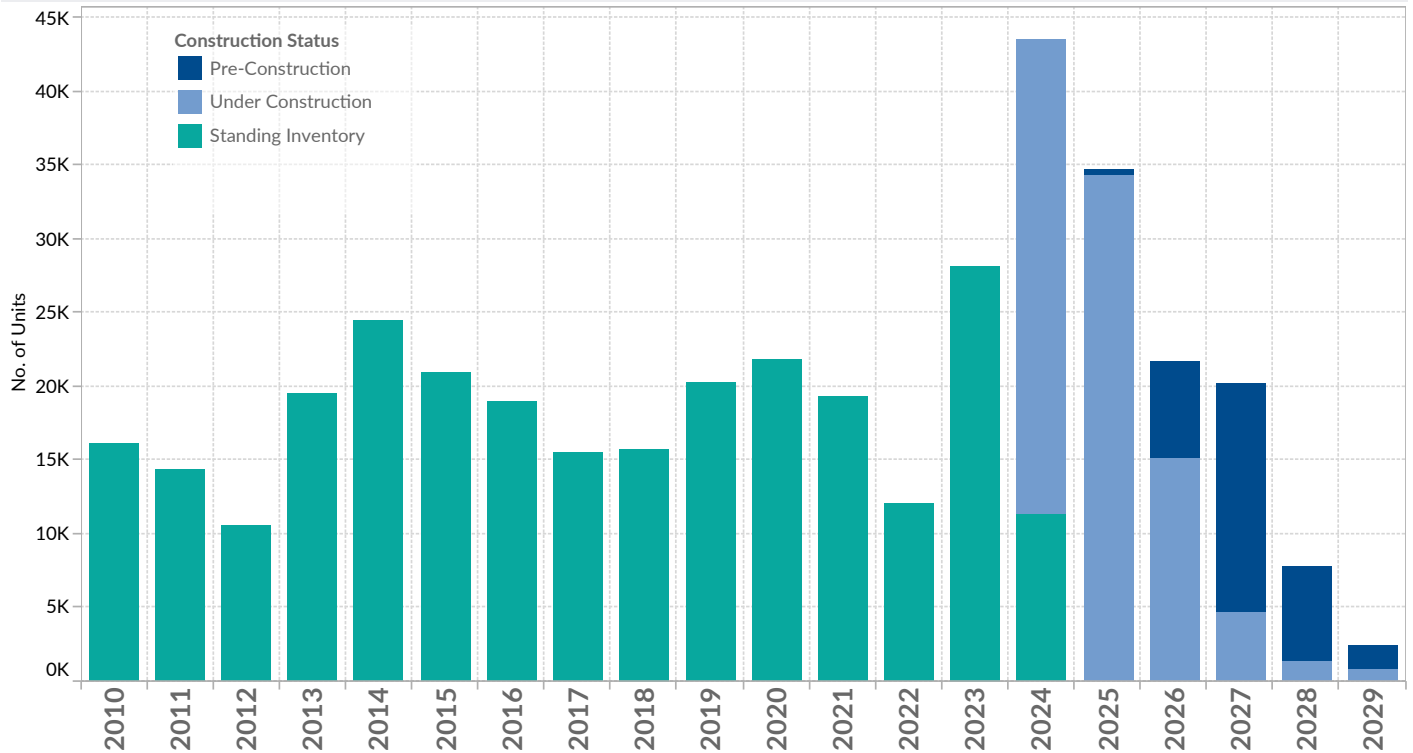
* Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

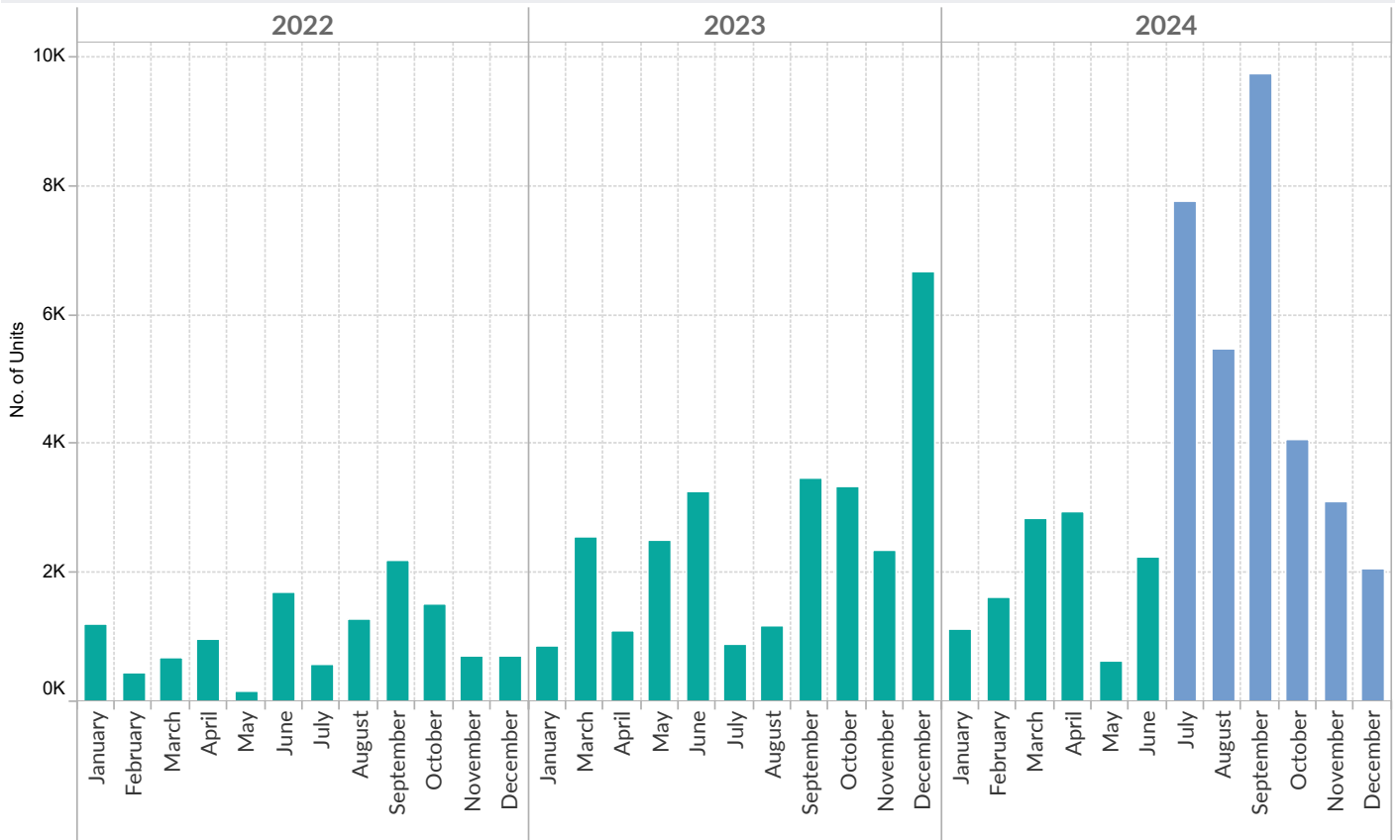


Scheduled Completions

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	2024												Total	Market Share %
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
Greenpark Group	6	22	266	17	38	164							513	16.6%
Mattamy Homes	5	101	68	26	42	17							259	8.4%
Menkes	5	4	11	15	111	111							257	8.3%
QuadReal Property Group	5	4	11	15	111	111							257	8.3%
Metropia	4	34	0	54	50	19							161	5.2%
Devron Developments				61	23	17							101	3.3%
Freed Developments Ltd.	0	0	0	81	12	5							98	3.2%
Sevoy Developments						86							86	2.8%
Trinity Point Developments	2	21	7	0	38	14							82	2.6%
Tridel	15	23	9	17	9	7							80	2.6%
CentreCourt Developments Inc.	9	0	27	0	0	44							80	2.6%
Almadev	17	36	8	9	5	3							78	2.5%
Diamond Corp	14	5	5	38	11	2							75	2.4%
Castleridge Homes	1	0	44	5	10	2							62	2.0%
Capital Developments	8	40	7	3	3	0							61	2.0%
Concord Adex	4	4	20	11	9	10							58	1.9%
Branthaven Homes	0	0	0	0	52	5							57	1.8%
Westdale Properties	4	1	8	25	0	19							57	1.8%
Minto Developments	3	0	11	12	16	9							51	1.6%
Marlin Spring Developments	2	10	9	9	10	7							47	1.5%
Lifetime Developments	5	3	3	25	6	2							44	1.4%
Tribute Communities	15	8	0	1	3	13							40	1.3%
RioCan Living	1	35	0	1	1	2							40	1.3%
Neat Communities	5	6	11	7	6	4							39	1.3%
Rogers Real Estate Development Limited	7	10	5	6	4	6							38	1.2%
Total (All 202 Builders)	241	406	643	535	540	732							3,097	

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	2023						2024						Total	Market Share %
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Centrecourt Developments Inc.	44	9	3	490	243	1	0	9	0	27	0	0	1,419	15.8%
Greenpark Group	164	111	19	12	30	8	10	6	22	266	17	38	1,233	13.8%
Menkes	111	200	93	60	46	25	13	5	4	11	15	111	774	8.6%
QuadReal Property Group	111	195	92	55	40	23	13	5	4	11	15	111	692	7.7%
Diamond Corp	2	26	18	20	10	363	62	14	5	5	38	11	661	7.4%
Mattamy Homes	17	28	15	12	119	47	26	5	101	68	26	42	592	6.6%
Lifetime Developments	2	1	0	0	0	361	62	5	3	3	25	6	580	6.5%
Metropia	19	26	10	8	4	148	20	4	34	0	54	50	542	6.1%
Urban Capital Property Group	6	2	5	1	221	42	7	7	10	5	6	4	449	5.0%
Marlin Spring Developments	7	61	21	93	60	31	1	2	10	9	9	10	383	4.3%
Rogers Real Estate Development Limited	6	1	5	0	220	42	7	7	10	5	6	4	343	3.8%
Capital Developments	0	4	4	124	68	11	8	8	40	7	3	3	334	3.7%
Trinity Point Developments	14	104	16	11	26	5	8	2	21	7	0	38	303	3.4%
Tridel	7	15	24	20	11	61	12	15	23	9	17	9	300	3.4%
Originate Developments	1	0	0	129	22	4	0	2	0	4	8	0	288	3.2%
Harlo Capital	0	0	0	129	22	4	0	2	0	3	6	0	282	3.1%
Concord Adex	10	1	60	26	8	6	5	4	4	20	11	9	200	2.2%
Amexon	0	0	0	29		47	61	7	4	1	2	2	197	2.2%
Curated Properties	25	1	8	1	74	12	13	2	3	4	2	1	186	2.1%
Almadev	3	1	1	2	1	55	7	17	36	8	9	5	178	2.0%
Daniels Corporation	4	41	23	15	10	10	11	9	4	3	4	4	165	1.8%
EllisDon Developments	0				88	25	8	3	2	3	3	2	160	1.8%
Liberty Development Corporation	2	1	14	4	57	21	10	8	2	5	3	6	160	1.8%
Broccolini	2	0	0	0	93	23	2	3	2	3	2	2	160	1.8%
Brixen Developments Inc.	11	34	30	9	13	2	0	2	10	2	10	1	156	1.7%
Total (All 208 Builders)	882	597	1,320	1,339	1,309	409	241	406	643	535	540	732	8,953	

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	2024 June
Burnet Rise and Rose - Greenpark Group	Richmond Hill	Apartment	1 Bedroom	18
			1 Bedroom + Den	65
			2 Bedroom + Den	1
			3 Bedroom & Up	7
			2 Bedroom	54
			Total	145
1515 Pickering Parkway - Sevoy Developments	Pickering	Apartment	1 Bedroom	33
			1 Bedroom + Den	21
			2 Bedroom	25
			Studio	7
			Total	86
Encore at Bravo - Menkes and QuadReal Property Group	Vaughan	Apartment	1 Bedroom	34
			1 Bedroom + Den	4
			2 Bedroom	38
			Studio	0
			Total	76
Pickering City Centre - Tower 2 - Centrecourt Developments Inc.	Pickering	Apartment	1 Bedroom	5
			1 Bedroom + Den	30
			2 Bedroom + Den	0
			2 Bedroom	3
			Total	38
1989 Condominium - Tower 1 - Latch Developments	Burlington	Apartment	1 Bedroom	4
			1 Bedroom + Den	10
			3 Bedroom & Up	1
			2 Bedroom	10
			Total	25
8 Temple - Curated Properties	Old Toronto	Apartment	1 Bedroom	0
			1 Bedroom + Den	1
			2 Bedroom + Den	0
			3 Bedroom & Up	9
			2 Bedroom	15
			Total	25

Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,497/sf
	Etobicoke	\$1,132/sf
	North York	\$1,451/sf
	Old Toronto	\$1,746/sf
	Scarborough	\$1,189/sf
	York	\$1,663/sf
905 Area	905 All Muni.	\$1,121/sf

Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	812 sf
	Etobicoke	784 sf
	North York	769 sf
	Old Toronto	823 sf
	Scarborough	689 sf
	York	835 sf
905 Area	905 All Muni.	758 sf

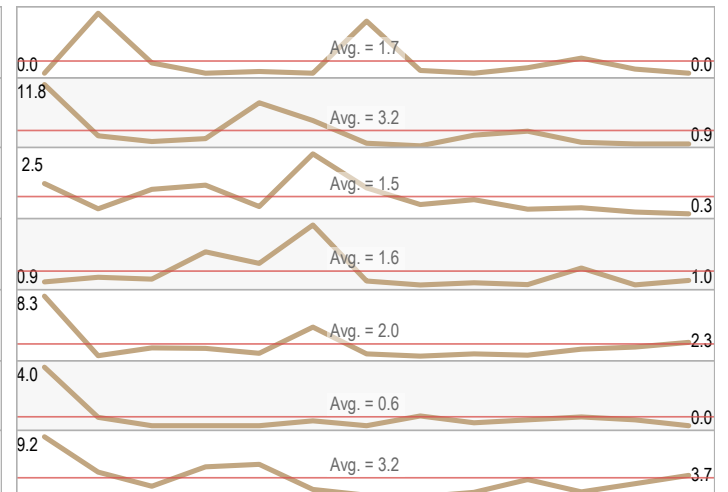
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	0.9
	North York	0.3
	Old Toronto	1.0
	Scarborough	2.3
	York	0.0
905 Area	905 All Muni.	3.7

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

Sub Market	Municipality	June 2023			June 2024		
		Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	• 3		• 3	• 9		• 9
Central Waterfront	Old Toronto	• 6		• 6	• 2		• 2
Don Mills - York Mills	North York	• 0	• 0	• 0	• 4	• 0	• 4
Downtown Core	Old Toronto	• 11		• 11	• 0		• 0
Downtown East	Old Toronto	• 54		• 54	• 4		• 4
Downtown West	Old Toronto	• 7		• 7	• 59		• 59
Etobicoke Waterfront	Etobicoke	• 2		• 2	• 0		• 0
Highway7 - Yonge	Richmond Hill	• 0	• 0	• 0	• 145	• 0	• 145
Mississauga City Centre	Mississauga	• 1		• 1	• 6		• 6
North Toronto	Old Toronto	• 1	• 0	• 1	• 38	• 0	• 38
North Yonge Corridor	North York	• 31		• 31	• 0		• 0
North York East	North York	• 0		• 0			
North York West	North York	• 60	• 1	• 61	• 0		• 0
Not Applicable	Ajax	• 51		• 51	• 3		• 3
	Aurora		• 0	• 0		• 0	• 0
	Brampton	• 11	• 41	• 52	• 5	• 1	• 6
	Burlington	• 17		• 17	• 26		• 26
	Caledon	• 0		• 0	• 0	• 4	• 4
	Clarington	• 0		• 0	• 0		• 0
	East York	• 0	• 0	• 0	• 0	• 0	• 0
	Etobicoke	• 222		• 222	• 14	• 0	• 14
	Georgina	• 0		• 0	• 0		• 0
	Halton Hills	• 0		• 0	• 0		• 0
	King	• 0		• 0	• 0		• 0
	Markham	• 383	• 0	• 383	• 24	• 0	• 24
	Milton	• 144		• 144	• 35		• 35
	Mississauga	• 221	• 1	• 222	• 19		• 19
	Newmarket	• 0		• 0	• 0		• 0
	North York					• 0	• 0
	Oakville	• 47		• 47	• 11		• 11
	Old Toronto	• 0		• 0	• 5		• 5
	Oshawa	• 0		• 0	• 2		• 2
	Pickering	• 123	• 0	• 123	• 140	• 0	• 140
	Richmond Hill		• 0	• 0		• 0	• 0
	Scarborough	• 132	• 0	• 132	• 35	• 0	• 35
	Vaughan	• 242	• 2	• 244	• 123	• 0	• 123
	Whitby	• 6		• 6	• 0		• 0
	York	• 25	• 3	• 28	• 0		• 0
Sheppard Corridor	North York	• 13	• 0	• 13	• 6	• 0	• 6
Thornhill	Markham	• 0		• 0	• 1		• 1
	Vaughan	• 0		• 0	• 0		• 0
Toronto East	Old Toronto	• 9		• 9	• 4		• 4
Toronto West	Etobicoke					• 6	• 6
	Old Toronto	• 21		• 21	• 0		• 0
Yonge - St. Clair	Old Toronto	• 2	• 0	• 2	• 0	• 1	• 1
Grand Total		• 1,845	• 48	• 1,893	• 720	• 12	• 732

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales					Remaining Inventory		
Sub Market	Municipality	Apartment	Stacked	Total	Apartment	Stacked	Total
Bloor - Yorkville	Old Toronto	• 310		• 310	• 571		• 571
Central Waterfront	Old Toronto	• 476		• 476	• 860		• 860
Don Mills - York Mills	North York	• 46	• 17	• 63	• 294	• 8	• 302
	Old Toronto						
Downtown Core	Old Toronto	• 77		• 77	• 453		• 453
Downtown East	Old Toronto	• 293		• 293	• 1,547		• 1,547
Downtown West	Old Toronto	• 755		• 755	• 1,281		• 1,281
Etobicoke Waterfront	Etobicoke	• 8		• 8	• 13		• 13
Highway7 - Yonge	Markham						
	Richmond Hill	• 417	• 0	• 417	• 216	• 23	• 239
Mississauga City Centre	Mississauga	• 313		• 313	• 624		• 624
North Toronto	North York						
	Old Toronto	• 88	• 0	• 88	• 309	• 4	• 313
North Yonge Corridor	North York	• 130		• 130	• 799		• 799
	Old Toronto						
North York East	North York	• 1		• 1			
North York West	North York	• 107	• 2	• 109	• 443		• 443
	Old Toronto						
	York						
Not Applicable	Ajax	• 29		• 29	• 64		• 64
	Aurora		• 0	• 0		• 8	• 8
	Brampton	• 78	• 33	• 111	• 237	• 241	• 478
	Burlington	• 48		• 48	• 546		• 546
	Caledon	• 0	• 65	• 65	• 0	• 64	• 64
	Clarington	• 13		• 13	• 5		• 5
	East York	• 100	• 0	• 100	• 114	• 0	• 114
	Etobicoke	• 556	• 2	• 558	• 992	• 0	• 992
	Georgina	• 0		• 0	• 4		• 4
	Halton Hills	• 2		• 2	• 48		• 48
	King	• 32		• 32	• 108		• 108
	Markham	• 258	• 0	• 258	• 318	• 10	• 328
	Milton	• 612		• 612	• 637		• 637
	Mississauga	• 458	• 6	• 464	• 1,208		• 1,208
	Newmarket	• 0		• 0	• 46		• 46
	North York		• 18	• 18		• 12	• 12
	Oakville	• 373		• 373	• 400		• 400
	Old Toronto	• 38		• 38	• 147		• 147
	Oshawa	• 9		• 9	• 226		• 226
	Pickering	• 1,029	• 25	• 1,054	• 896	• 0	• 896
	Richmond Hill		• 0	• 0		• 8	• 8
	Scarborough	• 256	• 0	• 256	• 678	• 3	• 681
	Uxbridge						
	Vaughan	• 847	• 15	• 862	• 1,171	• 33	• 1,204
	Whitby	• 20		• 20	• 81		• 81
	Whitchurch-Stouffville						
	York	• 11	• 7	• 18	• 308		• 308
Scarborough City Centre	Scarborough						
Sheppard Corridor	North York	• 353	• 2	• 355	• 459	• 1	• 460
Thornhill	Markham	• 1		• 1	• 27		• 27
	Vaughan	• 0		• 0	• 0		• 0
Toronto East	East York						
	Old Toronto	• 191		• 191	• 170		• 170
Toronto West	Etobicoke		• 88	• 88		• 124	• 124
	Old Toronto	• 123		• 123	• 336		• 336
Yonge - St. Clair	Old Toronto	• 209	• 6	• 215	• 216	• 0	• 216
Grand Total		• 8,667	• 286	• 8,953	• 16,852	• 539	• 17,391



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