The Altus Group Condominium Apartment Monitor

GTA Edition

Data as of July 2024

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New Condominium Apartment Dashboard

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July 2024			YTD July 2024	
Sales	Inventory	Benchmark Price	Sales	Benchmark Price
287	17,445	$1,020,179	3,379	$1,042,693
-67%	+18%	-6%	-60%	-7%
Lowest July on record	*Highest July since 2015*	*Lowest July since 2021*	*Lowest YTD July on record*	*Lowest YTD July since 2020*

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

Highlights

- **Total new condominium apartment sales in July 2024 across the GTA sank to an all-time low for the month.**
- **The inventory of available new condo apartments in July 2024 was virtually unchanged from the previous month but rose 18 percent year-over-year and remained well above the 10-year average.**
- **The benchmark price for a new condominium apartment fell by six percent in July 2024 compared to the previous year and recorded a 20th consecutive year-over-year decline.**
- GTA new homes sales in July 2024 sank to another record monthly low as buyers remained unwilling to leave the sidelines. Further expected decreases in interest rates in the coming months, along with elevated inventories, means there will be plenty of opportunities once consumer confidence improves.

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GTA Condominium Apartment Key Performance Indicators

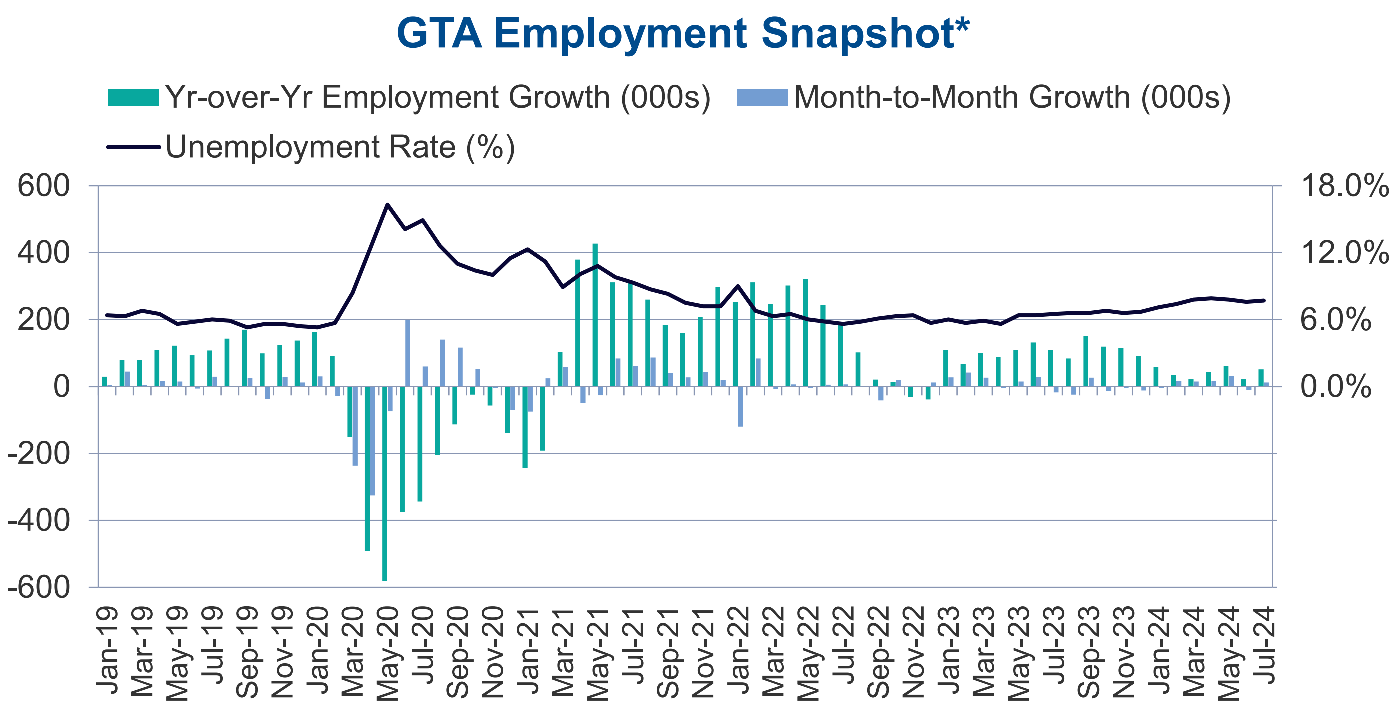
	Jul-23	Jun-24	Jul-24	*Yr-Over-Yr % Change*	YTD Jul 2023	YTD Jul 2024	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	382	352	353	*-8%*	363	352	*-3%*
New projects opened	7	3	2	*-71%*	49	17	*-65%*
Units in new projects opened	931	1,251	632	*-32%*	12,055	4,872	*-60%*
Total sales (units)	882	728	287	*-67%*	8,384	3,379	*-60%*
Sales as % of total new & resale	*37%*	*32%*	*16%*		*39%*	*22%*	
Inventory (units)	14,789	17,467	17,445	*18%*	13,772	17,019	*24%*
Sales-to-inventory ratio	6%	4%	2%	*-72%*	9%	3%	*-67%*
Months of inventory	14.3	23.4	25.1	*76%*	11.9	19.0	*60%*
Benchmark price	$1,084,768	$1,023,389	$1,020,179	*-6%*	$1,104,876	$1,042,693	*-6%*
Price PSF Benchmark	$1,351	$1,336	$1,334	*-1%*	$1,368	$1,346	*-2%*
Unit size Benchmark (sq. ft)	803	766	765	*-5%*	808	774	*-4%*
Units completed	883	2,853	2,014	*128%*	11,129	13,890	*25%*
Resale Condominium Apartments (Toronto Real Estate Board data)							
Total sales (units)	1,505	1,520	1,482	*-2%*	12,881	11,720	*-9%*
New listings (units)	4,334	5,520	5,331	*23%*	25,859	33,548	*30%*
Inventory ("active listings", units)	5,416	8,806	8,879	*64%*	4,266	6,940	*63%*
Sales-to-inventory ratio	28%	17%	17%	*-40%*	44%	25%	*-42%*
Months of inventory	3.4	5.8	5.9	*75%*	2.7	4.4	*63%*
Average price of units sold	$735,171	$727,861	$718,698	*-2%*	$724,607	$713,229	*-2%*
HPI constant quality price index (Jan 2005=100)	320.5	319.8	316.5	*-1%*	307.7	314.6	*2%*

** see end of report for Definitions*

- **Year-over-year employment growth strengthened in July with a 19th consecutive month of positive year-over-year growth. Month-to-month growth returned to positive territory.** The GTA unemployment rate ticked higher and remained above 7.5% for a 5th consecutive month.

- **The Bank of Canada reduced the target for the overnight rate for a 2nd consecutive time at its latest rate announcement on July 24**, stating that **"***In Canada, economic growth likely picked up to about 1½% through the first half of this year. However, with robust population growth of about 3%, the economy's potential output is still growing faster than GDP, which means excess supply has increased. Household spending, including both consumer purchases and housing, has been weak. There are signs of slack in the labour market . . . 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. . . Ongoing excess supply is lowering inflationary pressures. At the same time, price pressures in some important parts of the economy—notably shelter and some other services—are holding inflation up. Governing Council is carefully assessing these opposing forces on inflation.*" **The next rate announcement date is September 4.**

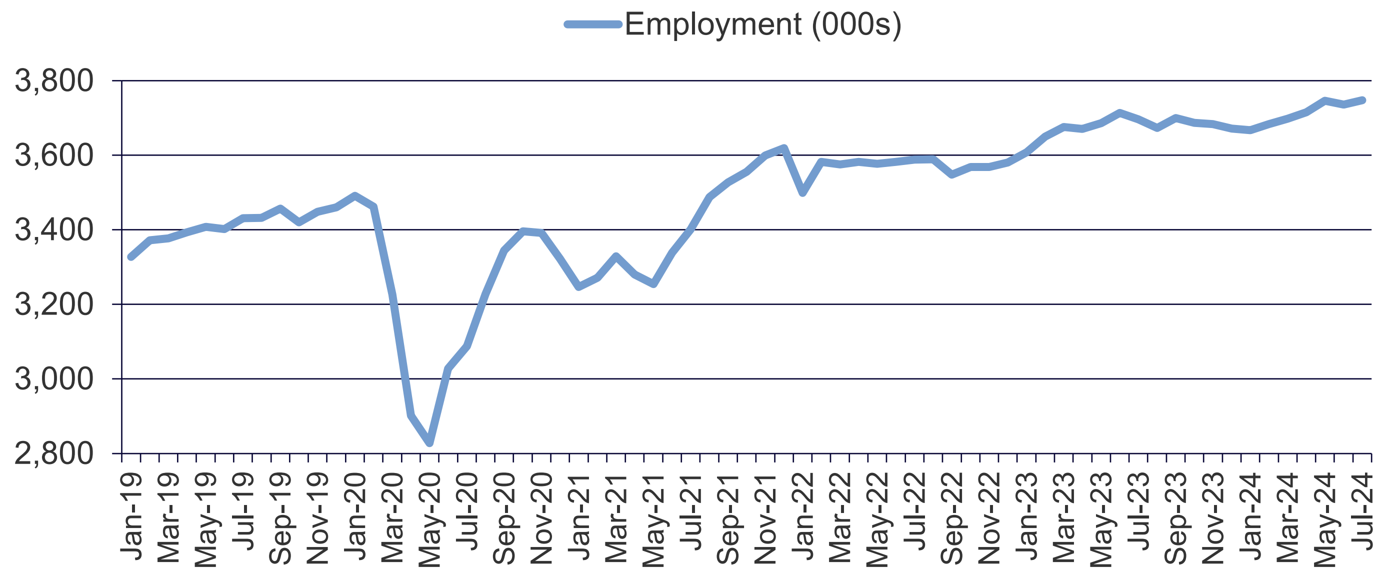
- **Both the average 5-year variable rate and the average 5-year fixed special rate have continued to moved lower with the special rate dipping below 5%** *(chart next page, bottom).*



Source: Altus Group based on Statistics Canada data

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

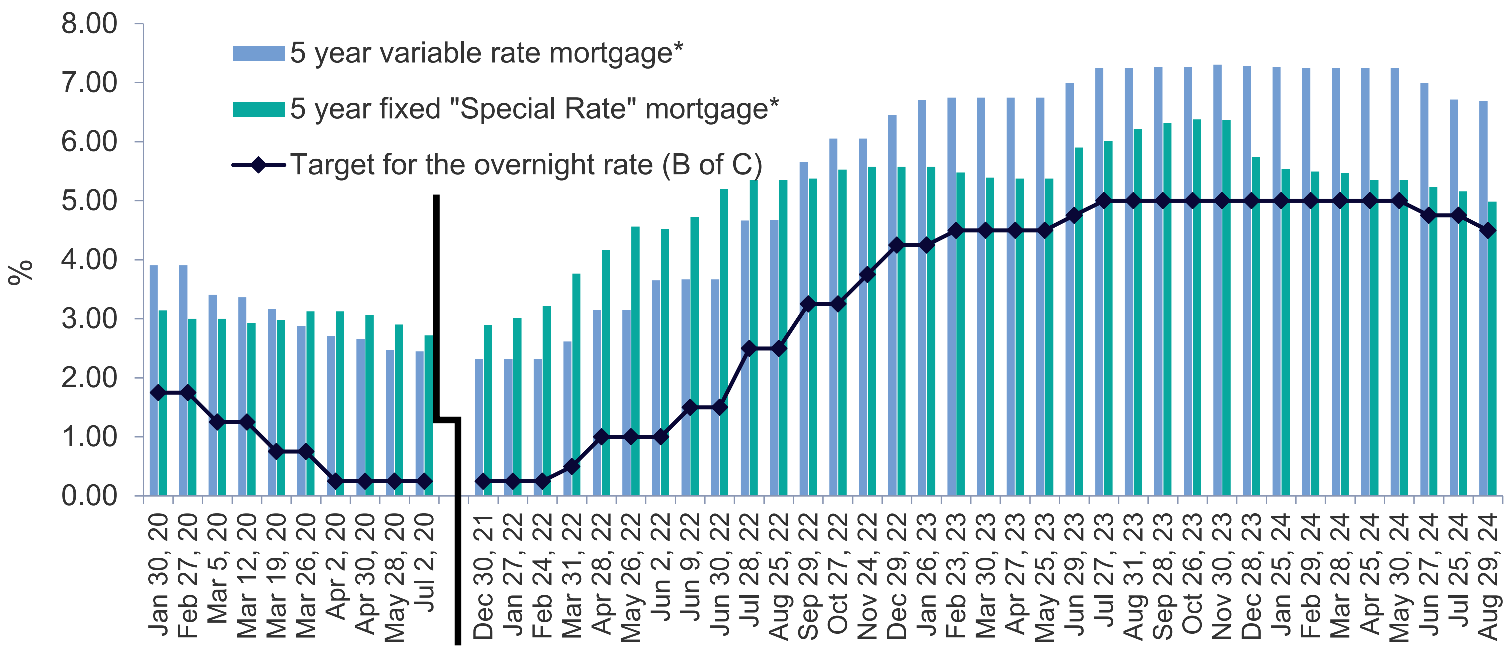
GTA Total Employment*



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

Source: Altus Group based on Statistics Canada data

Selected Interest Rates

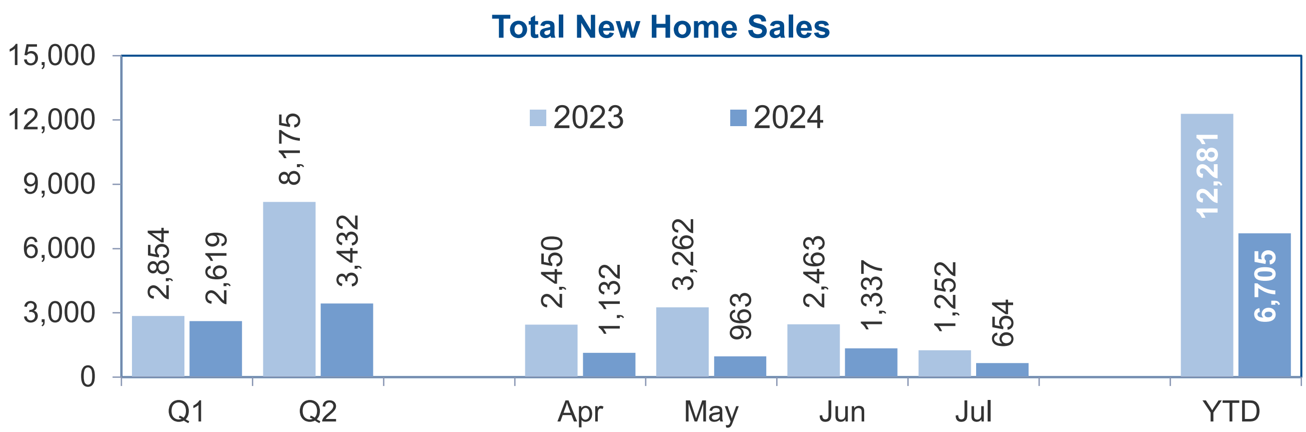


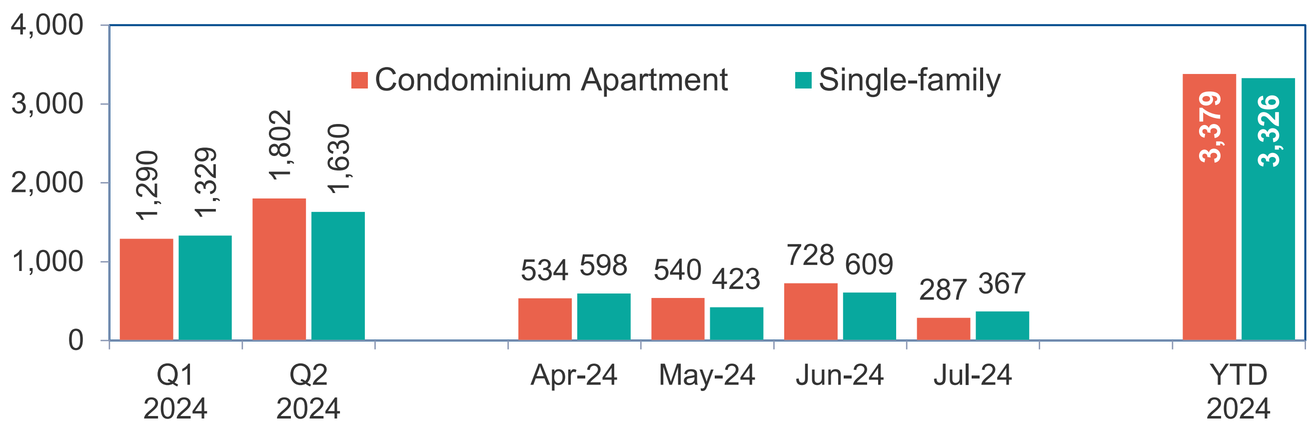
** Average for the major banks*

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

- **GTA new home sales registered a 2nd consecutive record monthly low in July 2024.** July sales of new condominium apartments fell by two-thirds compared to the previous year while new single-family home sales roughly matched last year's level.
- **All regions recorded lower total new home sales through the first seven months of 2024.** All regions also recorded lower sales year-to-date for both new condominium apartments and new single-family sales except for a minimal increases in the single-family sector in Toronto and York (*charts next page*).

GTA New Home Sales





Source: Altus Group

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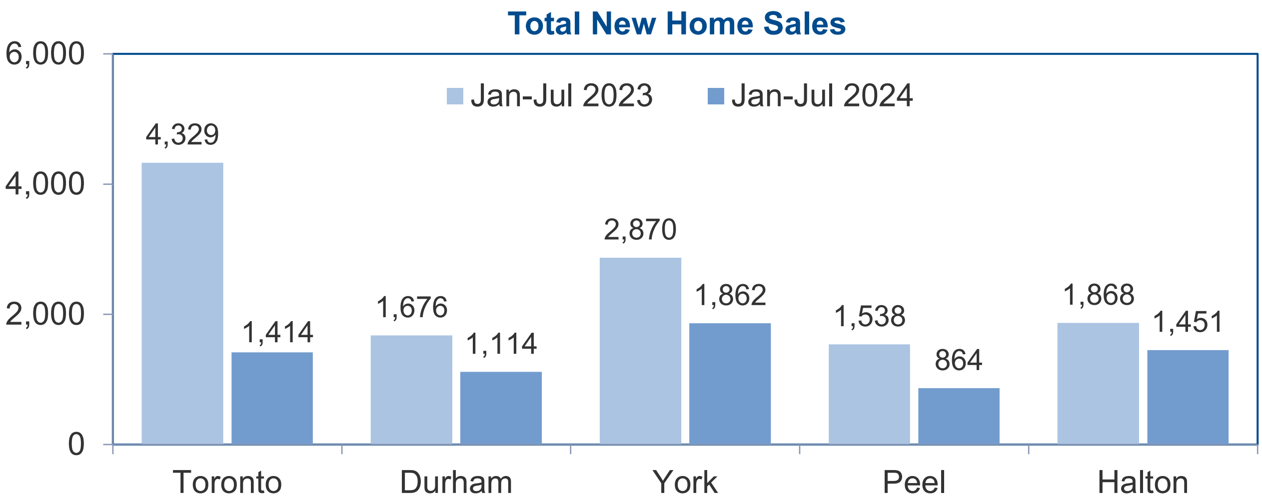
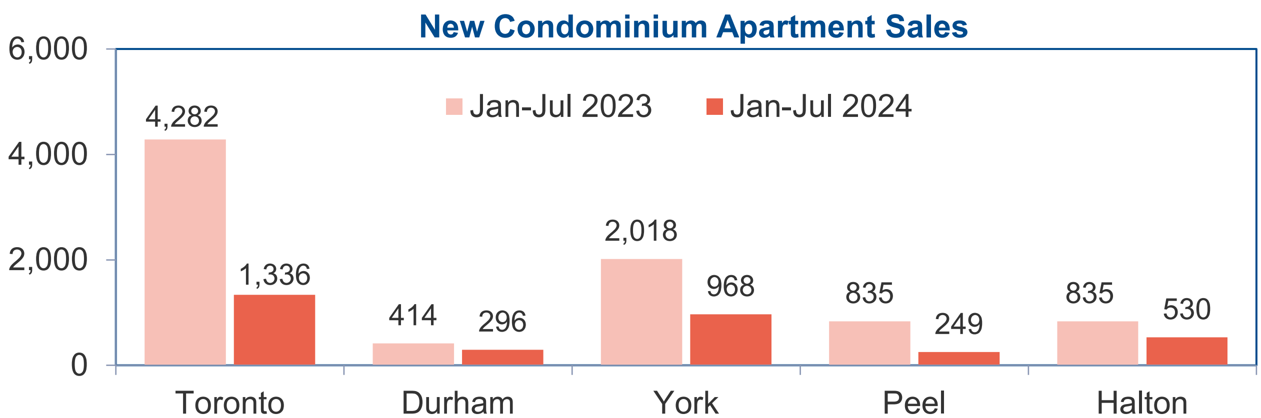
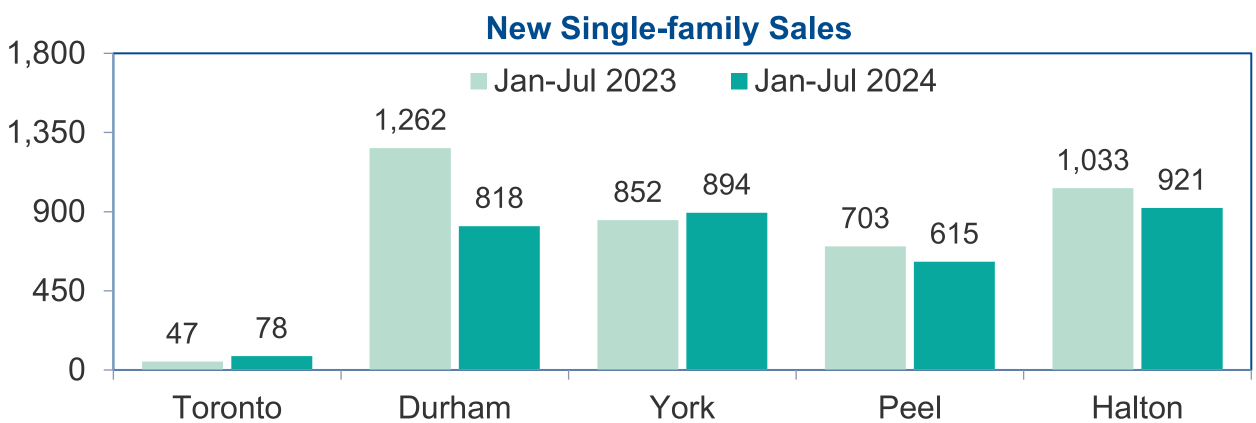
GTA New Home Sales by Region

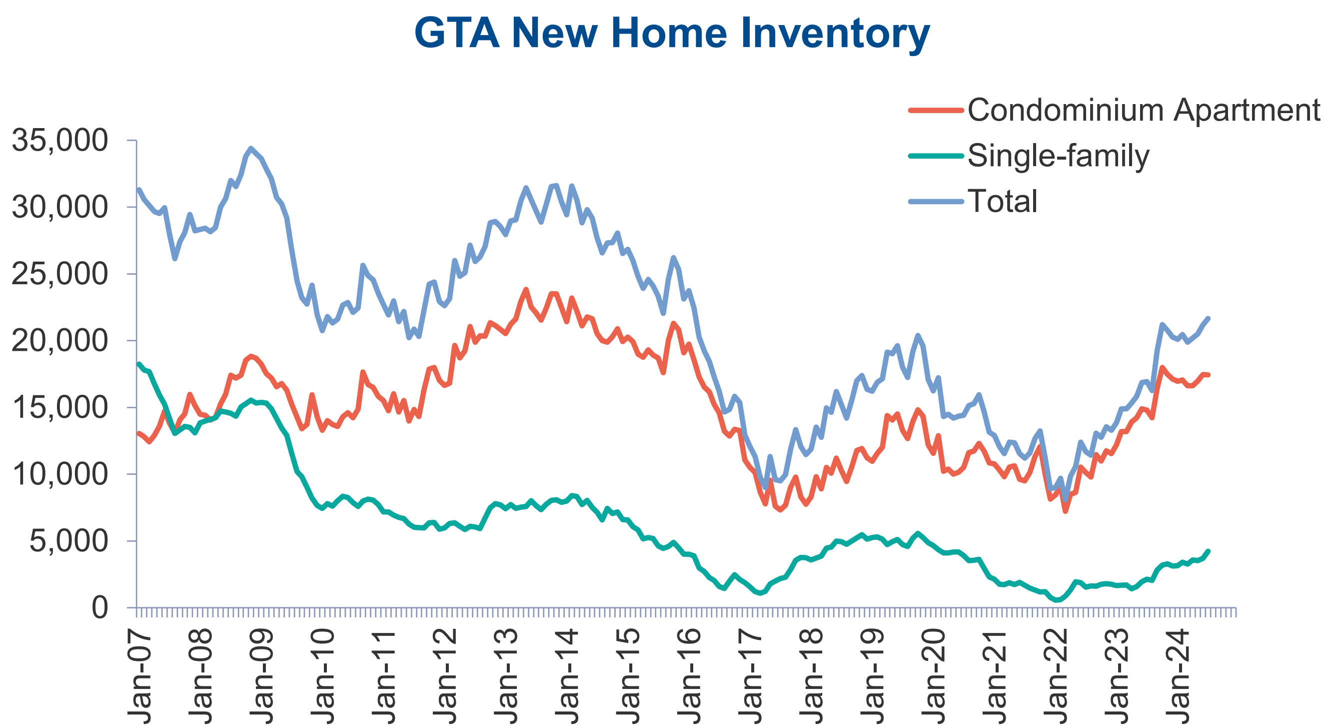






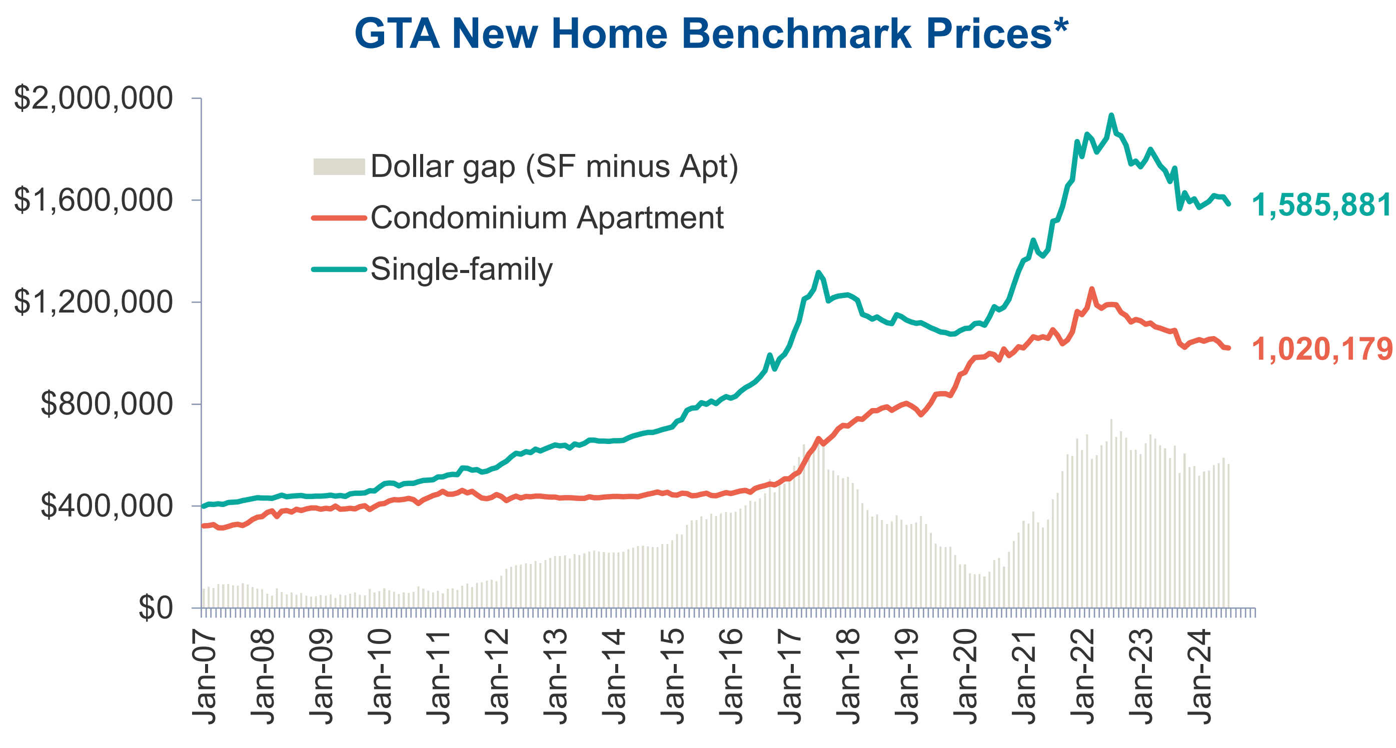
Source: Altus Group

- **The total inventory of new homes across the GTA rose further in July 2024, more than one-third above the 10-year average.** Total inventory exceeded last year by almost 30 percent.
- Based on average monthly total new home sales over the past 12 months, there were 15 months of available supply of total new homes at the end of July 2024, its highest level in 15 years.



Source: Altus Group

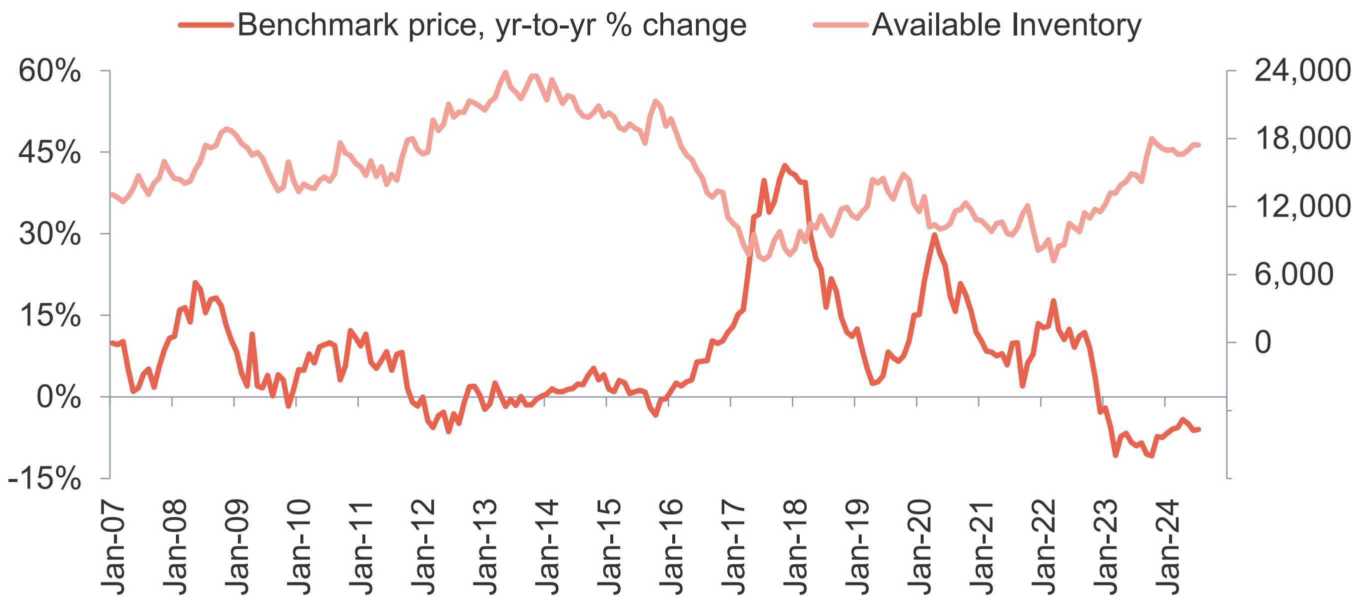
- **The benchmark price for a new condominium apartment fell by six percent in July 2024 compared to the previous year,** while the single-family benchmark price fell by 5 percent.
- **The price advantage of available new condominium apartments compared to new single-family homes narrowed in July.** Both the condominium apartment benchmark price and the single-family benchmark price registered year-over-year declines for the 20th consecutive month (*charts next page*).
- It should be kept in mind that the benchmark prices represent units available to purchase at month's end. For new projects opened during the month, lower-priced products 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*

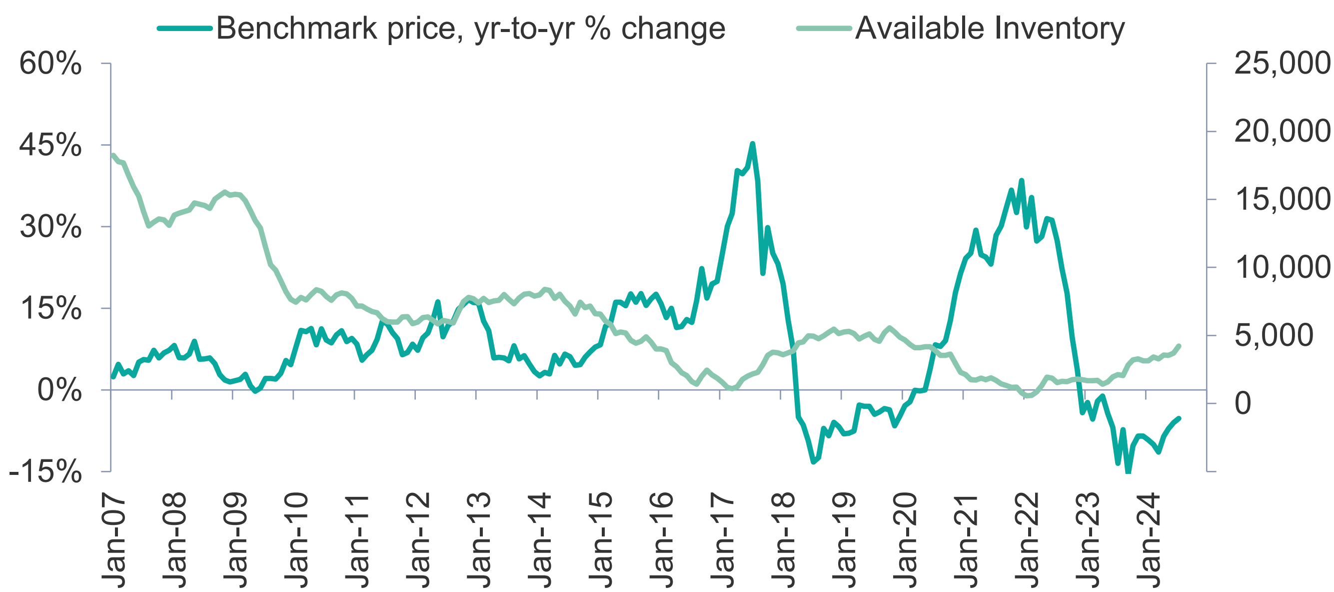
Source: Altus Group

GTA New Condominium Apartment Benchmark Price Changes and Available Inventory



Source: Altus Group

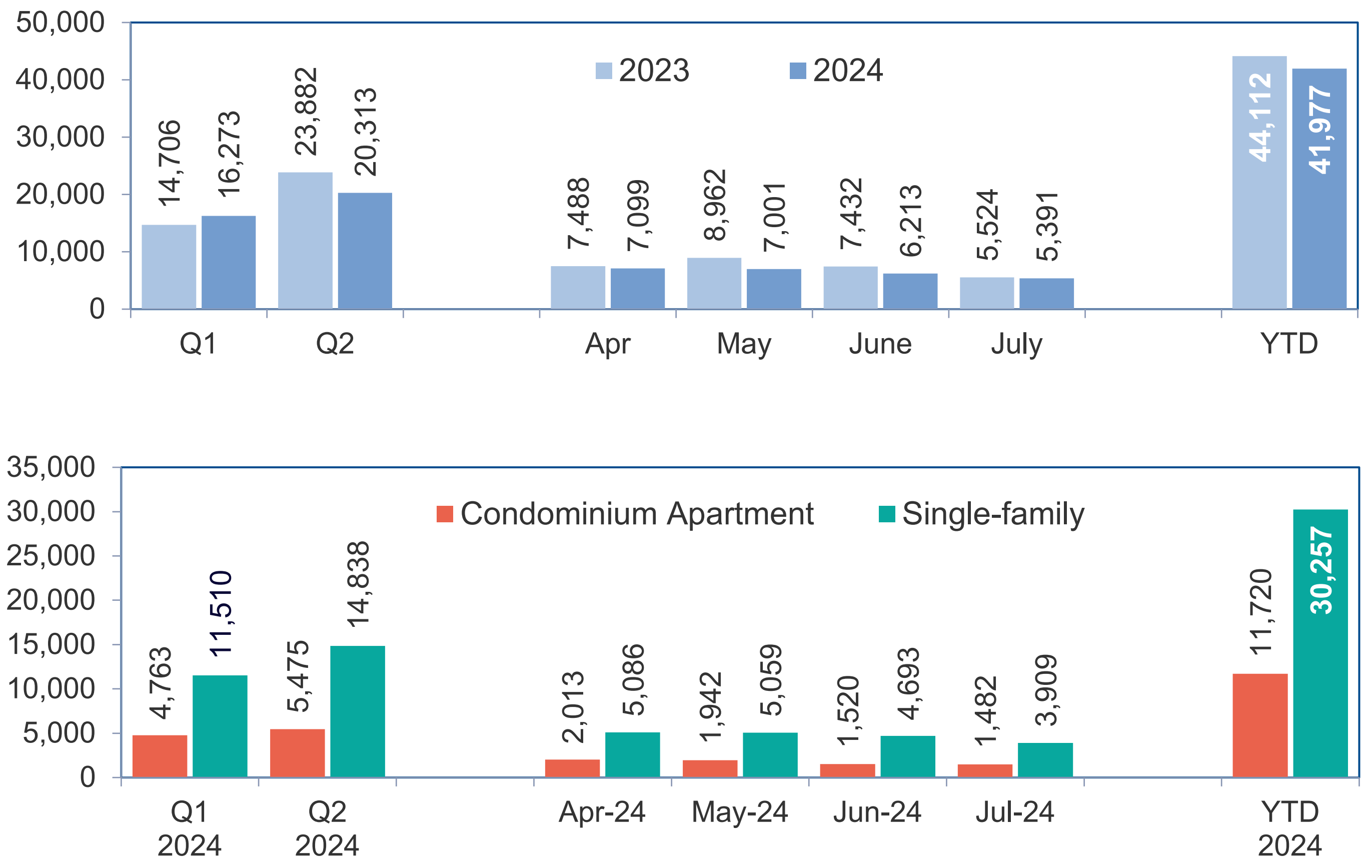
GTA New Single-Family Home Benchmark Price Changes and Available Inventory



Source: Altus Group

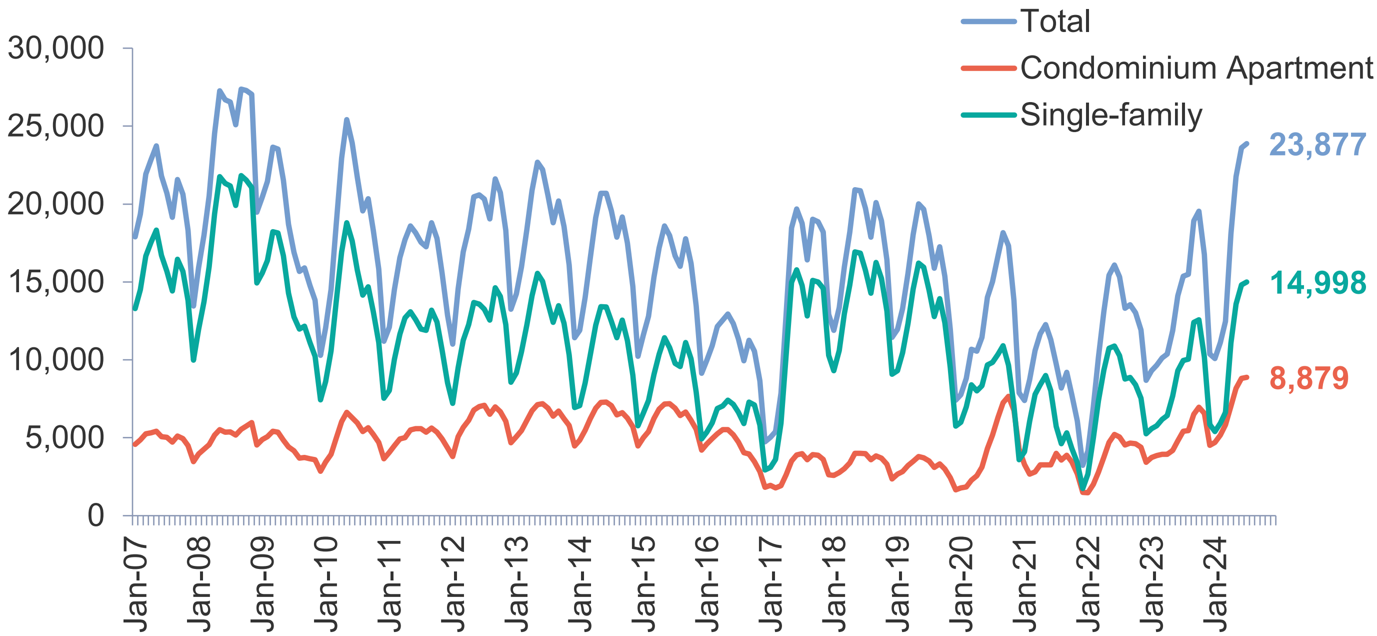
- **Sales of existing homes in July 2024 were down two percent year-over-year** and remain well below the 10-year average.
- **Total inventory was up 55 percent year-over-year to a 14-year high** as resale single-family inventory was responsible for most of increase from July 2023 *(chart next page, top).*
- The average sales price for existing condominium apartment and single-family homes in July 2024 were down slightly from a year earlier *(chart next page, bottom).*

GTA Resale Home Sales



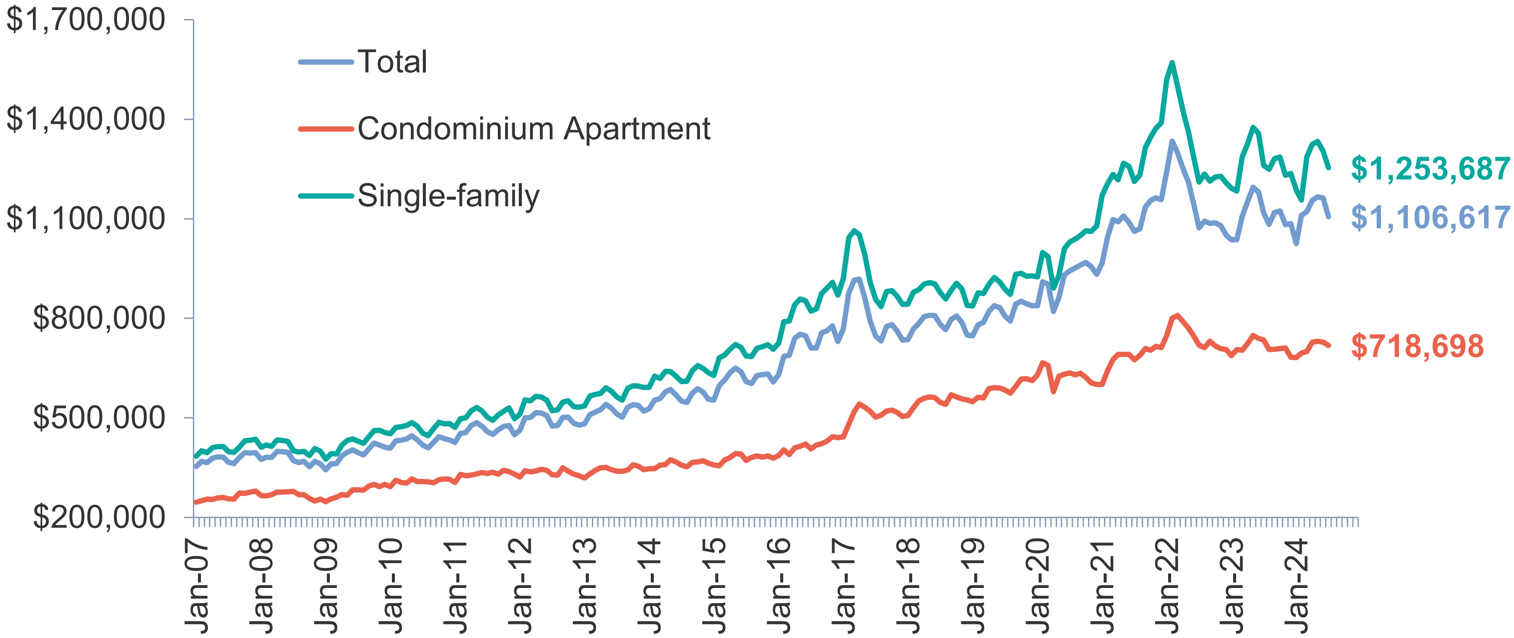
Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Resale Home Inventory ("Active Listings")



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

GTA Resale Home Prices

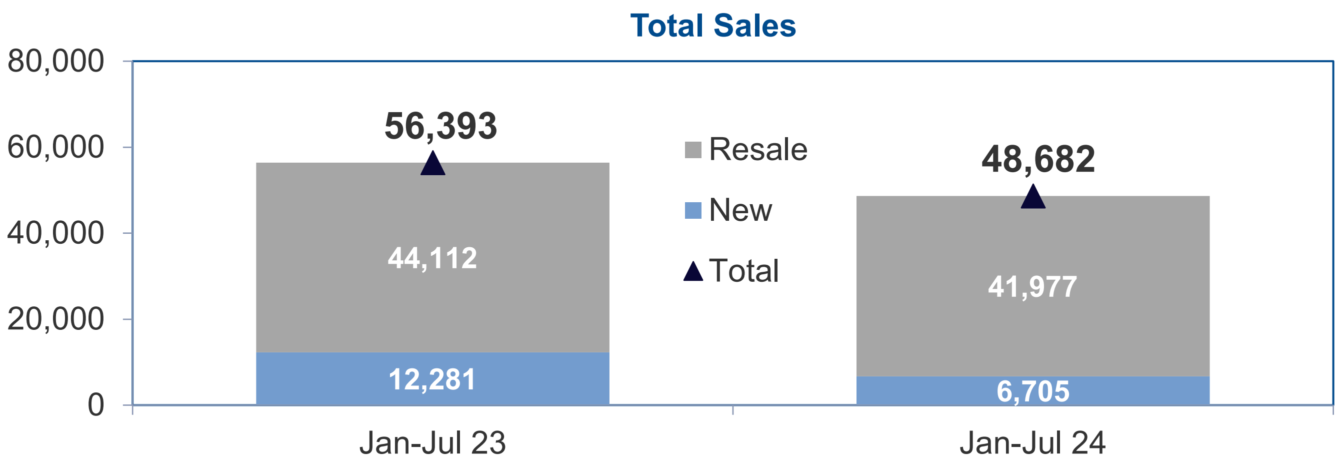


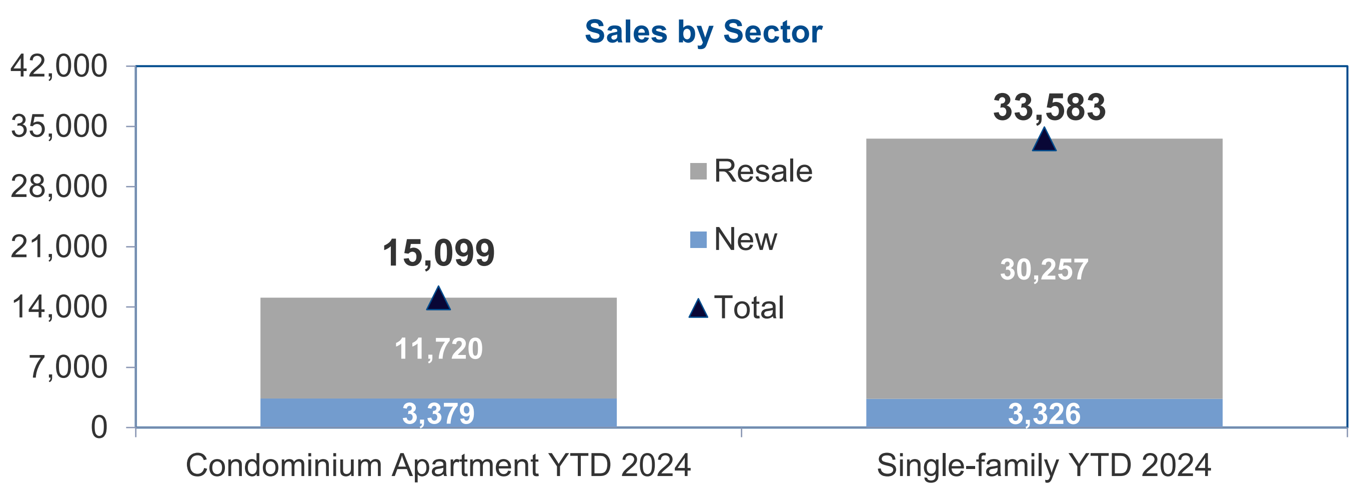
Source: Altus Group based on Toronto Regional Real Estate Board data

Overall Home Market - Sales

- **Year-to-date total home sales in the GTA through July 2024 were down 14 percent from a year earlier**. The new home sector was down 45 percent, while the resale sector was down just 5 percent.
- **The new home sector accounted for about 1 out of every 7 home for the first half of 2024** – this is down from 1 in 5 for the same period in 2023. 1 in 10 single-family and 1 in 4 condominium apartment homes sold were new homes.

GTA Combined New & Resale Home Sales

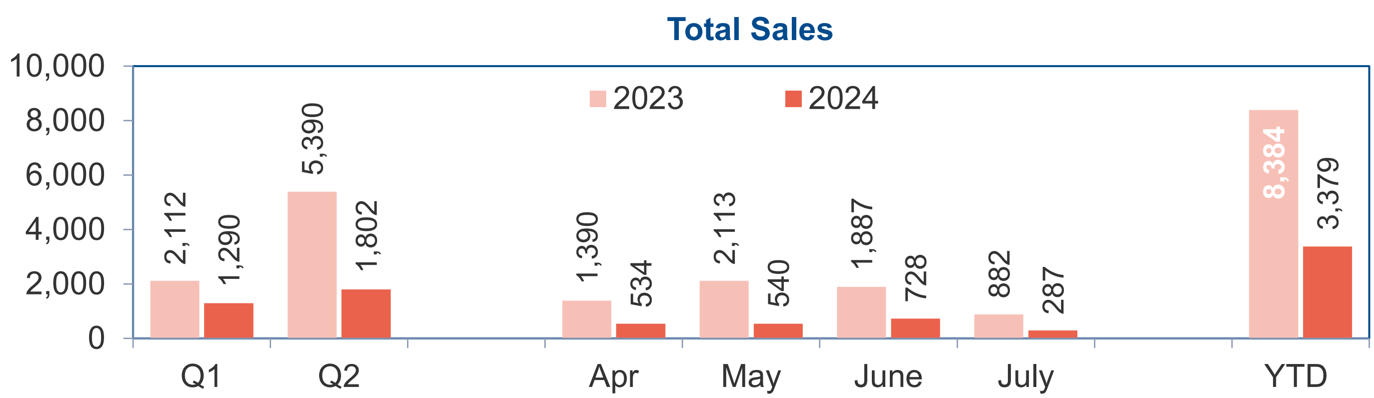


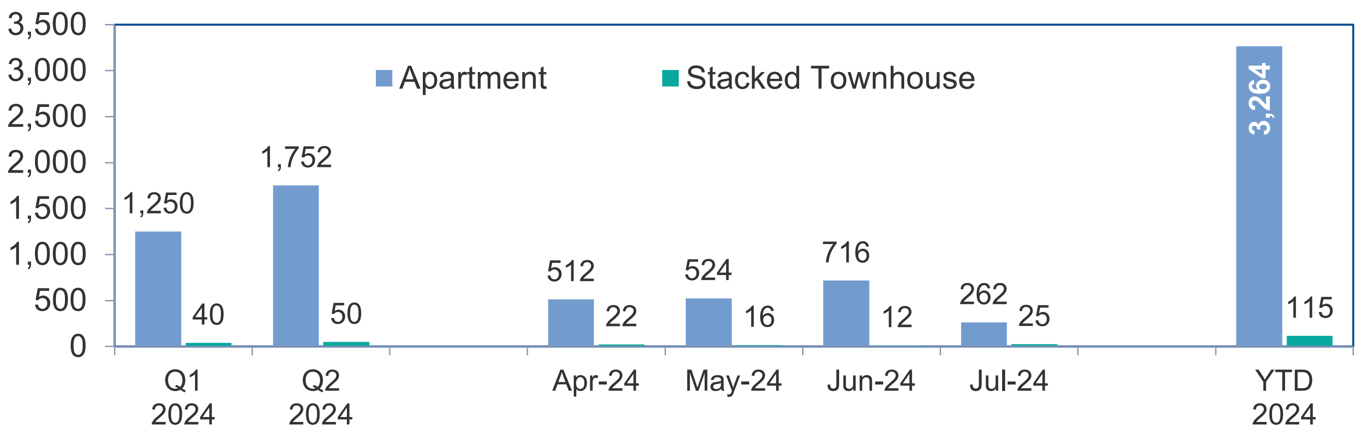


Source: Altus Group and Toronto Regional Real Estate Board data

- **Total new condominium apartment sales in July 2024 across the GTA sank to an all-time low for the month**.
- **New condominium sales in July 2024 were down across all regions compared to the previous year except in Durham** *(chart top of next page)*.
- **Lower new condominium sales were recorded year-to-date across all regions with the large falloff in Toronto weighing heavily on the overall GTA numbers** (*chart middle of next page*). Toronto has lost market share of new condominium apartment sales to Halton, York and Durham (*chart bottom of next page*).

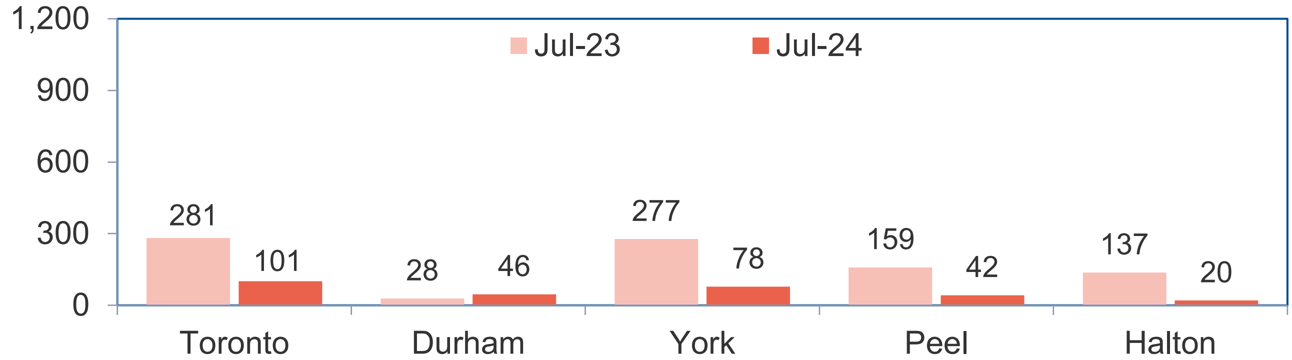
GTA New Condominium Apartment Sales

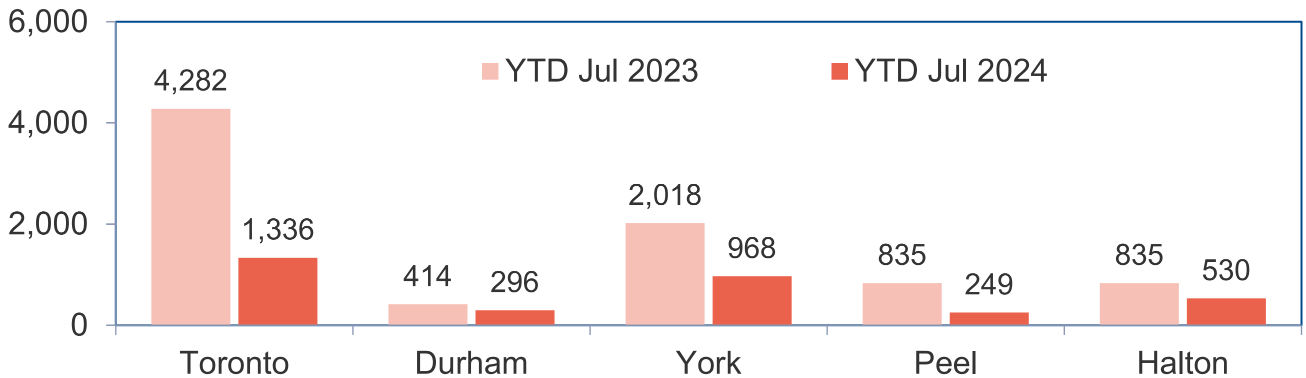


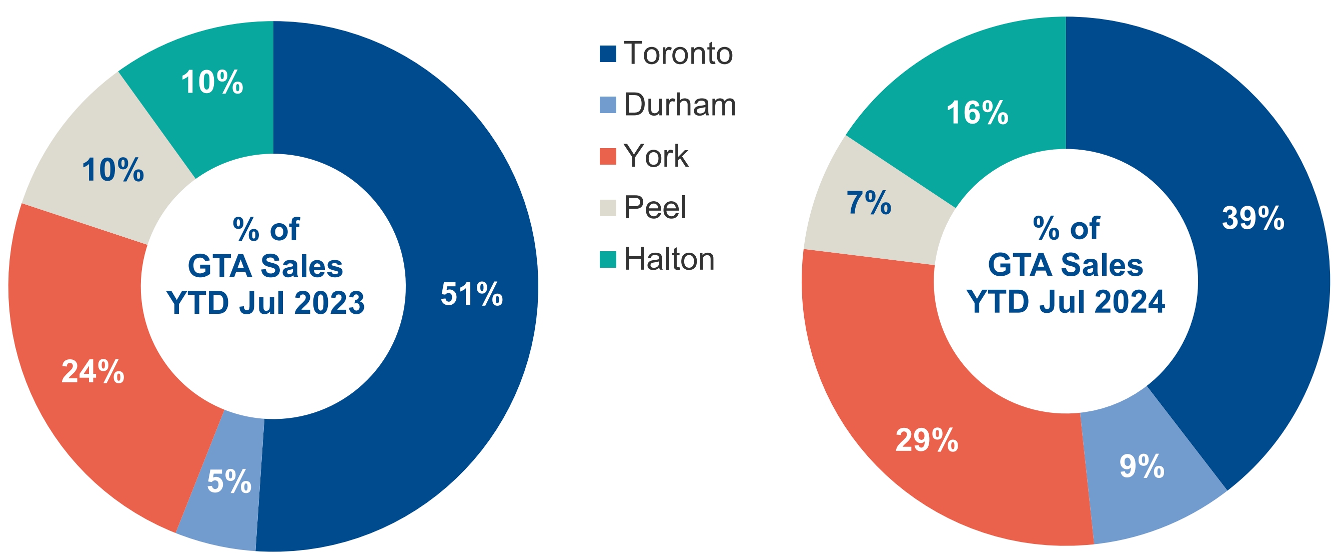


Source: Altus Group

GTA New Condominium Apartment Sales by Region

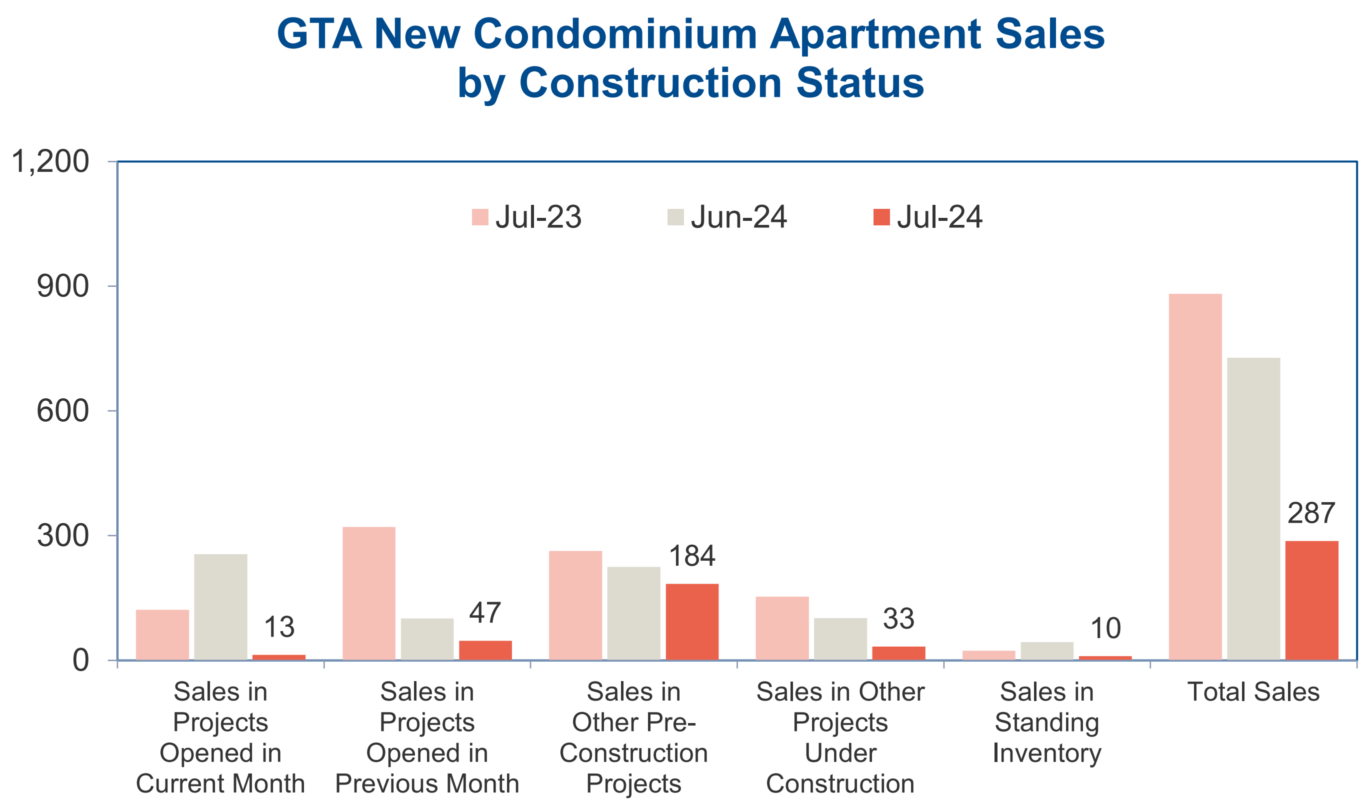






Source: Altus Group

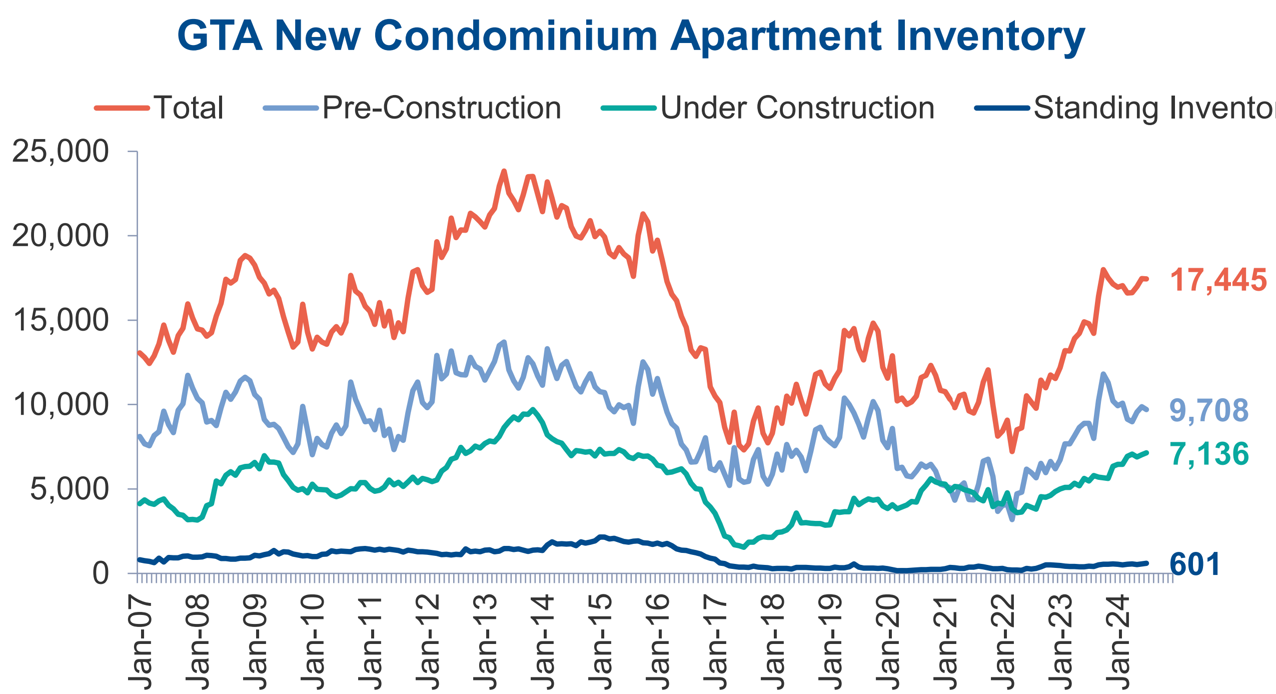
- **Less than five percent of new condominium apartment sales in July occurred in the lone newly launched project recording sales during the month** (the other new project launch occurred within the last 10 days of the month)**.** Most of the remaining sales in July were in pre-construction projects opened more than two months 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

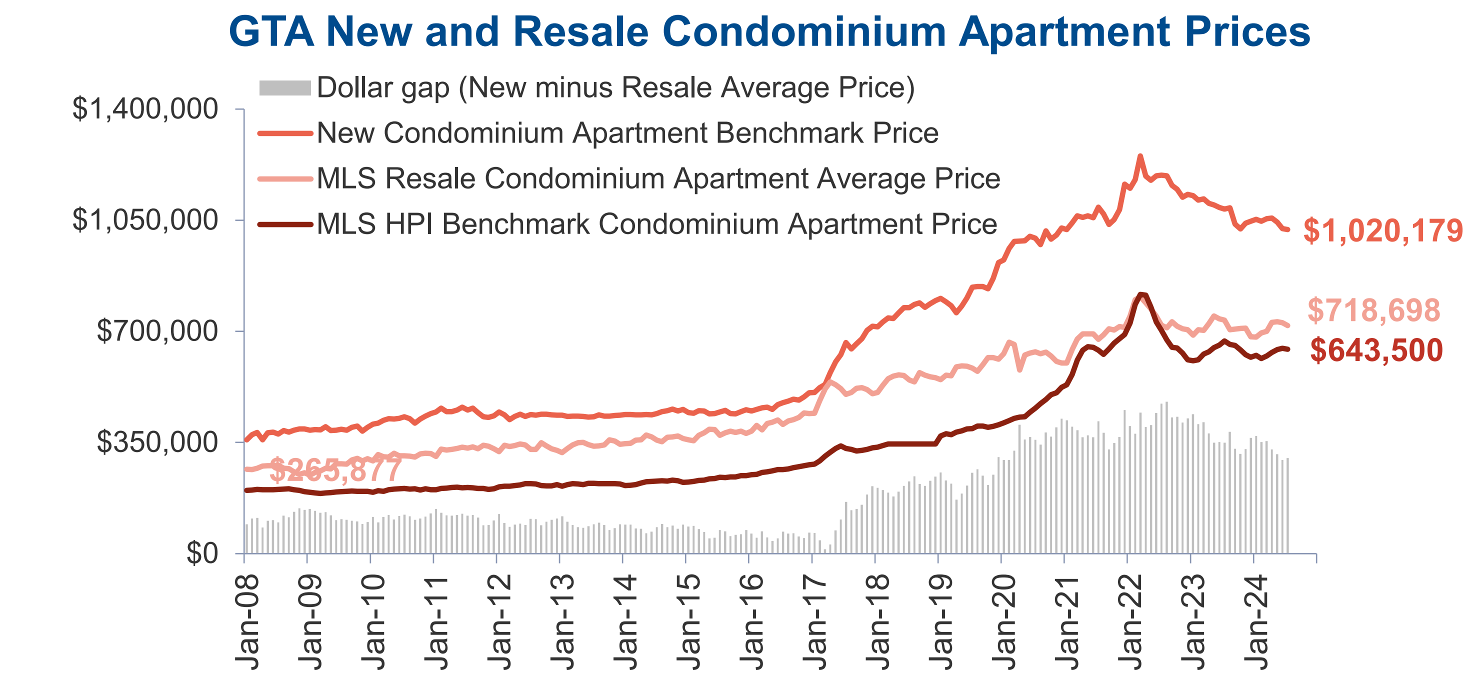
- **The inventory of available new condo apartments in July 2024 was virtually unchanged from the previous month but rose 18 percent year-over-year and remained well above the 10-year average.**
- **The current unsold inventory at new condominium apartment projects represents 25 months of supply** at the average monthly pace of sales seen over the past 12 months, **the highest level yet recorded**.
- **Nearly 70 percent of the available new condominium apartment 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 13 months in Durham to a high of almost 37 months in Peel.

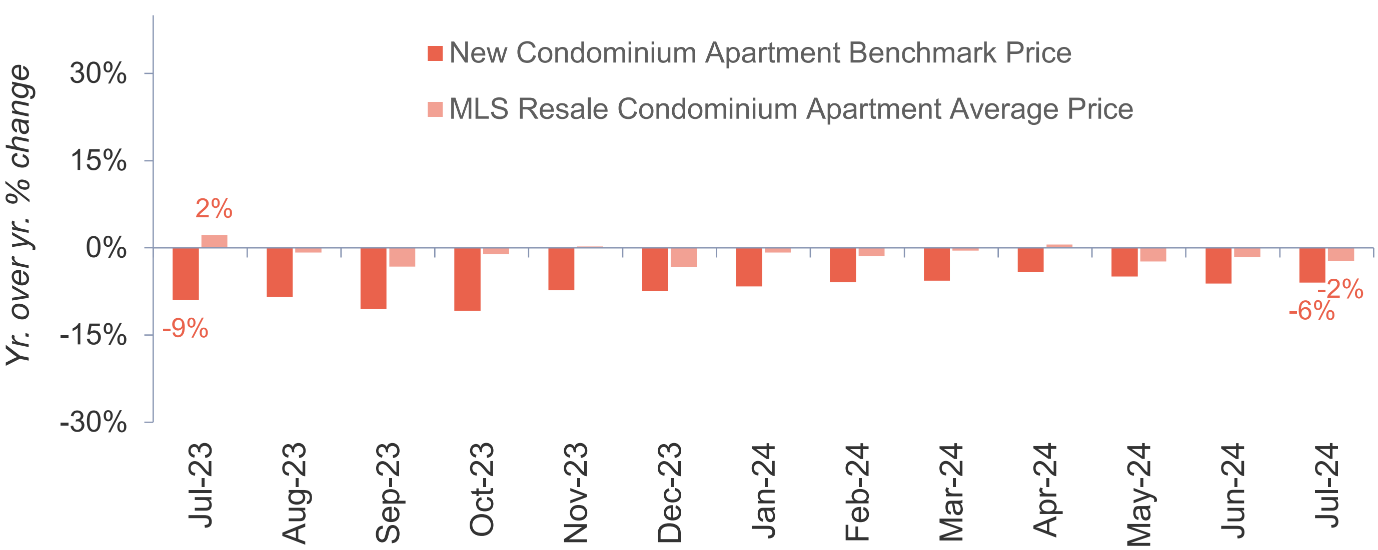


Source: Altus Group

New Condominium Apartments - Prices

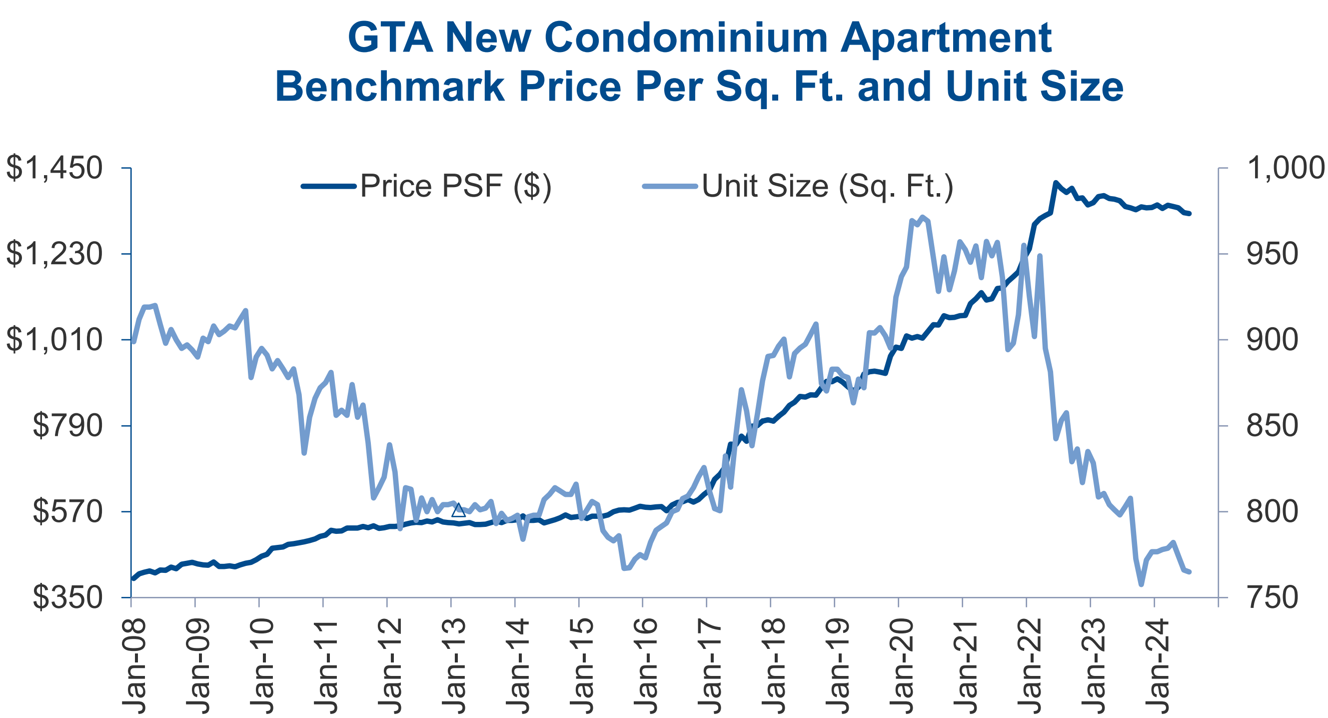
- **The benchmark price of a new condominium apartment was down in July 2024 and recorded a 20th consecutive year-over-year decline** *(this benchmark measures prices of available units at the end of the month - see benchmark price definition at the end of this report).*
- In absolute terms, **the price difference between a new and resale condominium apartment unit widened in July.**





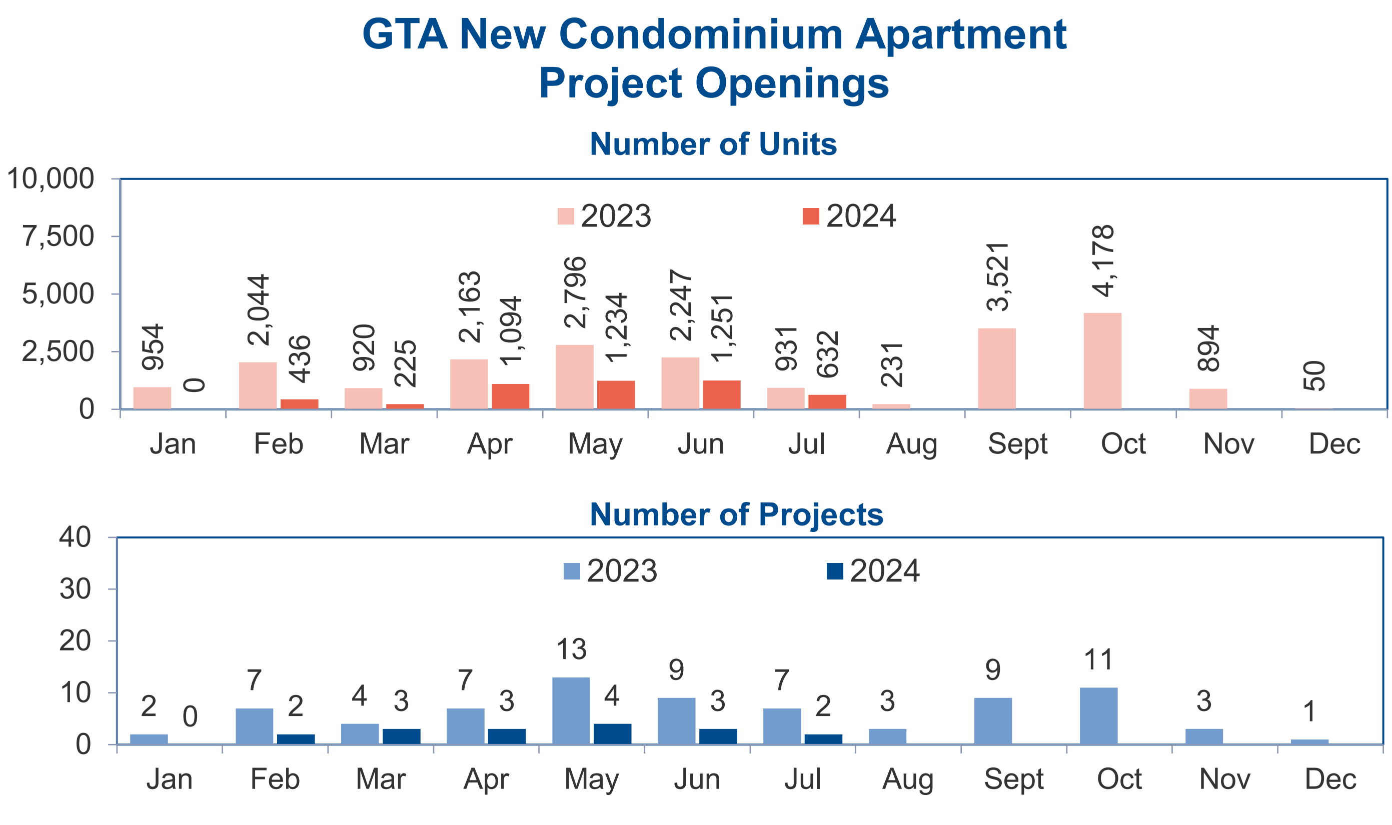
Source: Altus Group and Toronto Real Estate Board data

- **Both the price per square foot and unit size for a new condominium apartments eased in July 2024.**
- 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 the average size of available units (and, of course, location shifts).



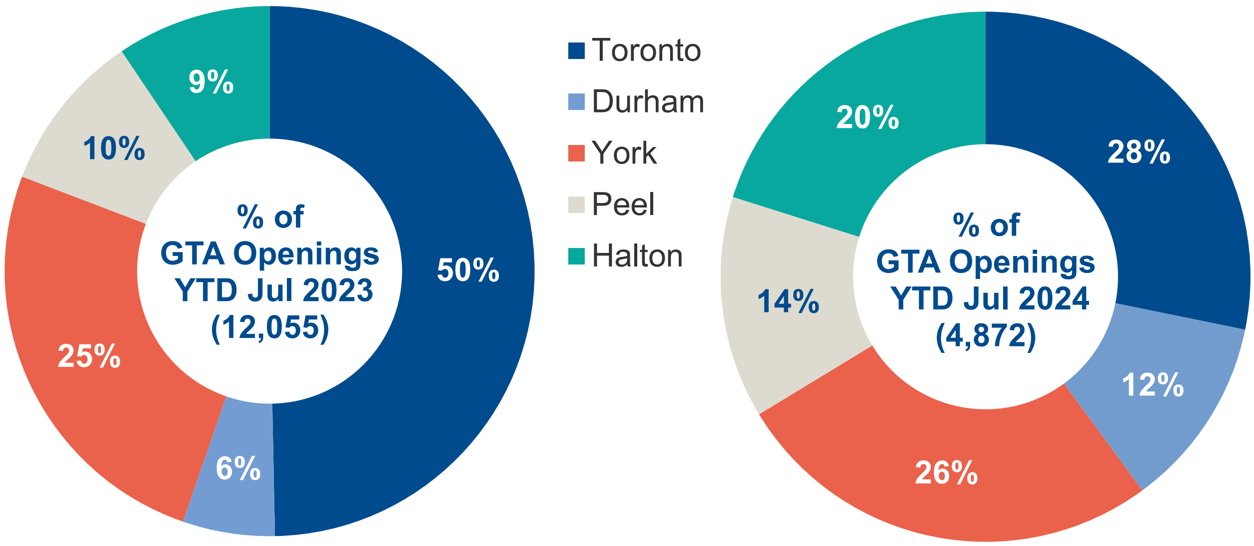
Source: Altus Group

- **Two new condominium apartment were launched in July 2024**.
- **New launches through the first seven months of 2024 shifted away from Toronto to Durham and Halton compared to last year** *(chart next page, top).* The old City of Toronto, Scarborough and Etobicoke have accounted for all of the new launches in Toronto through the first seven months of 2024 *(chart next page, bottom)*.
- On the pages following the next page are maps showing the location of new projects launched in June and July 2024 accompanied by summary tables with additional details on each project.



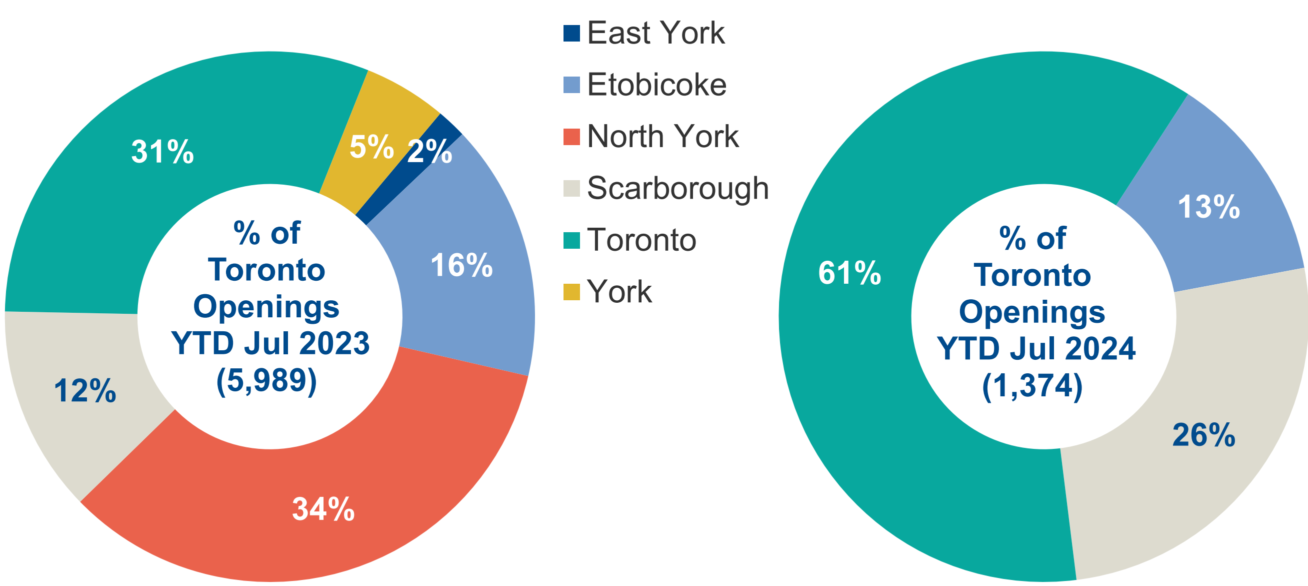
Source: Altus Group

GTA Condominium Apartment Units in New Openings by Region



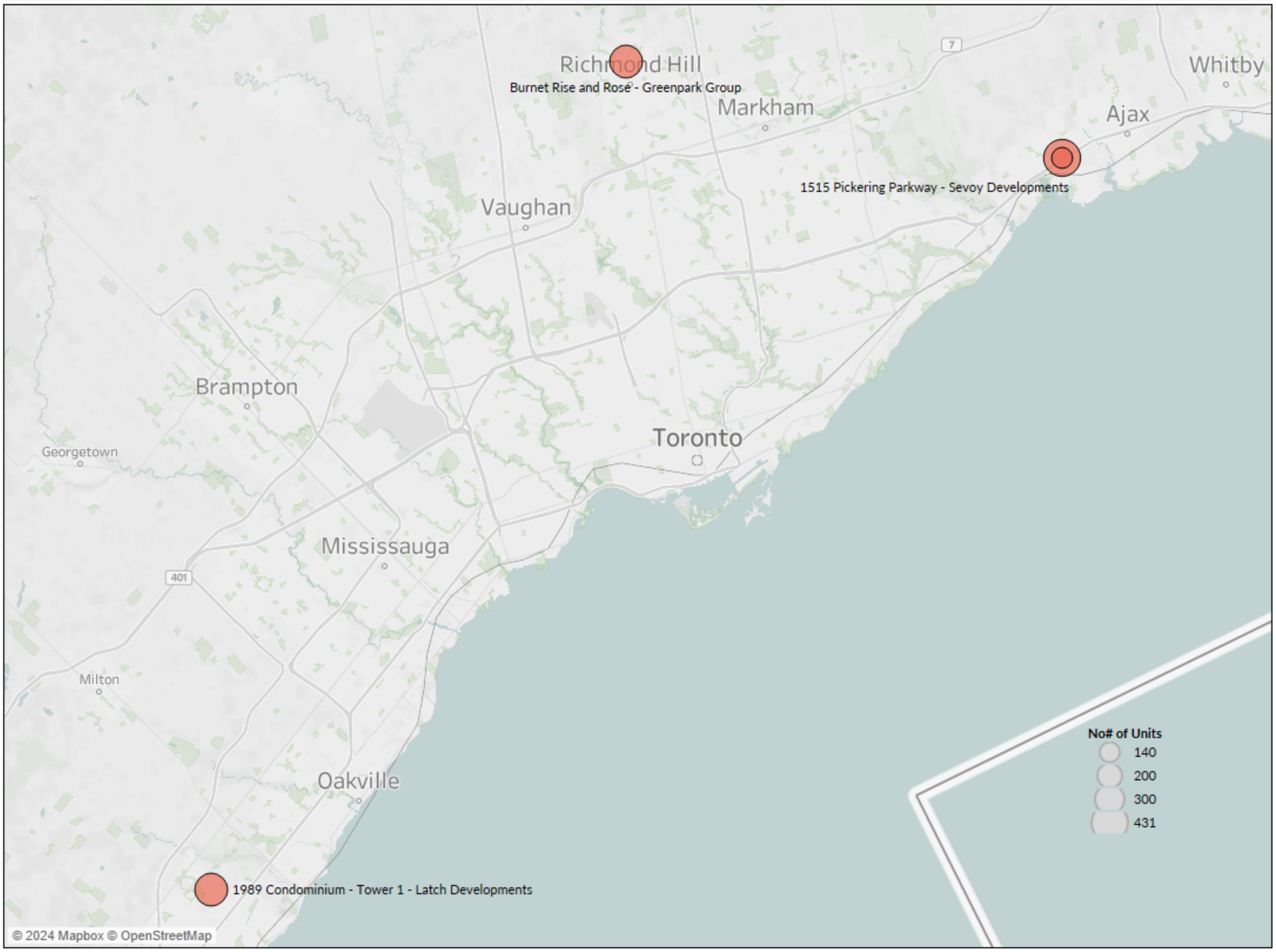
Source: Altus Group

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



Source: Altus Group

June 2024 New Project Launches by Number of Units



Source: Altus Group

New Condominium Apartments - Openings

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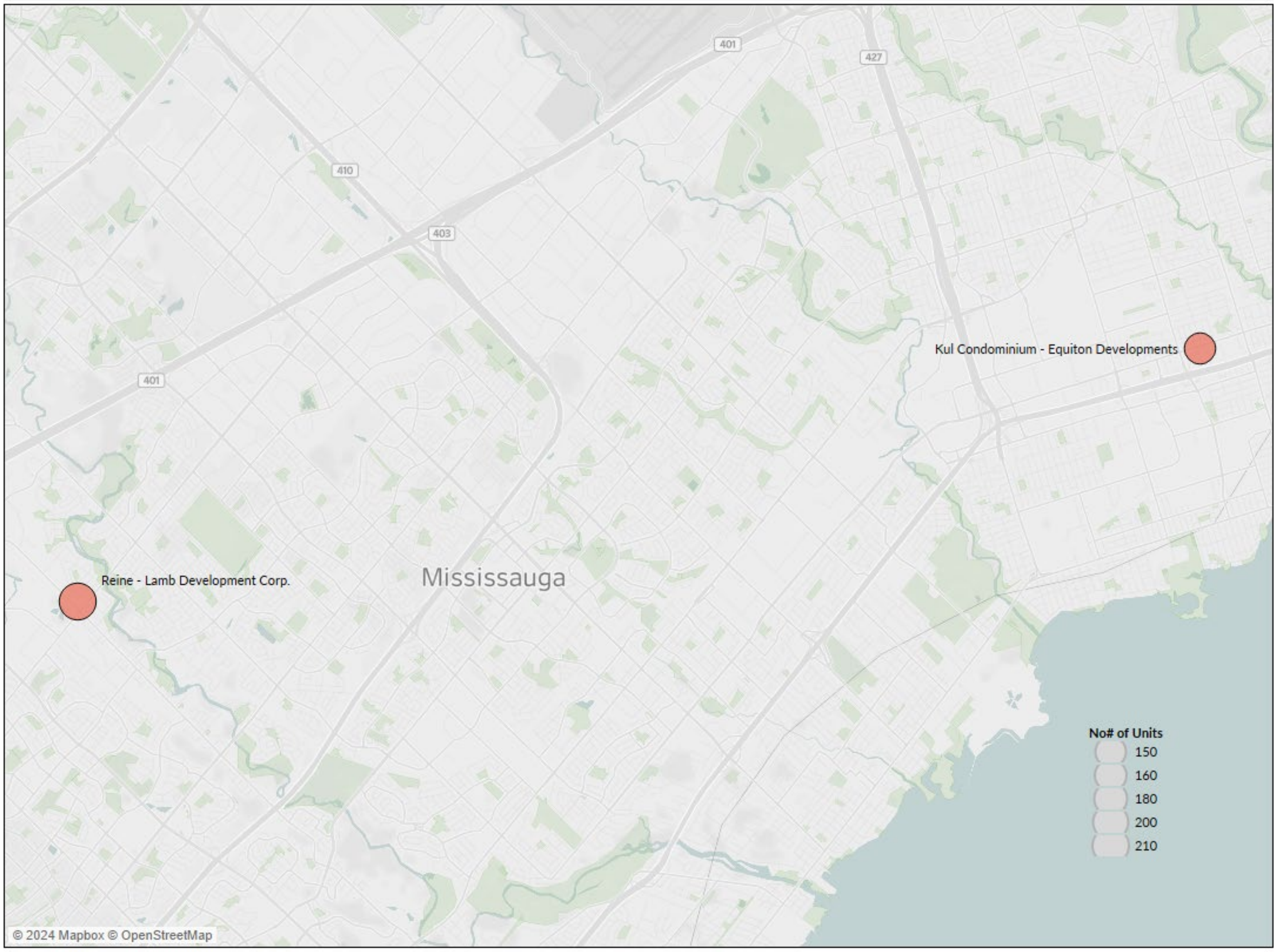
New Condominium Apartment Project Openings - June 2024			
Project Name	**1515 Pickering Parkway**	**1989 Condominium - Tower 1**	**Burnet Rise and Rose**
Developer	Sevoy Developments	Latch Developments	Greenpark Group
Date Opened	June 15, 2024	June 15, 2024	June 5, 2024
Municipality	Pickering	Burlington	Richmond Hill
Region	Durham	Halton	York
Structural Type	Apartment	Apartment	Apartment
Floors	40	22	31
Project Total Units	**571**	**342**	**338**
Total Units Released	**431**	**342**	**338**
Studio	35	-	-
1 Bedroom	167	53	43
1 Bedroom + den	105	165	163
2 Bedroom	124	118	101
2 Bedroom + den	-	-	3
3 Bedroom & up	-	6	28
Penthouse	-	-	-
Townhouse	-	-	-
Other	-	-	-
Opening Month Sales	**86**	**25**	**145**
Next Month Sales	**28**	**5**	**14**
% Sold (of released units)	26%	9%	47%
Remaining Available Inventory	317	312	179
Original $PSF	$1,095	$1,013	$1,052
Minimum Size (sq. ft.)	300	444	590
Maximum Size (sq. ft.)	659	1,144	1,145
Minimum Price	$407,990	$482,999	$621,900
Maximum Price	$699,990	$1,016,000	$1,050,900
Notes			

Source: Altus Group

July 2024 New Project Launches by Number of Units



Source: Altus Group

New Condominium Apartment Project Openings - July 2024

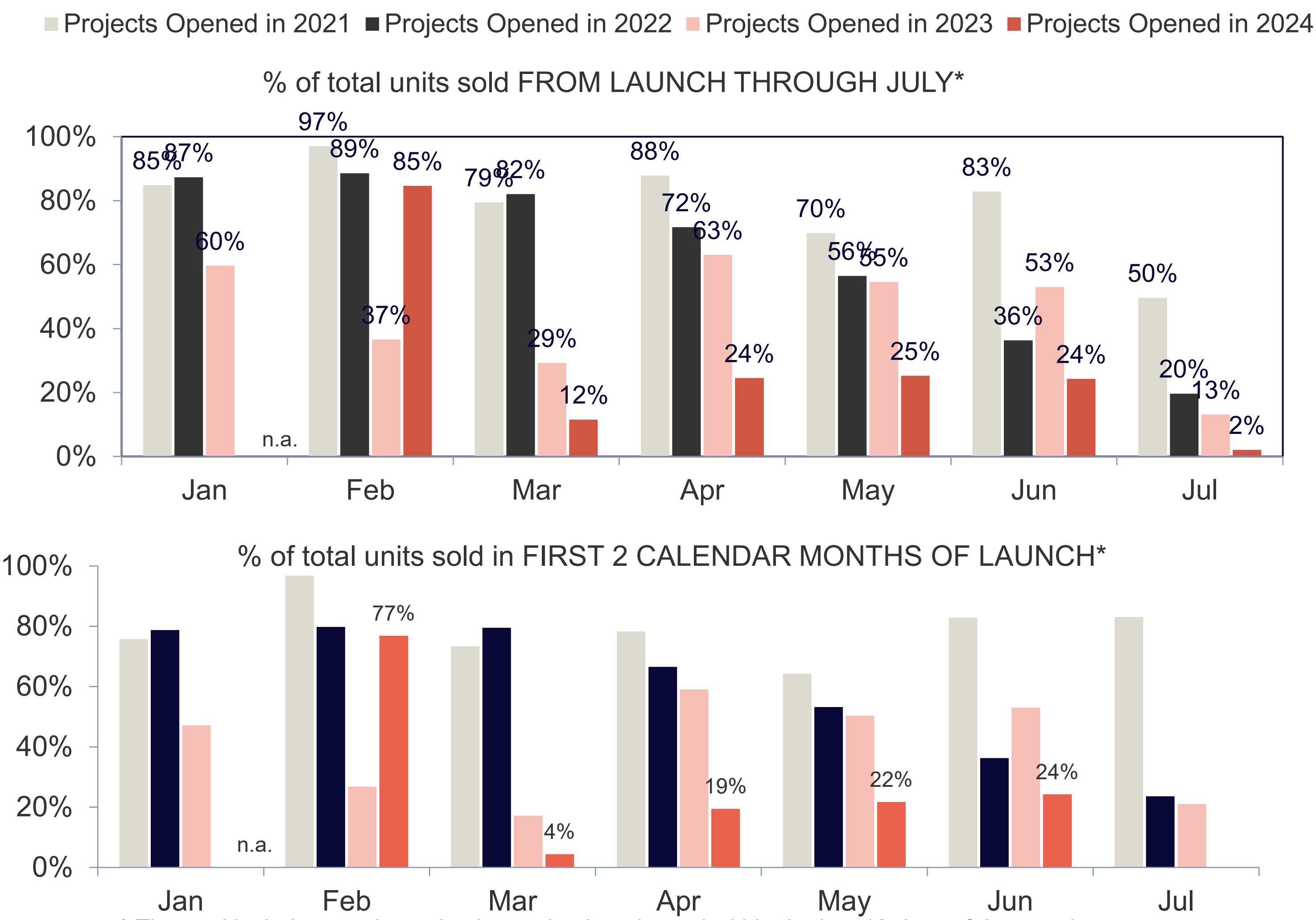
Project Name	**Kul Condominium**	**Reine**
Developer	Equiton Developments	Lamb Development Corp.
Date Opened	July 27, 2024	July 6, 2024
Municipality	Etobicoke	Mississauga
Region	Toronto	Peel
Structural Type	Apartment	Apartment
Floors	12	10
Project Total Units	**177**	**455**
Total Units Released	**150**	**210**
Studio	5	61
1 Bedroom	38	3
1 Bedroom + den	19	107
2 Bedroom	21	38
2 Bedroom + den	51	-
3 Bedroom & up	16	1
Penthouse	-	-
Townhouse	-	-
Other	-	-
Opening Month Sales	**0**	**13**
Next Month Sales		
% Sold (of released units)	0%	6%
Remaining Available Inventory	150	197
Original $PSF	$1,128	$1,287
Minimum Size (sq. ft.)	327	350
Maximum Size (sq. ft.)	1,017	1,217
Minimum Price	$399,990	$465,900
Maximum Price	$875,990	$1,330,900
Notes	No firm sales as all deals were subject to the 10-day conditional period	

Source: Altus Group

New Condominium Apartments - Openings

- **Just two percent of units launched in July have sold.** This is far behind the pace of the previous three years.
- After 2 months of sales, projects opened in April, May and have lagged the pace of 2021 and 2023 and are modestly behind the 2022 pace.
- 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 July*)

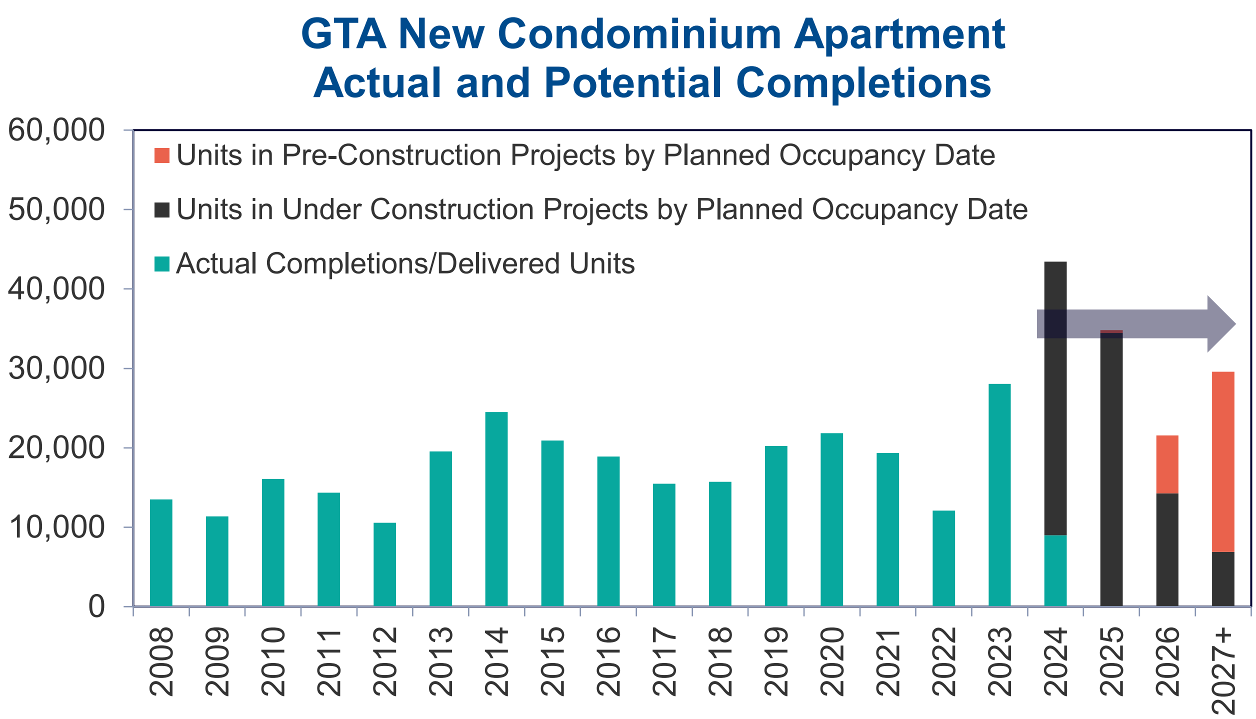


** The total includes unreleased units, and units released within the last 10 days of the month*

Source: Altus Group

New Condominium Apartments - Completions

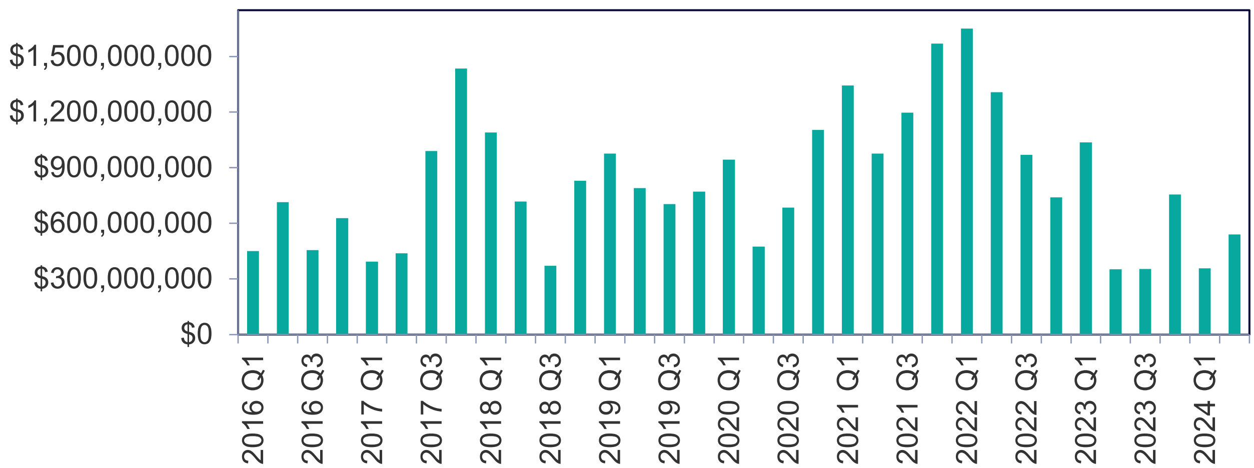
- As of the end of July 2024, there were about 120,400 new condominium apartment units in projects either under construction or in pre-construction stages.
- **There were roughly 2,000 units delivered in July 2024.** Year-to-date completions through the first seven months of 2024 are about 25 percent ahead of the pace set last year – 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

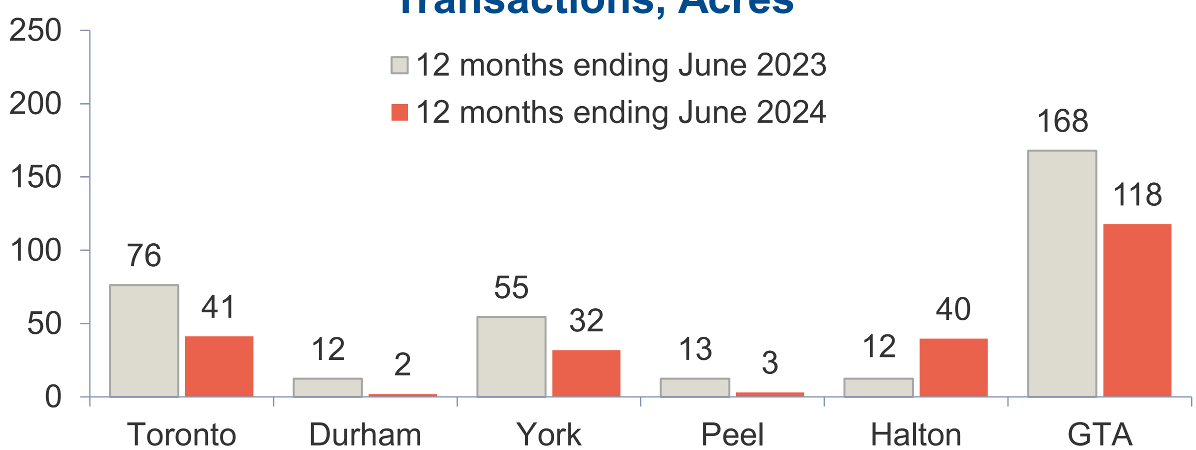
- **High density residential land sales plunged in the first half of 2024 to a 7-year low**, according to Altus Group transactions data.
- **For the 12 months ending June 2024, the volume of residential land traded in the GTA fell by 30 percent compared to preceding 12-month period.** The decrease in the number of acres of high density residential land traded was most severe in Toronto and York though activity rose in Halton.

GTA High Density Residential Land Sales Transactions $



Source: Altus Group

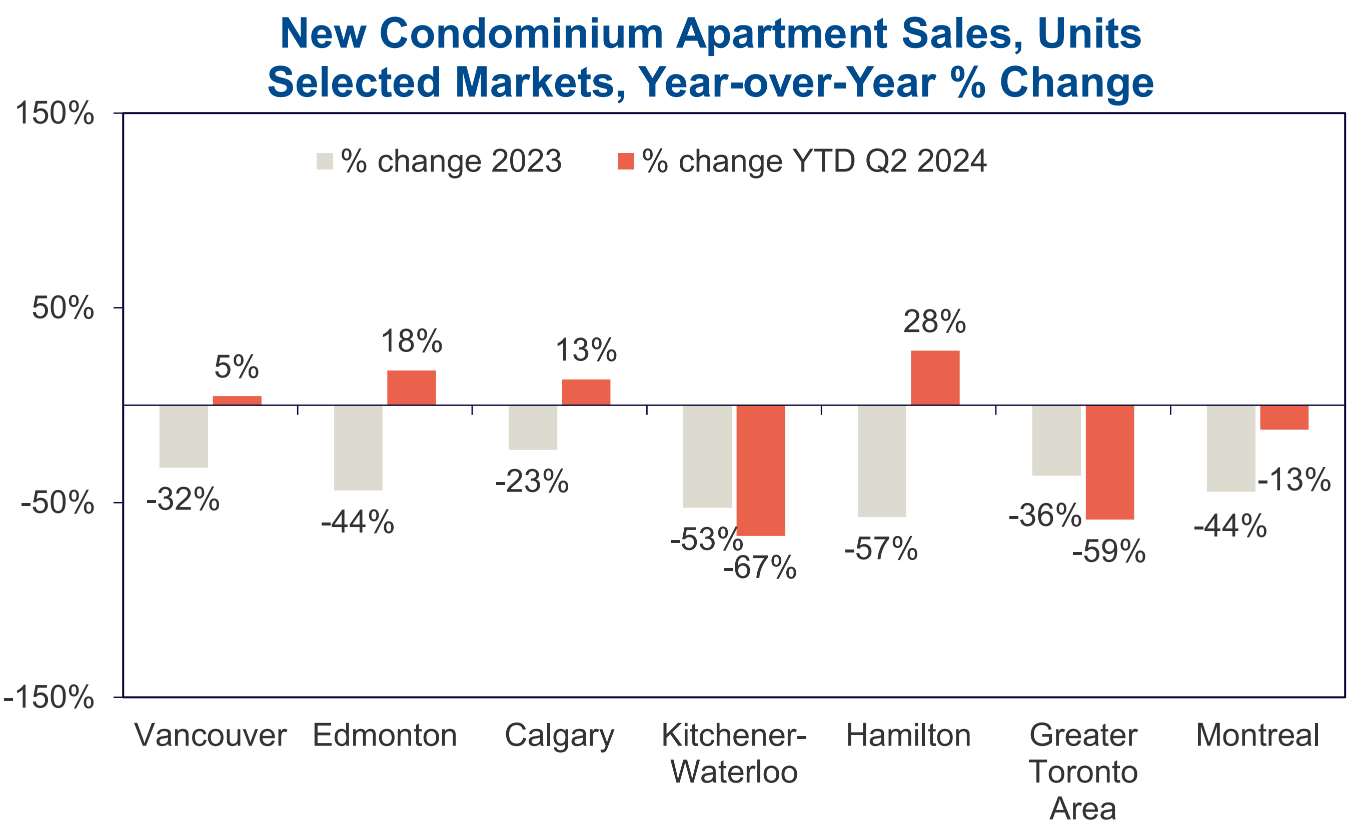
GTA High Density Residential Land Sales Transactions, Acres



Source: Altus Group

New Condo Apartment Sales Across Canada

- **The pace of new condominium sales in the GTA through the first half of 2024 is down by roughly 60 percent compared to the first half of 2023.**
- When looking across the markets tracked by Altus Group, Kitchener-Waterloo and Montreal have also register declines in new condominium apartment sales but sales have risen in the three western Canada markets and Hamilton.



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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