The Altus Group Condominium Apartment Monitor

GTA Edition

Data as of January 2025

Table of Contents

New Condominium Apartment Dashboard

January 2025			YTD December 2024	
Sales	**Inventory**	**Benchmark Price**	**Sales**	**Benchmark Price**
101	**16,906**	**$1,015,231**	**4,663**	**$1,033,117**
-58%	**+3%**	**-4%**	**-64%**	**-8%**
All-time record low	***Highest January since 2016***	***Lowest January since 2020***	***Lowest annual level on record***	***Lowest YTD December 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 the GTA in January 2025 were the lowest January on record**.
- **The inventory of available new condo apartments moved lower in January month-to-month, remaining well above the 10-year average and represents a record high of about 45 months of supply** at the average monthly pace of sales seen over the past 12 months
- **The benchmark price of a new condominium apartment fell in January 2025 year-over-year for the 26th consecutive month.**
- January 2025 total new home sales across the GTA recorded a near record low. Despite a further Bank of Canada cut, excessive inventory and falling prices, GTA new home buyers were nowhere to be found.

GTA Condominium Apartment Key Performance Indicators

	Jan-24	Dec-24	Jan-25	*Yr-Over-Yr % Change*	YTD Jan 2024	YTD Jan 2025	*Yr-Over-Yr % Change*
New Condominium Apartments (Altus Group data)*							
Total active sites	346	336	335	*-3%*	346	335	*-3%*
New projects opened	0	2	0	*n.a.*	0	0	*n.a.*
Units in new projects opened	0	143	0	*n.a.*	0	0	*n.a.*
Total sales (units)	240	321	101	*-58%*	240	101	*-58%*
Sales as % of total new & resale	*15%*	*16%*	*8%*		*15%*	*8%*	
Inventory (units)	16,474	17,273	16,906	*3%*	16,474	16,906	*3%*
Sales-to-inventory ratio	1%	2%	1%	*-59%*	1%	1%	*-59%*
Months of inventory	15.3	42.1	44.8	*192%*	15.3	44.8	*192%*
Benchmark price	$1,052,474	$1,017,664	$1,015,231	*-4%*	$1,052,474	$1,015,231	*-4%*
Price PSF Benchmark	$1,355	$1,331	$1,328	*-2%*	$1,355	$1,328	*-2%*
Unit size Benchmark (sq. ft)	777	765	765	*-2%*	777	765	*-2%*
Units completed	1,129	2,428	2,019	*79%*	1,129	2,019	*79%*
Resale Condominium Apartments (Toronto Real Estate Board data)							
Total sales (units)	1,335	1,640	1,161	*-13%*	1,335	1,161	*-13%*
New listings (units)	3,226	3,895	4,589	*42%*	3,226	4,589	*42%*
Inventory ("active listings", units)	4,693	8,157	6,913	*47%*	4,693	6,913	*47%*
Sales-to-inventory ratio	28%	20%	17%	*-41%*	28%	17%	*-41%*
Months of inventory	2.2	4.1	2.8	*28%*	2.2	2.8	*28%*
Average price of units sold	$681,979	$689,599	$670,675	*-2%*	$681,979	$670,675	*-2%*
HPI constant quality price index (Jan 2005=100)	355.5	347.0	343.3	*-3%*	355.5	343.3	*-3%*

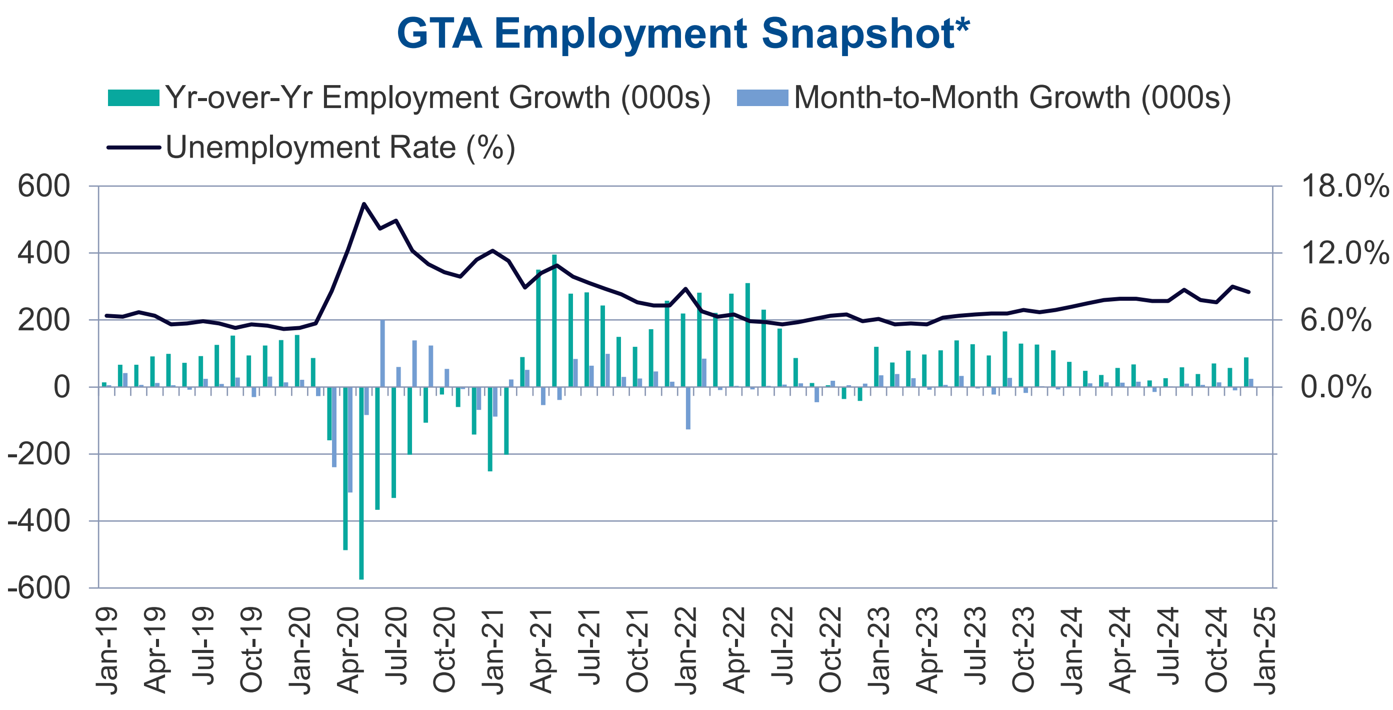
** see end of report for Definitions*

- **Year-over-year employment growth surged higher in January 2025 and remained positive for a 24th consecutive month while month-to-month growth turned positive.** The GTA unemployment rate eased to roughly 8.5% in December.

- **The Bank of Canada reduced the target for the overnight rate for a 6th consecutive time at its latest rate announcement on January 29, dropping the rate by 25 basis points** stating that **"***In Canada, past cuts to interest rates have started to boost the economy. The recent strengthening in both consumption and housing activity is expected to continue. However, business investment remains weak. The outlook for exports is being supported by new export capacity for oil and gas. . . The cumulative reduction in the policy rate since last June is substantial. Lower interest rates are boosting household spending and, in the outlook published today, the economy is expected to strengthen gradually and inflation to stay close to target. However, if broad-based and significant tariffs were imposed, the resilience of Canada's economy would be tested. We will be following developments closely and assessing the implications for economic activity, inflation and monetary policy in Canada. .*" **The next rate announcement date is March 12.**

- **The average 5-year fixed special rate has bumped back up by roughly 25 basis points from the October 2024 low while variable rates continued to ease** *(chart next page, bottom).*

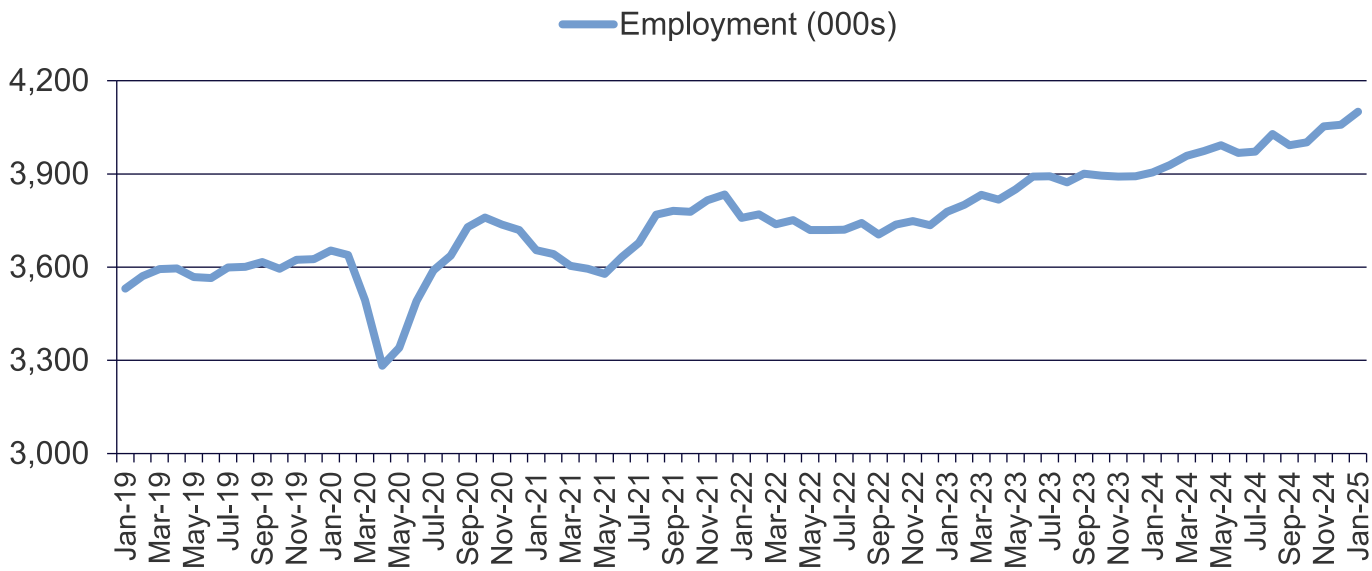
.



Source: Altus Group based on Statistics Canada data

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

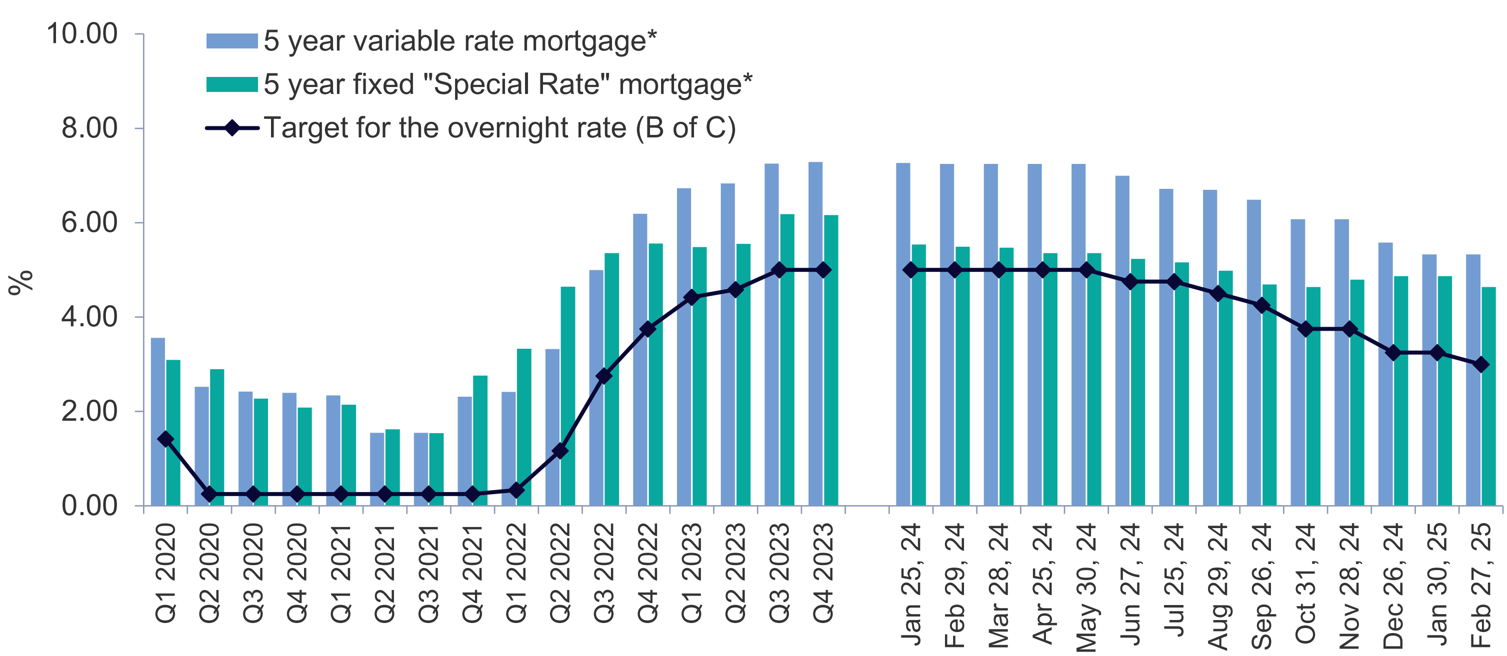
GTA Total Employment*



Source: Altus Group based on Statistics Canada data

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

Selected Interest Rates



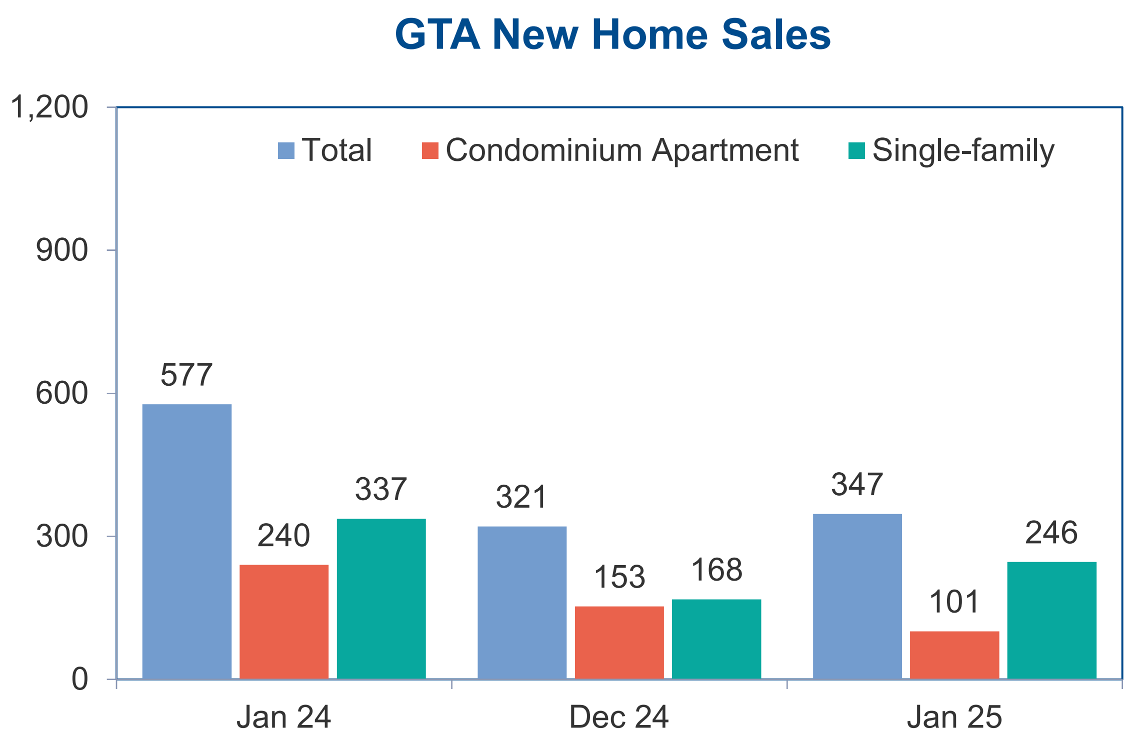
- *Average for the major banks*

Quarterly data are average of month end

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

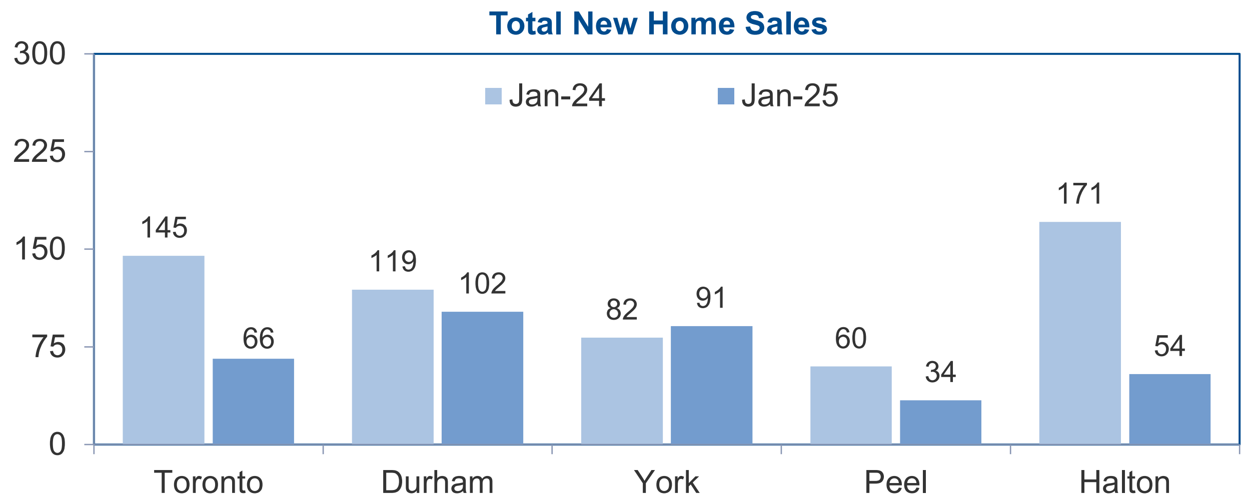
New Home Market - Sales

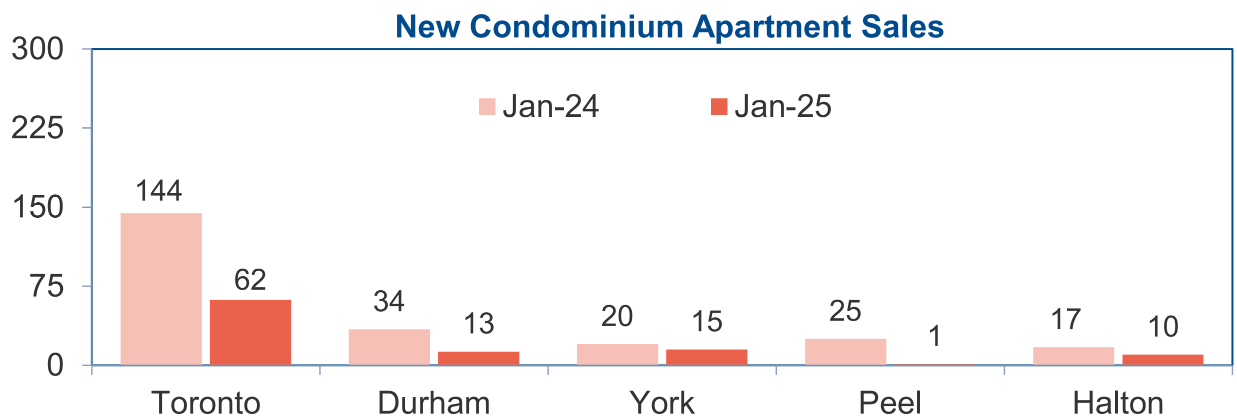
- **The GTA saw the slowest January for total new home sales on record.** January sales of new condominium apartments hit an all-time record low while new single-family home sales registered a 27% decline from 2024.
- **The weakness in new home sales was shared across regions** (*charts next page*), and in particular, Toronto new condominium sales.

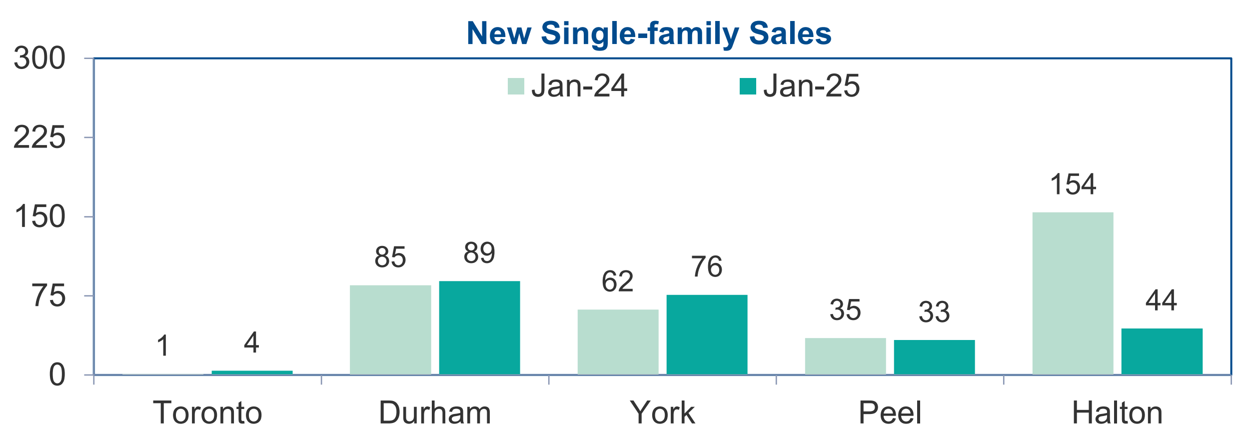


Source: Altus Group

GTA New Home Sales by Region

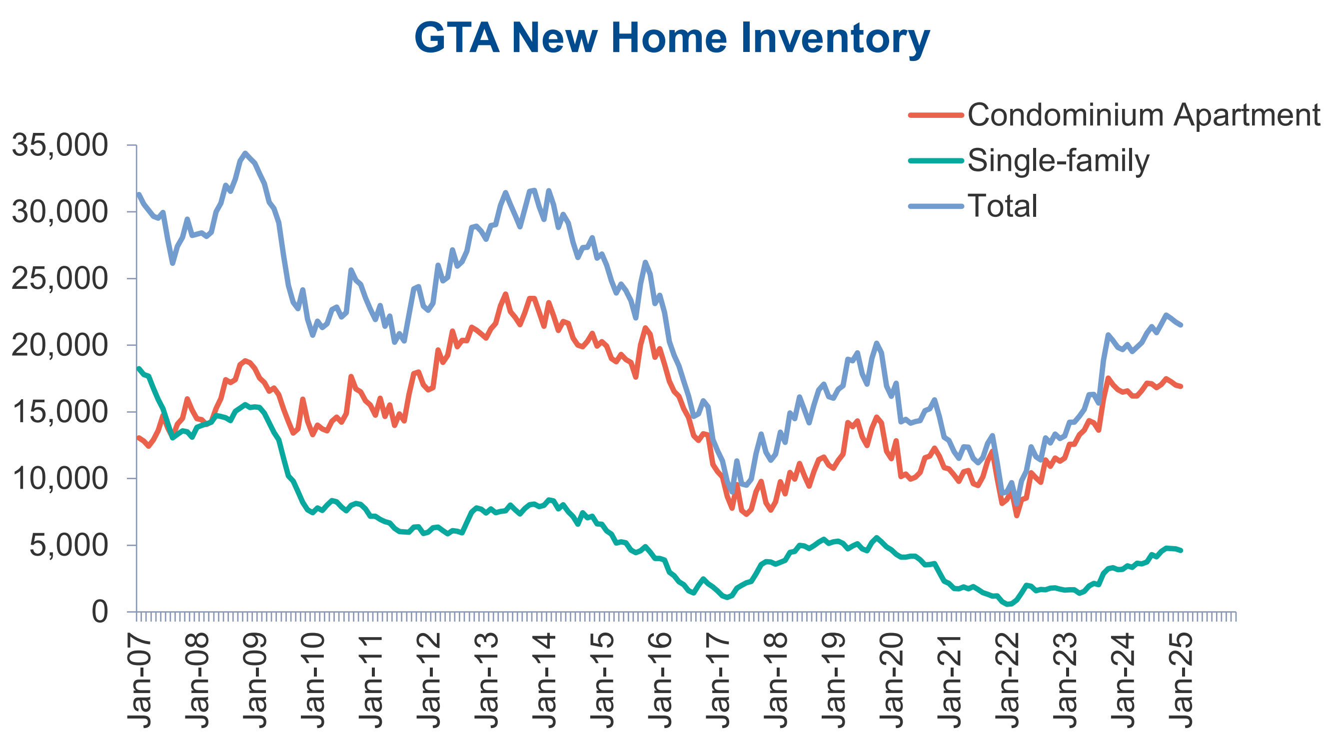






Source: Altus Group

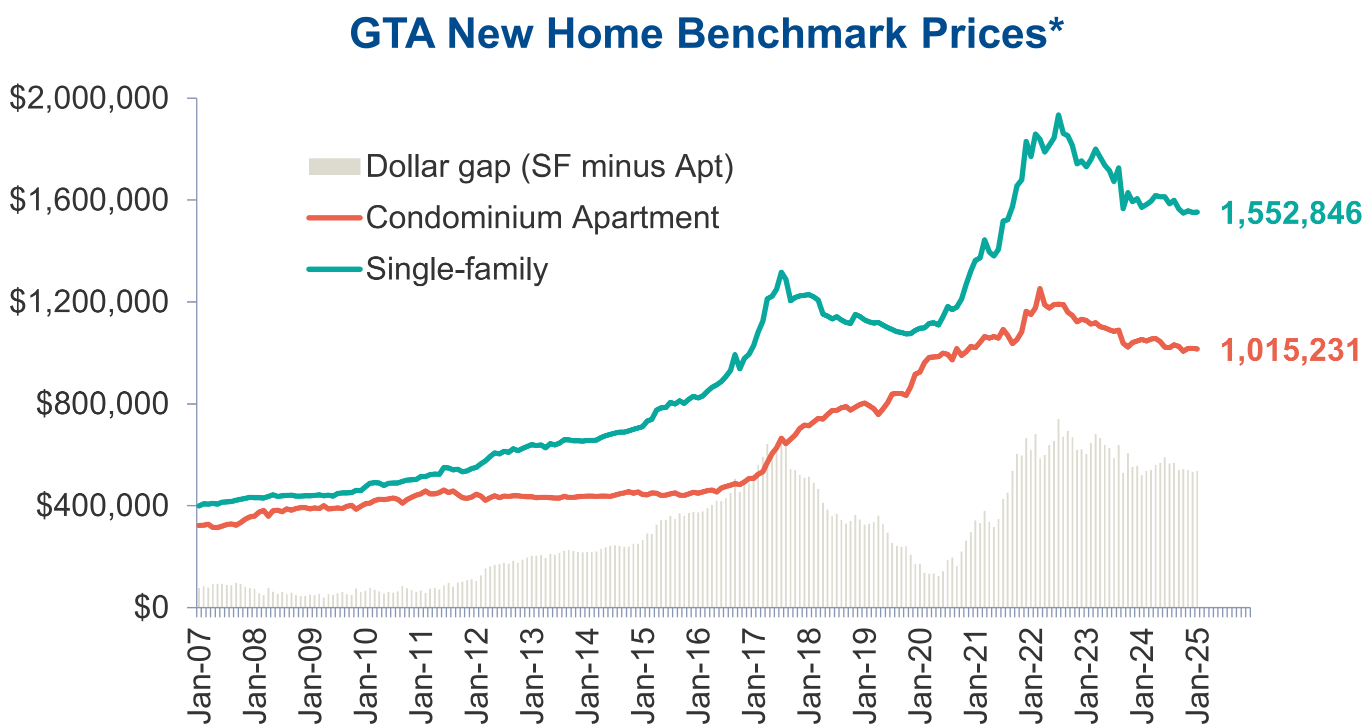
- **The total inventory of new homes across the GTA in January 2025 remained elevated at roughly 21,500 units, a 9% increase over the previous year.**
- Based on average monthly total new home sales over the past 12 months, there were almost 14 months of available supply of total new homes at the end of January 2025.



Source: Altus Group

New Home Market - Prices

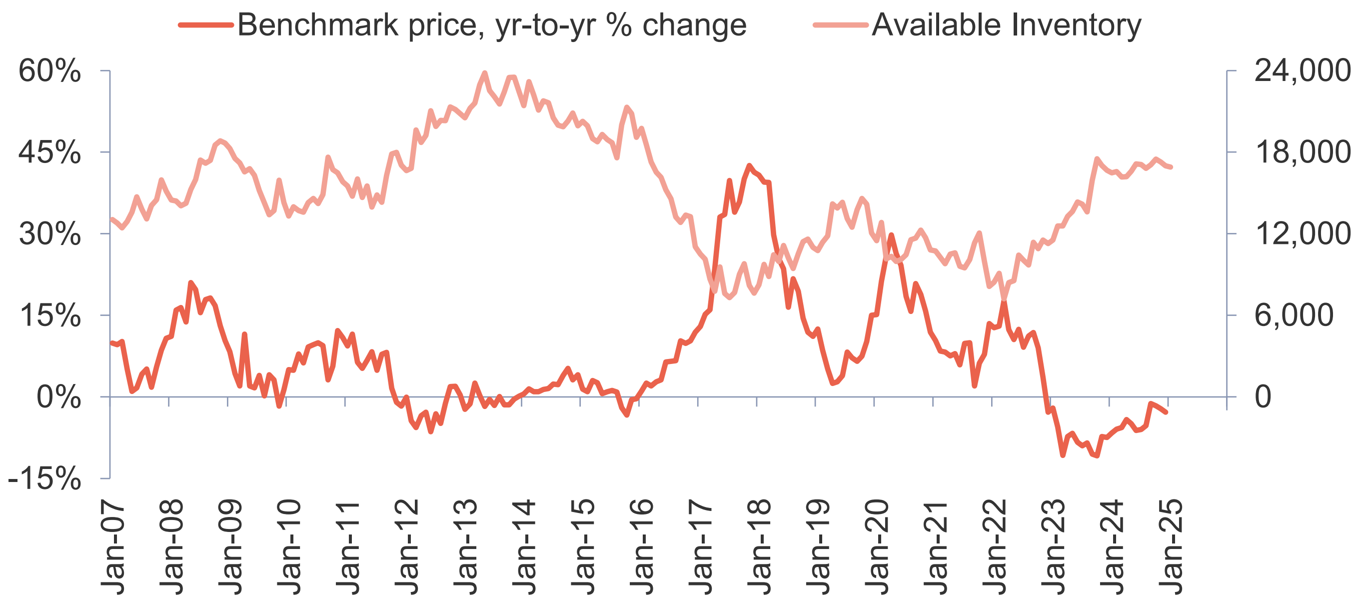
- **The benchmark price for a new condominium apartment fell by 4% in January 2025 compared to the previous year,** with the single-family benchmark price down just over 1%.
- **The price advantage of available new condominium apartments compared to new single-family homes widened further in January.** Both the condominium apartment benchmark price and the single-family benchmark price registered year-over-year declines for the 26th 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*

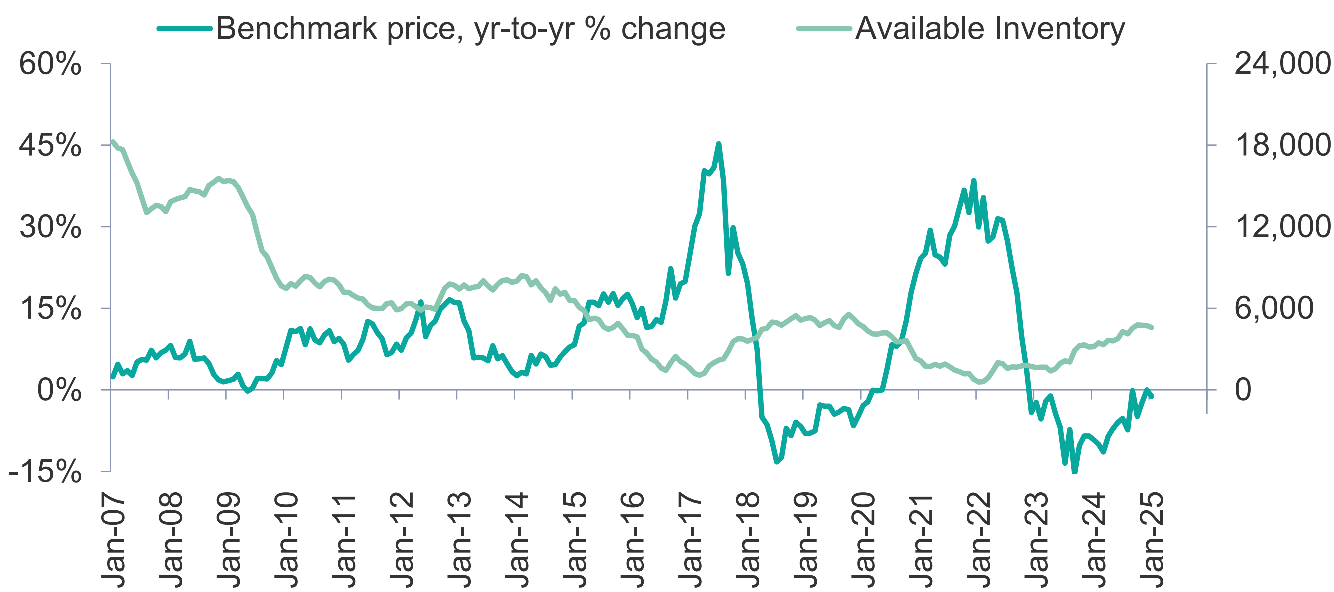
Source: Altus Group

GTA New Condominium Apartment Benchmark Price Changes and Available Inventory



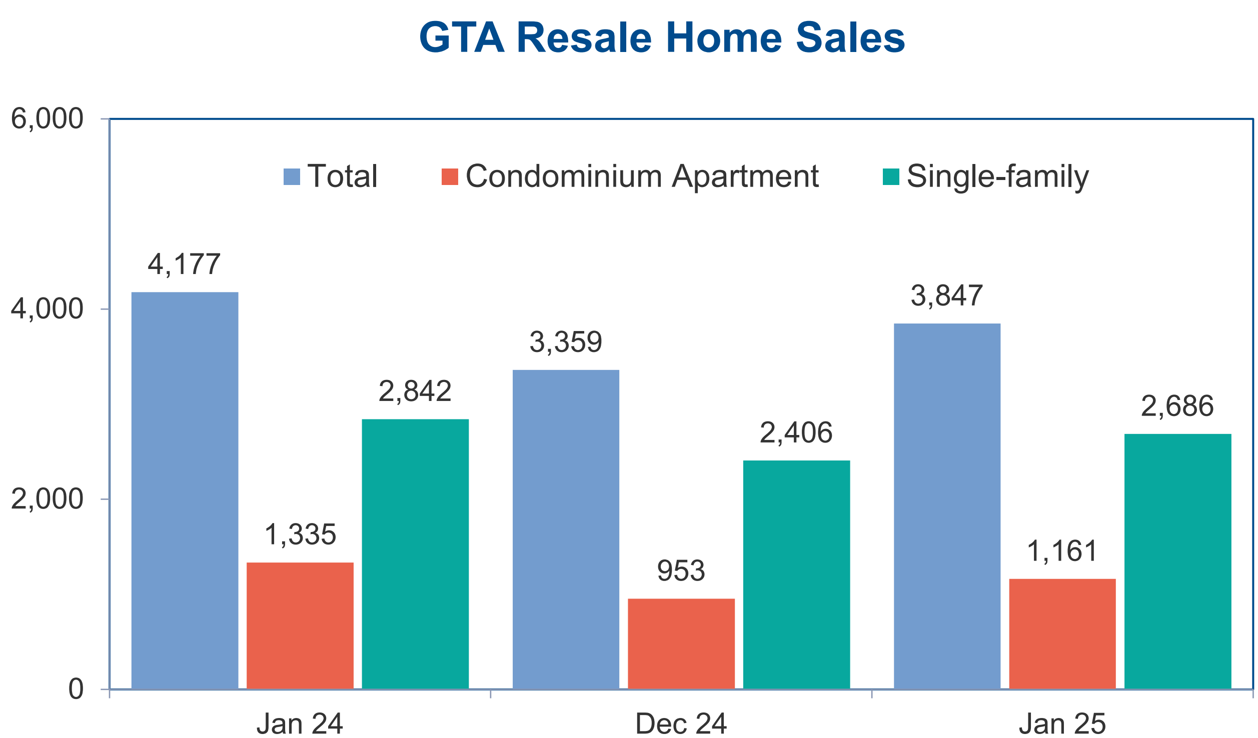
Source: Altus Group

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



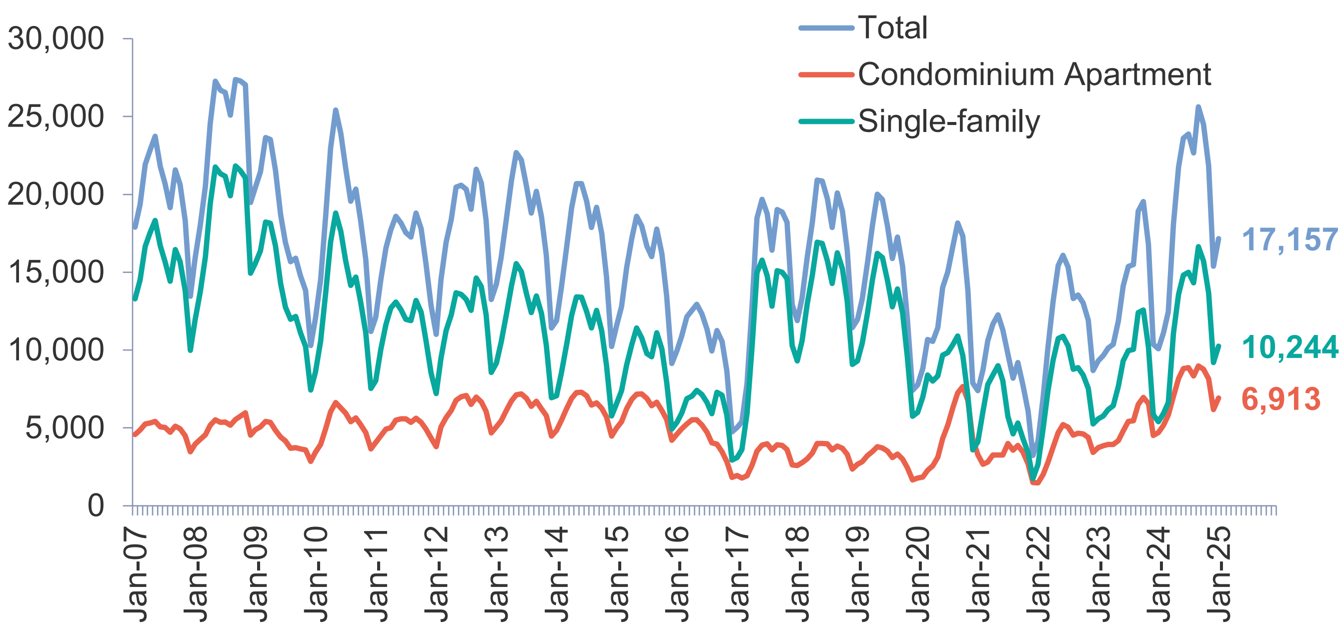
Source: Altus Group

- **Sales of existing homes across the GTA in January 2025 were off by 8% year-over-year**.
- **Total inventory rose by 70% compared to the previous year** as both the resale single-family (+90%) and condominium apartment (+47%) sectors contributed to the increase from January 2024 *(chart next page, top).*
- The average sales price for existing condominium apartments in January 2025 fell by 2% from a year earlier while resale single-family home prices inched higher by 1% compared to the previous year *(chart next page, bottom).*



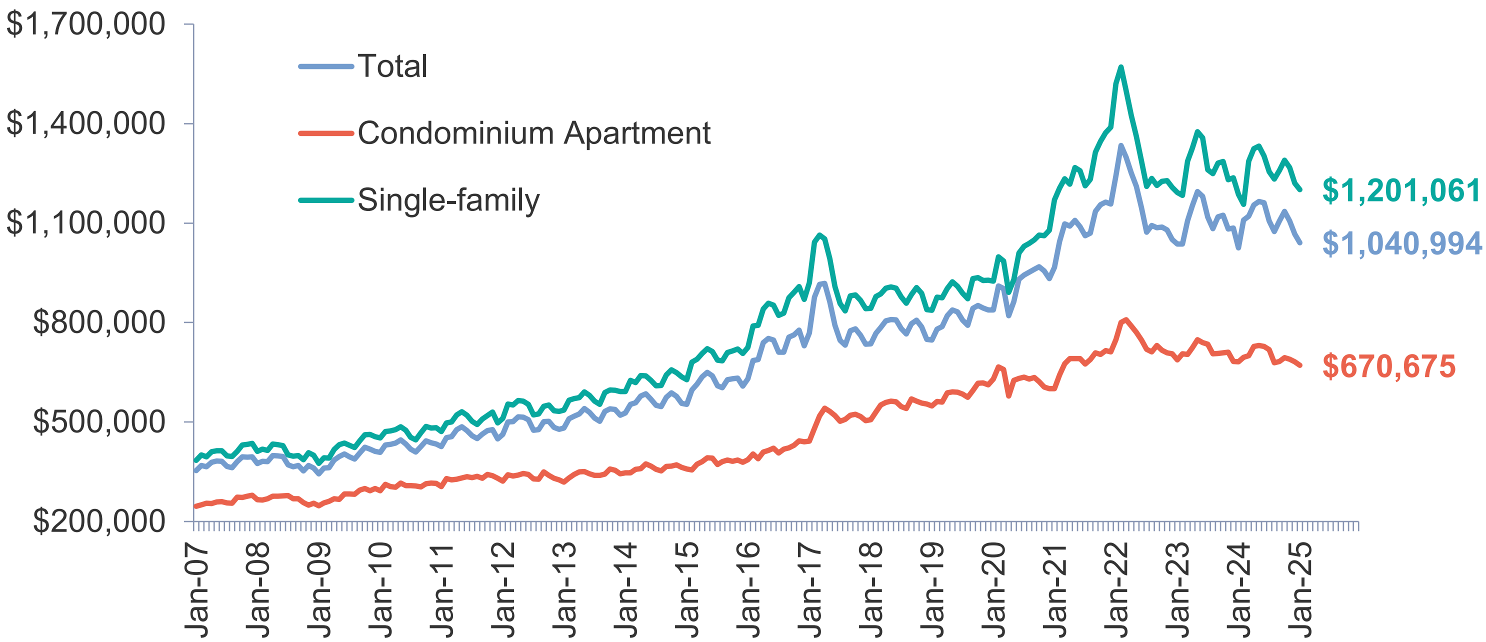
Source: Altus Group based on Toronto Regional Real Estate Board data

GTA Resale Home Inventory (“Active Listings”)



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

GTA Resale Home Prices

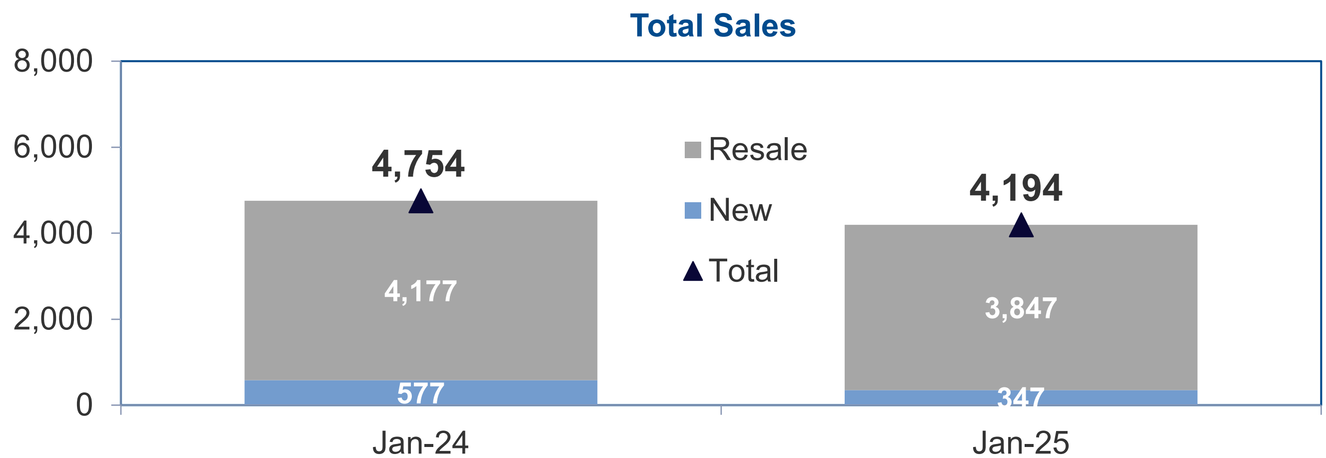


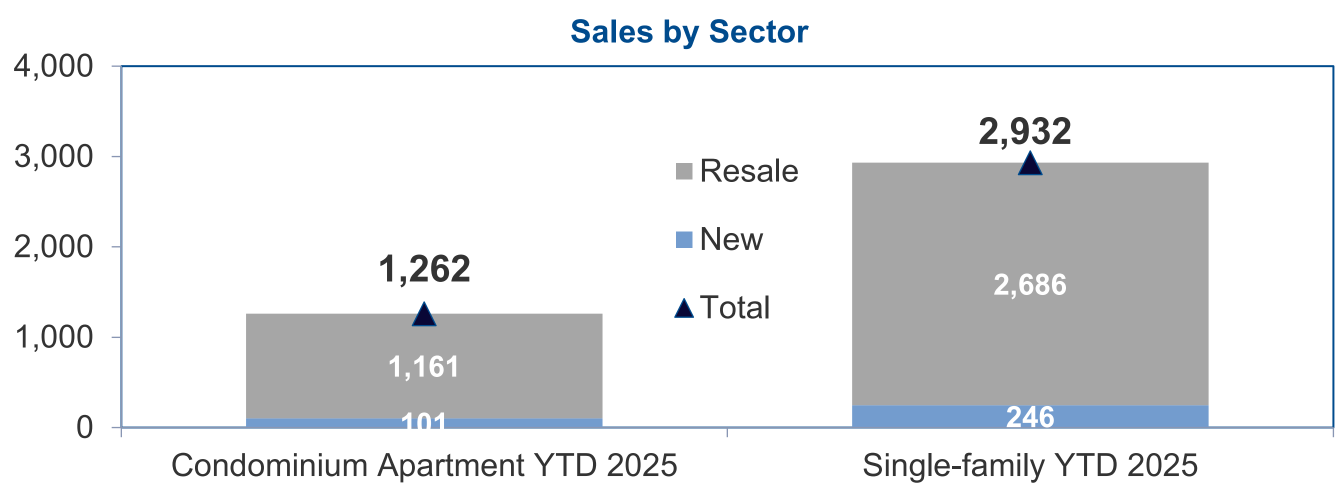
Source: Altus Group based on Toronto Regional Real Estate Board data

Overall Home Market - Sales

- **Total home sales in the GTA in January 2025 were down by 12% from a year earlier**. The decline was focused almost entirely in the new home sector (-40%) compared to the resale sector (-8%).
- **The new home sector accounted for about 1 out of every 12 home sales in January 2025** – this is down from 1 in 8 in January 2024. About 1 in 12 single-family and condo apartment homes sold were new homes.

GTA Combined New & Resale Home Sales

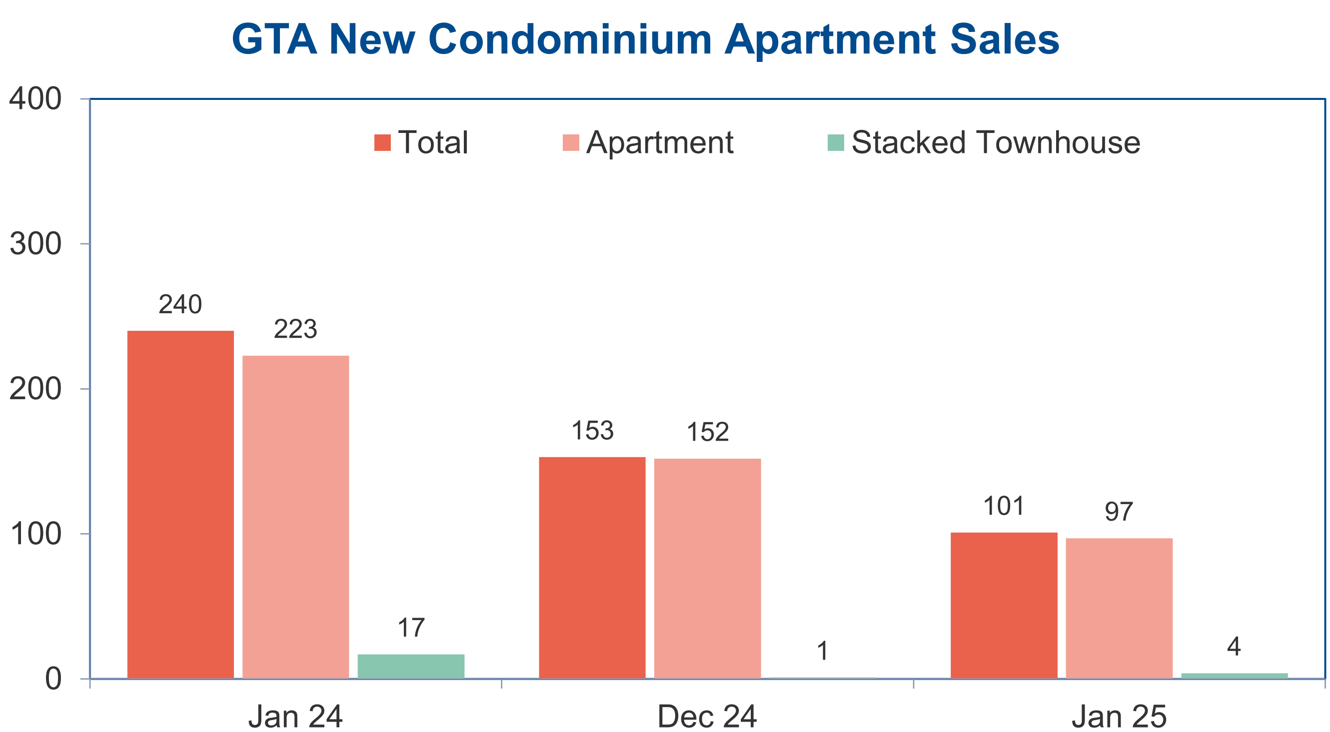




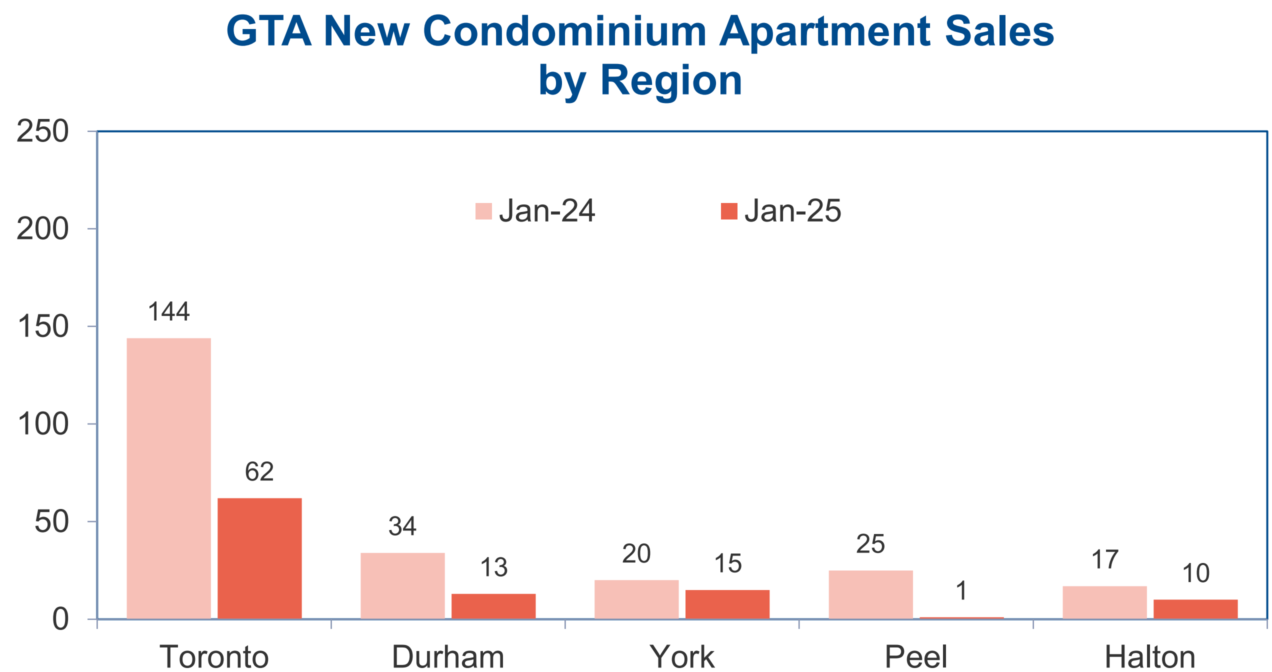
Source: Altus Group and Toronto Regional Real Estate Board data

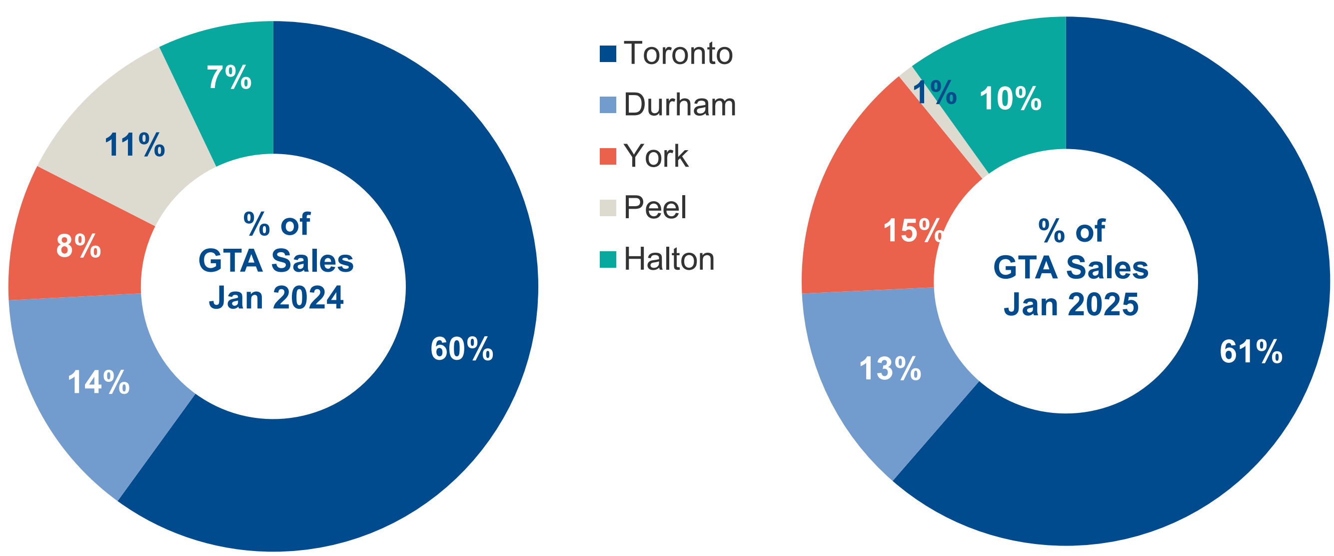
New Condominium Apartments - Sales

- **Total new condominium apartment sales in the GTA in January 2025 were the lowest January on record**. The weakness was predominately due to lower sales in Toronto *(charts next page*).
- **Stacked townhouses**, which had set a new annual record for sales in 2021 before falling by about 75% in 2022 and 54% in 2023, fell a further 60% in 2024. January 2025 sales were the lowest January on record (*see additional analysis on new stacked townhouses later in the report)*.



Source: Altus Group



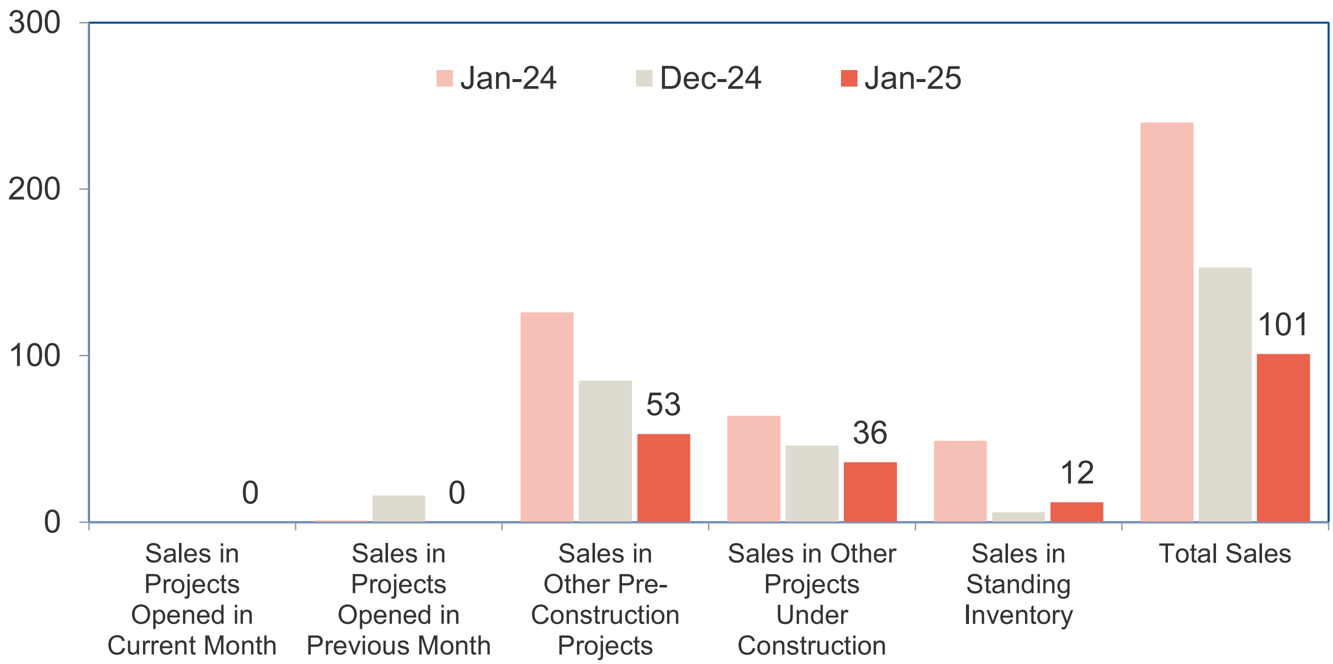


Source: Altus Group

New Condominium Apartments - Sales

- **No new condominium apartment projects were launched in January 2025 or December 2024.** About half of January 2025 sales 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.

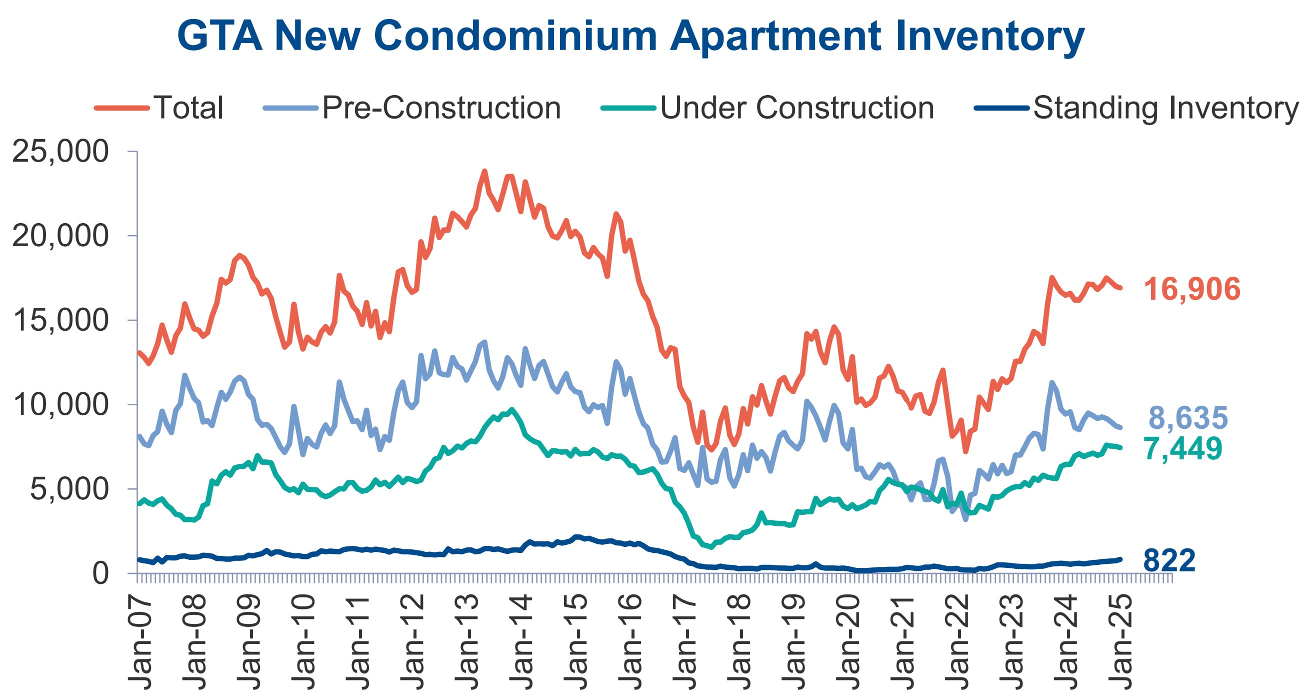
GTA New Condominium Apartment Sales by Construction Status



Source: Altus Group

New Condominium Apartments - Inventory

- **The inventory of available new condo apartments moved lower in January month-to-month, remaining well above the 10-year average.** The lack of new openings meant that despite record low sales in January, inventory still declined.
- **The current unsold inventory at new condominium apartment projects represents a record high of about 45 months of supply** at the average monthly pace of sales seen over the past 12 months, well above the longer-term average for January of 9.5 months.
- **About 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 22.5 months in York to a high of 89 months in Peel.

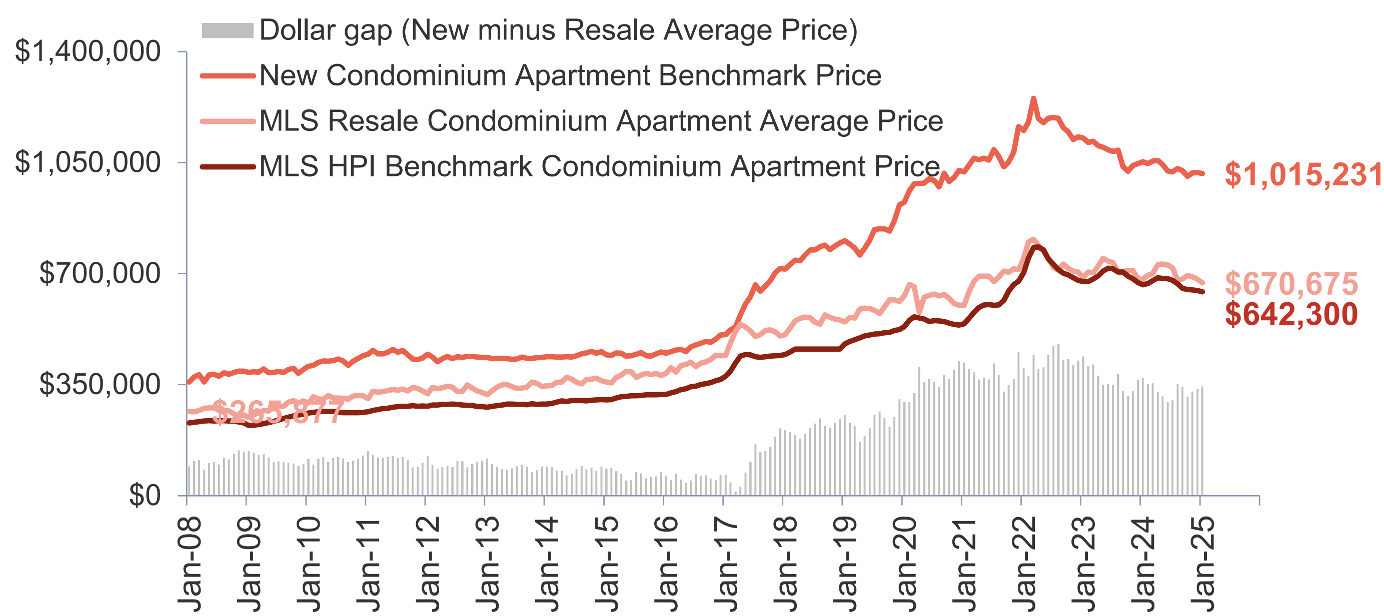


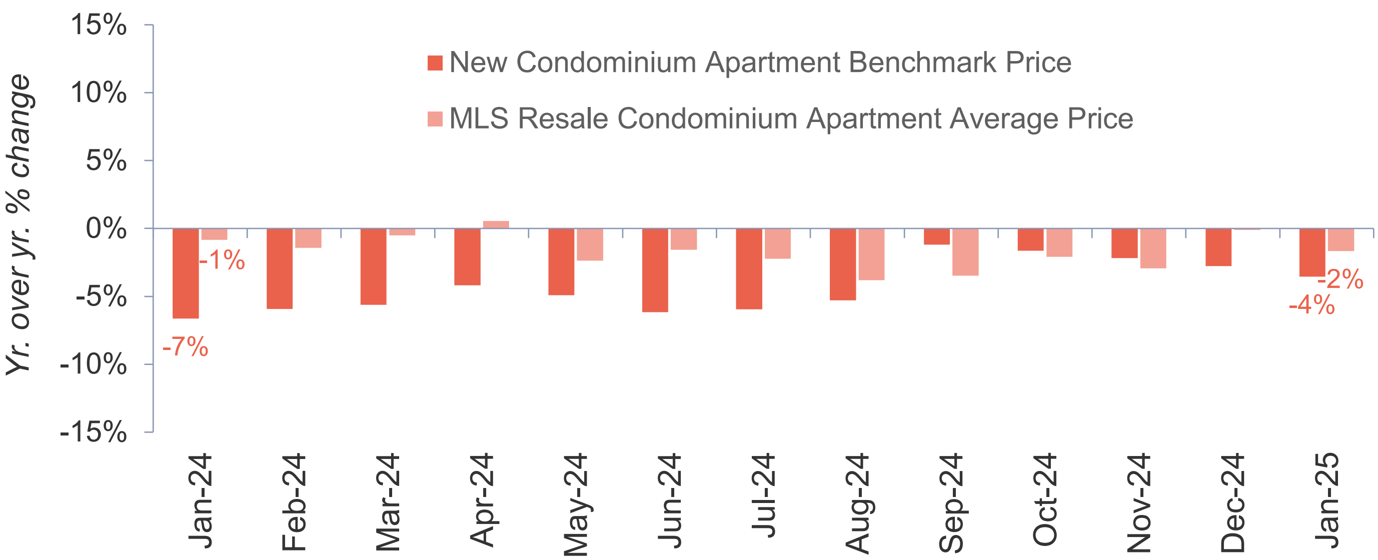
Source: Altus Group

New Condominium Apartments - Prices

- **The benchmark price of a new condominium apartment fell in January 2025 year-over-year for the 26th consecutive month and also fell from the previous month** *(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 further in January.**

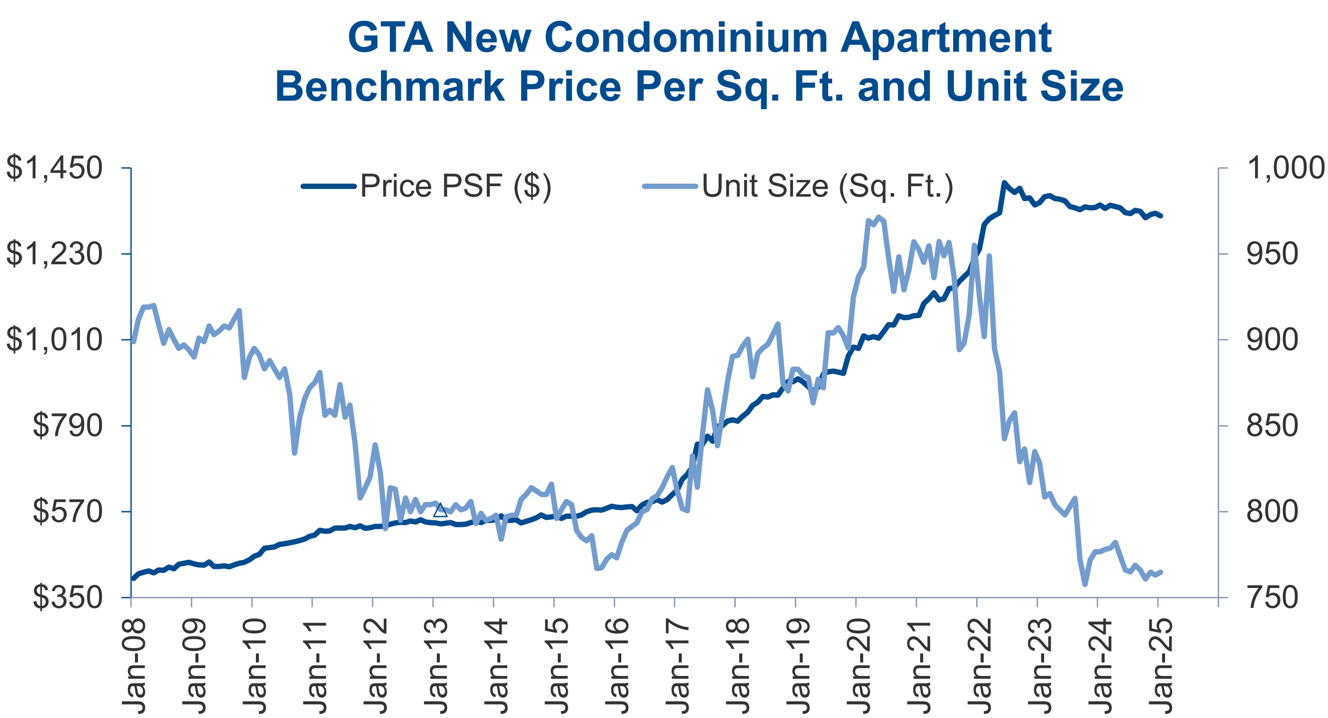
GTA New and Resale Condominium Apartment Prices





Source: Altus Group and Toronto Real Estate Board data

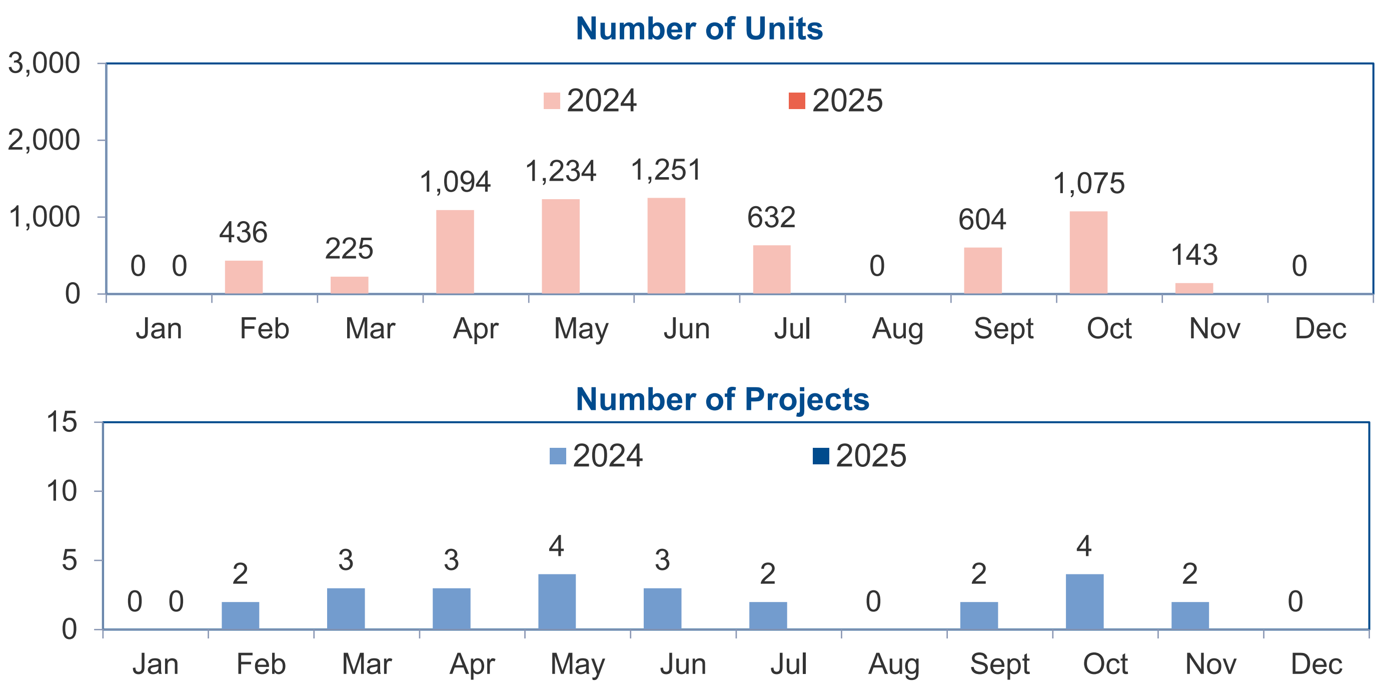
- **The price per square foot for a new condominium apartments moved higher in January 2025 from the previous month while the average size nudged higher.**
- Caution needs to be used in interpreting the data for any specific timeframe, as smaller unit sizes on average have higher prices per square foot. 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

- **No new condominium apartment projects launched in January 2025**.
- **There have been no new openings in either December 2024 nor January 2025**; therefore no maps nor summary tables with additional details on each project are available.

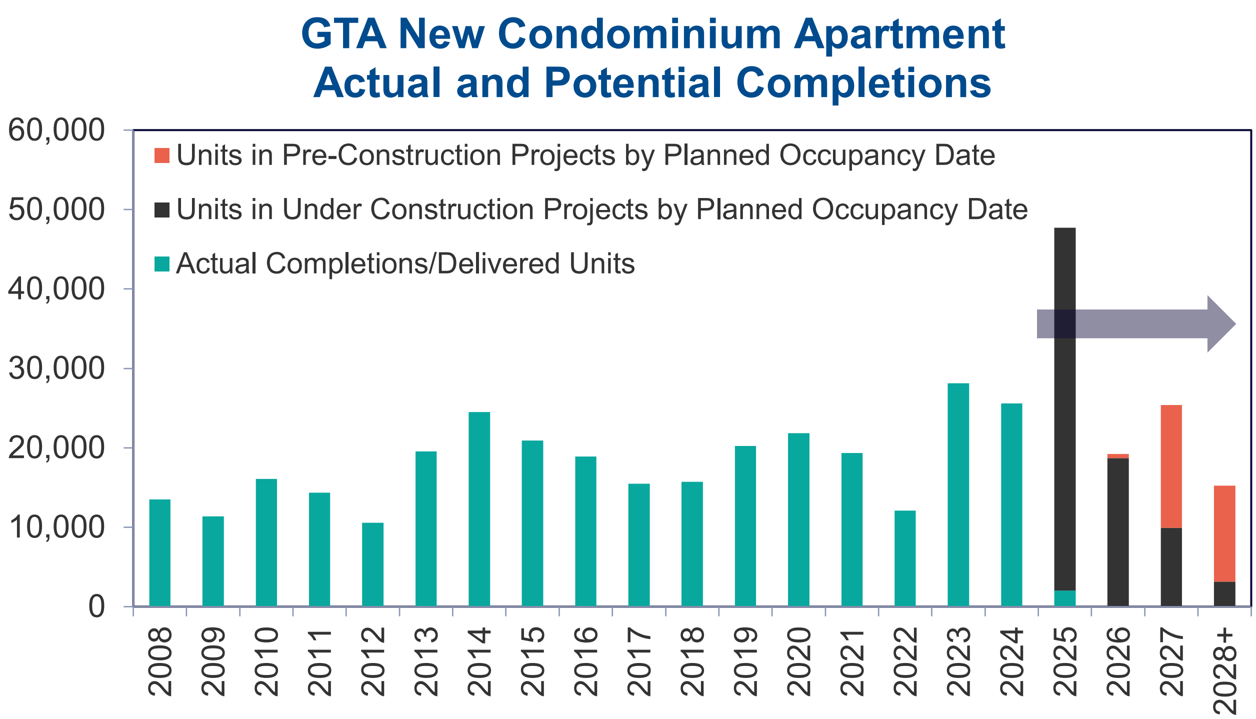
GTA New Condominium Apartment Project Openings



Source: Altus Group

New Condominium Apartments - Completions

- As of the end of January 2025, there were about 105,700 new condominium apartment units in projects either under construction or in pre-construction stages.
- **There were roughly 2,000 units delivered in January 2025,** nearly 80% ahead of the previous year.
- 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 2025. 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.

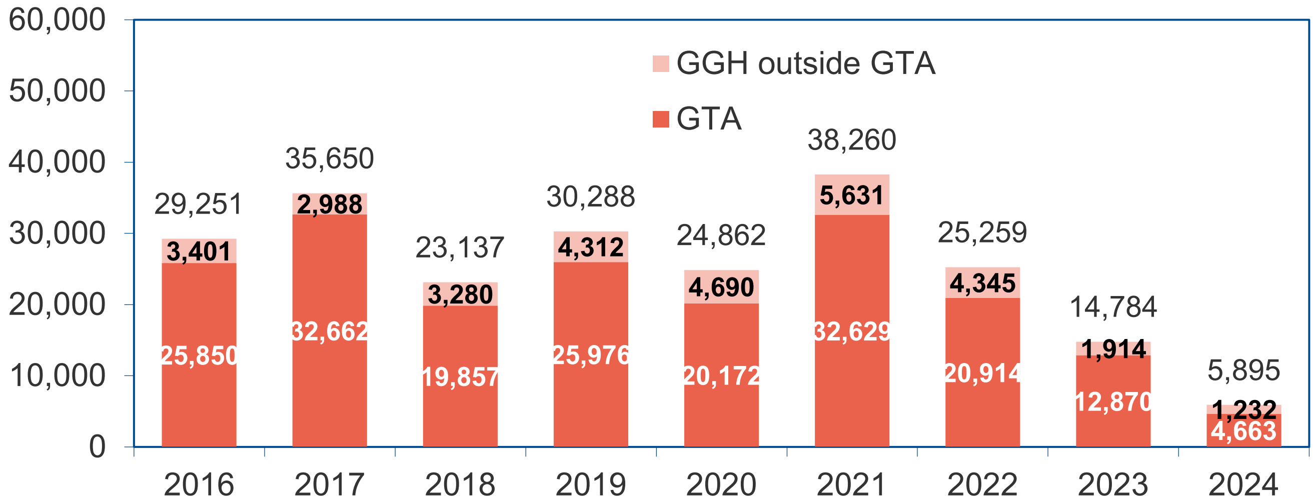


Source: Altus Group

New Condominium Apartments – GGH Sales

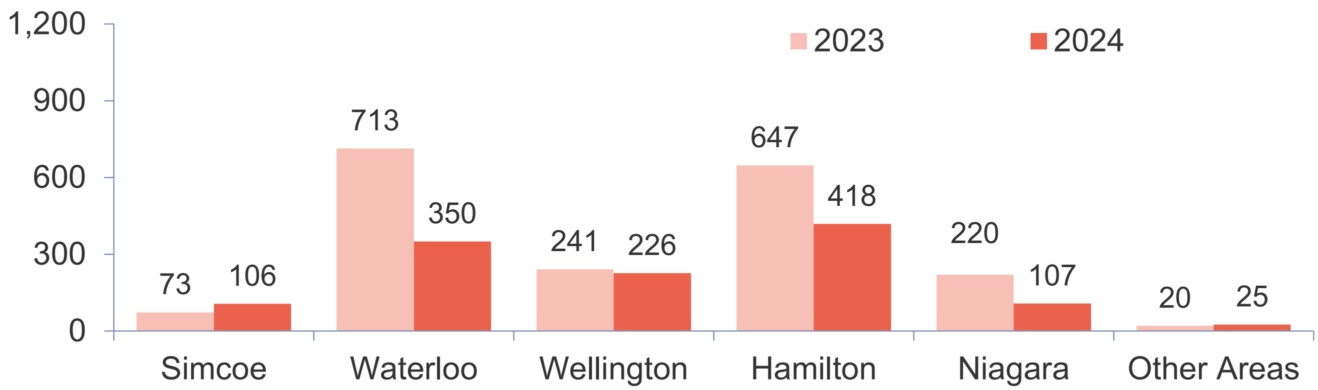
- Altus Group also tracks new condominium apartment sales (as well as new single-family sales) in most areas of the Greater Golden Horseshoe (GGH) outside of the GTA.
- Similar to the GTA, **new condominium apartment sales were down for a 3rd consecutive year in 2024 in the other areas of the GGH** covered by Altus Group, by a combined 36% compared to the GTA decrease of 64%.
- **Simcoe County was the sole major area among the other areas of the GGH that recorded an increase in new condominium apartment sales in 2024**.

GGH New Condominium Apartment Sales by Broad Area



Source: Altus Group

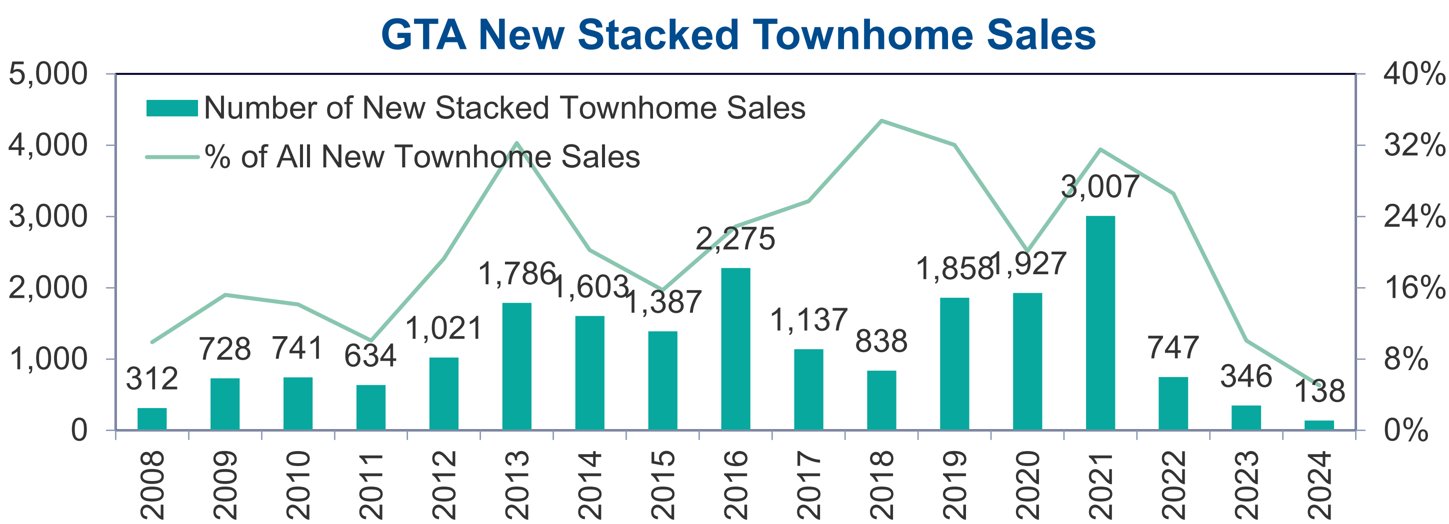
GGH Outside GTA New Condominium Apartment Sales by Region/County



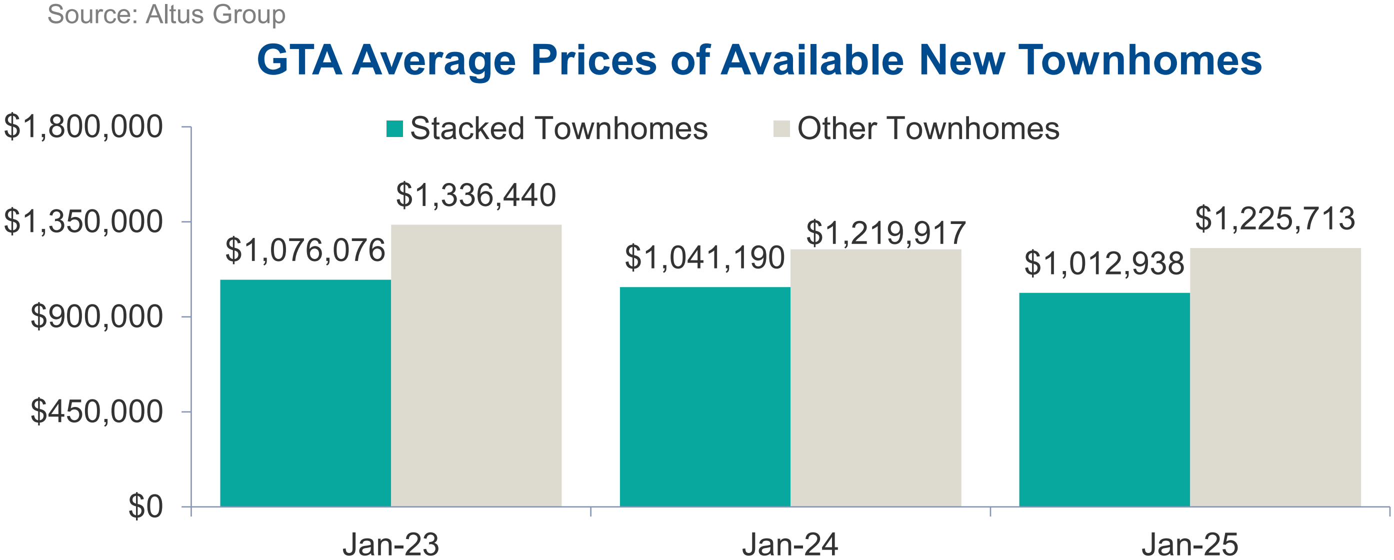
Source: Altus Group

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.
- **Sales of new stacked townhomes in 2024 registered their lowest annual total on record,** retreating steadily after setting a new record high in 2021. At the same time, sales of new traditional townhomes have not fallen at the same pace, such **that the share of total townhome sales accounted for by stacked townhomes was down to about 1 in 20 in 2024**.
- **The lower average price point of new stacked townhomes vs. traditional townhomes provides an attractive alternative for many buyers seeking more space than a typical new condo apartment.** In the last year, the price of stacked townhomes has fallen while traditional townhouse prices have risen, further enhancing the relative attractiveness of the stacked product.



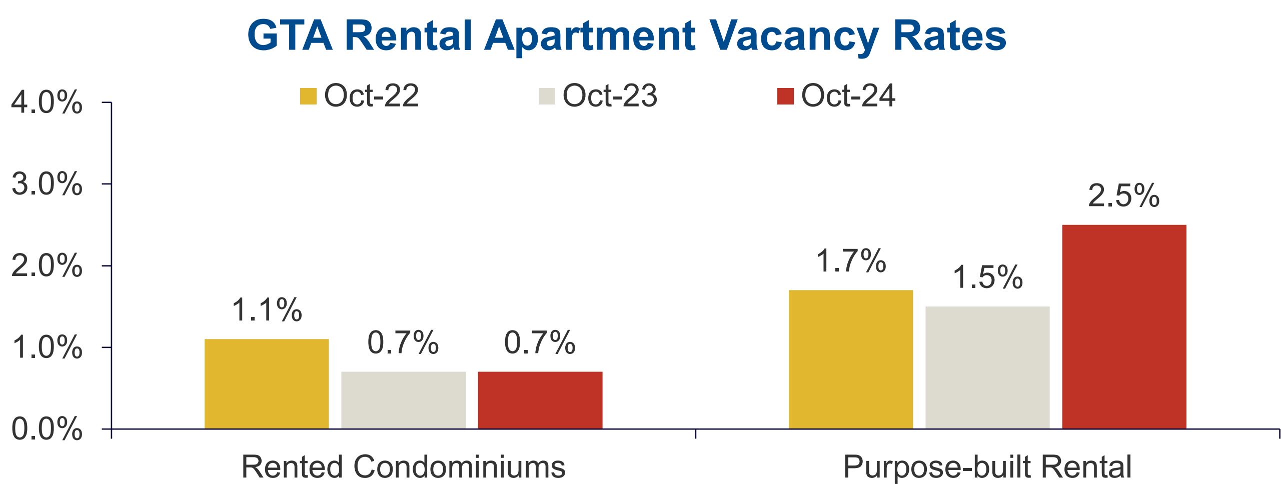
Source: Altus Group



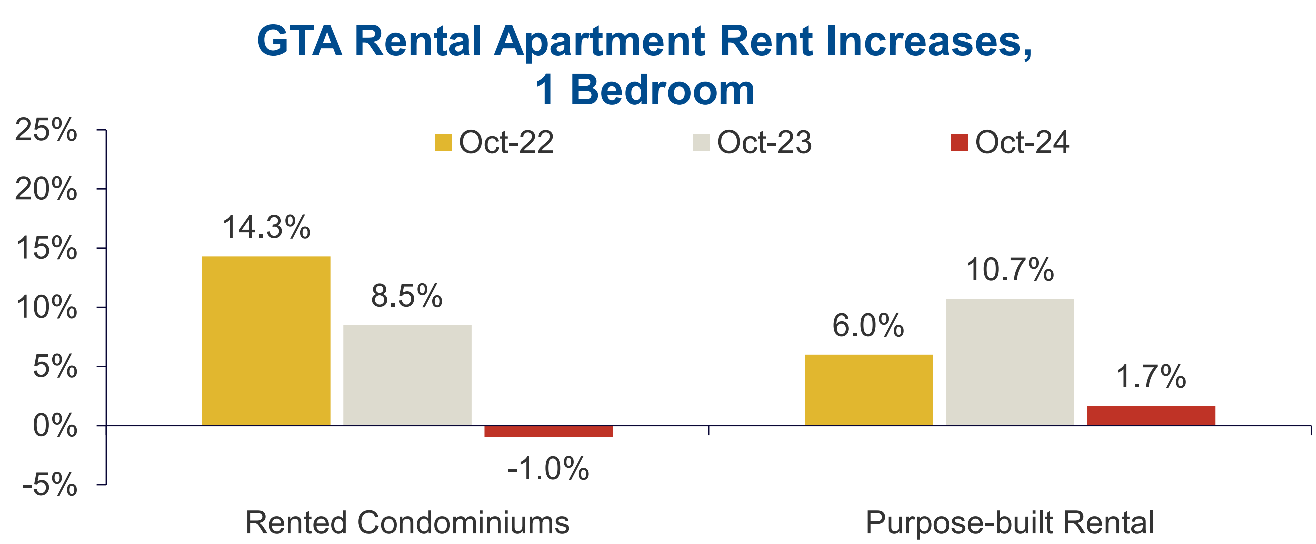
Source: Altus Group

Rented Condominium Apartments

- **CMHC data provide insight into the state of the rental market in the GTA.** The 2024 CMHC Rental Market Report results show that **the overall vacancy rate for rented condominium units in the GTA market remained unchanged at 0.7% in October 2024**. The overall vacancy rate for purpose-built rental units increased to 2.5%, its highest level since 2021.
- **Condo investors have been able to securely little or no rent increases in 2024.** The CMHC results show a drop of 1% for rents for 1 bedroom condo units, while rents for purpose-built 1 bedroom posted a modest increase of 1.7%.
- The CMHC data also show that 40**% of the total condominium apartment stock in the GTA was in the rental pool as of October 2024**. Rented condos, however, accounted for a much higher share of growth in the total condominium stock in 2024, at 70%.



Source: Altus Group based on CMHC data



Source: Altus Group based on CMHC data

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

Altus Group (TSX: AIF) is a leading provider of asset and fund intelligence for commercial real estate. We deliver our intelligence as a service to our global client base through a connected platform of industry-leading technology, advanced analytics and advisory services.

Our capabilities help commercial real estate investors, developers, proprietors, lenders and advisors manage risks and improve returns throughout the asset and fund lifecycle.

Altus Group is a global company headquartered in Toronto with approximately 2,700 employees across North America, EMEA and Asia Pacific.

altusgroup.com