



Greater Toronto Area

New Homes Monthly Market Report
Data as of October 2021

Official Source of New Home Information for:



Altus Group

October 2021 GTA New Home Market Results

Official Source of New Home Information for:



| | | October Sales | Year-to-Date Sales | Remaining Inventory | Benchmark Price |
|-----------------------|---|-----------------------------------|----------------------------------|---------------------|--------------------------------|
| Single Family |  | 1,112 | 12,313 | 1,138 | \$1,656,043 |
| | | <i>Down -41% from Prior Year*</i> | <i>Down -12% from Prior Year</i> | | <i>Up +37% from Prior Year</i> |
| Condominium Apartment |  | 3,168 | 26,305 | 11,973 | \$1,052,208 |
| | | <i>Up +27% from Prior Year*</i> | <i>Up +47% from Prior Year</i> | | <i>Up +6% from Prior Year</i> |
| TOTAL | | 4,280 | 38,618 | 13,111 | |

*The Summer of 2020 marked the release of pent up demand from the original COVID-19 lockdown

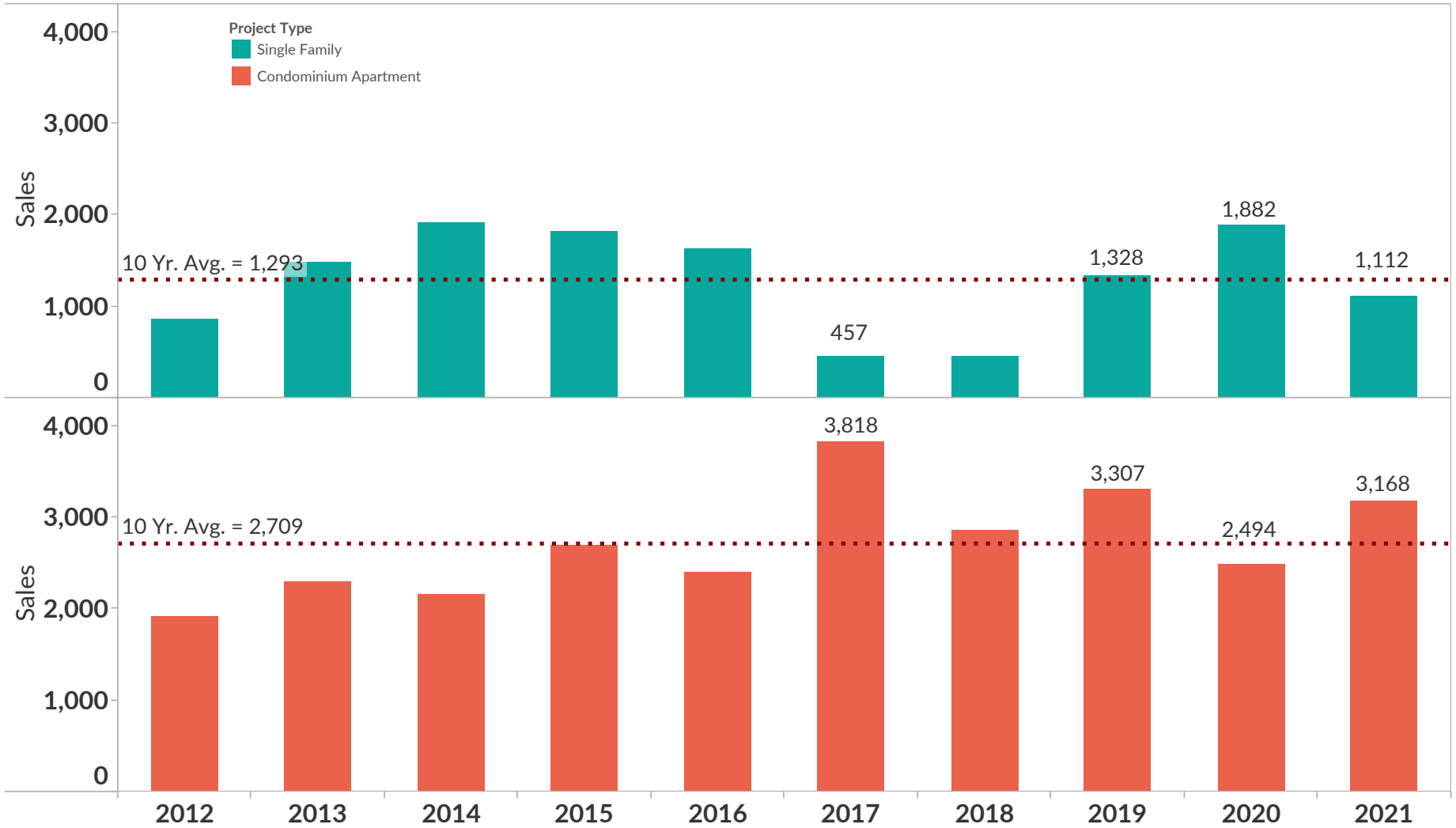
Current Month Sales

There were 4,280 total new home sales in October 2021, with 1,112 Single Family sales, down -41% from last October (-14% from 10yr) and 3,168 Condominium Apartment sales, up +27% from October 2020 (+17% from 10yr avg).



October New Home Sales by Year & Project Type

Greater Toronto Area - October (2012 to 2021)



Year to Date Sales

Through the first ten months of 2021 total sales were 38,618 with Single Family sales of 12,313 decreasing -12% (+7% from 10yr avg) and Condominium Apartment sales of 26,305, +47% from the previous year (+35% from 10yr avg).



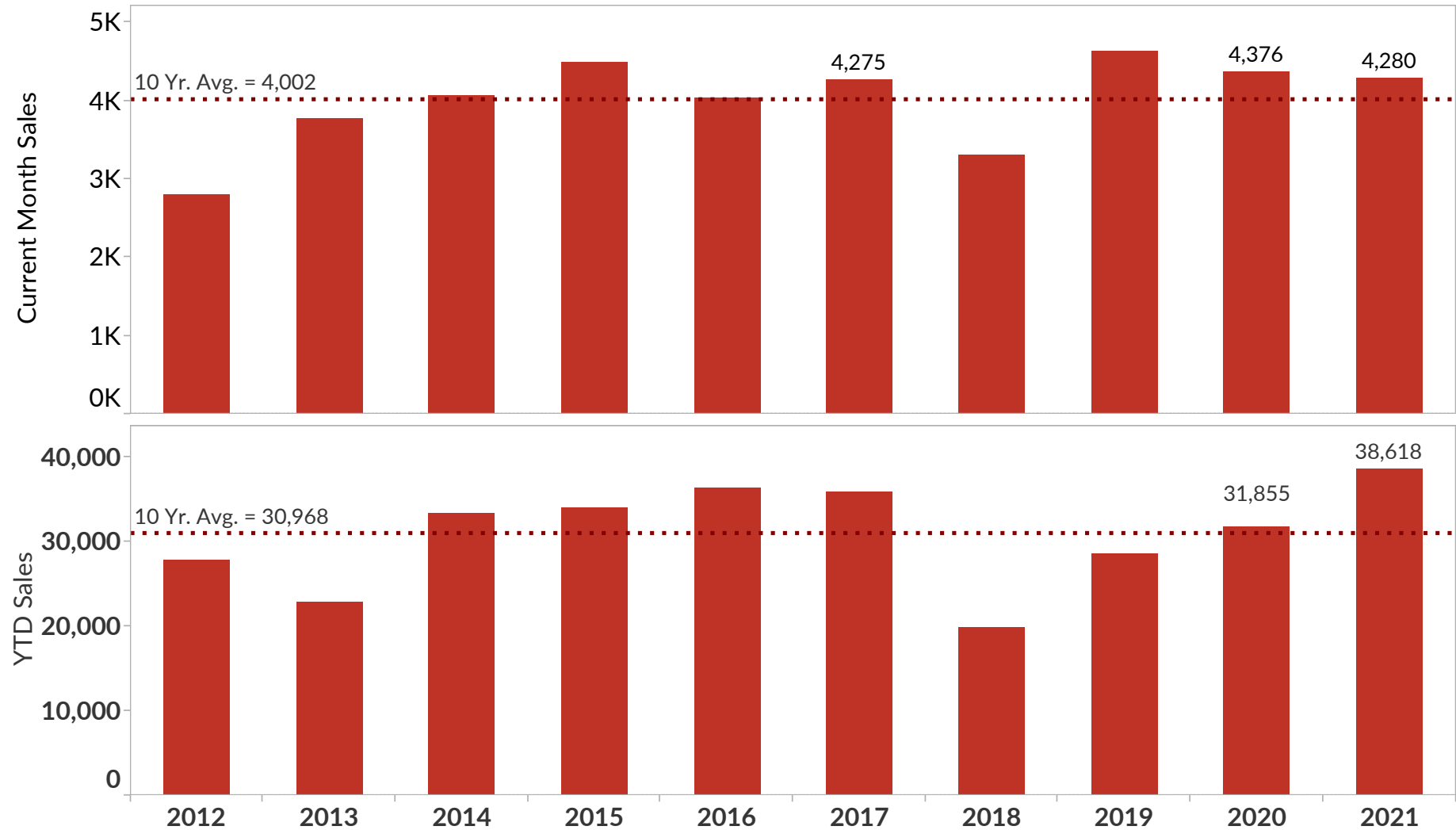
Total New Home Sales

October 2021 Total NH sales of 4,280 were down -2% from October 2020 (+7% from 10yr avg) and Total NH sales so far in 2021 of 38,618 were up +21% from the same period in 2020 (+25% from 10yr avg).



Total New Home Sales - Current Month & YTD

Greater Toronto Area - Oct. (top chart) & Jan. to Oct. (lower chart) 2012 to 2021



Sales Data by Region

New Home Sales by Region

Greater Toronto Area - Oct. (2019 to 2021)

| Year of Peri.. | Condominium Apartment | | | | | | Single Family | | | | | | Total |
|----------------|-----------------------|--------|------|---------|------|-------|---------------|--------|------|---------|------|-------|-------|
| | Durham | Halton | Peel | Toronto | York | Total | Durham | Halton | Peel | Toronto | York | Total | |
| 2021 | 496 | 262 | 519 | 1,464 | 427 | 3,168 | 318 | 112 | 251 | 25 | 406 | 1,112 | 4,280 |
| 2020 | 45 | 98 | 413 | 1,142 | 796 | 2,494 | 496 | 238 | 393 | 32 | 723 | 1,882 | 4,376 |
| 2019 | 40 | 346 | 496 | 1,746 | 679 | 3,307 | 249 | 291 | 423 | 20 | 345 | 1,328 | 4,635 |

Year to Date New Home Sales by Region

Greater Toronto Area - Jan. to Oct. (2019 to 2021)

| Year of Peri.. | Condominium Apartment | | | | | | Single Family | | | | | | Total |
|----------------|-----------------------|--------|-------|---------|-------|--------|---------------|--------|-------|---------|-------|--------|--------|
| | Durham | Halton | Peel | Toronto | York | Total | Durham | Halton | Peel | Toronto | York | Total | |
| 2021 | 2,231 | 2,781 | 4,222 | 12,452 | 4,619 | 26,305 | 3,901 | 1,262 | 2,318 | 337 | 4,495 | 12,313 | 38,618 |
| 2020 | 500 | 1,593 | 3,640 | 8,784 | 3,321 | 17,838 | 3,762 | 2,225 | 2,531 | 228 | 5,271 | 14,017 | 31,855 |
| 2019 | 363 | 1,552 | 3,504 | 10,882 | 4,518 | 20,819 | 1,455 | 1,737 | 2,228 | 284 | 2,043 | 7,747 | 28,566 |

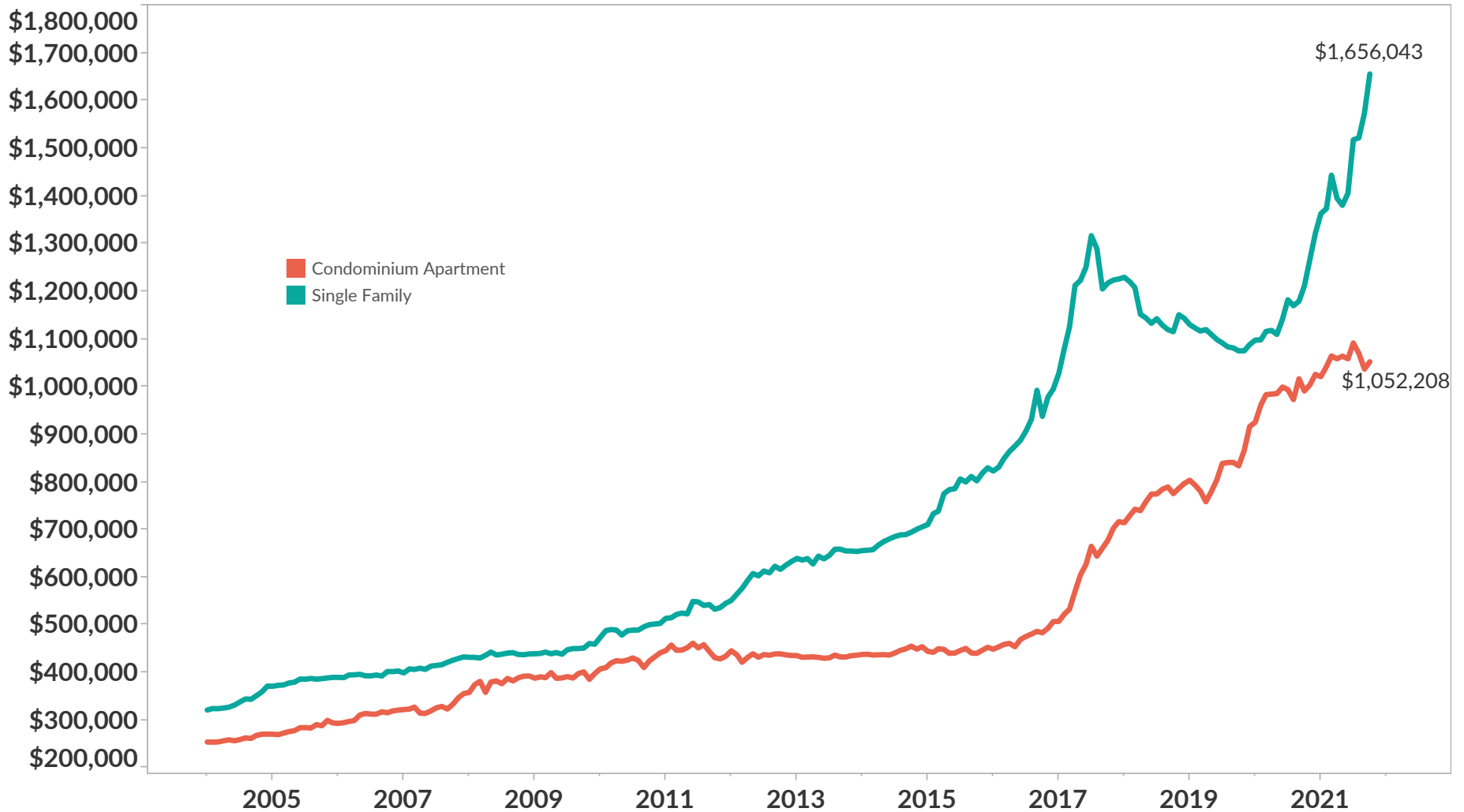
New Home Benchmark Price

The benchmark price was \$1,656,043 for Single Family new homes and \$1,052,208 for Condominium Apartment new homes at October 31, 2021. The benchmark measures the average asking price of available new homes excluding the extremes.



Monthly New Home Benchmark Price

Greater Toronto Area - January 2004 to October 2021



New Home Price/SF & Unit Size Benchmark

The Condominium Apartment unit size and price/sf components of the new home benchmark price was 898 sf at an average of \$1,172/sf at October 31, 2021.



Monthly Condominium Apartment Price/SF Benchmark & Unit Size Benchmark

Greater Toronto Area - January 2004 - October 2021



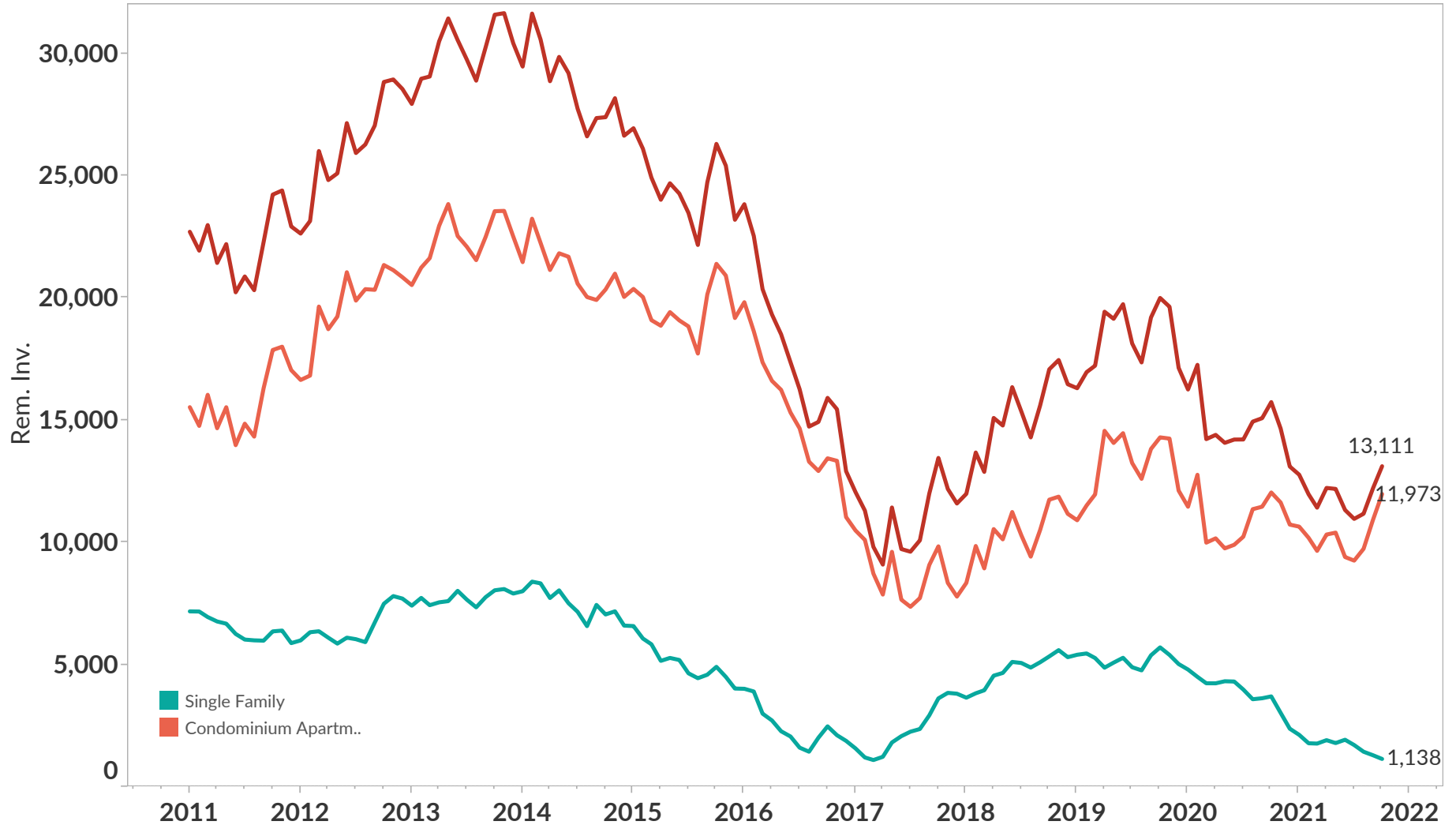
Remaining Inventory

Current total new home remaining inventory is 13,111 units comprised of 11,973 condominium apartment units and 1,138 single family lots. Remaining inventory represents all the available new home choices available to purchasers.



Monthly Remaining Inventory by Project Type

Greater Toronto Area - January 2011 to October 2021



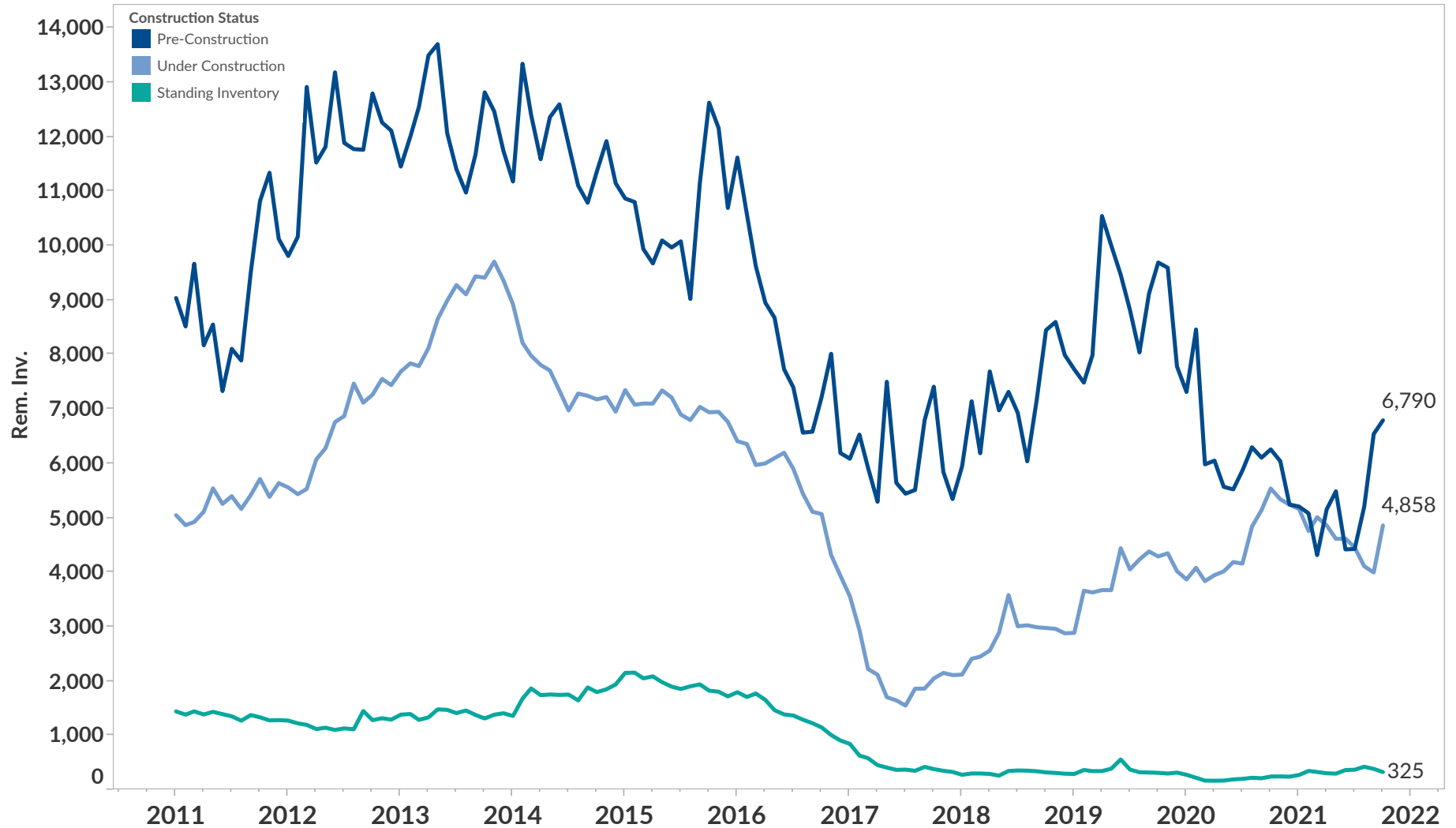
Condominium Apartment Remaining Inventory

Current total new home condominium apartment remaining inventory is 11,973 units comprised of 6,790 units in pre-construction projects, 4,858 units in projects currently under construction and 325 units in completed buildings.



Monthly Condominium Apartment Remaining Inventory by Construction Status

Greater Toronto Area - January 2011 to October 2021



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