



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of March 2018

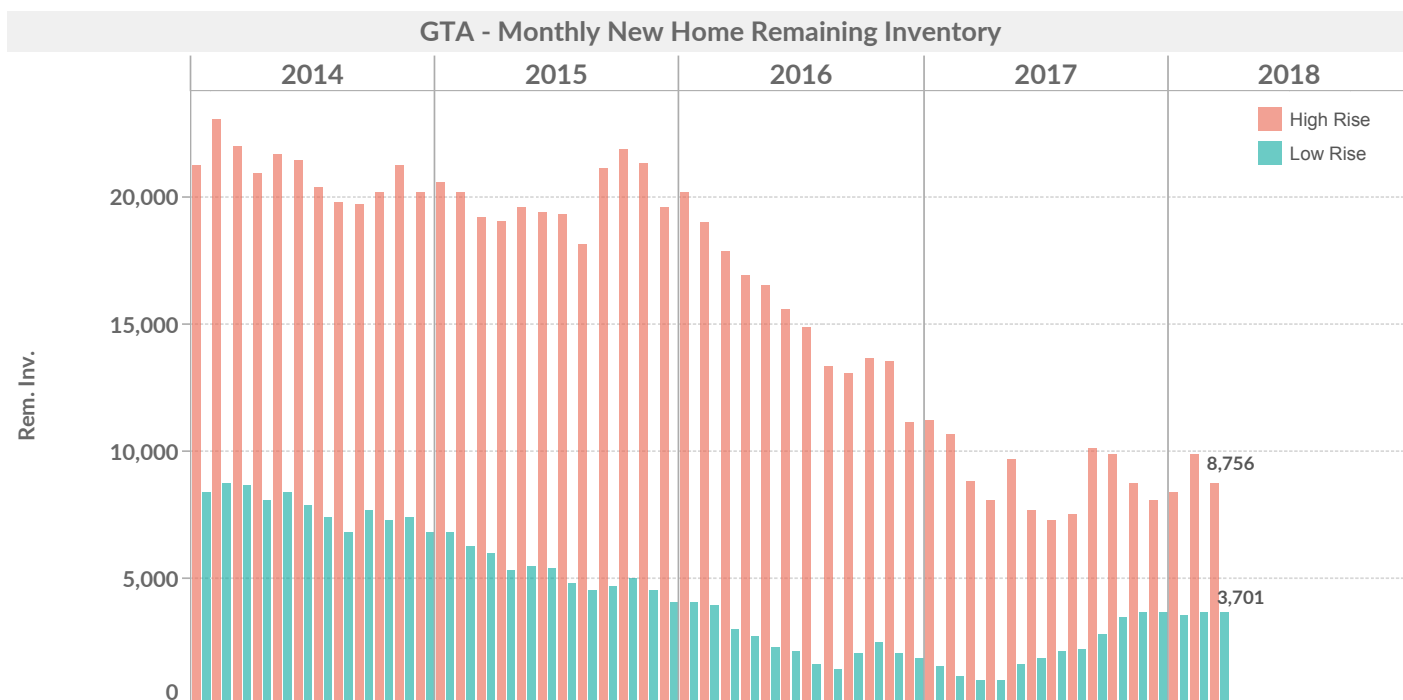
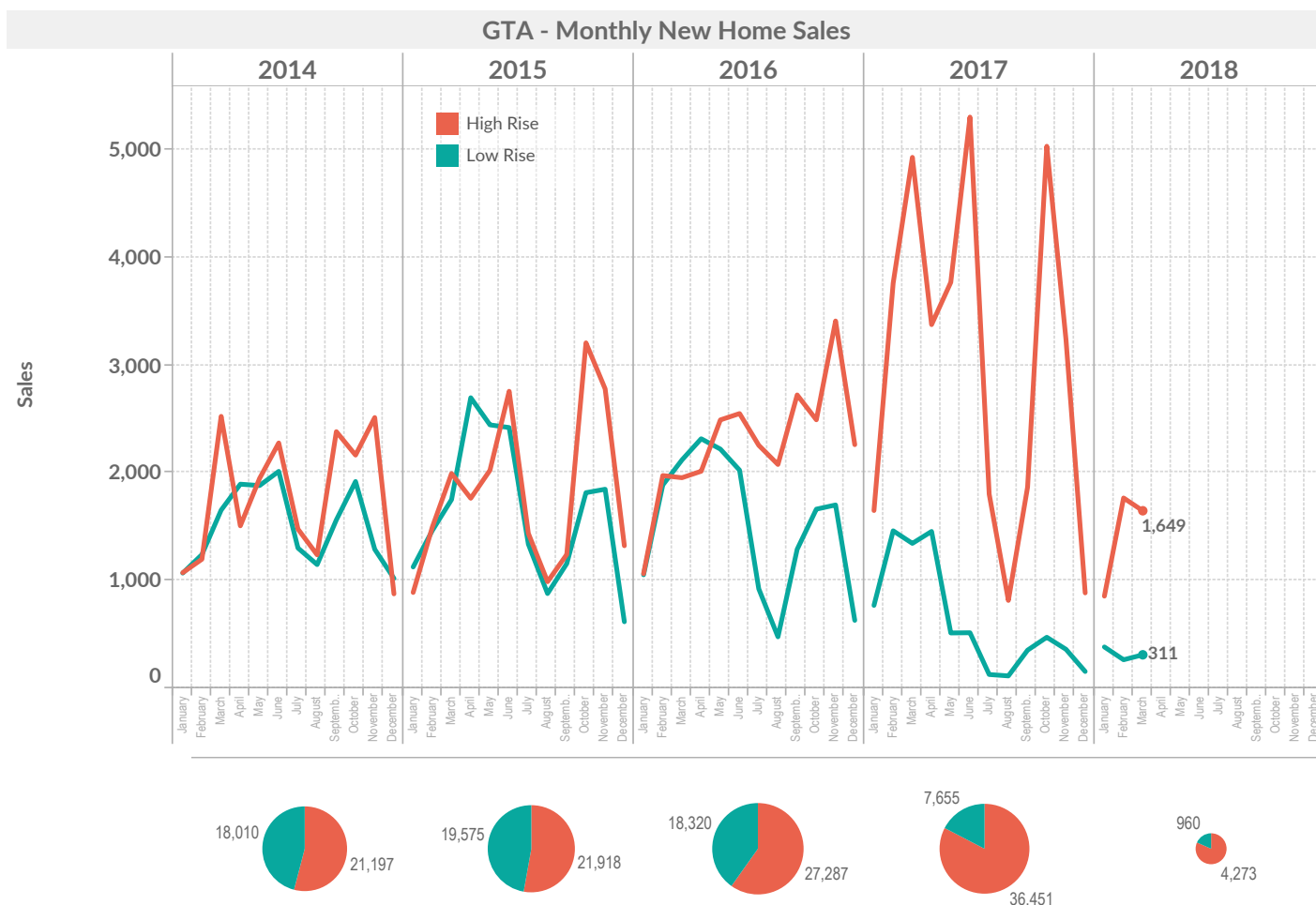
Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-18		Mar-17		Change
High Rise	1,649		4,932		-66.6%
Low Rise	311		1,346		-76.9%
Total	1,960		6,278		-68.8%
Year to Date Sales	Jan.-Mar. 2018		Jan.-Mar. 2017		Y/Y Change
High Rise	4,273		10,347		-58.7%
Low Rise	960		3,579		-73.2%
Total	5,233		13,926		-62.4%
Year to Date Supply	Jan.-Mar. 2018		Jan.-Mar. 2017		Y/Y Change
High Rise	4,642		8,156		-43.1%
Low Rise	1,022		2,723		-62.5%
Total	5,664		10,879		-47.9%
Year to Date Completions	Jan.-Mar. 2018		Jan.-Mar. 2017		Y/Y Change
High Rise	3,040		5,142		-40.9%
Remaining Inventory	Mar-18	Feb-18	Mar-17	M/M Change	Y/Y Change
High Rise	8,756	9,883	8,818	-11.4%	-0.7%
Low Rise	3,701	3,662	1,008	1.1%	267.2%
Total	12,457	13,545	9,826	-8.0%	26.8%
Benchmark Price	Mar-18	Feb-18	Mar-17	M/M Change	Y/Y Change
High Rise	\$742,801	\$729,735	\$532,792	1.8%	39.4%
Low Rise	\$1,207,832	\$1,219,874	\$1,124,660	-1.0%	7.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	281	239	184	
High Rise Units	446	71,182	59,855	43,720	
% Sold*	8%	88%	96%	85%	
Low Rise Projects	4	199			
Low Rise Units	186	22,496			
% Sold*	56%	84%			

* 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.

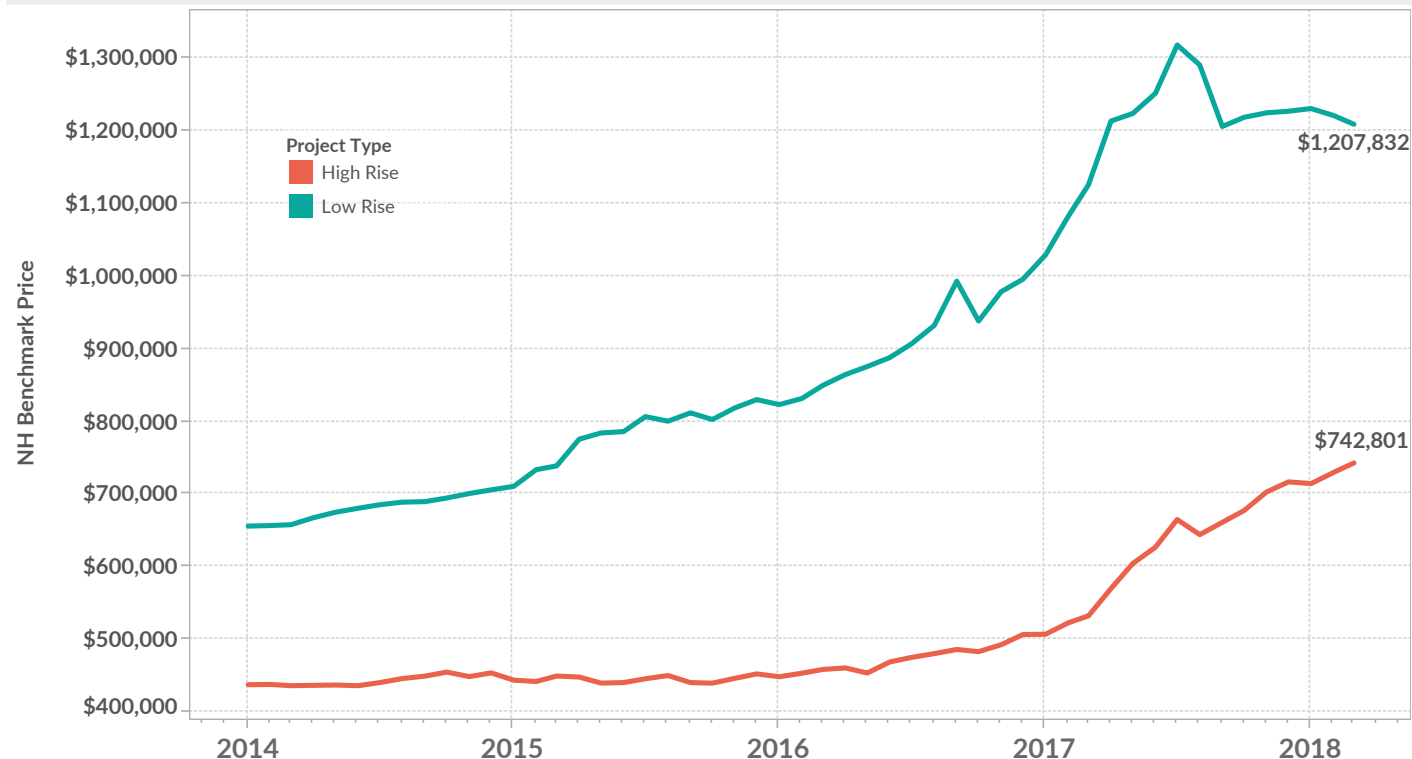
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

Sales & Remaining Inventory

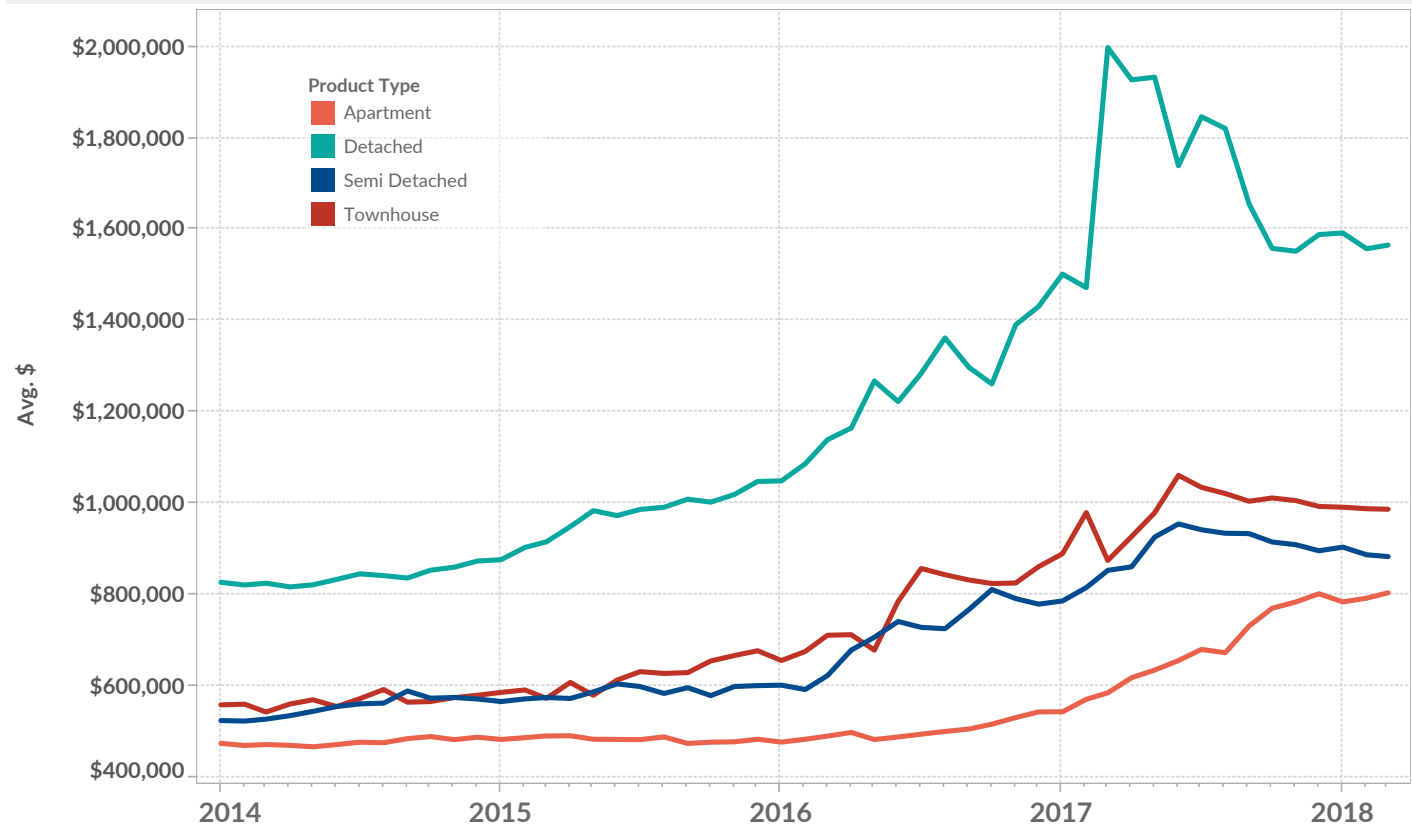


Pricing

Monthly New Home Benchmark Price (excludes extremes)

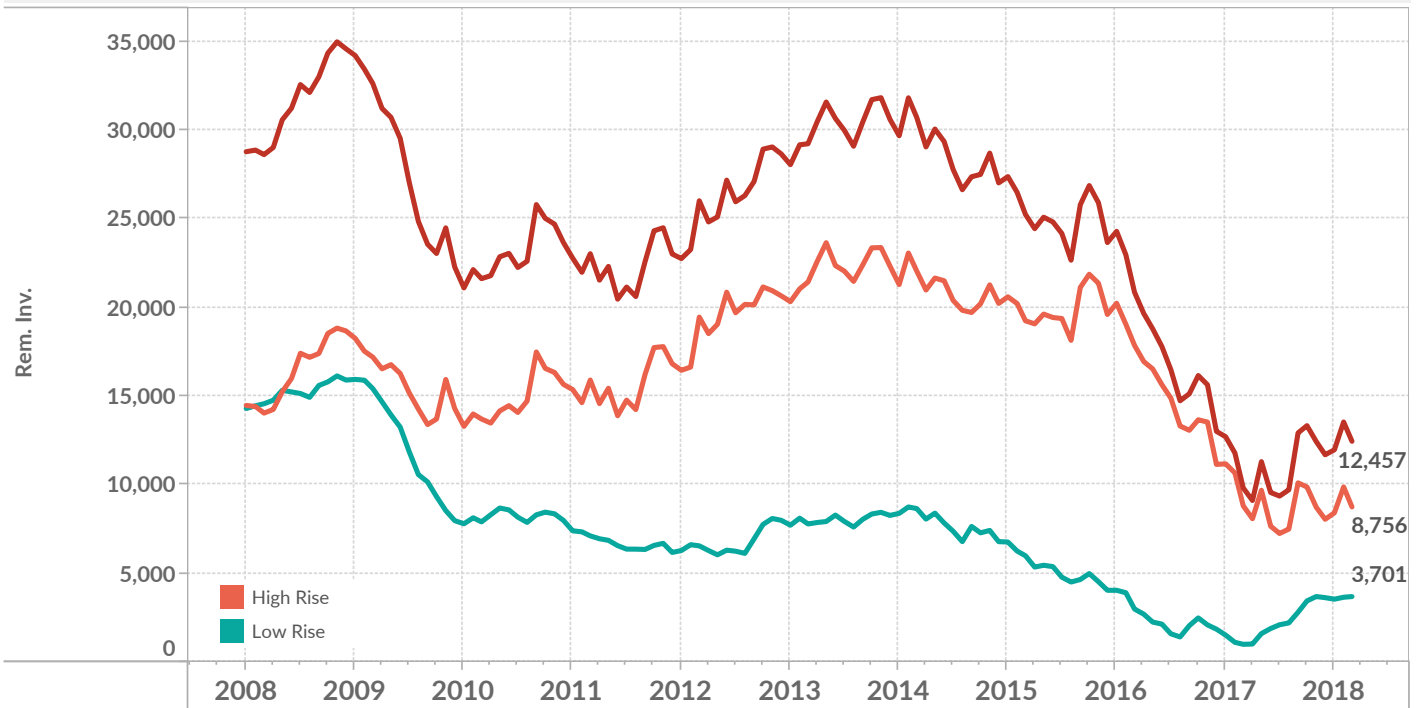


Monthly Avg. Asking Price by Product Type (includes all projects)

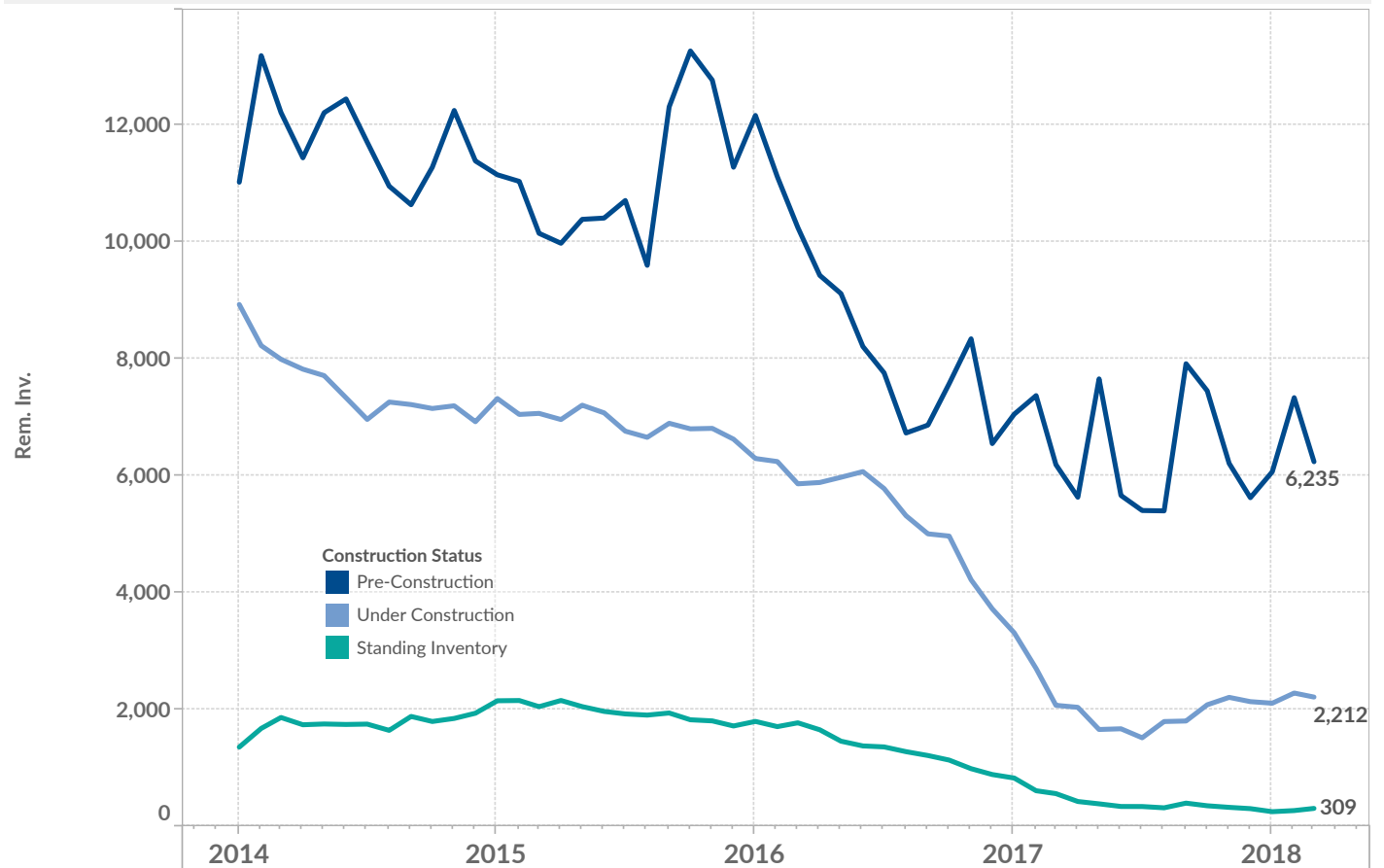


Remaining Inventory

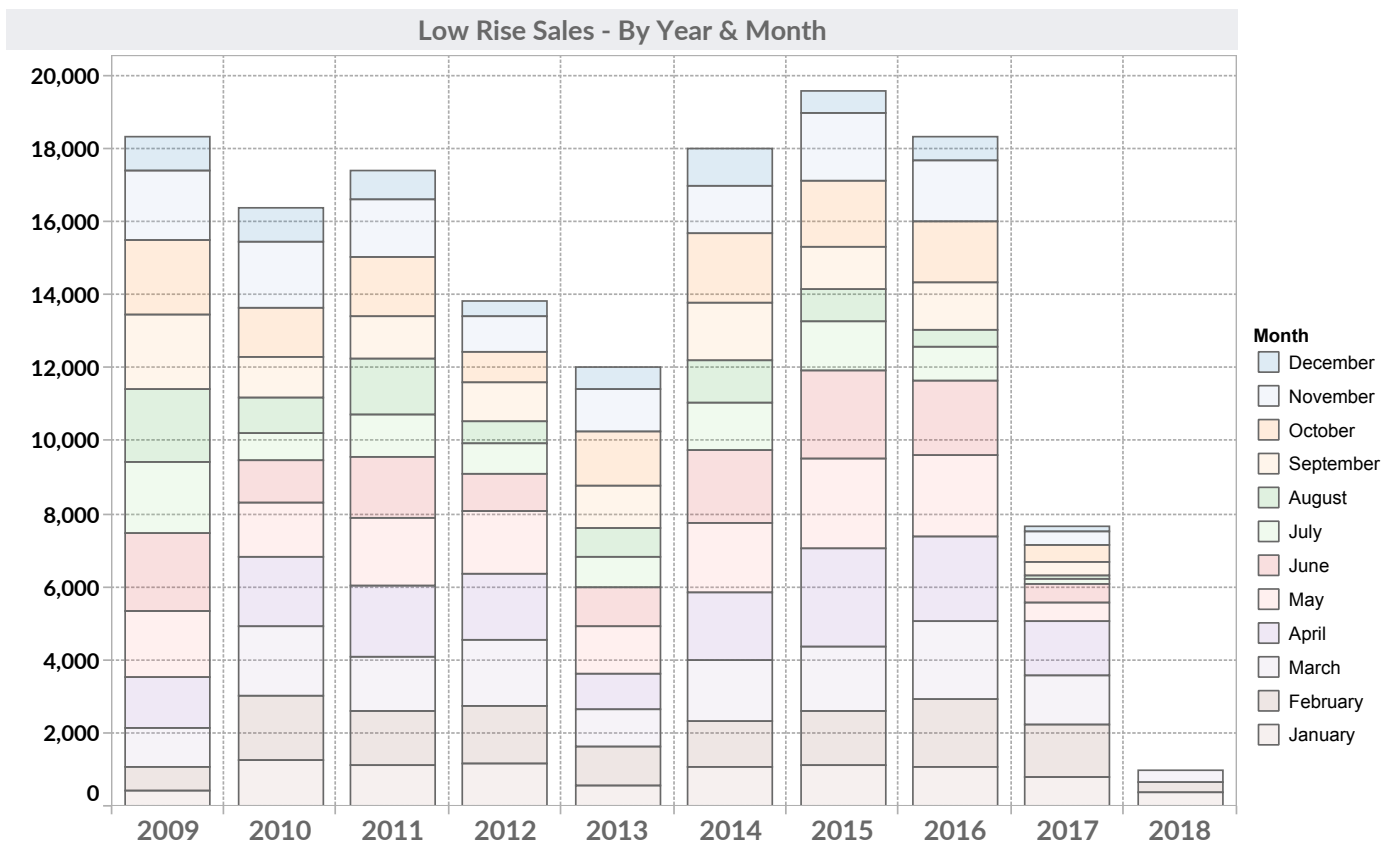
GTA - Monthly New Home Remaining Inventory



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

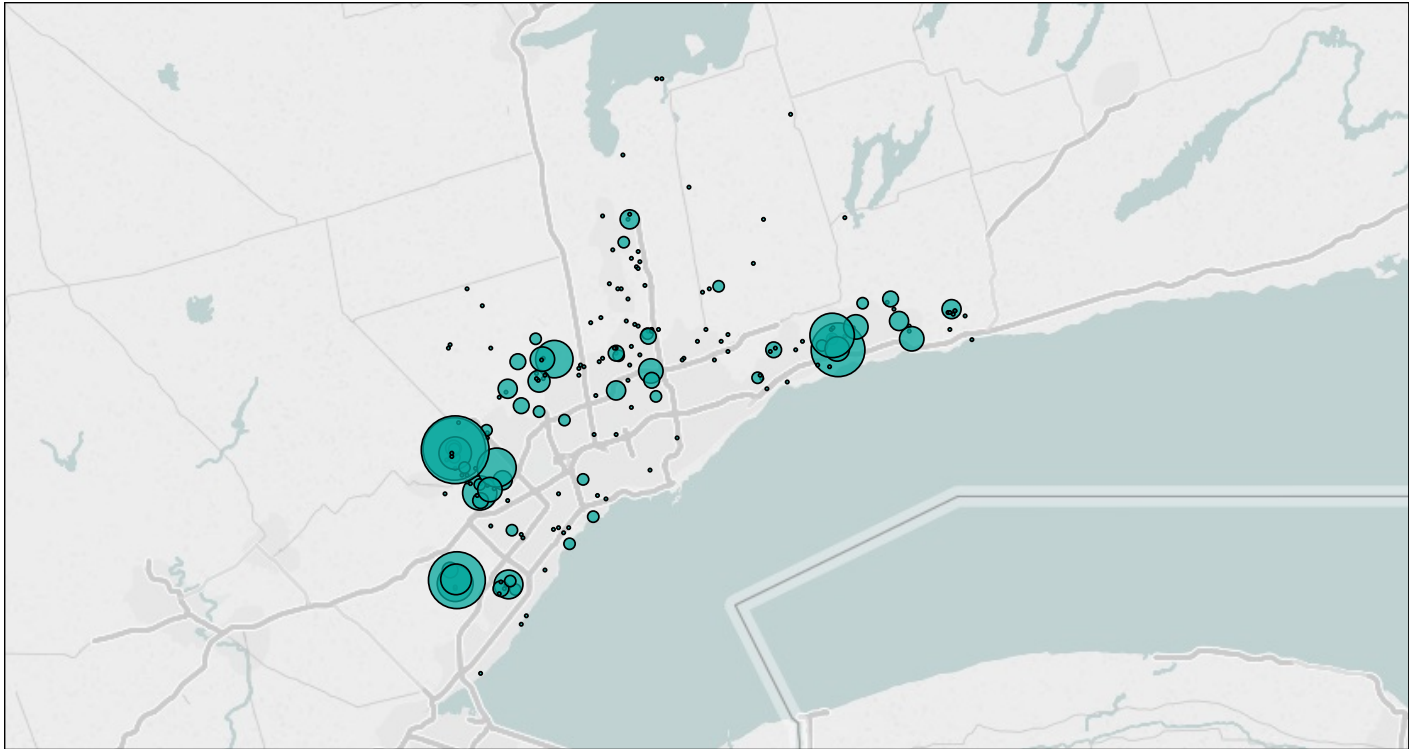


Historical Sales Comparison

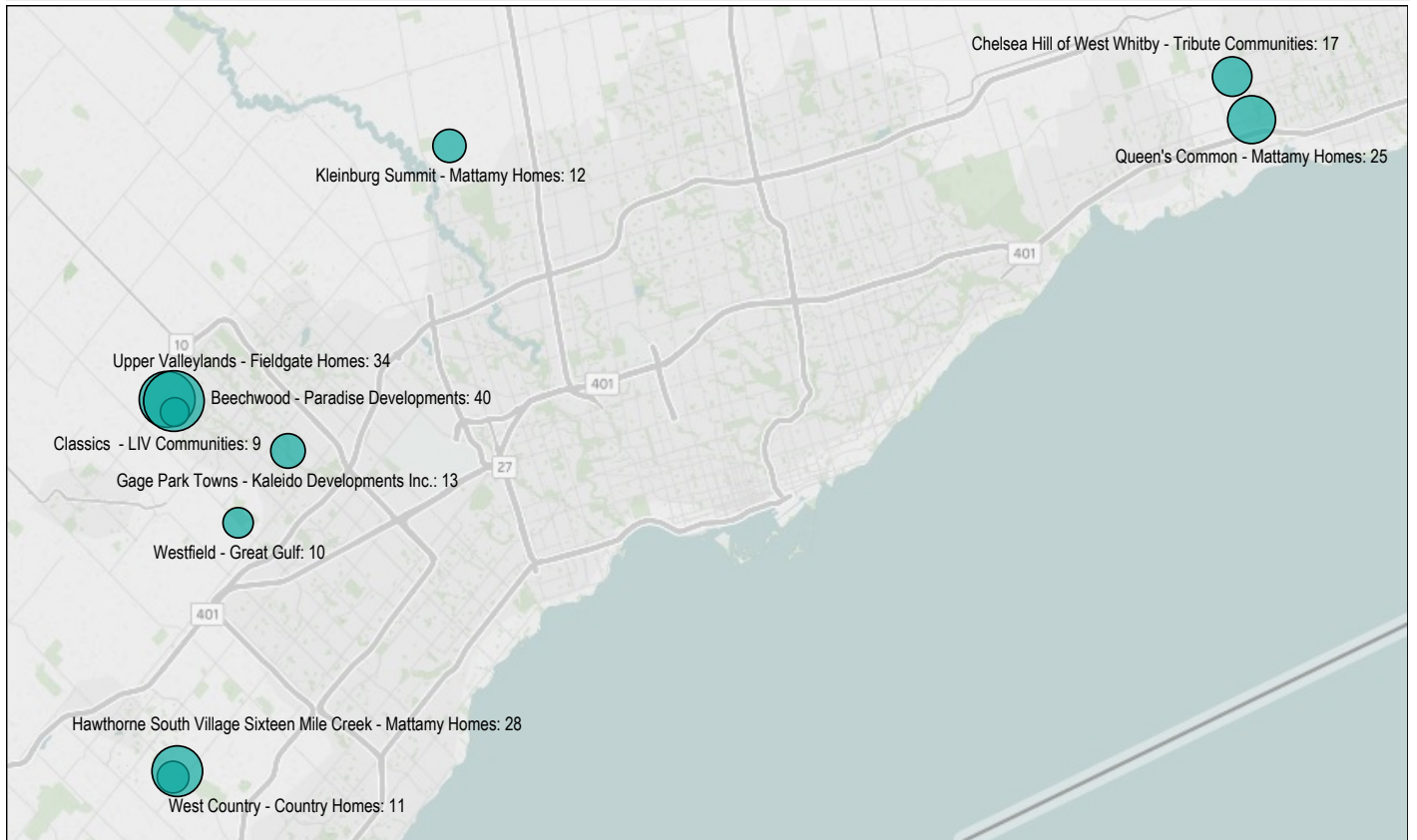


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



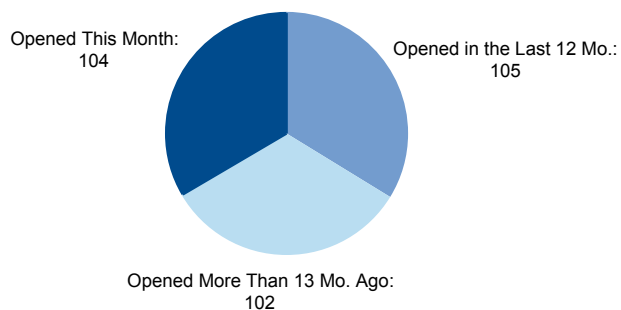
GTA - Top Sites by Current Month Sales



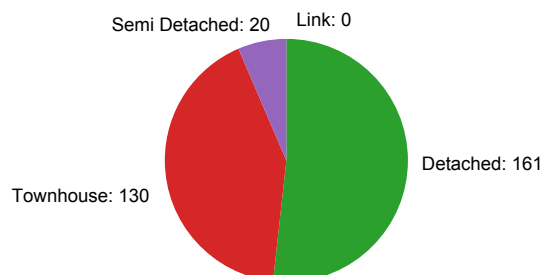
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

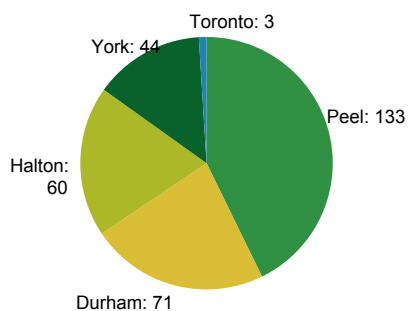
Sales by Opening Date



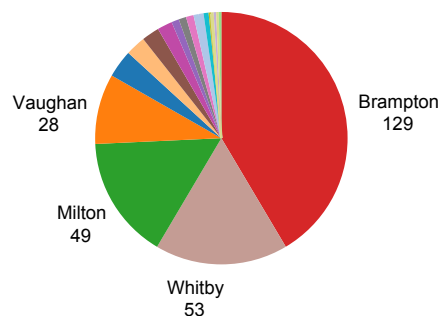
Sales by Product Type



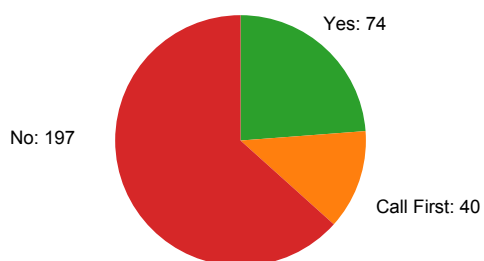
Sales by Region



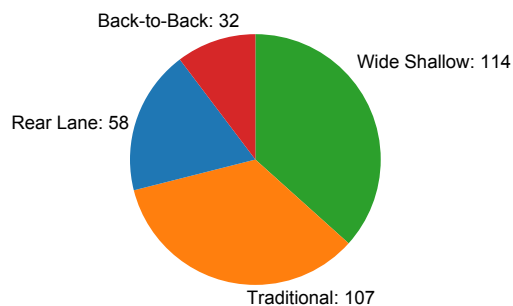
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



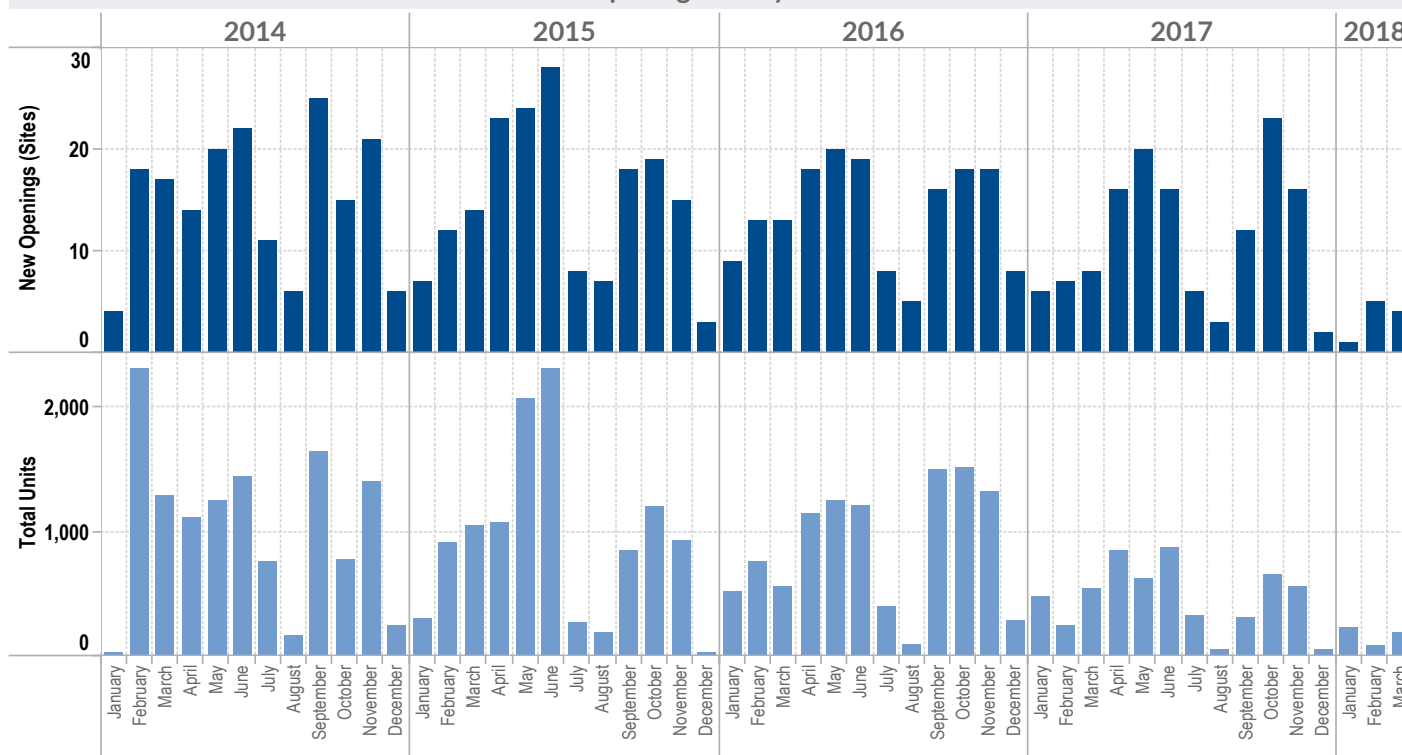
New Openings

March 2018 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Beechwood - Paradise Developments	Freehold	Brampton	3/3/2018	40	40	0	
Gage Park Towns - Kaleido Developments Inc.	Condominium	Brampton	3/3/2018	33	13	20	\$499
Upper Valleylands - Fieldgate Homes	Freehold	Brampton	3/3/2018	64	34	30	\$359
Chelsea Hill of West Whitby - Tribute Communities	Freehold	Whitby	3/17/2018	49	17	32	\$416
Grand Total				186	104	82	\$413

Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.

Low Rise Opening History - Sites & Lots



Top Builders - YTD

GTA - Top Low Rise Builders by YTD Sales

Builder	2018												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	257	122	68										447	46.6%		46.6%	
Great Gulf	25	24	25										74	7.7%		54.3%	
Country Homes	23	15	11										49	5.1%		59.4%	
Paradise Developments	2	0	41										43	4.5%		63.9%	
Fieldgate Homes	1	1	34										36	3.8%		67.6%	
Minto Developments	9	8	7										24	2.5%		70.1%	
Tribute Communities	1	1	19										21	2.2%		72.3%	
Treasure Hill	9	6	3										18	1.9%		74.2%	
Conservatory Group	4	4	9										17	1.8%		75.9%	
Lakeview Homes	0	9	5										14	1.5%		77.4%	
LIV Communities	1	4	9										14	1.5%		78.9%	
Sundial Homes	1	12	1										14	1.5%		80.3%	
GreenYork Homes	0	8	5										13	1.4%		81.7%	
Kaleido Developments Inc.			13										13	1.4%		83.0%	
Mosaik Homes	0	1	12										13	1.4%		84.4%	
Tiffany Park Homes	2	5	5										12	1.3%		85.6%	
Dunpar Homes	2	4	3										9	0.9%		86.6%	
Deco Homes	3	3	2										8	0.8%		87.4%	
Pemberton Group	5	2	1										8	0.8%		88.2%	
Remington Homes	6	2	0										8	0.8%		89.1%	
Opus Homes	3	2	2										7	0.7%		89.8%	
Times Group Corporation	0	2	5										7	0.7%		90.5%	
	384	265	311										960				

Top Builders - Last 12 Months

GTA - Top Low Rise Builders by Last 12 Months' Sales

Builder	2017									2018			Total	Market Share		Cum. Mkt. Share	
	April	May	June	July	August	September	October	November	December	January	February	March		%		%	
Mattamy Homes	206	28	1	32	67	149	58	59	36	257	122	68	1,083	21.5%		21.5%	
Paradise Developments	168	10	1	0	0	20	59	3	1	2	0	41	305	6.1%		27.6%	
Fieldgate Homes	61	6	56	0	0	13	67	10	1	1	1	34	250	5.0%		32.5%	
Great Gulf	38	7	6	3	2	14	55	9	6	25	24	25	214	4.2%		36.8%	
Sierra Building Group	135	44	3	0	0	2	0	9	1	3	1	1	199	4.0%		40.7%	
Tribute Communities	129	9	9	9	3	0	0	0	0	1	1	19	180	3.6%		44.3%	
Treasure Hill	76	17	0	0	0	4	37	3	0	9	6	3	155	3.1%		47.4%	
Brookfield Residential	14	47	46	0	0	13	6	2	0	0	0	0	128	2.5%		49.9%	
Country Homes								45	24	23	15	11	118	2.3%		52.3%	
Conservatory Group	23	3	8	7	9	10	13	14	3	4	4	9	107	2.1%		54.4%	
Minto Developments		0	0	6	5	15	14	22	18	9	8	7	104	2.1%		56.5%	
Remington Homes	17	41	16	3	2	1	3	10	2	6	2	0	103	2.0%		58.5%	
Arista Homes	7	2	52	0	0	0	23	8	0	1	0	0	93	1.8%		60.3%	
CountryWide Homes	6	49	15	0	2	1	3	2	0	0	1	5	84	1.7%		62.0%	
Opus Homes			45	0	0	0	20	11	0	3	2	2	83	1.6%		63.7%	
Rosehaven Homes	72	6	0	0	1	0	0	2	0	0	0	0	81	1.6%		65.3%	
Deco Homes			46	0	0	0	13	7	0	3	3	2	74	1.5%		66.7%	
Aspen Ridge Homes			47	0	0	21	4	0	0	0	1	0	73	1.4%		68.2%	
i2 Developments Inc.		23	42	0	0	0	0	0	0	0	3	3	71	1.4%		69.6%	
TowerHill Homes			50			16	1	1	0	0	0	2	70	1.4%		71.0%	
Townwood Homes	45	2	9	0	0	0	0	0	5	0	0	2	63	1.3%		72.2%	
Kaitlin Corporation	44	8	2	3	0	1	0	2	0	0	0	0	60	1.2%		73.4%	
	1,457	514	516	128	115	354	474	362	156	384	265	311	5,036				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 March
Beechwood - Paradise Developments	Brampton	Townhouse	20'	22
			21'	18
			Total	40
Upper Valleylands - Fieldgate Homes	Brampton	Detached	30'	6
			38'	3
			41'	2
		Semi Detached	25'	6
		Townhouse	20'	9
			21'	8
		Total		34
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	11
			36'	13
			43'	4
		Total		28
Queen's Common - Mattamy Homes	Whitby	Detached	30'	6
			36'	8
		Townhouse	21'	8
			22'	1
			23'	2
		Total		25
Chelsea Hill of West Whitby - Tribute Communities	Whitby	Detached	40'	17
			Total	17
Gage Park Towns - Kaleido Developments Inc.	Brampton	Townhouse	18'	13
			Total	13
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	30'	1
			40'	9
			50'	1
			60'	1
		Townhouse	21'	0
			Total	12
West Country - Country Homes	Milton	Detached	38'	5
		Semi Detached	24'	5
		Townhouse	21'	1
		Total		11
Westfield - Great Gulf	Brampton	Detached	34'	6
			38'	1
		Semi Detached	24'	3
			Total	10
Classics - LIV Communities	Brampton	Detached	38'	1
			41'	3
			46'	5
			50'	0
			Total	9

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	March 2018					March 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1		0	0	1	1		0	22	23
	Brock	0				0	1				1
	Clarington	3	0	0	5	8	35	0	0	41	76
	Oshawa	4		0	2	6	49		7	51	107
	Pickering	1			2	3				0	0
	Scugog	0				0					
	Uxbridge	0			0	0	0				0
	Whitby	39		0	14	53	2	1		0	3
	Total	48	0	0	23	71	88	1	7	114	210
Halton	Burlington				0	0	7		16	7	30
	Halton Hills	0				0	101				101
	Milton	41		7	1	49	1		54	40	95
	Oakville	0			11	11	41		0	30	71
	Total	41		7	12	60	150		70	77	297
Peel	Brampton	41		12	76	129	168		78	122	368
	Caledon	0		0	2	2	0			0	0
	Mississauga	0		1	1	2	5			0	5
	Total	41		13	79	133	173		78	122	373
Toronto	Etobicoke	1			1	2	0		2	31	33
	North York	1			0	1	5			3	8
	Scarborough						2		0	37	39
	Toronto				0	0			0	13	13
	Total	2			1	3	7		2	84	93
York	Aurora	0			0	0	1			26	27
	East Gwillimbury	3		0	0	3	20		0	10	30
	Georgina	0			0	0				0	0
	King	1				1	38			8	46
	Markham	0			7	7	15	1		92	108
	Newmarket	0	0		1	1	2	1	0	0	3
	Richmond Hill	0		0	3	3	1			69	70
	Vaughan	24		0	4	28	56		0	5	61
	Whitchurch-Stouffville	1			0	1	0			28	28
	Total	29	0	0	15	44	133	2	0	238	373
Grand Total		161	0	20	130	311	551	3	157	635	1,346

Sales & Remaining Inventory

Last 12 Months' Sales & Remaining Inventory by Municipality

Last 12 Months - Sales							Remaining Inventory				
Region	Municipality	Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	13		5	44	62	74		13	38	125
	Brock	1				1	3				3
	Clarington	252	3	5	107	367	121	11	1	132	265
	Oshawa	114		7	182	303	89		26	50	165
	Pickering	159			79	238	107			113	220
	Scugog	8				8	17				17
	Uxbridge	0			5	5	9			49	58
	Whitby	248	4	9	210	471	212		5	44	261
	Total	795	7	26	627	1,455	632	11	45	426	1,114
Halton	Burlington	10		24	15	49				9	9
	Halton Hills	109			3	112	40				40
	Milton	227		112	189	528	100		67	3	170
	Oakville	160		0	288	448	64			70	134
	Total	506		136	495	1,137	204		67	82	353
Peel	Brampton	652		165	373	1,190	273		127	180	580
	Caledon	168		0	9	177	70		18	22	110
	Mississauga	9		7	94	110	6		37	72	115
	Total	829		172	476	1,477	349		182	274	805
Toronto	Etobicoke	16		2	62	80	20			57	77
	North York	24			20	44	1			59	60
	Scarborough	3		0	75	78					
	Toronto			1	18	19				1	1
	Total	43		3	175	221	21			117	138
York	Aurora	46			50	96	158			37	195
	East Gwillimbury	70		4	22	96	70		6	19	95
	Georgina	6			1	7	4			13	17
	King	43			8	51	14				14
	Markham	36	1		243	280	12			190	202
	Newmarket	2	1	0	61	64	10	5		6	21
	Richmond Hill	198		36	405	639	89		20	195	304
	Vaughan	214		5	262	481	187		11	208	406
	Whitchurch-Stouffville	54			59	113	34			3	37
	Total	669	2	45	1,111	1,827	578	5	37	671	1,291
Grand Total		2,842	9	382	2,884	6,117	1,784	16	331	1,570	3,701

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