



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of April 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-18		Apr-17		Change
High Rise	1,225		3,451		-64.5%
Low Rise	502		1,450		-65.4%
Total	1,727		4,901		-64.8%
Year to Date Sales	Jan.-Apr. 2018		Jan.-Apr. 2017		Y/Y Change
High Rise	5,522		13,794		-60.0%
Low Rise	1,449		5,028		-71.2%
Total	6,971		18,822		-63.0%
Year to Date Supply	Jan.-Apr. 2018		Jan.-Apr. 2017		Y/Y Change
High Rise	7,090		10,838		-34.6%
Low Rise	2,076		4,198		-50.5%
Total	9,166		15,036		-39.0%
Year to Date Completions	Jan.-Apr. 2018		Jan.-Apr. 2017		Y/Y Change
High Rise	4,084		5,942		-31.3%
Remaining Inventory	Apr-18	Mar-18	Apr-17	M/M Change	Y/Y Change
High Rise	9,958	8,784	8,025	13.4%	24.1%
Low Rise	4,339	3,844	1,034	12.9%	319.6%
Total	14,297	12,628	9,059	13.2%	57.8%
Benchmark Price	Apr-18	Mar-18	Apr-17	M/M Change	Y/Y Change
High Rise	\$739,965	\$742,801	\$570,226	-0.4%	29.8%
Low Rise	\$1,151,815	\$1,207,832	\$1,212,297	-4.6%	-5.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	288	235	192	
High Rise Units	2,357	71,481	59,862	45,151	
% Sold*	28%	86%	96%	82%	
Low Rise Projects	16	209			
Low Rise Units	536	24,630			
% Sold*	34%	82%			

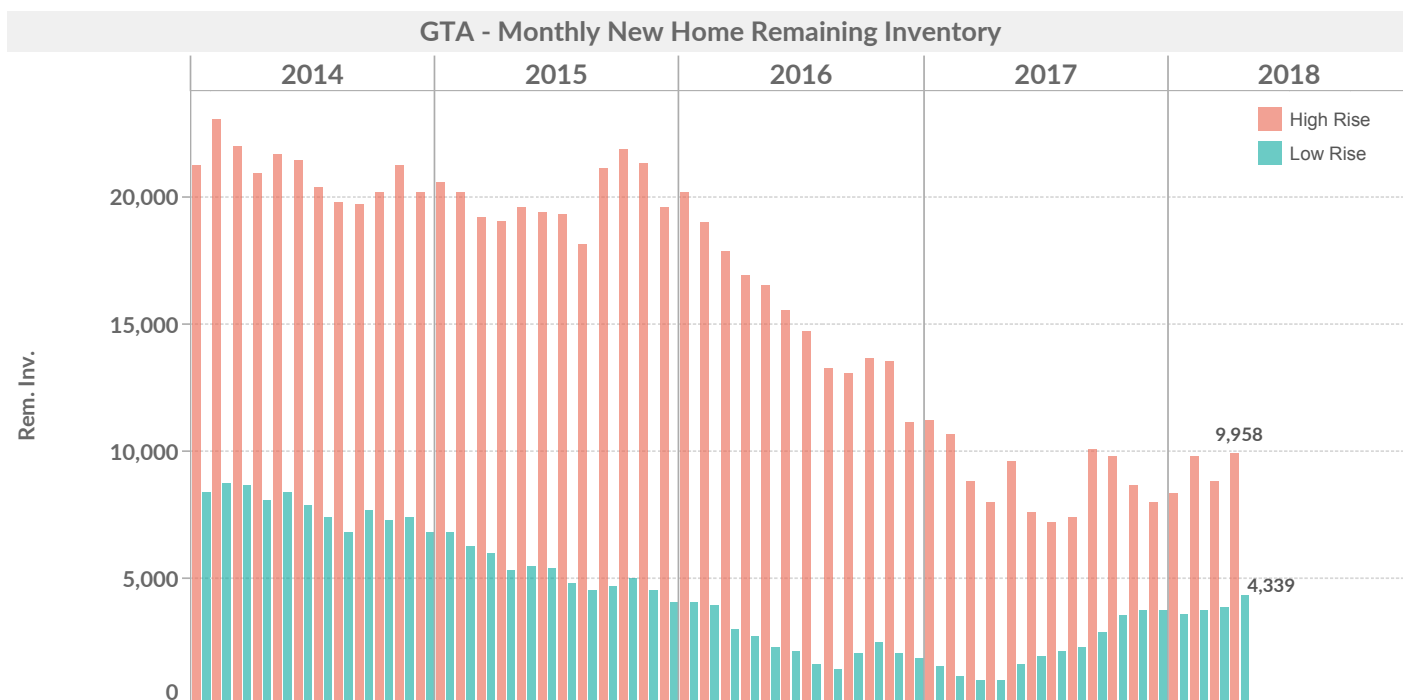
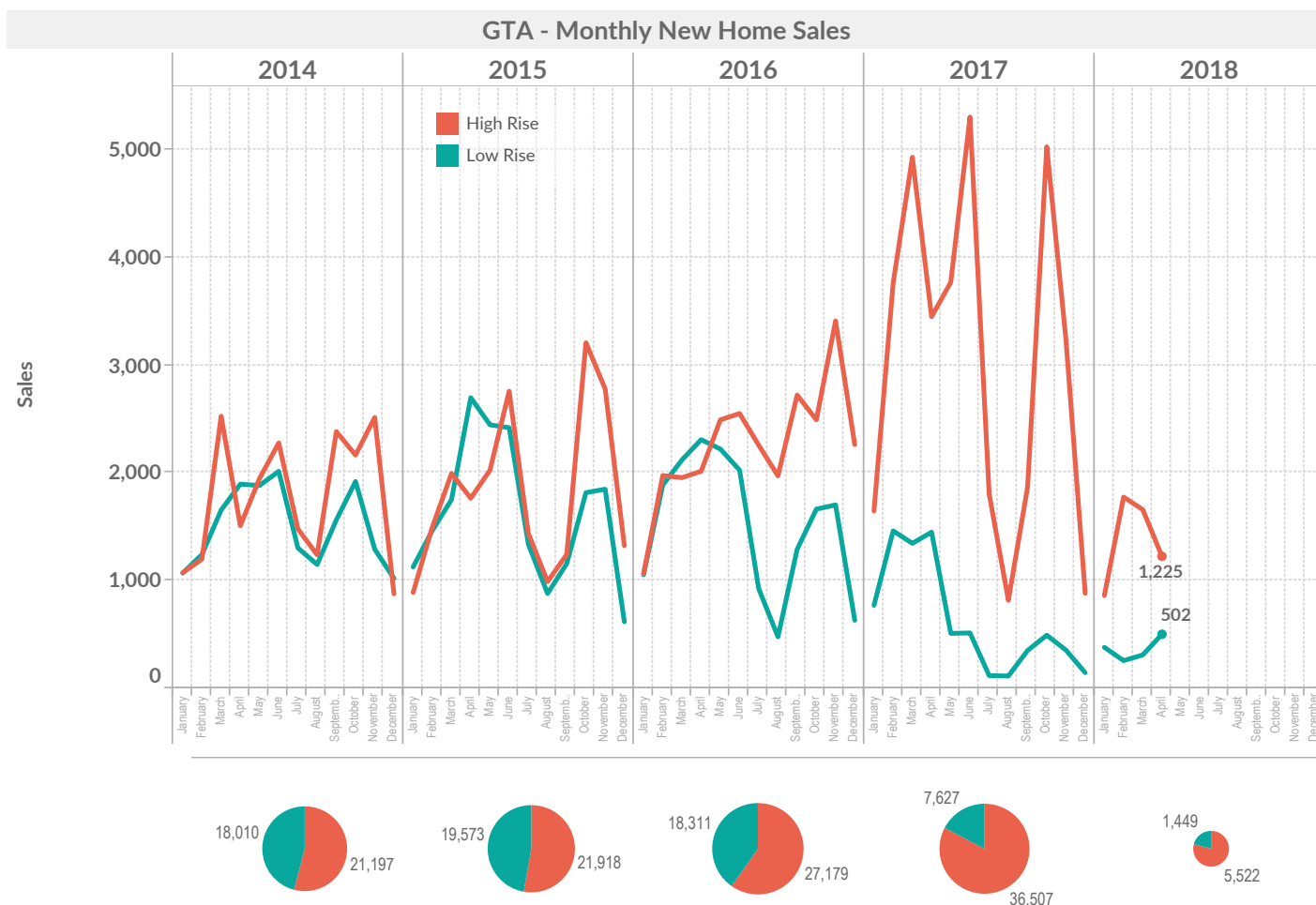
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

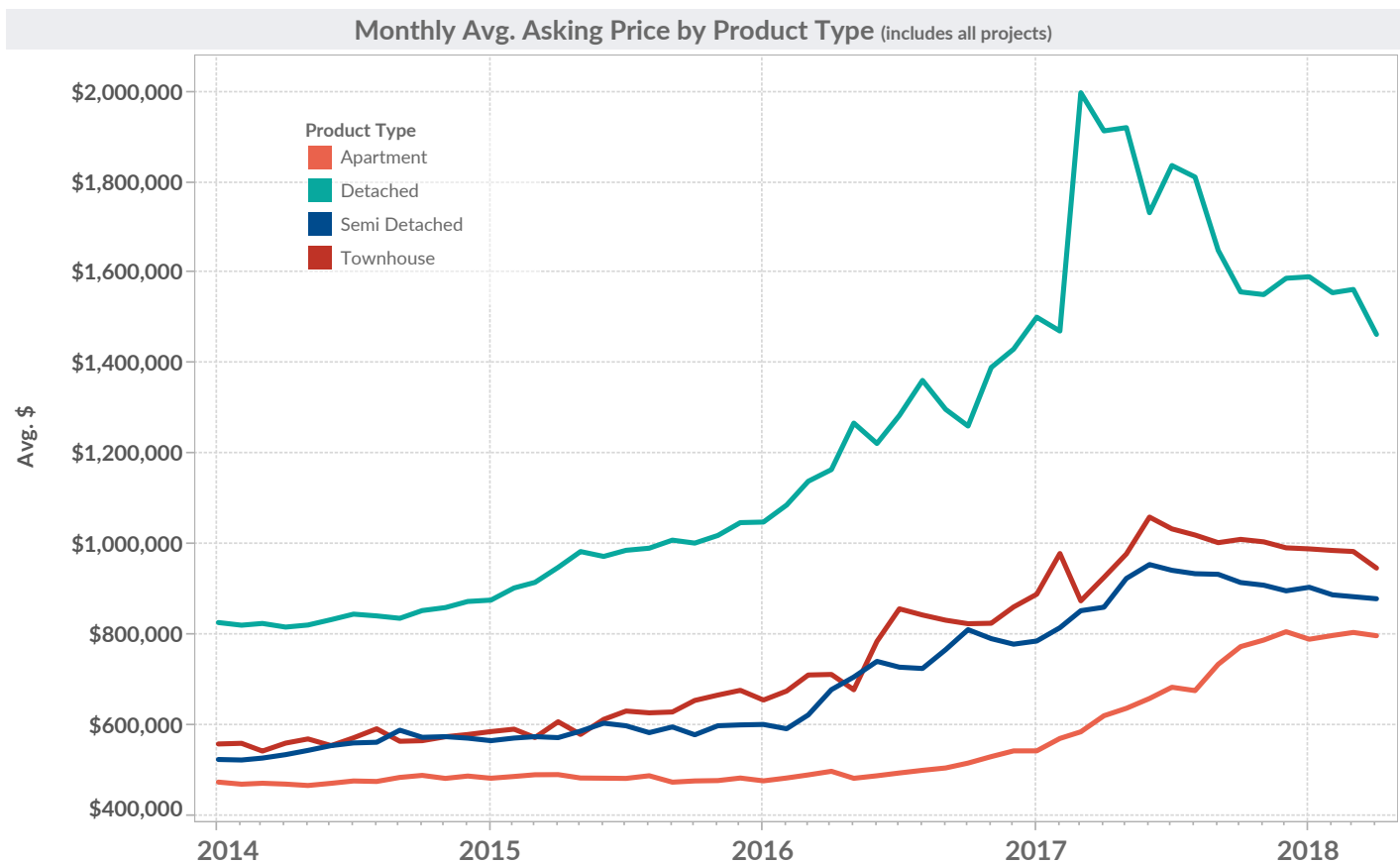
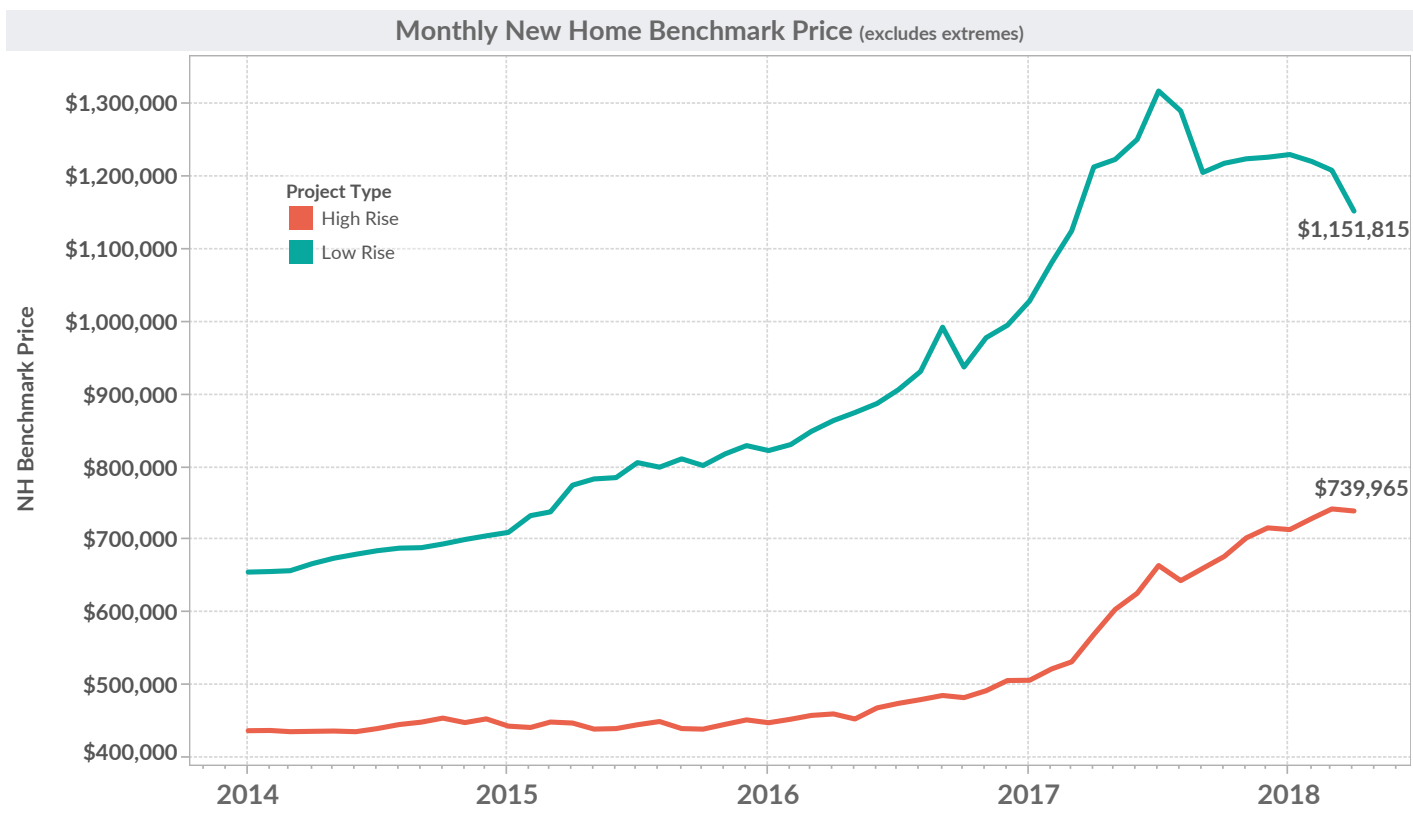
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

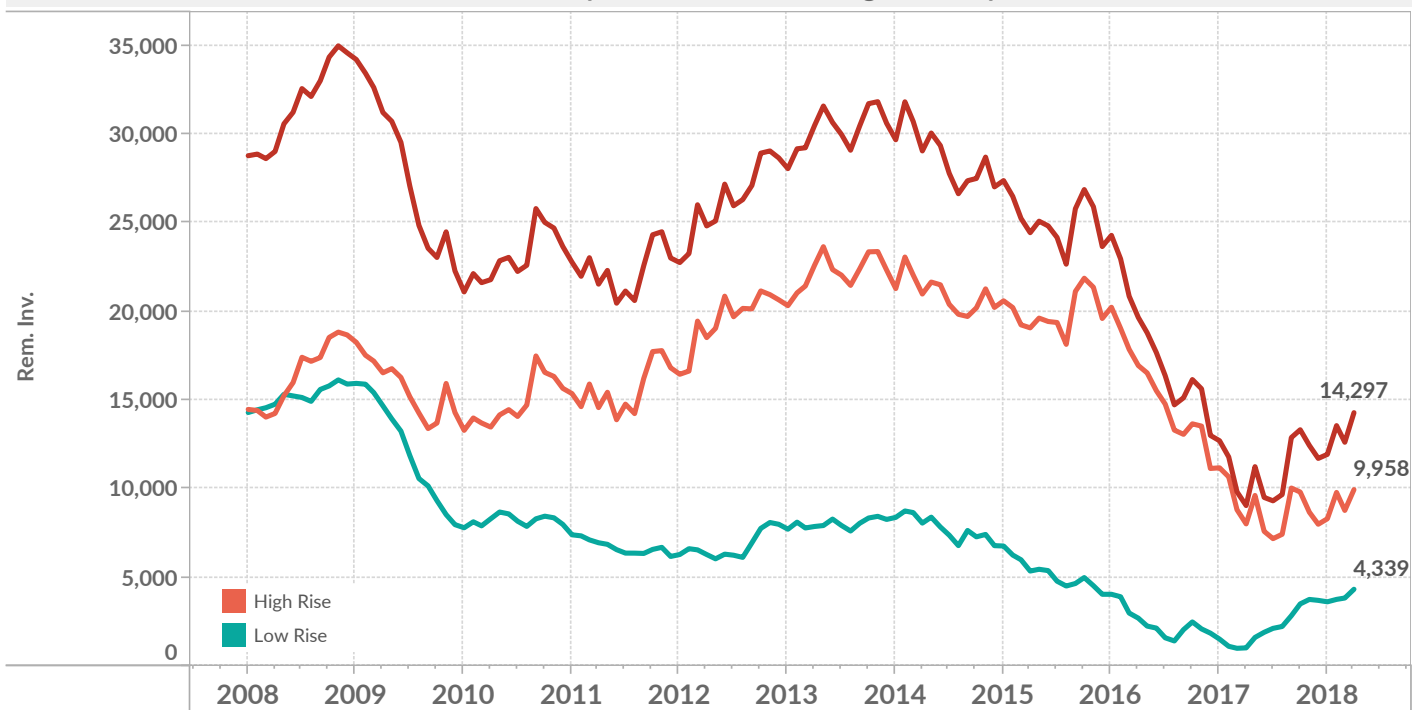


Pricing

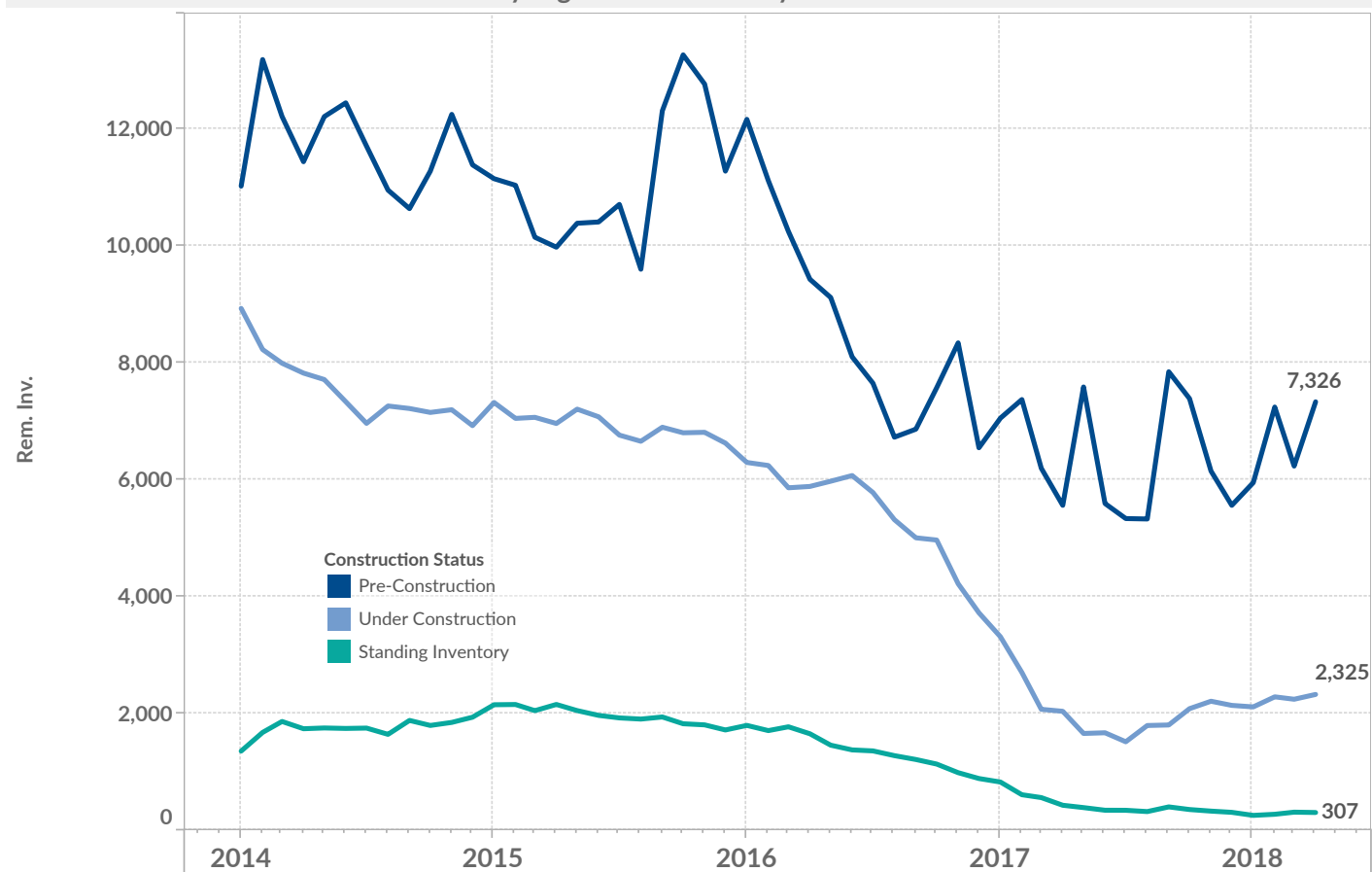


Remaining Inventory

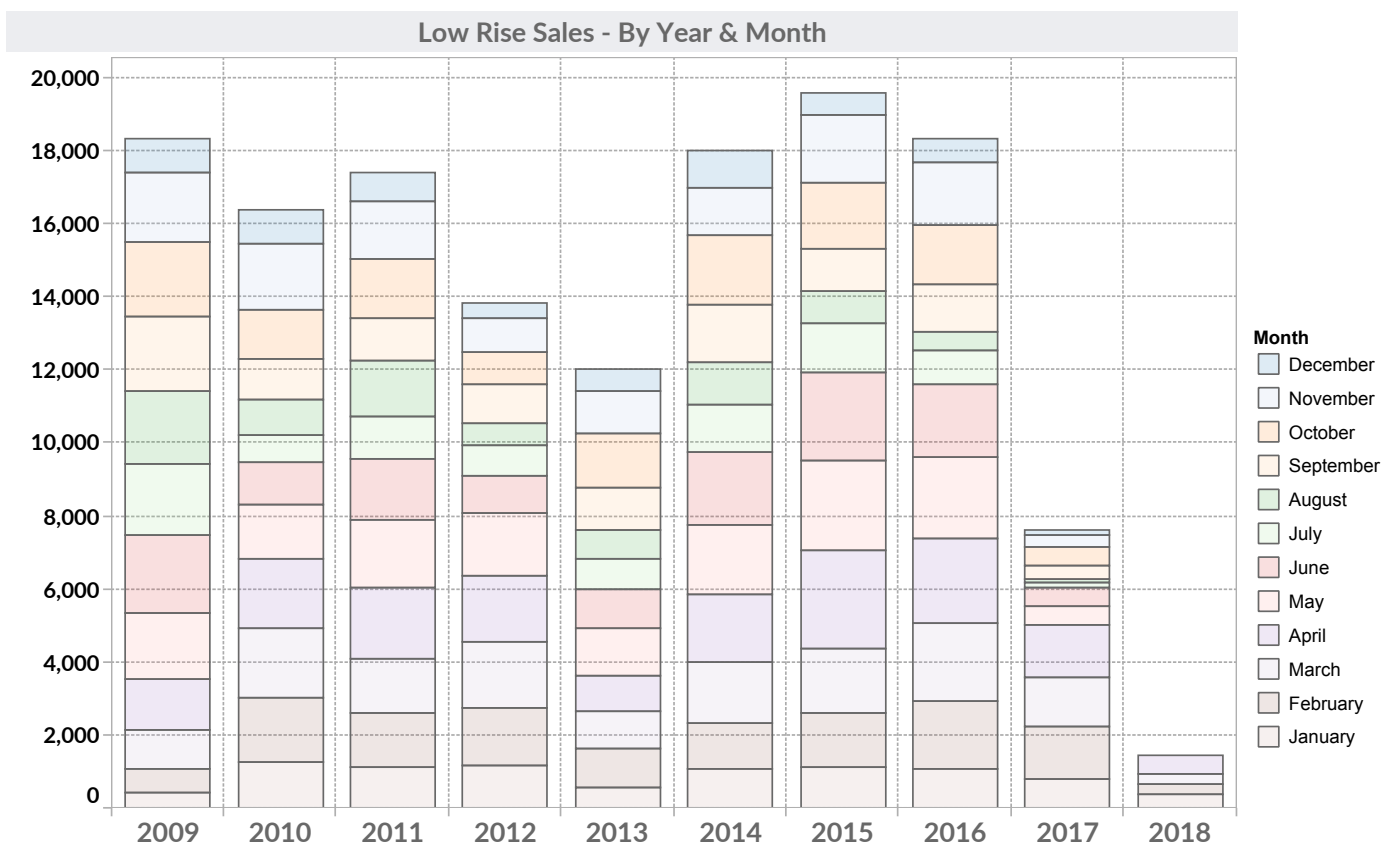
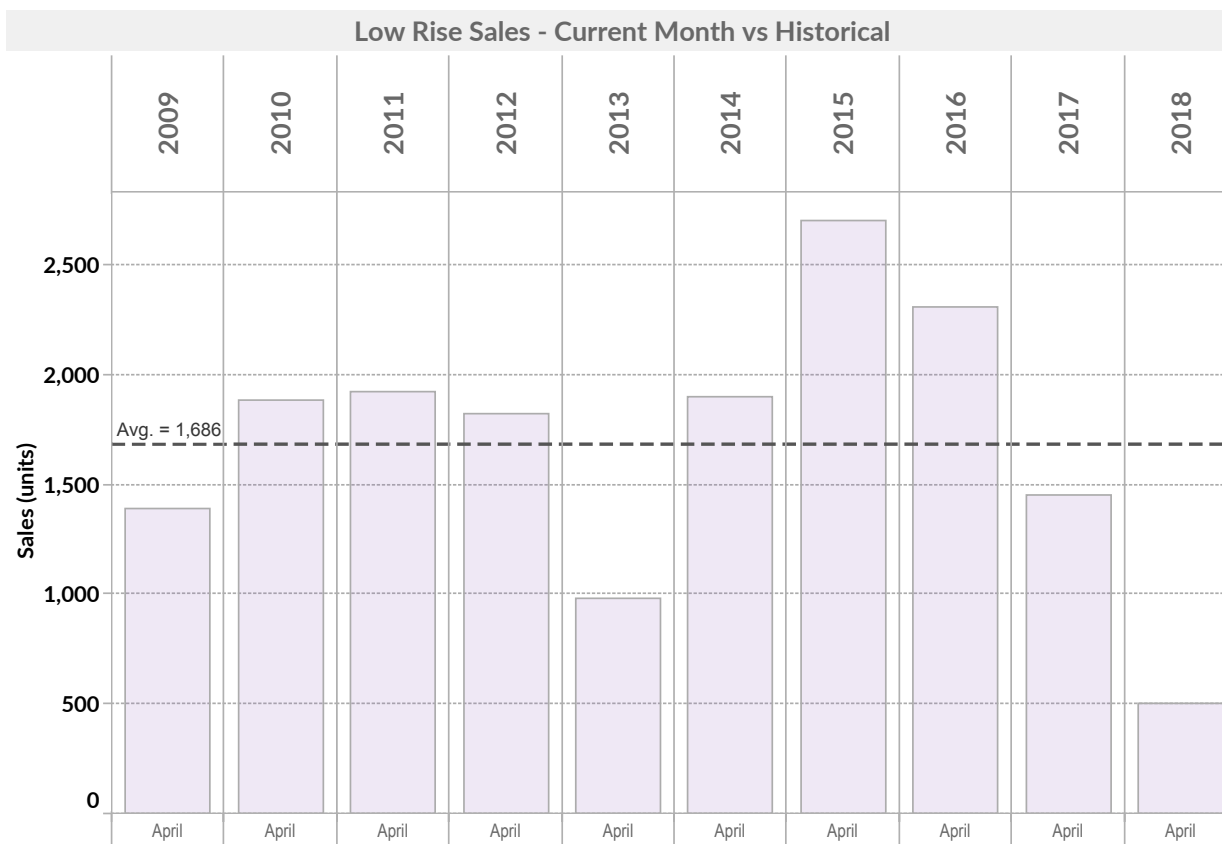
GTA - Monthly New Home Remaining Inventory



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

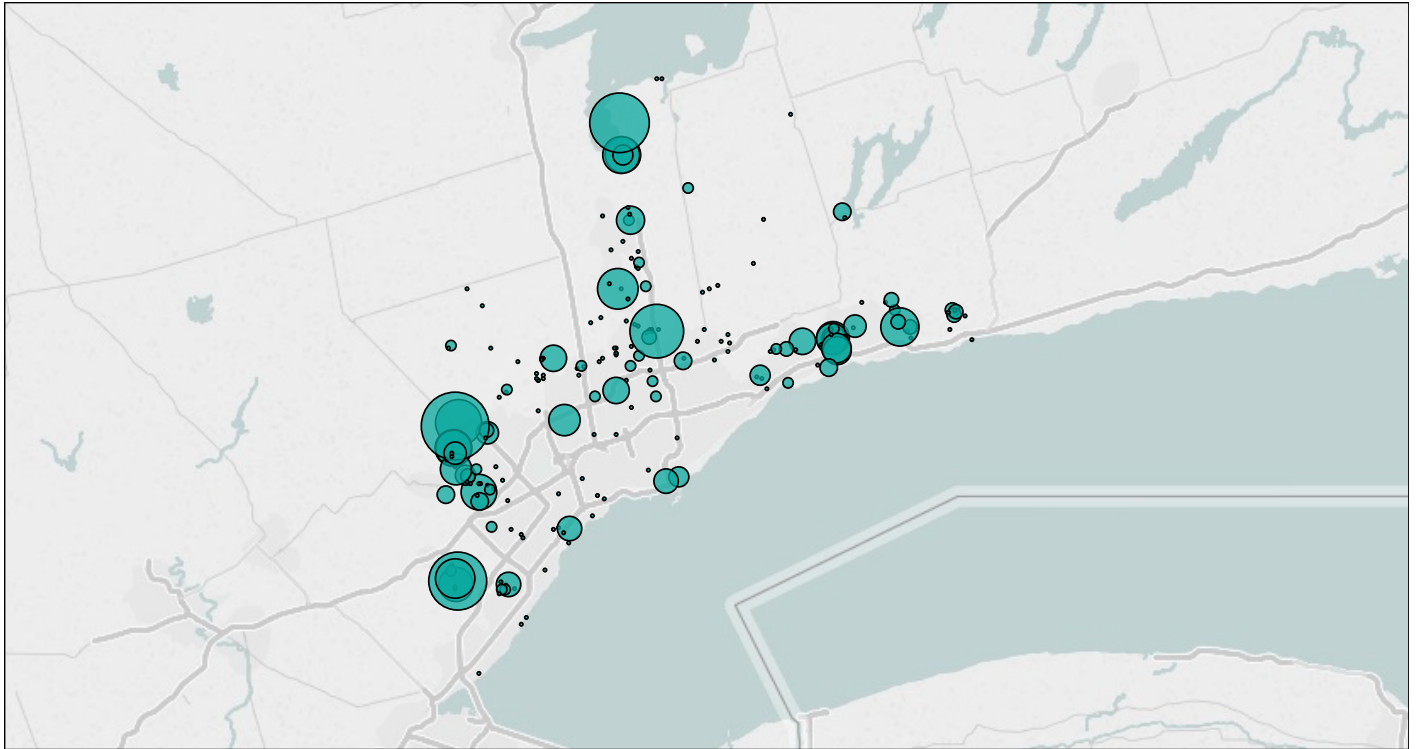


Historical Sales Comparison

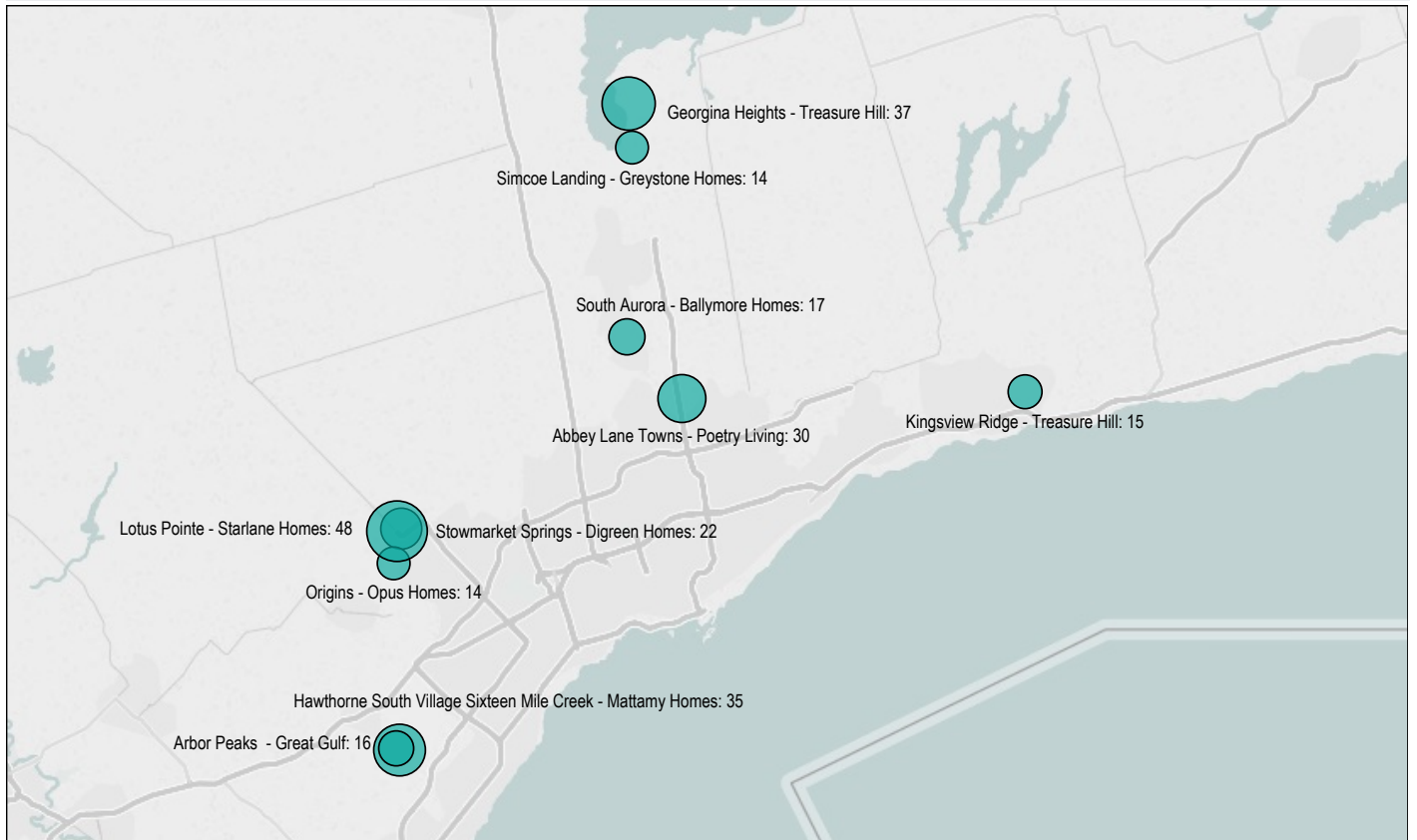


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



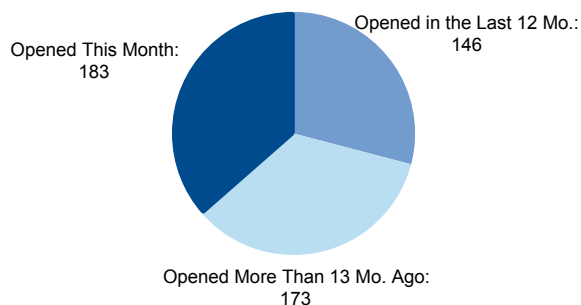
GTA - Top Sites by Current Month Sales



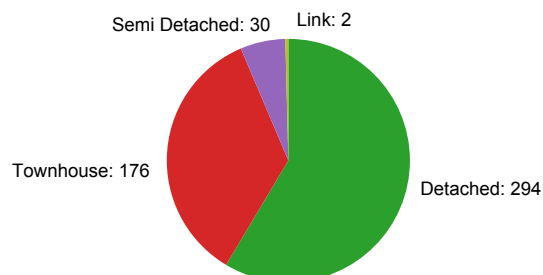
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

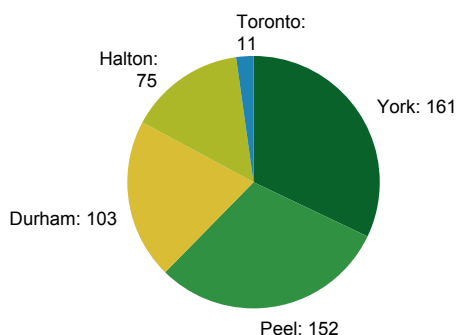
Sales by Opening Date



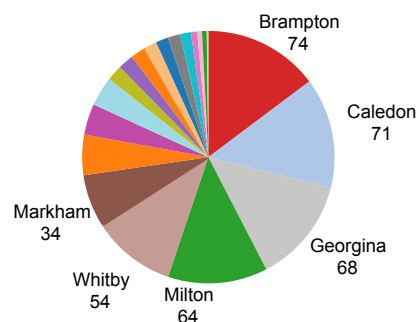
Sales by Product Type



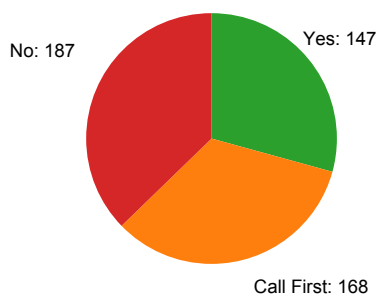
Sales by Region



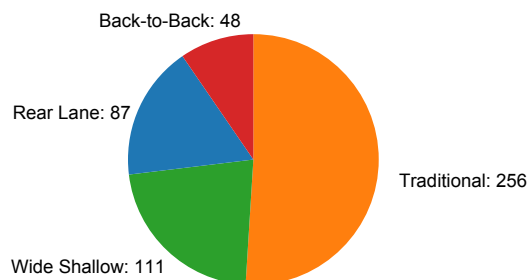
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



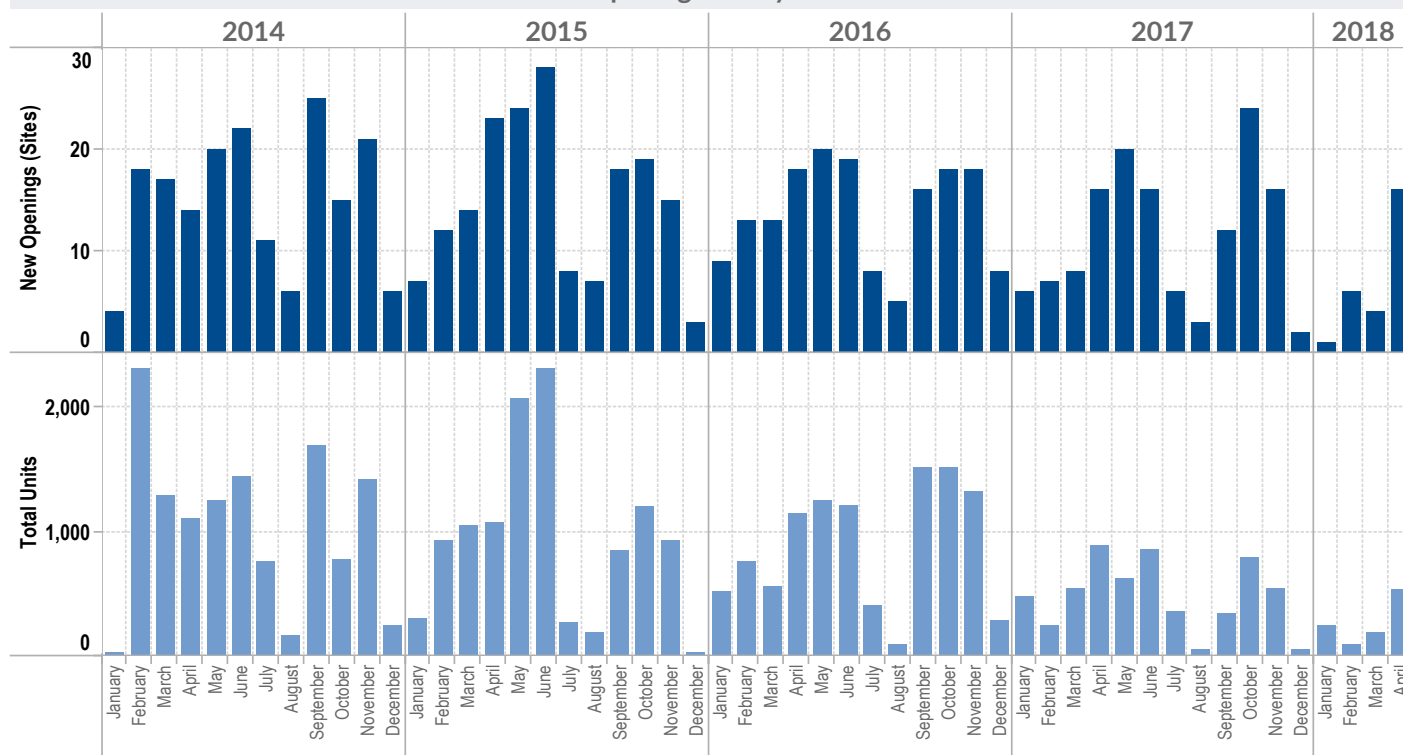
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Abbey Lane Towns - Poetry Living	Freehold	Markham	4/7/2018	33	30	3	\$451
Enclaves of Cawkers Creek - CedarOak Homes	Freehold	Scugog	4/7/2018	28	3	25	\$315
Georgina Heights - Treasure Hill	Freehold	Georgina	4/7/2018	65	37	28	\$287
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Condominium	Milton	4/7/2018	46	21	25	\$355
Origins - Deco Homes	Freehold	Brampton	4/7/2018	19	13	6	\$375
Origins - Opus Homes	Freehold	Brampton	4/7/2018	35	12	23	\$371
Simcoe Landing - Aspen Ridge Homes	Freehold	Georgina	4/7/2018	31	1	30	\$292
Neighbourhoods of Mount Pleasant - Townwood Homes	Freehold	Brampton	4/14/2018	69	0	69	\$288
Jade Garden - Primont Homes	Freehold	Markham	4/21/2018	33	0	33	\$405
Kingsview Ridge - Treasure Hill	Freehold	Oshawa	4/21/2018	77	15	62	\$362
Lotus Pointe - Starlane Homes	Freehold	Caledon	4/21/2018	34	25	9	\$335
Pathways Caledon East - CountryWide Homes	Freehold	Caledon	4/21/2018	1	1	0	
South Aurora - Ballymore Homes	Freehold Commo..	Aurora	4/21/2018	40	17	23	\$402
Whitby Meadows - Deco Homes	Freehold	Whitby	4/21/2018	4	3	1	\$352
Whitby Meadows - Opus Homes	Freehold	Whitby	4/21/2018	6	1	5	\$352
Royal Collection at the Ravines of Credit Woods - Stanford Homes	Freehold	Brampton	4/28/2018	15	4	11	\$348
Grand Total				536	183	353	\$337

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	256	122	68	51									497	34.3%		34.3%	
Great Gulf	24	23	26	35									108	7.5%		41.8%	
Treasure Hill	9	6	3	54									72	5.0%		46.7%	
Country Homes	23	14	9	12									58	4.0%		50.7%	
Paradise Developments	2	0	41	11									54	3.7%		54.5%	
Starlane Homes			0	48									48	3.3%		57.8%	
Fieldgate Homes	1	1	34	6									42	2.9%		60.7%	
Poetry Living				30									30	2.1%		62.7%	
Minto Developments	9	8	7	5									29	2.0%		64.7%	
Tribute Communities	1	1	19	8									29	2.0%		66.7%	
Conservatory Group	4	6	10	8									28	1.9%		68.7%	
Deco Homes	3	3	2	16									24	1.7%		70.3%	
Digreen Homes	0	0	0	22									22	1.5%		71.8%	
Mosaik Homes	0	1	12	8									21	1.4%		73.3%	
Opus Homes	3	2	1	15									21	1.4%		74.7%	
LIV Communities	1	3	9	5									18	1.2%		76.0%	
Tiffany Park Homes	2	4	3	9									18	1.2%		77.2%	
Ballymore Homes	0	0	0	17									17	1.2%		78.4%	
Lakeview Homes	0	9	5	1									15	1.0%		79.4%	
Sierra Building Group	3	1	1	10									15	1.0%		80.5%	
GreenYork Homes	0	7	5	2									14	1.0%		81.4%	
Greystone Homes	0	0	0	14									14	1.0%		82.4%	
	380	257	310	502									1,449				

Top Builders - Last 12 Months

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

Builder	2017								2018				Total	Market Share		Cum. Mkt. Share	
	May	June	July	August	September	October	November	December	January	February	March	April		%		%	
Mattamy Homes	28	1	32	67	149	58	59	36	256	122	68	51	927	22.9%		22.9%	
Great Gulf	7	6	3	2	12	54	9	6	24	23	26	35	207	5.1%		28.0%	
Fieldgate Homes	6	56	0	0	13	67	10	1	1	1	34	6	195	4.8%		32.8%	
Paradise Developments	10	1	0	0	20	59	3	1	2	0	41	11	148	3.7%		36.5%	
Treasure Hill	17	0	0	0	4	37	3	0	9	6	3	54	133	3.3%		39.8%	
Country Homes							44	23	23	14	9	12	125	3.1%		42.9%	
Brookfield Residential	47	45	0	0	13	6	2	0	0	0	0	1	114	2.8%		45.7%	
Minto Developments	0	0	6	5	15	14	22	18	9	8	7	5	109	2.7%		48.4%	
Opus Homes		45	0	0	0	20	11	0	3	2	1	15	97	2.4%		50.8%	
Conservatory Group	3	8	7	9	10	13	15	3	4	6	10	8	96	2.4%		53.1%	
Arista Homes	2	52	0	0	0	23	6	0	1	0	0	10	94	2.3%		55.5%	
Deco Homes		46	0	0	0	13	7	0	3	3	2	16	90	2.2%		57.7%	
Remington Homes	41	16	3	2	1	3	8	2	6	2	0	4	88	2.2%		59.9%	
CountryWide Homes	49	15	0	2	1	3	2	0	0	1	5	4	82	2.0%		61.9%	
Aspen Ridge Homes		47	0	0	21	4	0	0	0	1	0	4	77	1.9%		63.8%	
Poetry Living	14	4	0	1	2	4	7	12				30	74	1.8%		65.6%	
Sierra Building Group	43	3	0	0	2	0	9	1	3	1	1	10	73	1.8%		67.4%	
TowerHill Homes		50			16	1	1	0	0	0	2	0	70	1.7%		69.1%	
i2 Developments Inc.	23	42	0	0	0	0	0	0	0	0	3	0	68	1.7%		70.8%	
Tribute Communities	9	9	9	3	0	0	0	0	1	1	19	8	59	1.5%		72.3%	
Pemberton Group	0	0	0	1	28	9	7	0	5	2	1	2	55	1.4%		73.6%	
IDR Developments Inc.						24	15	3	2	2	3	4	53	1.3%		75.0%	
	510	514	118	114	351	493	354	145	380	257	310	502	4,048				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 April
Lotus Pointe - Starlane Homes	Caledon	Detached	36'	1
			38'	23
			43'	24
		Total		48
Georgina Heights - Treasure Hill	Georgina	Detached	40'	25
			50'	12
		Total		37
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	7
			36'	5
			43'	2
		Townhouse	20'	4
			21'	17
		Total		35
Abbey Lane Towns - Poetry Living	Markham	Townhouse	19'	30
				30
Stowmarket Springs - Digreen Homes	Caledon	Detached	36'	22
				22
South Aurora - Ballymore Homes	Aurora	Detached	38'	17
				17
Arbor Peaks - Great Gulf	Milton	Detached	31'	1
			36'	10
			45'	4
		Semi Detached	26'	1
				16
Kingsview Ridge - Treasure Hill	Oshawa	Detached	30'	3
			36'	9
			40'	3
		Total		15
Origins - Opus Homes	Brampton	Detached	30'	1
		Semi Detached	25'	1
		Townhouse	20'	1
			21'	11
		Total		14
Simcoe Landing - Greystone Homes	Georgina	Detached	36'	4
			40'	2
			45'	5
		Townhouse	25'	3
				14
Origins - Deco Homes	Brampton	Detached	30'	0
			38'	0
		Semi Detached	25'	0
			20'	6
		Townhouse	21'	7
				13

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	April 2018					April 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	8		1	1	10	0			13	13
	Brock	0				0	0				0
	Clarington	6	0	0	2	8	142	3	3	44	192
	Oshawa	18		0	2	20	15		0	114	129
	Pickering	1			7	8				0	0
	Scugog	1	2			3					
	Uxbridge	0			0	0	0				0
	Whitby	33		5	16	54	0	3		0	3
	Total	67	2	6	28	103	157	6	3	171	337
Halton	Burlington				0	0	0		8	0	8
	Halton Hills	3				3	3			0	3
	Milton	29		11	24	64	2		5	28	35
	Oakville	1			7	8	35			20	55
	Total	33		11	31	75	40		13	48	101
Peel	Brampton	22		13	39	74	266		43	56	365
	Caledon	71		0	0	71	21				21
	Mississauga	1		0	6	7	2			55	57
	Total	94		13	45	152	289		43	111	443
Toronto	Etobicoke	0			0	0				7	7
	North York	1			0	1	1			1	2
	Scarborough						0		0	37	37
	Toronto				10	10			0	4	4
	Total	1			10	11	1		0	49	50
York	Aurora	18			1	19	14			23	37
	East Gwillimbury	9		0	1	10	29			4	33
	Georgina	65			3	68				0	0
	King	0				0	0			0	0
	Markham	0			34	34	11	0		24	35
	Newmarket	0	0		0	0	0	0		54	54
	Richmond Hill	1		0	3	4	59			82	141
	Vaughan	6		0	20	26	29			149	178
	Whitchurch-Stouffville	0			0	0	40			1	41
	Total	99	0	0	62	161	182	0		337	519
Grand Total		294	2	30	176	502	669	6	59	716	1450

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	30		6	11	47	74		12	38	124
	Brock	0				0	3				3
	Clarington	76	1	1	27	105	121	11	6	137	275
	Oshawa	68		0	23	91	148		26	44	218
	Pickering	162			83	245	107			129	236
	Scugog	9	2			11	28	14			42
	Uxbridge	0			6	6	9			49	58
	Whitby	289	0	14	241	544	264		16	70	350
	Total	634	3	21	391	1,049	754	25	60	467	1,306
Halton	Burlington	3		0	8	11				9	9
	Halton Hills	8			3	11	37				37
	Milton	292		72	180	544	88		58	61	207
	Oakville	66			262	328	84			62	146
	Total	369		72	453	894	209		58	132	399
Peel	Brampton	267		57	230	554	306		143	367	816
	Caledon	216		0	9	225	98		18	22	138
	Mississauga	3		5	45	53	5		39	68	112
	Total	486		62	284	832	409		200	457	1,066
Toronto	Etobicoke	16			16	32	20			13	33
	North York	19			16	35	1			59	60
	Scarborough	1		0	1	2					
	Toronto			1	60	61				6	6
	Total	36		1	93	130	21			78	99
York	Aurora	51			2	53	184			36	220
	East Gwillimbury	38		4	10	52	76		8	18	102
	Georgina	71			4	75	99			28	127
	King	5				5	14				14
	Markham	10			165	175	12			220	232
	Newmarket	0	0		8	8	11	5		6	22
	Richmond Hill	137		33	257	427	90		23	211	324
	Vaughan	168		7	129	304	191		11	189	391
	Whitchurch-Stouffville	14			30	44	34			3	37
	Total	494	0	44	605	1,143	711	5	42	711	1,469
Grand Total	2,019	3	200	1,826	4,048	2,104	30	360	1,845	4,339	

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