



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of June 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-18		Jun-17		Change
High Rise	2,079		5,290		-60.7%
Low Rise	421		522		-19.3%
Total	2,500		5,812		-57.0%
Year to Date Sales	Jan.-Jun. 2018		Jan.-Jun. 2017		Y/Y Change
High Rise	9,853		22,808		-56.8%
Low Rise	2,166		6,043		-64.2%
Total	12,019		28,851		-58.3%
Year to Date Supply	Jan.-Jun. 2018		Jan.-Jun. 2017		Y/Y Change
High Rise	11,253		19,420		-42.1%
Low Rise	3,280		6,104		-46.3%
Total	14,533		25,524		-43.1%
Year to Date Completions	Jan.-Jun. 2018		Jan.-Jun. 2017		Y/Y Change
High Rise	8,070		7,573		6.6%
Remaining Inventory	Jun-18	May-18	Jun-17	M/M Change	Y/Y Change
High Rise	10,335	9,701	7,673	6.5%	34.7%
Low Rise	4,848	4,496	1,938	7.8%	150.2%
Total	15,183	14,197	9,611	6.9%	58.0%
Benchmark Price	Jun-18	May-18	Jun-17	M/M Change	Y/Y Change
High Rise	\$774,554	\$758,370	\$627,000	2.1%	23.5%
Low Rise	\$1,132,957	\$1,144,191	\$1,250,262	-1.0%	-9.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	14	304	253	178	
High Rise Units	2,688	74,948	63,071	42,345	
% Sold*	52%	86%	95%	83%	
Low Rise Projects	7	233			
Low Rise Units	196	36,846			
% Sold*	35%	60%			

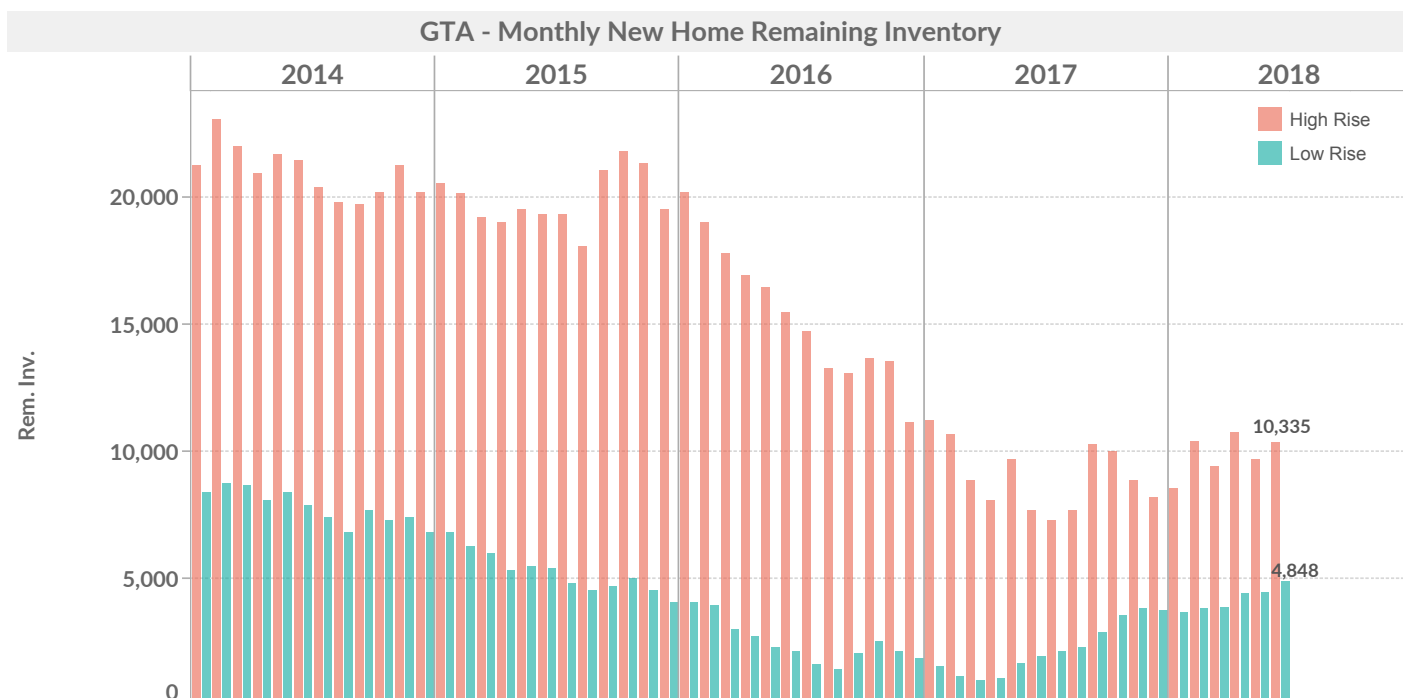
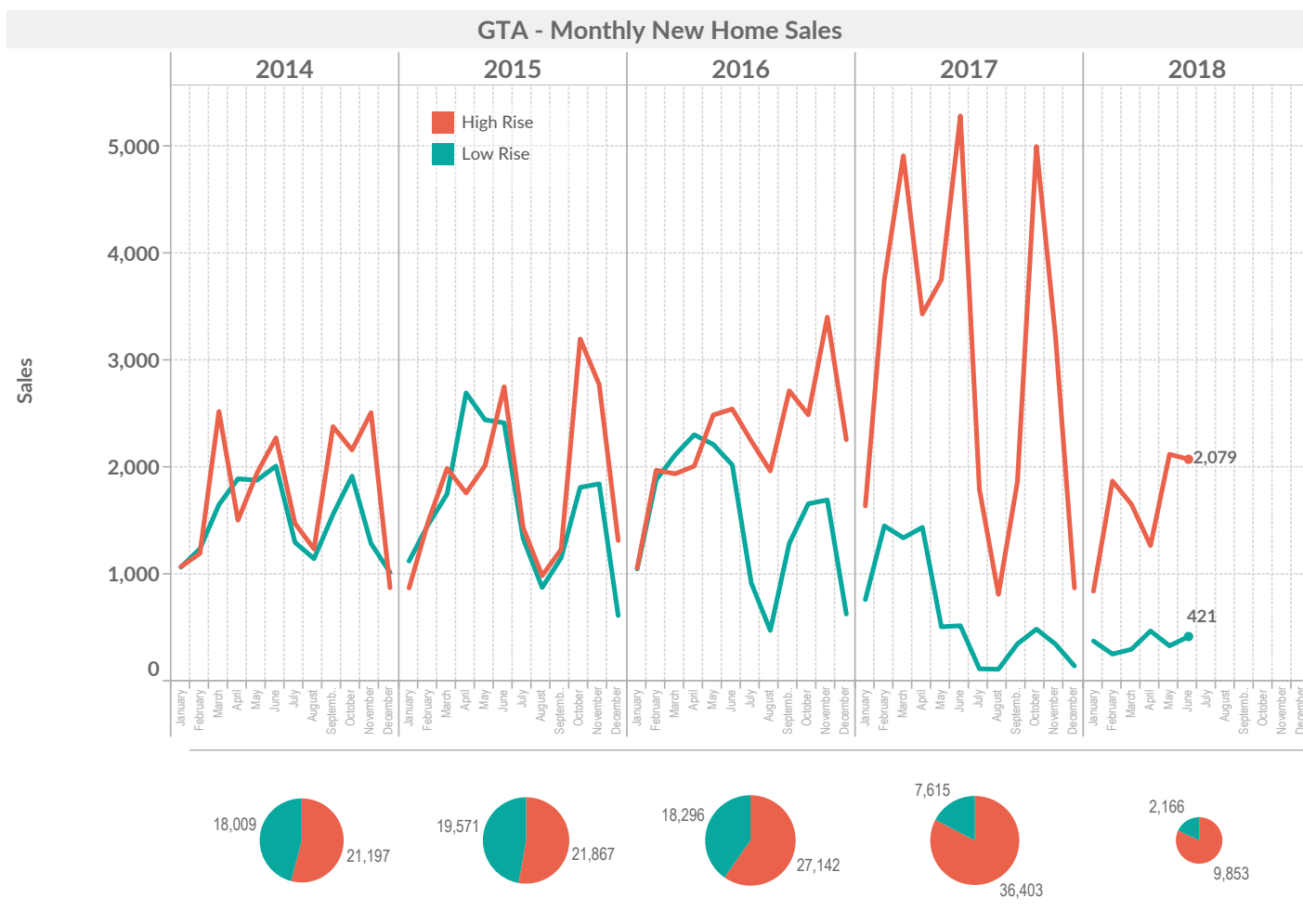
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

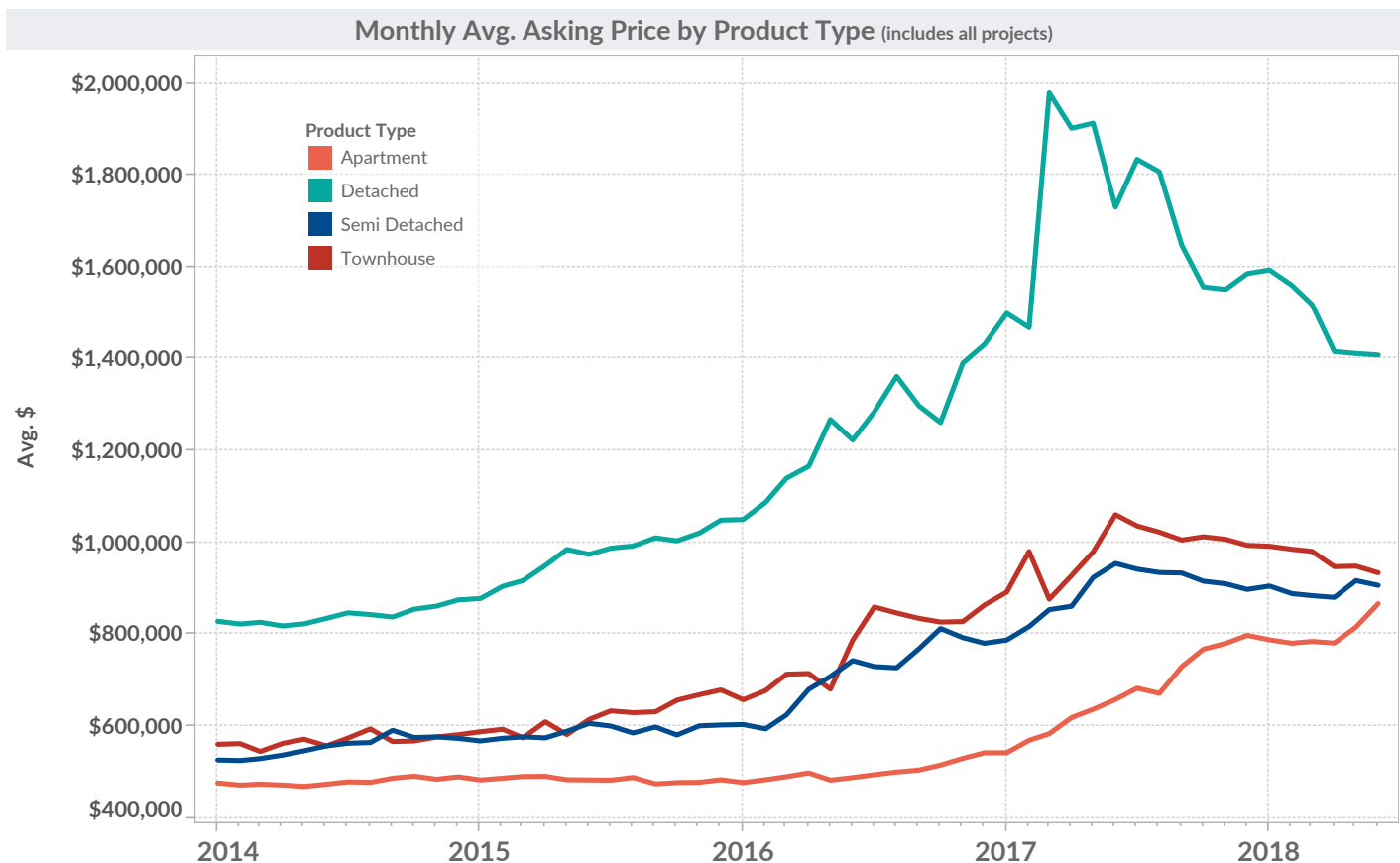
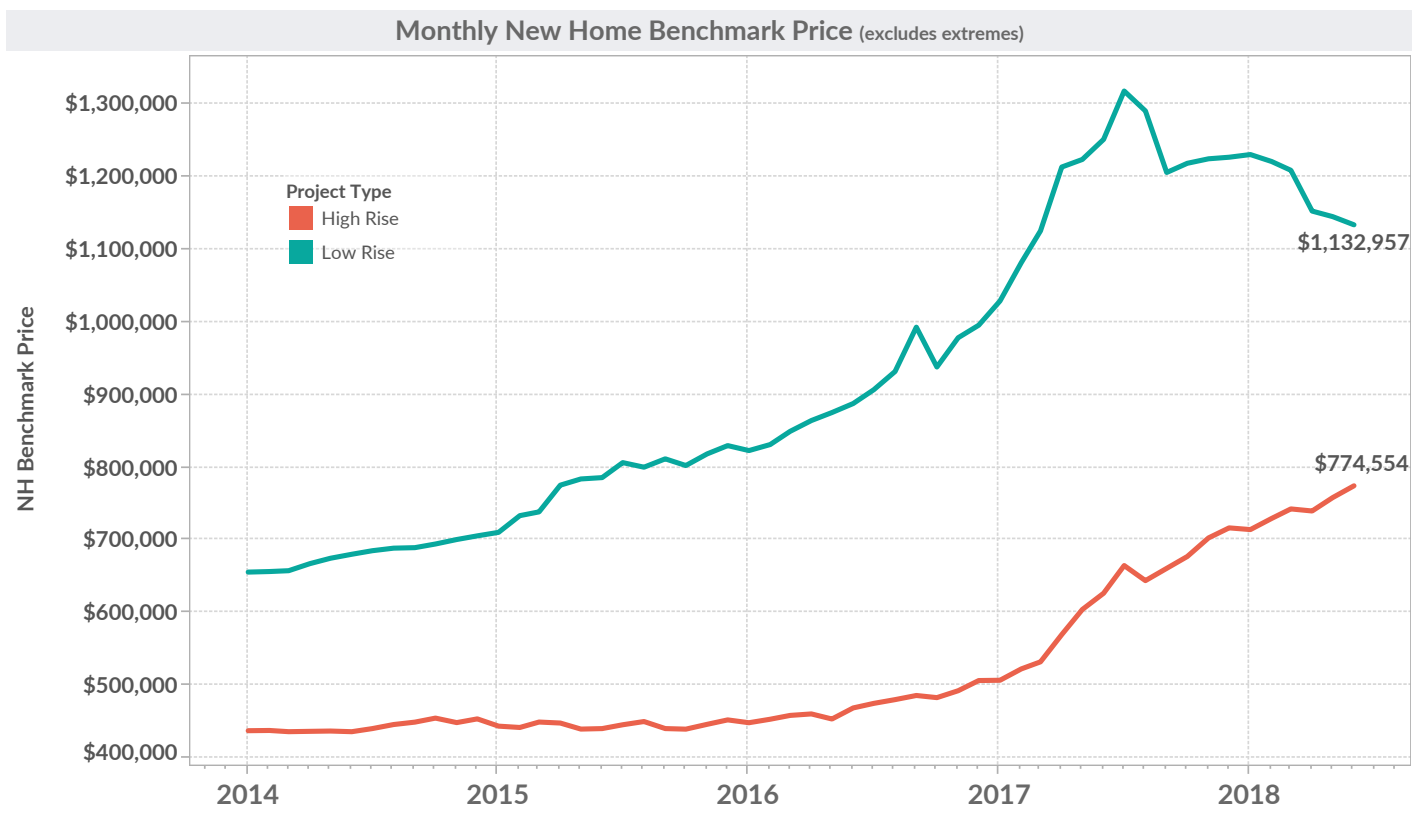
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

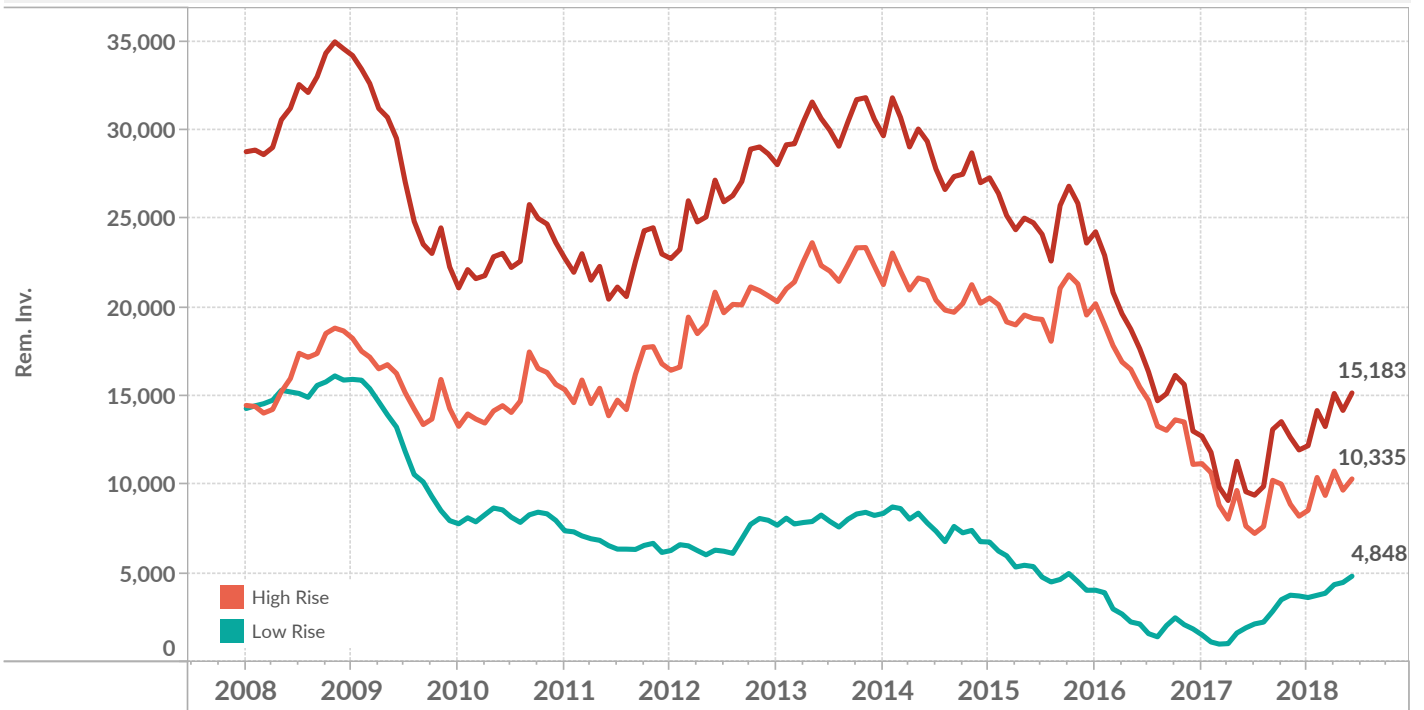


Pricing

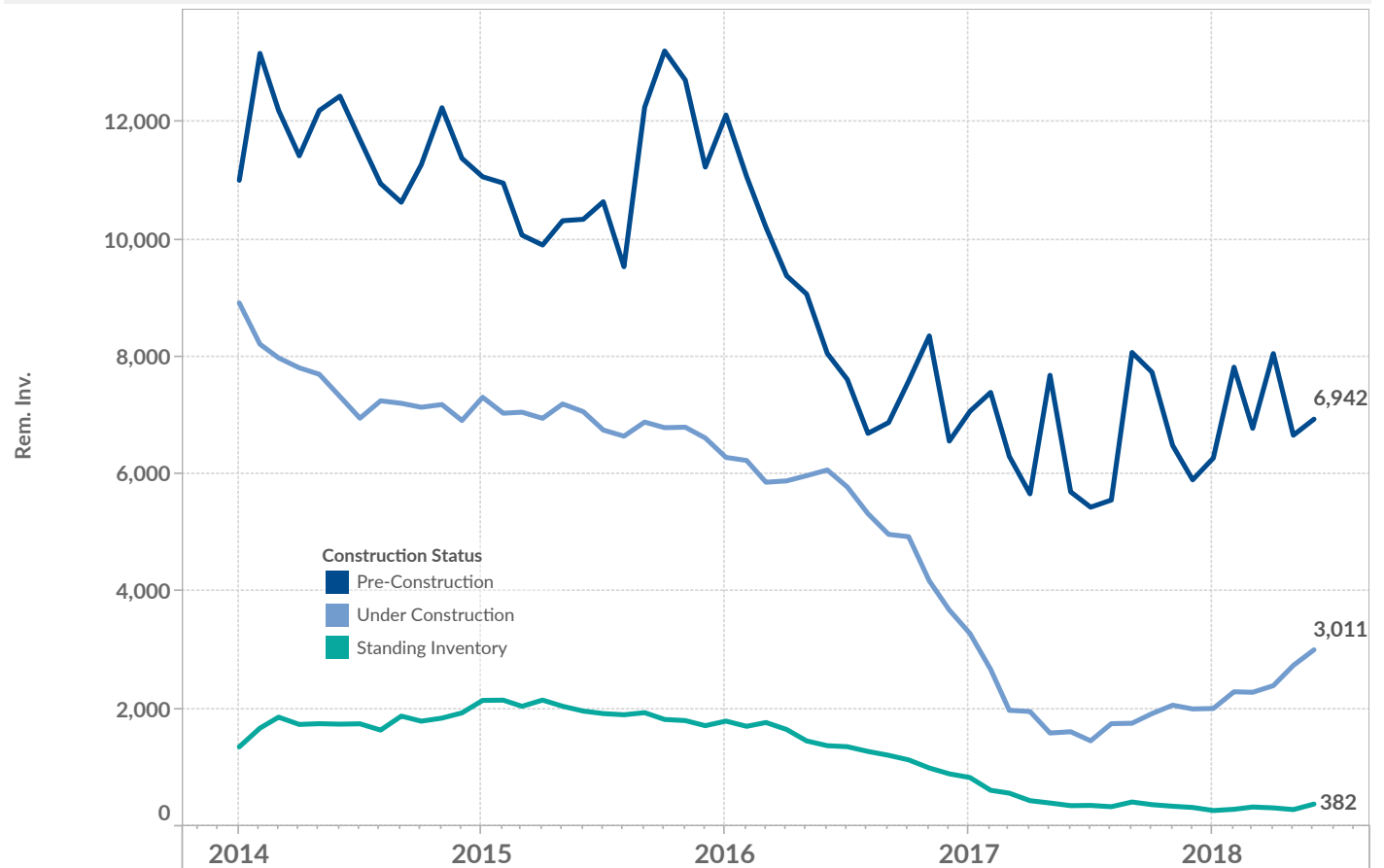


Remaining Inventory

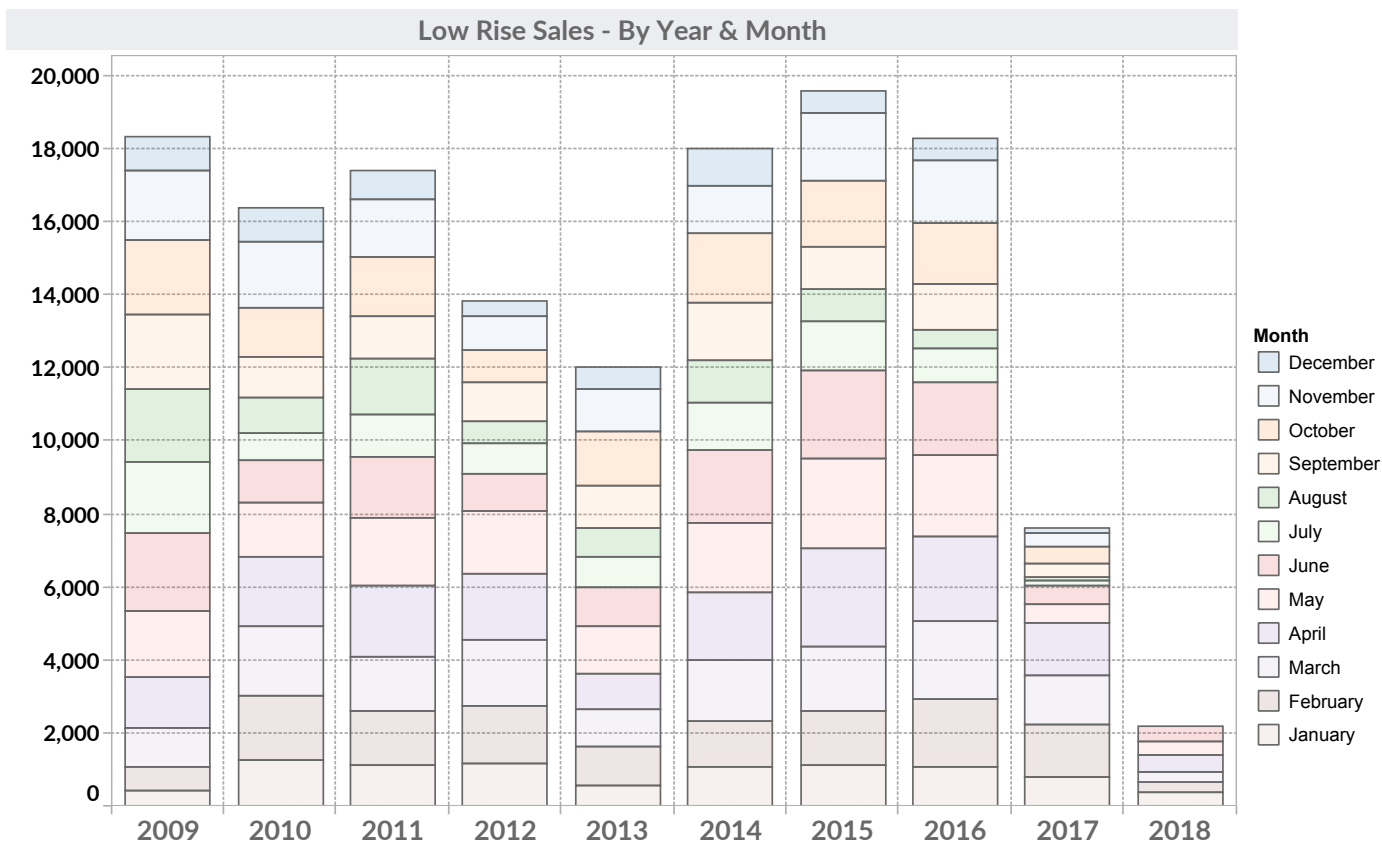
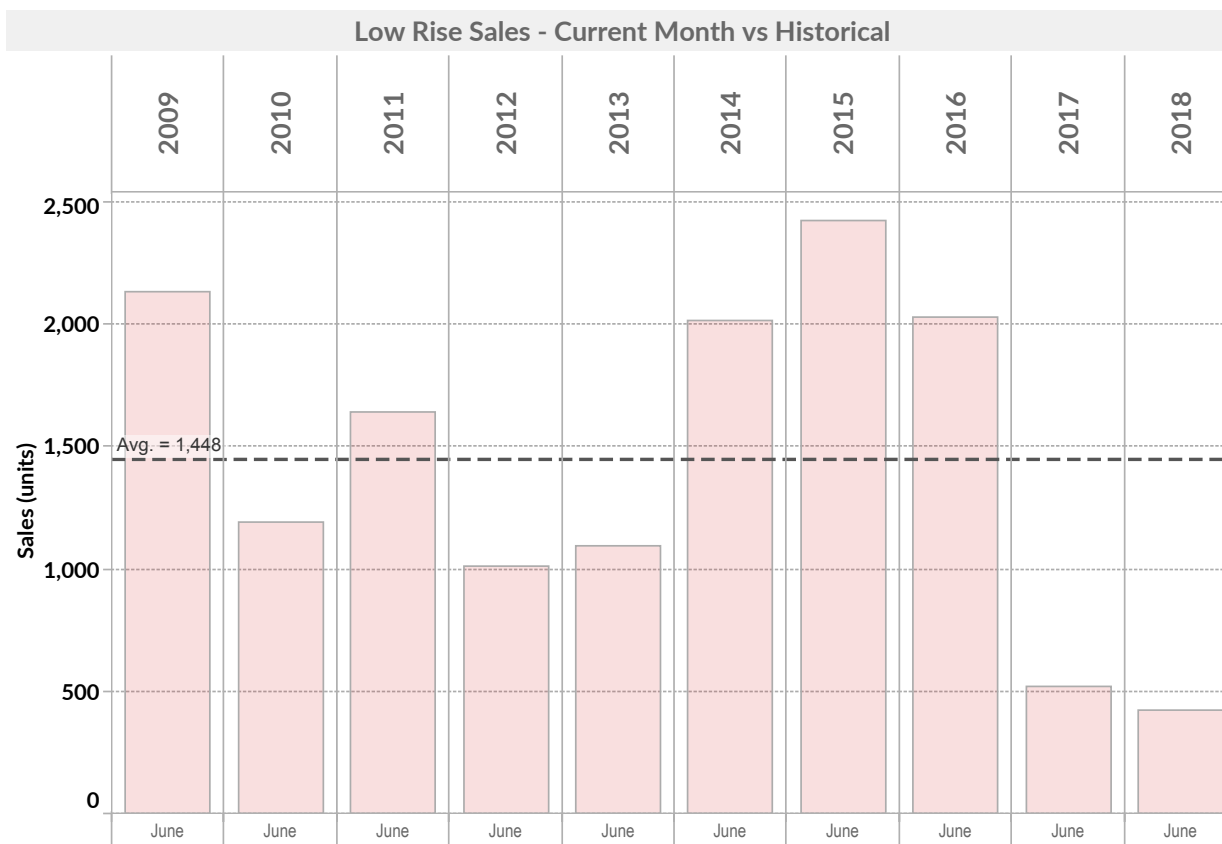
GTA - Monthly New Home Remaining Inventory



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

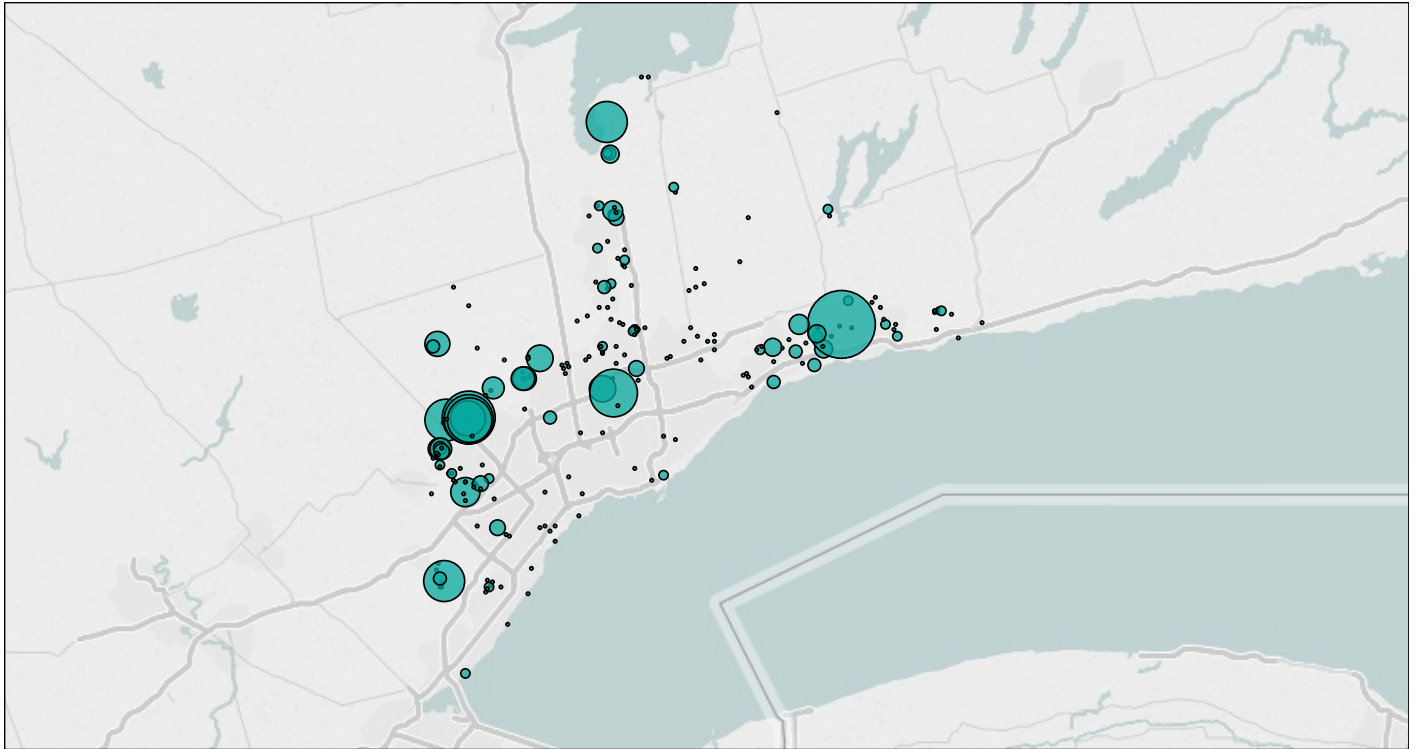


Historical Sales Comparison

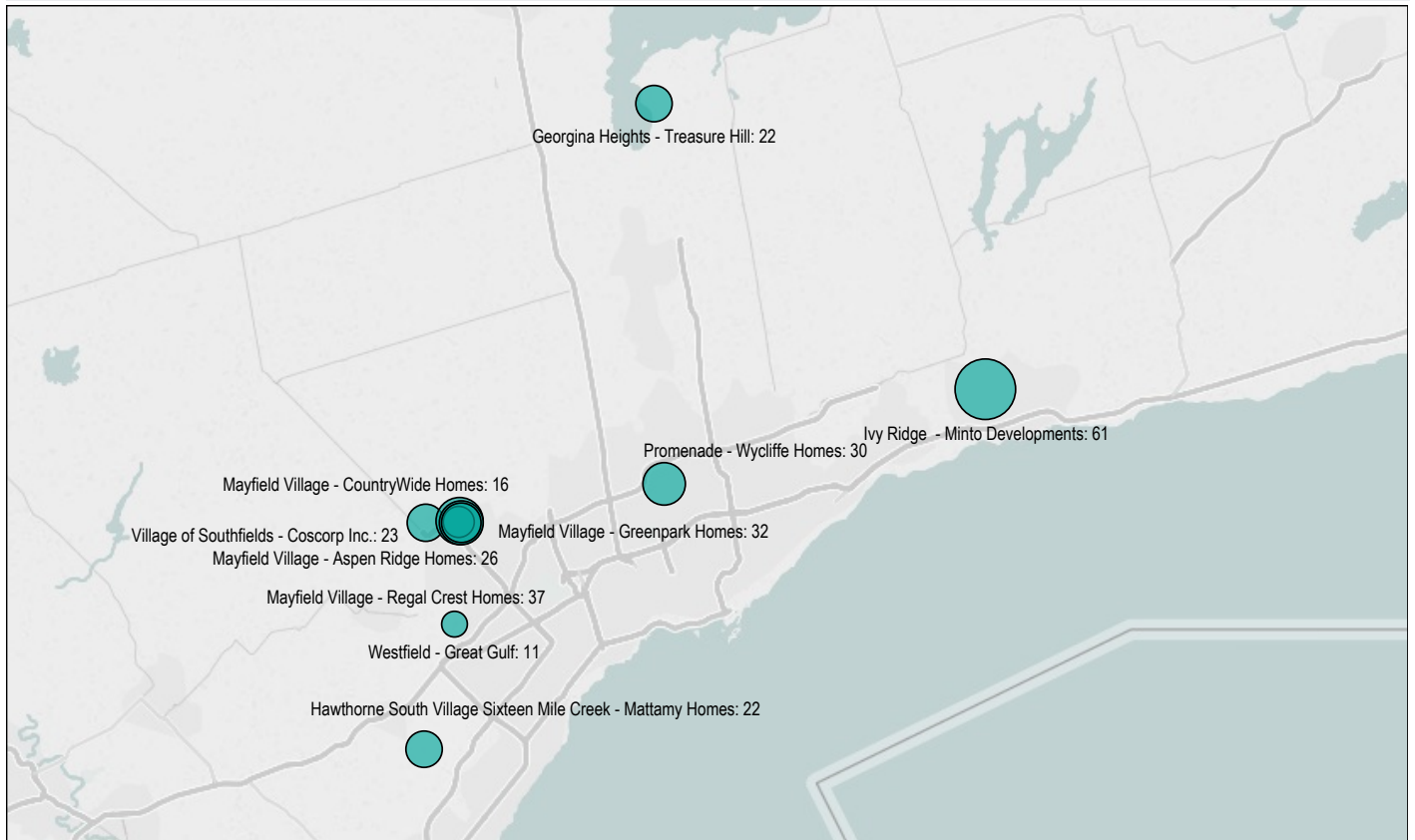


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



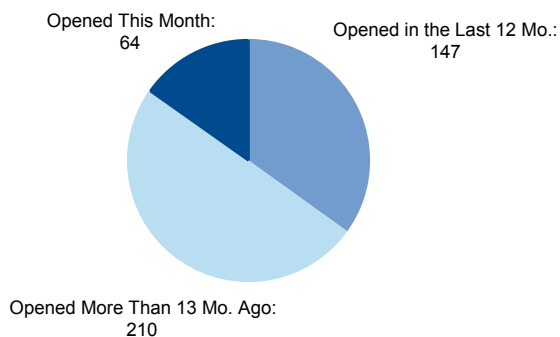
GTA - Top Sites by Current Month Sales



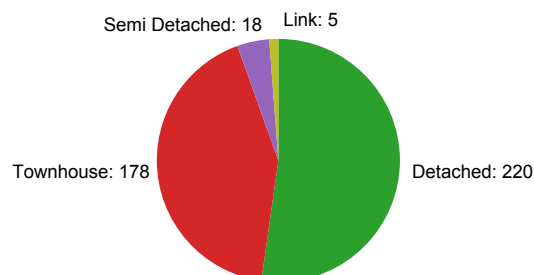
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

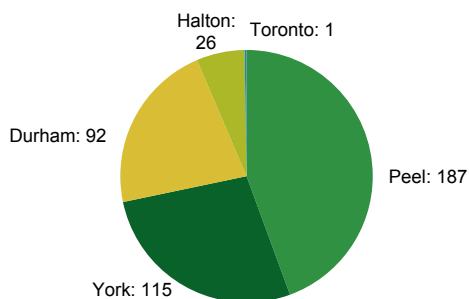
Sales by Opening Date



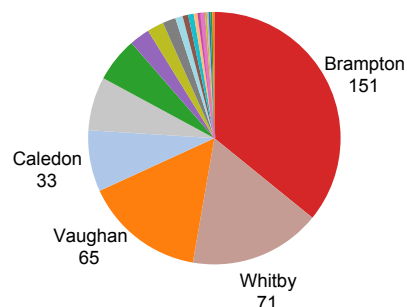
Sales by Product Type



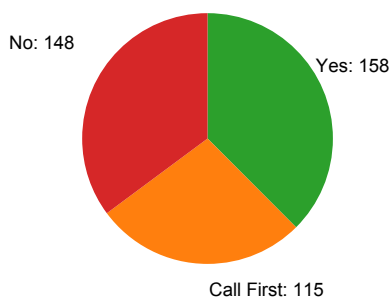
Sales by Region



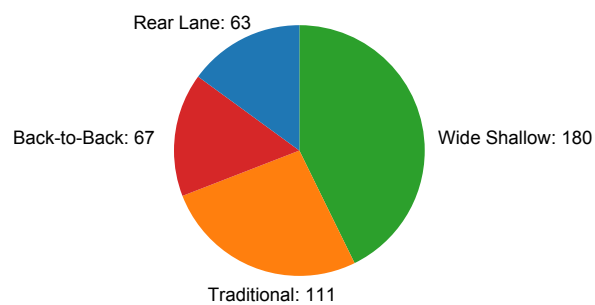
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



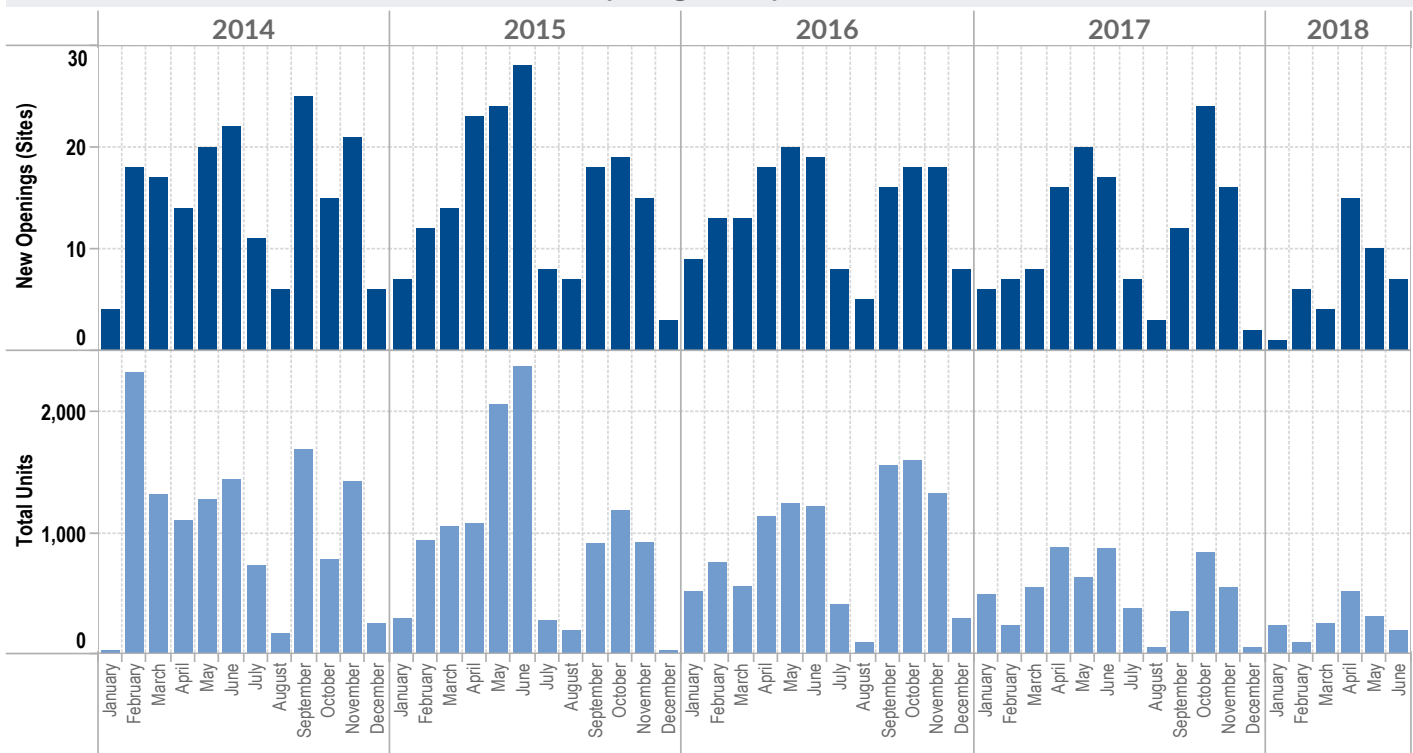
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Castlewoods Estates - First View Homes	Freehold	Whitchurch-Stouf..	6/2/2018	15	0	15	\$462
Ivy Ridge - Minto Developments	Freehold	Whitby	6/9/2018	82	58	24	\$316
Gracefields - Lindvest	Freehold Common Element	Clarington	6/16/2018	14	0	14	\$280
Anchor Woods - Regal Crest Homes	Freehold	East Gwillimbury	6/23/2018	38	1	37	\$311
Anchor Woods - Rosehaven Homes	Freehold	East Gwillimbury	6/23/2018	12	0	12	\$399
Fairway Collection at Deer Creek - Coughlan Homes and Grand Homes	Freehold	Ajax	6/23/2018	27	5	22	\$672
Origins - Deco Homes	Freehold	Brampton	6/23/2018	8	0	8	\$394
Grand Total				196	64	132	\$444

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	67	51	17	36							550	25.4%		25.4%	
Great Gulf	24	22	26	34	26	13							145	6.7%		32.1%	
Paradise Developments	2	0	41	9	36	7							95	4.4%		36.5%	
Treasure Hill	9	6	3	48	5	24							95	4.4%		40.9%	
Minto Developments	9	8	7	5	2	61							92	4.2%		45.1%	
Fieldgate Homes	1	1	34	14	16	13							79	3.6%		48.8%	
Country Homes	23	14	9	12	2	0							60	2.8%		51.5%	
Starlane Home Corporation			0	47	11	0							58	2.7%		54.2%	
CountryWide Homes	0	1	5	4	8	25							43	2.0%		56.2%	
Conservatory Group	4	6	8	7	13	1							39	1.8%		58.0%	
Aspen Ridge Homes	0	1	0	4	3	30							38	1.8%		59.7%	
Opus Homes	3	2	1	15	10	7							38	1.8%		61.5%	
Regal Crest Homes	0	0	0	0	0	38							38	1.8%		63.3%	
Tribute Communities	1	1	16	8	7	5							38	1.8%		65.0%	
Greenpark Homes	0	0	0	0	0	37							37	1.7%		66.7%	
Poetry Living				30	3								33	1.5%		68.2%	
Wycliffe Homes					0	30							30	1.4%		69.6%	
Nascent Developments					26	0							26	1.2%		70.8%	
Deco Homes	2	3	2	15	1	2							25	1.2%		72.0%	
LIV Communities	1	3	9	5	3	3							24	1.1%		73.1%	
Coscorp Inc.						23							23	1.1%		74.1%	
Hallett Homes					20	3							23	1.1%		75.2%	
	379	257	302	473	334	421							2,166				

Top Builders - Last 12 Months

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

Builder	2017						2018						Total	Market Share		Cum. Mkt. Share	
	July	August	September	October	November	December	January	February	March	April	May	June		%		%	
Mattamy Homes	32	67	149	58	59	36	257	122	67	51	17	36	951	25.4%		25.4%	
Great Gulf	3	2	12	53	9	6	24	22	26	34	26	13	230	6.2%		31.6%	
Paradise Developments	0	0	20	59	3	1	2	0	41	9	36	7	178	4.8%		36.4%	
Minto Developments	6	5	15	14	22	18	9	8	7	5	2	61	172	4.6%		41.0%	
Fieldgate Homes	0	0	13	67	10	1	1	1	34	14	16	13	170	4.5%		45.5%	
Treasure Hill	0	0	4	37	3	0	9	6	3	48	5	24	139	3.7%		49.2%	
Country Homes					44	23	23	14	9	12	2	0	127	3.4%		52.6%	
Conservatory Group	7	9	10	13	14	2	4	6	8	7	13	1	94	2.5%		55.1%	
Opus Homes	0	0	0	20	11	0	3	2	1	15	10	7	69	1.8%		57.0%	
Aspen Ridge Homes	0	0	21	4	0	0	0	1	0	4	3	30	63	1.7%		58.7%	
Poetry Living	0	1	2	4	7	12				30	3		59	1.6%		60.2%	
Starlane Home Corporation	0								0	47	11	0	58	1.6%		61.8%	
Pemberton Group	0	1	28	9	7	0	5	2	1	3	0	0	56	1.5%		63.3%	
IDR Developments Inc.				24	15	3	2	2	3	4	1	1	55	1.5%		64.8%	
CountryWide Homes	0	2	1	3	2	0	0	1	5	4	8	25	51	1.4%		66.1%	
Regal Crest Homes					13	0	0	0	0	0	0	38	51	1.4%		67.5%	
Tribute Communities	8	3	0	0	0	0	1	1	16	8	7	5	49	1.3%		68.8%	
Deco Homes	0	0	0	13	7	0	2	3	2	15	1	2	45	1.2%		70.0%	
Arista Homes	0	0	0	22	6	0	1	0	0	10	1	1	41	1.1%		71.1%	
Dunpar Homes	0	4	1	6	12	1	2	4	3	0	4	3	40	1.1%		72.2%	
Greenpark Homes	0				3	0	0	0	0	0	0	37	40	1.1%		73.2%	
Lakeview Homes				20	2	0	0	9	5	1	2	0	39	1.0%		74.3%	
	119	115	352	490	350	146	379	257	302	473	334	421	3,738				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 June
Ivy Ridge - Minto Developments	Whitby	Detached	36'	0
			43'	2
		Townhouse	20'	59
		Total		61
Mayfield Village - Regal Crest Homes	Brampton	Detached	32'	5
			38'	22
			45'	9
		Semi Detached	30'	1
		Townhouse	25'	0
		Total		37
Mayfield Village - Greenpark Homes	Brampton	Detached	32'	5
			38'	17
			45'	2
		Link	30'	4
		Townhouse	25'	4
		Total		32
Promenade - Wycliffe Homes	Vaughan	Townhouse	18'	15
			19'	15
		Total		30
Mayfield Village - Aspen Ridge Homes	Brampton	Detached	32'	1
			38'	13
			45'	10
		Semi Detached	30'	2
		Total		26
Village of Southfields - Coscorp Inc.	Caledon	Townhouse	20'	23
			Total	23
Georgina Heights - Treasure Hill	Georgina	Detached	40'	21
			50'	1
		Total		22
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	7
			36'	3
		Townhouse	20'	8
			21'	4
		Total		22
Mayfield Village - CountryWide Homes	Brampton	Detached	32'	2
			38'	5
			45'	4
		Semi Detached	30'	5
		Townhouse	25'	0
		Total		16
Westfield - Great Gulf	Brampton	Detached	34'	2
			38'	4
		Semi Detached	24'	5
			Total	11

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	June 2018					June 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	7		2	0	9	1		0	0	1
	Brock	0				0					
	Clarington	1	0	0	1	2	1	0	0	1	2
	Oshawa	2		0	0	2	0		0	9	9
	Pickering	0			7	7	102			39	141
	Scugog	1	0			1	2				2
	Uxbridge	0			0	0	0				0
	Whitby	10		0	61	71	0			0	0
	Total	21	0	2	69	92	106	0	0	49	155
Halton	Burlington				1	1	0			2	2
	Halton Hills	0				0	0			0	0
	Milton	12		0	12	24	8		0	2	10
	Oakville	0			1	1	3			23	26
	Total	12		0	14	26	11		0	27	38
Peel	Brampton	116	4	16	15	151	16		0	45	61
	Caledon	10		0	23	33	15				15
	Mississauga	0		0	3	3	0		3	10	13
	Total	126	4	16	41	187	31		3	55	89
Toronto	Etobicoke	0			0	0				0	0
	North York	0			0	0	2			0	2
	Scarborough								0	0	0
	Toronto			0	1	1			0	0	0
	Total	0		0	1	1	2		0	0	2
York	Aurora	4			0	4	0			0	0
	East Gwillimbury	4		0	7	11	3		0	0	3
	Georgina	29			0	29	0			0	0
	King	0				0	1				1
	Markham	0			3	3	0			4	4
	Newmarket	0	1		0	1		0		0	0
	Richmond Hill	0		0	2	2	98		29	72	199
	Vaughan	24		0	41	65	14		0	6	20
	Whitchurch-Stouffville	0			0	0	3			8	11
	Total	61	1	0	53	115	119	0	29	90	238
Grand Total		220	5	18	178	421	269	0	32	221	522

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	8	44	94		19	61	174
	Brock	0				0	3				3
	Clarington	54	1	1	30	86	117	12	6	142	277
	Oshawa	43		2	26	71	128		24	86	238
	Pickering	60			62	122	147			111	258
	Scugog	9	4			13	24	19			43
	Uxbridge	0			9	9	9			46	55
	Whitby	299		14	296	609	265		16	82	363
	Total	495	5	23	431	954	787	31	65	528	1,411
Halton	Burlington	1			6	7				5	5
	Halton Hills	6				6	37				37
	Milton	309		69	191	569	64		58	50	172
	Oakville	27			239	266	82			66	148
	Total	343		69	436	848	183		58	121	362
Peel	Brampton	378	4	89	227	698	409	8	129	386	932
	Caledon	115		0	32	147	137		18	56	211
	Mississauga	3		4	36	43	5		37	73	115
	Total	496	4	93	295	888	551	8	184	515	1,258
Toronto	Etobicoke	16			16	32	20			16	36
	North York	5			40	45	1			63	64
	Scarborough	1		0	0	1					
	Toronto			1	62	63			1	4	5
	Total	22		1	118	141	21		1	83	105
York	Aurora	53			2	55	181			37	218
	East Gwillimbury	36		0	18	54	121		77	78	276
	Georgina	105			4	109	95			28	123
	King	3				3	13				13
	Markham	0			157	157	12			201	213
	Newmarket	0	1		9	10	11	4		5	20
	Richmond Hill	31		4	189	224	97		23	205	325
	Vaughan	169		3	112	284	233		11	228	472
	Whitchurch-Stouffville	11			0	11	49			3	52
	Total	408	1	7	491	907	812	4	111	785	1,712
Grand Total		1,764	10	193	1,771	3,738	2,354	43	419	2,032	4,848

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