



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of July 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-18		Jul-17		Change
High Rise	855		1,798		-52.4%
Low Rise	216		117		84.6%
Total	1,071		1,915		-44.1%
Year to Date Sales	Jan.-Jul. 2018		Jan.-Jul. 2017		Y/Y Change
High Rise	10,673		24,602		-56.6%
Low Rise	2,395		6,165		-61.2%
Total	13,068		30,767		-57.5%
Year to Date Supply	Jan.-Jul. 2018		Jan.-Jul. 2017		Y/Y Change
High Rise	11,645		21,429		-45.7%
Low Rise	3,496		6,438		-45.7%
Total	15,141		27,867		-45.7%
Year to Date Completions	Jan.-Jul. 2018		Jan.-Jul. 2017		Y/Y Change
High Rise	9,334		9,176		1.7%
Remaining Inventory	Jul-18	Jun-18	Jul-17	M/M Change	Y/Y Change
High Rise	9,931	10,455	7,270	-5.0%	36.6%
Low Rise	4,853	4,921	2,181	-1.4%	122.5%
Total	14,784	15,376	9,451	-3.9%	56.4%
Benchmark Price	Jul-18	Jun-18	Jul-17	M/M Change	Y/Y Change
High Rise	\$774,759	\$774,554	\$665,041	0.0%	16.5%
Low Rise	\$1,142,574	\$1,132,957	\$1,316,693	0.8%	-13.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	299	266	160	
High Rise Units	331	74,568	65,134	39,415	
% Sold*	47%	87%	95%	83%	
Low Rise Projects	1	235			
Low Rise Units	7	27,895			
% Sold*	0%	83%			

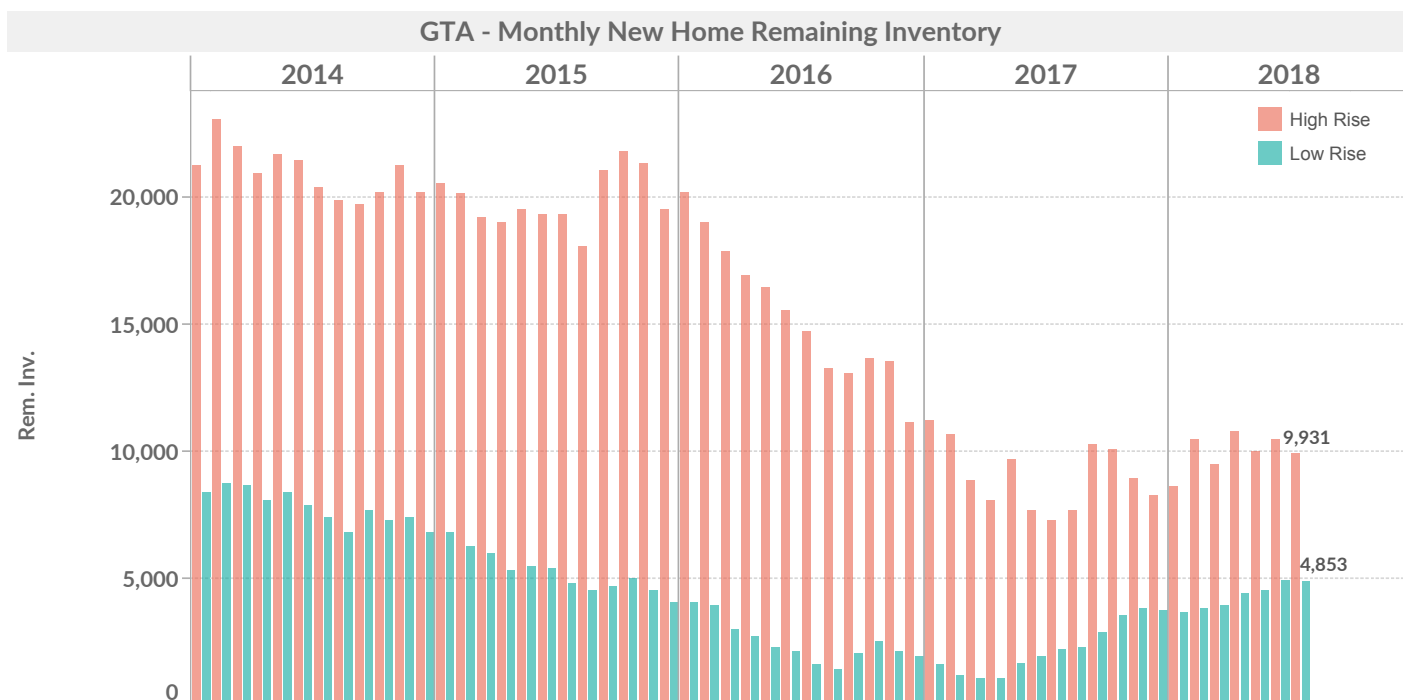
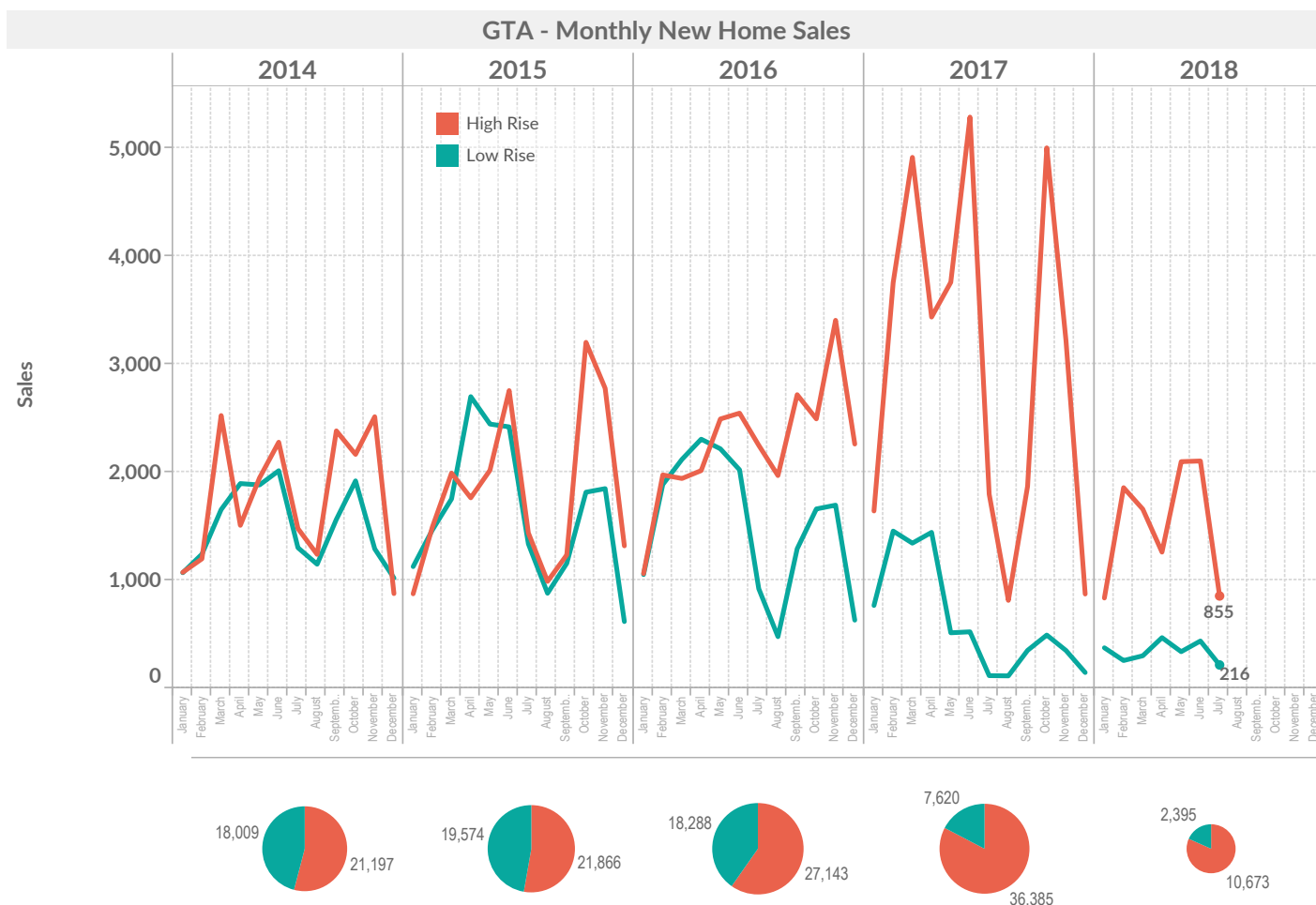
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

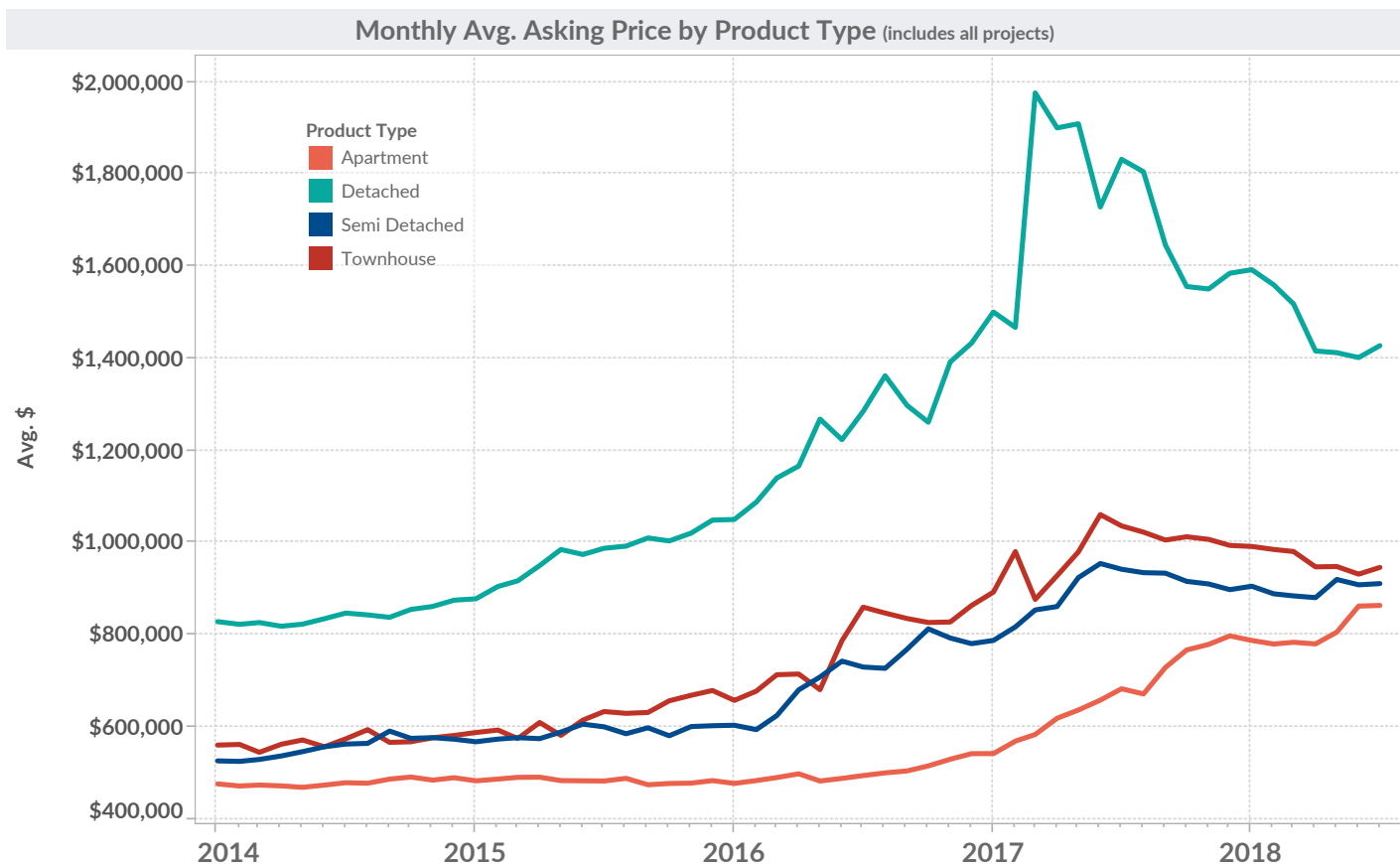
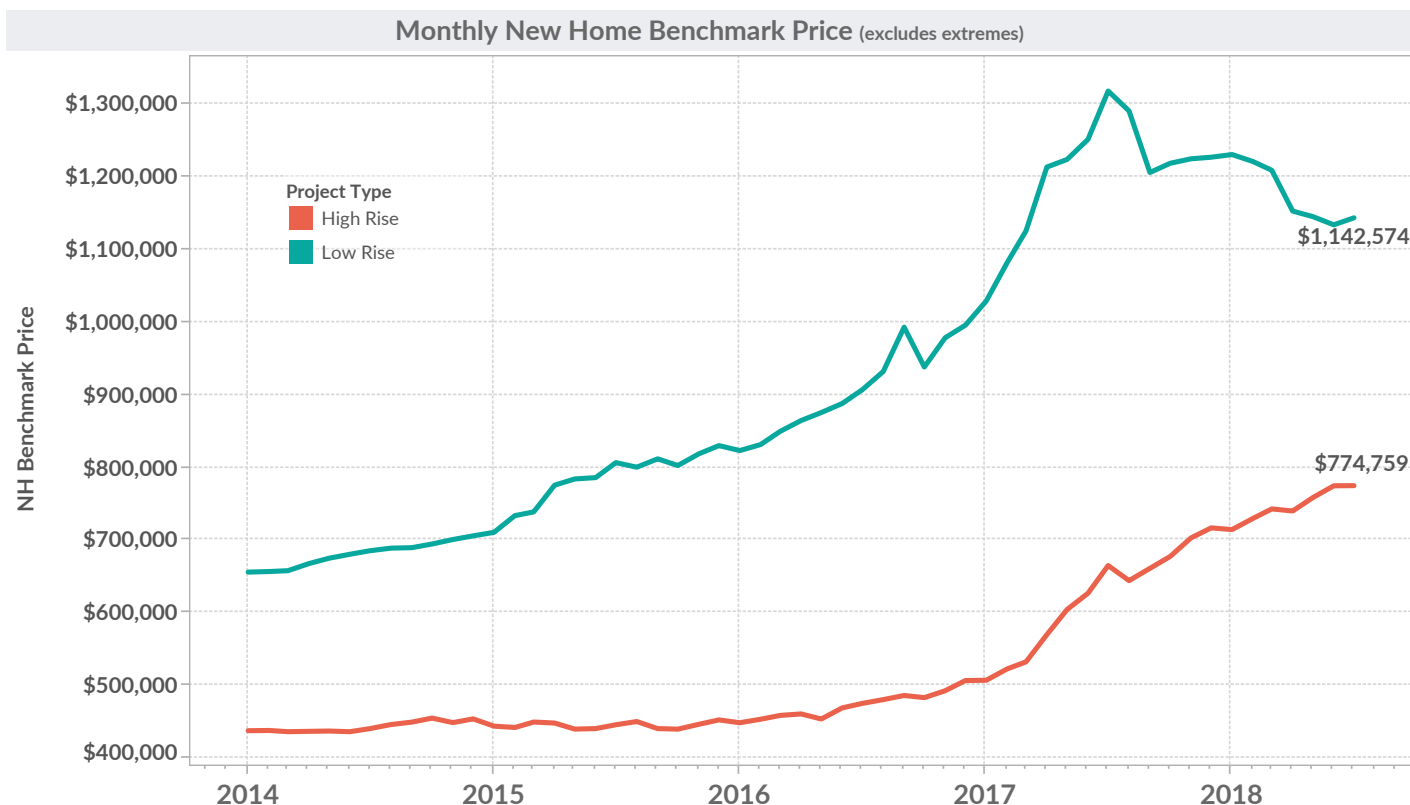
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

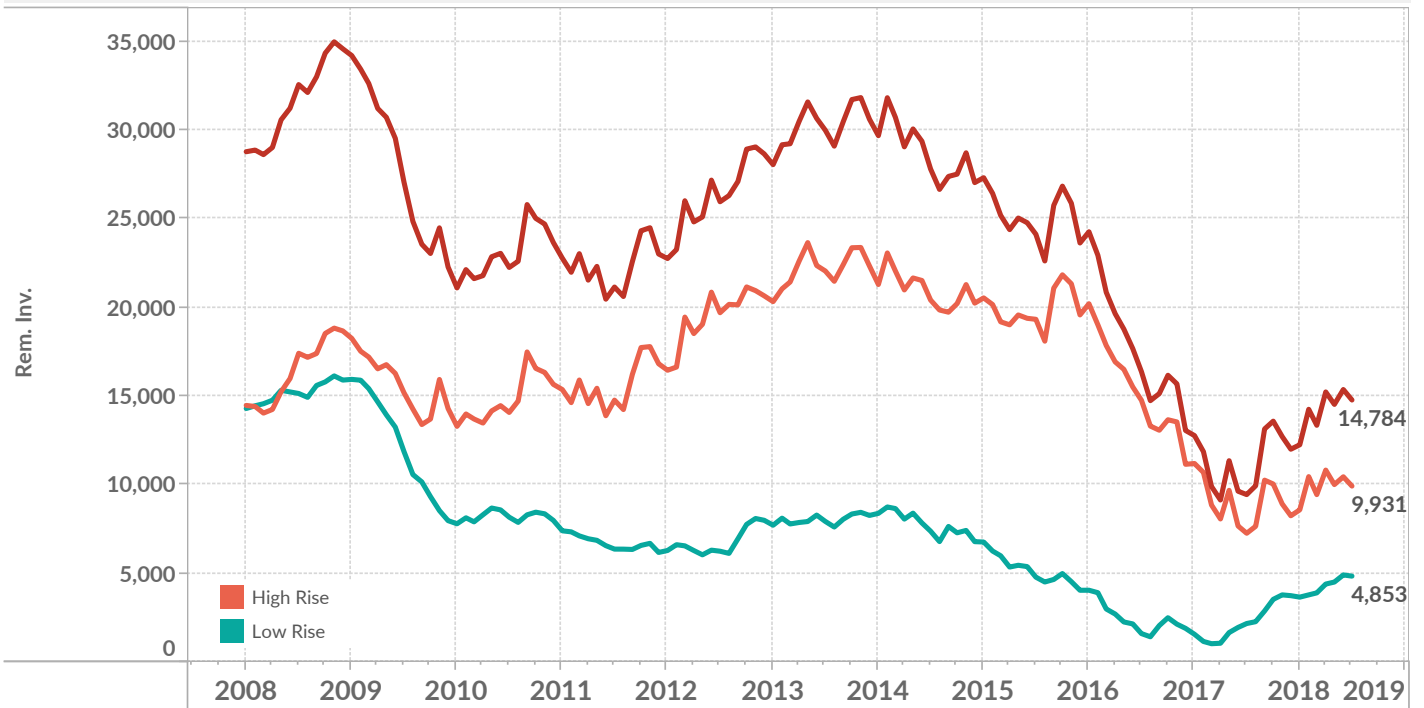


Pricing

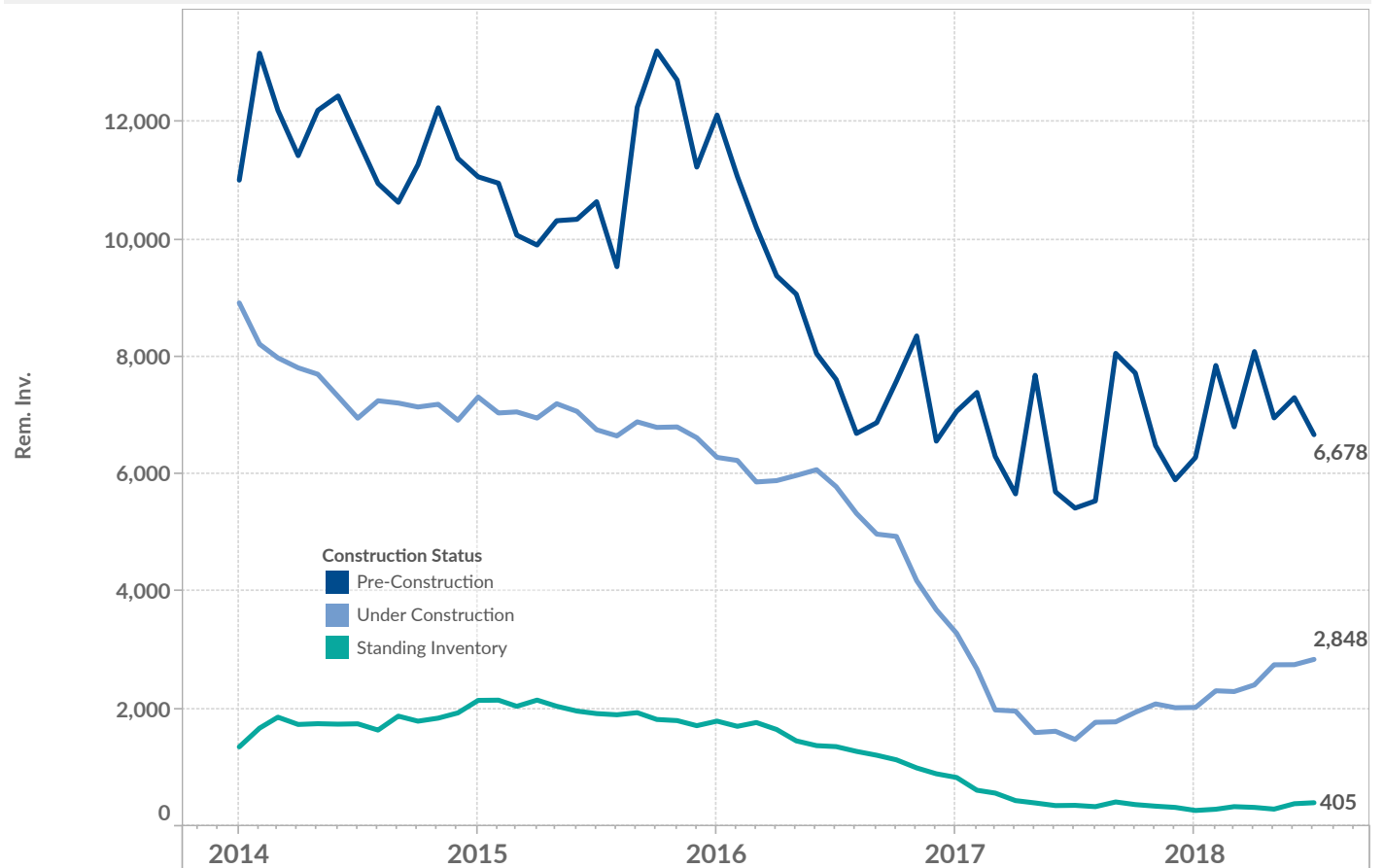


Remaining Inventory

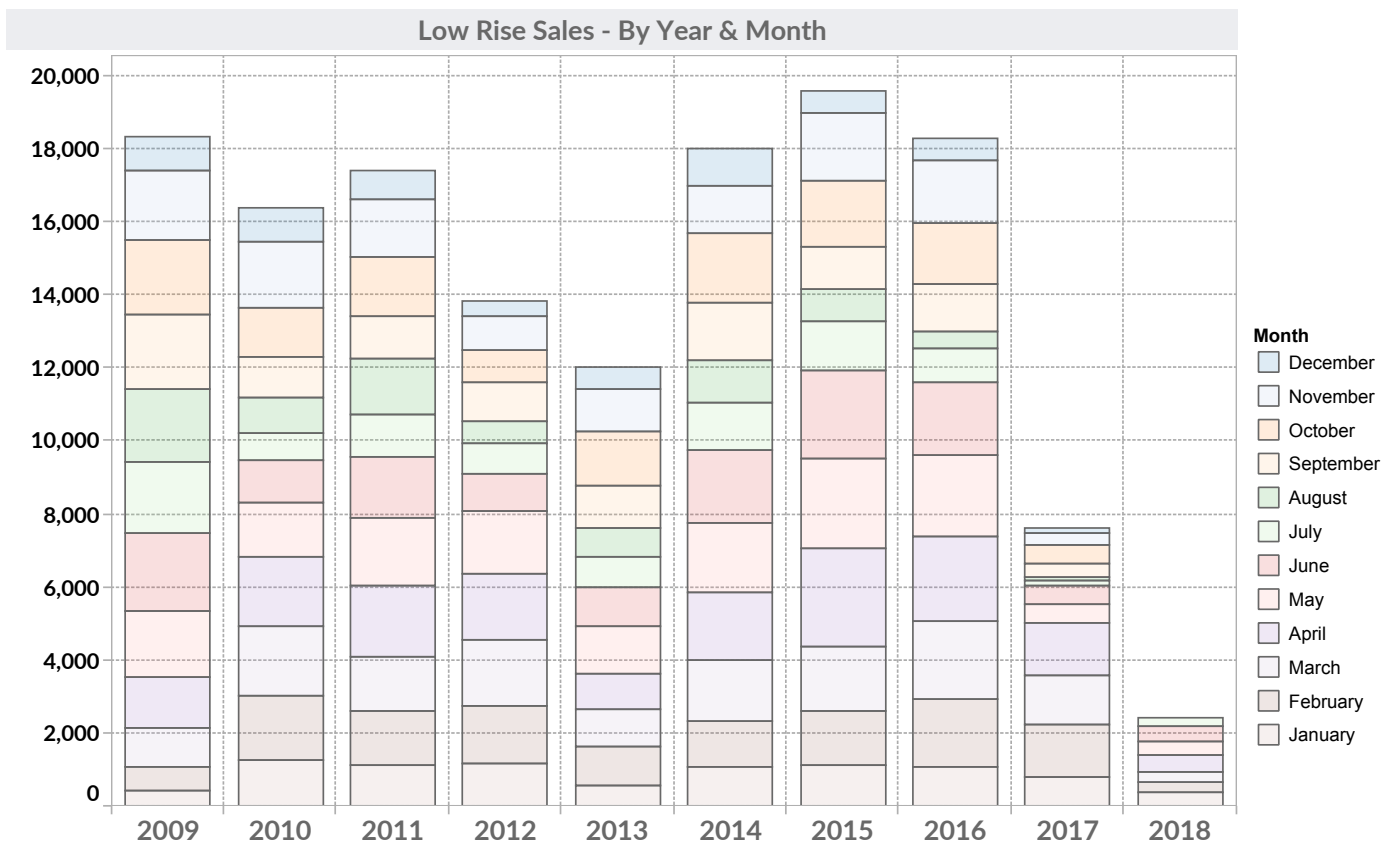
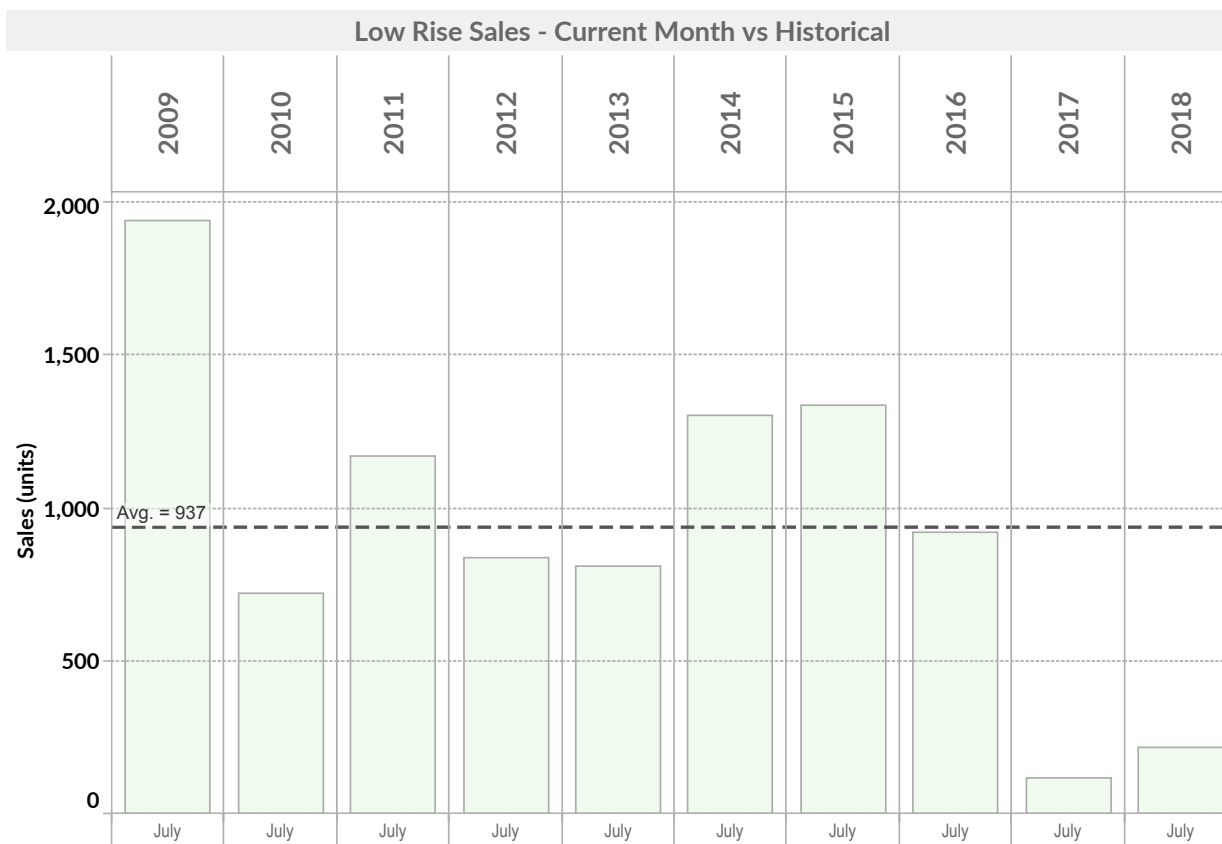
GTA - Monthly New Home Remaining Inventory



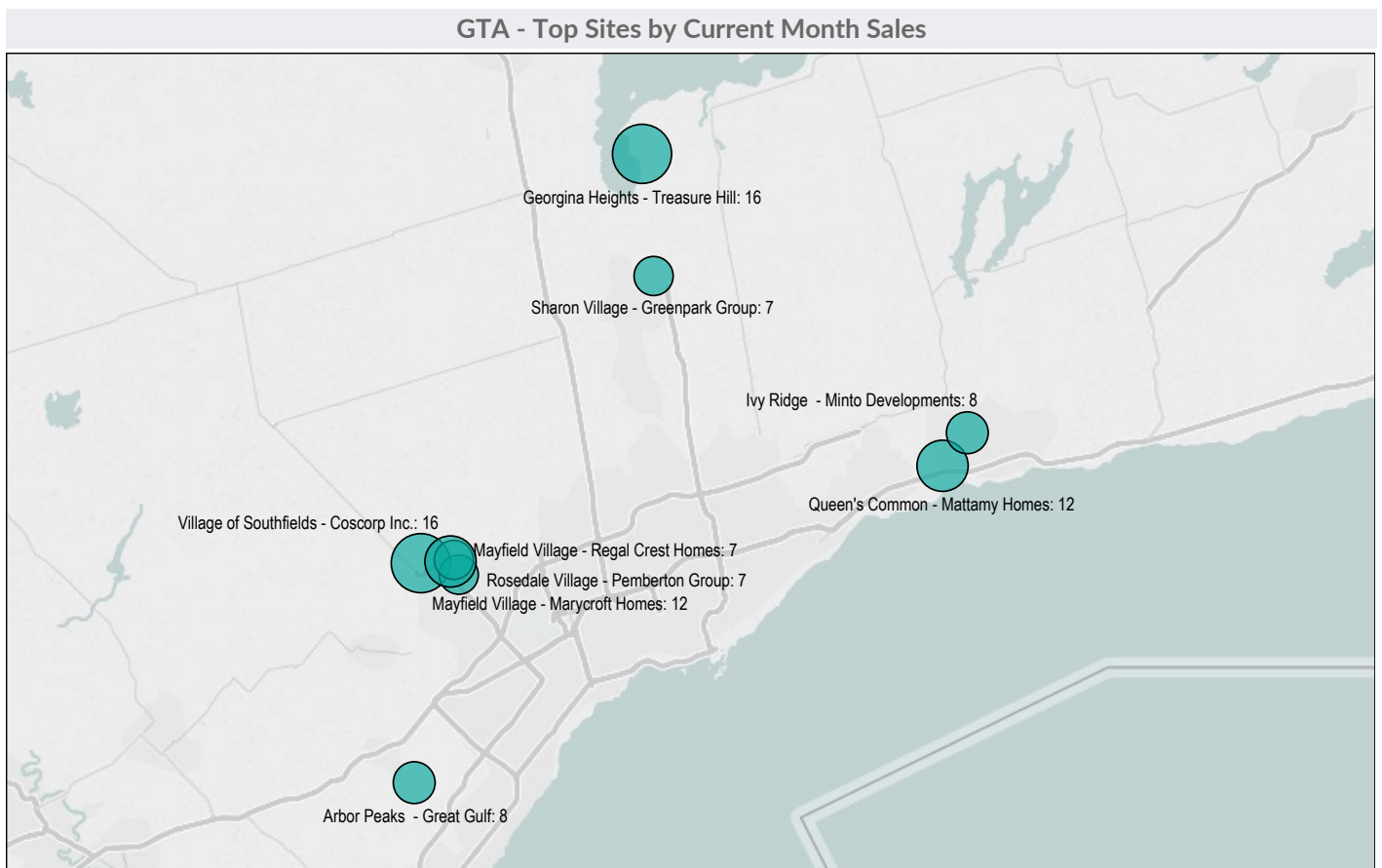
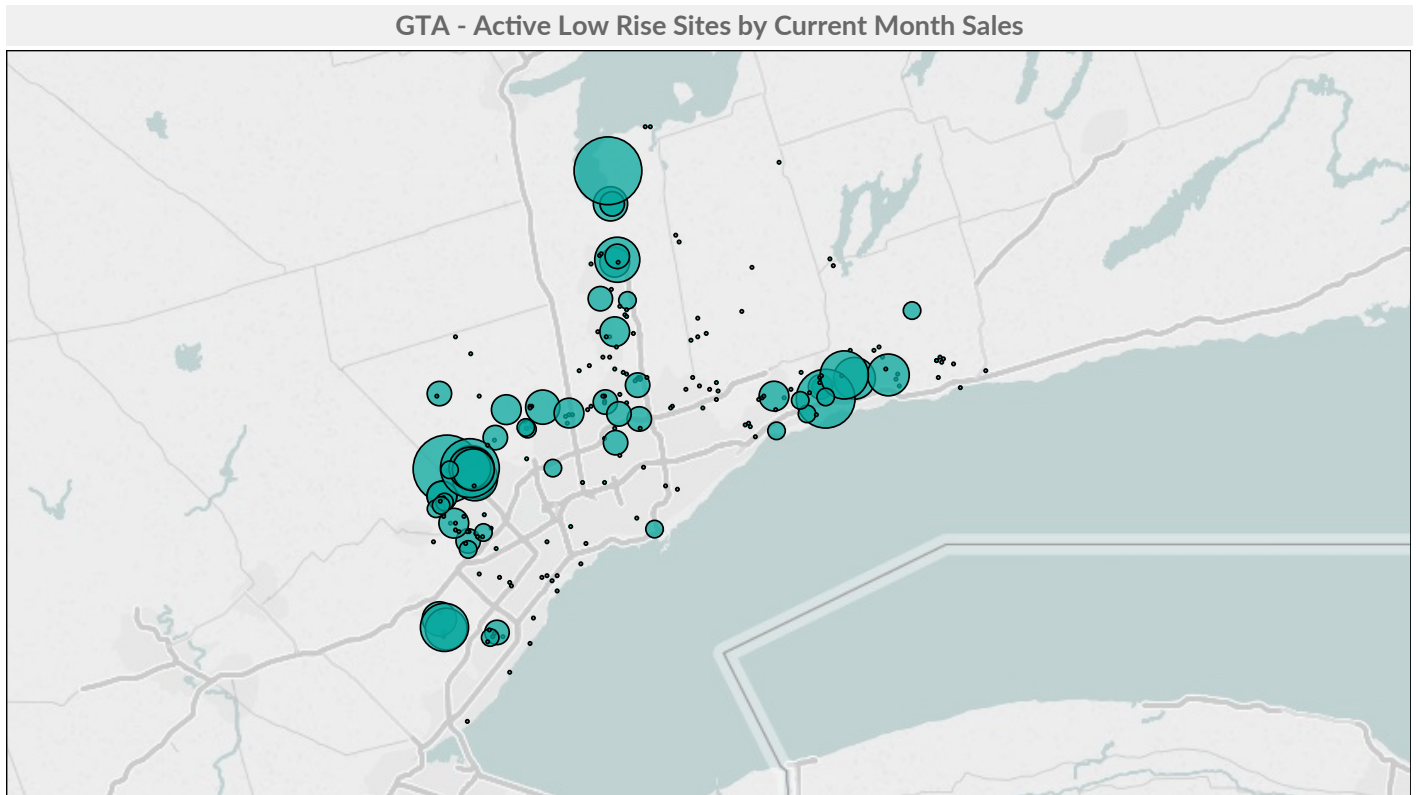
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



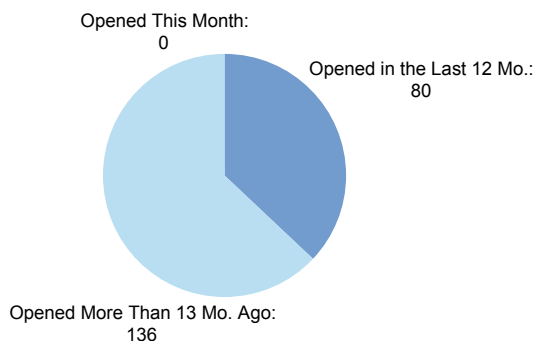
Current Sites



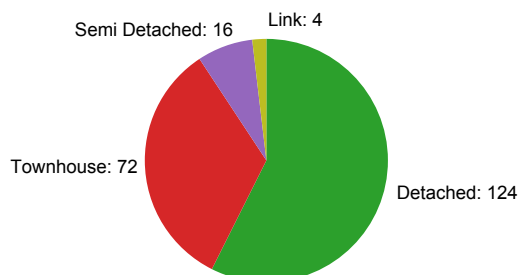
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

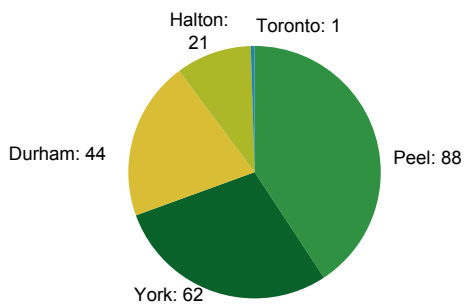
Sales by Opening Date



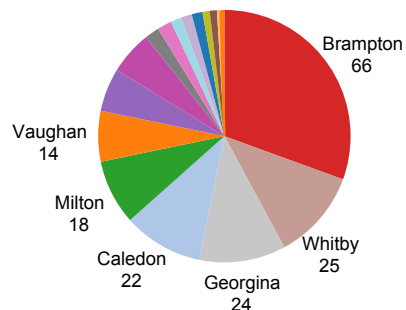
Sales by Product Type



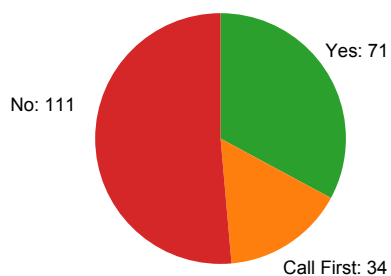
Sales by Region



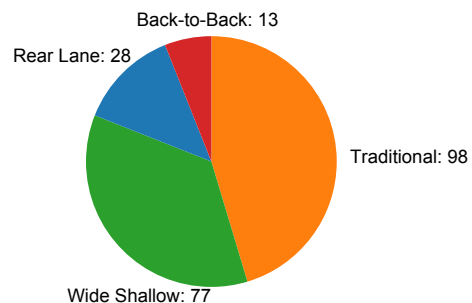
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



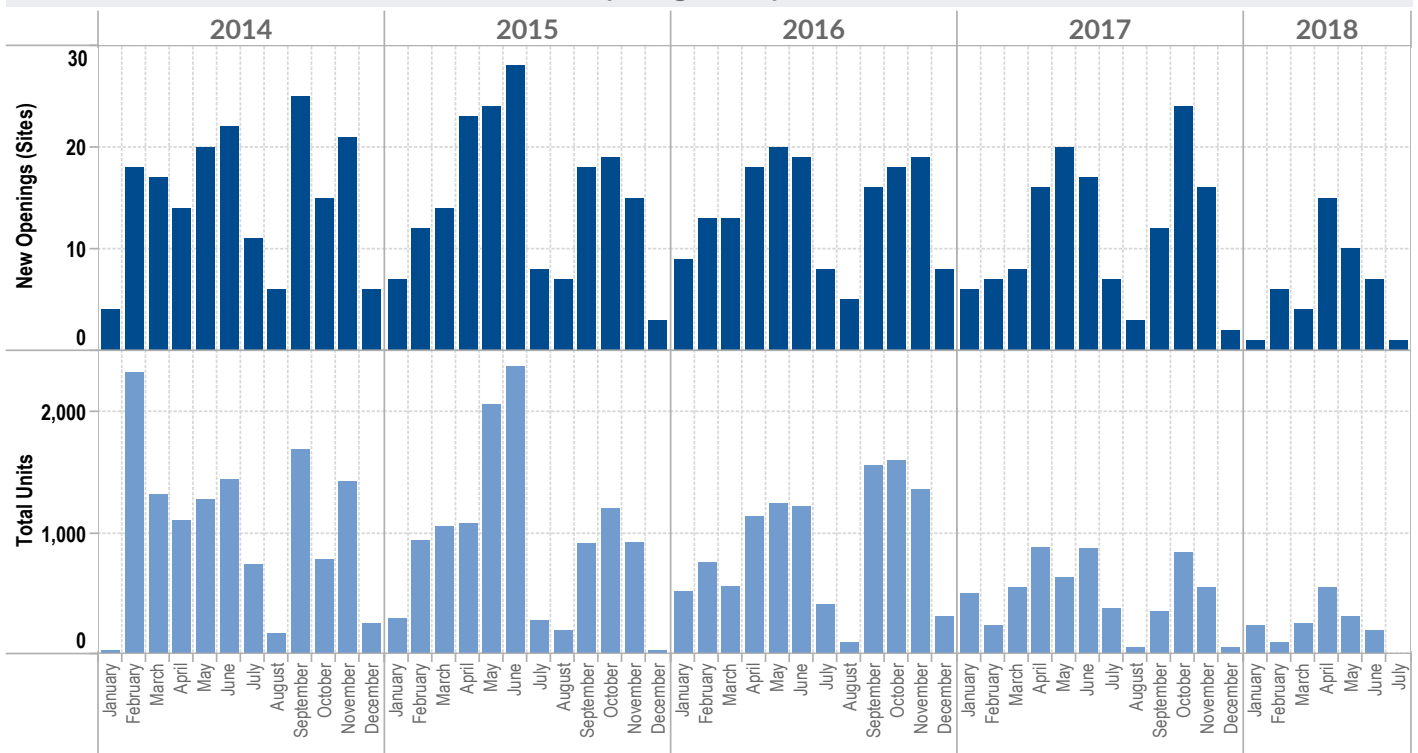
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Empress Park - RUP Group of Companies	Freehold Common Element	North York	7/25/2018	7	0	7	\$914
Grand Total				7	0	7	\$914

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	37	23						574	24.0%		24.0%	
Great Gulf	22	22	26	34	26	17	12						159	6.6%		30.6%	
Treasure Hill	9	6	3	48	5	23	22						116	4.8%		35.4%	
Minto Developments	9	8	7	5	2	61	8						100	4.2%		39.6%	
Paradise Developments	2	0	41	9	35	7	2						96	4.0%		43.6%	
Fieldgate Homes	1	1	34	13	16	11	2						78	3.3%		46.9%	
Country Homes	23	14	9	12	2	0	0						60	2.5%		49.4%	
Starlane Home Corporation			0	46	11	0	1						58	2.4%		51.8%	
Conservatory Group	4	6	8	7	14	3	10						52	2.2%		54.0%	
CountryWide Homes	0	1	5	4	8	25	8						51	2.1%		56.1%	
Greenpark Group	0	0	0	0	0	37	13						50	2.1%		58.2%	
Regal Crest Homes	0	0	0	0	0	41	7						48	2.0%		60.2%	
Aspen Ridge Homes	0	1	0	4	3	30	8						46	1.9%		62.1%	
Opus Homes	3	2	1	15	10	7	3						41	1.7%		63.8%	
Tribute Communities	1	1	16	8	7	5	0						38	1.6%		65.4%	
Coscorp Inc.						21	16						37	1.5%		67.0%	
Poetry Living				30	3								33	1.4%		68.4%	
Wycliffe Homes					0	30	2						32	1.3%		69.7%	
Deco Homes	2	3	2	15	1	2	4						29	1.2%		70.9%	
LIV Communities	1	3	9	5	3	4	1						26	1.1%		72.0%	
Nascent Developments					26	0	0						26	1.1%		73.1%	
Delpark Homes	0	0	2	2	15	0	6						25	1.0%		74.1%	
	375	257	301	469	339	438	216						2,395				

Top Builders - Last 12 Months

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

Builder	2017					2018							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	67	149	58	59	36	257	122	67	51	17	37	23	943	24.5%		24.5%	
Great Gulf	2	12	53	9	6	22	22	26	34	26	17	12	241	6.3%		30.8%	
Paradise Developments	0	20	59	3	1	2	0	41	9	35	7	2	179	4.6%		35.4%	
Minto Developments	5	15	14	22	18	9	8	7	5	2	61	8	174	4.5%		39.9%	
Fieldgate Homes	0	13	67	10	1	1	1	34	13	16	11	2	169	4.4%		44.3%	
Treasure Hill	0	4	37	3	0	9	6	3	48	5	23	22	160	4.2%		48.5%	
Country Homes				44	23	23	14	9	12	2	0	0	127	3.3%		51.8%	
Conservatory Group	9	7	13	14	2	4	6	8	7	14	3	10	97	2.5%		54.3%	
Opus Homes	0	0	20	11	0	3	2	1	15	10	7	3	72	1.9%		56.2%	
Aspen Ridge Homes	0	21	4	0	0	0	1	0	4	3	30	8	71	1.8%		58.0%	
Pemberton Group	1	28	9	7	0	5	2	1	3	0	0	7	63	1.6%		59.6%	
Regal Crest Homes				13	0	0	0	0	0	0	41	7	61	1.6%		61.2%	
CountryWide Homes	2	1	3	2	0	0	1	5	4	8	25	8	59	1.5%		62.8%	
Poetry Living	1	2	4	7	12				30	3			59	1.5%		64.3%	
Starlane Home Corporation								0	46	11	0	1	58	1.5%		65.8%	
IDR Developments Inc.			24	15	3	2	2	3	4	1	1		55	1.4%		67.2%	
Greenpark Group				3	0	0	0	0	0	0	37	13	53	1.4%		68.6%	
Deco Homes	0	0	13	7	0	2	3	2	15	1	2	4	49	1.3%		69.9%	
Arista Homes	0	0	22	6	0	1	0	0	10	1	1	2	43	1.1%		71.0%	
Tribute Communities	3	0	0	0	0	1	1	16	8	7	5	0	41	1.1%		72.1%	
Dunpar Homes	4	1	6	12	1	2	4	3	0	4	3	0	40	1.0%		73.1%	
Lakeview Homes			20	2	0	0	9	5	1	2	0	0	39	1.0%		74.1%	
	115	351	493	350	146	375	257	301	469	339	438	216	3,850				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 July
Georgina Heights - Treasure Hill	Georgina	Detached	40'	14
			50'	2
		Total		16
Village of Southfields - Coscorp Inc.	Caledon	Detached	36'	6
			43'	2
		Townhouse	20'	8
			Total	16
Mayfield Village - Marycroft Homes	Brampton	Detached	32'	0
			38'	6
			45'	4
		Semi Detached	30'	0
			Townhouse	2
		Total		12
Queen's Common - Mattamy Homes	Whitby	Detached	30'	8
		Townhouse	21'	4
		Total		12
Arbor Peaks - Great Gulf	Milton	Detached	31'	0
			36'	6
			45'	2
		Semi Detached	26'	0
			Total	8
Ivy Ridge - Minto Developments	Whitby	Detached	36'	0
			43'	1
		Townhouse	20'	7
			Total	8
Mayfield Village - Regal Crest Homes	Brampton	Detached	32'	0
			38'	5
			45'	2
		Semi Detached	30'	0
			Townhouse	0
		Total		7
Rosedale Village - Pemberton Group	Brampton	Detached	42'	4
		Townhouse	25'	2
			30'	1
		Total		7
Sharon Village - Greenpark Group	East Gwillimbury	Detached	32'	1
			40'	3
		Townhouse	22'	3
			Total	7
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	36'	0
			20'	2
		Townhouse	21'	4
			Total	6

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July 2018					July 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1		1	0	2	0		1	0	1
	Brock	0				0					
	Clarington	1	0	0	0	1	0	0	1	3	4
	Oshawa	6		0	6	12	5		0	3	8
	Pickering	0			4	4	0			15	15
	Scugog	0	0			0	0				0
	Uxbridge	0			0	0	0				0
	Whitby	12		1	12	25	0			32	32
	Total	20	0	2	22	44	5	0	2	53	60
Halton	Burlington				0	0	1			0	1
	Halton Hills	0				0					
	Milton	10		2	6	18	0		1	0	1
	Oakville	0			3	3	4			7	11
	Total	10		2	9	21	5		1	7	13
Peel	Brampton	43	2	7	14	66	0		0	0	0
	Caledon	11		0	11	22	0				0
	Mississauga	0		0	0	0	0		0	0	0
	Total	54	2	7	25	88	0		0	0	0
Toronto	Etobicoke	0			0	0	6			0	6
	North York	0			0	0	0			3	3
	Scarborough								0	0	0
	Toronto			0	1	1			0	0	0
	Total	0		0	1	1	6		0	3	9
York	Aurora	3			0	3	0			0	0
	East Gwillimbury	7		2	3	12	0		0	0	0
	Georgina	23			1	24	0			0	0
	King	0				0	0				0
	Markham	0			2	2	0			17	17
	Newmarket	1	2		0	3		0		0	0
	Richmond Hill	0		0	4	4	3		0	0	3
	Vaughan	6	0	3	5	14	0			15	15
	Whitchurch-Stouffville	0			0	0	0				0
	Total	40	2	5	15	62	3	0	0	32	35
Grand Total		124	4	16	72	216	19	0	3	95	117

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	34		6	8	48	94		18	61	173
	Brock	0				0	3				3
	Clarington	62	1	0	27	90	126	12	6	142	286
	Oshawa	43		2	29	74	129		24	77	230
	Pickering	60			49	109	147			109	256
	Scugog	9	4			13	24	19			43
	Uxbridge	0			9	9	9			46	55
	Whitby	309		15	275	599	277		15	77	369
	Total	517	5	23	397	942	809	31	63	512	1,415
Halton	Burlington	0			6	6				5	5
	Halton Hills	6				6	37				37
	Milton	318		72	198	588	57		54	46	157
	Oakville	23			236	259	83			62	145
	Total	347		72	440	859	177		54	113	344
Peel	Brampton	426	6	97	240	769	406	6	139	380	931
	Caledon	125		0	41	166	149		18	47	214
	Mississauga	3		4	36	43	5		37	73	115
	Total	554	6	101	317	978	560	6	194	500	1,260
Toronto	Etobicoke	10			16	26	20			16	36
	North York	5			37	42	1			70	71
	Scarborough	1		0	0	1					
	Toronto			1	63	64			2	3	5
	Total	16		1	116	133	21		2	89	112
York	Aurora	56			2	58	182			37	219
	East Gwillimbury	44		3	20	67	113		75	76	264
	Georgina	126			5	131	118			38	156
	King	3				3	13				13
	Markham	0			141	141	12			201	213
	Newmarket	3	2		9	14	8	3		5	16
	Richmond Hill	24		4	198	226	101		23	196	320
	Vaughan	177	2	6	102	287	237	2	8	222	469
	Whitchurch-Stouffville	11			0	11	49			3	52
	Total	444	4	13	477	938	833	5	106	778	1,722
Grand Total		1,878	15	210	1,747	3,850	2,400	42	419	1,992	4,853

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