



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of August 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-18		Aug-17		Change
High Rise	803		812		-1.1%
Low Rise	171		114		50.0%
Total	974		926		5.2%
Year to Date Sales	Jan.-Aug. 2018		Jan.-Aug. 2017		Y/Y Change
High Rise	11,494		25,431		-54.8%
Low Rise	2,570		6,265		-59.0%
Total	14,064		31,696		-55.6%
Year to Date Supply	Jan.-Aug. 2018		Jan.-Aug. 2017		Y/Y Change
High Rise	12,753		22,292		-42.8%
Low Rise	3,683		6,621		-44.4%
Total	16,436		28,913		-43.2%
Year to Date Completions	Jan.-Aug. 2018		Jan.-Aug. 2017		Y/Y Change
High Rise	10,099		9,693		4.2%
Remaining Inventory	Aug-18	Jul-18	Aug-17	M/M Change	Y/Y Change
High Rise	8,842	9,282	7,474	-4.7%	18.3%
Low Rise	4,777	4,913	2,249	-2.8%	112.4%
Total	13,619	14,195	9,723	-4.1%	40.1%
Benchmark Price	Aug-18	Jul-18	Aug-17	M/M Change	Y/Y Change
High Rise	\$784,512	\$774,759	\$644,327	1.3%	21.8%
Low Rise	\$1,129,129	\$1,142,574	\$1,289,298	-1.2%	-12.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	301	266	156	
High Rise Units	494	76,955	65,671	39,192	
% Sold*	0%	87%	95%	81%	
Low Rise Projects	0	234			
Low Rise Units	0	28,012			
% Sold*	0%	83%			

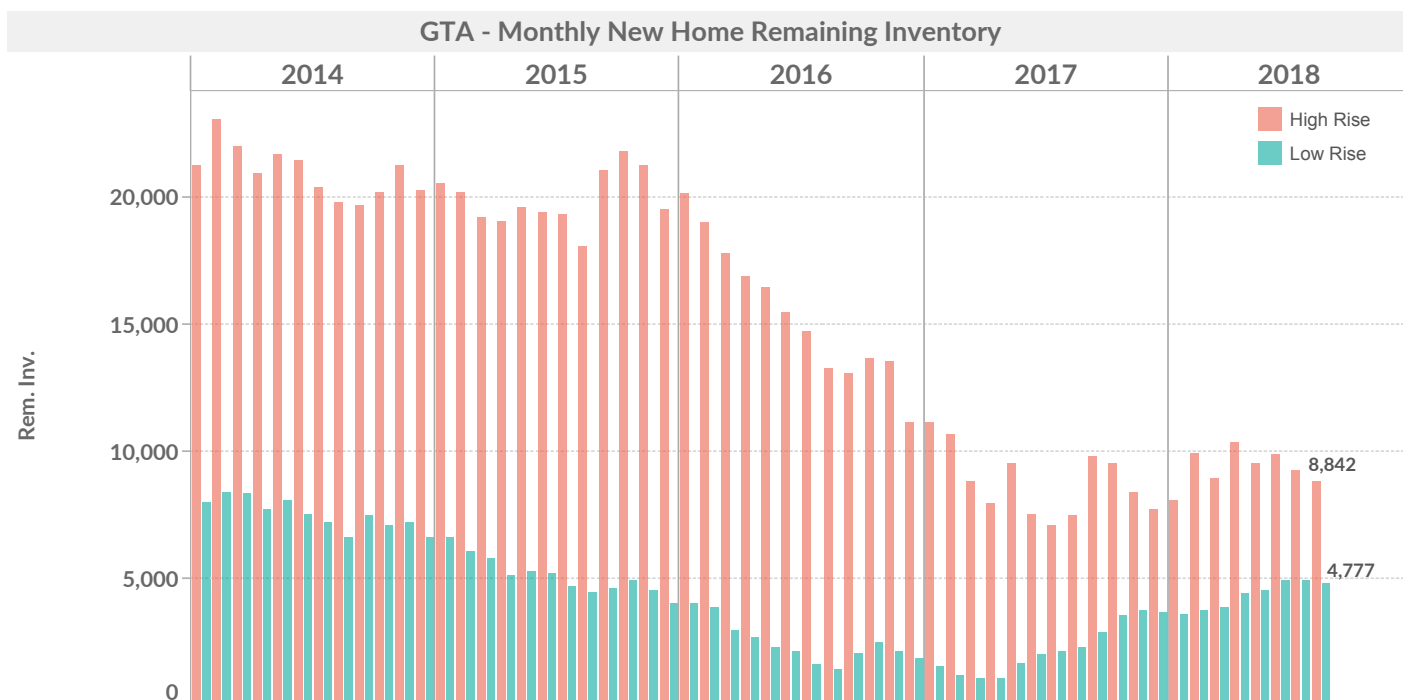
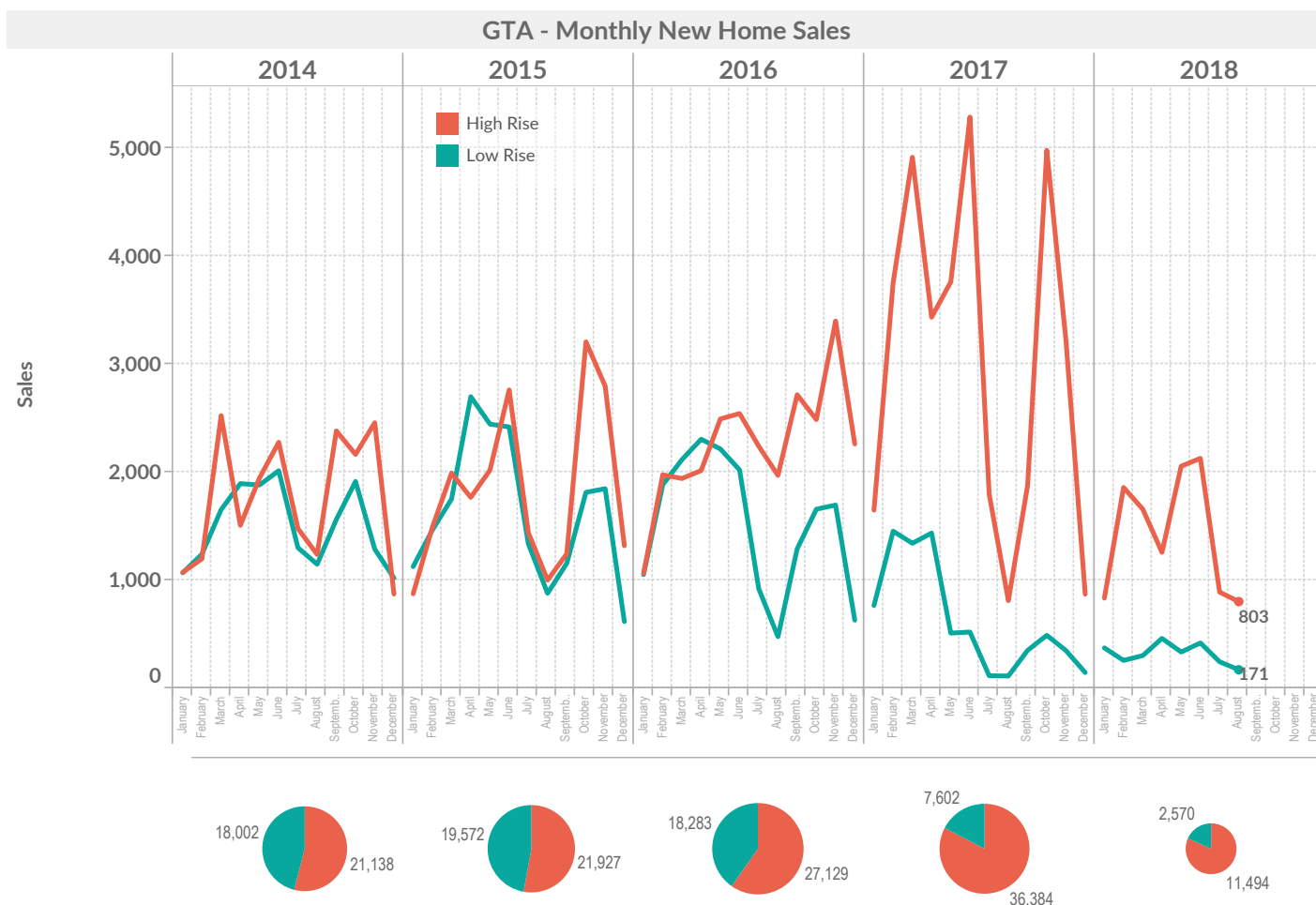
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

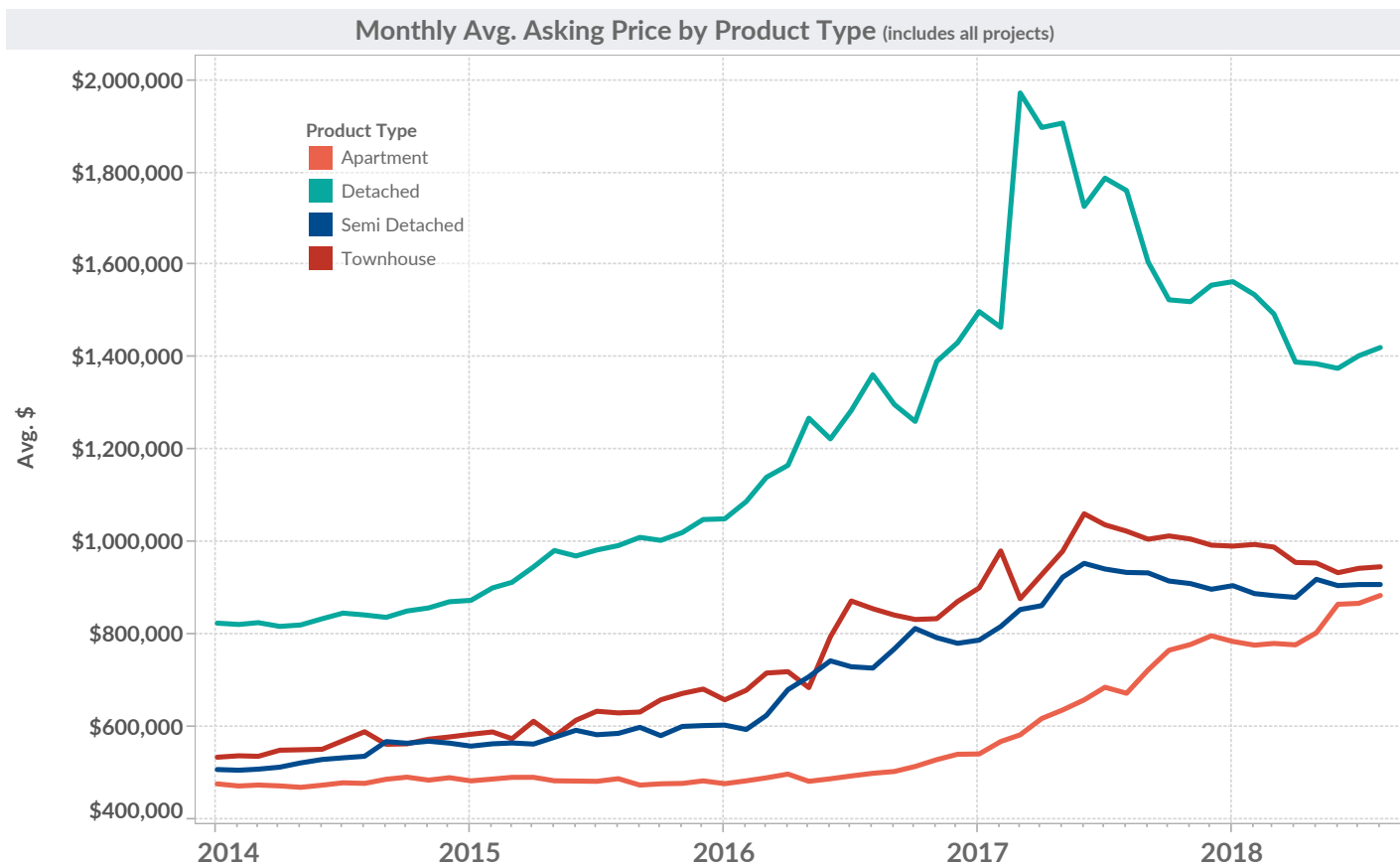
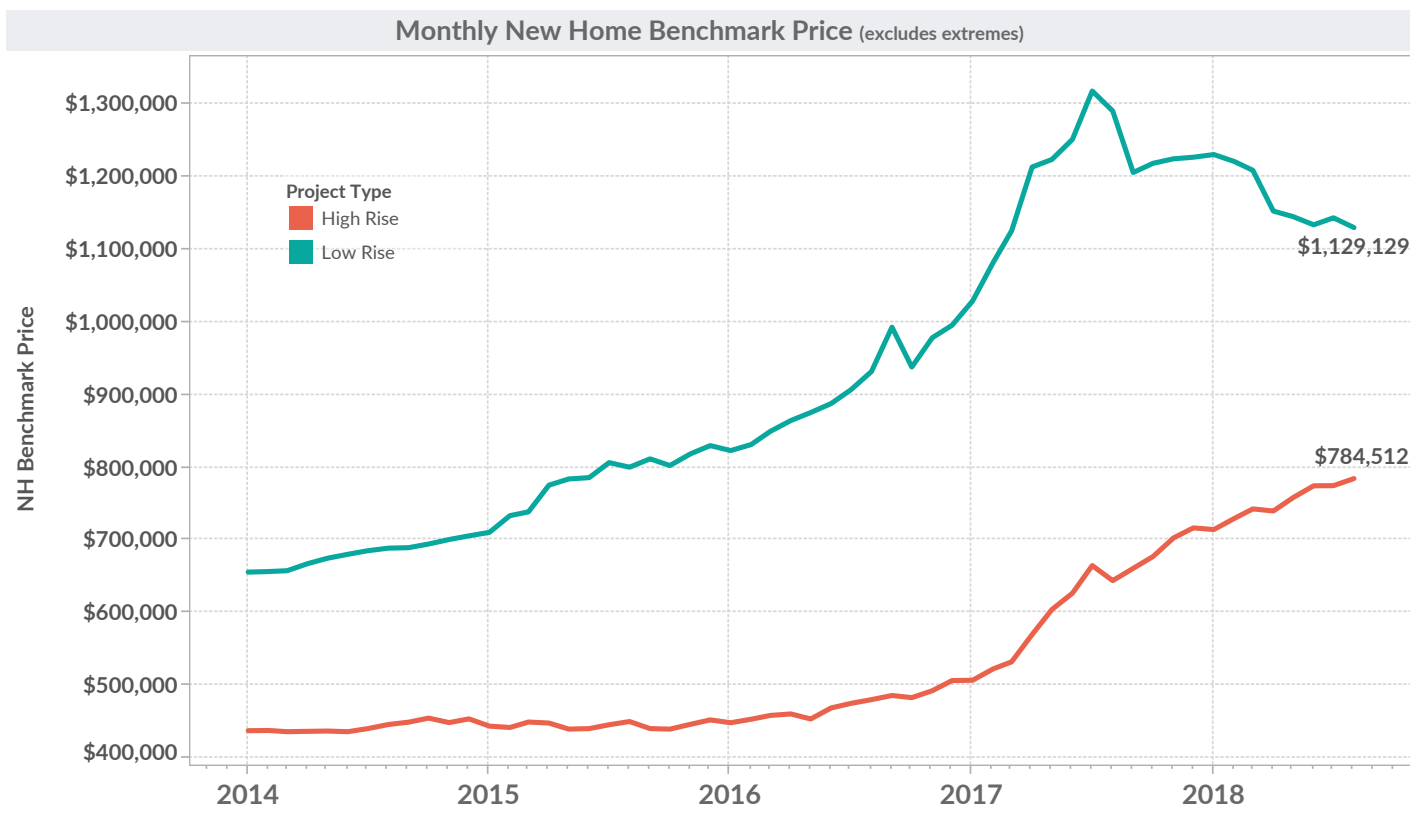
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

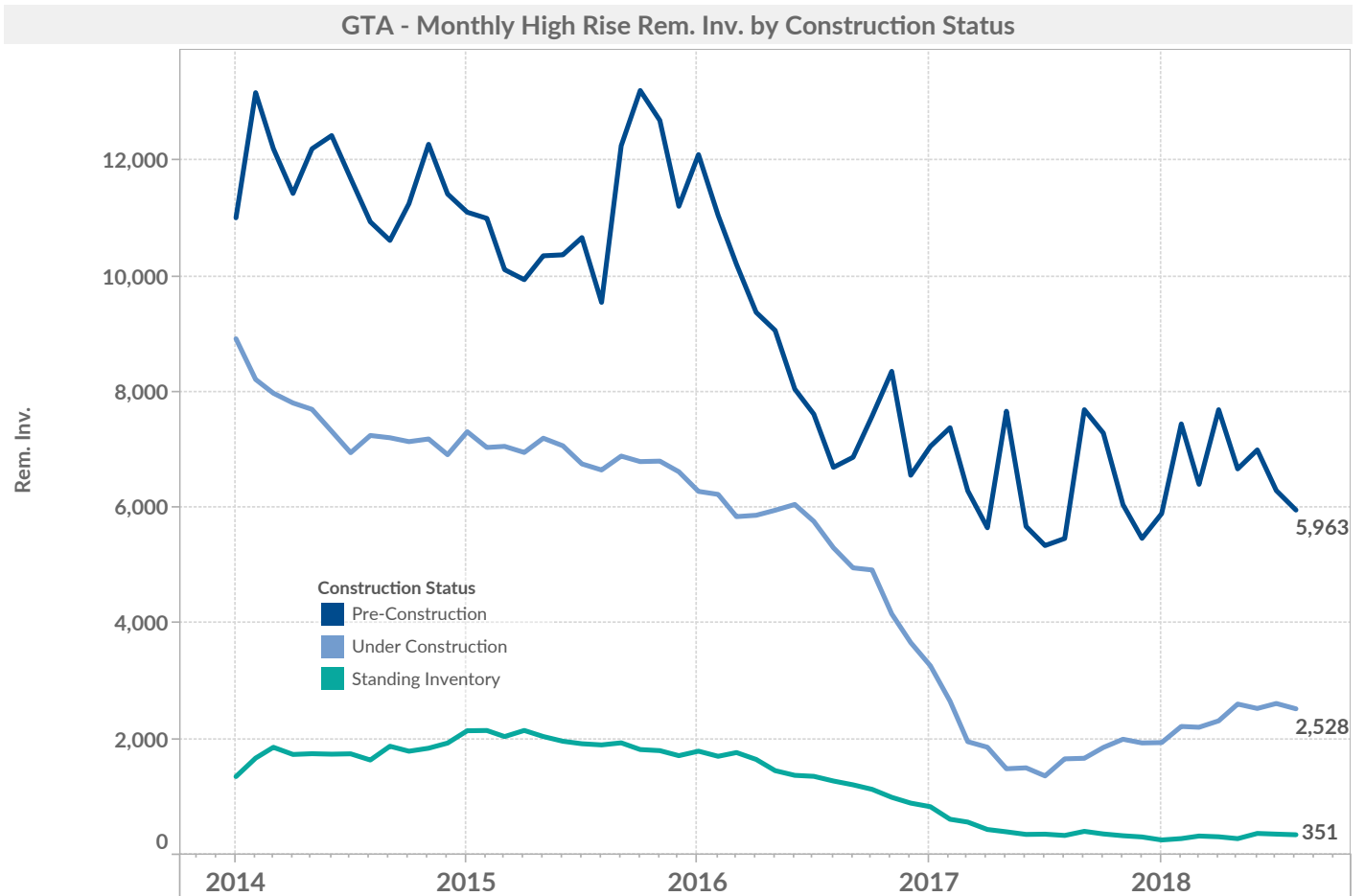
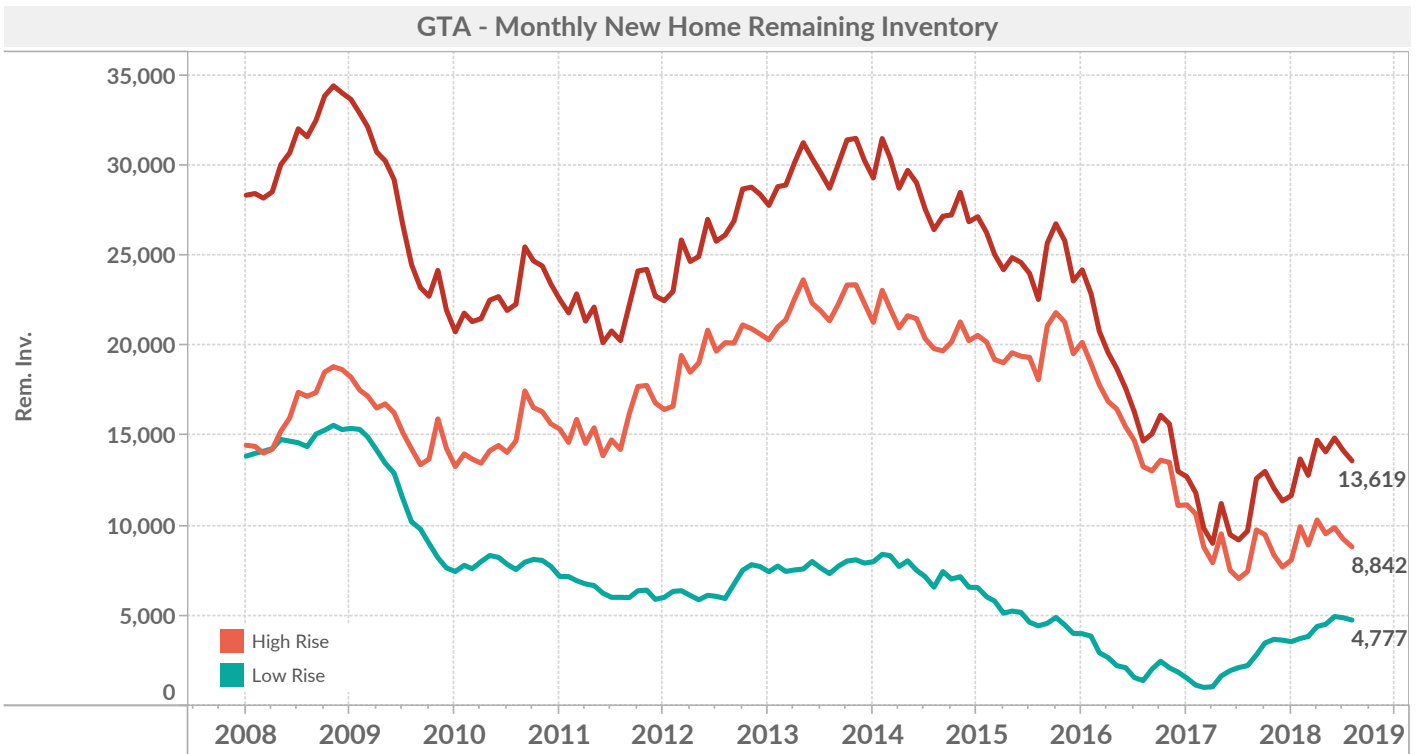
Sales & Remaining Inventory



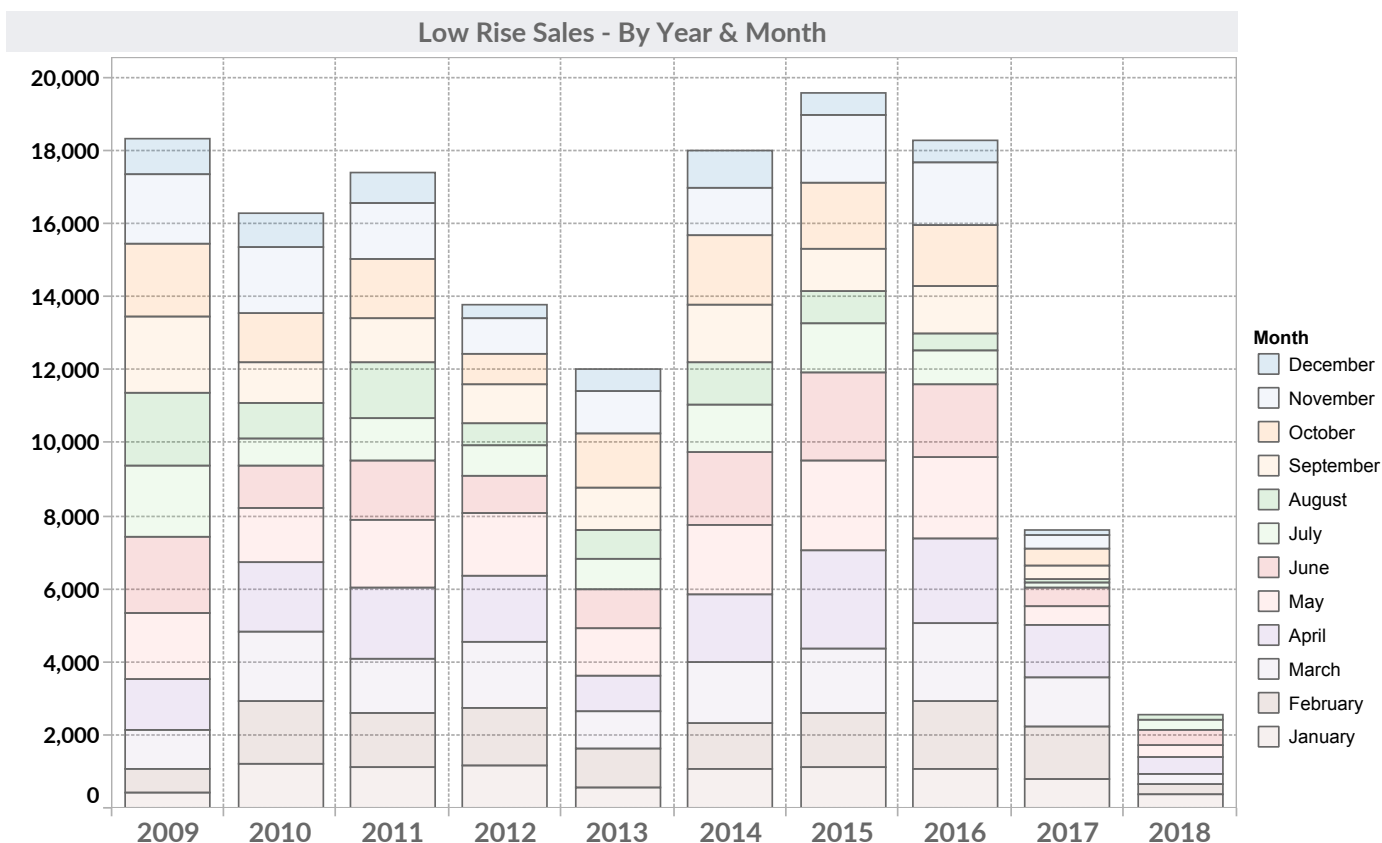
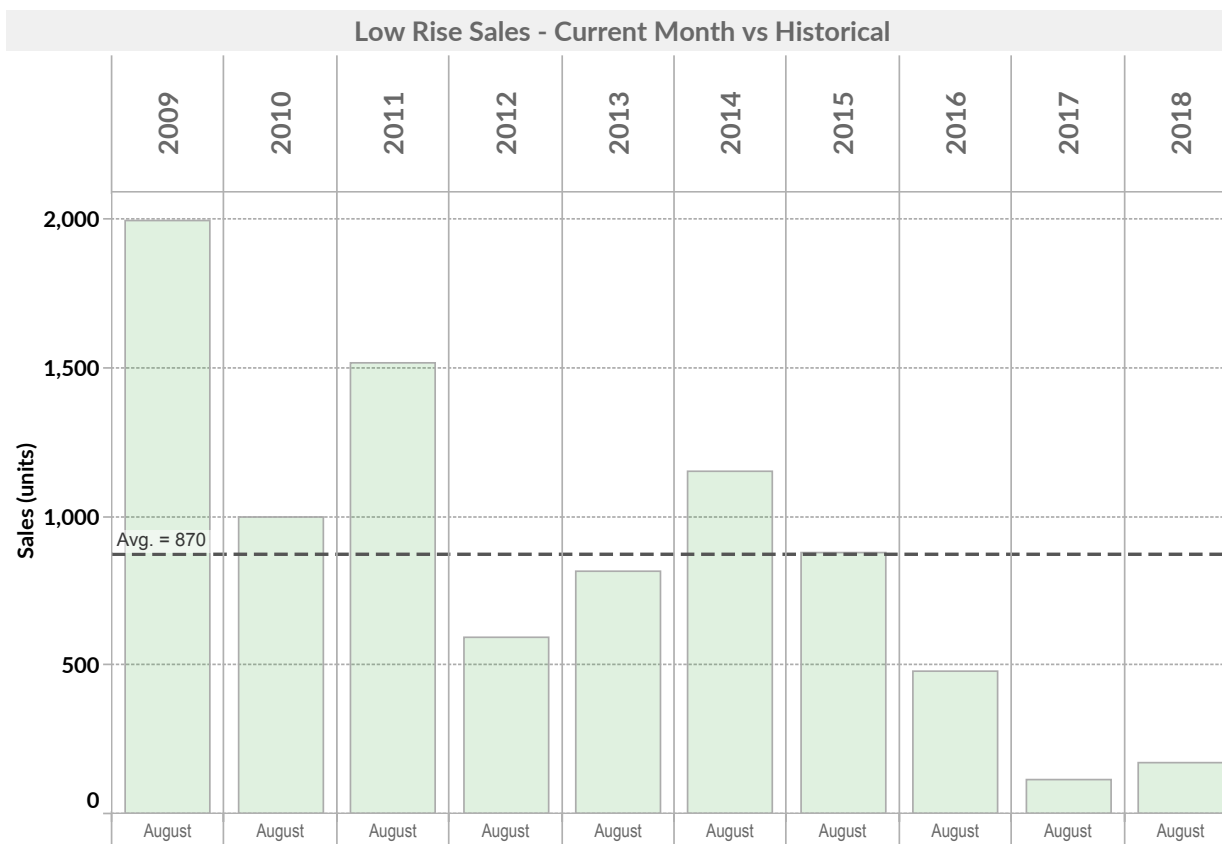
Pricing



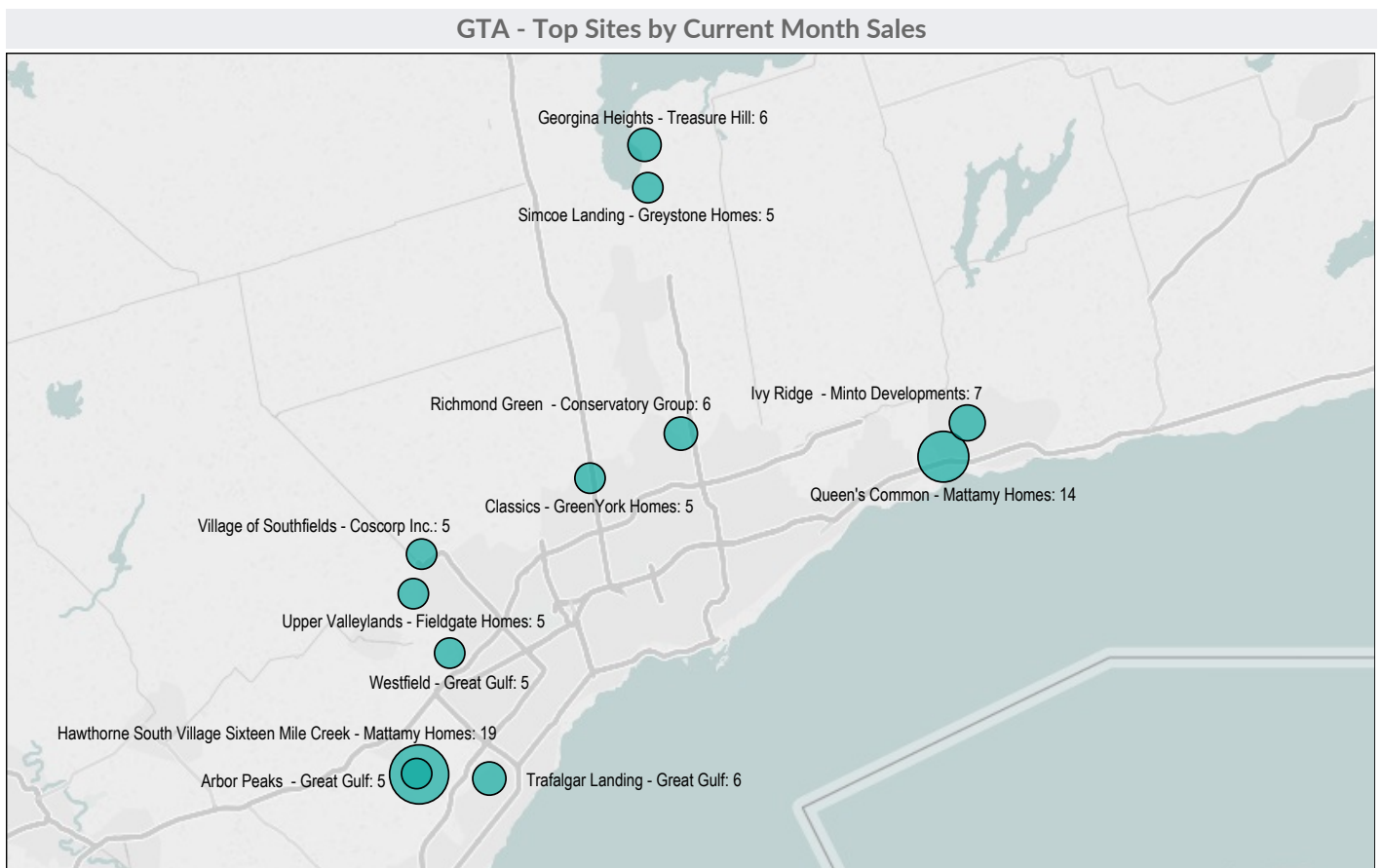
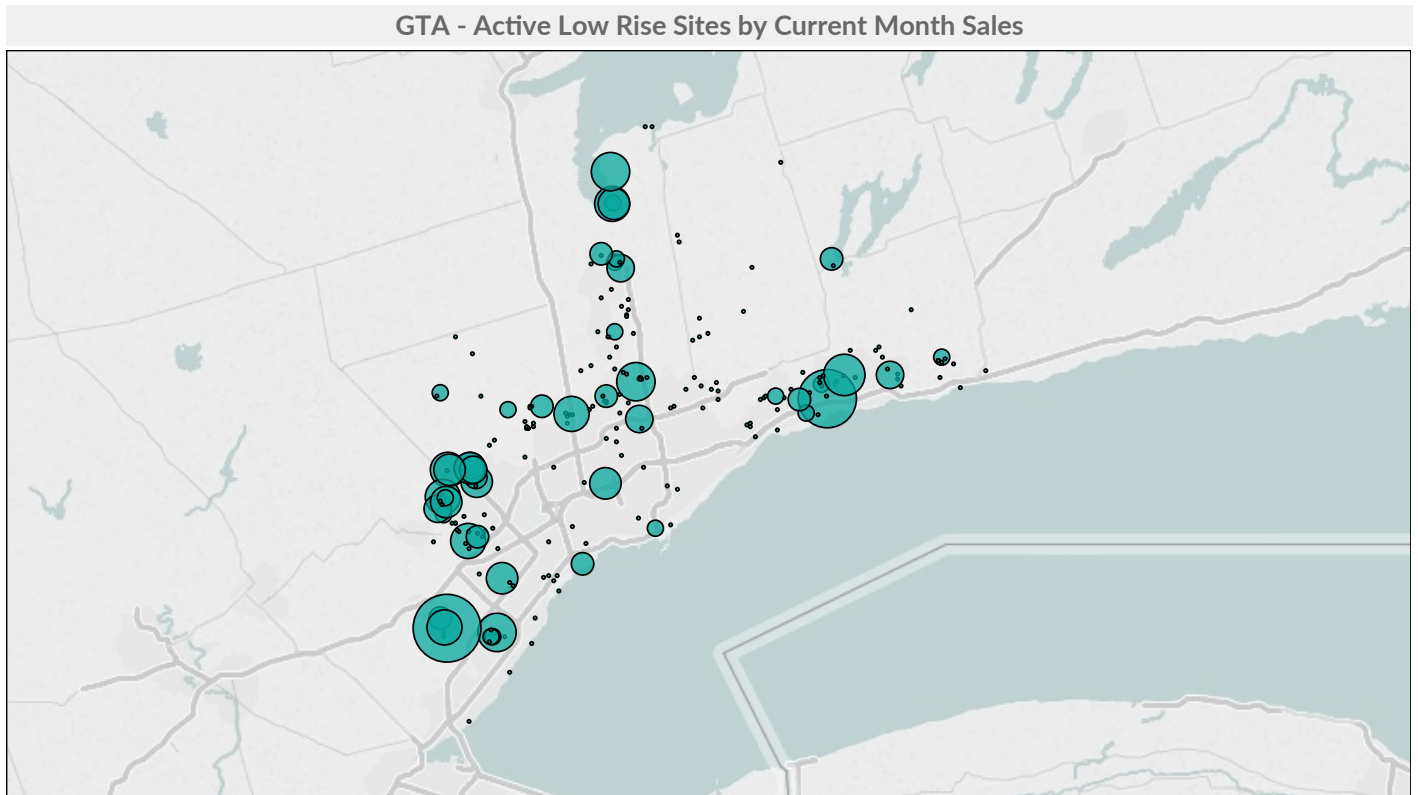
Remaining Inventory



Historical Sales Comparison



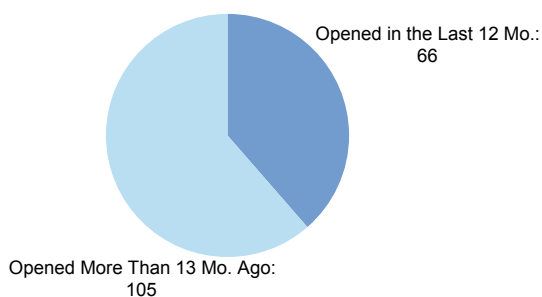
Current Sites



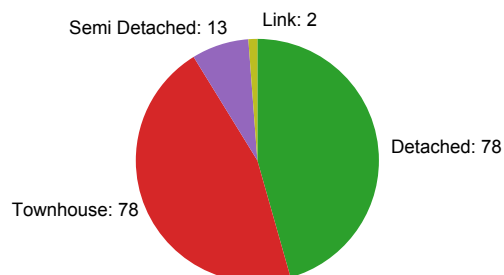
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

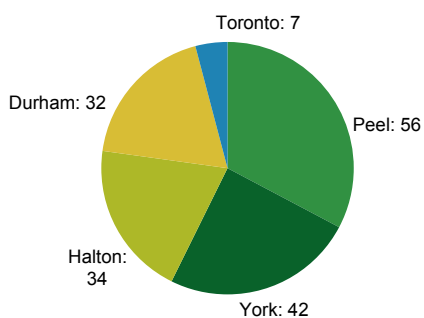
Sales by Opening Date



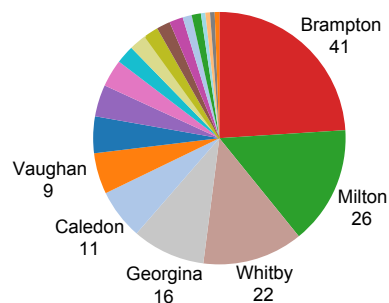
Sales by Product Type



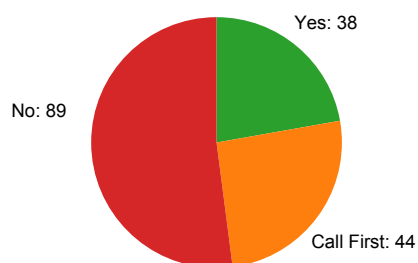
Sales by Region



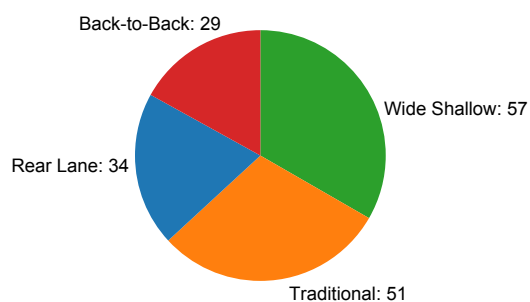
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



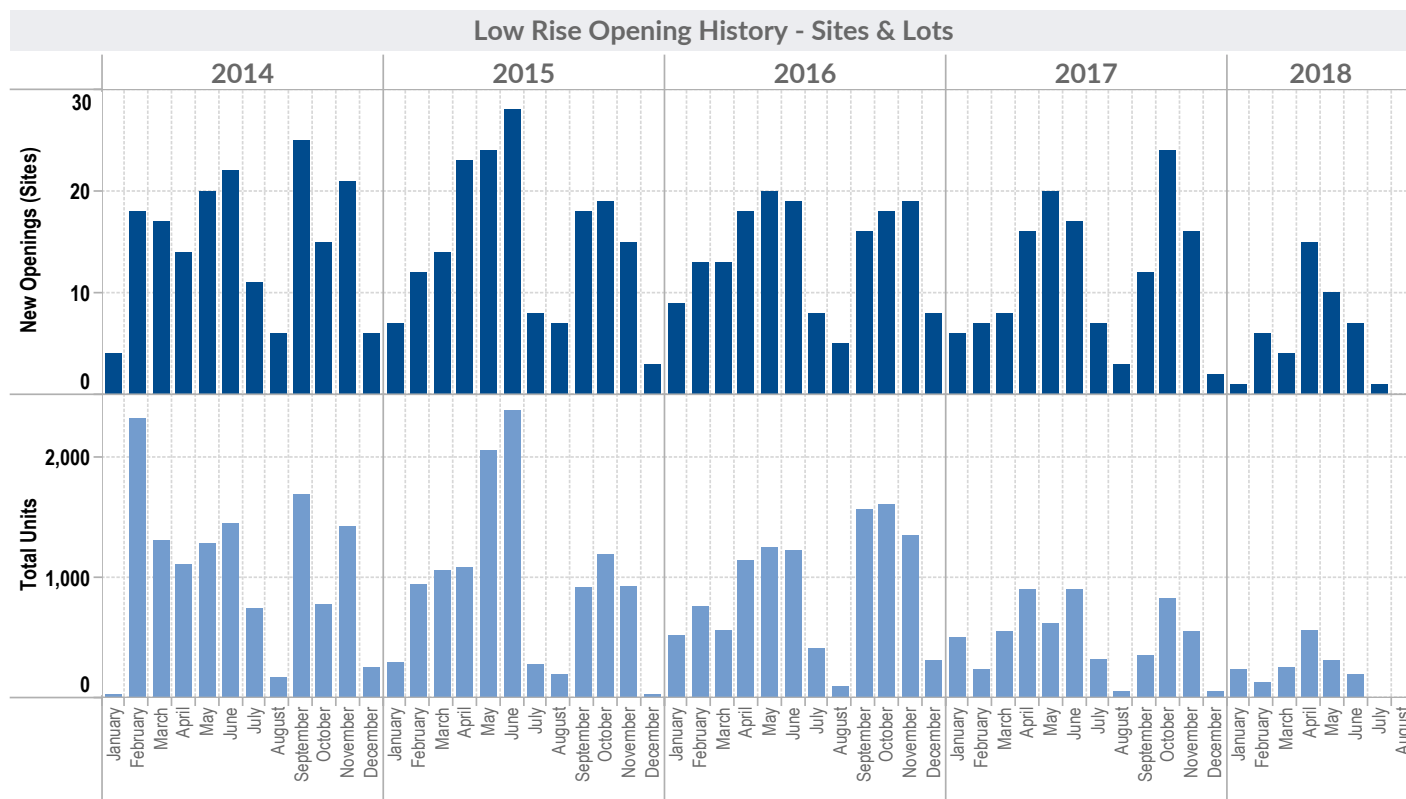
Sales by Lot Type



New Openings

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

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



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	69	50	17	37	23	36					611	23.8%		23.8%	
Great Gulf	22	22	26	33	26	17	14	16					176	6.8%		30.6%	
Treasure Hill	9	6	3	48	5	22	21	12					126	4.9%		35.5%	
Minto Developments	9	8	7	5	2	50	13	7					101	3.9%		39.5%	
Paradise Developments	2	0	41	9	35	7	2	4					100	3.9%		43.3%	
Fieldgate Homes	1	1	34	13	16	11	2	5					83	3.2%		46.6%	
Conservatory Group	4	6	8	7	14	4	14	12					69	2.7%		49.3%	
CountryWide Homes	0	2	4	4	8	26	14	5					63	2.5%		51.7%	
Starlane Home Corporation			0	45	11	0	1	4					61	2.4%		54.1%	
Country Homes	23	14	9	12	2	0	0	0					60	2.3%		56.4%	
Aspen Ridge Homes	0	1	0	3	2	26	12	7					51	2.0%		58.4%	
Regal Crest Homes	0	0	0	0	0	40	7	3					50	1.9%		60.4%	
Greenpark Group	0	0	0	0	0	33	13	3					49	1.9%		62.3%	
Opus Homes	3	2	1	15	10	7	3	1					42	1.6%		63.9%	
Coscorp Inc.						21	14	5					40	1.6%		65.4%	
Tribute Communities	1	1	16	8	7	5	0	0					38	1.5%		66.9%	
Wycliffe Homes					0	31	6	0					37	1.4%		68.4%	
Poetry Living				30	3								33	1.3%		69.6%	
GreenYork Homes	0	7	5	2	0	6	5	5					30	1.2%		70.8%	
LIV Communities	1	3	9	5	3	4	1	4					30	1.2%		72.0%	
Deco Homes	2	3	2	15	1	2	4	0					29	1.1%		73.1%	
Nascent Developments					26	0	0	0					26	1.0%		74.1%	
	374	258	303	462	336	420	246	171					2,570				

Top Builders - Last 12 Months

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

Builder	2017				2018								Total	Market Share		Cum. Mkt. Share	
	September	October	November	December	January	February	March	April	May	June	July	August		%		%	
Mattamy Homes	149	58	59	36	257	122	69	50	17	37	23	36	913	23.4%		23.4%	
Great Gulf	12	51	9	6	22	22	26	33	26	17	14	16	254	6.5%		29.9%	
Paradise Developments	20	59	3	1	2	0	41	9	35	7	2	4	183	4.7%		34.6%	
Fieldgate Homes	13	67	10	1	1	1	34	13	16	11	2	5	174	4.5%		39.0%	
Minto Developments	15	14	22	18	9	8	7	5	2	50	13	7	170	4.4%		43.4%	
Treasure Hill	4	37	3	0	9	6	3	48	5	22	21	12	170	4.4%		47.7%	
Country Homes			44	23	23	14	9	12	2	0	0	0	127	3.3%		51.0%	
Conservatory Group	7	13	14	2	4	6	8	7	14	4	14	12	105	2.7%		53.6%	
Aspen Ridge Homes	21	4	0	0	0	1	0	3	2	26	12	7	76	1.9%		55.6%	
Opus Homes	0	20	11	0	3	2	1	15	10	7	3	1	73	1.9%		57.5%	
CountryWide Homes	1	3	2	0	0	2	4	4	8	26	14	5	69	1.8%		59.2%	
Pemberton Group	28	9	7	0	5	2	1	3	0	0	7	2	64	1.6%		60.9%	
Regal Crest Homes			13	0	0	0	0	0	0	40	7	3	63	1.6%		62.5%	
Starlane Home Corporation							0	45	11	0	1	4	61	1.6%		64.0%	
Poetry Living	2	4	7	12				30	3				58	1.5%		65.5%	
IDR Developments Inc.		24	15	3	2	2	3	4	1	1			55	1.4%		66.9%	
Greenpark Group			3	0	0	0	0	0	0	33	13	3	52	1.3%		68.3%	
Deco Homes	0	13	7	0	2	3	2	15	1	2	4	0	49	1.3%		69.5%	
Arista Homes	0	22	6	0	1	0	0	10	1	1	2	0	43	1.1%		70.6%	
Dunpar Homes	1	6	12	1	2	4	3	0	4	3	0	6	42	1.1%		71.7%	
Lakeview Homes		20	2	0	0	9	5	1	2	0	0	2	41	1.0%		72.7%	
Coscorp Inc.										21	14	5	40	1.0%		73.8%	
	351	491	349	146	374	258	303	462	336	420	246	171	3,907				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 August
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Townhouse	20'	7
			21'	12
			23'	0
		Total		19
Queen's Common - Mattamy Homes	Whitby	Detached	30'	11
		Townhouse	21'	3
		Total		14
Ivy Ridge - Minto Developments	Whitby	Detached	36'	0
			43'	1
		Townhouse	20'	6
			Total	7
Georgina Heights - Treasure Hill	Georgina	Detached	40'	5
			50'	1
		Total		6
Richmond Green - Conservatory Group	Richmond Hill	Detached	30'	0
			36'	0
		Townhouse	20'	0
			22'	6
			24'	0
		Total		6
Trafalgar Landing - Great Gulf	Oakville	Townhouse	20'	6
			Total	6
Arbor Peaks - Great Gulf	Milton	Detached	31'	1
			36'	2
			45'	1
		Semi Detached	26'	1
			Total	5
Classics - GreenYork Homes	Vaughan	Detached	30'	1
		Semi Detached	25'	4
		Total		5
Simcoe Landing - Greystone Homes	Georgina	Detached	36'	0
			40'	2
			45'	3
		Townhouse	25'	0
			Total	5
Upper Valleylands - Fieldgate Homes	Brampton	Detached	30'	1
			38'	0
			41'	0
		Semi Detached	25'	1
			Townhouse	1
		Townhouse	20'	1
			21'	2
		Total		5

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	August 2018					August 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	1		1	1	3	0		0	0	0
	Brock	0				0					
	Clarington	1	0	0	0	1	9	0	0	0	9
	Oshawa	3		0	0	3	2		0	3	5
	Pickering	0			1	1	1			1	2
	Scugog	0	2			2	0				0
	Uxbridge	0			0	0	0				0
	Whitby	12		0	10	22	22			8	30
	Total	17	2	1	12	32	34	0	0	12	46
Halton	Burlington				0	0	0				0
	Halton Hills	0				0					
	Milton	5		2	19	26	3		0	0	3
	Oakville	0			8	8	1			6	7
	Total	5		2	27	34	4		0	6	10
Peel	Brampton	27	0	5	9	41	15		0	1	16
	Caledon	5		0	6	11	12				12
	Mississauga	0		0	4	4	0		0	3	3
	Total	32	0	5	19	56	27		0	4	31
Toronto	Etobicoke	0			2	2	3			0	3
	North York	0			4	4	1			0	1
	Scarborough						0		0	0	0
	Toronto			1	0	1			1	0	1
	Total	0		1	6	7	4		1	0	5
York	Aurora	1			0	1	1			0	1
	East Gwillimbury	3		0	4	7	0		0	0	0
	Georgina	16			0	16	0			0	0
	King	0				0	1				1
	Markham	0			3	3	0			3	3
	Newmarket	0	0		0	0		0		0	0
	Richmond Hill	0		0	6	6	0		0	17	17
	Vaughan	4	0	4	1	9	0			0	0
	Whitchurch-Stouffville	0			0	0	0				0
	Total	24	0	4	14	42	2	0	0	20	22
Grand Total		78	2	13	78	171	71	0	1	42	114

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	36		6	10	52	92		18	59	169
	Brock	0				0	3				3
	Clarington	54	1	0	27	82	129	12	6	142	289
	Oshawa	43		2	26	71	100		24	77	201
	Pickering	60			49	109	146			108	254
	Scugog	8	6			14	27	17			44
	Uxbridge	0			5	5	9			50	59
	Whitby	298		15	264	577	267		15	81	363
	Total	499	7	23	381	910	773	29	63	517	1,382
Halton	Burlington	0			6	6				5	5
	Halton Hills	6				6	37				37
	Milton	319		74	217	610	49		54	74	177
	Oakville	22			240	262	83			52	135
	Total	347		74	463	884	169		54	131	354
Peel	Brampton	439	3	101	247	790	394	9	137	384	924
	Caledon	115		0	46	161	147		18	42	207
	Mississauga	3		3	37	43	5		38	77	120
	Total	557	3	104	330	994	546	9	193	503	1,251
Toronto	Etobicoke	15			18	33	13			15	28
	North York	4			52	56	1			55	56
	Scarborough	1		0	0	1					
	Toronto			1	61	62			1	6	7
	Total	20		1	131	152	14		1	76	91
York	Aurora	56			2	58	131			37	168
	East Gwillimbury	48		3	24	75	108		75	72	255
	Georgina	138			5	143	109			38	147
	King	2				2	13				13
	Markham	0			142	142	12			252	264
	Newmarket	3	2		8	13	8	3		6	17
	Richmond Hill	24		4	191	219	101		23	185	309
	Vaughan	183	1	10	110	304	232	3	4	235	474
	Whitchurch-Stouffville	11			0	11	49			3	52
	Total	465	3	17	482	967	763	6	102	828	1,699
Grand Total	1,888	13	219	1,787	3,907	2,265	44	413	2,055	4,777	

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