



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of October 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-18		Oct-17		Change
High Rise	2,805		4,989		-43.8%
Low Rise	491		491		0.0%
Total	3,296		5,480		-39.9%
Year to Date Sales	Jan.-Oct. 2018		Jan.-Oct. 2017		Y/Y Change
High Rise	17,162		30,661		-44.0%
Low Rise	3,309		7,104		-53.4%
Total	20,471		37,765		-45.8%
Year to Date Supply	Jan.-Oct. 2018		Jan.-Oct. 2017		Y/Y Change
High Rise	21,742		29,966		-27.4%
Low Rise	4,900		8,759		-44.1%
Total	26,642		38,725		-31.2%
Year to Date Completions	Jan.-Oct. 2018		Jan.-Oct. 2017		Y/Y Change
High Rise	14,433		13,904		3.8%
Remaining Inventory	Oct-18	Sep-18	Oct-17	M/M Change	Y/Y Change
High Rise	10,982	9,769	9,442	12.4%	16.3%
Low Rise	5,301	5,111	3,553	3.7%	49.2%
Total	16,283	14,880	12,995	9.4%	25.3%
Benchmark Price	Oct-18	Sep-18	Oct-17	M/M Change	Y/Y Change
High Rise	\$775,537	\$789,643	\$677,456	-1.8%	14.5%
Low Rise	\$1,115,284	\$1,119,533	\$1,217,428	-0.4%	-8.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	21	323	265	171	
High Rise Units	4,837	82,017	66,474	41,362	
% Sold*	47%	83%	95%	74%	
Low Rise Projects	14	250			
Low Rise Units	554	30,680			
% Sold*	42%	83%			

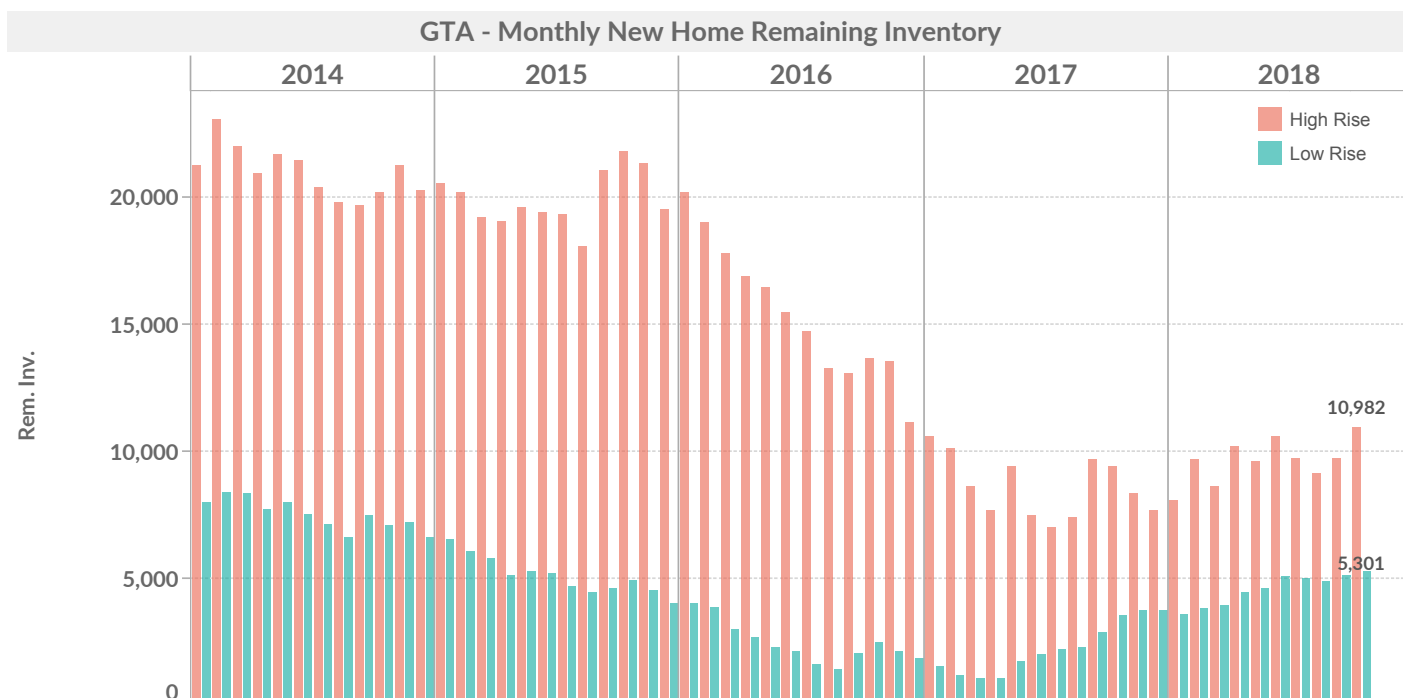
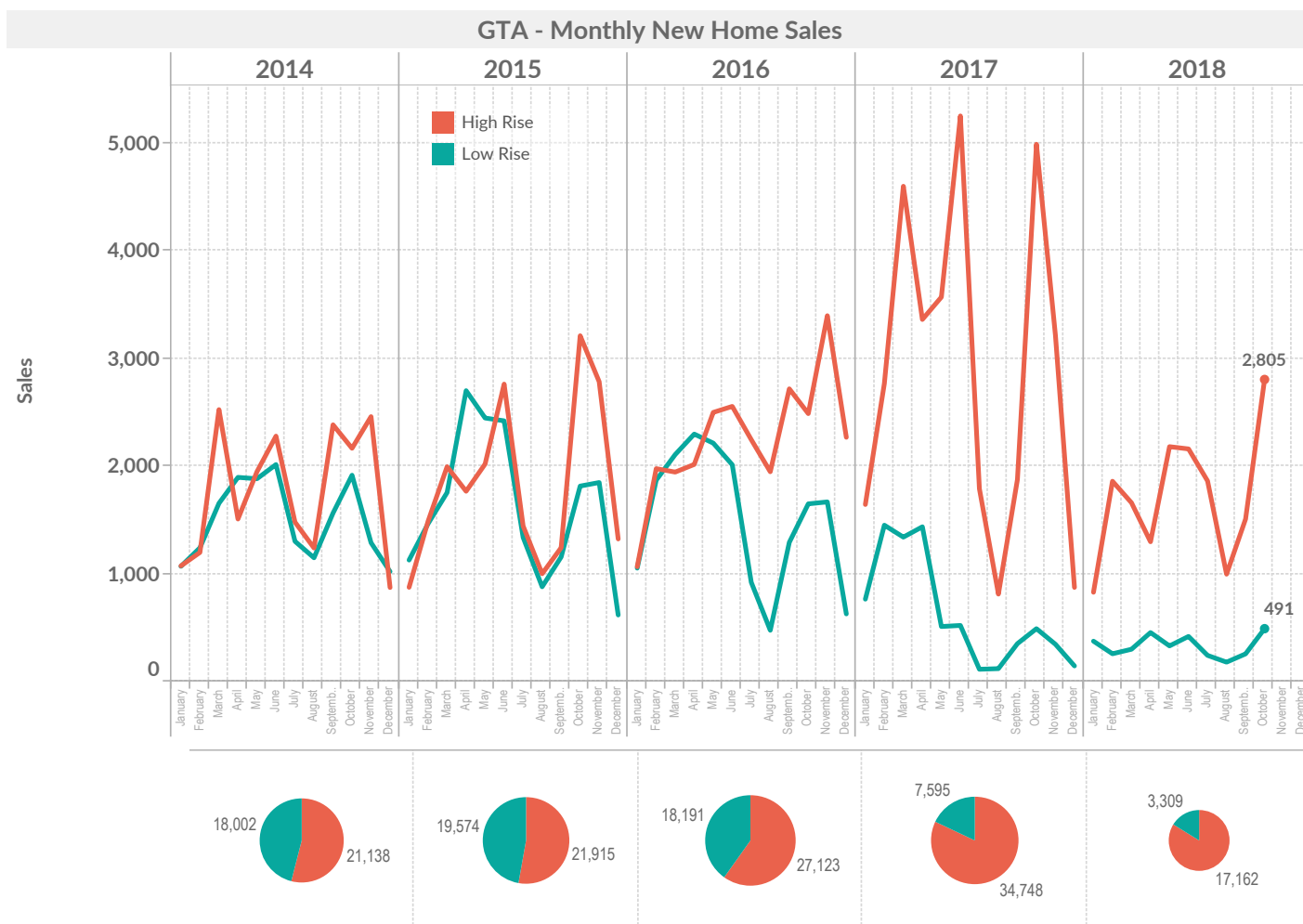
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

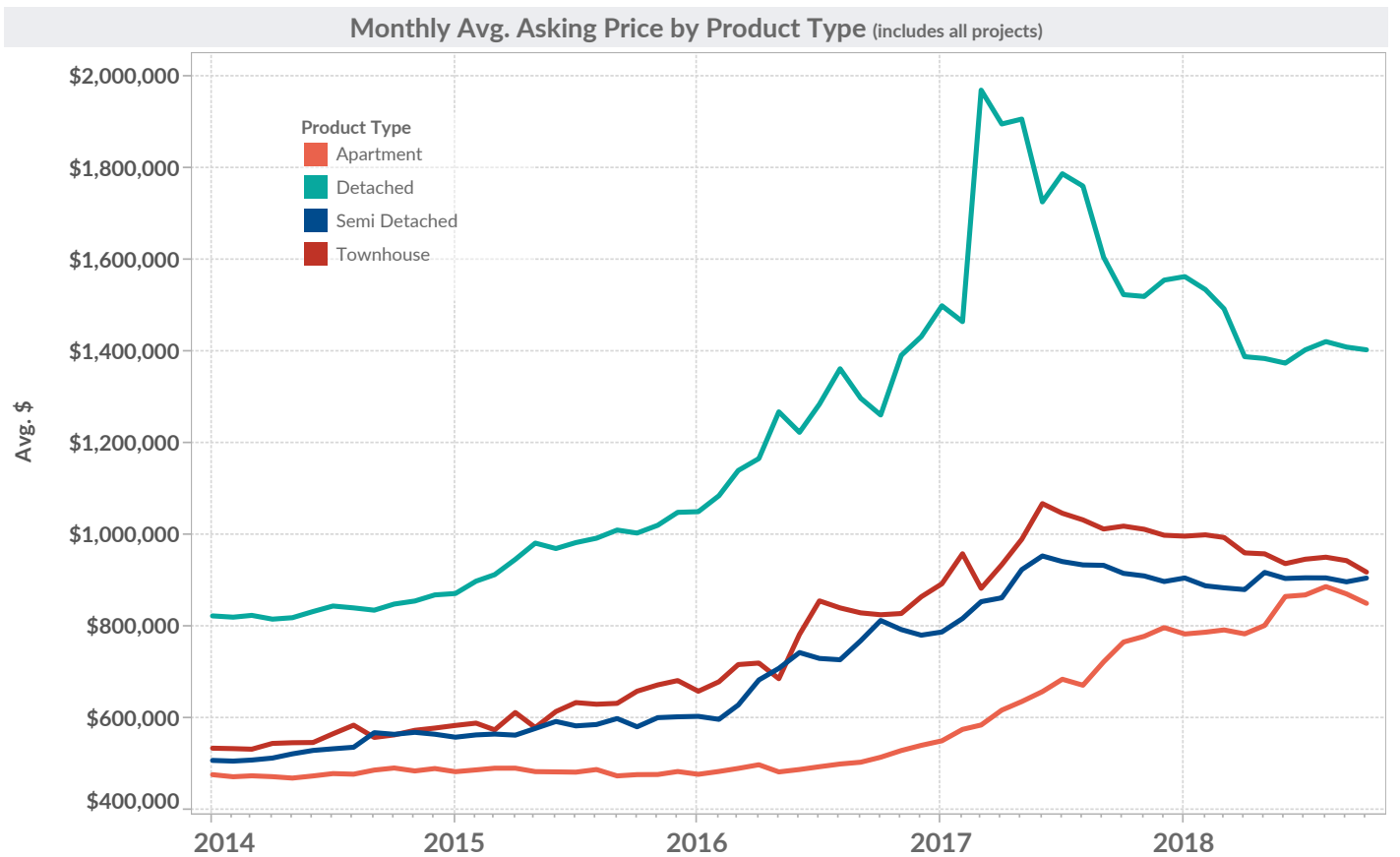
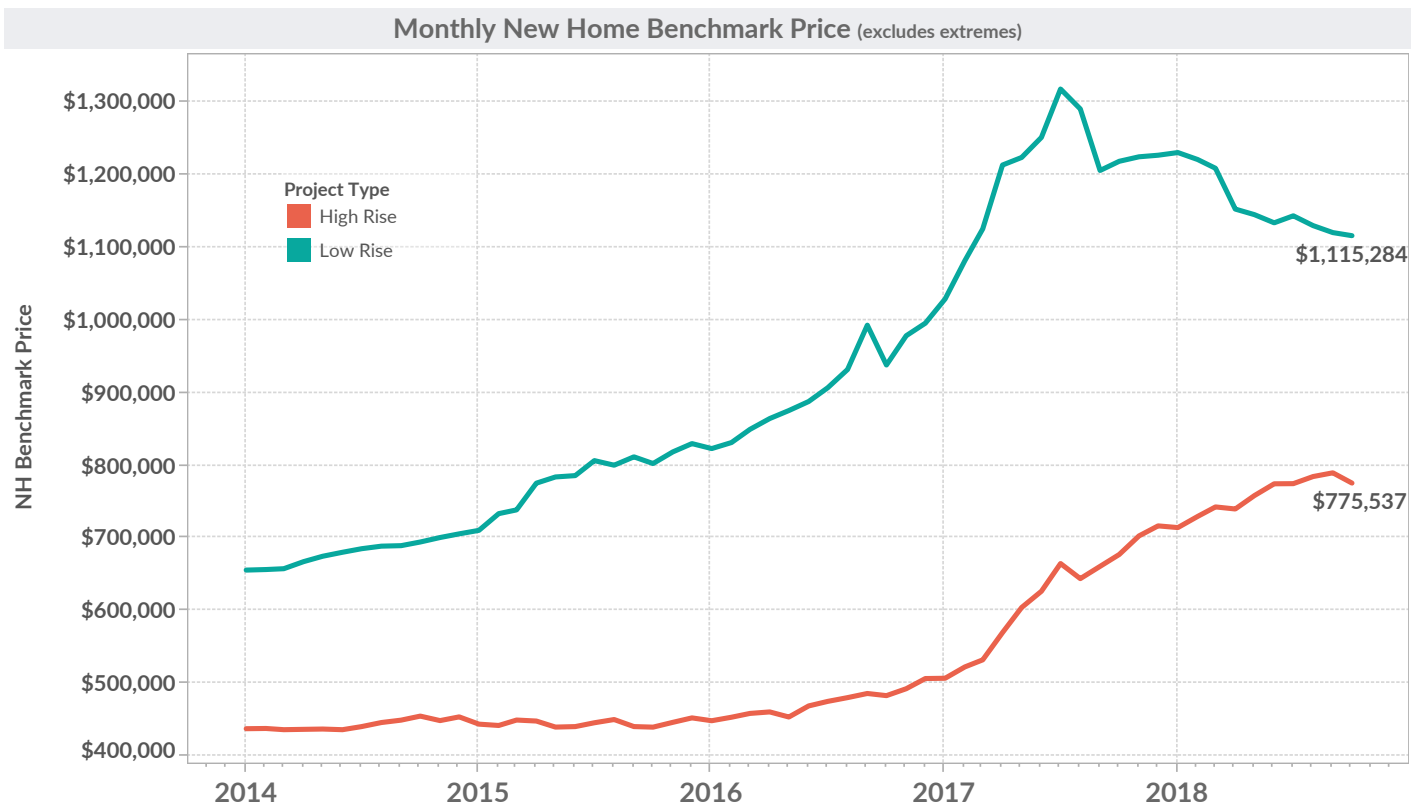
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

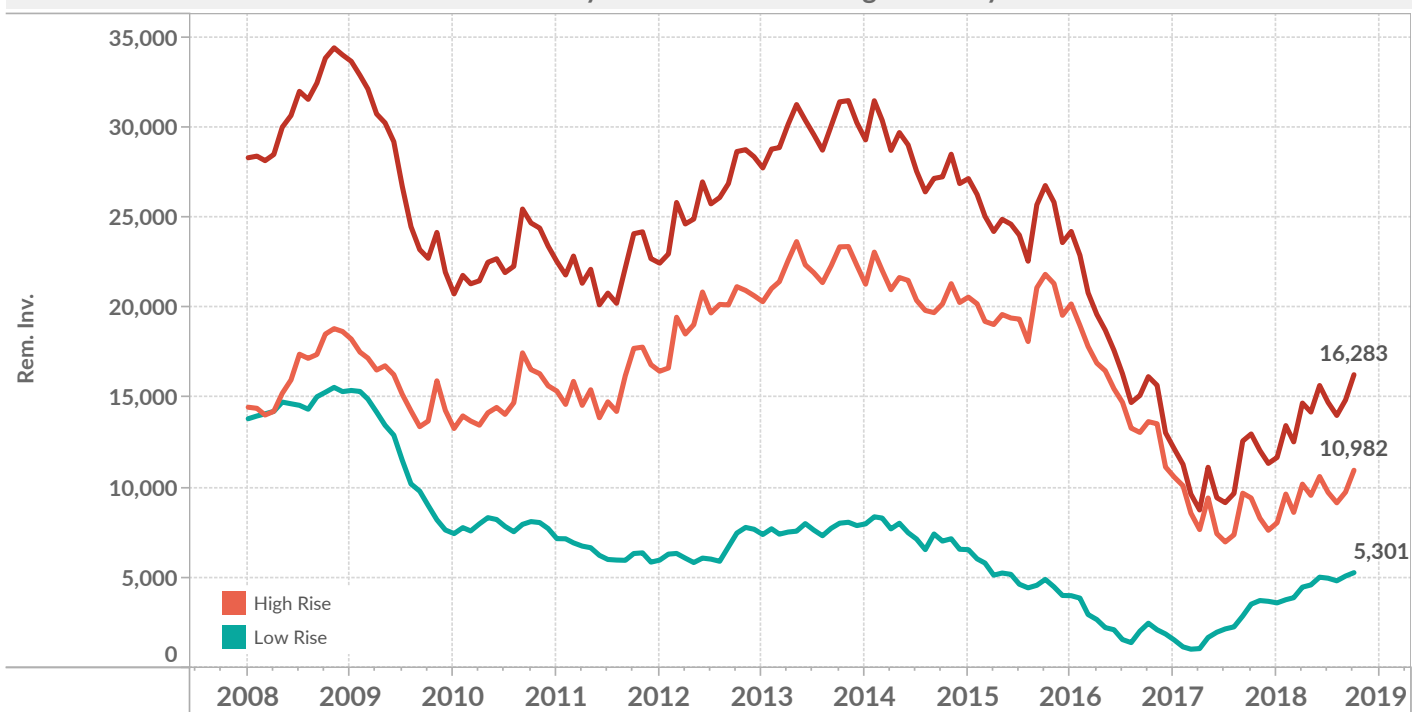


Pricing

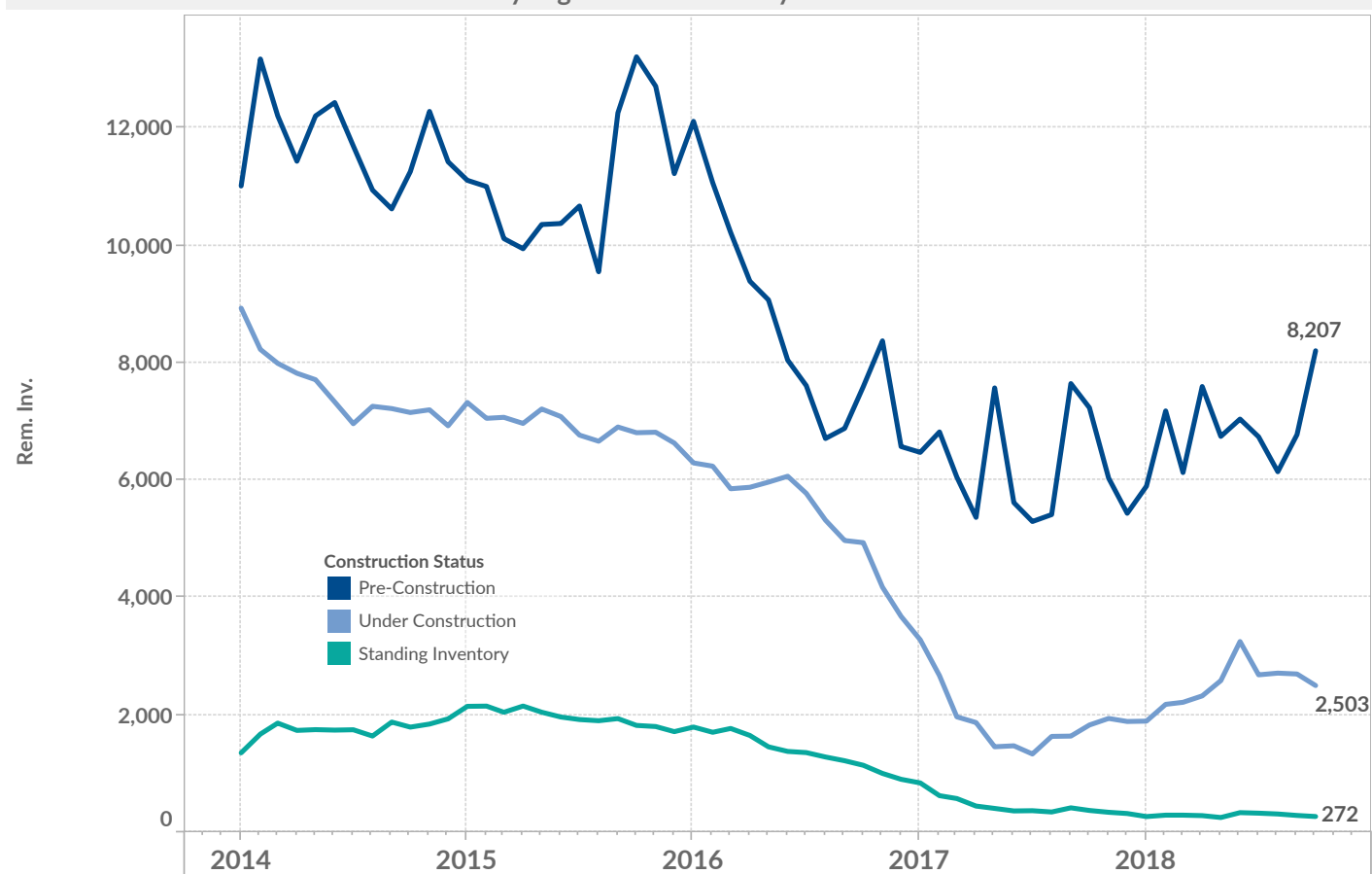


Remaining Inventory

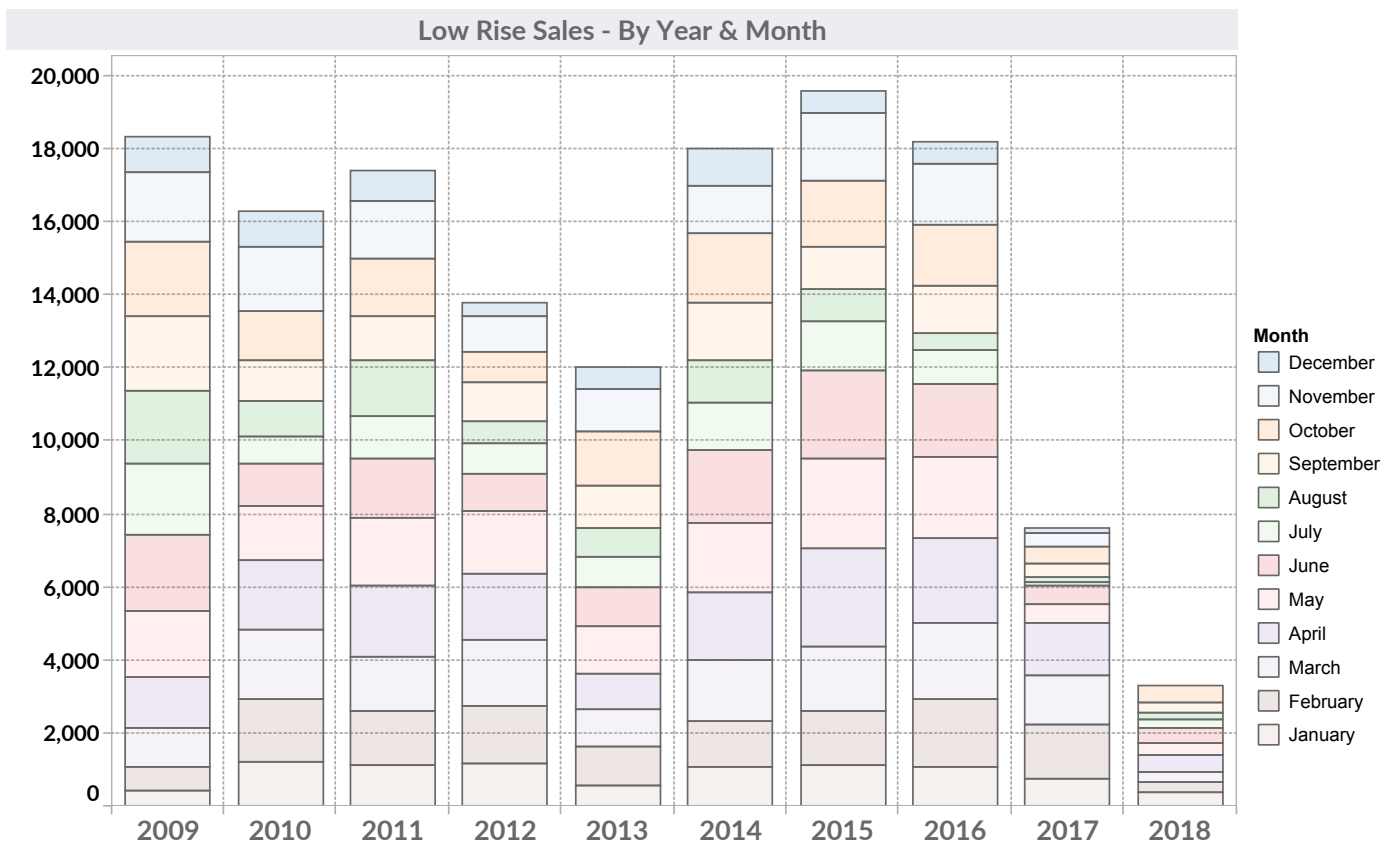
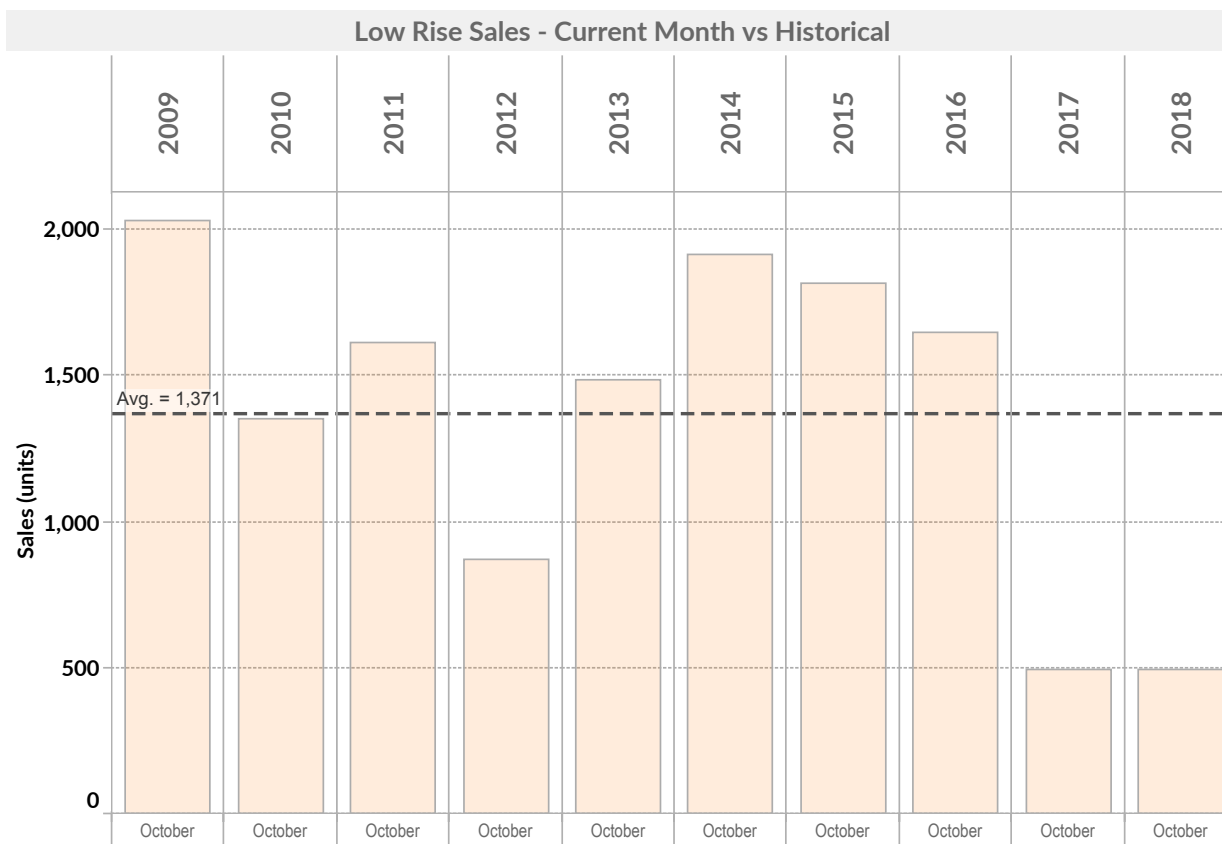
GTA - Monthly New Home Remaining Inventory



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

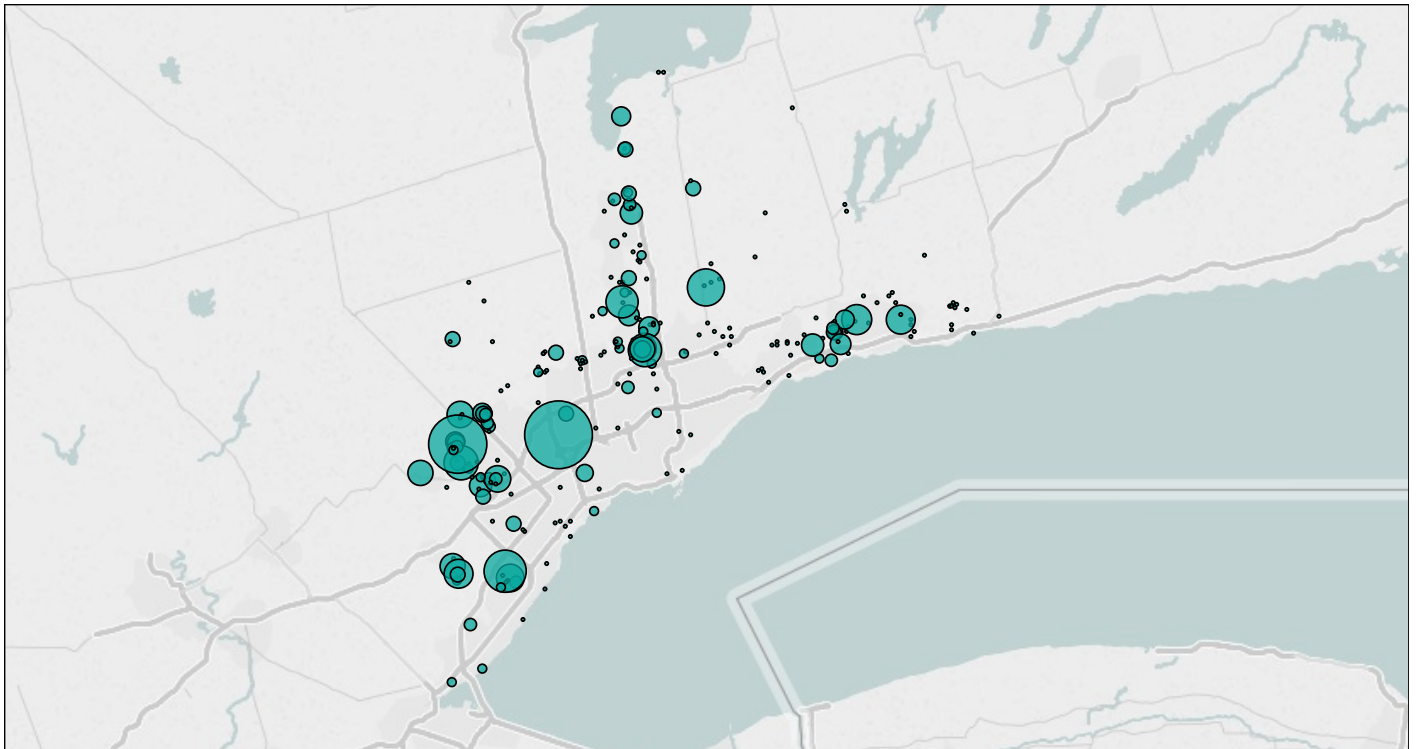


Historical Sales Comparison

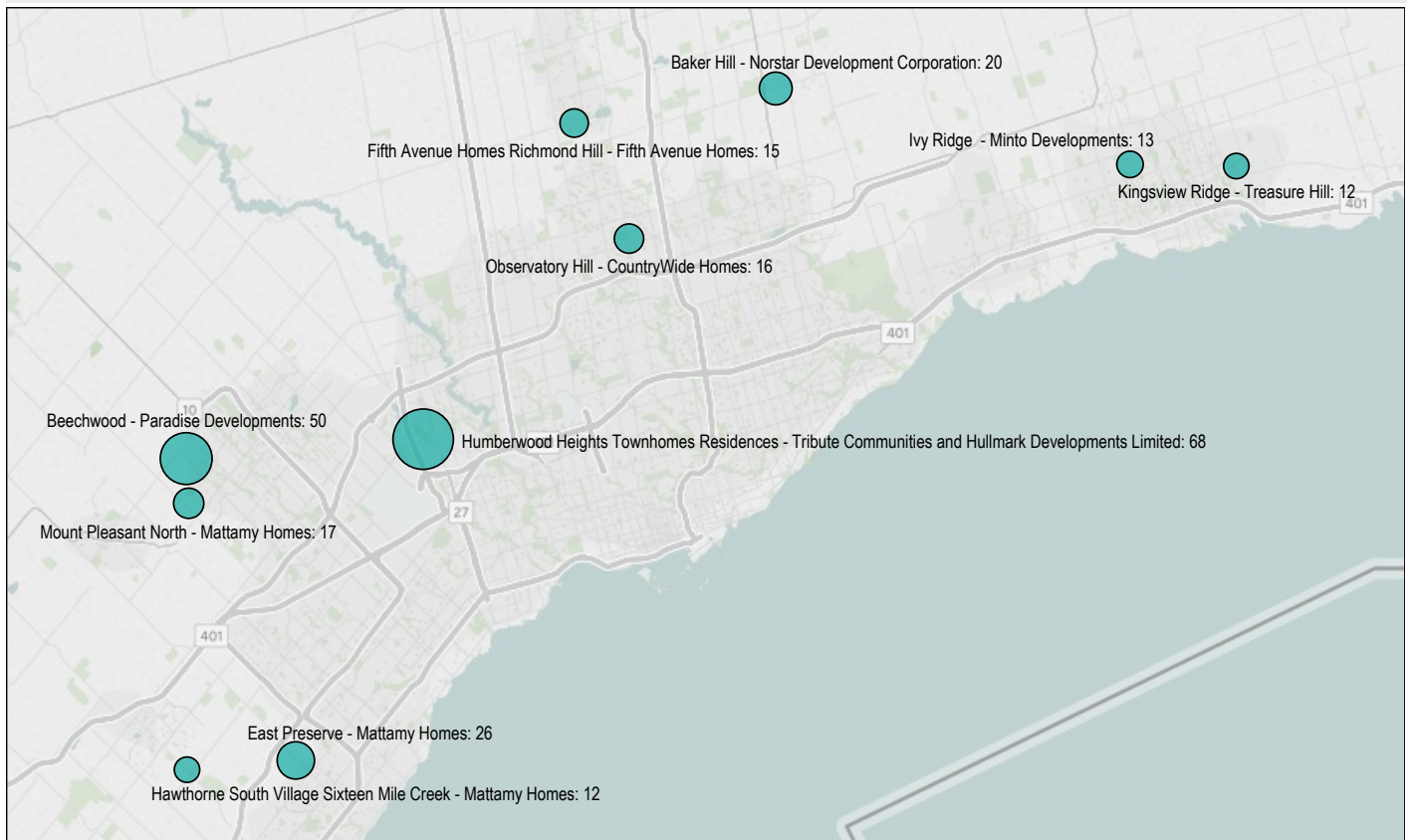


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



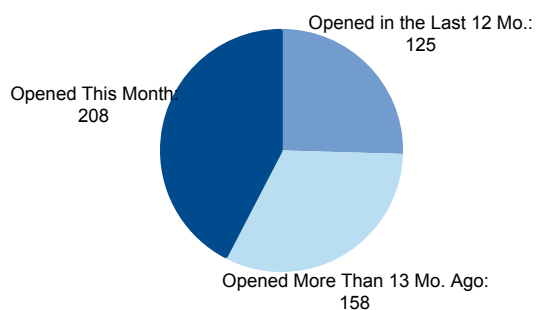
GTA - Top Sites by Current Month Sales



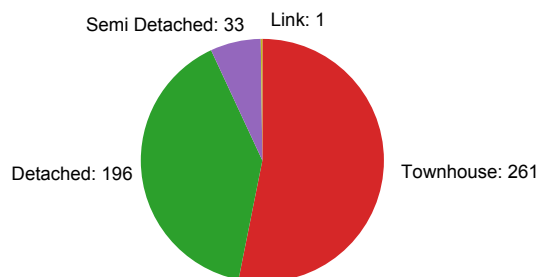
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

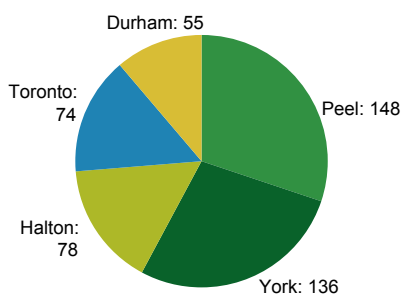
Sales by Opening Date



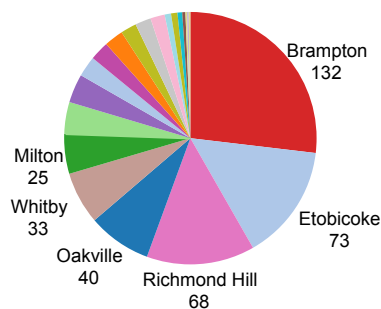
Sales by Product Type



Sales by Region



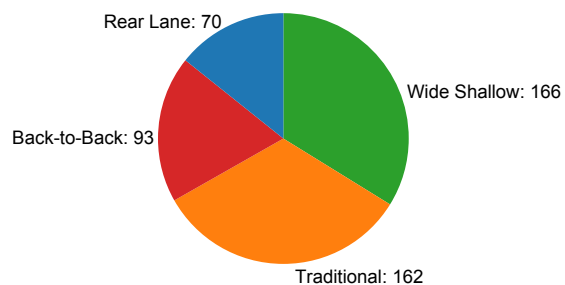
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



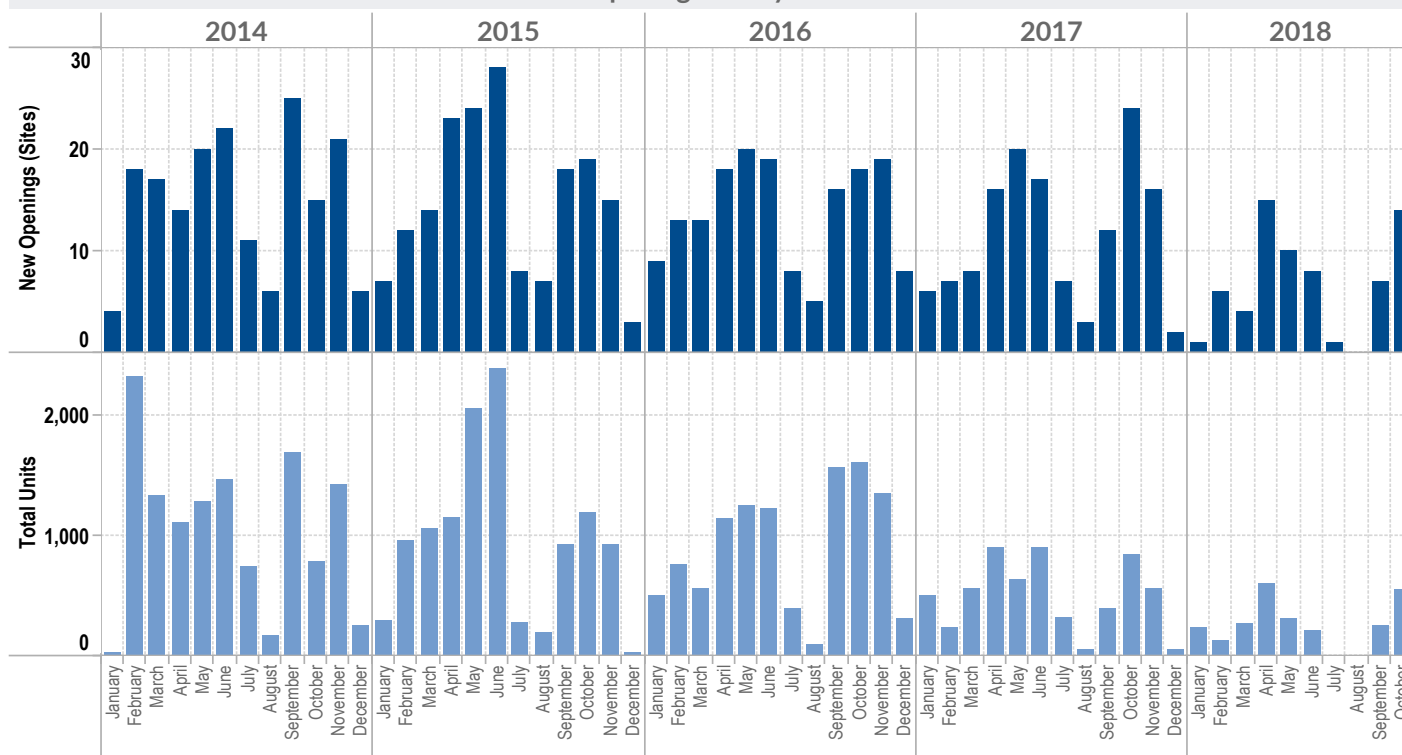
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Humberwood Heights Townhomes Residences - Tribute Communities and Hullmark Developments Limited	Condominium	Etobicoke	10/12/2018	74	46	28	\$457
	Freehold	Etobicoke	10/12/2018	30	22	8	\$451
Beechwood - Paradise Developments	Freehold	Brampton	10/13/2018	44	44	0	
Mount Pleasant North - Mattamy Homes	Freehold	Brampton	10/13/2018	49	17	32	\$361
Valera - ADI Development Group	Condominium	Burlington	10/18/2018	56	2	54	\$470
	Freehold	Burlington	10/18/2018	14	0	14	\$480
Baker Hill - Norstar Development Corporation	Freehold Commo..	Whitchurch-Stouf..	10/20/2018	73	20	53	\$418
Olde Town - Hallett Homes	Freehold	Brampton	10/20/2018	10	2	8	\$341
Vellore Park - Vogue Development Group	Freehold	Vaughan	10/20/2018	8	0	8	\$468
East Preserve - Mattamy Homes	Freehold	Oakville	10/27/2018	26	26	0	
Ironwood - Podium Developments and Building Capital	Freehold Commo..	Oshawa	10/27/2018	48	0	48	\$347
Nu Towns - Madison Group	Freehold Commo..	Pickering	10/27/2018	14	0	14	\$363
Observatory Hill - Aspen Ridge Homes	Freehold	Richmond Hill	10/27/2018	30	9	21	\$527
Observatory Hill - Conservatory Group	Freehold	Richmond Hill	10/27/2018	36	4	32	\$443
Observatory Hill - CountryWide Homes	Freehold	Richmond Hill	10/27/2018	34	16	18	\$571
Observatory Hill - Regal Crest Homes	Freehold	Richmond Hill	10/27/2018	8	0	8	\$475
Grand Total				554	208	346	\$441

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	69	50	17	37	23	36	27	64			702	21.2%		21.2%	
Great Gulf	22	22	26	33	26	17	14	16	29	21			226	6.8%		28.0%	
Paradise Developments	2	0	41	9	35	7	2	4	3	50			153	4.6%		32.7%	
Treasure Hill	9	6	3	46	5	22	21	12	6	18			148	4.5%		37.1%	
Minto Developments	9	8	7	5	2	50	13	7	11	17			129	3.9%		41.0%	
CountryWide Homes	0	2	4	4	8	25	15	4	20	25			107	3.2%		44.3%	
Fieldgate Homes	1	1	34	13	16	10	4	8	4	7			98	3.0%		47.2%	
Conservatory Group	4	6	8	7	13	4	11	13	9	21			96	2.9%		50.1%	
Aspen Ridge Homes	0	1	0	3	2	26	12	7	13	17			81	2.4%		52.6%	
Coscorp Inc.						23	14	7	16	10			70	2.1%		54.7%	
Tribute Communities and Hullmark Developments Limited										68			68	2.1%		56.8%	
Starlane Home Corporation			0	45	11	0	1	8	1	0			66	2.0%		58.7%	
Regal Crest Homes	0	0	0	0	0	40	7	3	0	15			65	2.0%		60.7%	
Country Homes	23	14	9	12	2	0	0	0	0	0			60	1.8%		62.5%	
Greenpark Group	0	0	0	0	0	32	13	3	5	3			56	1.7%		64.2%	
Opus Homes	3	2	1	15	10	7	3	1	2	8			52	1.6%		65.8%	
Tribute Communities	1	1	13	8	7	5	0	0	11	2			48	1.5%		67.2%	
Lakeview Homes	0	9	5	0	2	0	0	1	17	10			44	1.3%		68.6%	
Wycliffe Homes					0	33	6	0	0	2			41	1.2%		69.8%	
Dunpar Homes	4	4	3	0	4	3	0	6	4	6			34	1.0%		70.8%	
LIV Communities	1	3	9	5	3	4	1	3	2	2			33	1.0%		71.8%	
Poetry Living				30	3								33	1.0%		72.8%	
	375	258	300	455	331	419	243	180	257	491			3,309				

Top Builders - Last 12 Months

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

Builder	2017		2018										Total	Market Share		Cum. Mkt. Share	
	November	December	January	February	March	April	May	June	July	August	September	October		%		%	
Mattamy Homes	59	36	257	122	69	50	17	37	23	36	27	64	797	21.0%		21.0%	
Great Gulf	9	6	22	22	26	33	26	17	14	16	29	21	241	6.3%		27.3%	
Minto Developments	22	18	9	8	7	5	2	50	13	7	11	17	169	4.4%		31.8%	
Paradise Developments	3	1	2	0	41	9	35	7	2	4	3	50	157	4.1%		35.9%	
Treasure Hill	3	0	9	6	3	46	5	22	21	12	6	18	151	4.0%		39.9%	
Country Homes	44	23	23	14	9	12	2	0	0	0	0	0	127	3.3%		43.2%	
Conservatory Group	14	2	4	6	8	7	13	4	11	13	9	21	112	2.9%		46.2%	
CountryWide Homes	2	0	0	2	4	4	8	25	15	4	20	25	109	2.9%		49.0%	
Fieldgate Homes	10	1	1	1	34	13	16	10	4	8	4	7	109	2.9%		51.9%	
Aspen Ridge Homes	0	0	0	1	0	3	2	26	12	7	13	17	81	2.1%		54.0%	
Regal Crest Homes	10	0	0	0	0	0	0	40	7	3	0	15	75	2.0%		56.0%	
Coscorp Inc.								23	14	7	16	10	70	1.8%		57.8%	
Tribute Communities and Hullmark Developments Limited												68	68	1.8%		59.6%	
Starlane Home Corporation					0	45	11	0	1	8	1	0	66	1.7%		61.4%	
Opus Homes	11	0	3	2	1	15	10	7	3	1	2	8	63	1.7%		63.0%	
Greenpark Group	3	0	0	0	0	0	0	32	13	3	5	3	59	1.6%		64.6%	
Poetry Living	7	12				30	3						52	1.4%		65.9%	
Tribute Communities	0	0	1	1	13	8	7	5	0	0	11	2	48	1.3%		67.2%	
Dunpar Homes	12	1	4	4	3	0	4	3	0	6	4	6	47	1.2%		68.4%	
Lakeview Homes	2	0	0	9	5	0	2	0	0	1	17	10	46	1.2%		69.7%	
Wycliffe Homes							0	33	6	0	0	2	41	1.1%		70.7%	
Deco Homes	7	0	2	3	2	14	1	1	4	1	0	4	39	1.0%		71.8%	
	346	145	375	258	300	455	331	419	243	180	257	491	3,800				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 October
Humberwood Heights Townhomes Residences - Tribute Communities and Hullmark Developments Limited	Etobicoke	Townhouse	20'	68
			Total	68
Beechwood - Paradise Developments	Brampton	Detached	30'	20
			38'	21
			41'	3
		Semi Detached	25'	4
		Townhouse	20'	2
		Total		50
East Preserve - Mattamy Homes	Oakville	Townhouse	20'	5
			21'	8
			23'	13
			Total	26
Baker Hill - Norstar Development Corporation	Whitchurch-Stouffville	Townhouse	17'	10
			18'	10
			Total	20
Mount Pleasant North - Mattamy Homes	Brampton	Detached	30'	0
		Townhouse	20'	4
			23'	13
		Total		17
Observatory Hill - CountryWide Homes	Richmond Hill	Detached	36'	7
			45'	7
			50'	2
		Semi Detached	27'	0
		Townhouse	22'	0
		Total		16
Fifth Avenue Homes Richmond Hill - Fifth Avenue Homes	Richmond Hill	Semi Detached	30'	3
		Townhouse	19'	12
		Total		15
Ivy Ridge - Minto Developments	Whitby	Detached	36'	1
			43'	1
		Townhouse	20'	11
			Total	13
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Townhouse	20'	9
			21'	3
			23'	0
			Total	12
Kingsview Ridge - Treasure Hill	Oshawa	Detached	30'	2
			36'	7
			40'	3
			Total	12
Trafalgar Landing - Great Gulf	Oakville	Townhouse	20'	11
			Total	11

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October 2018					October 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	2		1	7	10	0		0	0	0
	Brock	0				0					
	Clarington	0	0	0	0	0	15	0	0	0	15
	Oshawa	12		0	0	12	1		0	0	1
	Pickering	0			0	0	5			4	9
	Scugog	0	0			0	2				2
	Uxbridge	0			0	0	0				0
	Whitby	11		2	20	33	94		5	81	180
	Total	25	0	3	27	55	117	0	5	85	207
Halton	Burlington				4	4	0			0	0
	Halton Hills	9				9	3				3
	Milton	5		7	13	25	40		1	1	42
	Oakville	0			40	40	8			16	24
	Total	14		7	57	78	51		1	17	69
Peel	Brampton	79	0	15	38	132	25		4	13	42
	Caledon	3		0	10	13	1		0	2	3
	Mississauga	0		0	3	3	0		0	3	3
	Total	82	0	15	51	148	26		4	18	48
Toronto	Etobicoke	4			69	73	1			2	3
	North York	0	0		1	1	0			1	1
	Scarborough								0	0	0
	Toronto			0	0	0				24	24
	Total	4	0	0	70	74	1		0	27	28
York	Aurora	3			1	4	25			0	25
	East Gwillimbury	14		3	1	18	2		0		2
	Georgina	10			0	10	1			0	1
	King	1				1	0				0
	Markham	0			2	2	0			38	38
	Newmarket	0	1		0	1		0		0	0
	Richmond Hill	38		5	25	68	10		4	52	66
	Vaughan	5	0	0	7	12	6		0	0	6
	Whitchurch-Stouffville	0			20	20	1				1
	Total	71	1	8	56	136	45	0	4	90	139
Grand Total		196	1	33	261	491	240	0	14	237	491

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	39		7	12	58	89		17	57	163
	Brock	1				1	2				2
	Clarington	32	1	0	26	59	168	12	1	134	315
	Oshawa	52		2	30	84	113		24	121	258
	Pickering	12			37	49	146			122	268
	Scugog	5	6			11	28	16			44
	Uxbridge	0			5	5	9			50	59
	Whitby	218		14	203	435	277		35	137	449
	Total	359	7	23	313	702	832	28	77	621	1,558
Halton	Burlington				11	11				81	81
	Halton Hills	12				12	59				59
	Milton	292		80	204	576	35		47	57	139
	Oakville	13			189	202	60			28	88
	Total	317		80	404	801	154		47	166	367
Peel	Brampton	483	5	98	260	846	436	7	149	406	998
	Caledon	124		0	68	192	135		18	34	187
	Mississauga	3		3	39	45	5		39	75	119
	Total	610	5	101	367	1,083	576	7	206	515	1,304
Toronto	Etobicoke	17			87	104	8			52	60
	North York	5	0		50	55	20	1		66	87
	Scarborough			0		0					
	Toronto			1	40	41			1	3	4
	Total	22	0	1	177	200	28	1	1	121	151
York	Aurora	35			3	38	132			36	168
	East Gwillimbury	87		9	37	133	145		70	76	291
	Georgina	153			6	159	111			37	148
	King	3				3	12				12
	Markham	0			108	108	12			254	266
	Newmarket	3	3		6	12	8	3		5	16
	Richmond Hill	48		5	166	219	150		48	242	440
	Vaughan	180	3	10	123	316	244	5	12	218	479
	Whitchurch-Stouffville	6			20	26	45			56	101
	Total	515	6	24	469	1,014	859	8	130	924	1,921
Grand Total		1,823	18	229	1,730	3,800	2,449	44	461	2,347	5,301

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