



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of December 2018

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-18		Dec-17		Change
High Rise	804		868		-7.4%
Low Rise	136		143		-4.9%
Total	940		1,011		-7.0%
Year to Date Sales	Jan.-Dec. 2018		Jan.-Dec. 2017		Y/Y Change
High Rise	21,330		34,670		-38.5%
Low Rise	3,831		7,591		-49.5%
Total	25,161		42,261		-40.5%
Year to Date Supply	Jan.-Dec. 2018		Jan.-Dec. 2017		Y/Y Change
High Rise	26,422		32,606		-19.0%
Low Rise	5,205		9,399		-44.6%
Total	31,627		42,005		-24.7%
Year to Date Completions	Jan.-Dec. 2018		Jan.-Dec. 2017		Y/Y Change
High Rise	15,638		15,401		1.5%
Remaining Inventory	Dec-18	Nov-18	Dec-17	M/M Change	Y/Y Change
High Rise	10,687	11,447	7,623	-6.6%	40.2%
Low Rise	5,081	5,414	3,707	-6.2%	37.1%
Total	15,768	16,861	11,330	-6.5%	39.2%
Benchmark Price	Dec-18	Nov-18	Dec-17	M/M Change	Y/Y Change
High Rise	\$796,815	\$786,602	\$716,772	1.3%	11.2%
Low Rise	\$1,143,505	\$1,150,823	\$1,225,774	-0.6%	-6.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	323	264	176	
High Rise Units	164	84,915	67,030	44,389	
% Sold*	0%	83%	95%	74%	
Low Rise Projects	1	262			
Low Rise Units	6	29,945			
% Sold*	17%	83%			

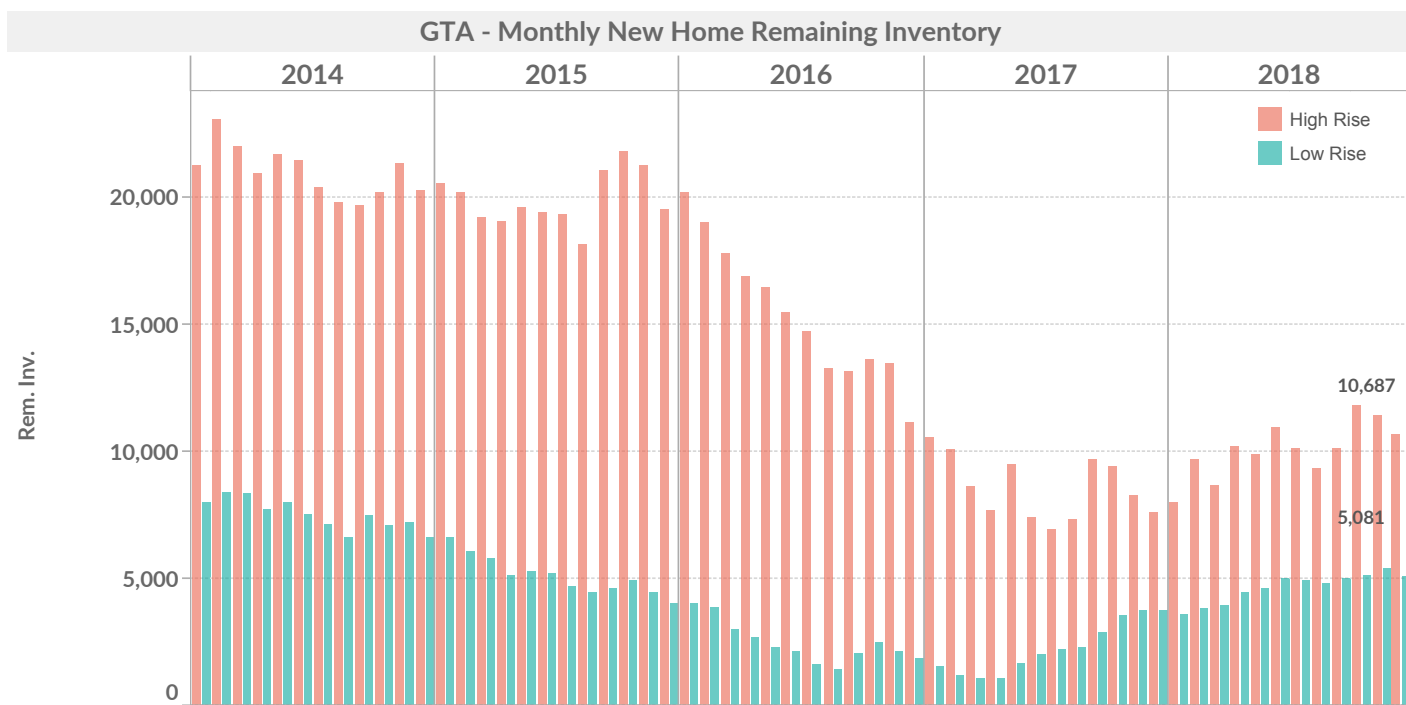
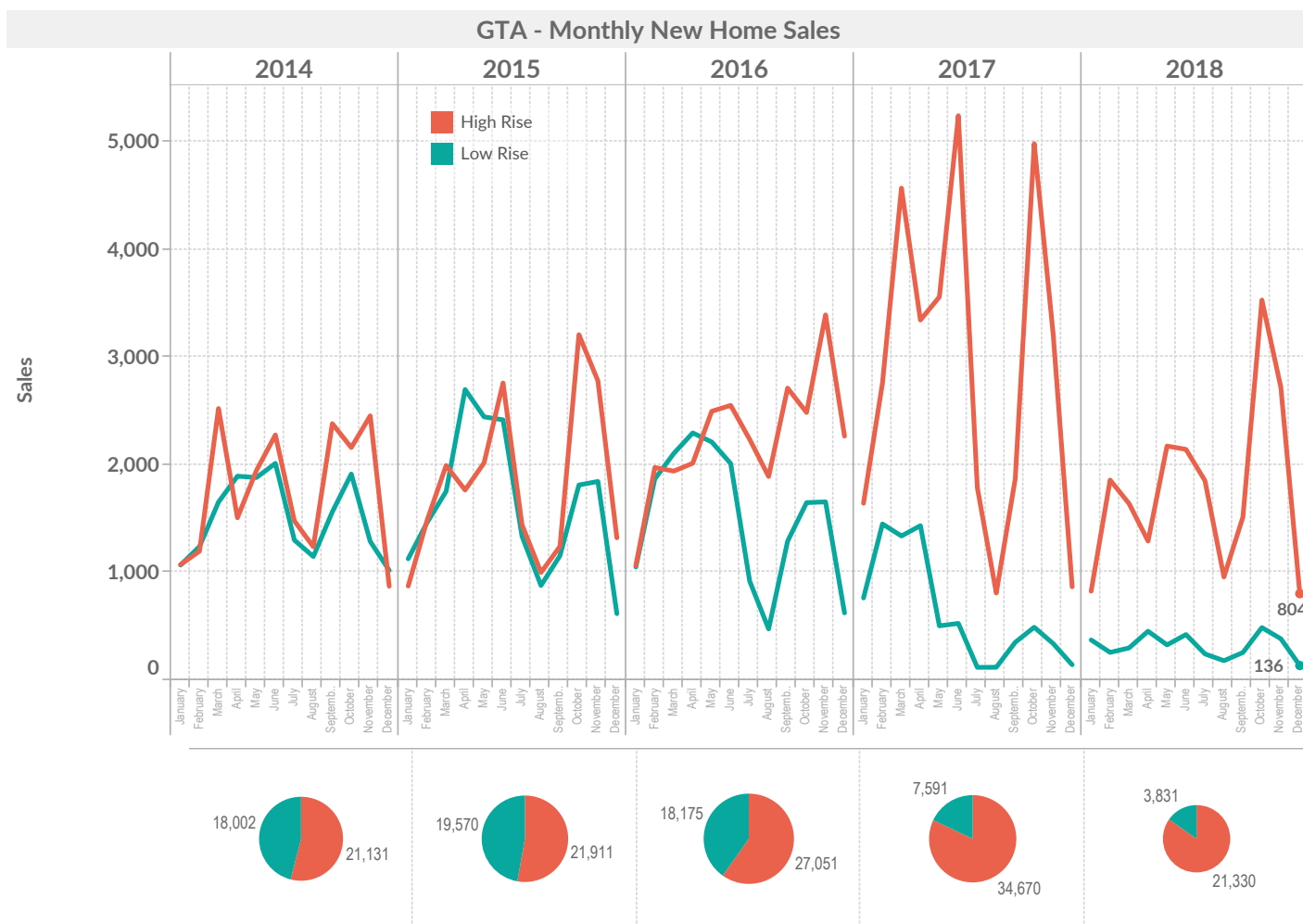
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

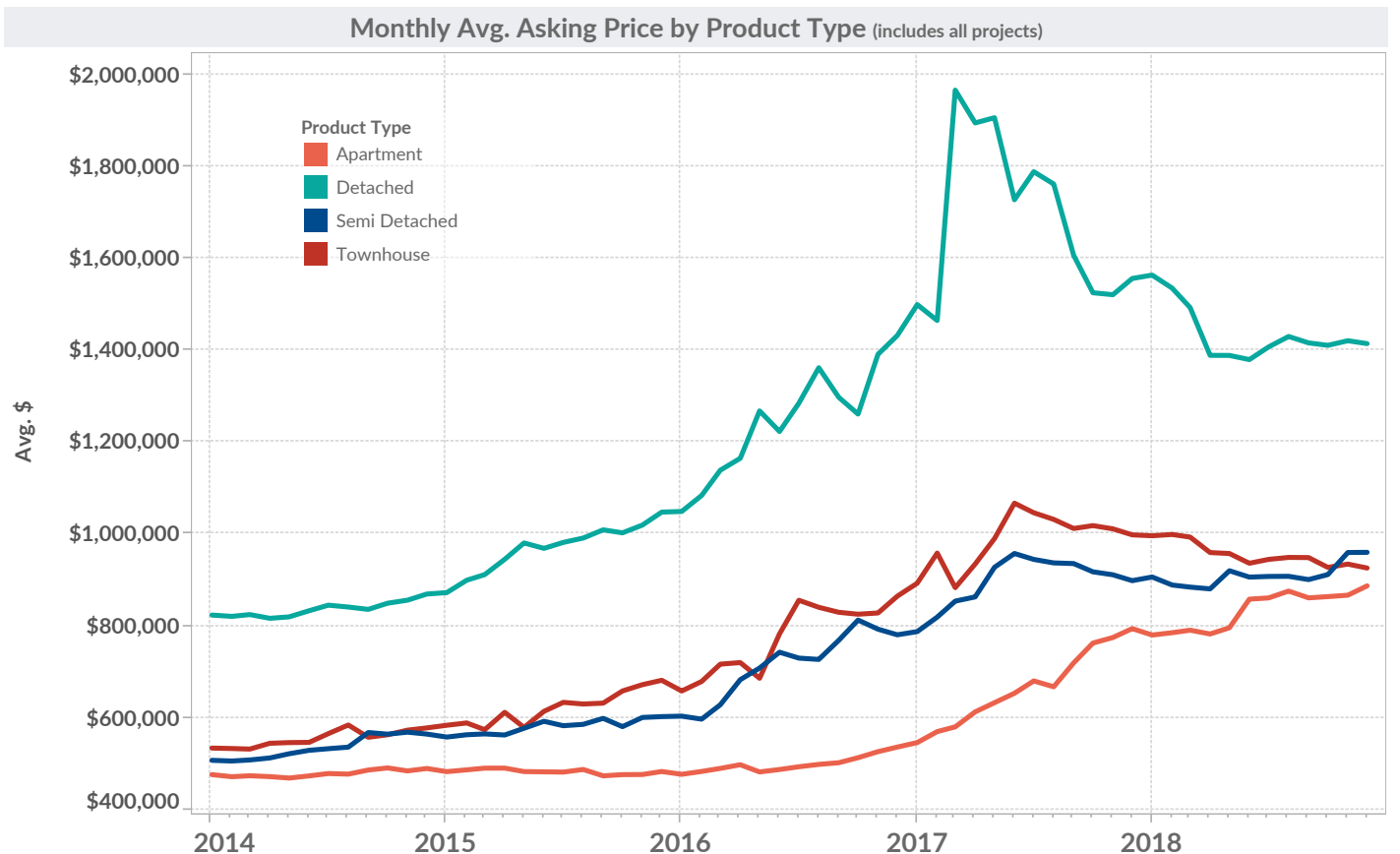
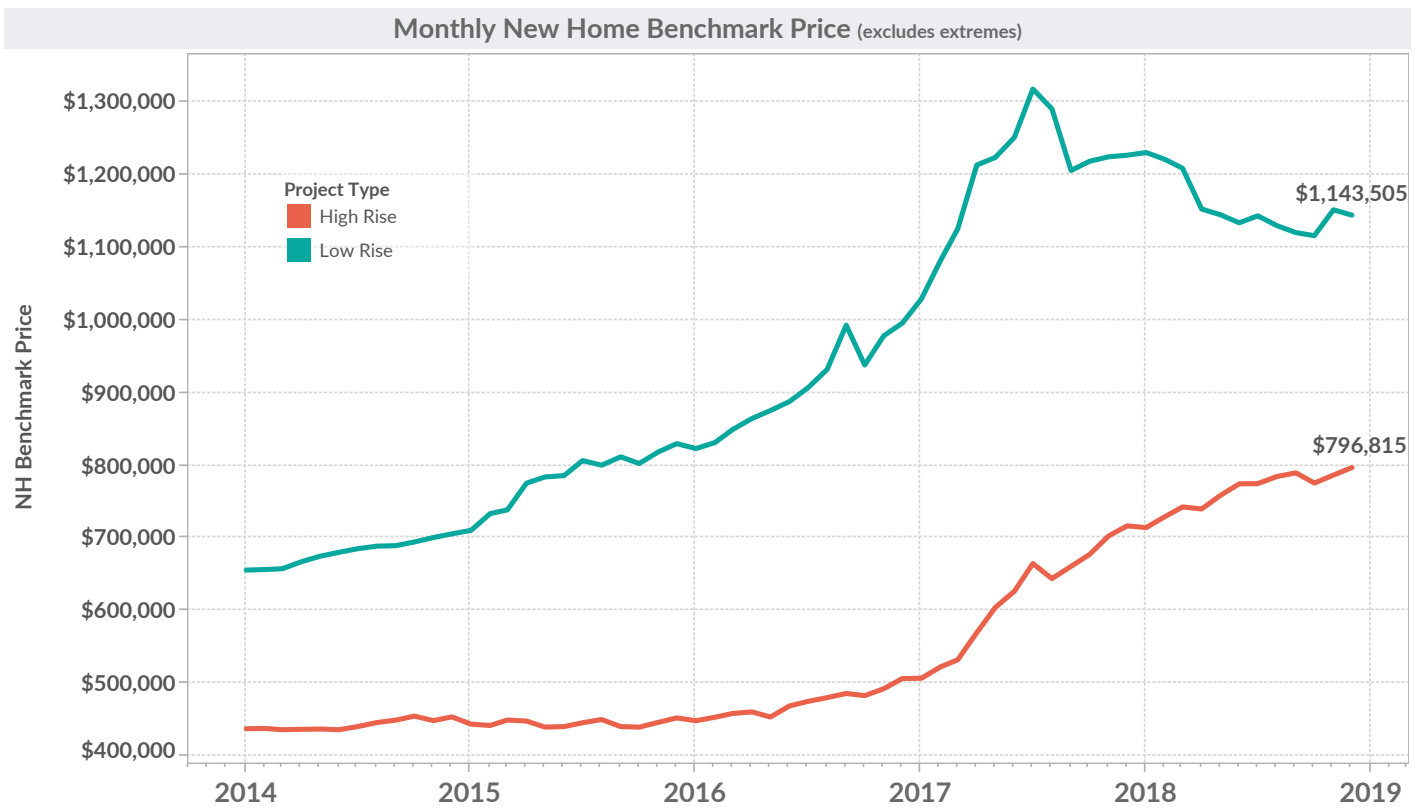
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

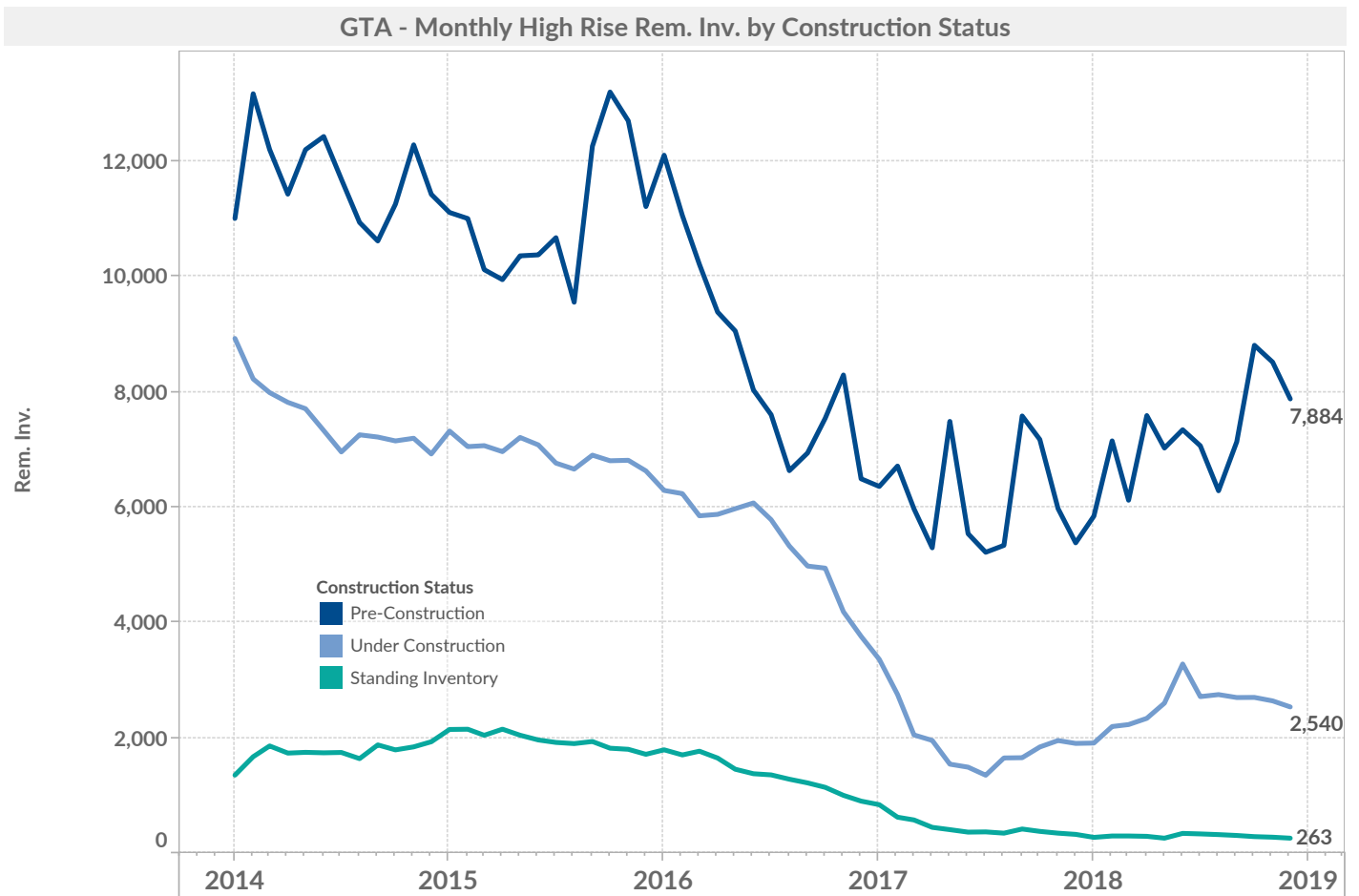
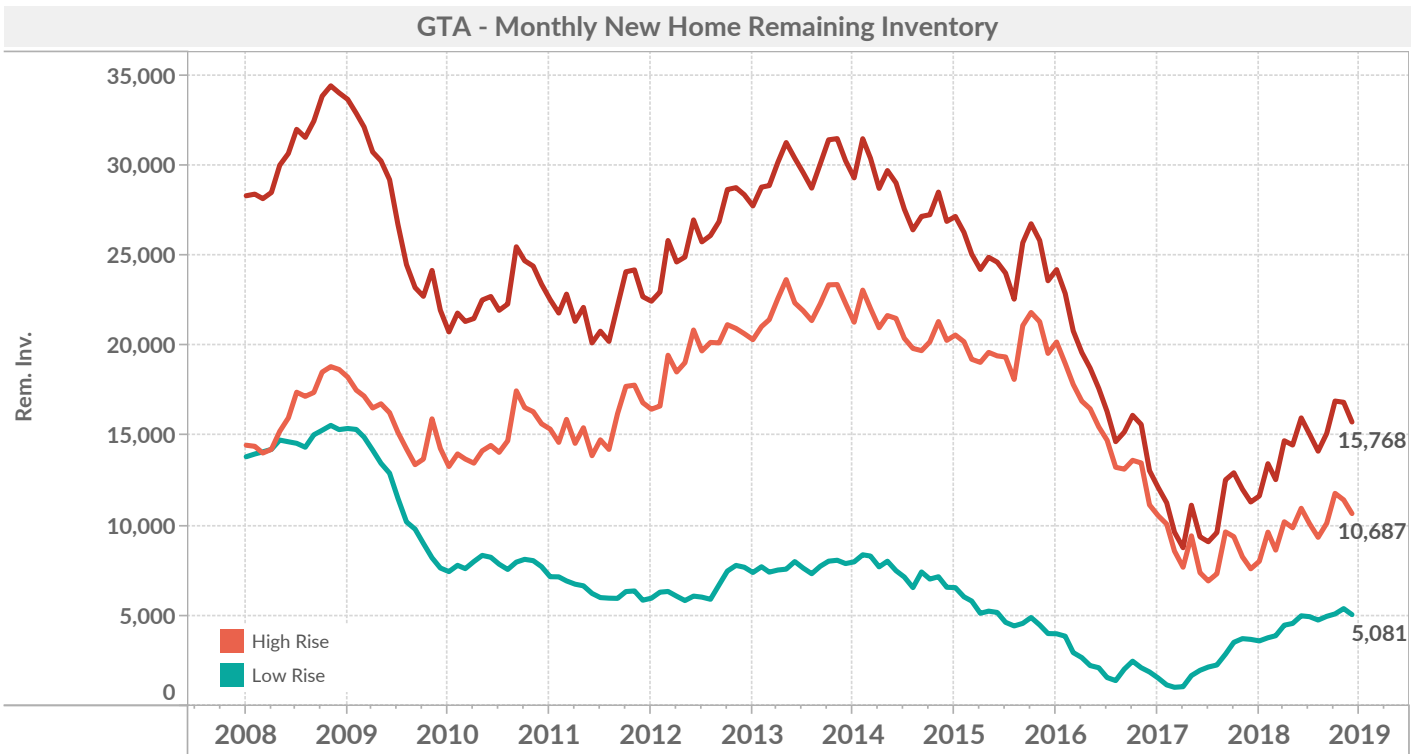
Sales & Remaining Inventory



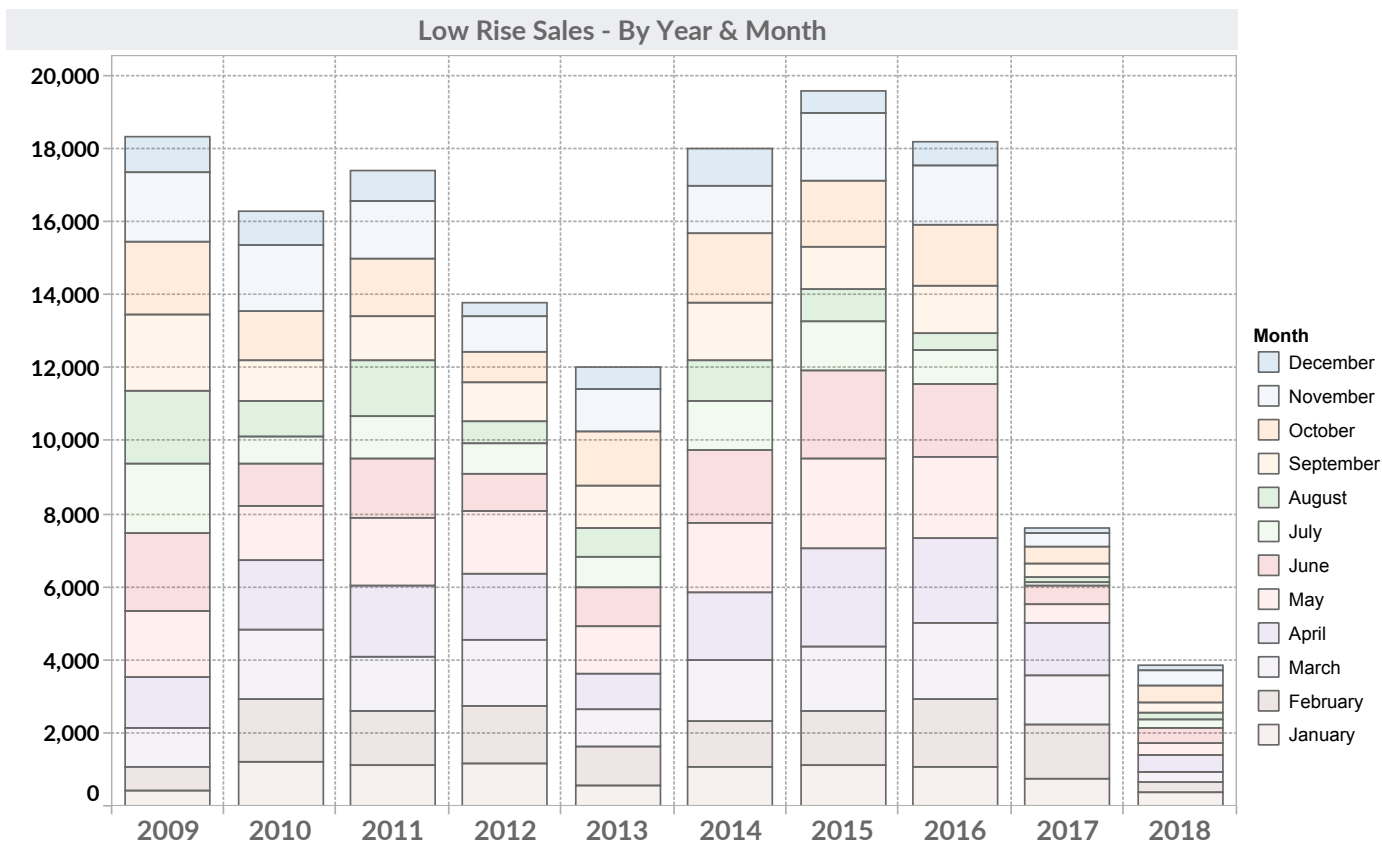
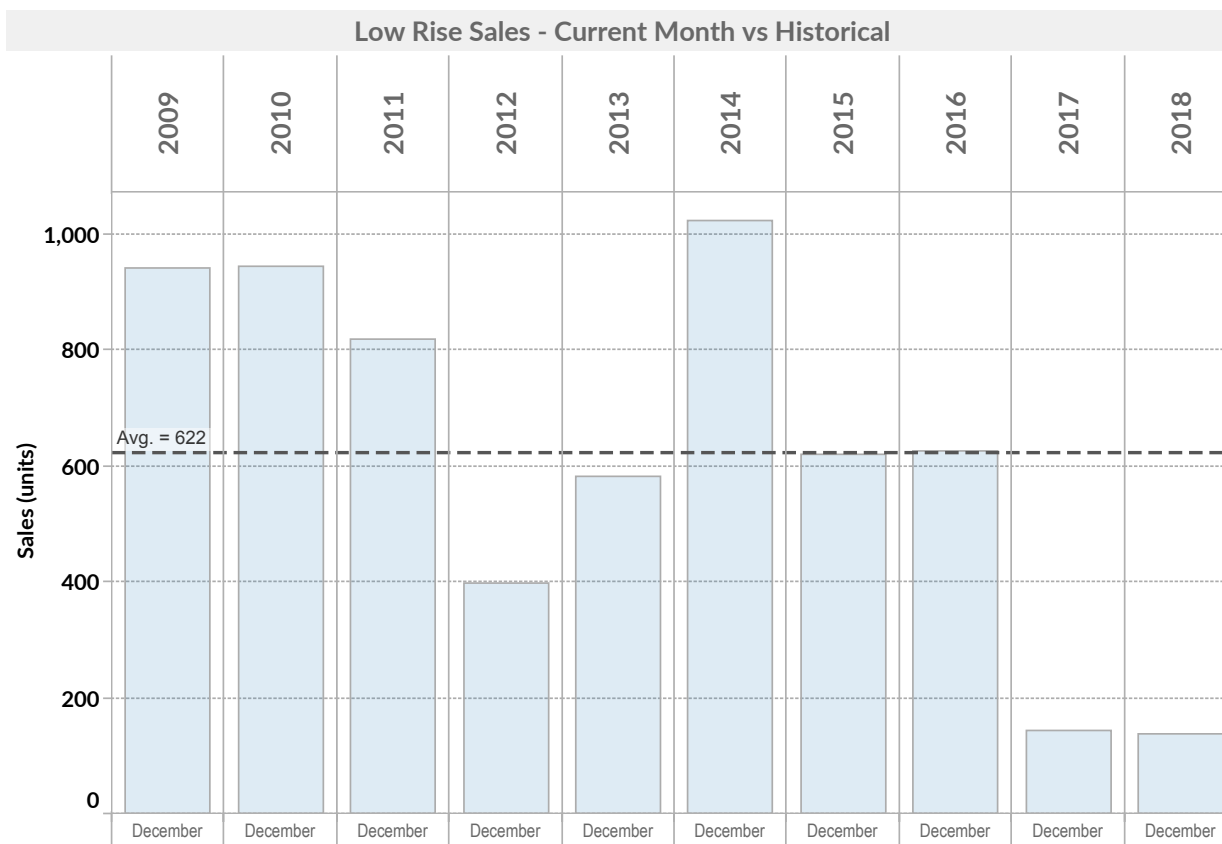
Pricing



Remaining Inventory

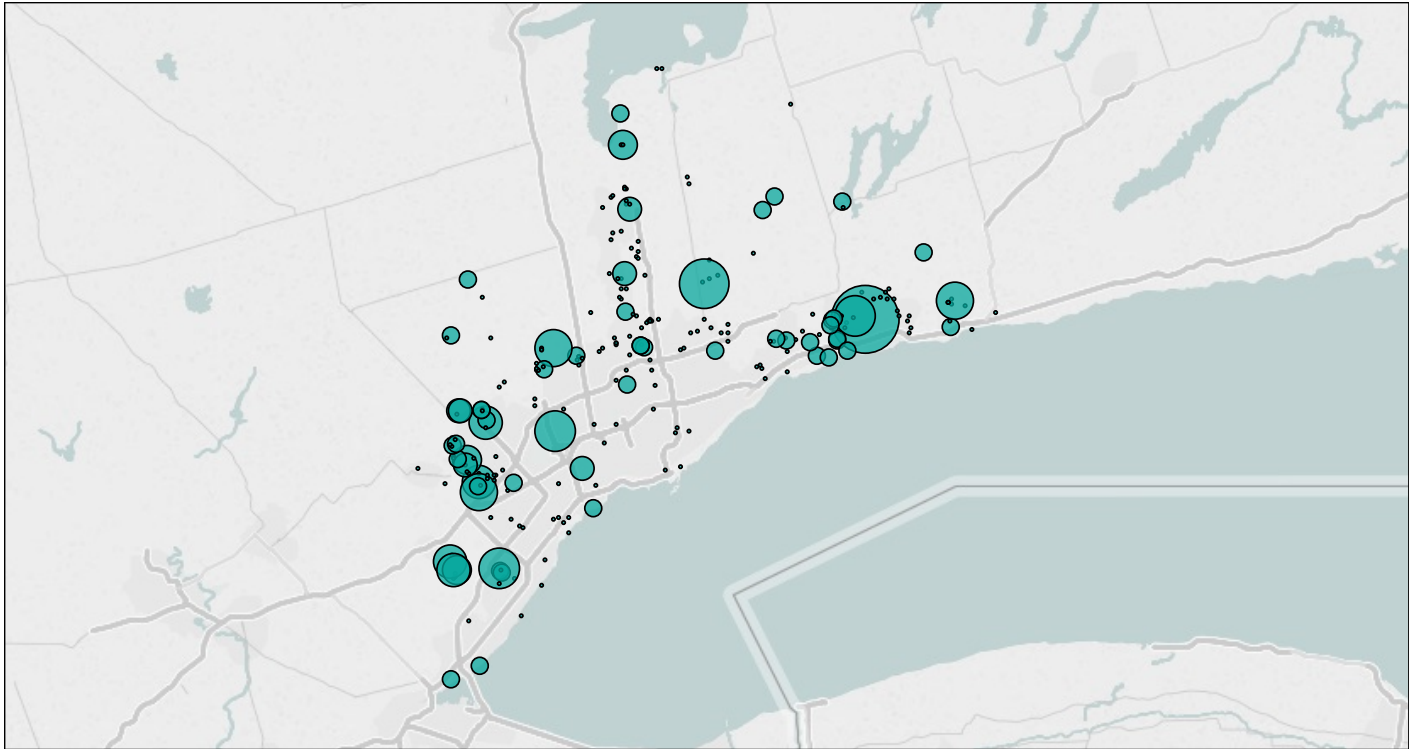


Historical Sales Comparison

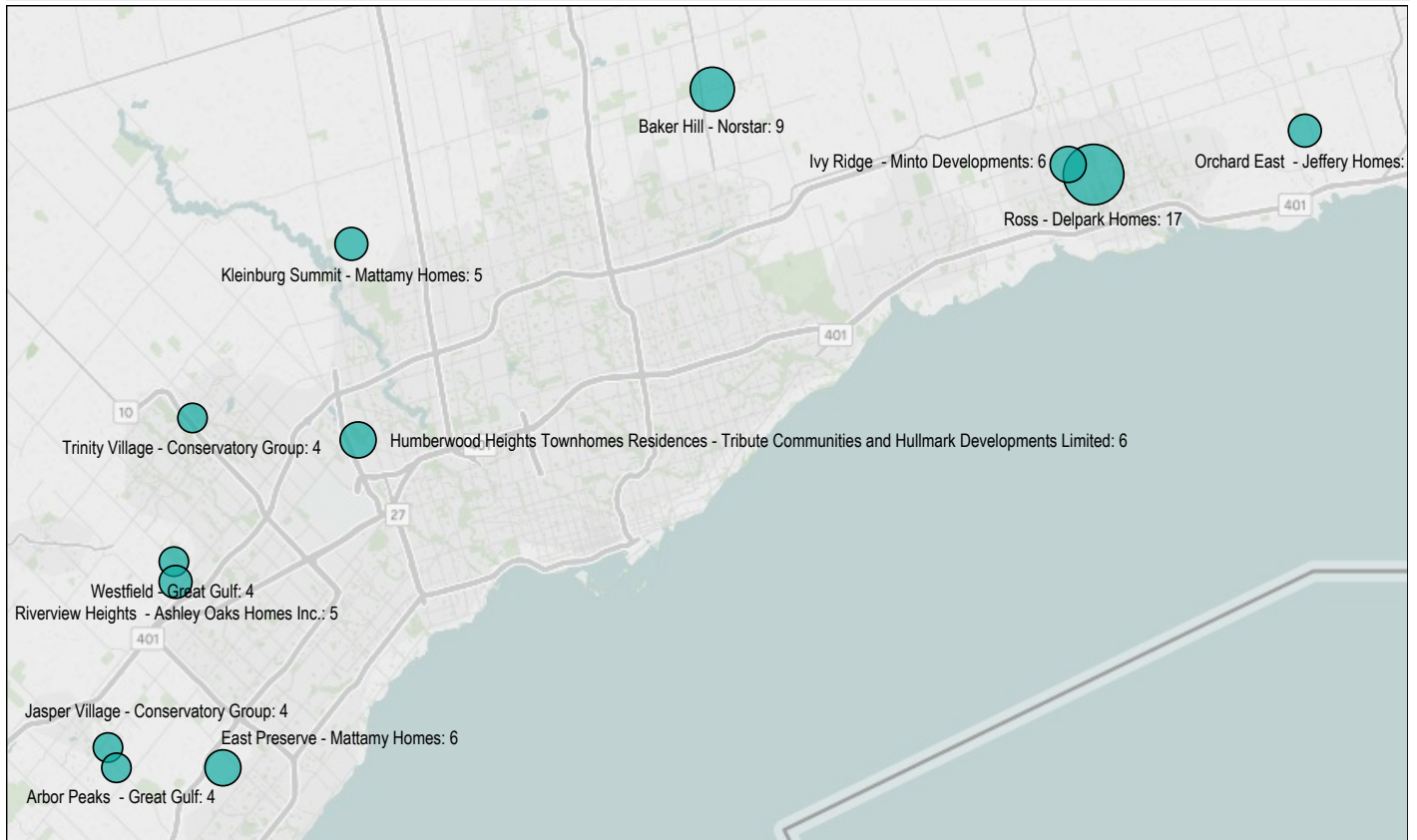


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



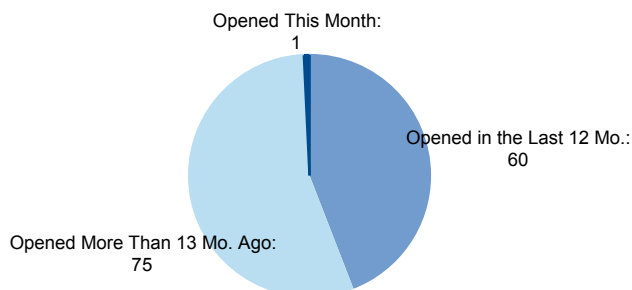
GTA - Top Sites by Current Month Sales



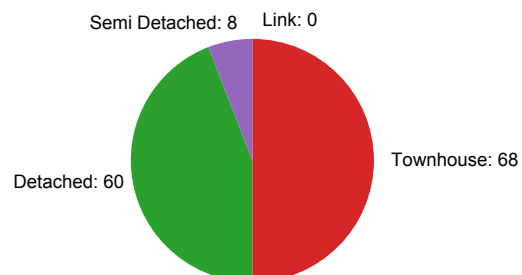
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

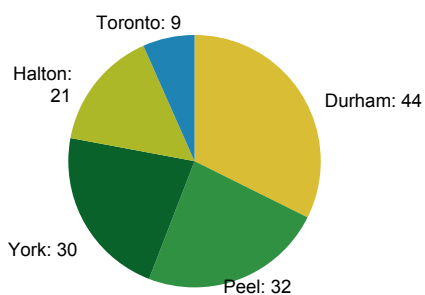
Sales by Opening Date



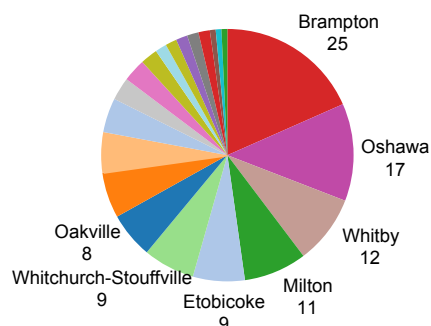
Sales by Product Type



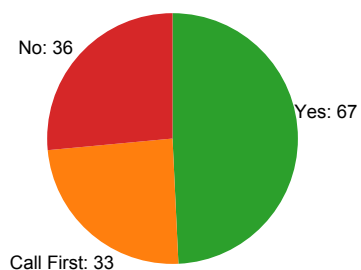
Sales by Region



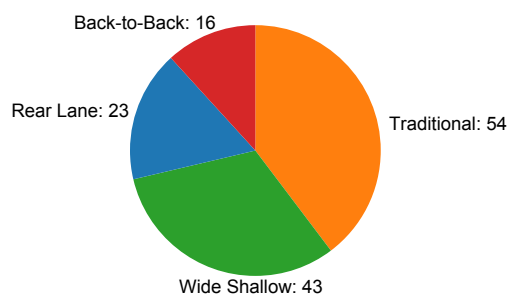
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



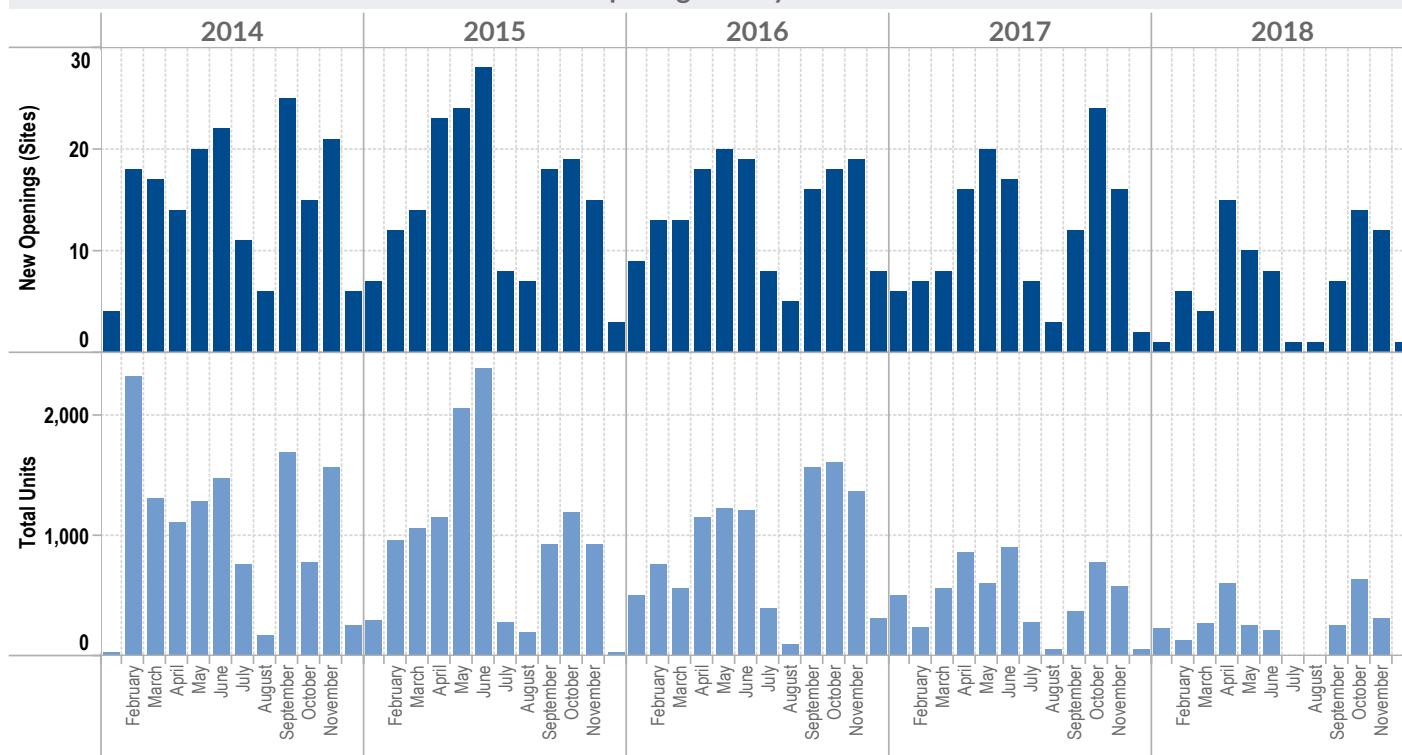
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Country Side Pointe - Evendale Developments Ltd. and Maplebrook Homes	Freehold	Uxbridge	12/1/2018	6	1	5	\$327
Grand Total				6	1	5	\$327

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	64	16	782	20.4%		20.4%	
Great Gulf	21	22	26	34	26	22	14	16	30	21	15	8	255	6.7%		27.1%	
Treasure Hill	9	6	3	46	5	22	21	12	5	16	23	1	169	4.4%		31.5%	
Paradise Developments	2	0	41	9	35	7	2	4	3	50	0	0	153	4.0%		35.5%	
Minto Developments	9	8	7	5	2	50	13	7	11	17	0	8	137	3.6%		39.0%	
Conservatory Group	4	6	8	7	13	4	11	13	9	18	23	9	125	3.3%		42.3%	
CountryWide Homes	0	2	4	4	8	25	15	4	20	25	6	4	117	3.1%		45.4%	
Fieldgate Homes	1	1	34	13	16	10	4	9	0	11	11	0	110	2.9%		48.2%	
Aspen Ridge Homes	0	1	0	3	2	26	12	7	14	16	15	1	97	2.5%		50.8%	
Tribute Communities and Hullmark Developments Limited										69	9	6	84	2.2%		53.0%	
Coscorp Inc.						23	14	7	16	10	3	2	75	2.0%		54.9%	
Lakeview Homes	0	9	5	0	2	0	0	1	17	13	26	0	73	1.9%		56.8%	
Regal Crest Homes	0	0	0	0	0	40	7	3	0	10	6	0	66	1.7%		58.5%	
Starlane Home Corporation			0	45	11	0	1	6	0	0	1	2	66	1.7%		60.3%	
Norstar										17	36	9	62	1.6%		61.9%	
Country Homes	23	14	9	12	2	0	0	0	0	0	0	0	60	1.6%		63.5%	
Greenpark Group	0	0	0	0	0	32	13	3	4	3	0	0	55	1.4%		64.9%	
Opus Homes	3	2	1	15	10	7	3	1	2	8	3	0	55	1.4%		66.3%	
Tribute Communities	1	1	13	8	6	5	0	0	11	2	0	1	48	1.3%		67.6%	
Delpark Homes	0	0	2	1	15	0	6	0	4	0	0	17	45	1.2%		68.8%	
Wycliffe Homes					0	32	6	0	0	2	1	1	42	1.1%		69.9%	
Dunpar Homes	4	4	3	0	4	3	0	6	4	6	2	1	37	1.0%		70.8%	
	374	258	300	455	328	424	244	181	257	489	385	136	3,831				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2018 December
Ross - Delpark Homes	Oshawa	Townhouse	18'	17
	Total			17
Baker Hill - Norstar	Whitchurch-Stouffville	Townhouse	17'	4
			18'	5
	Total			9
East Preserve - Mattamy Homes	Oakville	Townhouse	20'	2
			21'	2
			23'	2
	Total			6
Humberwood Heights Townhomes Residences - Tribute Communities and Hullmark Developments Limited	Etobicoke	Townhouse	20'	6
	Total			6
Ivy Ridge - Minto Developments	Whitby	Detached	36'	1
			43'	0
	Townhouse	20'	5	
		Total		
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	30'	1
			40'	1
			50'	2
			60'	0
	Townhouse	21'	1	
		Total		
Orchard East - Jeffery Homes	Clarington	Detached	39'	3
			44'	0
			50'	0
			60'	2
	Total			5
Riverview Heights - Ashley Oaks Homes Inc.	Brampton	Detached	38'	0
			41'	0
	Townhouse	24'	5	
		30'	0	
	Total			5
Arbor Peaks - Great Gulf	Milton	Detached	36'	2
			45'	1
	Semi Detached	26'	1	
		Total		
Jasper Village - Conservatory Group	Milton	Detached	36'	2
		Semi Detached	25'	2
	Total			4
Trinity Village - Conservatory Group	Brampton	Detached	37'	1
			45'	2
	Semi Detached	23'	1	
		28'	0	
	Total			4

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	December 2018					December 2017				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	2		0	1	3	3		0	0	3
	Brock	0				0					
	Clarington	7	0	0	0	7	0	0	0	1	1
	Oshawa	0		0	17	17	1		0	0	1
	Pickering	1			1	2	3			0	3
	Scugog	1	0			1	0				0
	Uxbridge	1			1	2	0			1	1
	Whitby	6		0	6	12	2		0	4	6
	Total	18	0	0	26	44	9	0	0	6	15
Halton	Burlington				2	2				0	0
	Halton Hills	0				0	0				0
	Milton	5		3	3	11	16		12	0	28
	Oakville	2			6	8	0			19	19
	Total	7		3	11	21	16		12	19	47
Peel	Brampton	12	0	5	8	25	0		1	0	1
	Caledon	4		0	2	6	5		0	5	10
	Mississauga	1		0	0	1	0		0	0	0
	Total	17	0	5	10	32	5		1	5	11
Toronto	Etobicoke	2			7	9	2			3	5
	North York	0	0	0	0	0	0			0	0
	Scarborough								0		0
	Toronto			0	0	0				3	3
	Total	2	0	0	7	9	2		0	6	8
York	Aurora	2			0	2	0			0	0
	East Gwillimbury	2		0	0	2	2		0	6	8
	Georgina	4			0	4	2			0	2
	King	0				0	1				1
	Markham	0			1	1	0			12	12
	Newmarket	0	0		0	0		0		0	0
	Richmond Hill	3		0	1	4	0		0	33	33
	Vaughan	5	0	0	3	8	4		0	1	5
	Whitchurch-Stouffville	0			9	9	1				1
	Total	16	0	0	14	30	10	0	0	52	62
Grand Total		60	0	8	68	136	42	0	13	88	143

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	38		7	15	60	88		10	47	145
	Brock	1				1	2				2
	Clarington	57	1	0	21	79	94	12	1	98	205
	Oshawa	46		2	54	102	154		24	121	299
	Pickering	6			44	50	99			100	199
	Scugog	10	6			16	39	26			65
	Uxbridge	1			8	9	14			45	59
	Whitby	196		11	184	391	248		35	136	419
	Total	355	7	20	326	708	738	38	70	547	1,393
Halton	Burlington				17	17				8	8
	Halton Hills	12				12	59				59
	Milton	271		69	194	534	25		32	49	106
	Oakville	43			198	241	219			49	268
	Total	326		69	409	804	303		32	106	441
Peel	Brampton	490	5	110	275	880	411	7	133	449	1,000
	Caledon	124		0	67	191	125		18	30	173
	Mississauga	7		3	23	33	33		39	73	145
	Total	621	5	113	365	1,104	569	7	190	552	1,318
Toronto	Etobicoke	16			100	116	6			33	39
	North York	5	0	1	49	55	22	1	45	79	147
	Scarborough										
	Toronto			1	21	22			1	3	4
	Total	21	0	2	170	193	28	1	46	115	190
York	Aurora	37			2	39	112			36	148
	East Gwillimbury	85		9	34	128	148		74	73	295
	Georgina	161			6	167	99			36	135
	King	2				2	12				12
	Markham	0			98	98	13			187	200
	Newmarket	24	5		5	34	13	1		4	18
	Richmond Hill	56		8	102	166	192		45	181	418
	Vaughan	192	4	9	116	321	214	4	12	215	445
	Whitchurch-Stouffville	5			62	67	45			23	68
	Total	562	9	26	425	1,022	848	5	131	755	1,739
Grand Total		1,885	21	230	1,695	3,831	2,486	51	469	2,075	5,081

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