



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of January 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-19		Jan-18		Change
High Rise	942		825		14.2%
Low Rise	420		373		12.6%
Total	1,362		1,198		13.7%
Year to Date Sales	Jan.-Jan. 2019		Jan.-Jan. 2018		Y/Y Change
High Rise	942		825		14.2%
Low Rise	420		373		12.6%
Total	1,362		1,198		13.7%
Year to Date Supply	Jan.-Jan. 2019		Jan.-Jan. 2018		Y/Y Change
High Rise	423		1,241		-65.9%
Low Rise	447		288		55.2%
Total	870		1,529		-43.1%
Year to Date Completions	Jan.-Jan. 2019		Jan.-Jan. 2018		Y/Y Change
High Rise	1,038		362		186.7%
Remaining Inventory	Jan-19	Dec-18	Jan-18	M/M Change	Y/Y Change
High Rise	10,364	10,722	8,058	-3.3%	28.6%
Low Rise	5,166	5,139	3,639	0.5%	42.0%
Total	15,530	15,861	11,697	-2.1%	32.8%
Benchmark Price	Jan-19	Dec-18	Jan-18	M/M Change	Y/Y Change
High Rise	\$803,638	\$796,815	\$714,430	0.9%	12.5%
Low Rise	\$1,130,046	\$1,143,505	\$1,229,454	-1.2%	-8.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	326	259	173	
High Rise Units	423	86,555	66,651	44,052	
% Sold*	58%	83%	95%	75%	
Low Rise Projects	4	269			
Low Rise Units	125	31,075			
% Sold*	29%	83%			

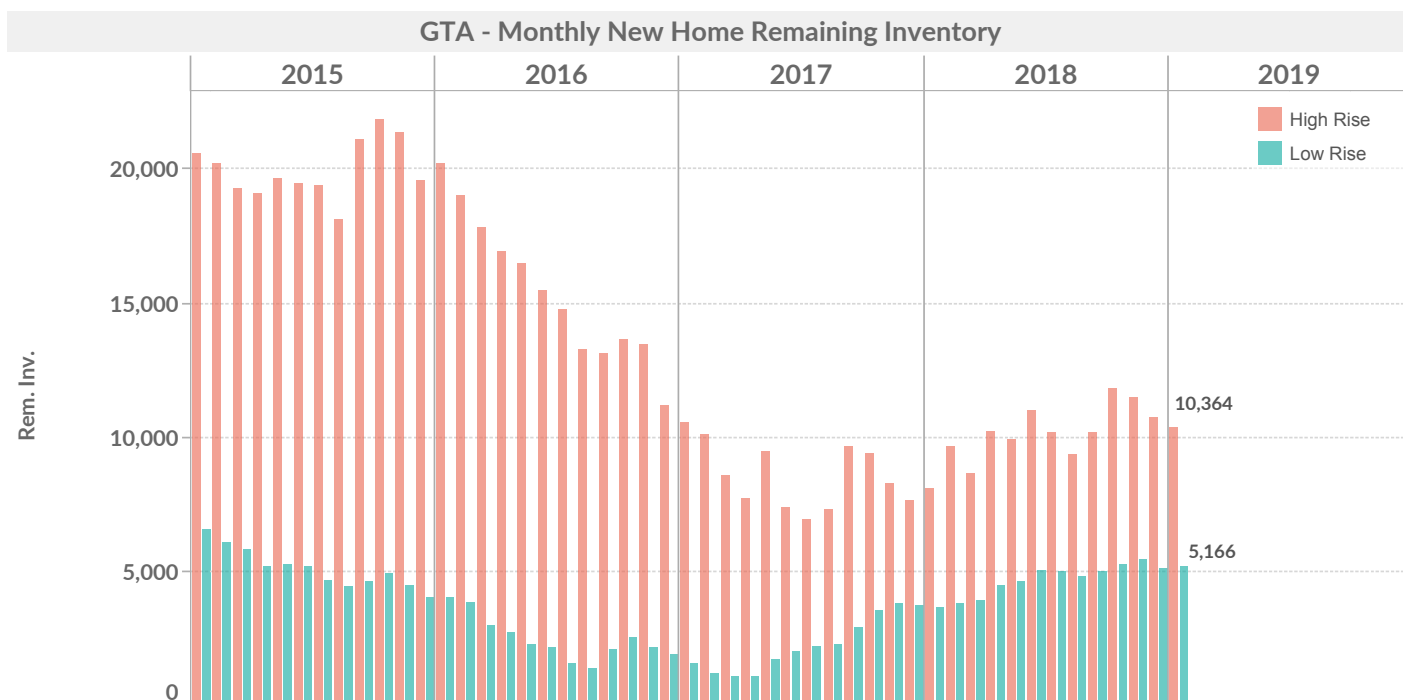
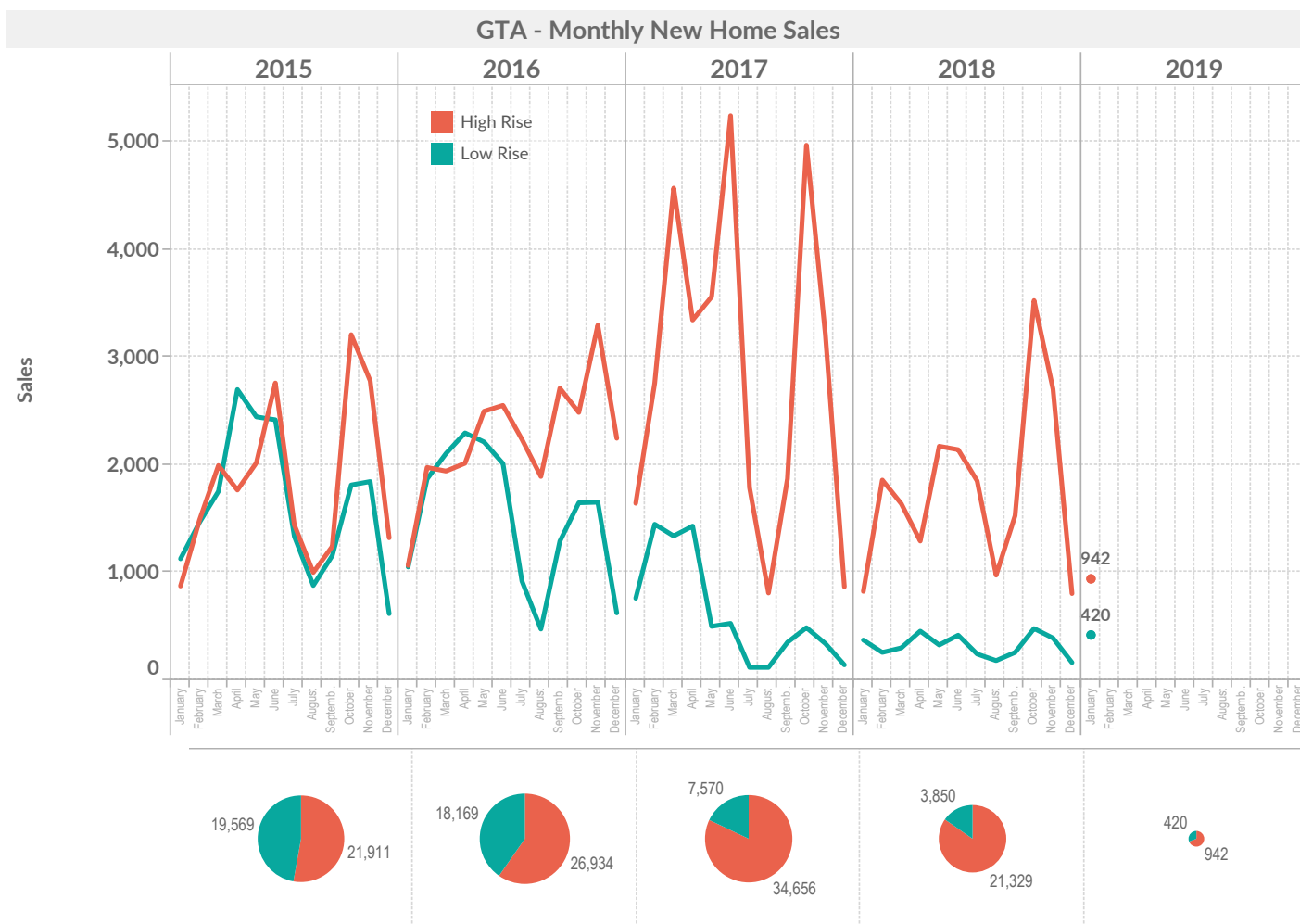
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

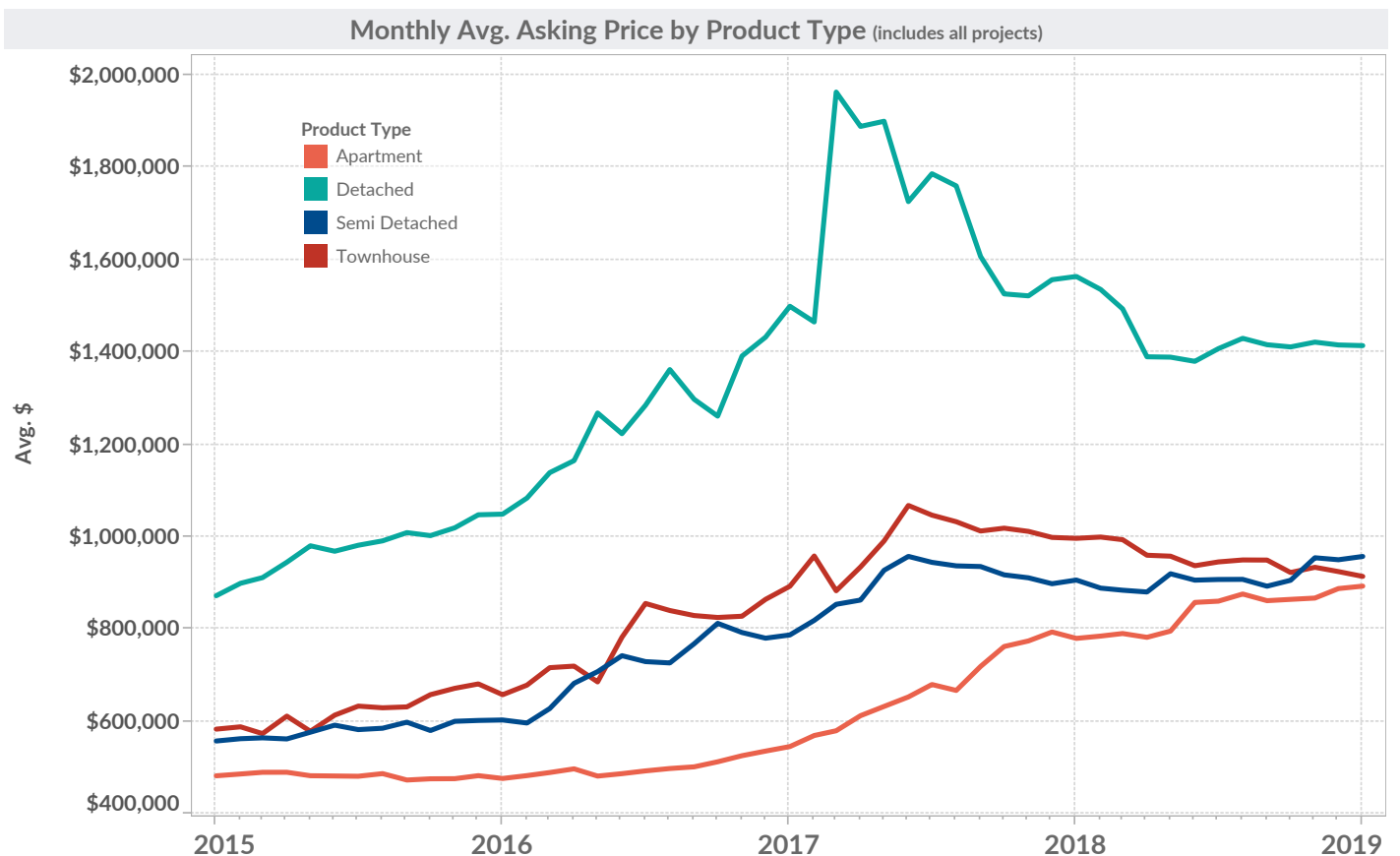
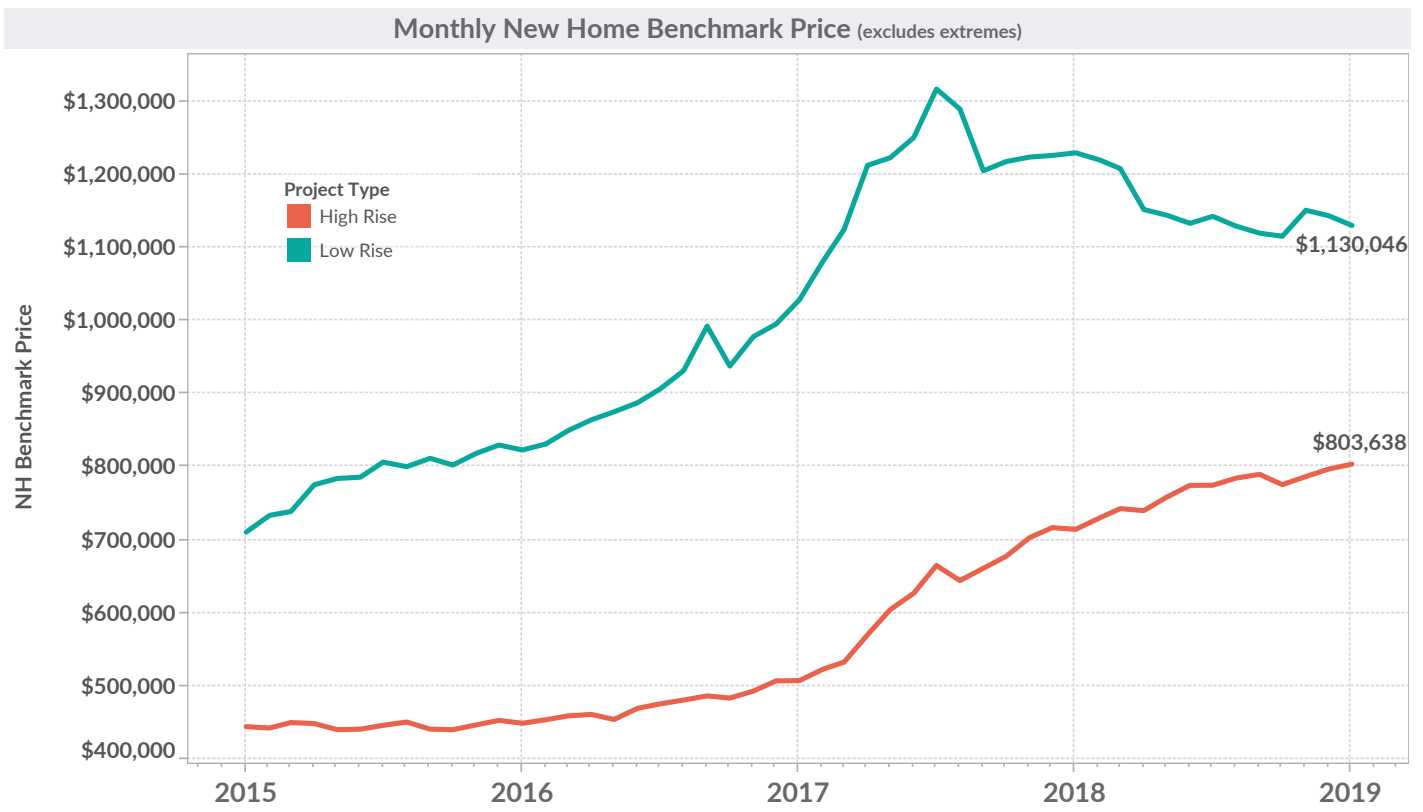
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

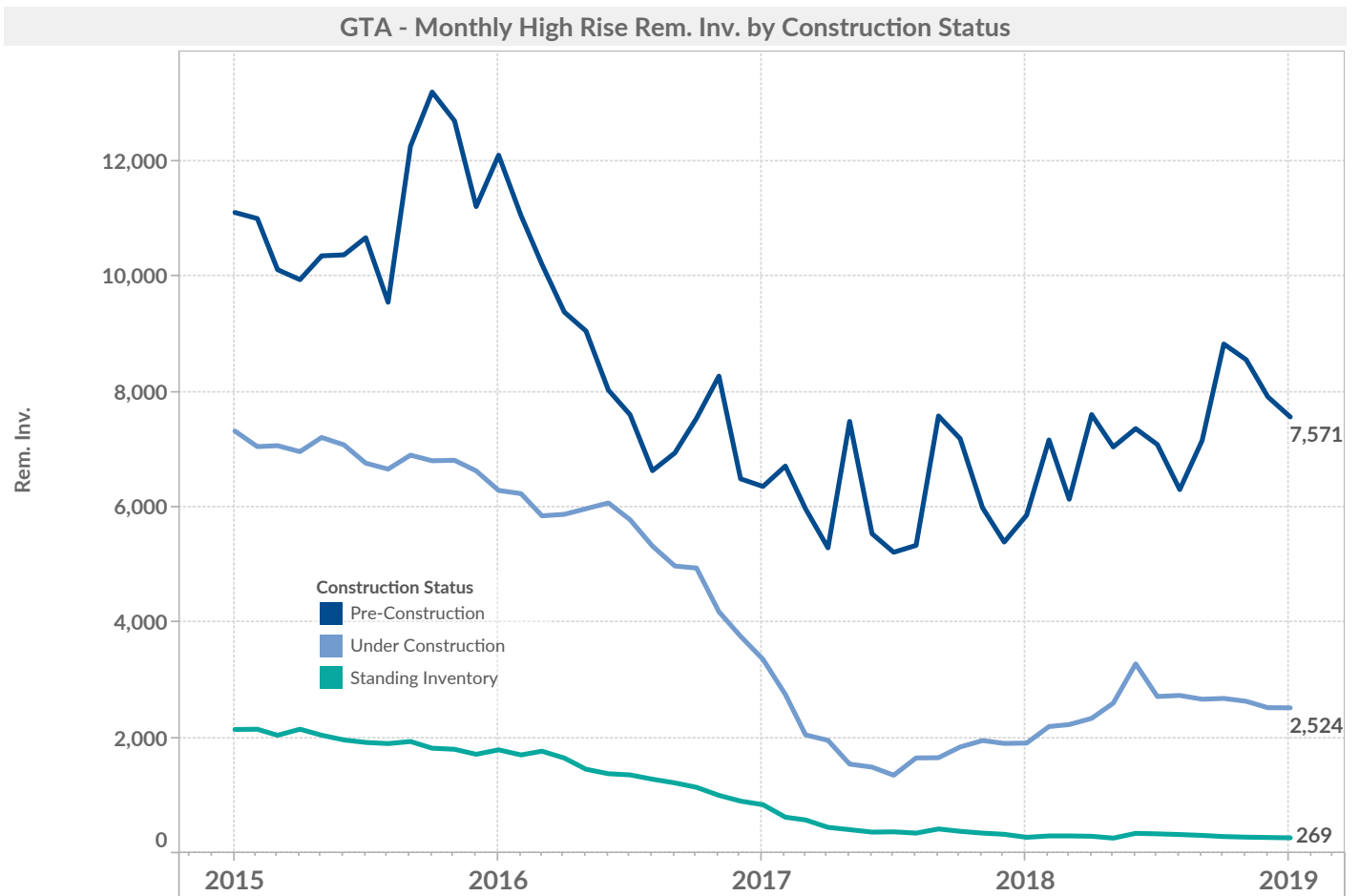
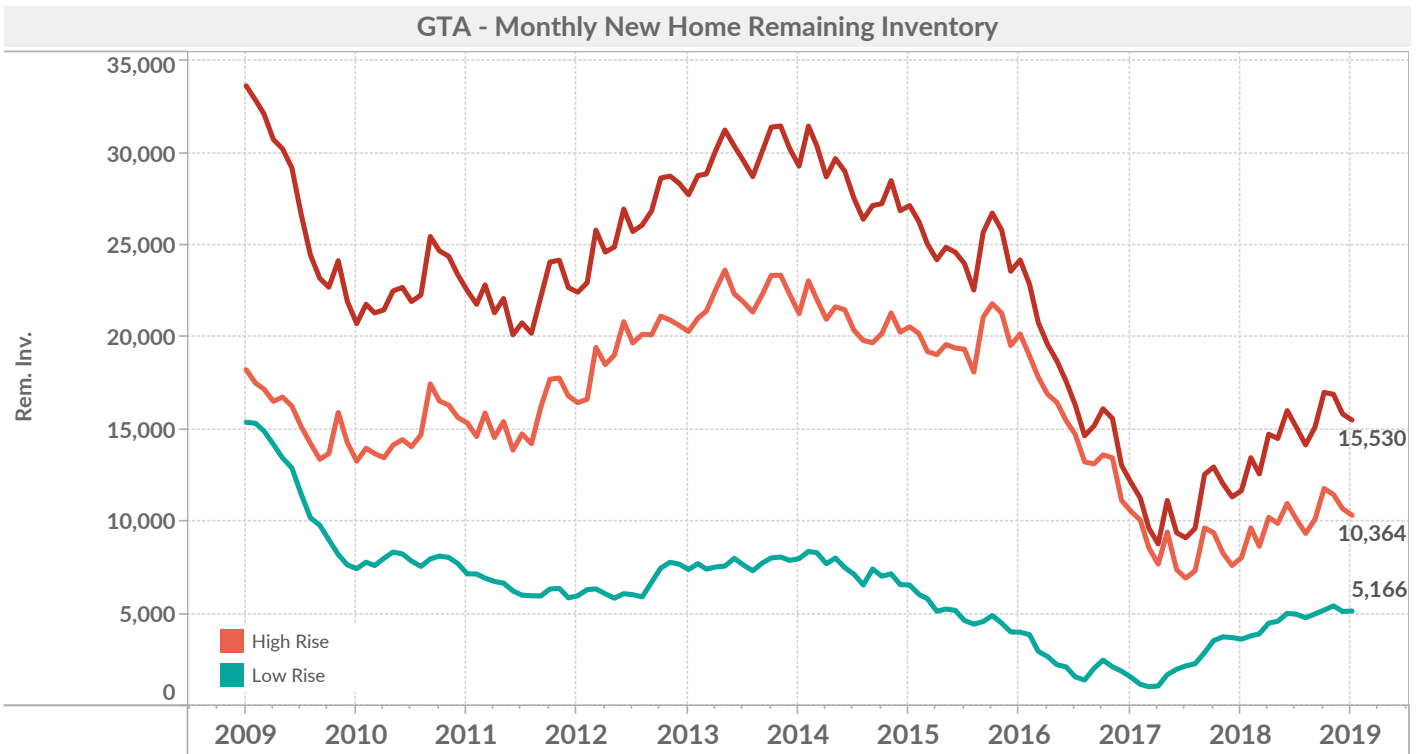
Sales & Remaining Inventory



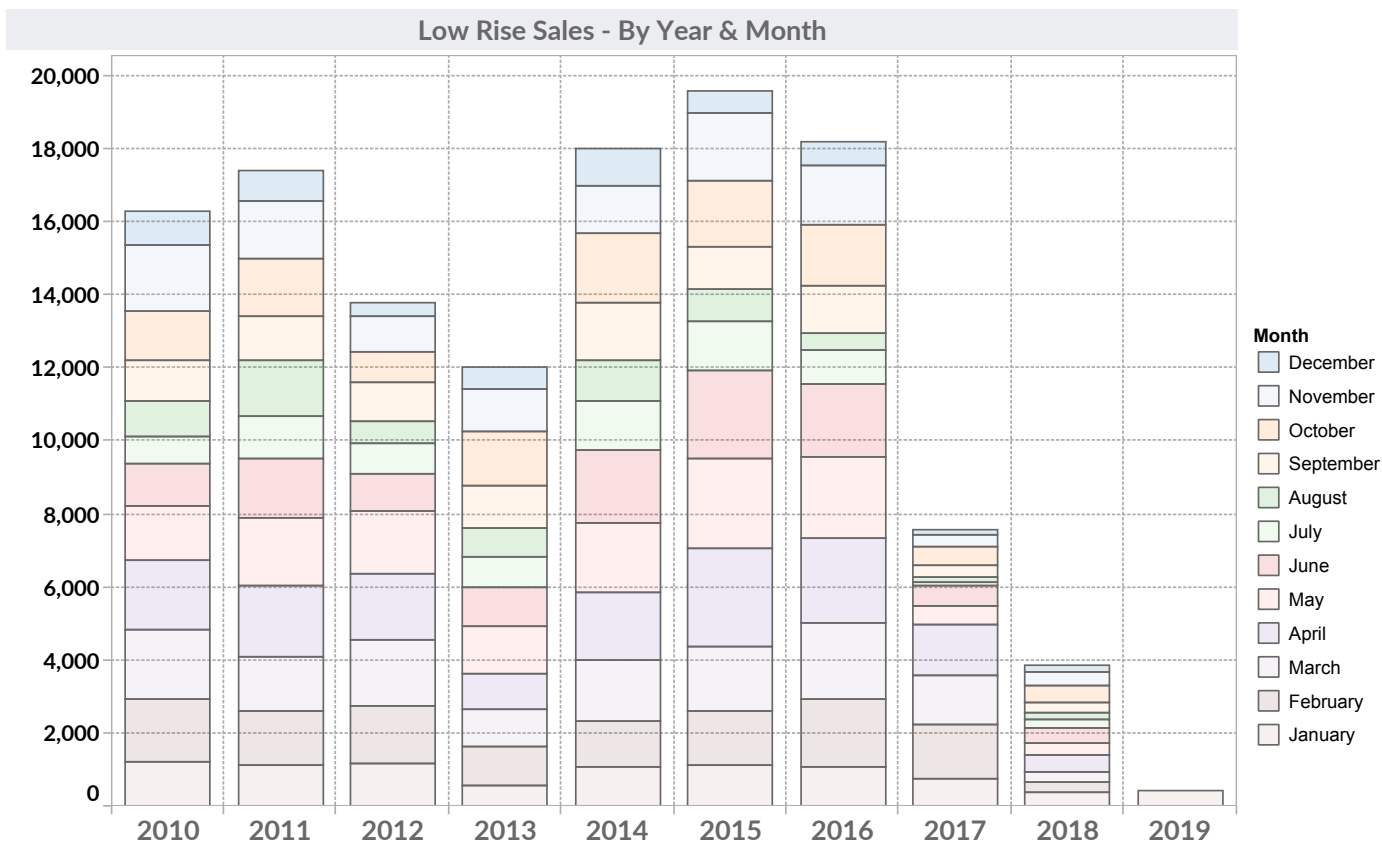
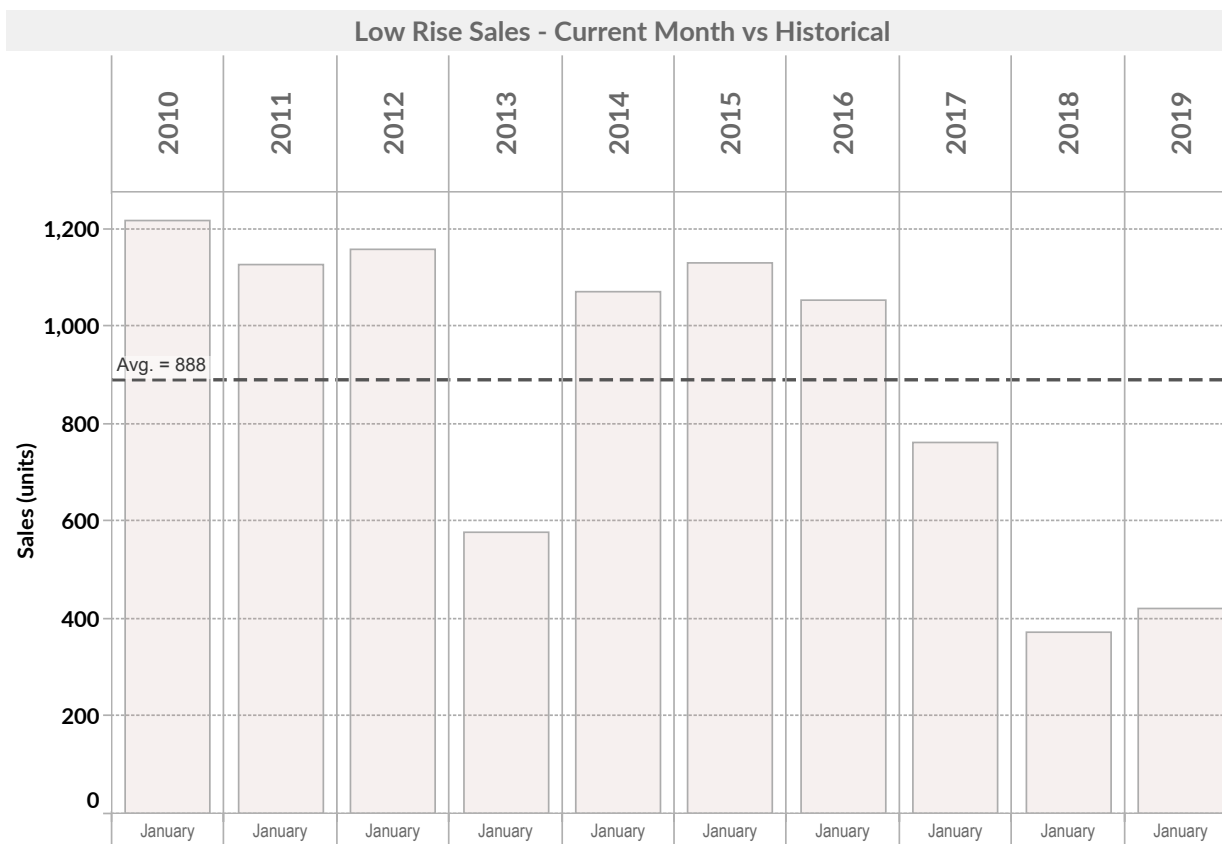
Pricing



Remaining Inventory

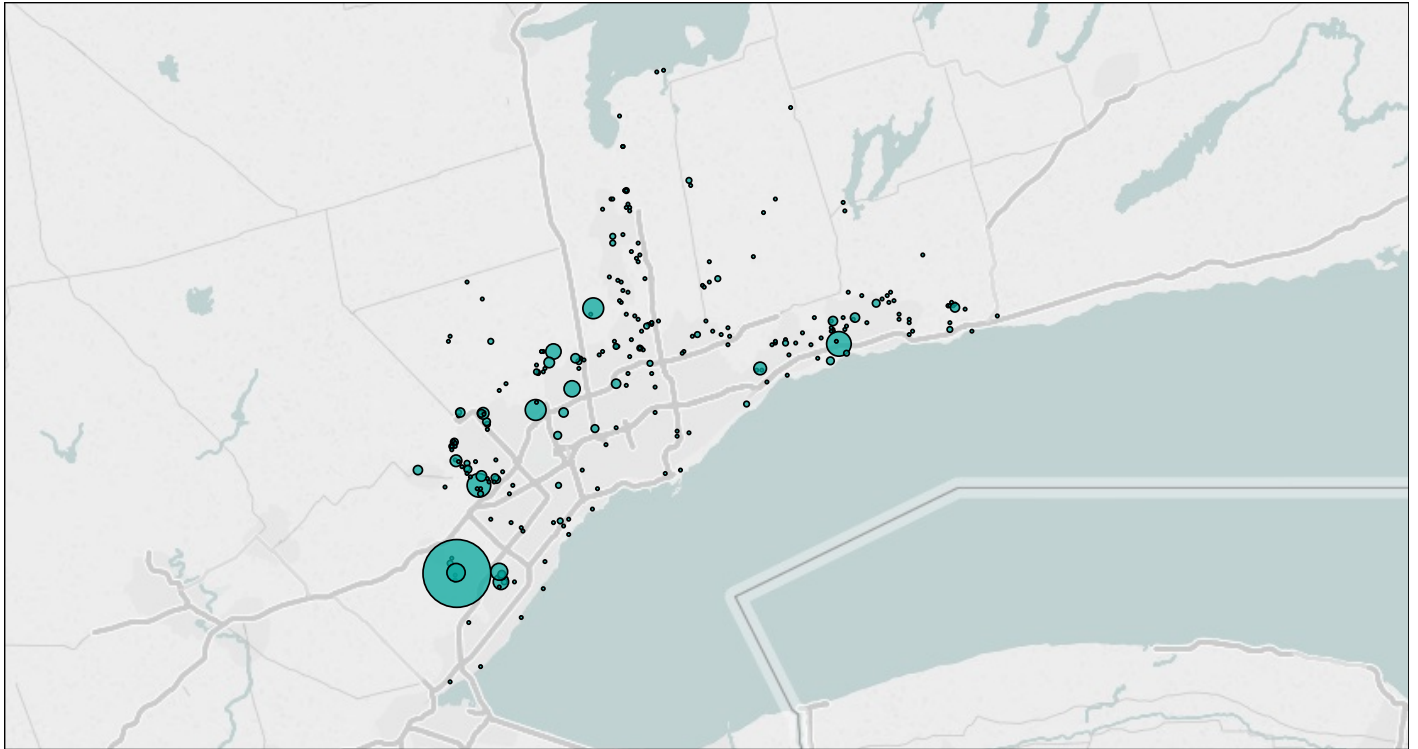


Historical Sales Comparison

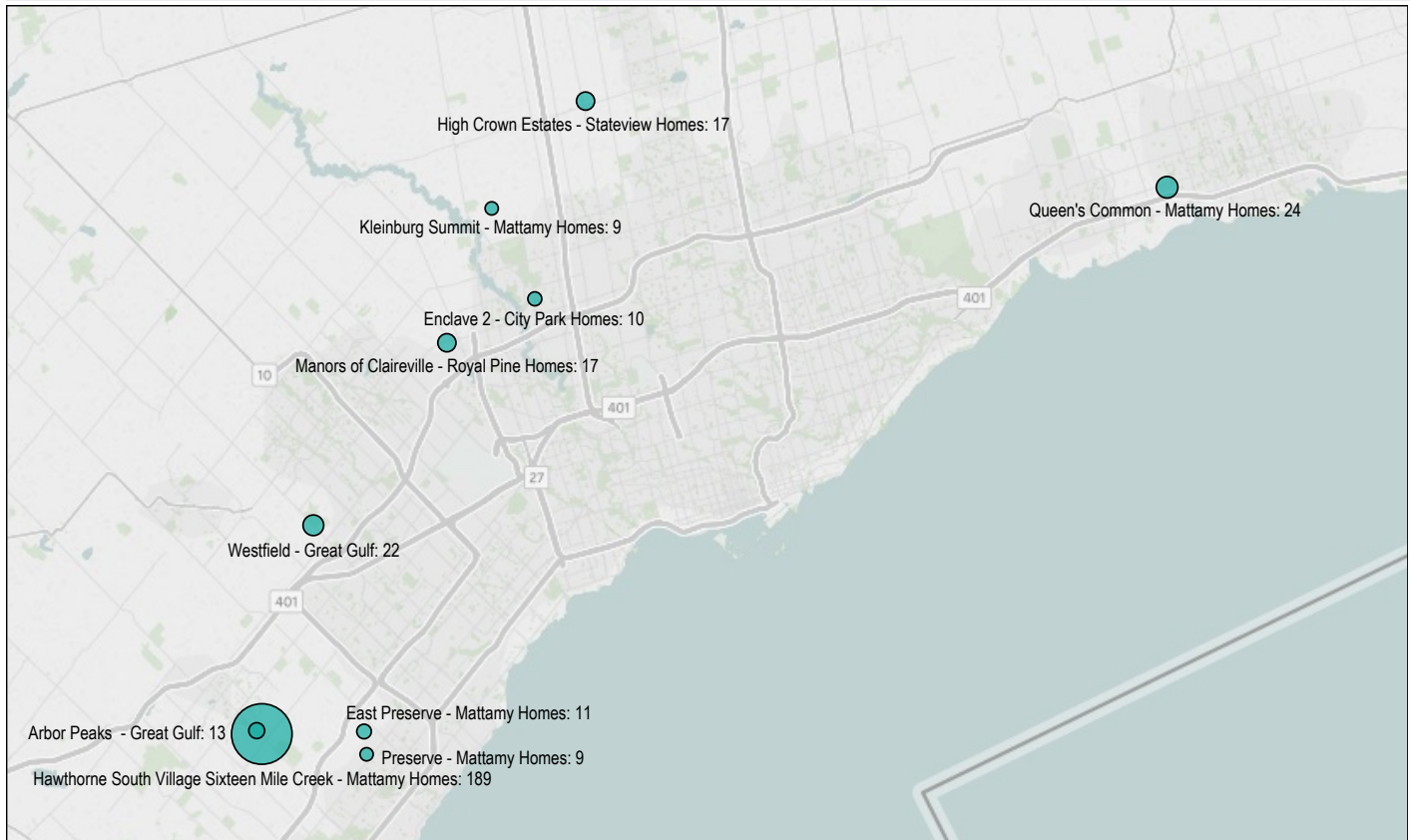


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



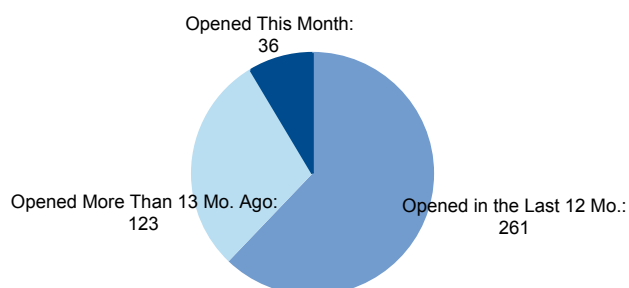
GTA - Top Sites by Current Month Sales



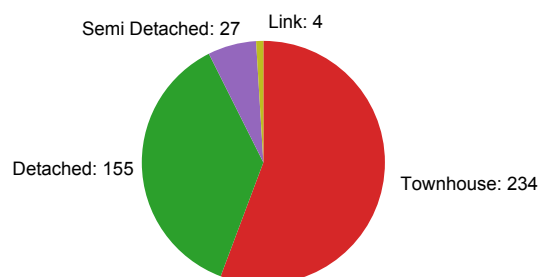
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

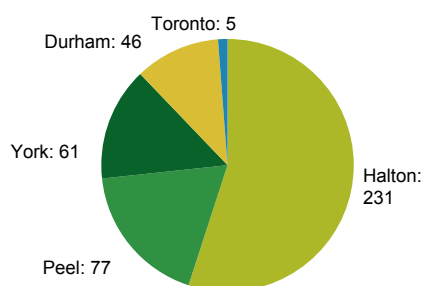
Sales by Opening Date



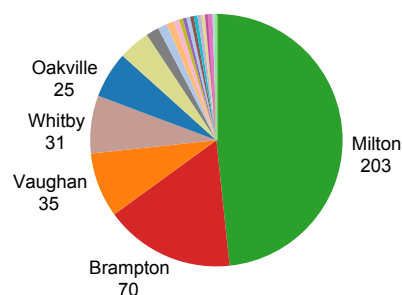
Sales by Product Type



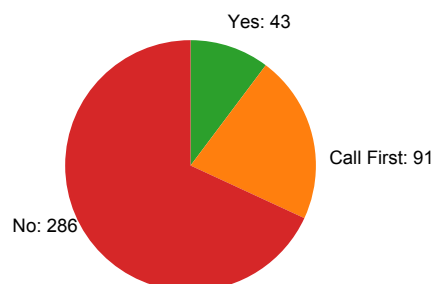
Sales by Region



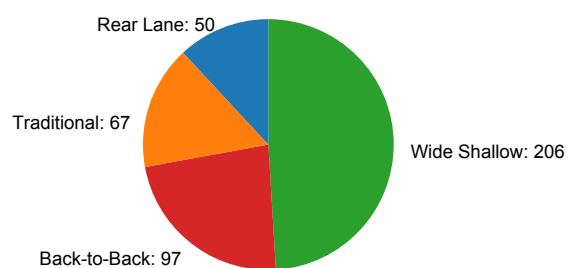
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



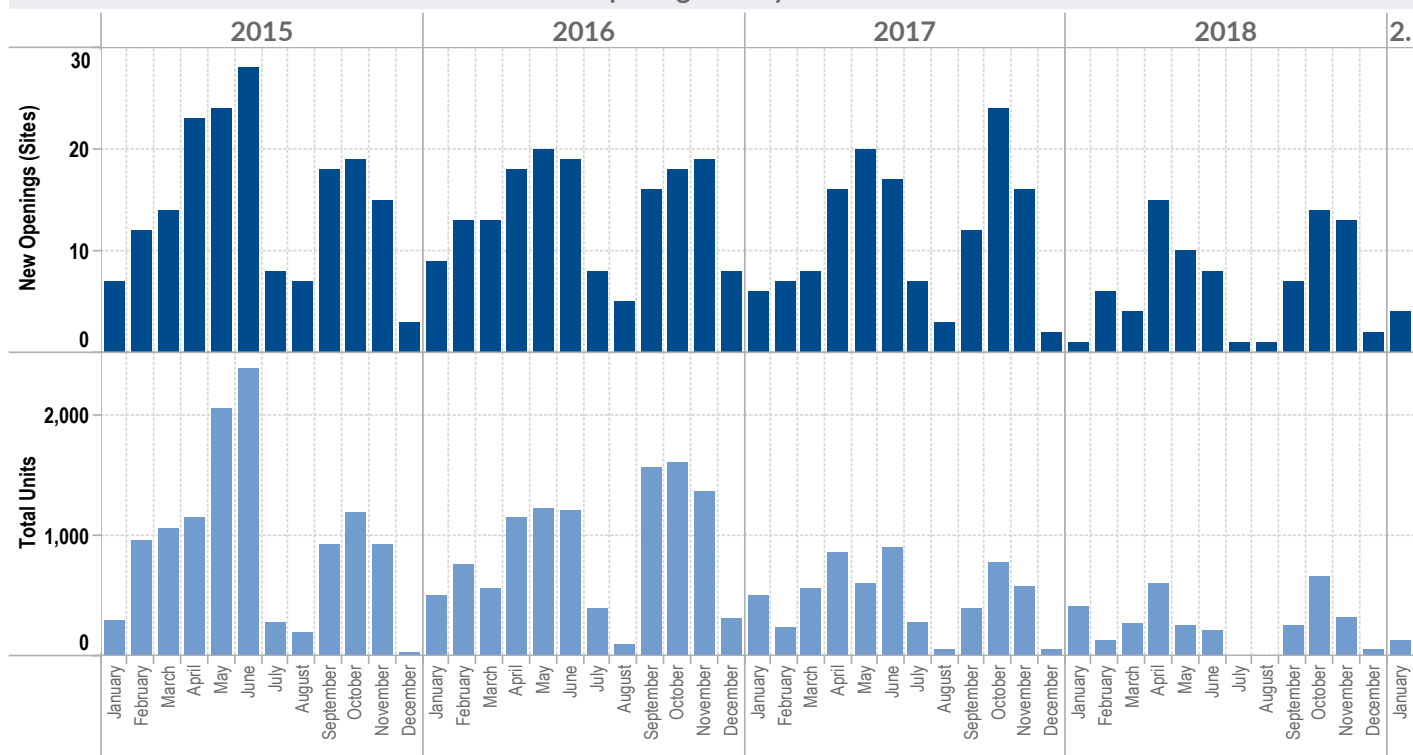
New Openings

January 2019 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
88 Nashville - Stateview Homes	Freehold Common Element	Vaughan	1/1/2019	27	4	23	\$439
Applevue - ACE Developments Ltd.	Freehold Common Element	Clarington	1/5/2019	36	3	33	\$311
Enclave 2 - City Park Homes	Freehold Common Element	Vaughan	1/12/2019	22	10	12	\$481
Queen's Common - Mattamy Homes	Freehold Common Element	Whitby	1/19/2019	40	19	21	\$281
Grand Total				125	36	89	\$343

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	2019												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Mattamy Homes	242												242	57.6%		57.6%	
Great Gulf	35												35	8.3%		66.0%	
Stateview Homes	21												21	5.0%		71.0%	
Royal Pine Homes	17												17	4.0%		75.0%	
City Park Homes	13												13	3.1%		78.1%	
Conservatory Group	8												8	1.9%		80.0%	
Fieldgate Homes	7												7	1.7%		81.7%	
Marshall Homes	6												6	1.4%		83.1%	
Primont Homes	5												5	1.2%		84.3%	
Regal Crest Homes	5												5	1.2%		85.5%	
Rosehaven Homes	5												5	1.2%		86.7%	
ACE Developments Ltd.	3												3	0.7%		87.4%	
CountryWide Homes	3												3	0.7%		88.1%	
Eden Oak Homes	3												3	0.7%		88.8%	
Heathwood Homes	3												3	0.7%		89.5%	
Lakeview Homes	3												3	0.7%		90.2%	
Minto Developments	3												3	0.7%		91.0%	
Sierra Building Group	3												3	0.7%		91.7%	
Stanford Homes	3												3	0.7%		92.4%	
Starlane Home Corporation	3												3	0.7%		93.1%	
Centra Homes	2												2	0.5%		93.6%	
Hallett Homes	2												2	0.5%		94.0%	
420													420				

Top Builders - Last 12 Months

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

	2018												2019	Total				
Builder	February	March	April	May	June	July	August	September	October	November	December	January	Market Share %		Cum. Mkt. Share %			
Mattamy Homes	122	69	50	17	37	23	36	27	64	64	16	242	767		19.7%	19.7%		
Great Gulf	22	26	34	26	22	14	16	30	21	15	8	35	269		6.9%	26.6%		
Treasure Hill	6	3	46	5	22	21	12	5	16	19	1	1	157		4.0%	30.6%		
Paradise Developments	0	41	9	35	7	2	4	3	50	0	0	0	151		3.9%	34.5%		
Conservatory Group	6	8	7	13	4	11	13	9	19	24	9	8	131		3.4%	37.8%		
Minto Developments	8	7	5	2	50	13	7	11	17	0	8	3	131		3.4%	41.2%		
CountryWide Homes	2	4	4	8	25	15	4	20	25	6	4	3	120		3.1%	44.3%		
Fieldgate Homes	1	34	13	16	10	4	9	0	11	11	0	7	116		3.0%	47.3%		
Aspen Ridge Homes	1	0	3	2	26	12	7	14	16	15	1	0	97		2.5%	49.8%		
Coscorp Inc.					23	14	7	16	10	3	2	1	76		2.0%	51.7%		
Lakeview Homes	9	5	1	2	0	0	2	17	12	25	0	3	76		2.0%	53.7%		
Tribute Communities and Hullmark Developments Limited									62	6	5	2	75		1.9%	55.6%		
Regal Crest Homes	0	0	0	0	40	7	3	0	10	6	2	5	73		1.9%	57.5%		
Starlane Home Corporation		0	45	11	0	1	6	0	0	1	2	3	69		1.8%	59.2%		
Norstar									17	36	9	0	62		1.6%	60.8%		
Greenpark Group	0	0	0	0	32	13	3	4	3	0	0	0	55		1.4%	62.2%		
Opus Homes	2	1	15	10	7	3	1	2	8	3	0	0	52		1.3%	63.6%		
Stateview Homes	0	2	0	8	0	2					14	21	47		1.2%	64.8%		
Tribute Communities	1	13	8	6	5	0	0	11	2	0	1	0	47		1.2%	66.0%		
Delpark Homes	0	2	1	15	0	6	0	4	0	0	17	0	45		1.2%	67.1%		
Wycliffe Homes				0	32	6	0	0	2	1	1	0	42		1.1%	68.2%		
Country Homes	14	9	12	2	0	0	0	0	0	0	0	0	37		0.9%	69.2%		
	258	300	456	327	418	243	182	258	480	391	164	420	3,897					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 January
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	41
			34'	6
			36'	29
		Townhouse	20'	6
			21'	80
			23'	27
		Total		189
Queen's Common - Mattamy Homes	Whitby	Detached	30'	5
		Townhouse	20'	9
			23'	10
		Total		24
Westfield - Great Gulf	Brampton	Detached	34'	9
			38'	2
		Semi Detached	24'	11
			Total	22
High Crown Estates - Stateview Homes	King	Townhouse	20'	17
			Total	17
Manors of Claireville - Royal Pine Homes	Brampton	Townhouse	18'	15
			22'	2
		Total		17
Arbor Peaks - Great Gulf	Milton	Detached	36'	4
			45'	3
		Semi Detached	26'	6
			Total	13
East Preserve - Mattamy Homes	Oakville	Townhouse	20'	0
			21'	8
			23'	3
		Total		11
Enclave 2 - City Park Homes	Vaughan	Townhouse	17'	10
			Total	10
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	40'	2
			50'	3
			60'	0
		Townhouse	21'	4
			Total	9
Preserve - Mattamy Homes	Oakville	Detached	34'	4
			38'	5
		Total		9
Altona Towns - Marshall Homes	Pickering	Townhouse	18'	1
			21'	5
			24'	0
		Total		6

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	January 2019					January 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0		2	0	2	0		1	0	1
	Brock	0				0					
	Clarington	1	0	0	3	4	5	0	0	0	5
	Oshawa	0		0	2	2	1		0	0	1
	Pickering	0			7	7	1			4	5
	Scugog	0	0			0	0				0
	Uxbridge	0			0	0	0			0	0
	Whitby	8		0	23	31	44		1	25	70
	Total	9	0	2	35	46	51	0	2	29	82
Halton	Burlington				0	0				0	0
	Halton Hills	3				3	0				0
	Milton	83		7	113	203	89		11	48	148
	Oakville	14			11	25	3			21	24
	Total	100		7	124	231	92		11	69	172
Peel	Brampton	30	0	16	24	70	18		6	3	27
	Caledon	4		0	1	5	1		0	0	1
	Mississauga	1		1	0	2	2		0	0	2
	Total	35	0	17	25	77	21		6	3	30
Toronto	Etobicoke	0			2	2	0			4	4
	North York	0	1	0	1	2	2			0	2
	Scarborough	1				1					
	Toronto			0	0	0				2	2
	Total	1	1	0	3	5	2			6	8
York	Aurora	0			0	0	0			0	0
	East Gwillimbury	1		0	1	2	0		0	1	1
	Georgina	0			0	0	0			0	0
	King	0			17	17	0				0
	Markham	0			2	2	0			7	7
	Newmarket	1	1		0	2		0		1	1
	Richmond Hill	0	0	1	1	2	0		0	1	1
	Vaughan	7	2	0	26	35	63		0	8	71
	Whitchurch-Stouffville	1			0	1	0				0
	Total	10	3	1	47	61	63	0	0	18	81
Grand Total		155	4	27	234	420	229	0	19	125	373

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		8	15	61	93		8	47	148
	Brock	1				1	2				2
	Clarington	53	1	0	24	78	93	12	1	131	237
	Oshawa	45		2	56	103	154		24	119	297
	Pickering	5			47	52	99			101	200
	Scugog	10	6			16	39	26			65
	Uxbridge	1			8	9	14			45	59
	Whitby	160		10	183	353	240		35	160	435
	Total	313	7	20	333	673	734	38	68	603	1,443
Halton	Burlington				17	17				8	8
	Halton Hills	15				15	56				56
	Milton	265		65	259	589	26		29	40	95
	Oakville	54			188	242	219			64	283
	Total	334		65	464	863	301		29	112	442
Peel	Brampton	504	5	121	294	924	385	7	121	427	940
	Caledon	130		1	68	199	118		17	29	164
	Mississauga	6		10	23	39	32		32	73	137
	Total	640	5	132	385	1,162	535	7	170	529	1,241
Toronto	Etobicoke	16			87	103	6			42	48
	North York	3	1	1	50	55	22	0	45	78	145
	Scarborough	2				2	6				6
	Toronto			1	19	20			1	3	4
	Total	21	1	2	156	180	34	0	46	123	203
York	Aurora	37			2	39	112			36	148
	East Gwillimbury	86		9	34	129	148		75	72	295
	Georgina	161			6	167	102			36	138
	King	2			31	33	12			22	34
	Markham	0			88	88	13			232	245
	Newmarket	25	6		4	35	12	5		4	21
	Richmond Hill	56	4	5	102	167	192	6	38	182	418
	Vaughan	137	6	9	139	291	215	21	15	212	463
	Whitchurch-Stouffville	8			62	70	51			24	75
	Total	512	16	23	468	1,019	857	32	128	820	1,837
Grand Total	1,820	29	242	1,806	3,897	2,461	77	441	2,187	5,166	

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