



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of February 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-19		Feb-18		Change
High Rise	772		1,860		-58.5%
Low Rise	639		259		146.7%
Total	1,411		2,119		-33.4%
Year to Date Sales	Jan.-Feb. 2019		Jan.-Feb. 2018		Y/Y Change
High Rise	2,030		2,685		-24.4%
Low Rise	1,082		632		71.2%
Total	3,112		3,317		-6.2%
Year to Date Supply	Jan.-Feb. 2019		Jan.-Feb. 2018		Y/Y Change
High Rise	1,958		4,645		-57.8%
Low Rise	1,128		721		56.4%
Total	3,086		5,366		-42.5%
Year to Date Completions	Jan.-Feb. 2019		Jan.-Feb. 2018		Y/Y Change
High Rise	2,439		1,444		68.9%
Remaining Inventory	Feb-19	Jan-19	Feb-18	M/M Change	Y/Y Change
High Rise	11,269	10,471	9,702	7.6%	16.2%
Low Rise	5,233	5,201	3,816	0.6%	37.1%
Total	16,502	15,672	13,518	5.3%	22.1%
Benchmark Price	Feb-19	Jan-19	Feb-18	M/M Change	Y/Y Change
High Rise	\$792,709	\$803,638	\$729,735	-1.4%	8.6%
Low Rise	\$1,122,682	\$1,130,046	\$1,219,874	-0.7%	-8.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	5	330	257	176	
High Rise Units	1,096	87,681	66,599	43,680	
% Sold*	53%	83%	95%	76%	
Low Rise Projects	3	274			
Low Rise Units	108	32,835			
% Sold*	14%	84%			

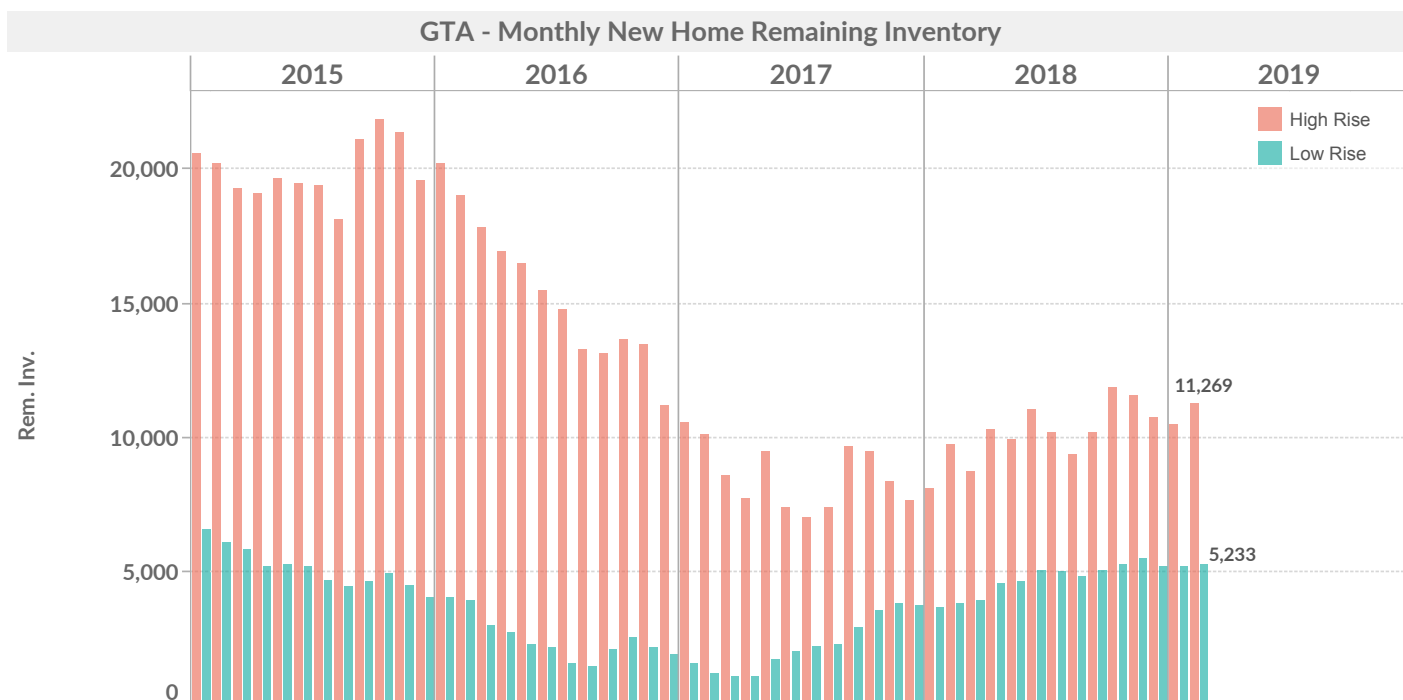
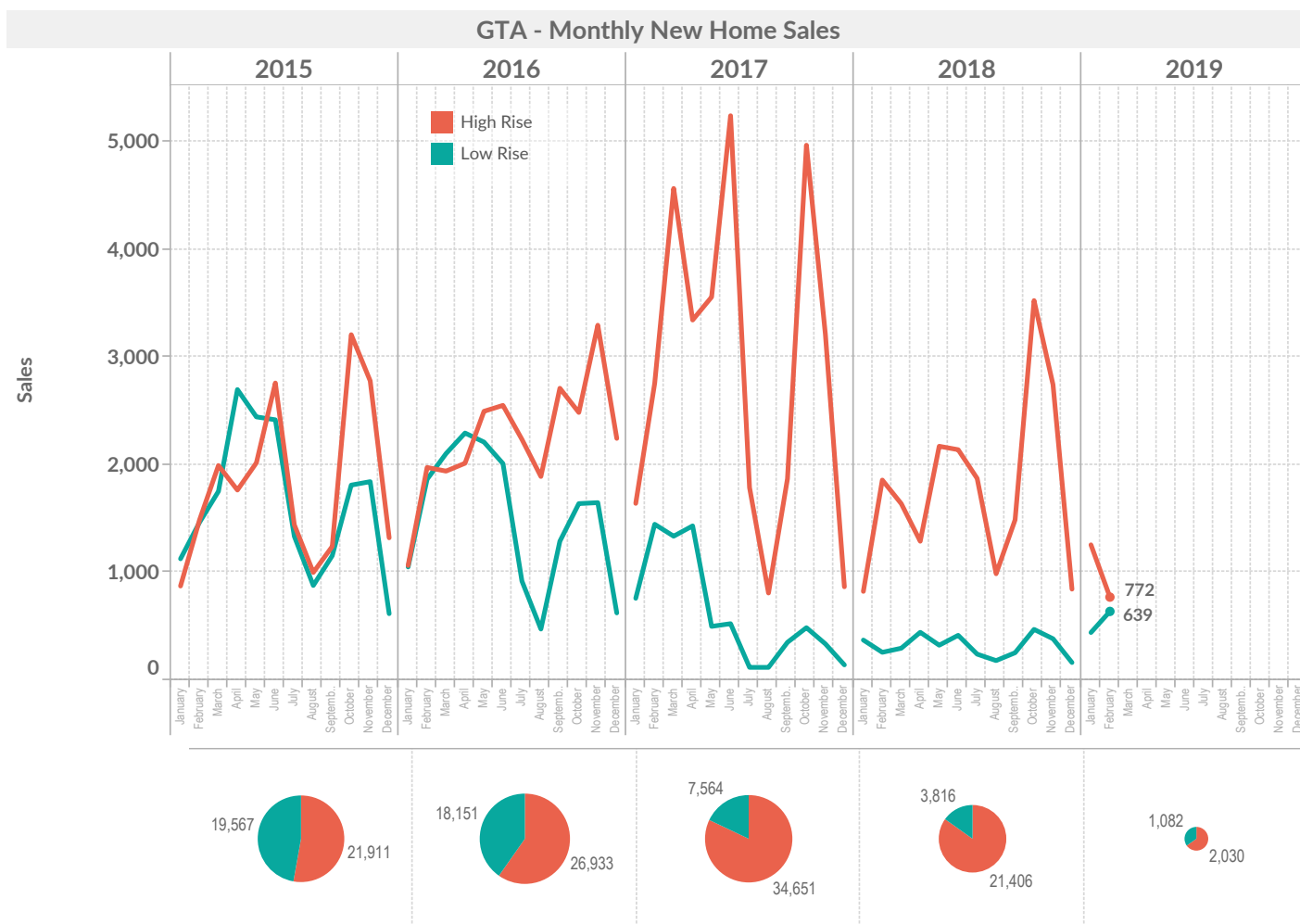
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

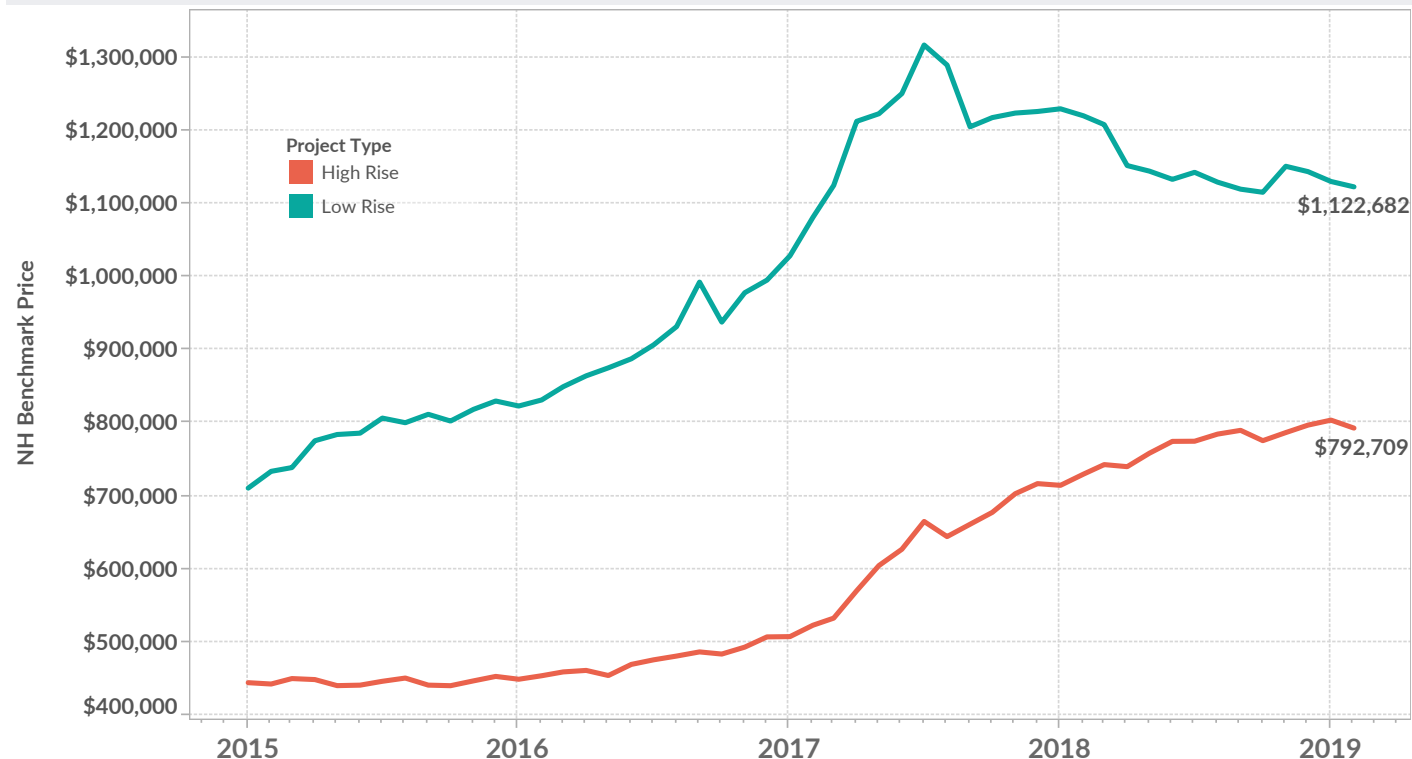
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

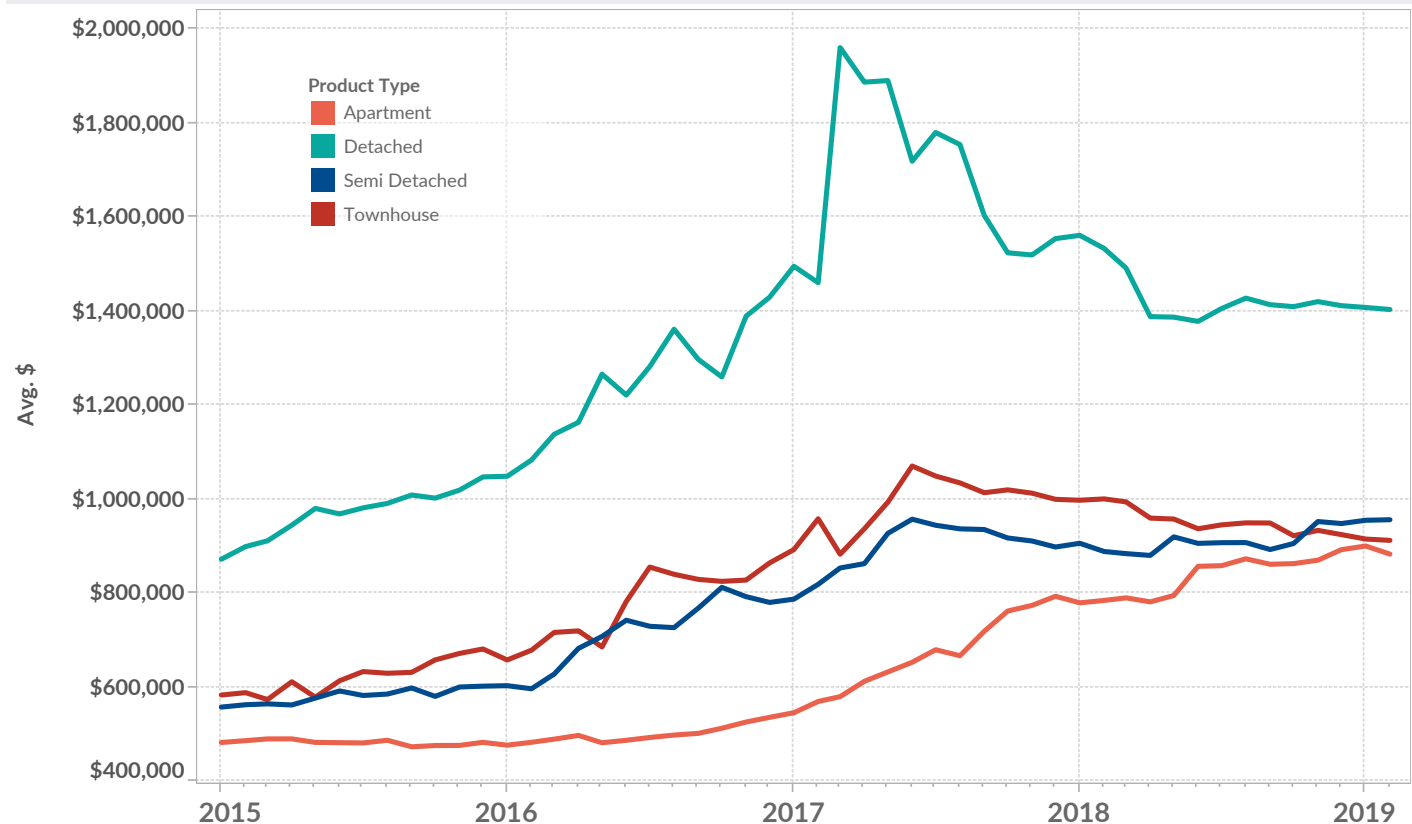


Pricing

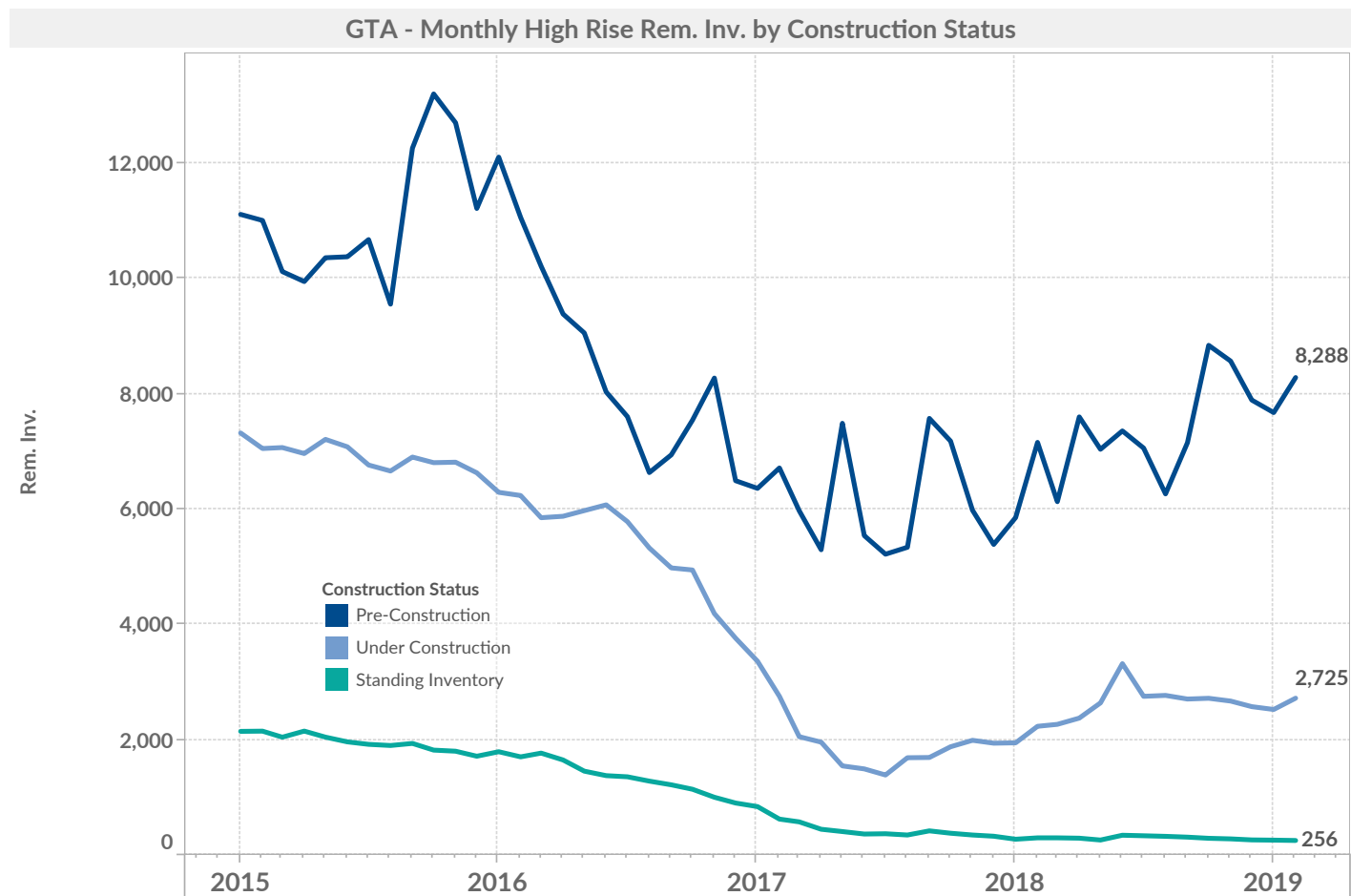
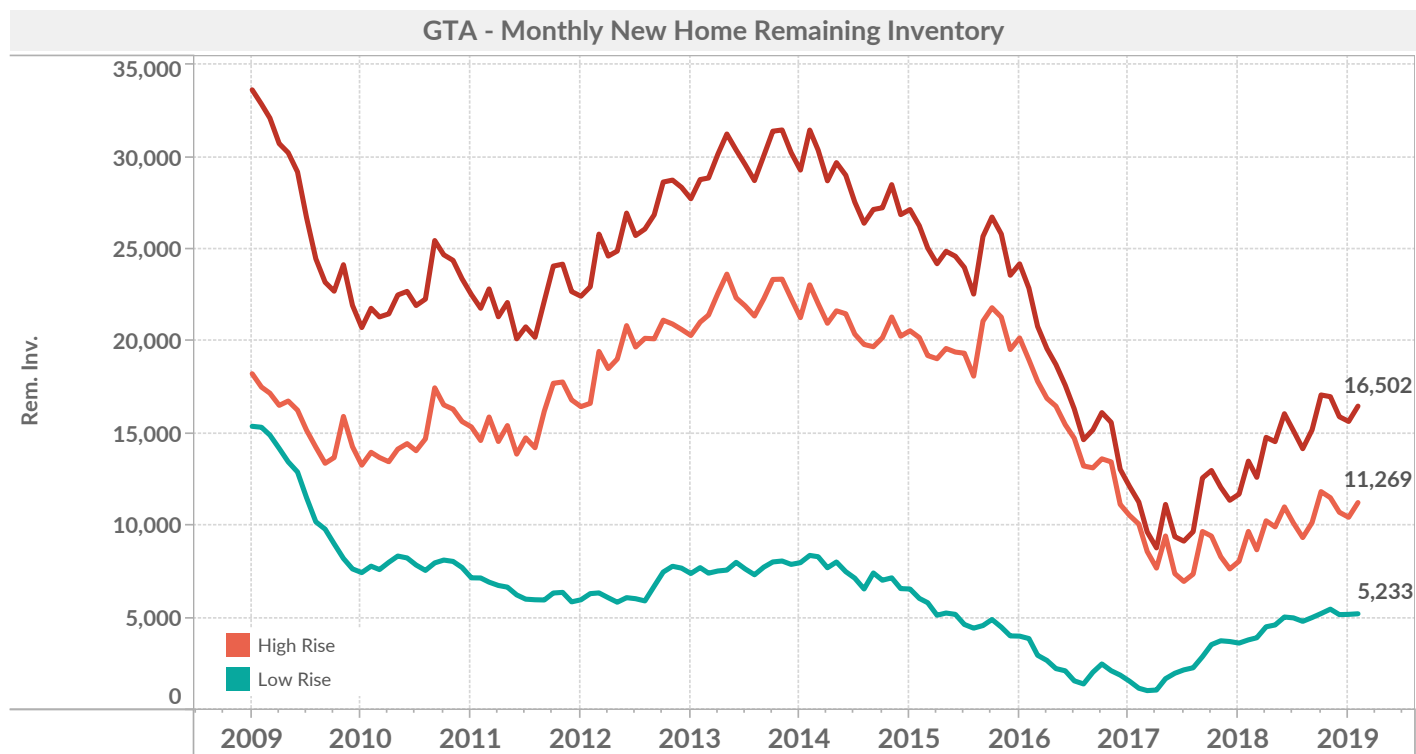
Monthly New Home Benchmark Price (excludes extremes)



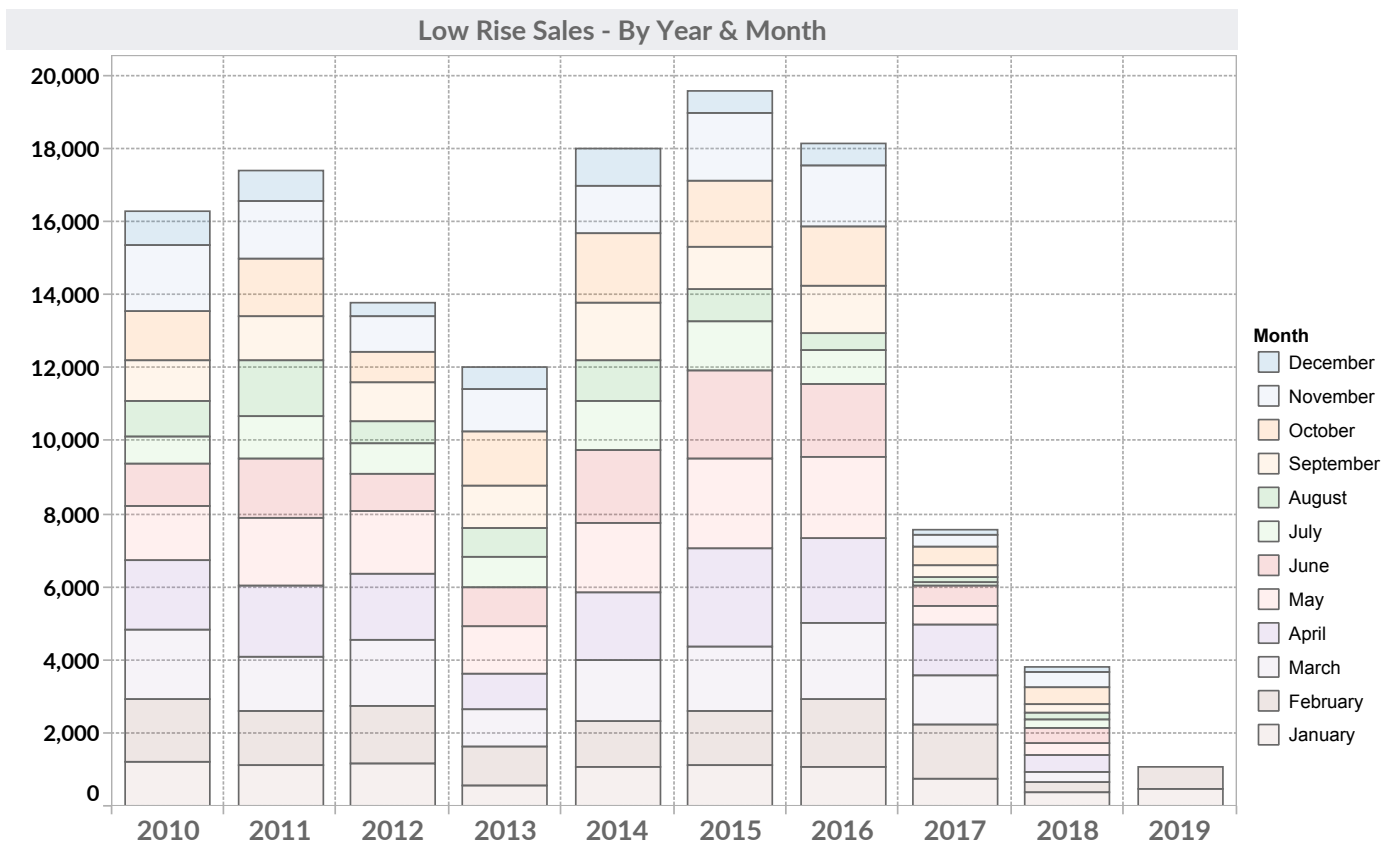
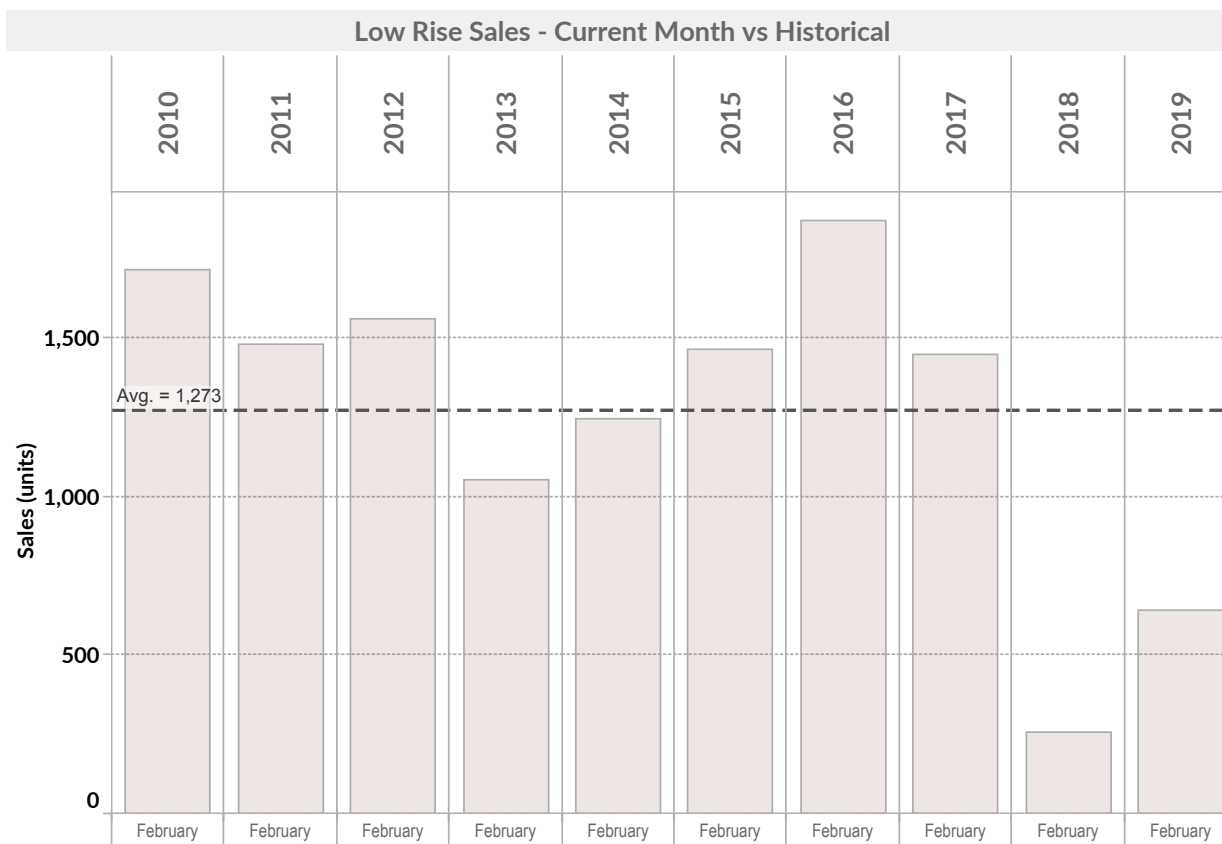
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

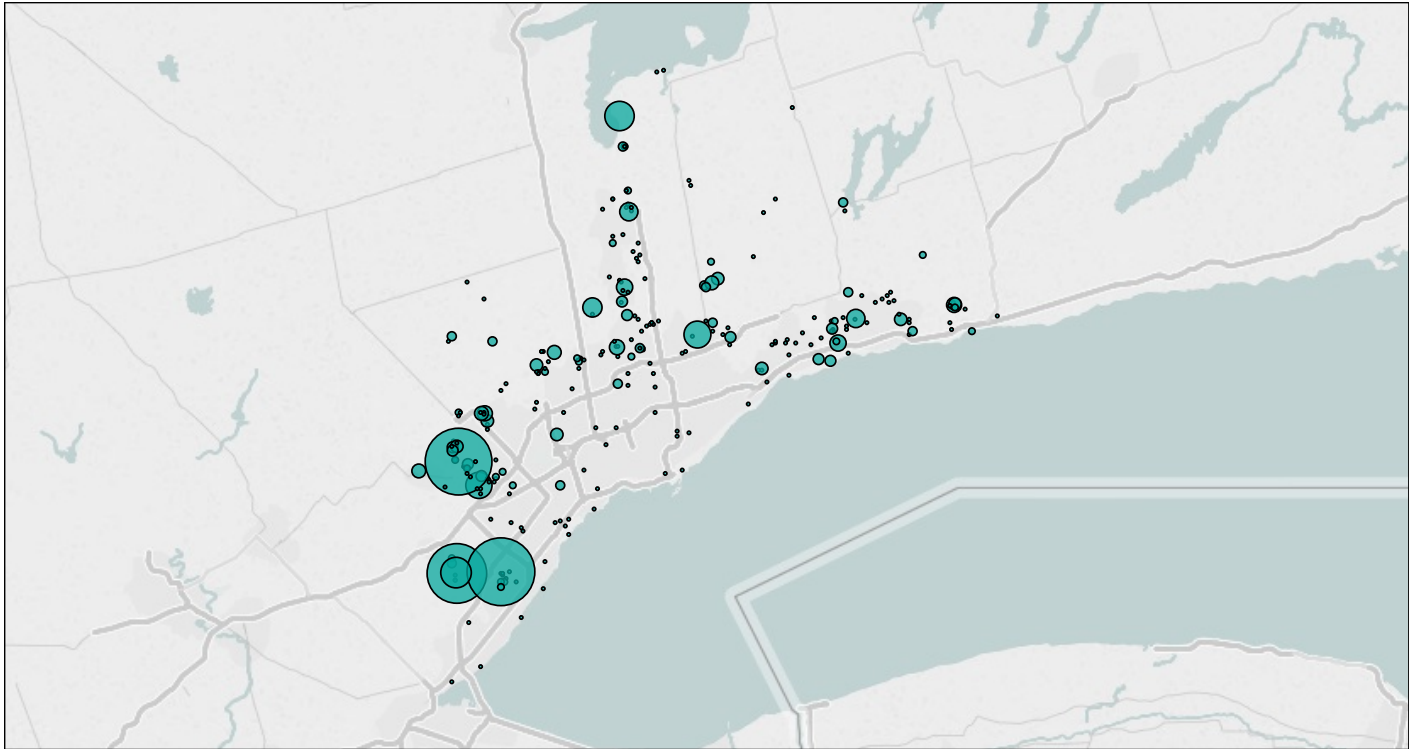


Historical Sales Comparison

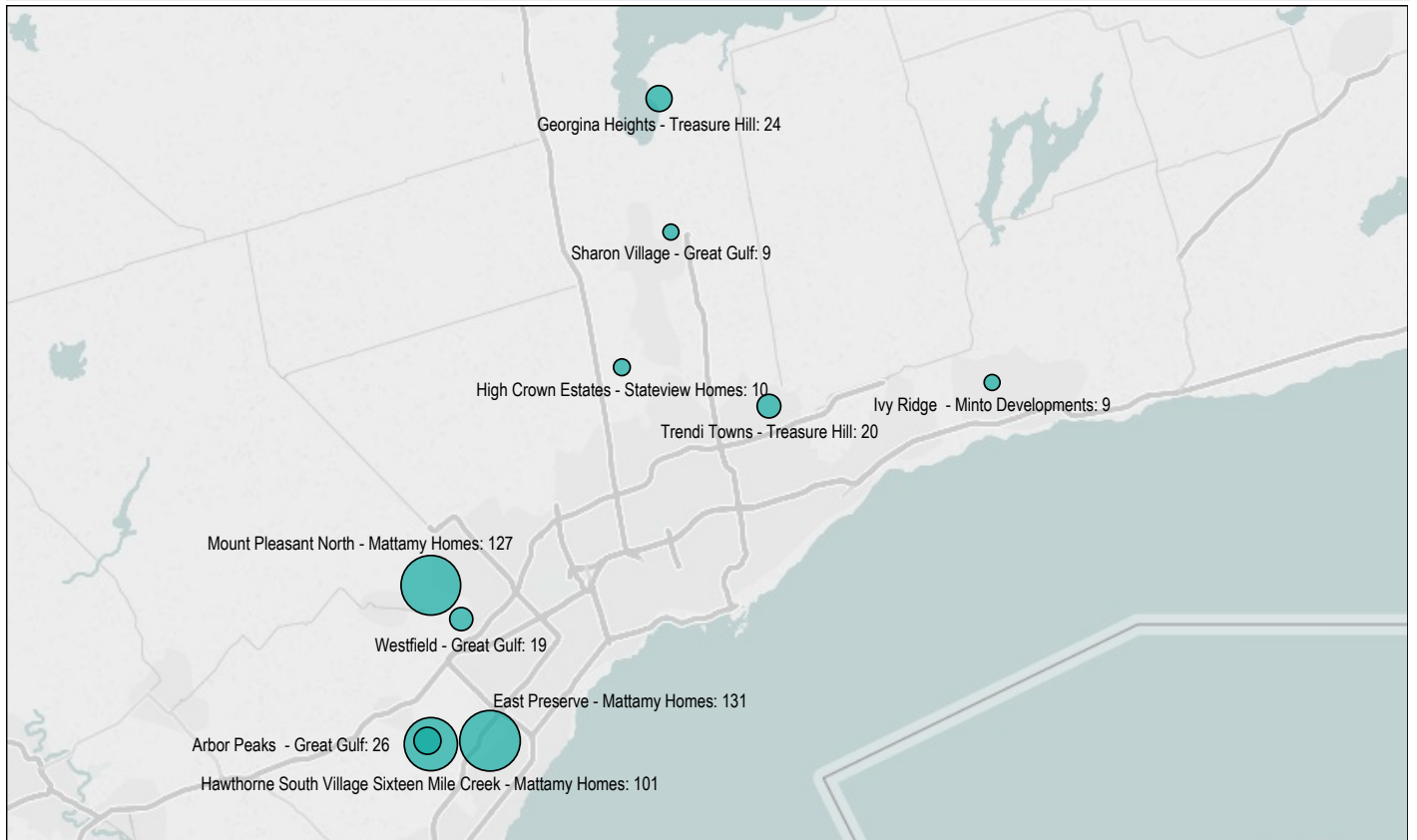


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



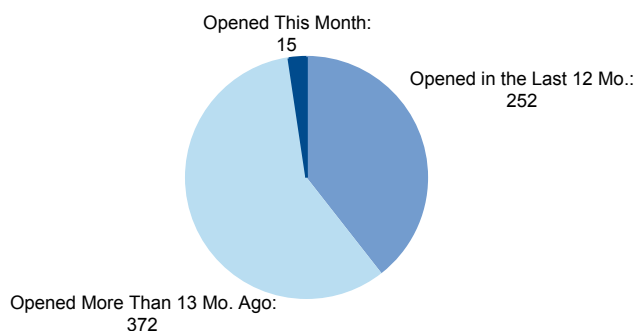
GTA - Top Sites by Current Month Sales



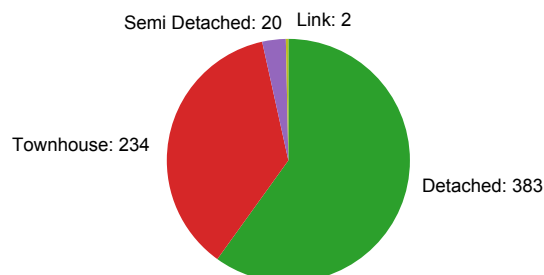
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

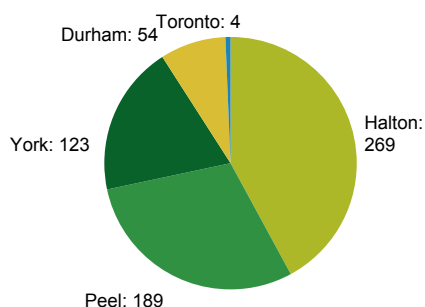
Sales by Opening Date



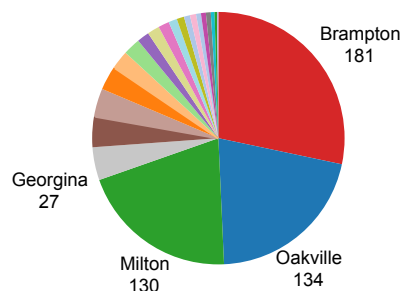
Sales by Product Type



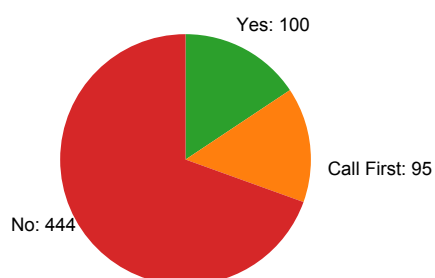
Sales by Region



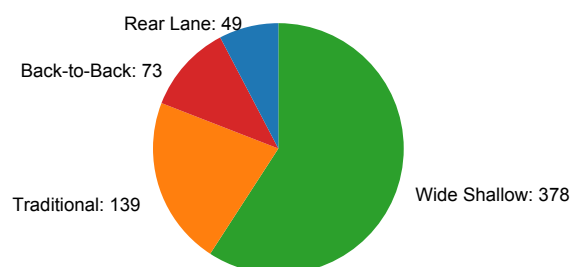
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



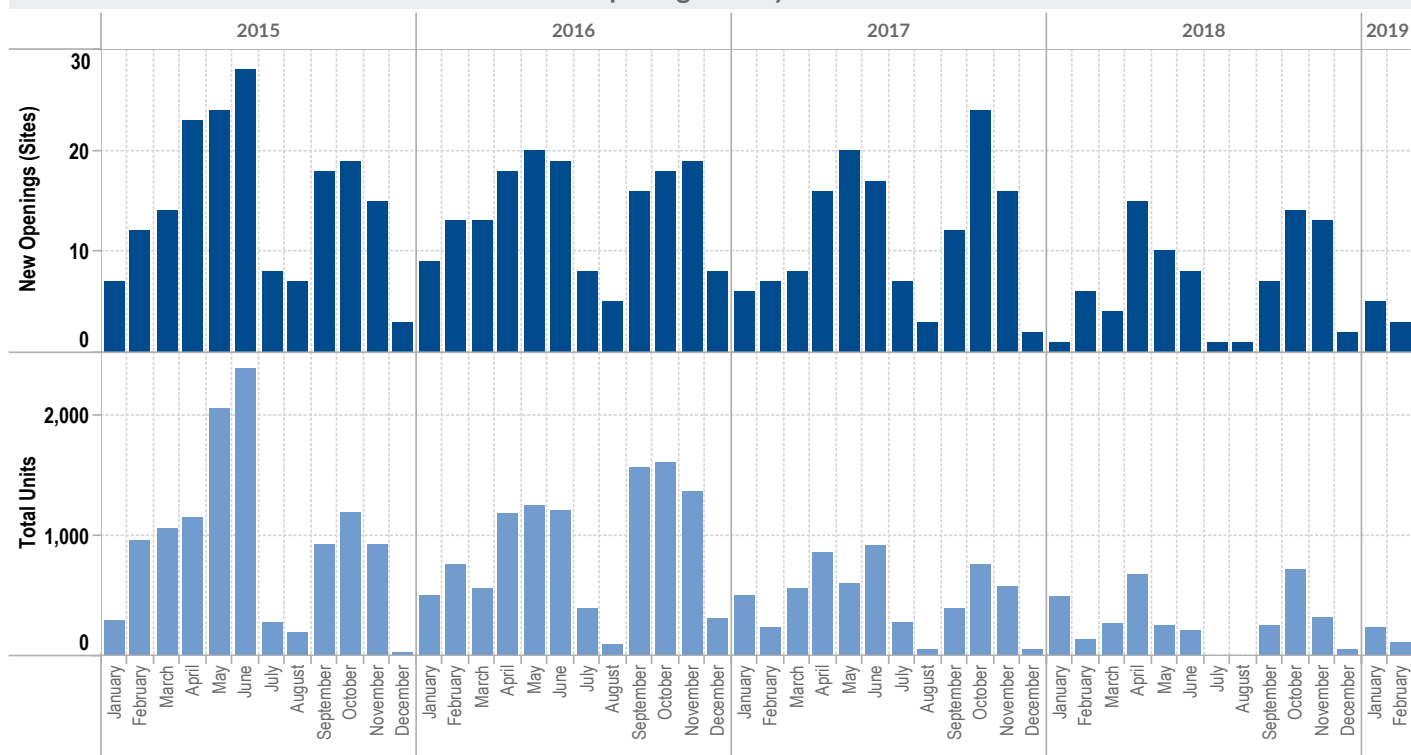
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Swan Park - Digreen Homes	Freehold	Markham	2/9/2019	21	2	19	\$418
Princeton Heights - Fernbrook Homes	Freehold	Aurora	2/11/2019	30	7	23	\$450
Orchard East - Treasure Hill	Freehold	Clarington	2/15/2019	57	6	51	\$358
Grand Total				108	15	93	\$402

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	256	372											628	58.0%		58.0%	
Great Gulf	35	54											89	8.2%		66.3%	
Treasure Hill	1	54											55	5.1%		71.3%	
Stateview Homes	20	10											30	2.8%		74.1%	
Conservatory Group	8	14											22	2.0%		76.2%	
Royal Pine Homes	17	0											17	1.6%		77.7%	
City Park Homes	13	2											15	1.4%		79.1%	
Fieldgate Homes	5	8											13	1.2%		80.3%	
Minto Developments	3	9											12	1.1%		81.4%	
Regal Crest Homes	5	6											11	1.0%		82.4%	
Marshall Homes	6	4											10	0.9%		83.4%	
Remington Homes	8	2											10	0.9%		84.3%	
Eden Oak Homes	3	5											8	0.7%		85.0%	
Gold Park Homes	1	7											8	0.7%		85.8%	
Marycroft Homes	1	7											8	0.7%		86.5%	
Primont Homes	4	4											8	0.7%		87.2%	
CountryWide Homes	3	4											7	0.6%		87.9%	
Fernbrook Homes	0	7											7	0.6%		88.5%	
Stanford Homes	3	4											7	0.6%		89.2%	
Centra Homes	3	3											6	0.6%		89.7%	
Pemberton Group	2	4											6	0.6%		90.3%	
Rosehaven Homes	5	1											6	0.6%		90.9%	
	443	639											1,082				

Top Builders - Last 12 Months

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

	2018											2019		Total				Market Share		Cum. Mkt. Share									
Builder	March	April	May	June	July	August	September	October	November	December	January	February	%		%	%	%	%	%										
Mattamy Homes	69	50	17	37	23	36	27	64	64	16	256	372	1,031		24.2%		24.2%												
Great Gulf	26	34	26	22	14	16	30	21	15	8	35	54	301		7.1%		31.2%												
Treasure Hill	3	45	5	22	21	12	5	16	19	1	1	54	204		4.8%		36.0%												
Paradise Developments	41	9	35	7	2	4	3	50	0	0	0	0	151		3.5%		39.5%												
Conservatory Group	8	7	13	4	11	13	9	19	19	9	8	14	134		3.1%		42.7%												
Minto Developments	7	5	2	50	13	7	11	17	0	8	3	9	132		3.1%		45.8%												
Fieldgate Homes	34	13	16	10	4	9	0	11	11	2	5	8	123		2.9%		48.7%												
CountryWide Homes	4	4	8	25	15	4	18	25	6	4	3	4	120		2.8%		51.5%												
Aspen Ridge Homes	0	3	2	26	12	7	14	16	15	2	2	0	99		2.3%		53.8%												
Regal Crest Homes	0	0	0	40	7	3	0	10	6	2	5	6	79		1.9%		55.6%												
Coscorp Inc.				23	14	7	16	10	3	2	2	1	78		1.8%		57.5%												
Tribute Communities and Hullmark Developments Limited								62	6	4	2	4	78		1.8%		59.3%												
Starlane Home Corporation	0	45	11	0	1	6	0	0	1	2	3	0	69		1.6%		60.9%												
Lakeview Homes	5	1	2	0	0	2	17	12	25	0	3	0	67		1.6%		62.5%												
Norstar								17	36	9	0	2	64		1.5%		64.0%												
Stateview Homes	2	0	8	0	2						14	20	10	56		1.3%		65.3%											
Greenpark Group	0	0	0	32	13	3	4	3	0	0	0	0	55		1.3%		66.6%												
Opus Homes	1	15	10	7	3	1	2	8	3	0	0	0	50		1.2%		67.8%												
Tribute Communities	13	8	5	5	0	0	11	2	0	1	1	3	49		1.1%		68.9%												
Delpark Homes	2	0	15	0	6	0	4	0	0	17	1	0	45		1.1%		70.0%												
Wycliffe Homes			0	32	6	0	0	2	1	0	0	0	41		1.0%		70.9%												
Marycroft Homes	0	0	0	4	12	4	1	4	2	3	1	7	38		0.9%		71.8%												
														297	445	325	417	242	182	255	472	385	164	443	639	4,266			

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 February
East Preserve - Mattamy Homes	Oakville	Detached	34'	29
			38'	71
		Townhouse	20'	1
			21'	15
			23'	15
		Total		131
Mount Pleasant North - Mattamy Homes	Brampton	Detached	30'	38
			38'	56
		Townhouse	20'	3
			23'	30
		Total		127
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	20
			34'	1
			36'	8
			43'	15
		Townhouse	21'	48
			23'	9
		Total		101
Arbor Peaks - Great Gulf	Milton	Detached	36'	6
		Semi Detached	26'	1
		Townhouse	21'	19
		Total		26
Georgina Heights - Treasure Hill	Georgina	Detached	40'	19
			50'	5
		Total		24
Trendi Towns - Treasure Hill	Markham	Townhouse	18'	20
			Total	20
Westfield - Great Gulf	Brampton	Detached	34'	9
			38'	0
		Semi Detached	24'	10
			Total	19
High Crown Estates - Stateview Homes	King	Townhouse	20'	10
			Total	10
Ivy Ridge - Minto Developments	Whitby	Detached	36'	2
			43'	3
		Townhouse	20'	4
			Total	9
Sharon Village - Great Gulf	East Gwillimbury	Detached	32'	8
			40'	1
		Total		9
Princeton Heights - Fernbrook Homes	Aurora	Detached	55'	4
			60'	3
		Total		7

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	February 2019					February 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	5		1	0	6	10		0	1	11
	Brock	0				0	0				0
	Clarington	12	0	0	3	15	0	1	0	3	4
	Oshawa	4		0	0	4	0		0	2	2
	Pickering	0			4	4	2			0	2
	Scugog	1	1			2	0				0
	Uxbridge	0			0	0	0			1	1
	Whitby	9		0	14	23	14		0	16	30
	Total	31	1	1	21	54	26	1	0	23	50
Halton	Burlington				0	0				1	1
	Halton Hills	5				5	0				0
	Milton	52		2	76	130	41		9	46	96
	Oakville	101			33	134	0			16	16
	Total	158		2	109	269	41		9	63	113
Peel	Brampton	125	0	14	42	181	27		2	4	33
	Caledon	3		1	1	5	0		0	0	0
	Mississauga	1		2	0	3	0		0	1	1
	Total	129	0	17	43	189	27		2	5	34
Toronto	Etobicoke	0			4	4	0			3	3
	North York	0		0	0	0	1			0	1
	Scarborough	0				0					
	Toronto			0	0	0				2	2
	Total	0		0	4	4	1			5	6
York	Aurora	7			0	7	2			0	2
	East Gwillimbury	10		0	0	10	11		0	1	12
	Georgina	26			1	27	0			0	0
	King	0			10	10	0				0
	Markham	0			25	25	0			2	2
	Newmarket	0	1		0	1	0	0		1	1
	Richmond Hill	2	0	0	7	9	0		0	0	0
	Vaughan	11	0	0	9	20	35		2	2	39
	Whitchurch-Stouffville	9			5	14	0				0
	Total	65	1	0	57	123	48	0	2	6	56
Grand Total		383	2	20	234	639	143	1	13	102	259

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	32		9	14	55	73		7	47	127
	Brock	1				1	2				2
	Clarington	66	0	0	24	90	153	12	0	160	325
	Oshawa	48		2	54	104	151		24	123	298
	Pickering	3			51	54	99			97	196
	Scugog	11	7			18	38	25			63
	Uxbridge	1			7	8	14			45	59
	Whitby	152		10	182	344	222		35	148	405
	Total	314	7	21	332	674	752	37	66	620	1,475
Halton	Burlington				17	17				7	7
	Halton Hills	20				20	51				51
	Milton	276		53	289	618	25		40	35	100
	Oakville	167			213	380	218			57	275
	Total	463		53	519	1,035	294		40	99	433
Peel	Brampton	602	5	133	320	1,060	398	7	115	430	950
	Caledon	133		2	70	205	115		16	27	158
	Mississauga	7		13	22	42	31		29	73	133
	Total	742	5	148	412	1,307	544	7	160	530	1,241
Toronto	Etobicoke	16			87	103	6			39	45
	North York	2	1	1	50	54	22		45	78	145
	Scarborough	1				1	7				7
	Toronto			1	17	18			1	3	4
	Total	19	1	2	154	176	35		46	120	201
York	Aurora	42			2	44	135			36	171
	East Gwillimbury	82		9	33	124	159		75	72	306
	Georgina	186			7	193	112			35	147
	King	2			40	42	12			13	25
	Markham	0			111	111	13			269	282
	Newmarket	25	7		3	35	12	4		4	20
	Richmond Hill	60	2	5	104	171	188	8	38	180	414
	Vaughan	113	6	7	144	270	204	21	15	213	453
	Whitchurch-Stouffville	17			67	84	45			20	65
	Total	527	15	21	511	1,074	880	33	128	842	1,883
Grand Total	2,065	28	245	1,928	4,266	2,505	77	440	2,211	5,233	

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