



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of April 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-19		Apr-18		Change
High Rise	3,053		1,288		137.0%
Low Rise	800		443		80.6%
Total	3,853		1,731		122.6%
Year to Date Sales	Jan.-Apr. 2019		Jan.-Apr. 2018		Y/Y Change
High Rise	6,165		5,642		9.3%
Low Rise	2,847		1,360		109.3%
Total	9,012		7,002		28.7%
Year to Date Supply	Jan.-Apr. 2019		Jan.-Apr. 2018		Y/Y Change
High Rise	8,659		7,980		8.5%
Low Rise	2,303		2,034		13.2%
Total	10,962		10,014		9.5%
Year to Date Completions	Jan.-Apr. 2019		Jan.-Apr. 2018		Y/Y Change
High Rise	6,477		4,088		58.4%
Remaining Inventory	Apr-19	Mar-19	Apr-18	M/M Change	Y/Y Change
High Rise	13,707	11,679	10,205	17.4%	34.3%
Low Rise	4,580	4,955	4,433	-7.6%	3.3%
Total	18,287	16,634	14,638	9.9%	24.9%
Benchmark Price	Apr-19	Mar-19	Apr-18	M/M Change	Y/Y Change
High Rise	\$758,585	\$780,839	\$739,965	-2.9%	2.5%
Low Rise	\$1,119,772	\$1,116,640	\$1,151,815	0.3%	-2.8%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	16	341	271	159	
High Rise Units	4,861	90,749	72,078	40,343	
% Sold*	80%	81%	94%	69%	
Low Rise Projects	15	276			
Low Rise Units	518	29,016			
% Sold*	75%	84%			

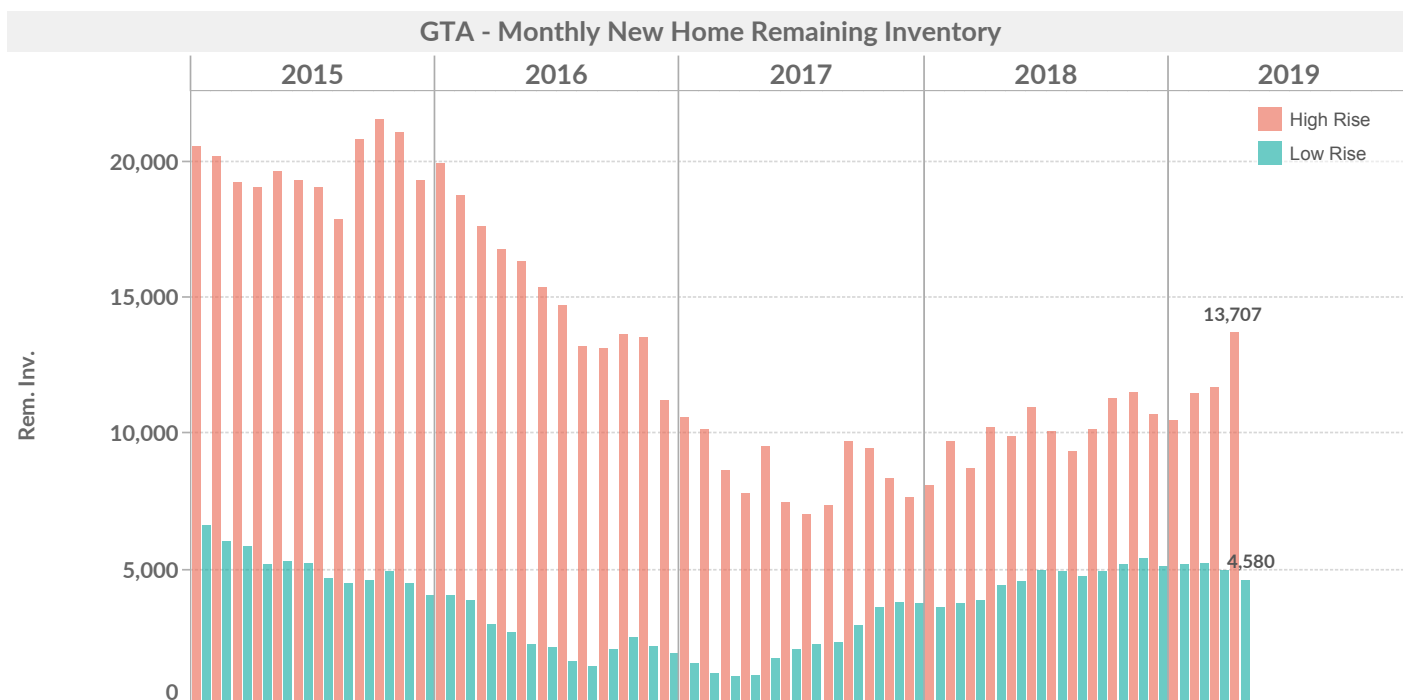
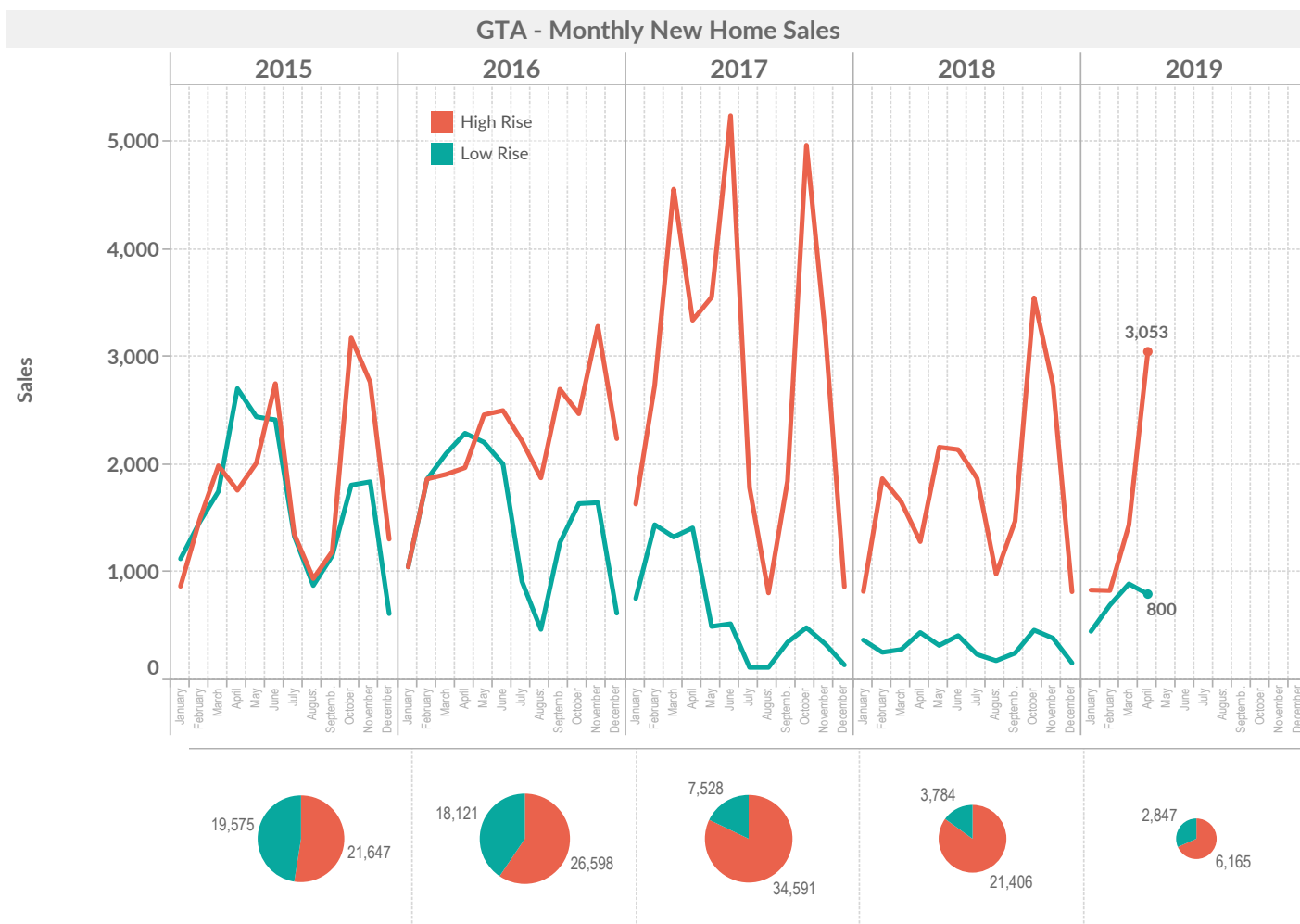
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

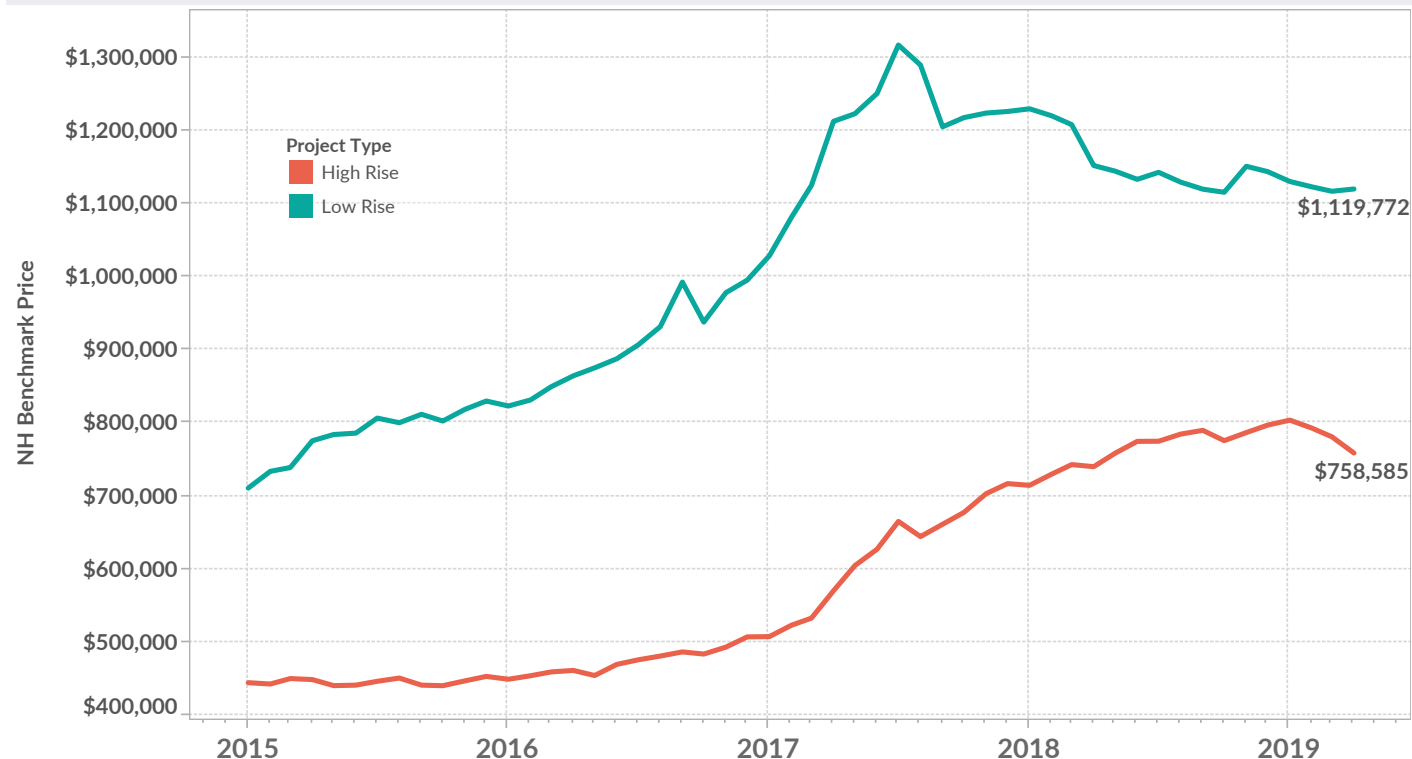
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

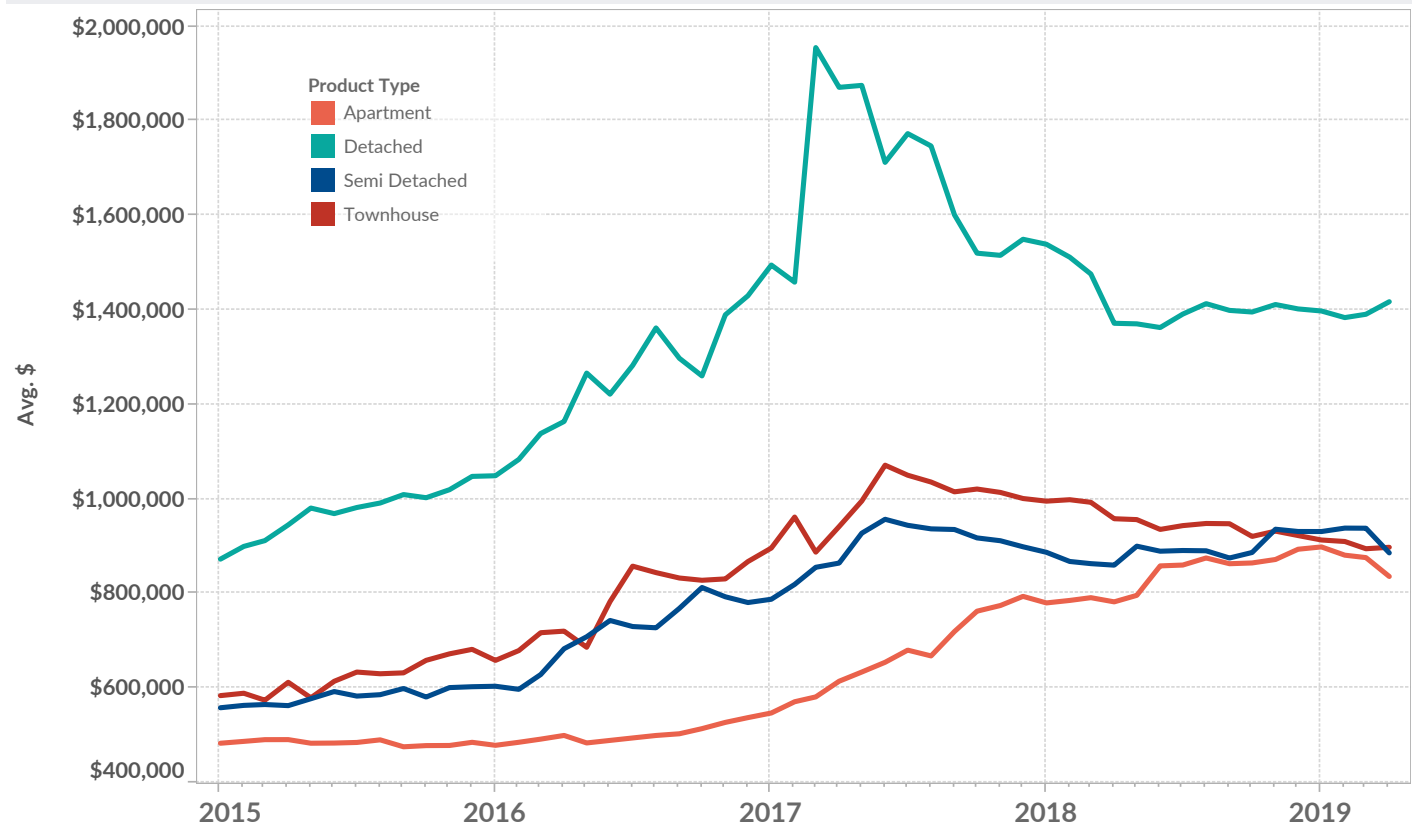


Pricing

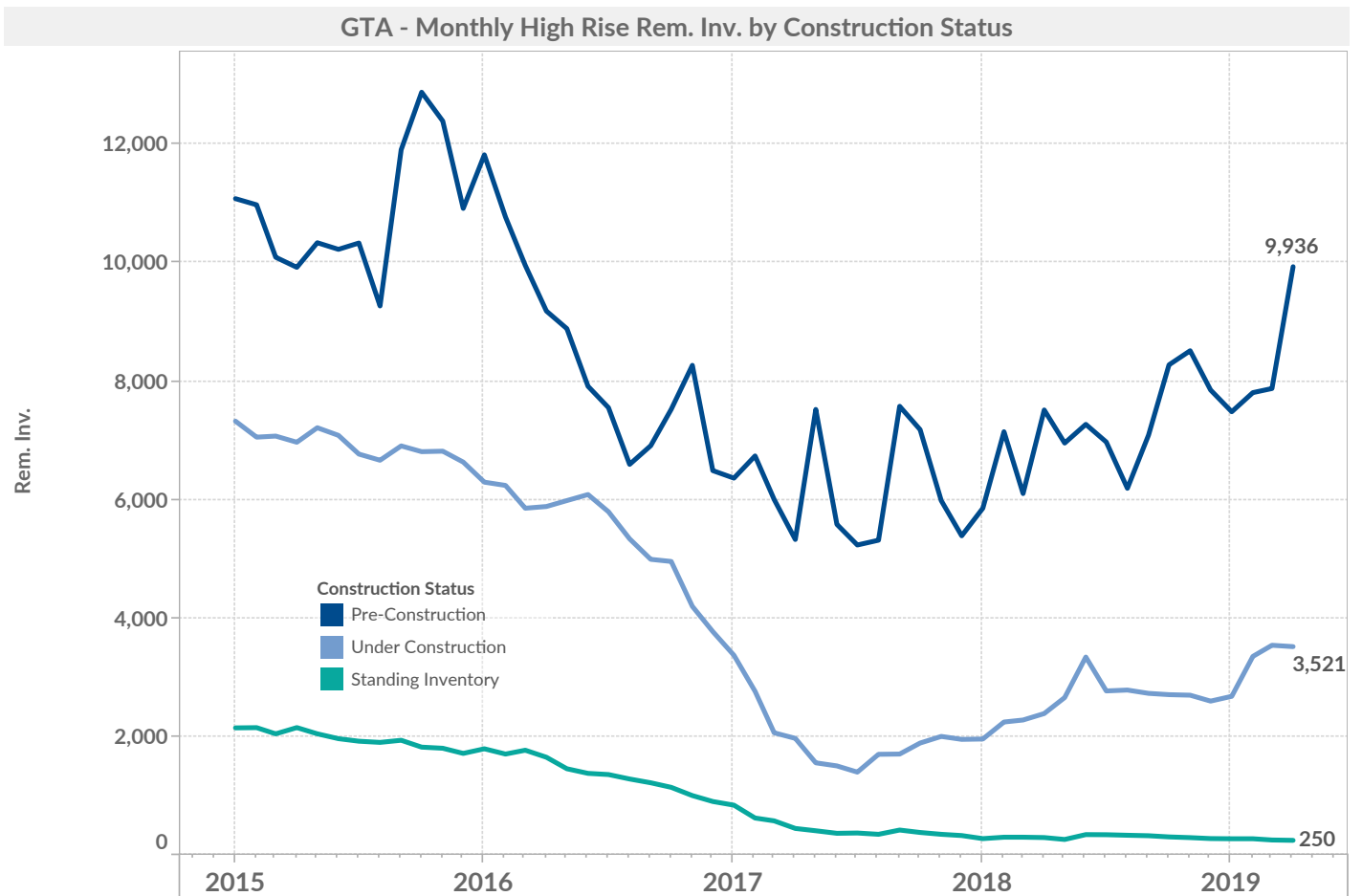
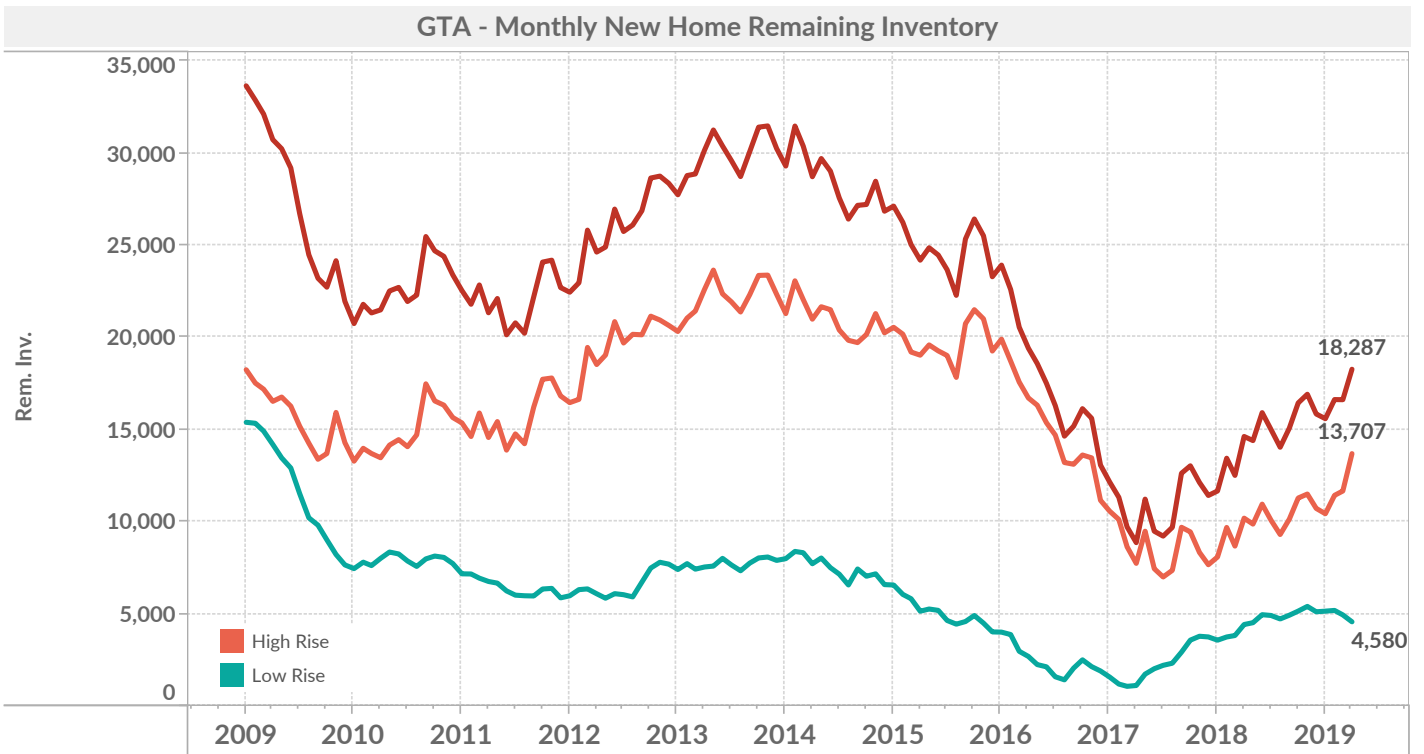
Monthly New Home Benchmark Price (excludes extremes)



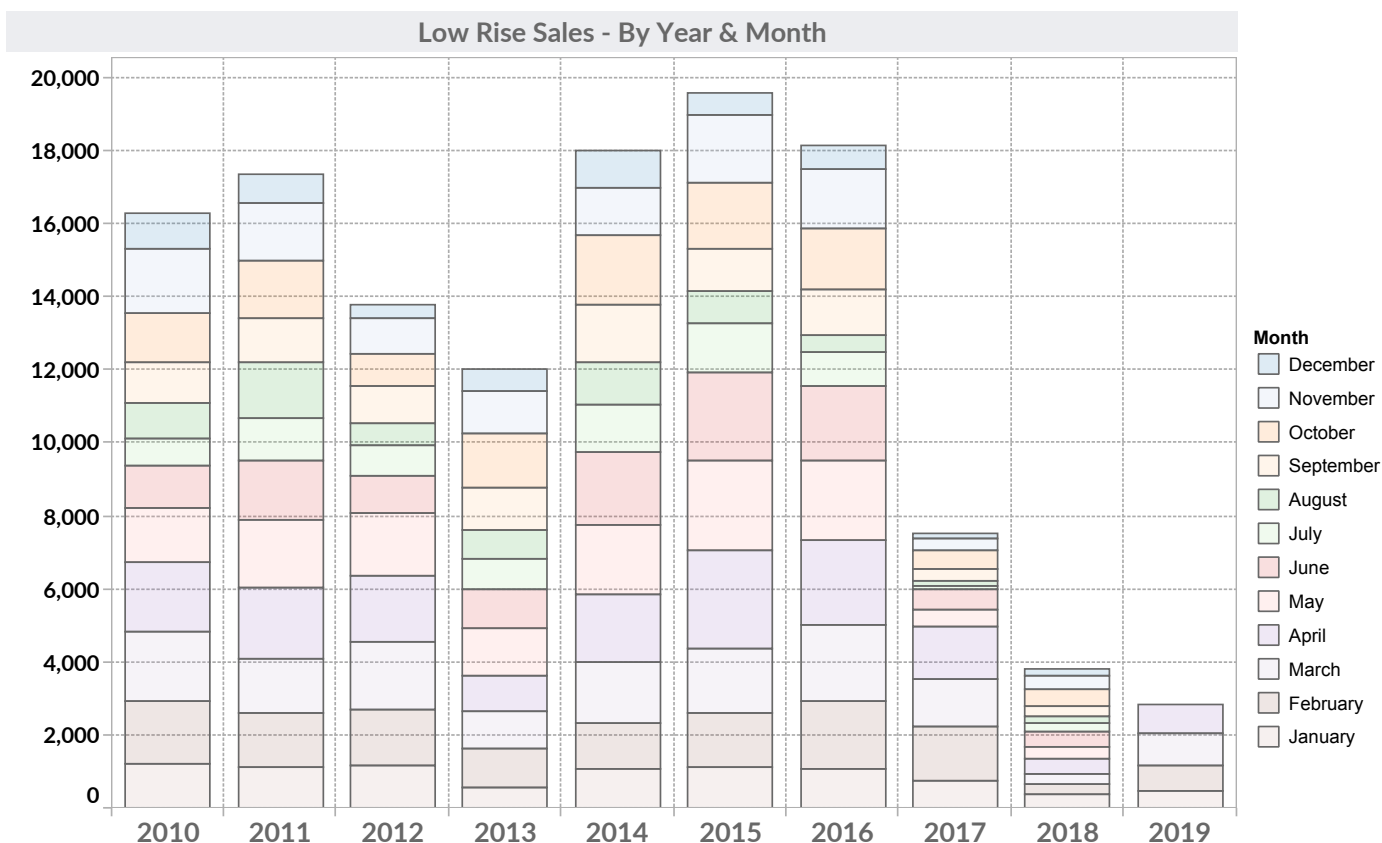
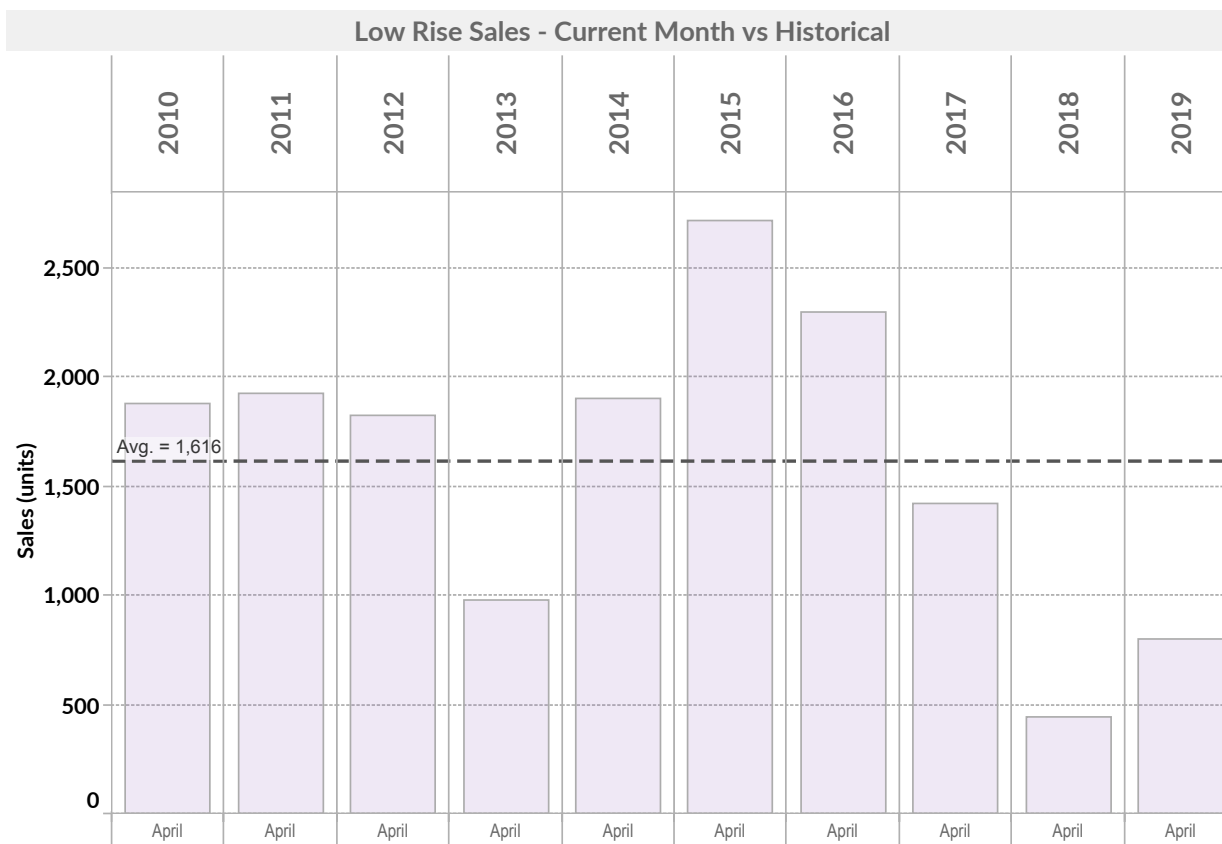
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

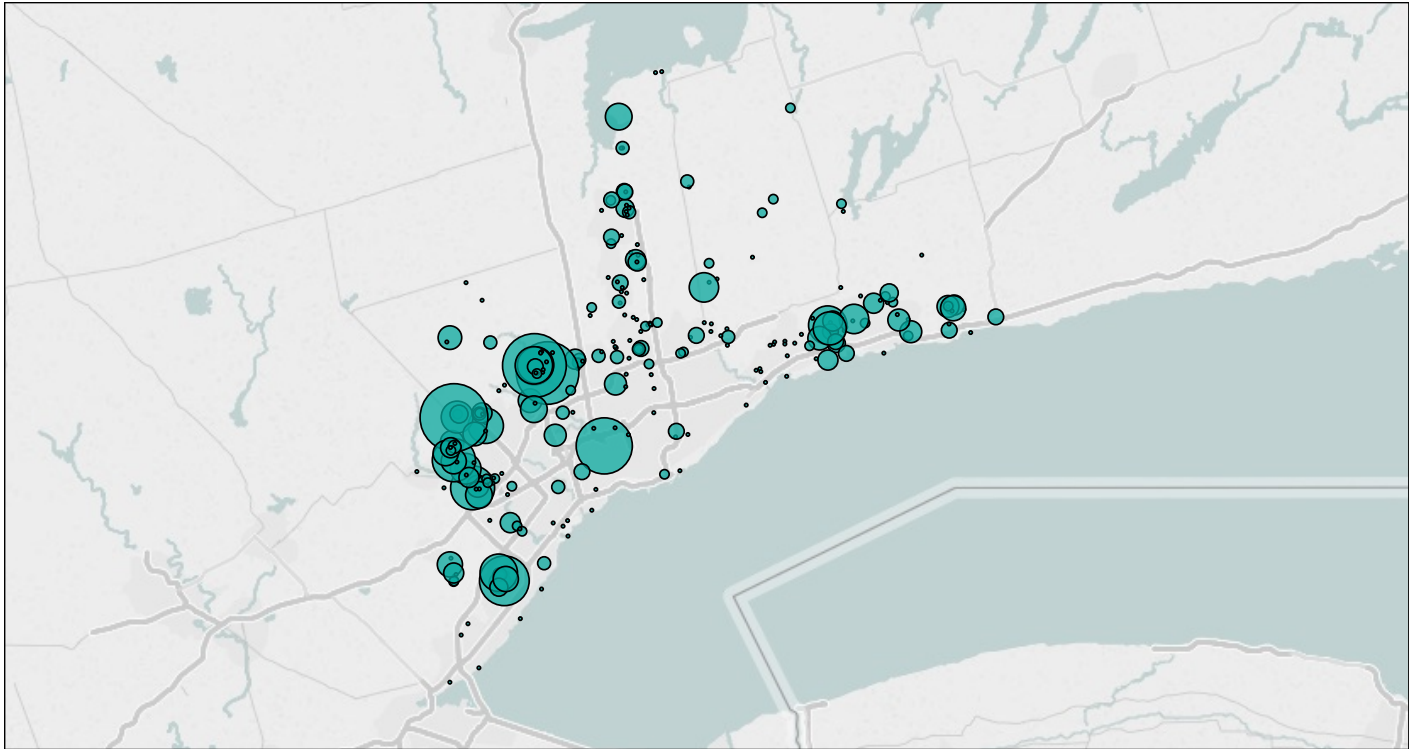


Historical Sales Comparison

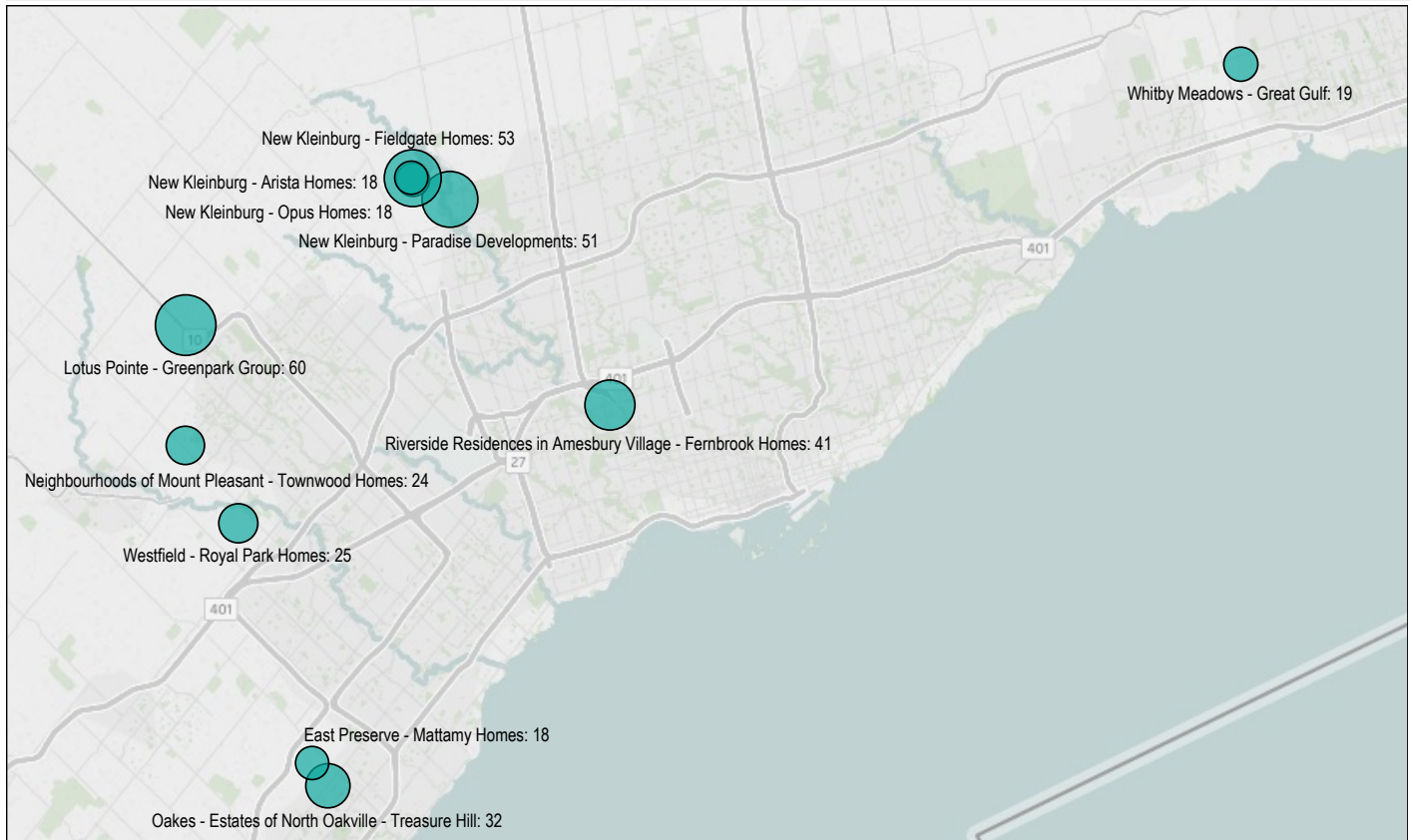


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



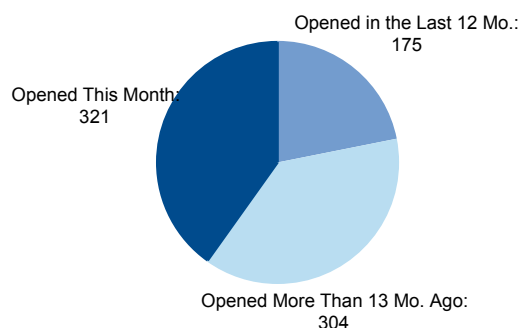
GTA - Top Sites by Current Month Sales



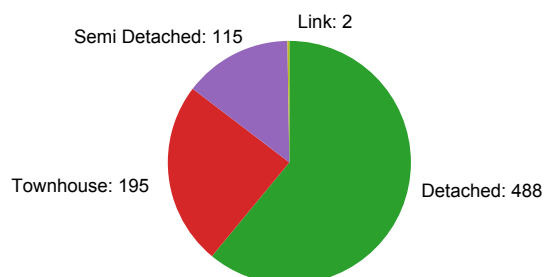
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

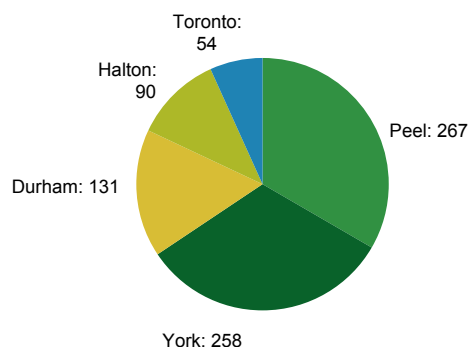
Sales by Opening Date



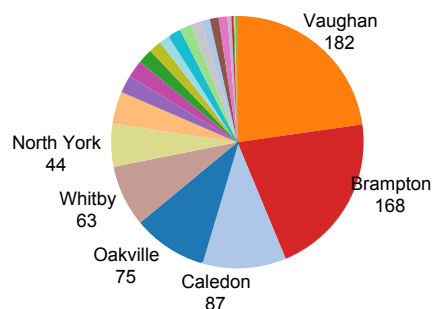
Sales by Product Type



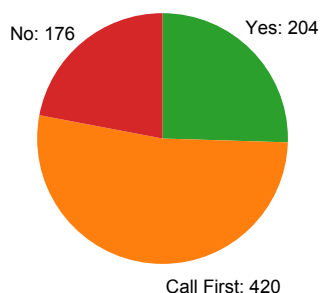
Sales by Region



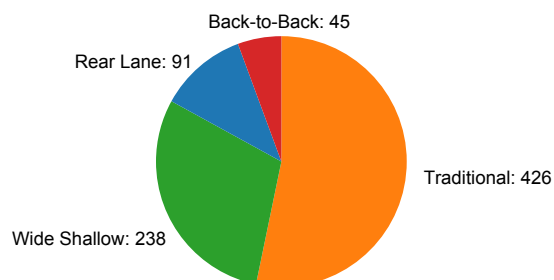
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



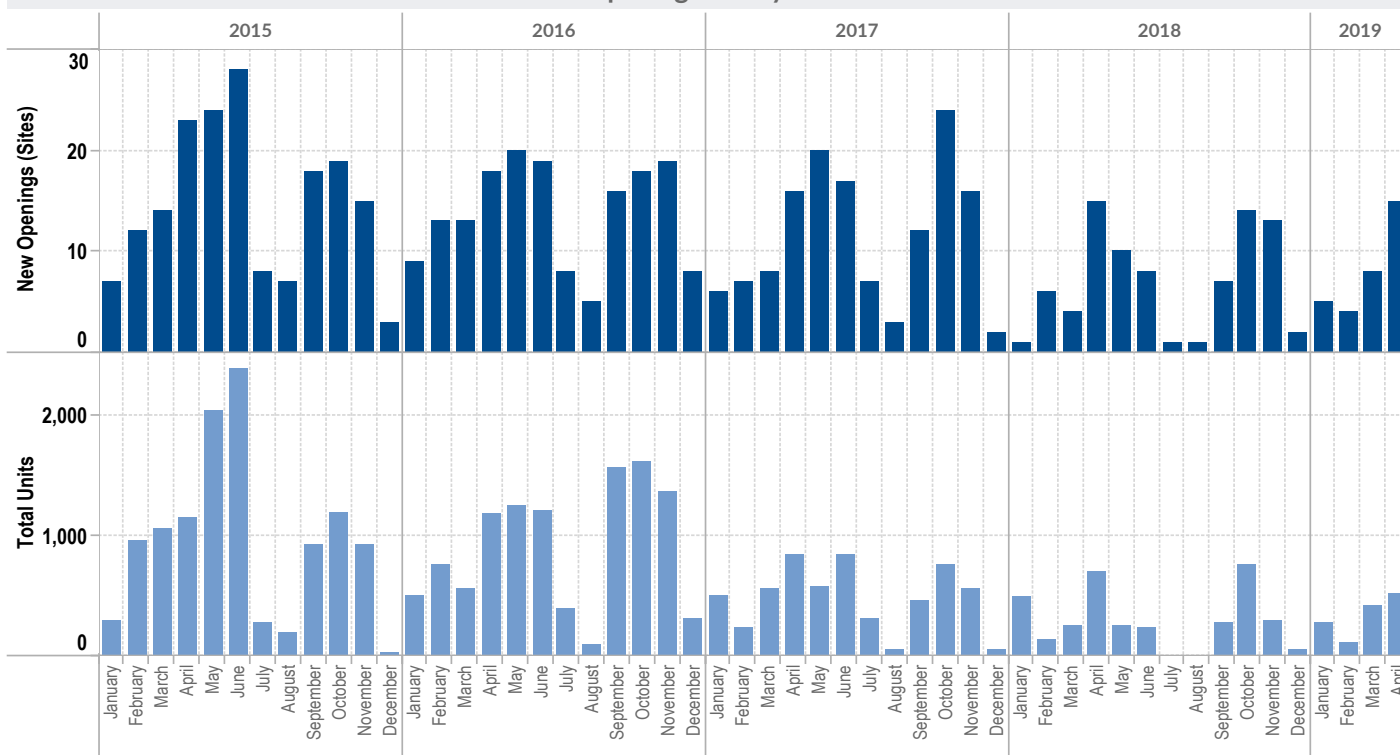
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
New Kleinburg - Arista Homes	Freehold	Vaughan	4/6/2019	18	18	0	
New Kleinburg - Deco Homes	Freehold	Vaughan	4/6/2019	17	17	0	
New Kleinburg - Fieldgate Homes	Freehold	Vaughan	4/6/2019	53	53	0	
New Kleinburg - Opus Homes	Freehold	Vaughan	4/6/2019	18	18	0	
New Kleinburg - Paradise Developments	Freehold	Vaughan	4/6/2019	52	51	1	\$421
Bower Towns on the Preserve - Mattamy Homes	Condominium	Oakville	4/10/2019	31	8	23	\$388
East Preserve - Mattamy Homes	Freehold	Oakville	4/13/2019	5	3	2	\$490
Belmont Residences - Caliber Homes	Freehold	North York	4/23/2019	18	0	18	\$488
	Freehold Commo..	North York	4/23/2019	32	0	32	\$423
Oh Townhomes - Falconcrest Homes and Graywood Developments	Freehold Commo..	Oshawa	4/25/2019	27	0	27	\$294
Riverside Residences in Amesbury Village - Fernbrook Homes	Freehold	North York	4/26/2019	46	41	4	\$487
Hiddenbrook - Tiffany Park Homes	Freehold Commo..	Whitby	4/27/2019	13	0	13	\$288
Lotus Pointe - Greenpark Group	Freehold	Caledon	4/27/2019	54	54	0	
Oakes - Estates of North Oakville - Treasure Hill	Freehold	Oakville	4/27/2019	55	32	23	\$539
Old Barber House - City Park Homes	Freehold	Mississauga	4/27/2019	4	1	3	\$684
	Freehold Commo..	Mississauga	4/27/2019	16	0	16	\$560
Westfield - Royal Park Homes	Freehold	Brampton	4/27/2019	59	25	34	\$408
Grand Total				518	321	196	\$436

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	125	36									789	27.7%		27.7%	
Treasure Hill	1	52	130	54									237	8.3%		36.0%	
Great Gulf	33	53	99	30									215	7.6%		43.6%	
Paradise Developments	0	0	107	60									167	5.9%		49.5%	
Conservatory Group	16	25	25	26									92	3.2%		52.7%	
Sundial Homes	0	38	47	7									92	3.2%		55.9%	
Fieldgate Homes	5	8	8	61									82	2.9%		58.8%	
Context Developments and Metropia			66	0									66	2.3%		61.1%	
Greenpark Group	0	0	2	63									65	2.3%		63.4%	
Royal Pine Homes	17	0	24	9									50	1.8%		65.2%	
Fernbrook Homes	0	6	1	41									48	1.7%		66.8%	
Minto Developments	3	9	20	14									46	1.6%		68.5%	
Stateview Homes	20	10	4	1									35	1.2%		69.7%	
Townwood Homes	0	0	0	29									29	1.0%		70.7%	
City Park Homes	13	2	5	8									28	1.0%		71.7%	
CountryWide Homes	3	4	13	8									28	1.0%		72.7%	
Baycliffe Communities	0	0	20	7									27	0.9%		73.6%	
Digreen Homes	2	4	8	13									27	0.9%		74.6%	
Stanford Homes	3	4	4	16									27	0.9%		75.5%	
Regal Crest Homes	5	7	3	11									26	0.9%		76.4%	
Royal Park Homes				25									25	0.9%		77.3%	
Royalcliff Homes			16	7									23	0.8%		78.1%	
	454	698	895	800									2,847				

Top Builders - Last 12 Months

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

Builder	2018								2019				Total	Market Share		Cum. Mkt. Share	
	May	June	July	August	September	October	November	December	January	February	March	April		%		%	
Mattamy Homes	17	37	23	36	27	64	64	16	256	372	125	36	1,073	20.4%		20.4%	
Great Gulf	26	22	14	16	30	21	15	8	33	53	99	30	367	7.0%		27.3%	
Treasure Hill	5	22	21	12	5	16	19	1	1	52	130	54	338	6.4%		33.7%	
Paradise Developments	35	7	2	4	3	50	0	0	0	0	107	60	268	5.1%		38.8%	
Conservatory Group	13	3	11	12	9	17	23	8	16	25	25	26	188	3.6%		42.4%	
Minto Developments	2	50	13	7	11	17	0	8	3	9	20	14	154	2.9%		45.3%	
Fieldgate Homes	16	10	4	9	0	11	11	2	5	8	8	61	145	2.8%		48.1%	
CountryWide Homes	8	25	15	4	17	25	6	4	3	4	13	8	132	2.5%		50.6%	
Greenpark Group	0	32	13	3	4	3	0	0	0	0	2	63	120	2.3%		52.8%	
Aspen Ridge Homes	2	26	12	7	14	15	15	2	3	1	7	7	111	2.1%		54.9%	
Regal Crest Homes	0	40	7	3	0	10	5	2	5	7	3	11	93	1.8%		56.7%	
Sundial Homes	0	0	0	0	1	0	0	0	0	38	47	7	93	1.8%		58.5%	
Tribute Communities and Hullmark Developments Limited						62	6	3	1	4	5	6	87	1.7%		60.1%	
Coscorp Inc.		23	14	7	16	10	3	2	2	1	2	1	81	1.5%		61.7%	
Norstar						17	36	9	0	2	5	11	80	1.5%		63.2%	
Lakeview Homes	2	0	0	2	17	11	25	0	3	0	2	8	70	1.3%		64.5%	
Context Developments and Metropia											66	0	66	1.3%		65.8%	
Delpark Homes	14	0	6	0	4	0	0	17	1	0	12	6	60	1.1%		66.9%	
Stateview Homes	8	0	2					14	20	10	4	1	59	1.1%		68.0%	
Fernbrook Homes	0	0	0	1	0	0	9	0	0	6	1	41	58	1.1%		69.1%	
Opus Homes	10	6	3	1	2	7	3	0	0	0	0	18	50	0.9%		70.1%	
Royal Pine Homes							0	0	17	0	24	9	50	0.9%		71.0%	
	323	414	239	181	252	465	390	160	454	698	895	800	5,271				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 April
Lotus Pointe - Greenpark Group	Caledon	Detached	36'	7
			38'	14
			41'	6
		Semi Detached	28'	24
		Townhouse	22'	9
		Total		60
New Kleinburg - Fieldgate Homes	Vaughan	Detached	30'	2
			38'	41
			44'	10
		Total		53
New Kleinburg - Paradise Developments	Vaughan	Detached	30'	3
			38'	41
			44'	7
		Total		51
Riverside Residences in Amesbury Village - Fernbrook Homes	North York	Detached	35'	0
		Semi Detached	20'	41
		Total		41
Oakes - Estates of North Oakville - Treasure Hill	Oakville	Detached	41'	15
			45'	17
		Total		32
Westfield - Royal Park Homes	Brampton	Detached	34'	15
		Semi Detached	24'	10
		Total		25
Neighbourhoods of Mount Pleasant - Townwood Homes	Brampton	Detached	30'	0
			38'	0
			41'	0
			45'	0
		Semi Detached	22'	0
		Townhouse	15'	16
			20'	8
		Total		24
Whitby Meadows - Great Gulf	Whitby	Detached	36'	18
			40'	1
		Townhouse	20'	0
		Total		19
East Preserve - Mattamy Homes	Oakville	Detached	43'	3
			45'	11
			66'	0
		Townhouse	21'	2
			23'	2
		Total		18
New Kleinburg - Arista Homes	Vaughan	Detached	30'	4
			38'	11
			44'	3
		Total		18

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	April 2019					April 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	10		1	2	13	8		1	2	11
	Brock	1				1	0				0
	Clarington	18	0	0	15	33	5	0	0	4	9
	Oshawa	12		0	6	18	9		0	2	11
	Pickering	0			0	0	1			6	7
	Scugog	0	1			1	0	2			2
	Uxbridge	1			1	2	0			0	0
	Whitby	40		4	19	63	22		5	15	42
	Total	82	1	5	43	131	45	2	6	29	82
Halton	Burlington	0		0	0	0				2	2
	Halton Hills	0				0	3				3
	Milton	9		5	1	15	29		10	24	63
	Oakville	59			16	75	2			7	9
	Total	68		5	17	90	34		10	33	77
Peel	Brampton	81	0	31	56	168	25		15	32	72
	Caledon	51		25	11	87	61		0	0	61
	Mississauga	2		3	7	12	1		0	6	7
	Total	134	0	59	74	267	87		15	38	140
Toronto	East York										
	Etobicoke	3			6	9	0			0	0
	North York	0		41	3	44	1			2	3
	Old Toronto			1	0	1				9	9
	Scarborough	0				0					
	York										
	Total	3		42	9	54	1			11	12
York	Aurora	9			3	12	0			1	1
	East Gwillimbury	10		1	7	18	9		0	0	9
	Georgina	11			0	11	59			3	62
	King	0			1	1	0				0
	Markham	1			8	9	0			33	33
	Newmarket	3	1		0	4	0	0		0	0
	Richmond Hill	5	0	1	3	9	1		0	3	4
	Vaughan	161	0	2	19	182	6		0	17	23
	Whitchurch-Stouffville	1			11	12	0			0	0
	Total	201	1	4	52	258	75	0	0	57	132
Grand Total		488	2	115	195	800	242	2	31	168	443

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	86		9	18	113	91		6	47	144
	Brock	2				2	1				1
	Clarington	90	0	0	44	134	188	12	0	167	367
	Oshawa	56		2	75	133	148		24	124	296
	Pickering	1			50	51	99			57	156
	Scugog	13	8			21	19	22			41
	Uxbridge	3			9	12	12			43	55
	Whitby	190		8	208	406	200		32	138	370
	Total	441	8	19	404	872	758	34	62	576	1,430
Halton	Burlington	0		0	50	50	4		1	7	12
	Halton Hills	16				16	46				46
	Milton	227		62	265	554	5		33	34	72
	Oakville	253			230	483	263			57	320
	Total	496		62	545	1,103	318		34	98	450
Peel	Brampton	712	5	205	416	1,338	236	7	112	248	603
	Caledon	144		27	81	252	78		15	23	116
	Mississauga	9		16	27	52	32		27	80	139
	Total	865	5	248	524	1,642	346	7	154	351	858
Toronto	East York										
	Etobicoke	30			95	125	8			30	38
	North York	1	1	42	117	161	20		4	128	152
	Old Toronto			2	7	9			0	1	1
	Scarborough	3				3	5				5
	York										
	Total	34	1	44	219	298	33		4	159	196
York	Aurora	161			5	166	143			33	176
	East Gwillimbury	88		12	39	139	137		72	66	275
	Georgina	156			6	162	104			33	137
	King	1			43	44	12			10	22
	Markham	1			83	84	12			252	264
	Newmarket	31	10		2	43	6	3		4	13
	Richmond Hill	66	2	8	101	177	134	8	22	132	296
	Vaughan	264	8	10	157	439	182	19	12	181	394
	Whitchurch-Stouffville	17			85	102	44			25	69
	Total	785	20	30	521	1,356	774	30	106	736	1,646
Grand Total		2,621	34	403	2,213	5,271	2,229	71	360	1,920	4,580

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