



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of May 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	May-19		May-18		Change
High Rise	3,790		2,149		76.4%
Low Rise	1,004		323		210.8%
Total	4,794		2,472		93.9%
Year to Date Sales	Jan.-May. 2019		Jan.-May. 2018		Y/Y Change
High Rise	9,964		7,786		28.0%
Low Rise	3,873		1,679		130.7%
Total	13,837		9,465		46.2%
Year to Date Supply	Jan.-May. 2019		Jan.-May. 2018		Y/Y Change
High Rise	11,171		9,624		16.1%
Low Rise	3,363		2,432		38.3%
Total	14,534		12,056		20.6%
Year to Date Completions	Jan.-May. 2019		Jan.-May. 2018		Y/Y Change
High Rise	7,384		5,523		33.7%
Remaining Inventory	May-19	Apr-19	May-18	M/M Change	Y/Y Change
High Rise	12,537	14,085	9,837	-11.0%	27.4%
Low Rise	4,574	4,529	4,483	1.0%	2.0%
Total	17,111	18,614	14,320	-8.1%	19.5%
Benchmark Price	May-19	Apr-19	May-18	M/M Change	Y/Y Change
High Rise	\$779,687	\$758,585	\$758,370	2.8%	2.8%
Low Rise	\$1,109,501	\$1,119,772	\$1,144,191	-0.9%	-3.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	344	268	168	
High Rise Units	1,941	90,927	71,748	42,117	
% Sold*	48%	83%	95%	72%	
Low Rise Projects	10	273			
Low Rise Units	462	29,788			
% Sold*	75%	85%			

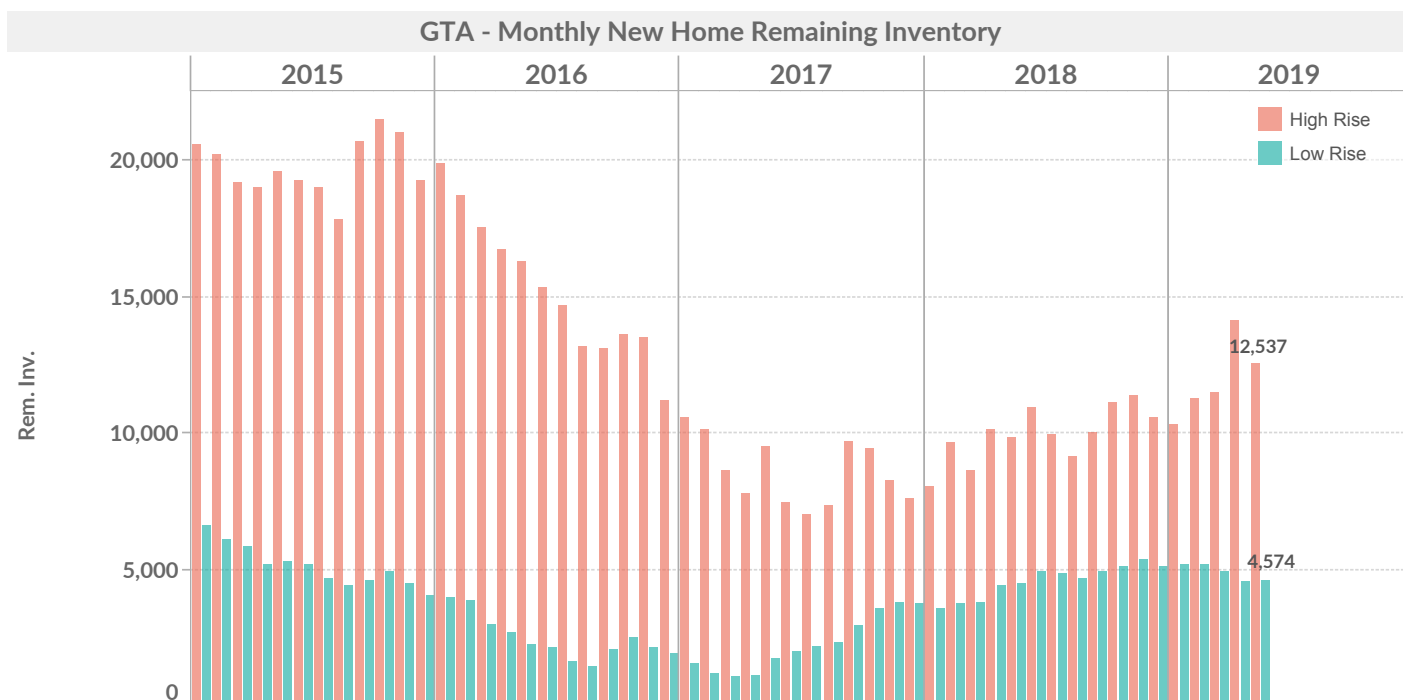
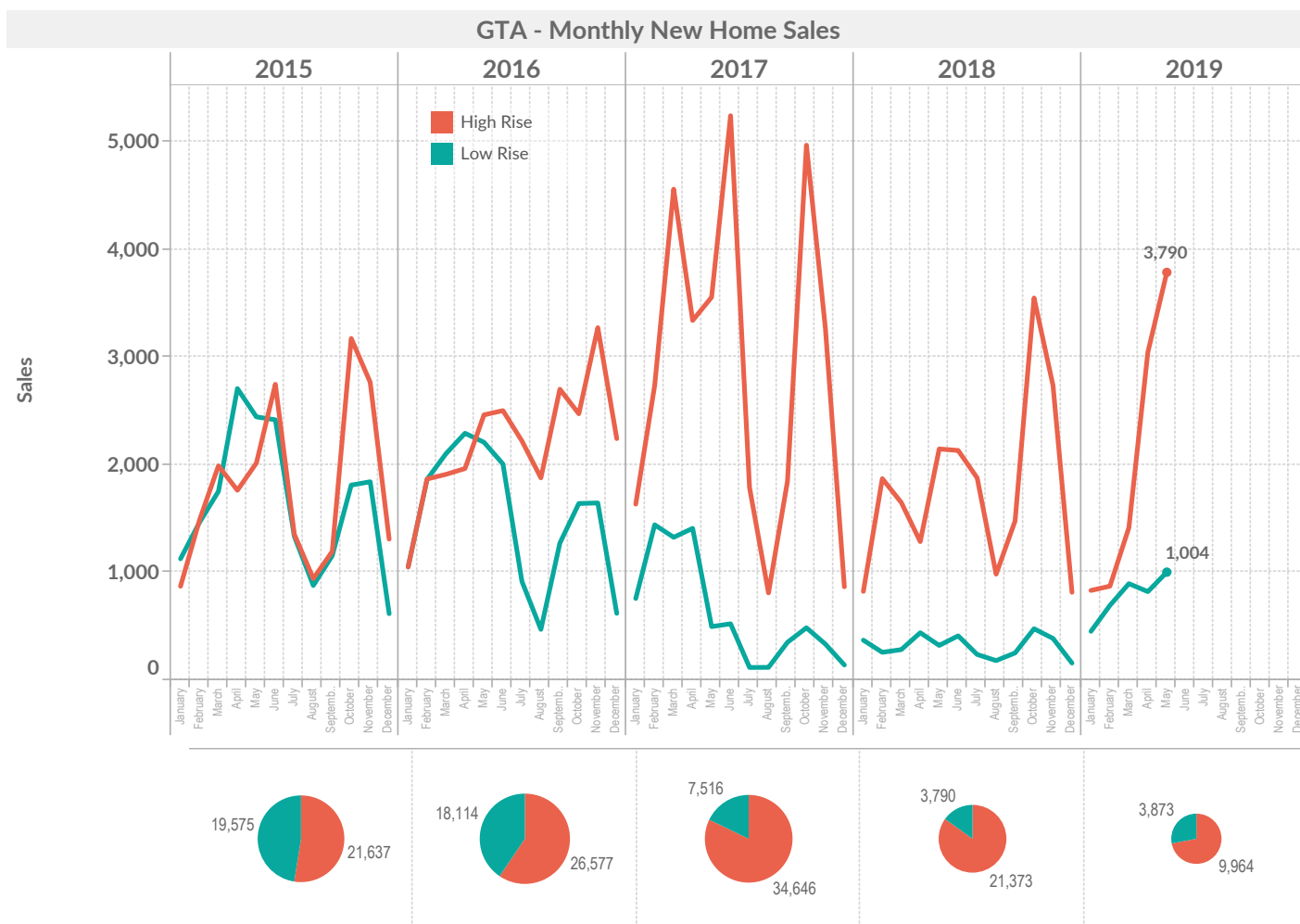
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

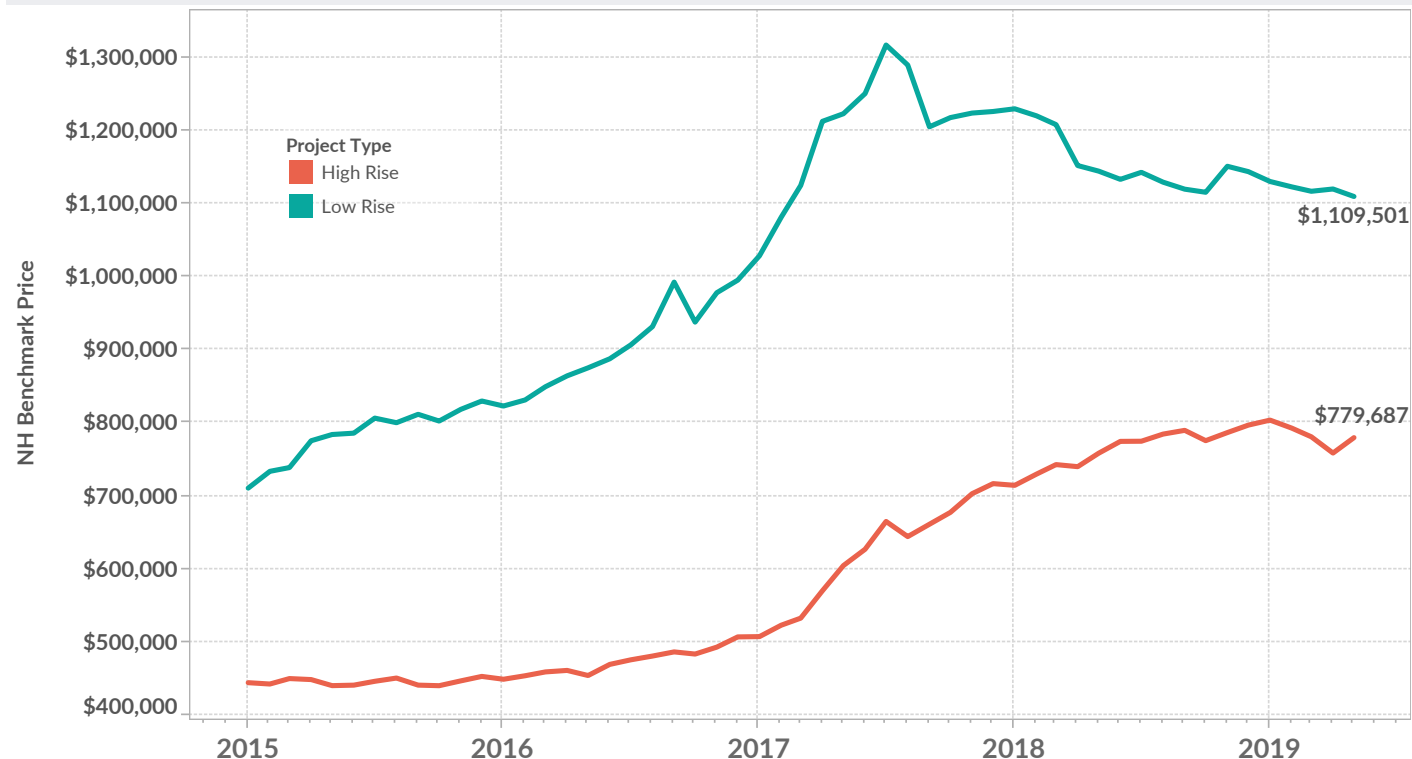
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

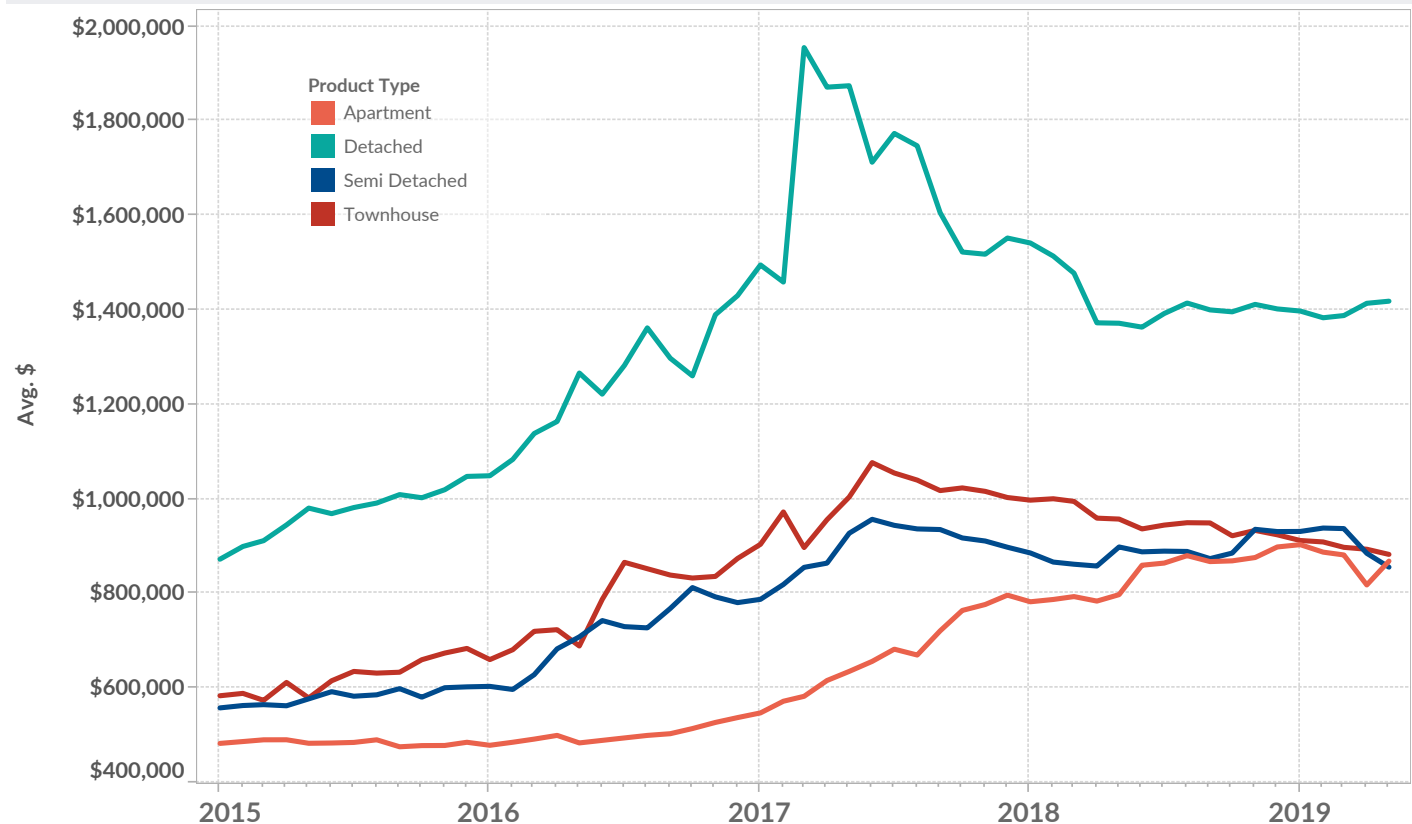


Pricing

Monthly New Home Benchmark Price (excludes extremes)

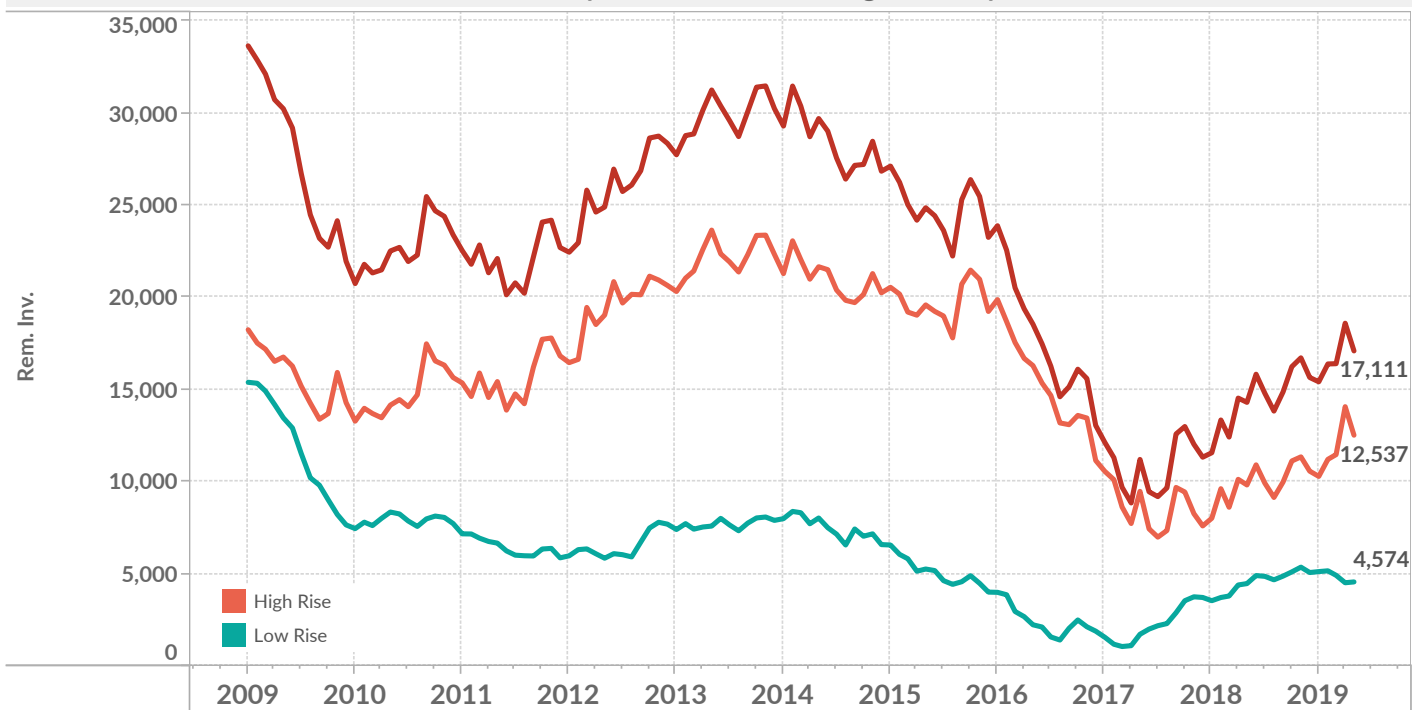


Monthly Avg. Asking Price by Product Type (includes all projects)

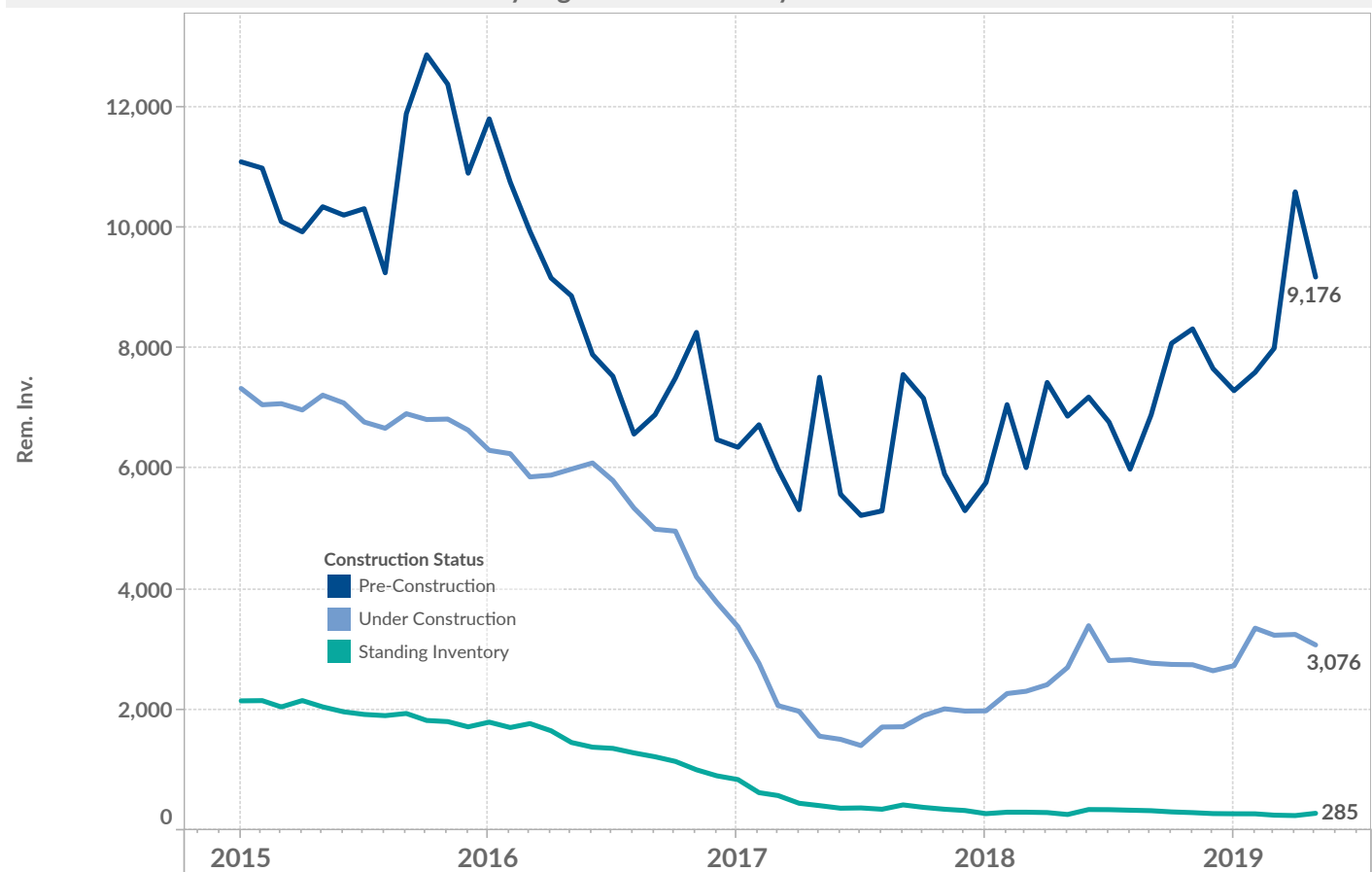


Remaining Inventory

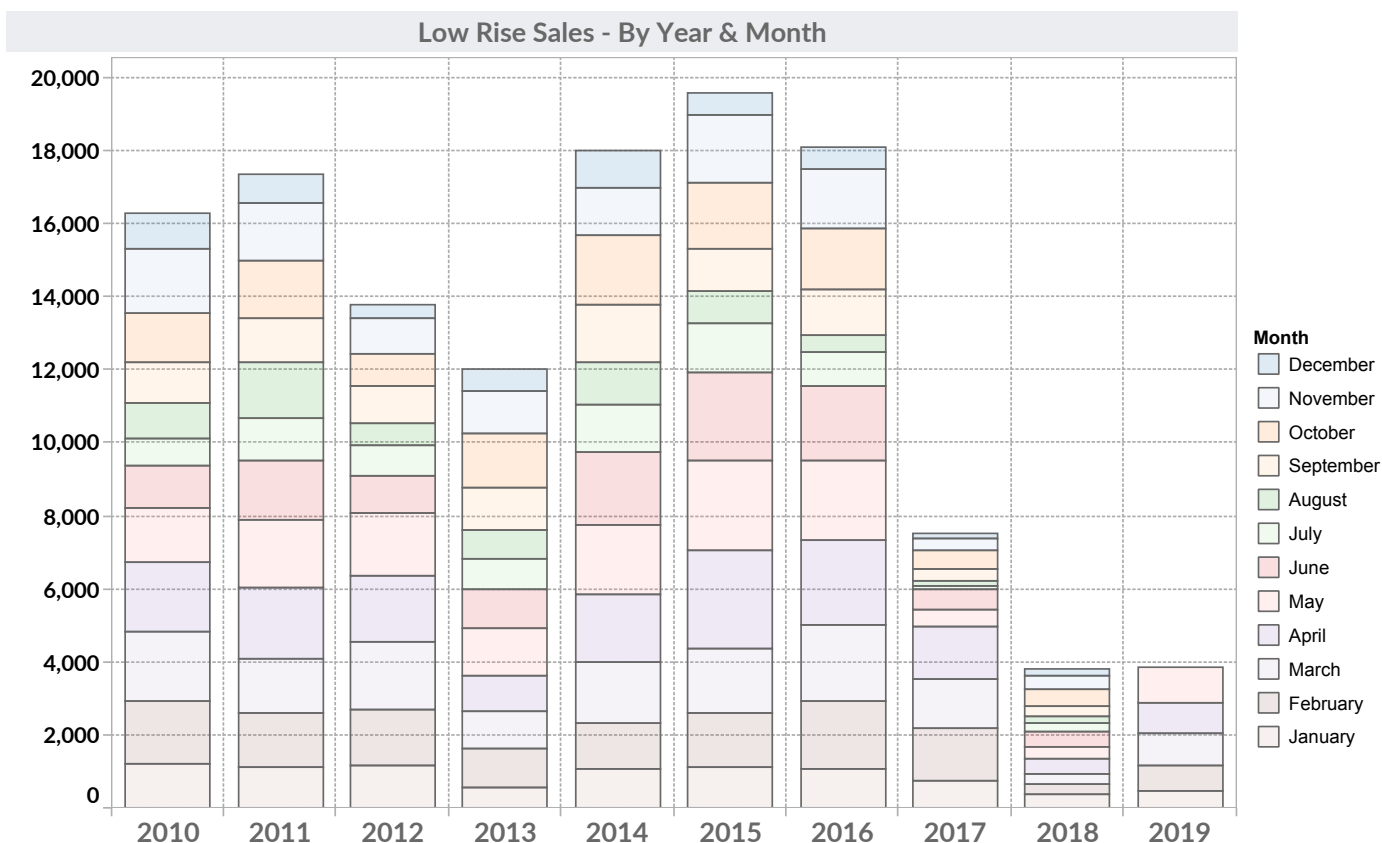
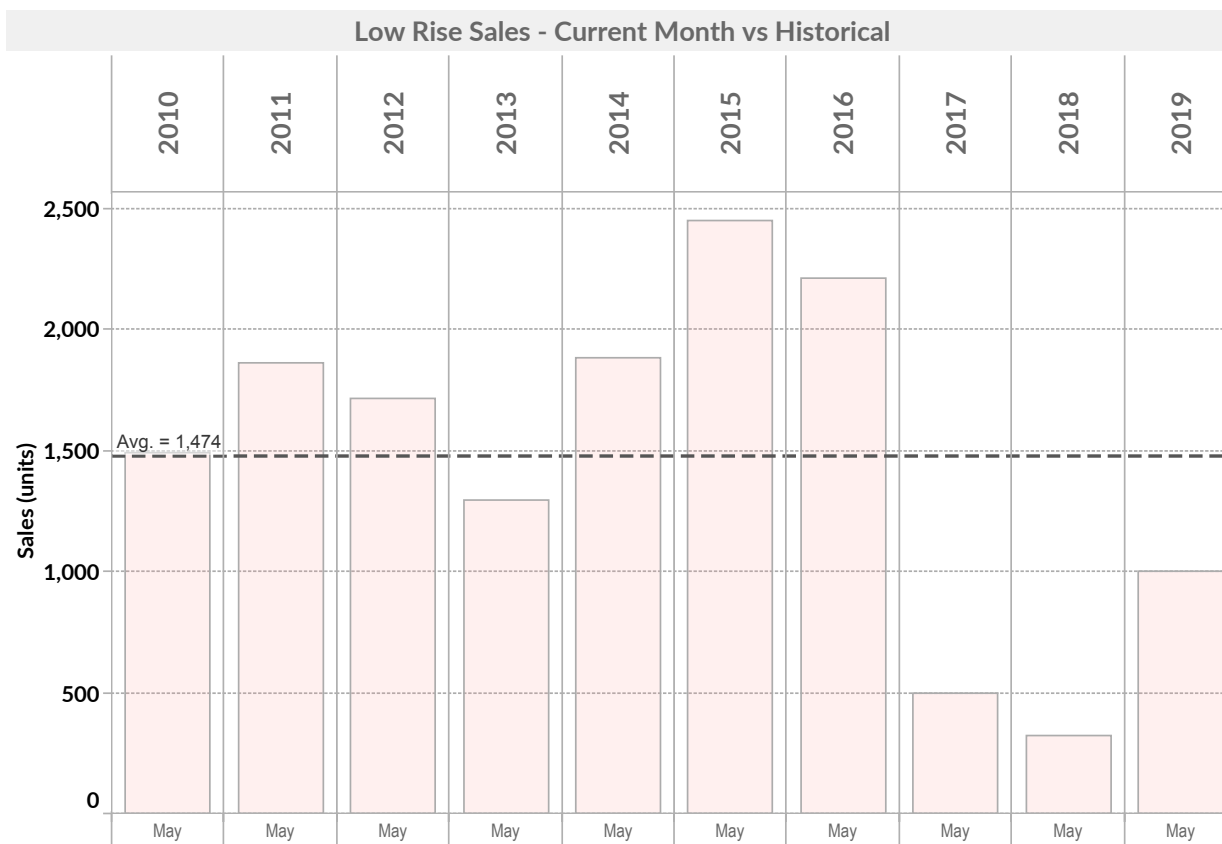
GTA - Monthly New Home Remaining Inventory



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

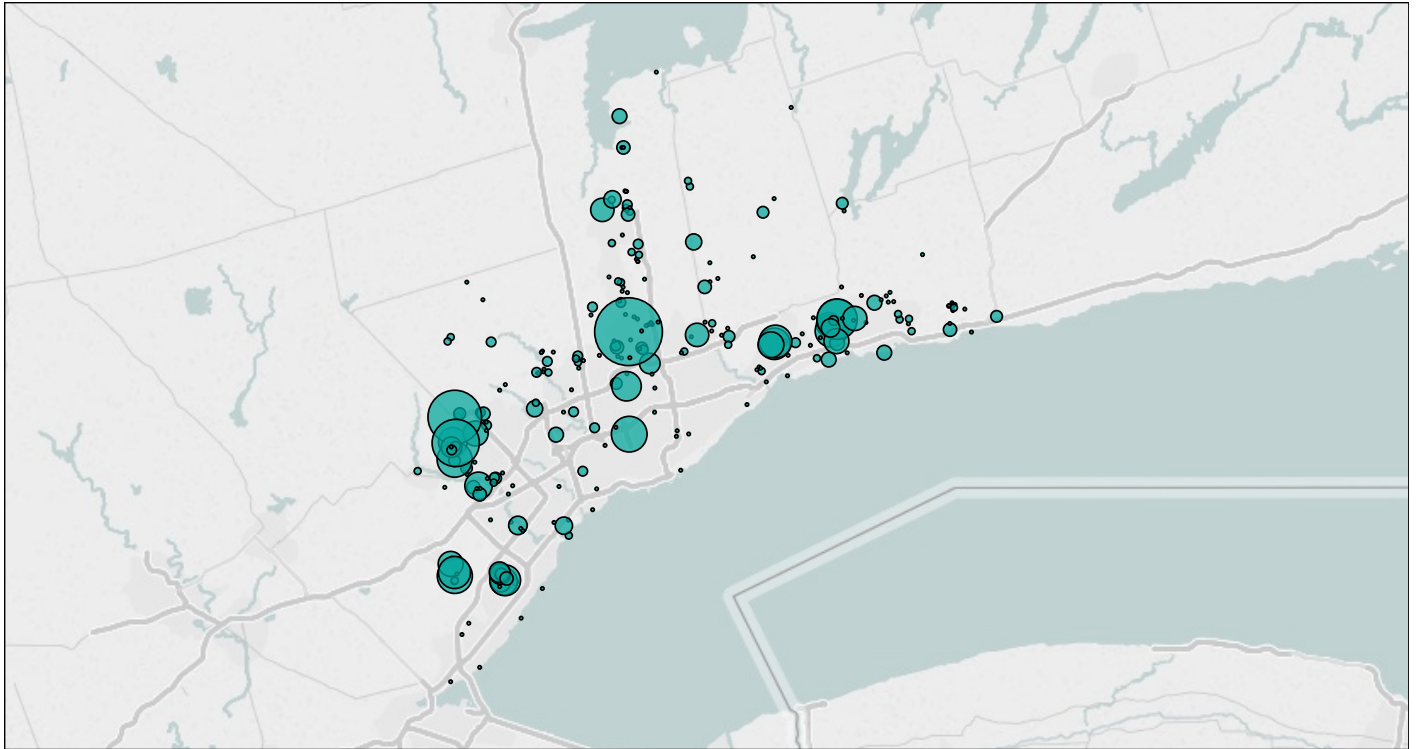


Historical Sales Comparison

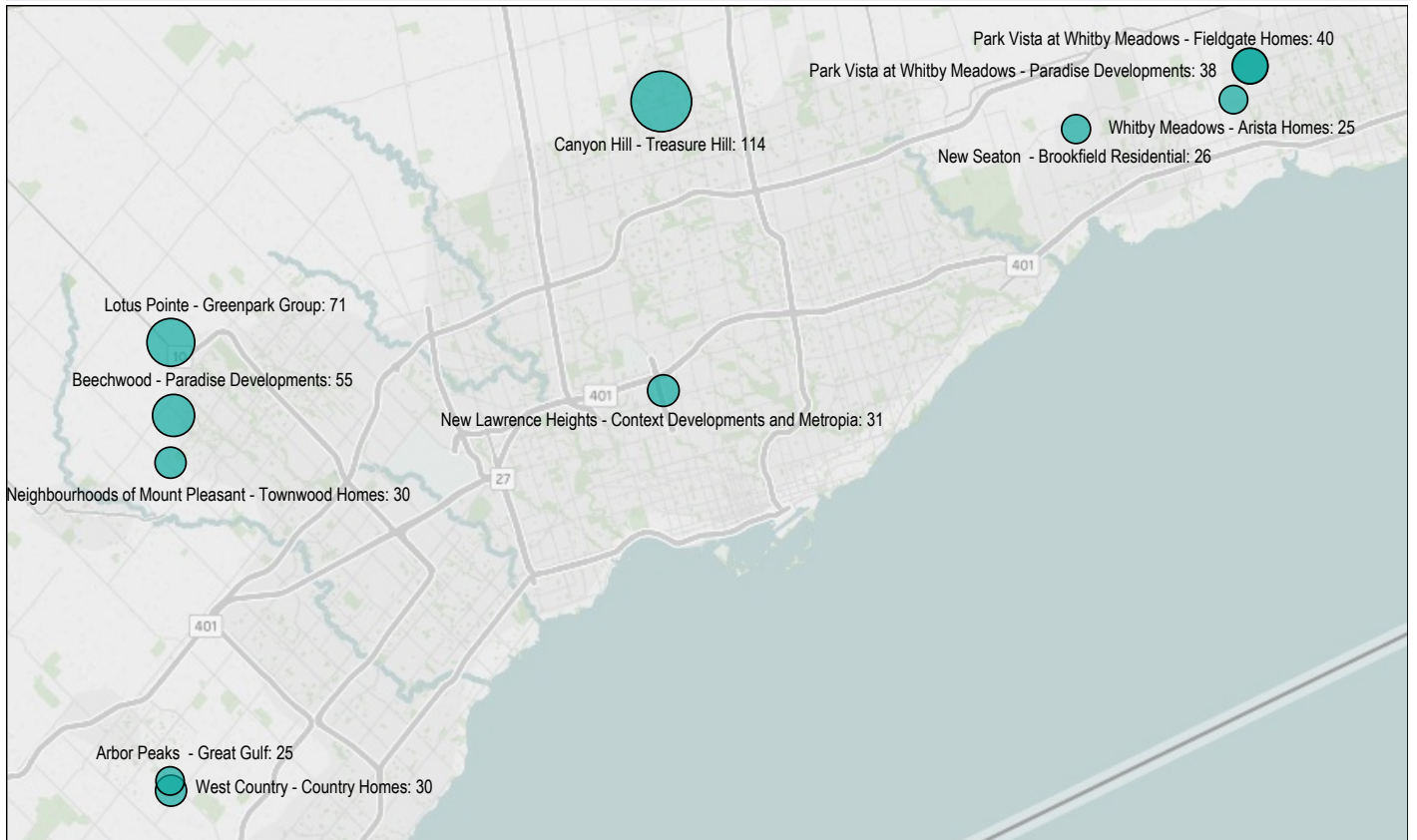


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



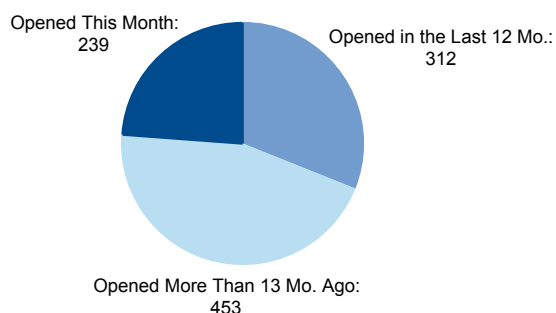
GTA - Top Sites by Current Month Sales



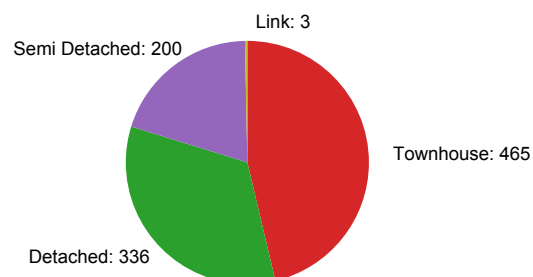
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

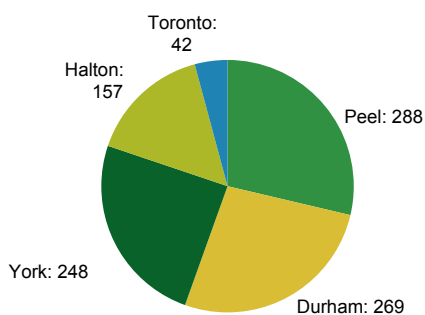
Sales by Opening Date



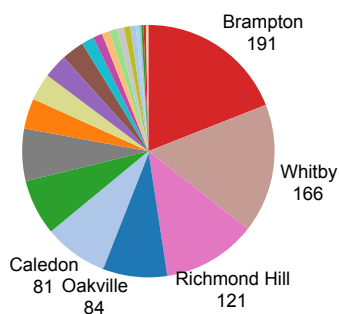
Sales by Product Type



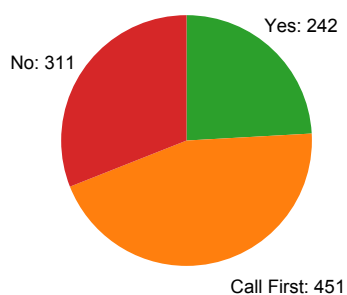
Sales by Region



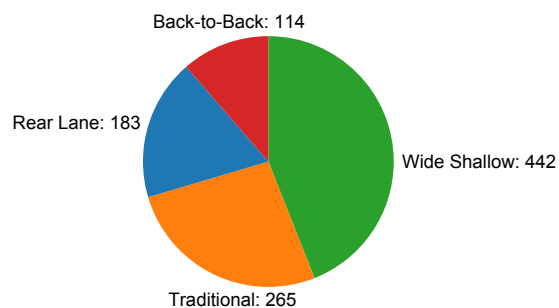
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



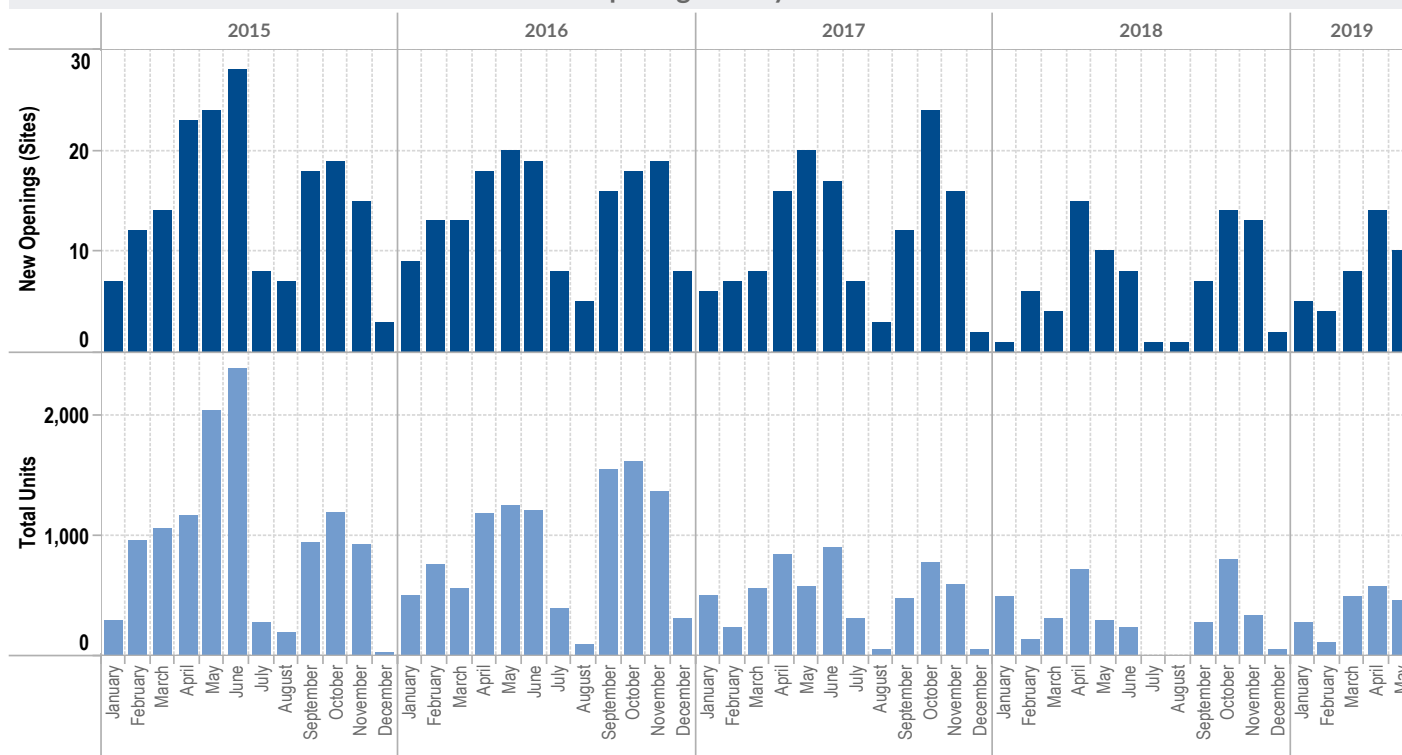
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Upper West Side - Conservatory Group	Freehold	Vaughan	5/1/2019	4	2	2	
Upper West Side - CountryWide Homes	Freehold	Vaughan	5/1/2019	4	3	1	
Wedgewood - Ballymore Homes	Freehold Common Element	Whitchurch-Stouf..	5/4/2019	43	6	37	\$477
Canyon Hill - Treasure Hill	Condominium	Richmond Hill	5/11/2019	129	114	15	\$438
Arbor Peaks - Great Gulf	Freehold	Milton	5/15/2019	29	25	4	\$375
West Country - Country Homes	Freehold	Milton	5/24/2019	30	11	19	\$422
Forest District - ICON Homes	Freehold Common Element	Pickering	5/25/2019	108	0	108	\$324
Park Vista at Whitby Meadows - Fieldgate Homes	Freehold	Whitby	5/25/2019	40	40	0	
Park Vista at Whitby Meadows - Paradise Developments	Freehold	Whitby	5/25/2019	38	38	0	
Upside Towns - Greenpark Group	Freehold Common Element	Vaughan	5/25/2019	37	0	37	\$430
Grand Total				462	239	223	\$391

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	28								817	21.1%		21.1%	
Treasure Hill	1	52	130	51	156								390	10.1%		31.2%	
Great Gulf	33	53	99	30	70								285	7.4%		38.5%	
Paradise Developments	0	0	107	60	94								261	6.7%		45.3%	
Greenpark Group	0	0	2	70	74								146	3.8%		49.0%	
Fieldgate Homes	5	8	8	61	63								145	3.7%		52.8%	
Conservatory Group	16	25	24	27	22								114	2.9%		55.7%	
Context Developments and Metropia			66	0	31								97	2.5%		58.2%	
Sundial Homes	0	38	47	7	0								92	2.4%		60.6%	
Minto Developments	3	9	20	14	16								62	1.6%		62.2%	
Townwood Homes	0	0	0	29	30								59	1.5%		63.7%	
Royal Pine Homes	17	0	24	9	6								56	1.4%		65.2%	
CountryWide Homes	3	4	15	17	11								50	1.3%		66.5%	
Fernbrook Homes	0	6	1	40	2								49	1.3%		67.7%	
Arista Homes	0	0	1	21	26								48	1.2%		69.0%	
City Park Homes	13	2	5	8	11								39	1.0%		70.0%	
Stateview Homes	20	10	4	1	4								39	1.0%		71.0%	
Aspen Ridge Homes	3	1	7	7	20								38	1.0%		72.0%	
Remington Homes	7	2	5	6	18								38	1.0%		72.9%	
Royalcliff Homes			16	7	15								38	1.0%		73.9%	
Brookfield Residential	0	0	4	3	28								35	0.9%		74.8%	
Regal Crest Homes	5	5	3	11	10								34	0.9%		75.7%	
	454	695	897	823	1,004								3,873				

Top Builders - Last 12 Months

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

Builder	2018							2019					Total	Market Share		Cum. Mkt. Share	
	June	July	August	September	October	November	December	January	February	March	April	May		%		%	
Mattamy Homes	37	23	36	27	64	64	16	256	372	125	36	28	1,084	18.1%		18.1%	
Treasure Hill	22	21	11	5	14	19	1	1	52	130	51	156	483	8.1%		26.2%	
Great Gulf	22	14	16	30	21	15	8	33	53	99	30	70	411	6.9%		33.1%	
Paradise Developments	7	2	4	3	64	0	0	0	0	107	60	94	341	5.7%		38.8%	
Greenpark Group	32	13	3	4	3	0	0	0	0	2	70	74	201	3.4%		42.1%	
Conservatory Group	3	11	12	9	17	23	8	16	25	24	27	22	197	3.3%		45.4%	
Fieldgate Homes	10	4	9	0	11	11	2	5	8	8	61	63	192	3.2%		48.6%	
Minto Developments	50	13	7	11	17	0	8	3	9	20	14	16	168	2.8%		51.4%	
CountryWide Homes	25	15	4	17	25	6	4	3	4	15	17	11	146	2.4%		53.9%	
Aspen Ridge Homes	26	12	7	14	15	15	2	3	1	7	7	20	129	2.2%		56.0%	
Regal Crest Homes	39	7	3	0	10	4	2	5	5	3	11	10	99	1.7%		57.7%	
Context Developments and Metropia										66	0	31	97	1.6%		59.3%	
Sundial Homes	0	0	0	1	0	0	0	0	38	47	7	0	93	1.6%		60.8%	
Tribute Communities and Hullmark Developments Limited					62	6	3	1	4	5	6	5	92	1.5%		62.4%	
Norstar					17	36	9	0	2	5	11	4	84	1.4%		63.8%	
Coscorp Inc.	23	14	7	16	10	3	2	2	1	2	1	2	83	1.4%		65.2%	
Lakeview Homes	0	0	2	17	11	25	0	3	0	2	8	3	71	1.2%		66.4%	
Wycliffe Homes	32	6	0	0	2	1	0	0	0	0	7	21	69	1.2%		67.5%	
Townwood Homes	1	3	2	1	0	0	0	0	0	0	29	30	66	1.1%		68.6%	
Fernbrook Homes	0	0	1	0	0	9	0	0	6	1	40	2	59	1.0%		69.6%	
Royal Pine Homes						0	0	17	0	24	9	6	56	0.9%		70.5%	
Stateview Homes	0	2					14	20	10	4	1	4	55	0.9%		71.5%	
	412	239	182	253	478	388	159	454	695	897	823	1,004	5,984				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 May
Canyon Hill - Treasure Hill	Richmond Hill	Townhouse	20'	114
			Total	114
Lotus Pointe - Greenpark Group	Caledon	Detached	36'	20
			38'	10
			41'	7
		Semi Detached	28'	34
			Total	71
Beechwood - Paradise Developments	Brampton	Detached	30'	2
			38'	3
		Semi Detached	25'	26
			Townhouse	14
			21'	10
		Total		55
Park Vista at Whitby Meadows - Fieldgate Homes	Whitby	Semi Detached	25'	40
			Total	40
Park Vista at Whitby Meadows - Paradise Developments	Whitby	Semi Detached	25'	38
			Total	38
New Lawrence Heights - Context Developments and Metropia	North York	Townhouse	14'	21
			21'	10
			Total	31
Neighbourhoods of Mount Pleasant - Townwood Homes	Brampton	Townhouse	15'	12
			20'	18
			Total	30
West Country - Country Homes	Milton	Detached	38'	6
		Semi Detached	24'	8
		Townhouse	20'	11
			21'	5
		Total		30
New Seaton - Brookfield Residential	Pickering	Detached	30'	8
			36'	3
		Townhouse	20'	15
			Total	26
Arbor Peaks - Great Gulf	Milton	Detached	36'	0
		Townhouse	21'	25
		Total		25
Whitby Meadows - Arista Homes	Whitby	Detached	30'	5
			36'	8
		Semi Detached	25'	10
			Townhouse	2
		Total		25
New Seaton - TowerHill Homes	Pickering	Detached	30'	7
			36'	11
			43'	1
		Townhouse	20'	5
			Total	24

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	May 2019					May 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	2		2	4	8	3		0	2	5
	Brock	0				0	0				0
	Clarington	6	0	0	4	10	4	0	0	6	10
	Oshawa	1		0	11	12	7		2	12	21
	Pickering	46		0	21	67	0			10	10
	Scugog	3	0			3	3	1			4
	Uxbridge	0			3	3	0			1	1
	Whitby	46		88	32	166	11		0	8	19
	Total	104	0	90	75	269	28	1	2	39	70
Halton	Burlington	0		0	0	0				1	1
	Halton Hills	1				1	0				0
	Milton	10		20	42	72	16		2	4	22
	Oakville	68			16	84	1			7	8
	Total	79		20	58	157	17		2	12	31
Peel	Brampton	50	0	49	92	191	42		19	53	114
	Caledon	43		36	2	81	15		0	0	15
	Mississauga	1		1	14	16	0		0	1	1
	Total	94	0	86	108	288	57		19	54	130
Toronto	East York										
	Etobicoke	2			5	7	0			1	1
	North York	1		0	34	35	0			33	33
	Old Toronto				0	0			0	1	1
	Scarborough	0				0					
	York										
	Total	3		0	39	42	0		0	35	35
York	Aurora	3			1	4	18			0	18
	East Gwillimbury	27		2	2	31	2		0	2	4
	Georgina	7			2	9	4			0	4
	King	0			2	2	0				0
	Markham	0			29	29	0			8	8
	Newmarket	2	1		0	3	0	0		1	1
	Richmond Hill	5	0	2	114	121	0		0	10	10
	Vaughan	6	2	0	31	39	1		0	11	12
	Whitchurch-Stouffville	6			4	10	0			0	0
	Total	56	3	4	185	248	25	0	0	32	57
Grand Total		336	3	200	465	1,004	127	1	23	172	323

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	85		11	20	116	89		4	49	142
	Brock	2				2	1				1
	Clarington	91	0	0	44	135	183	12	0	161	356
	Oshawa	47		0	74	121	150		24	130	304
	Pickering	46		0	61	107	83		40	121	244
	Scugog	13	7			20	16	22			38
	Uxbridge	3			11	14	12			40	52
	Whitby	227		96	235	558	186		23	111	320
	Total	514	7	107	445	1,073	720	34	91	612	1,457
Halton	Burlington	0		0	49	49	4		1	7	12
	Halton Hills	17				17	49				49
	Milton	221		79	303	603	18		51	51	120
	Oakville	317			239	556	270			59	329
	Total	555		79	591	1,225	341		52	117	510
Peel	Brampton	714	5	236	475	1,430	225	7	114	187	533
	Caledon	179		63	83	325	88		15	21	124
	Mississauga	10		17	40	67	31		26	66	123
	Total	903	5	316	598	1,822	344	7	155	274	780
Toronto	East York										
	Etobicoke	32			99	131	6			41	47
	North York	2	1	41	118	162	21		5	127	153
	Old Toronto			2	6	8				1	1
	Scarborough	3				3	5				5
	York										
	Total	37	1	43	223	304	32		5	169	206
York	Aurora	146			9	155	141			29	170
	East Gwillimbury	113		14	39	166	114		64	58	236
	Georgina	159			8	167	97			20	117
	King	1			45	46	12			8	20
	Markham	1			105	106	12			245	257
	Newmarket	33	11		1	45	4	2		4	10
	Richmond Hill	71	2	9	205	287	129	8	21	147	305
	Vaughan	274	10	10	182	476	184	17	12	191	404
	Whitchurch-Stouffville	23			89	112	72			30	102
	Total	821	23	33	683	1,560	765	27	97	732	1,621
Grand Total		2,830	36	578	2,540	5,984	2,202	68	400	1,904	4,574

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