



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of June 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jun-19		Jun-18		Change
High Rise	2,420		2,125		13.9%
Low Rise	932		410		127.3%
Total	3,352		2,535		32.2%
Year to Date Sales	Jan.-Jun. 2019		Jan.-Jun. 2018		Y/Y Change
High Rise	12,331		9,906		24.5%
Low Rise	4,796		2,086		129.9%
Total	17,127		11,992		42.8%
Year to Date Supply	Jan.-Jun. 2019		Jan.-Jun. 2018		Y/Y Change
High Rise	15,225		13,213		15.2%
Low Rise	4,379		3,285		33.3%
Total	19,604		16,498		18.8%
Year to Date Completions	Jan.-Jun. 2019		Jan.-Jun. 2018		Y/Y Change
High Rise	10,750		8,079		33.1%
Remaining Inventory	Jun-19	May-19	Jun-18	M/M Change	Y/Y Change
High Rise	14,377	13,438	10,997	7.0%	30.7%
Low Rise	4,685	4,649	4,933	0.8%	-5.0%
Total	19,062	18,087	15,930	5.4%	19.7%
Benchmark Price	Jun-19	May-19	Jun-18	M/M Change	Y/Y Change
High Rise	\$804,591	\$779,687	\$774,554	3.2%	3.9%
Low Rise	\$1,098,948	\$1,109,501	\$1,132,957	-1.0%	-3.0%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	352	268	171	
High Rise Units	3,248	93,358	71,172	43,698	
% Sold*	32%	81%	93%	71%	
Low Rise Projects	13	280			
Low Rise Units	274	28,998			
% Sold*	7%	84%			

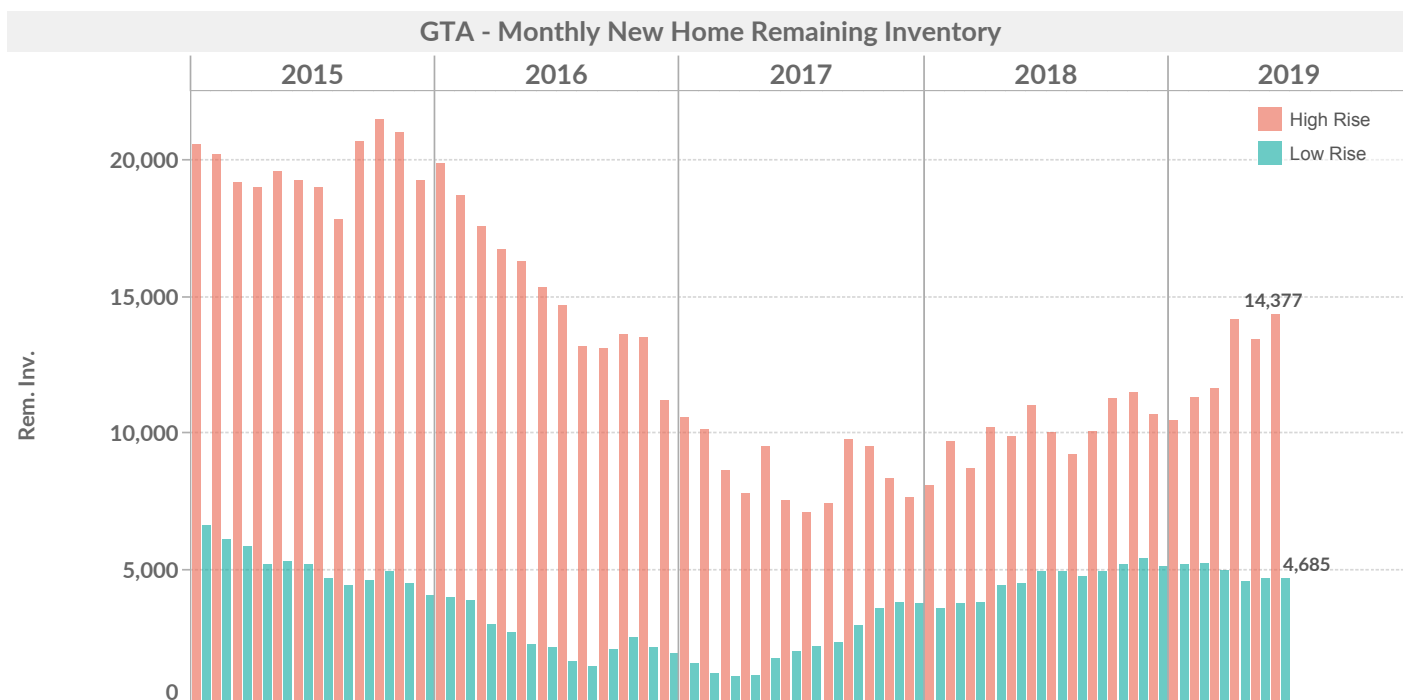
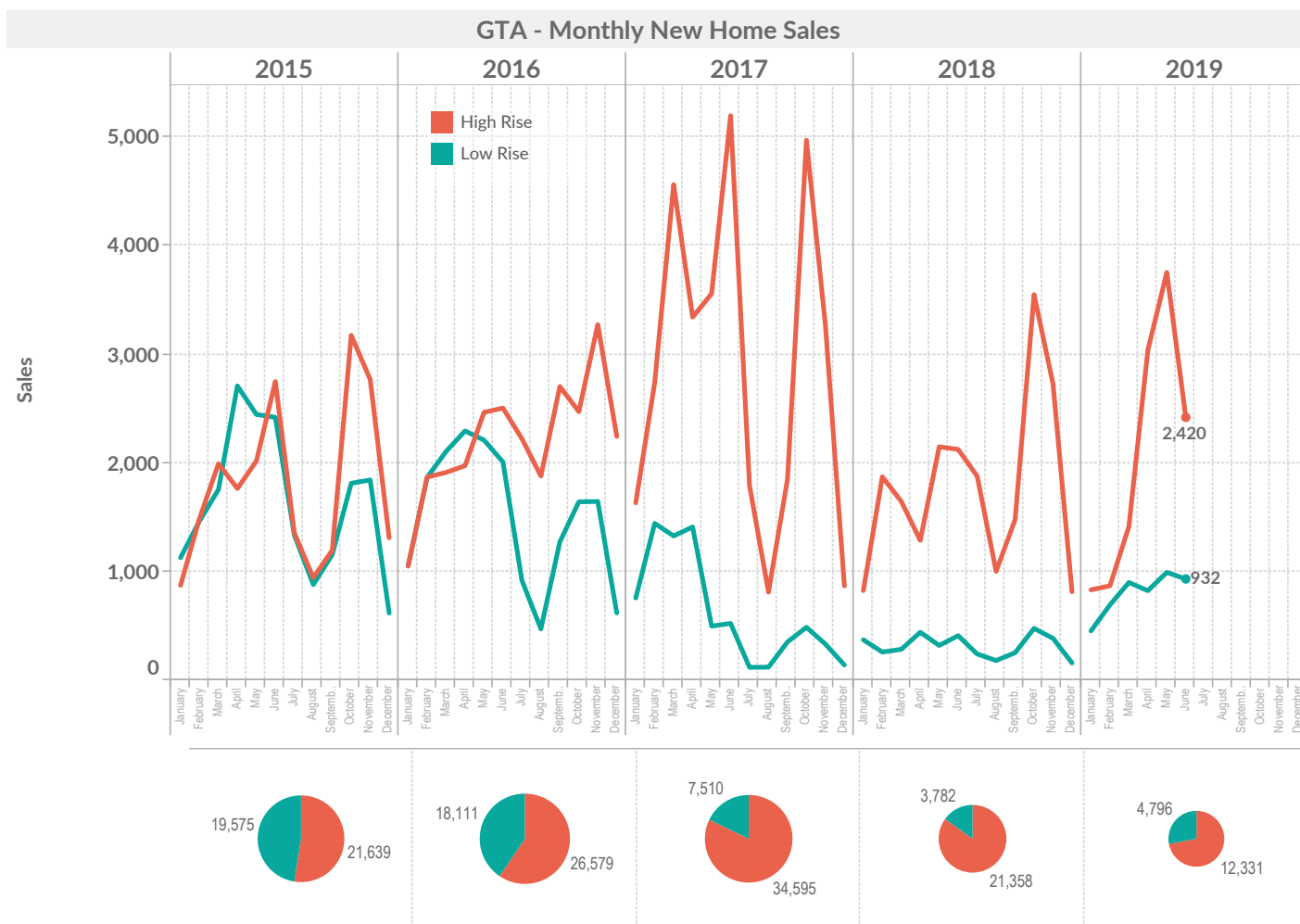
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

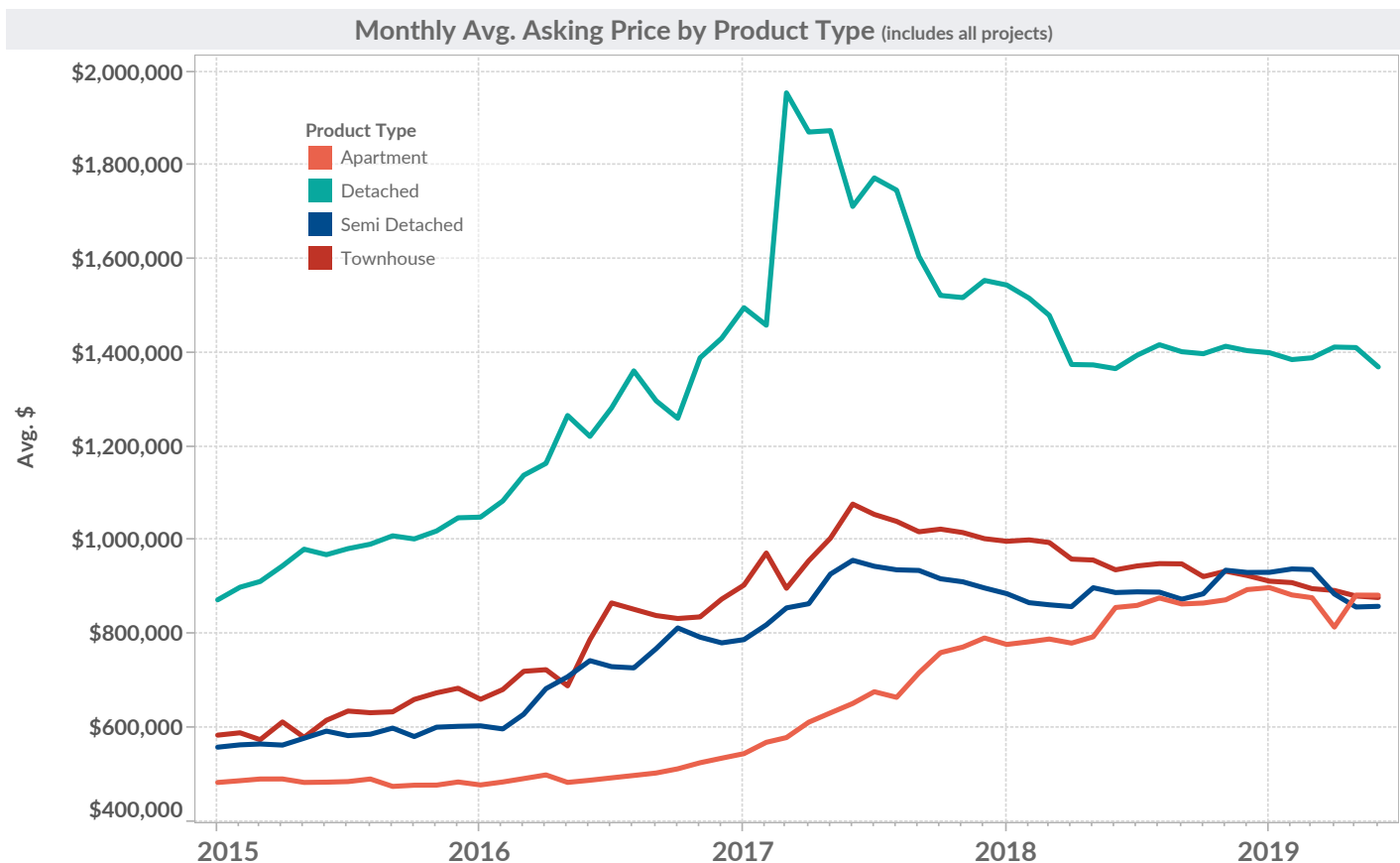
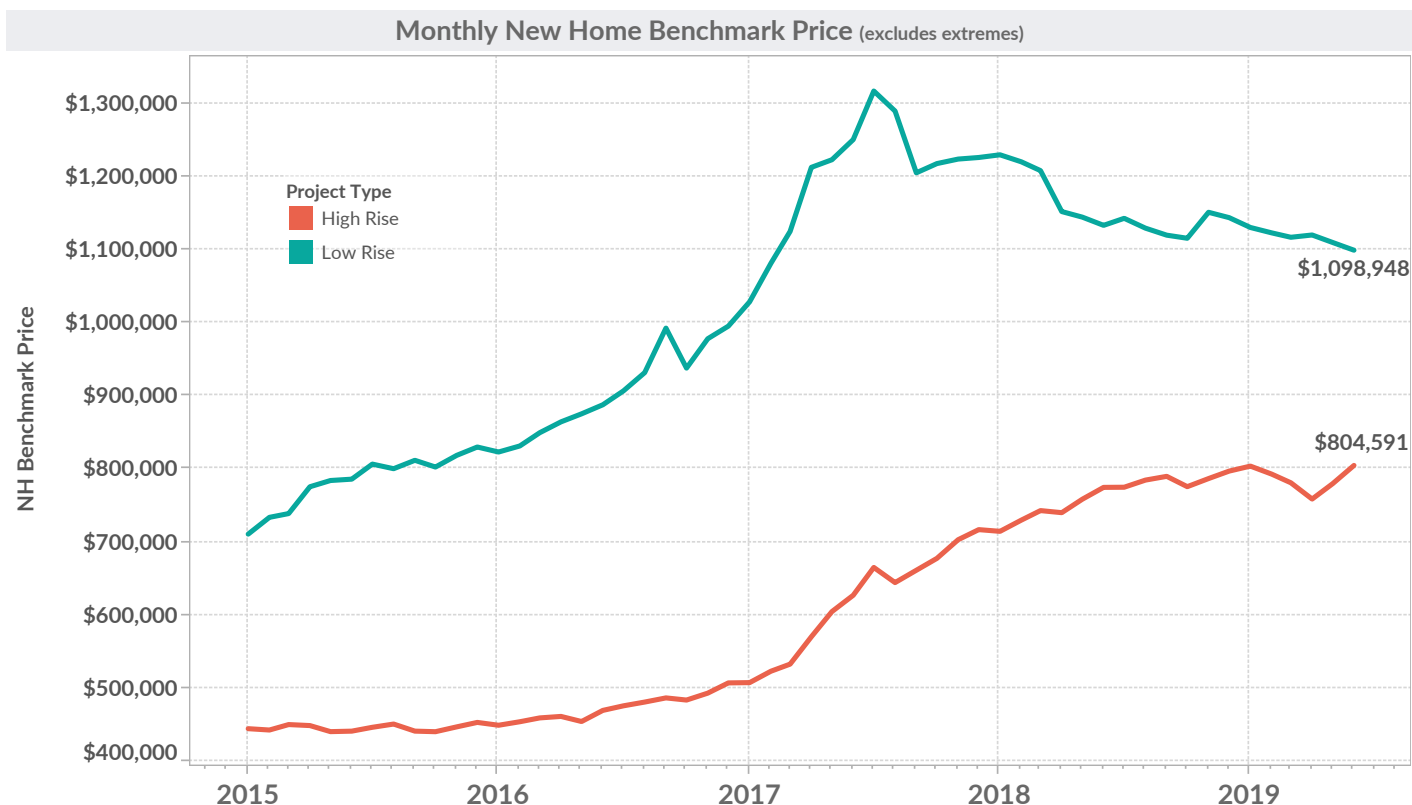
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

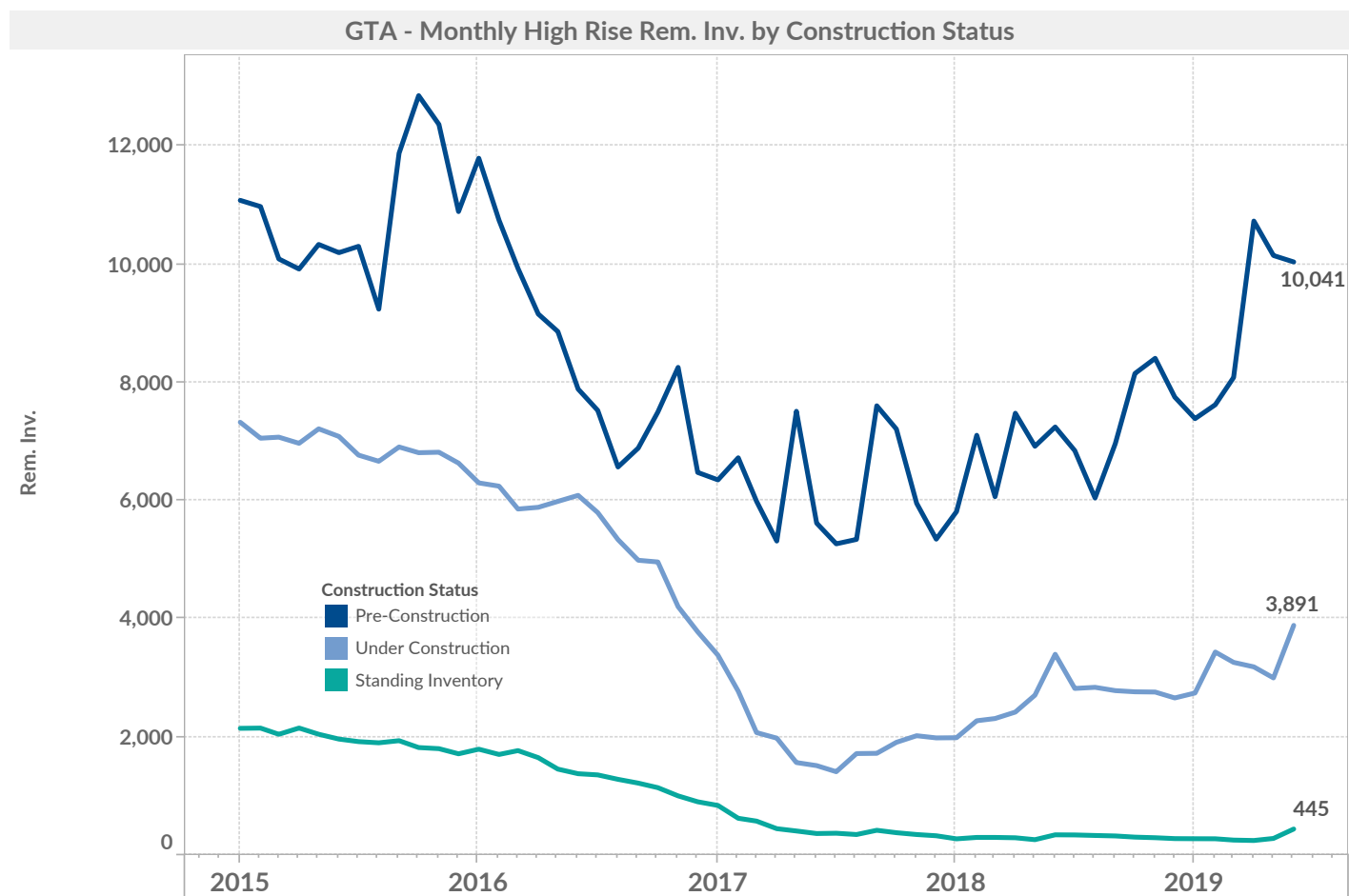
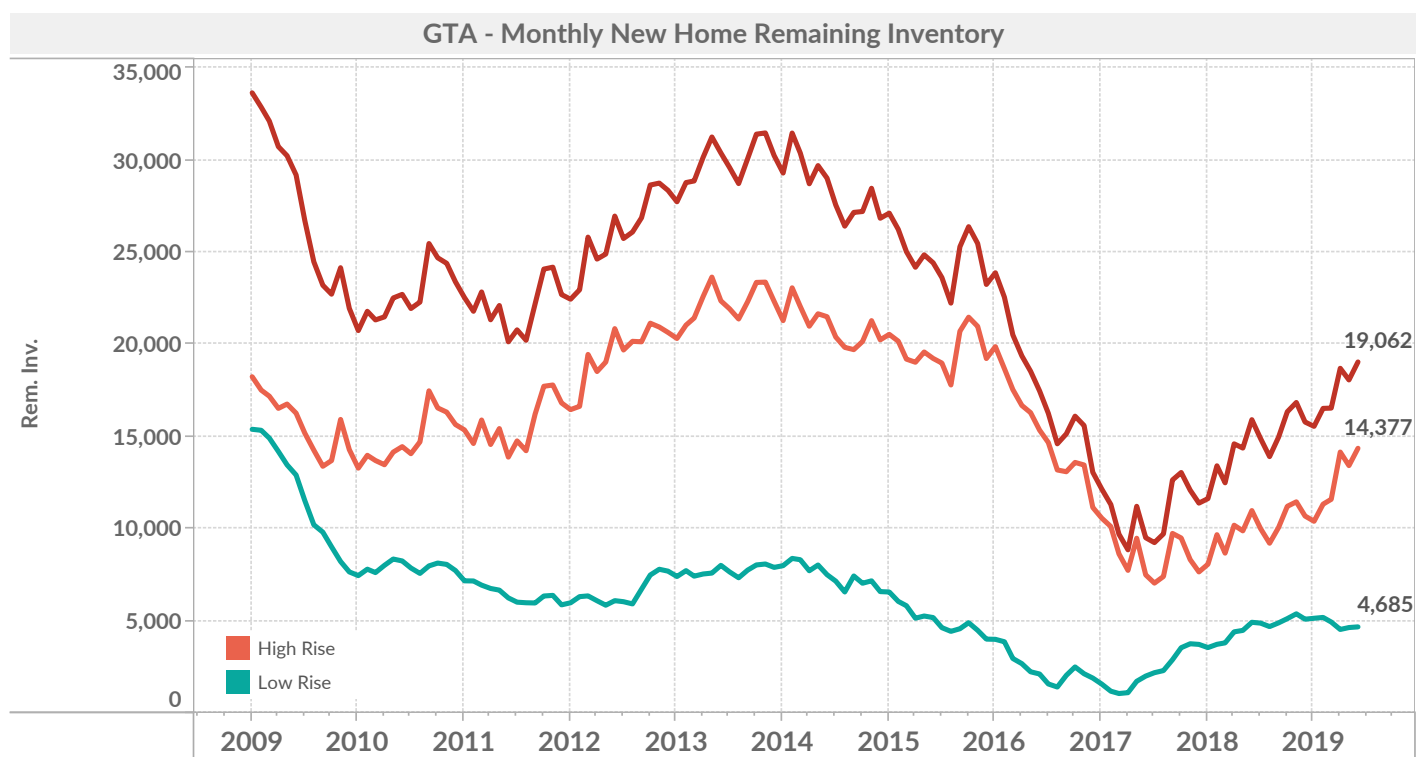
Sales & Remaining Inventory



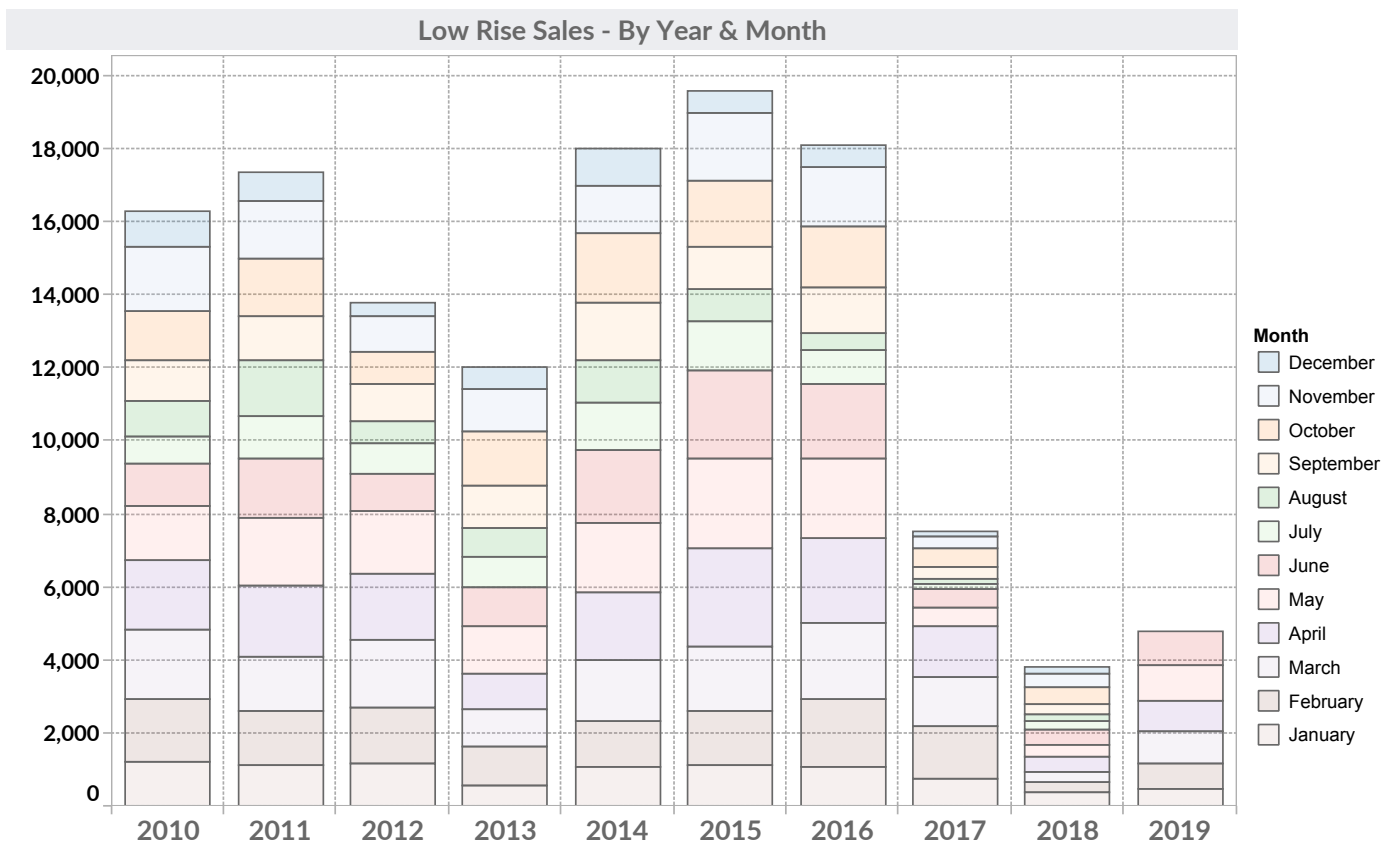
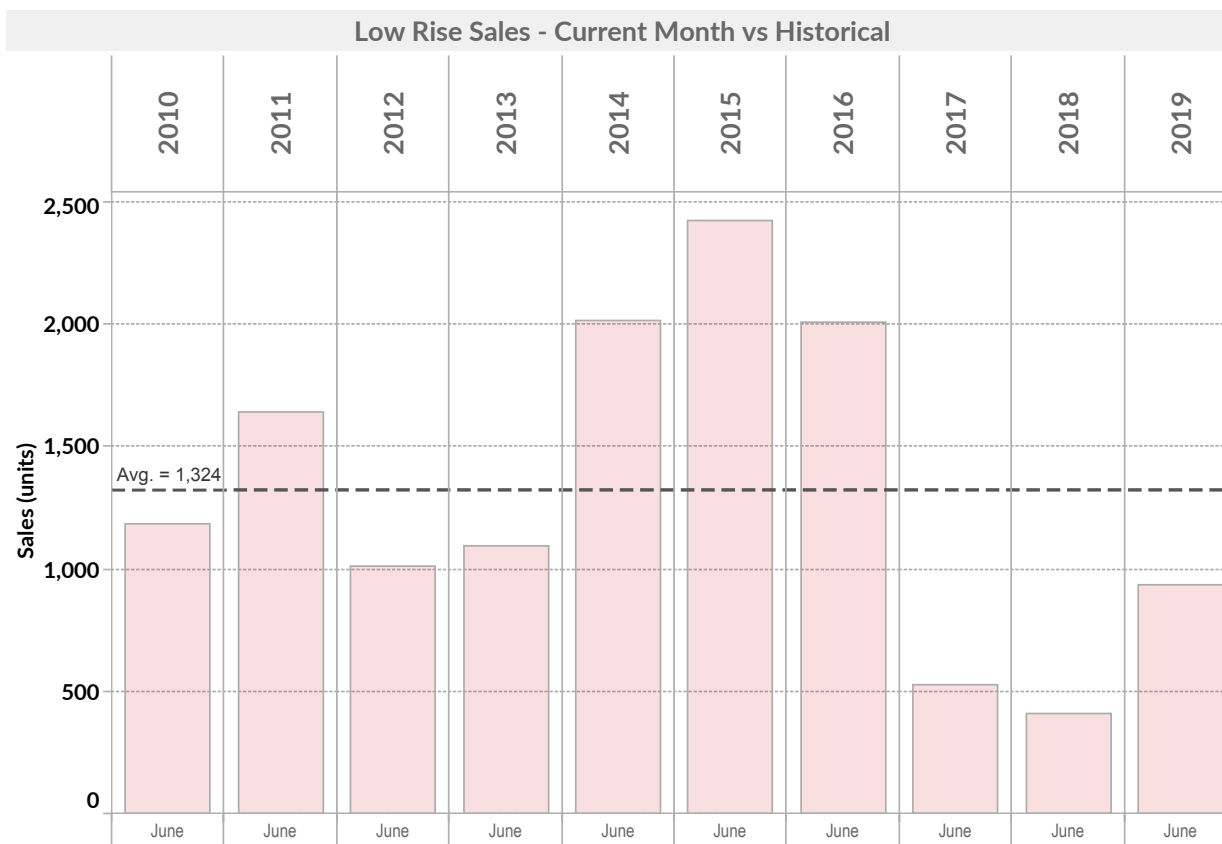
Pricing



Remaining Inventory

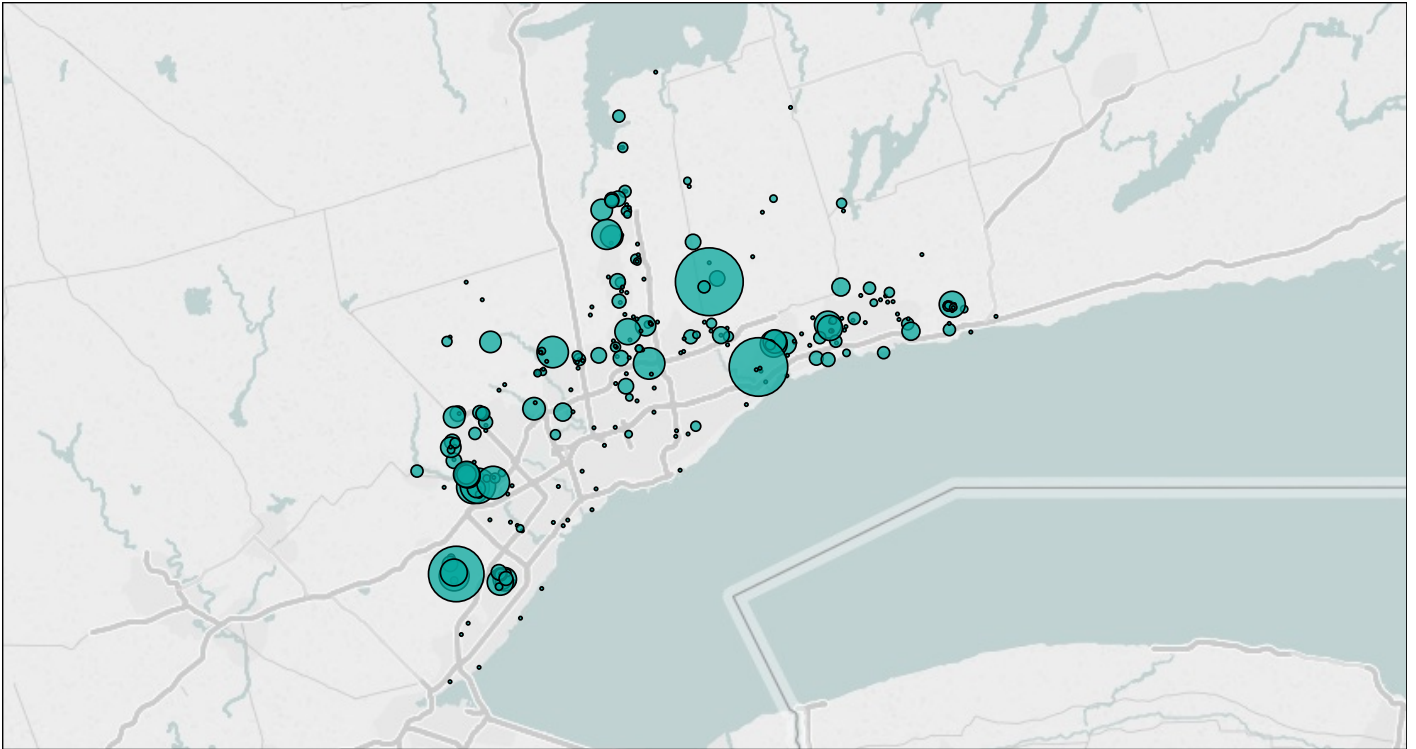


Historical Sales Comparison

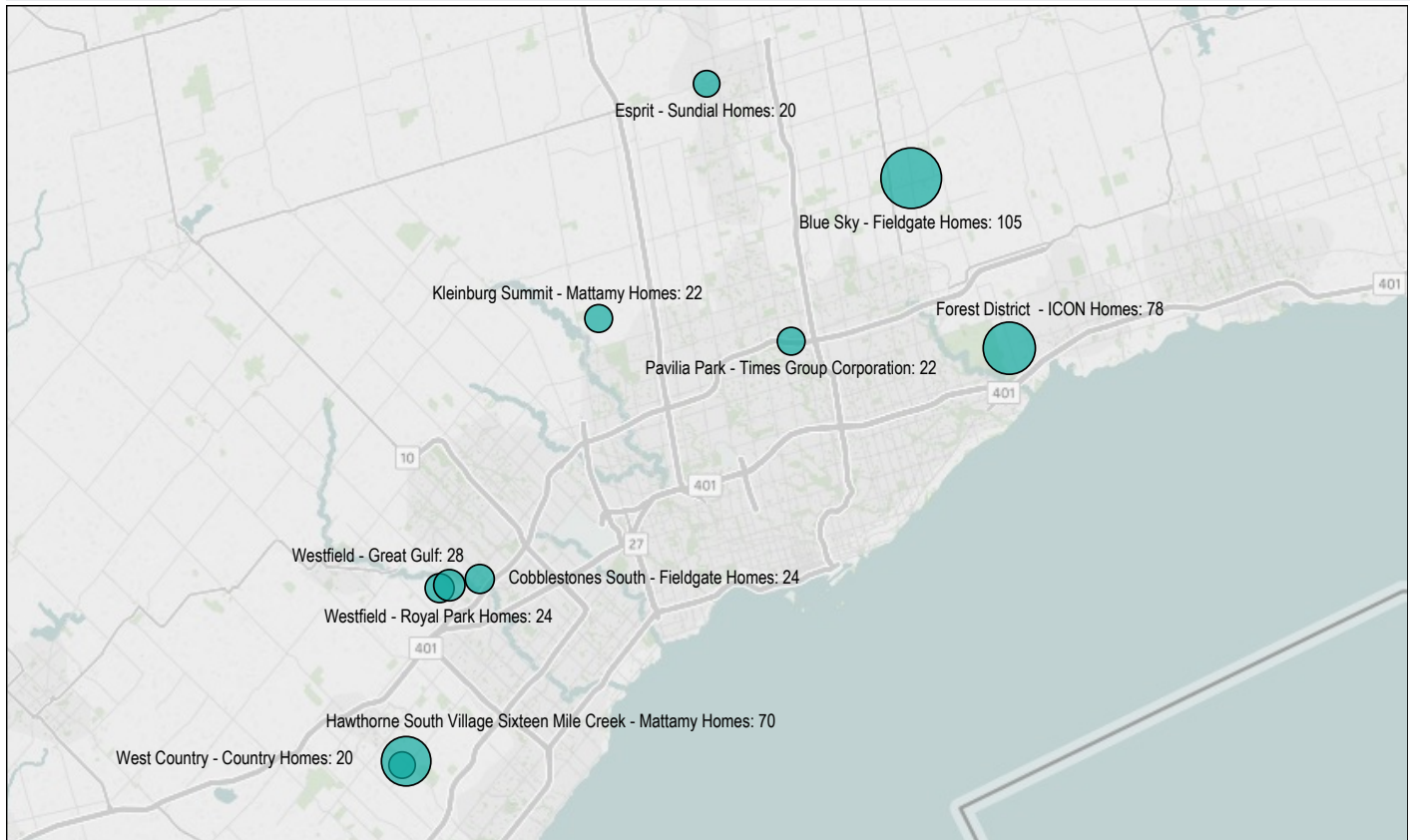


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



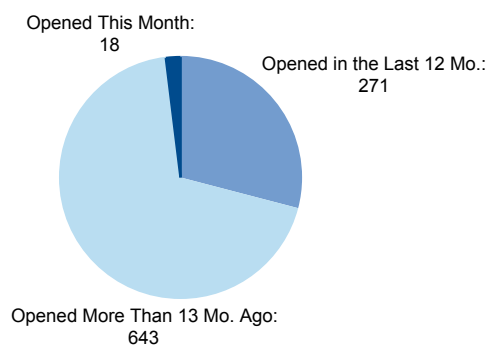
GTA - Top Sites by Current Month Sales



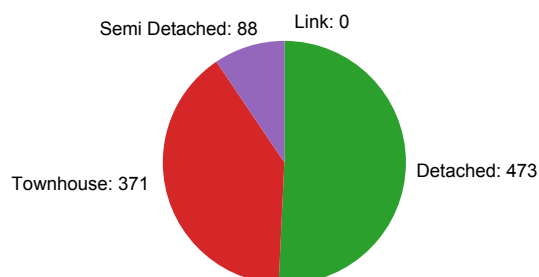
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

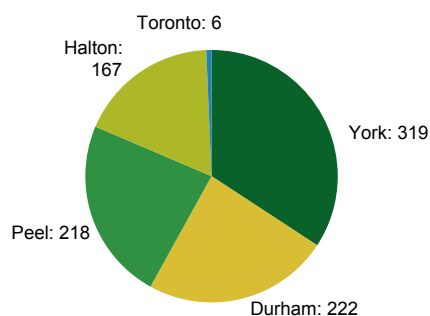
Sales by Opening Date



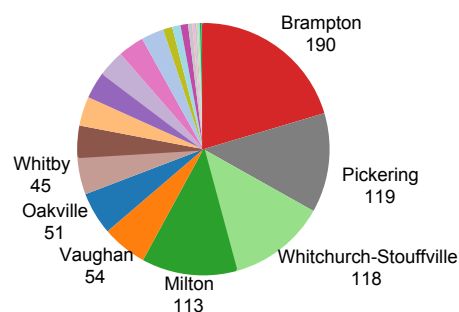
Sales by Product Type



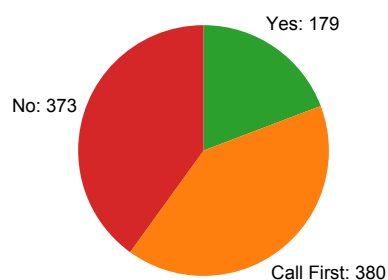
Sales by Region



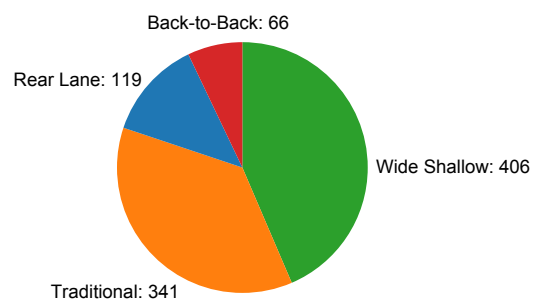
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



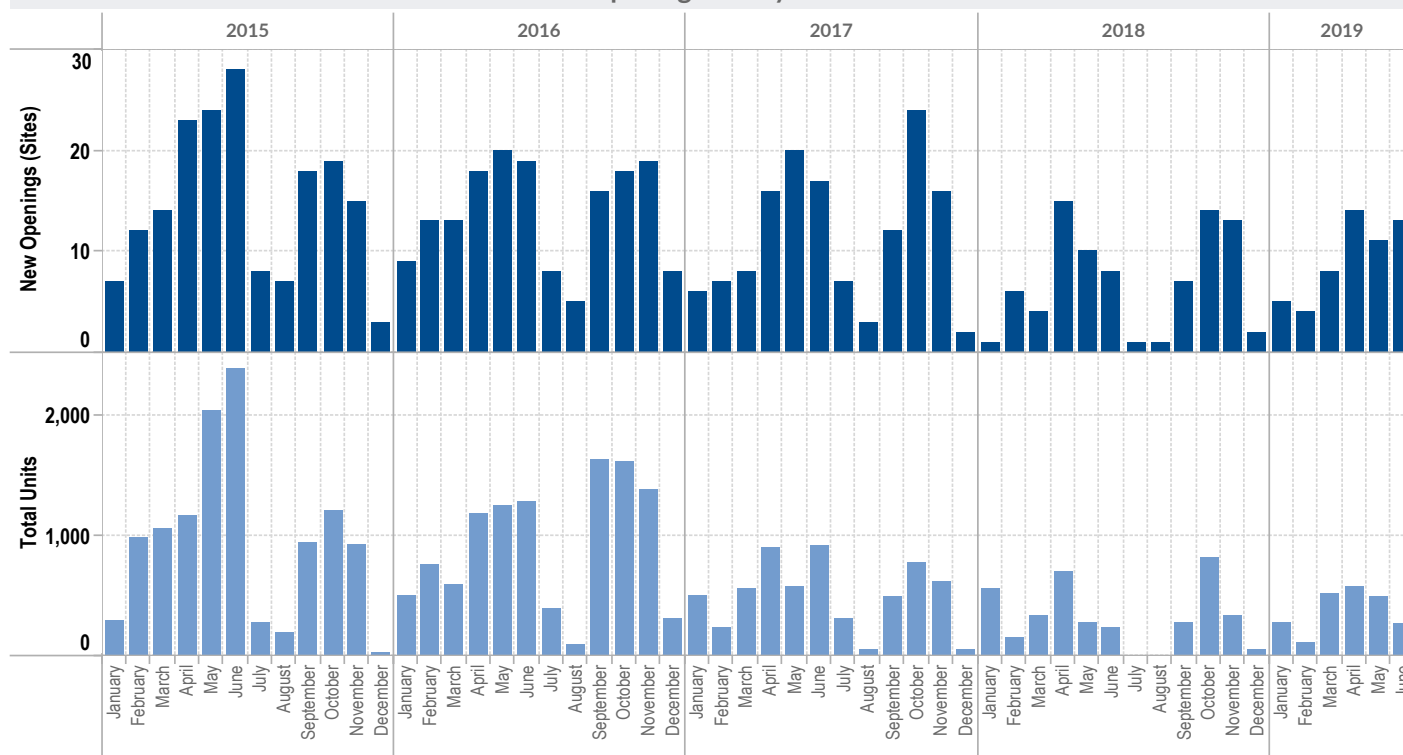
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Anchor Woods - Andrin Homes	Freehold	East Gwillimbury	6/1/2019	16	4	12	\$346
Country Side Pointe - Evendale Developments Ltd.	Condominium	Uxbridge	6/1/2019	12	1	11	\$328
Enclave at Stonebury Gates - Coughlan Homes	Freehold Common Element	Ajax	6/1/2019	39	0	39	\$415
Riverview Heights - Ashley Oaks Homes Inc.	Freehold	Brampton	6/1/2019	6	0	6	\$329
we26 - Insoho Developments	Freehold	Scarborough	6/8/2019	26	2	24	\$524
Applevue - Esquire Homes	Freehold	Clarington	6/22/2019	29	1	28	\$318
Cornell - Ballantry Homes	Freehold	Markham	6/22/2019	31	6	25	\$333
Eastmore Village - Delpark Homes	Freehold	Oshawa	6/22/2019	30	3	27	\$339
Eleven Altamont - Heathwood Homes	Condominium	North York	6/22/2019	26	0	26	\$683
Kennedy Manors - Kylemore Communities	Freehold Common Element	Markham	6/22/2019	2	0	2	
Northglen - Highcastle Homes	Freehold	Clarington	6/22/2019	2	0	2	\$295
Orchards - Highcastle Homes	Freehold	Clarington	6/22/2019	24	0	24	\$311
Park Place on Patricia - Mattamy Homes	Freehold	North York	6/22/2019	31	1	30	\$568
Grand Total				274	18	256	\$430

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	118							935	19.5%		19.5%	
Treasure Hill	1	52	129	50	156	37							425	8.9%		28.4%	
Great Gulf	33	53	99	30	69	72							356	7.4%		35.8%	
Fieldgate Homes	5	8	8	61	63	138							283	5.9%		41.7%	
Paradise Developments	0	0	107	60	82	2							251	5.2%		46.9%	
Greenpark Group	0	1	3	71	75	19							169	3.5%		50.4%	
Conservatory Group	16	25	24	27	21	20							133	2.8%		53.2%	
Sundial Homes	0	38	46	7	2	23							116	2.4%		55.6%	
Context Developments and Metropia			66	0	27	1							94	2.0%		57.6%	
ICON Homes					0	78							78	1.6%		59.2%	
Minto Developments	3	9	20	14	16	8							70	1.5%		60.7%	
Townwood Homes	0	0	0	29	30	10							69	1.4%		62.1%	
CountryWide Homes	3	4	20	17	11	13							68	1.4%		63.5%	
Royal Pine Homes	17	0	24	8	8	11							68	1.4%		64.9%	
Fernbrook Homes	0	6	1	40	2	12							61	1.3%		66.2%	
Aspen Ridge Homes	3	1	7	8	14	27							60	1.3%		67.5%	
Royal Park Homes				25	10	24							59	1.2%		68.7%	
Regal Crest Homes	5	2	3	11	9	22							52	1.1%		69.8%	
Brookfield Residential	0	0	4	3	28	16							51	1.1%		70.9%	
Country Homes	0	0	0	0	27	20							47	1.0%		71.8%	
Arista Homes	0	0	1	21	24	0							46	1.0%		72.8%	
Remington Homes	7	2	5	6	18	6							44	0.9%		73.7%	
	454	693	900	824	993	932							4,796				

Top Builders - Last 12 Months

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

Builder	2018						2019						Total	Market Share		Cum. Mkt. Share	
	July	August	September	October	November	December	January	February	March	April	May	June		%		%	
Mattamy Homes	23	36	27	64	64	16	256	372	125	36	28	118	1,165	17.9%		17.9%	
Treasure Hill	21	11	5	14	19	1	1	52	129	50	156	37	496	7.6%		25.6%	
Great Gulf	14	16	30	21	15	8	33	53	99	30	69	72	460	7.1%		32.7%	
Paradise Developments	2	4	3	64	0	0	0	0	107	60	82	2	324	5.0%		37.7%	
Fieldgate Homes	4	9	0	11	11	2	5	8	8	61	63	138	320	4.9%		42.6%	
Conservatory Group	11	12	9	17	23	8	16	25	24	27	21	20	213	3.3%		45.9%	
Greenpark Group	15	3	6	2	0	0	0	1	3	71	75	19	195	3.0%		48.9%	
CountryWide Homes	15	4	17	25	6	4	3	4	20	17	11	13	139	2.1%		51.0%	
Minto Developments	13	7	11	17	0	8	3	9	20	14	16	8	126	1.9%		53.0%	
Aspen Ridge Homes	12	7	13	15	15	2	3	1	7	8	14	27	124	1.9%		54.9%	
Sundial Homes	0	0	1	0	0	0	0	38	46	7	2	23	117	1.8%		56.7%	
Context Developments and Metropia									66	0	27	1	94	1.4%		58.1%	
Tribute Communities and Hullmark Developments Limited				62	6	3	1	4	5	6	5	2	94	1.4%		59.6%	
Norstar				17	36	9	0	2	5	9	4	3	85	1.3%		60.9%	
Lakeview Homes	0	2	16	11	25	0	3	0	2	8	3	13	83	1.3%		62.2%	
ICON Homes											0	78	78	1.2%		63.4%	
Regal Crest Homes	7	2	0	10	4	2	5	2	3	11	9	22	77	1.2%		64.5%	
Townwood Homes	3	2	1	0	0	0	0	0	0	29	30	10	75	1.2%		65.7%	
Fernbrook Homes	0	1	0	0	8	0	0	6	1	40	2	12	70	1.1%		66.8%	
Royal Pine Homes					0	0	17	0	24	8	8	11	68	1.0%		67.8%	
Coscorp Inc.	14	7	16	10	3	2	2	1	2	1	2	5	65	1.0%		68.8%	
Brookfield Residential	3	1	2	3	2	2	0	0	4	3	28	16	64	1.0%		69.8%	
	241	181	253	477	385	159	454	693	900	824	993	932	6,492				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 June
Blue Sky - Fieldgate Homes	Whitchurch-Stouffville	Detached	30'	21
			36'	22
			40'	39
			50'	23
			Total	105
Forest District - ICON Homes	Pickering	Semi Detached	20'	17
		Townhouse	18'	61
		Total		78
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	8
			34'	2
			36'	14
			43'	0
		Townhouse	23'	46
		Total		70
Westfield - Great Gulf	Brampton	Detached	34'	15
			38'	2
		Semi Detached	24'	11
		Total		28
Cobblestones South - Fieldgate Homes	Brampton	Detached	36'	24
			Total	24
Westfield - Royal Park Homes	Brampton	Semi Detached	24'	24
			Total	24
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	30'	2
			40'	13
			50'	5
			60'	2
		Townhouse	21'	0
		Total		22
Pavilia Park - Times Group Corporation	Markham	Townhouse	15'	9
			20'	13
			Total	22
Esprit - Sundial Homes	Newmarket	Townhouse	20'	20
			Total	20
West Country - Country Homes	Milton	Detached	38'	5
		Semi Detached	24'	8
		Townhouse	20'	6
			21'	1
		Total		20
Arbor Peaks - Great Gulf	Milton	Detached	36'	0
		Townhouse	21'	16
		Total		16

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	June 2019					June 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	8		0	3	11	7		2	0	9
	Brock	0				0	0				0
	Clarington	20	0	0	15	35	1	0	0	1	2
	Oshawa	2		0	7	9	1		0	0	1
	Pickering	18		17	84	119	0			6	6
	Scugog	2	0			2	1	0			1
	Uxbridge	0			1	1	0			0	0
	Whitby	27		1	17	45	8		0	47	55
	Total	77	0	18	127	222	18	0	2	54	74
Halton	Burlington	0		0	0	0				1	1
	Halton Hills	3				3	0				0
	Milton	30		13	70	113	18		0	13	31
	Oakville	42			9	51	1			5	6
	Total	75		13	79	167	19		0	19	38
Peel	Brampton	115	0	44	31	190	117	1	15	13	146
	Caledon	13		10	4	27	10		0	23	33
	Mississauga	1		0	0	1	0		0	3	3
	Total	129	0	54	35	218	127	1	15	39	182
Toronto	East York										
	Etobicoke	0			2	2	3			0	3
	North York	1		0	1	2	0			4	4
	Old Toronto				0	0			0	1	1
	Scarborough	2				2					
	York										
	Total	3		0	3	6	3		0	5	8
York	Aurora	8			2	10	2			0	2
	East Gwillimbury	22		1	10	33	3		0	6	9
	Georgina	4			1	5	26			0	26
	King	0			0	0	0				0
	Markham	0			37	37	0			3	3
	Newmarket	11	0		20	31	1	0		0	1
	Richmond Hill	2	0	0	29	31	0		0	2	2
	Vaughan	28	0	2	24	54	24	3	0	38	65
	Whitchurch-Stouffville	114			4	118	0			0	0
	Total	189	0	3	127	319	56	3	0	49	108
Grand Total		473	0	88	371	932	223	4	17	166	410

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	87		9	22	118	81		11	86	178
	Brock	2				2	1				1
	Clarington	110	0	0	58	168	226	12	0	169	407
	Oshawa	48		0	79	127	148		24	152	324
	Pickering	56		17	138	211	86		23	56	165
	Scugog	14	7			21	14	22			36
	Uxbridge	3			12	15	12			51	63
	Whitby	244		95	204	543	226		24	124	374
	Total	564	7	121	513	1,205	794	34	82	638	1,548
Halton	Burlington	0		0	48	48	4		1	7	12
	Halton Hills	19				19	47				47
	Milton	231		92	366	689	22		50	40	112
	Oakville	353			243	596	276			60	336
	Total	603		92	657	1,352	349		51	107	507
Peel	Brampton	709	4	255	501	1,469	252	7	85	174	518
	Caledon	182		73	64	319	81		5	18	104
	Mississauga	11		17	37	65	30		26	66	122
	Total	902	4	345	602	1,853	363	7	116	258	744
Toronto	East York										
	Etobicoke	29			101	130	6			39	45
	North York	3	1	41	111	156	51		5	148	204
	Old Toronto			2	5	7				1	1
	Scarborough	5				5	29				29
	York										
	Total	37	1	43	217	298	86		5	188	279
York	Aurora	149			11	160	140			27	167
	East Gwillimbury	132		15	42	189	154		71	70	295
	Georgina	139			9	148	91			19	110
	King	1			45	46	12			8	20
	Markham	1			145	146	12			227	239
	Newmarket	43	11		21	75	30	3		16	49
	Richmond Hill	73	2	8	235	318	127	8	22	114	271
	Vaughan	287	7	12	170	476	173	17	10	165	365
	Whitchurch-Stouffville	135			91	226	63			28	91
	Total	960	20	35	769	1,784	802	28	103	674	1,607
Grand Total		3,066	32	636	2,758	6,492	2,394	69	357	1,865	4,685

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