



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of July 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jul-19		Jul-18		Change
High Rise	2,297		1,879		22.2%
Low Rise	566		240		135.8%
Total	2,863		2,119		35.1%
Year to Date Sales	Jan.-Jul. 2019		Jan.-Jul. 2018		Y/Y Change
High Rise	14,934		11,679		27.9%
Low Rise	5,334		2,326		129.3%
Total	20,268		14,005		44.7%
Year to Date Supply	Jan.-Jul. 2019		Jan.-Jul. 2018		Y/Y Change
High Rise	16,417		14,336		14.5%
Low Rise	4,636		3,482		33.1%
Total	21,053		17,818		18.2%
Year to Date Completions	Jan.-Jul. 2019		Jan.-Jul. 2018		Y/Y Change
High Rise	14,798		9,414		57.2%
Remaining Inventory	Jul-19	Jun-19	Jul-18	M/M Change	Y/Y Change
High Rise	12,873	13,953	9,960	-7.7%	29.2%
Low Rise	4,409	4,830	4,889	-8.7%	-9.8%
Total	17,282	18,783	14,849	-8.0%	16.4%
Benchmark Price	Jul-19	Jun-19	Jul-18	M/M Change	Y/Y Change
High Rise	\$838,824	\$804,591	\$774,759	4.3%	8.3%
Low Rise	\$1,091,727	\$1,098,948	\$1,142,574	-0.7%	-4.5%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	4	352	264	162	
High Rise Units	923	89,455	70,924	40,603	
% Sold*	51%	84%	94%	71%	
Low Rise Projects	4	281			
Low Rise Units	89	28,594			
% Sold*	19%	85%			

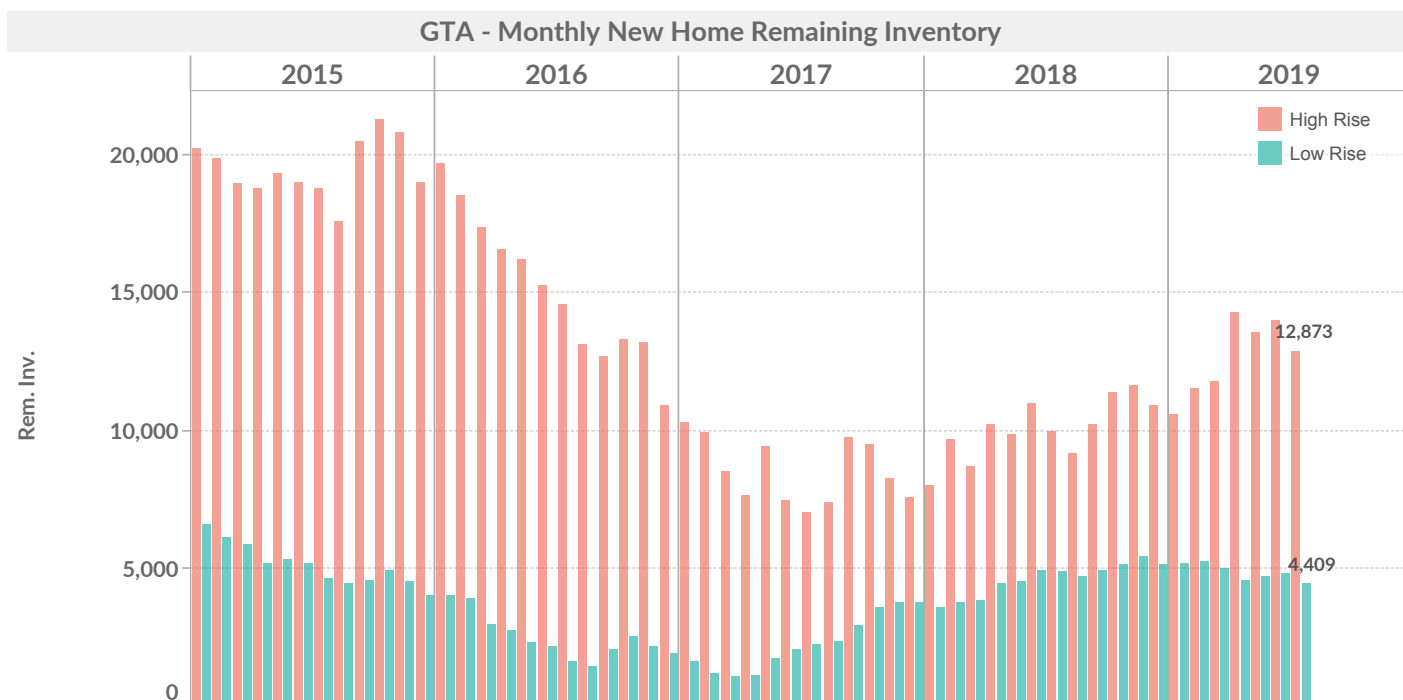
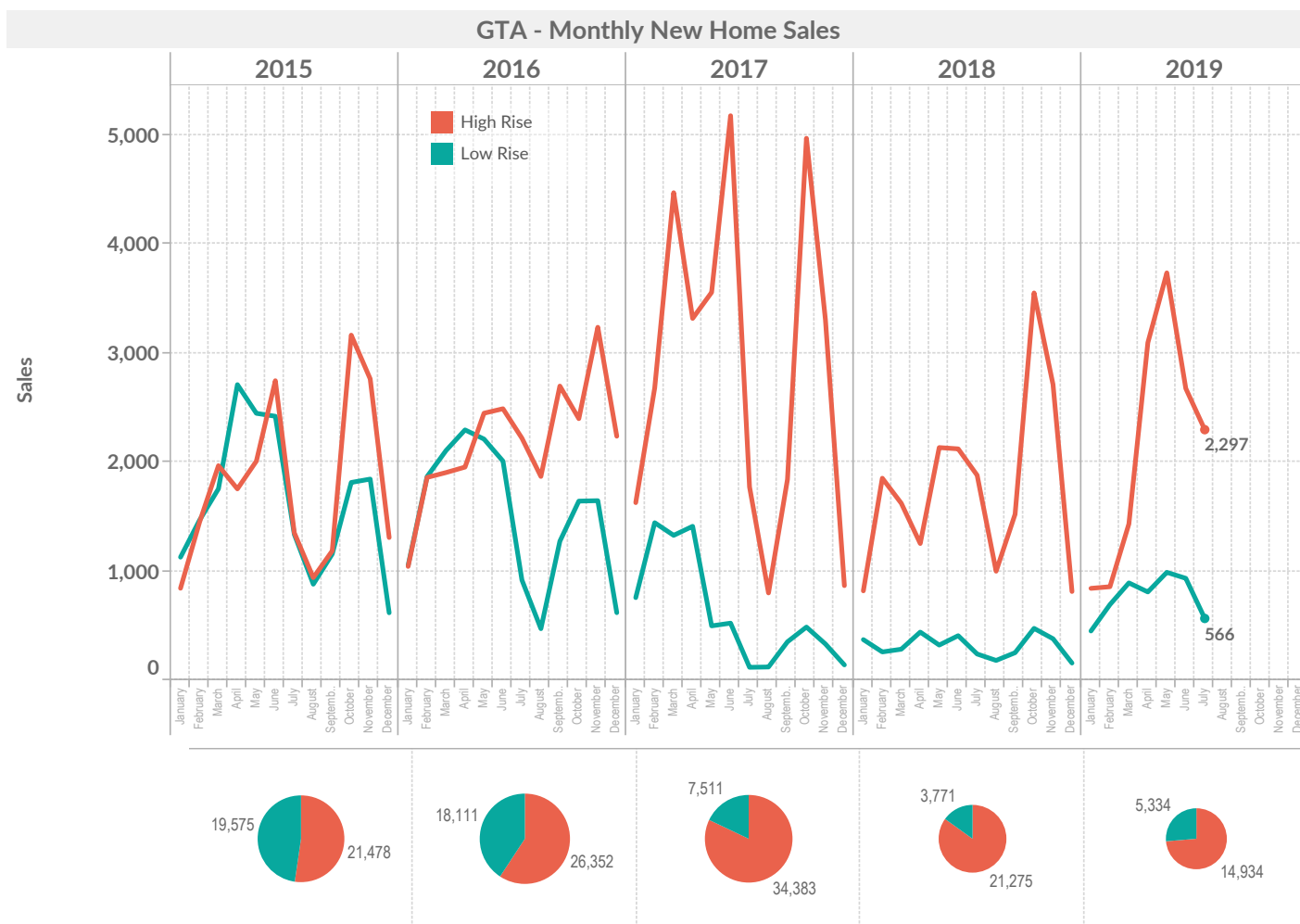
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

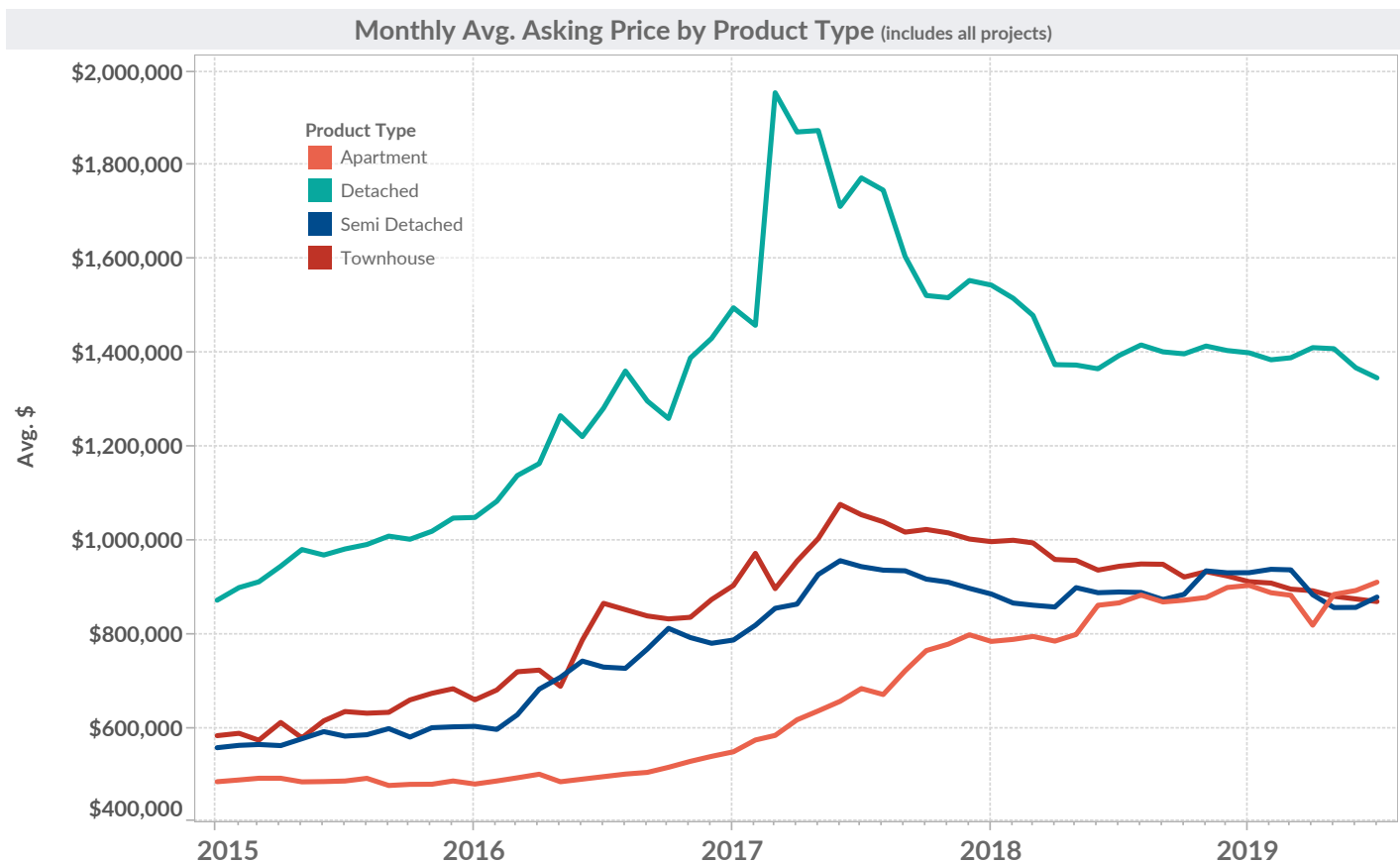
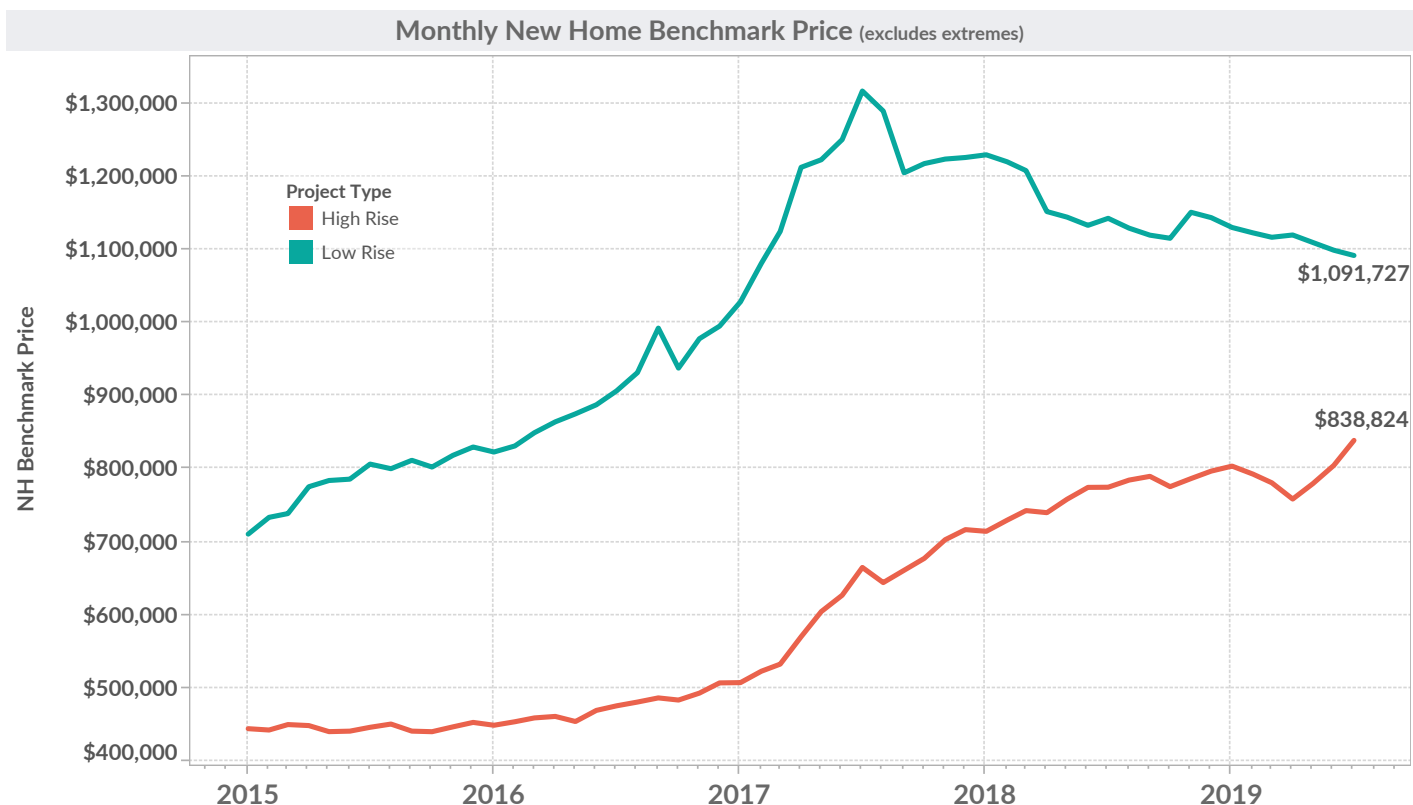
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

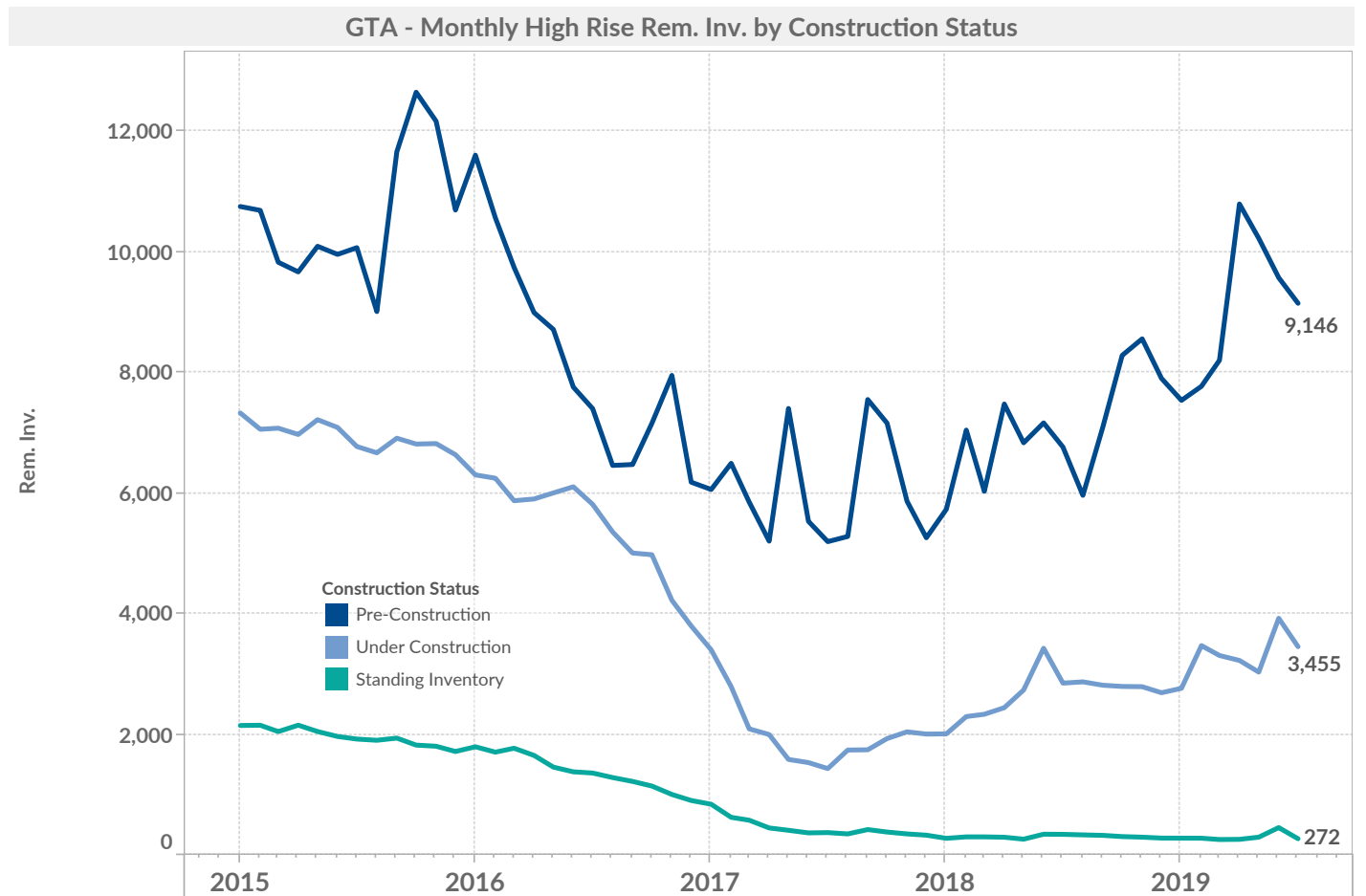
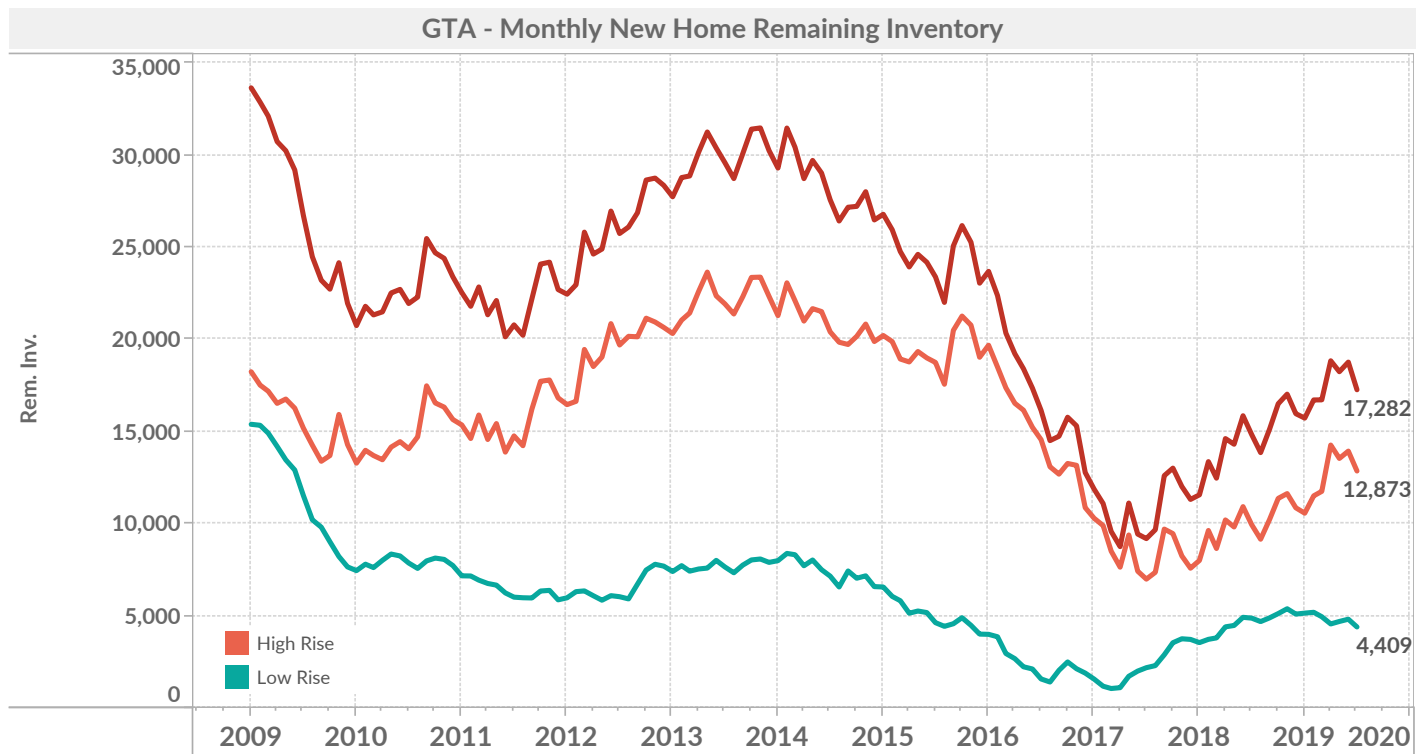
Sales & Remaining Inventory



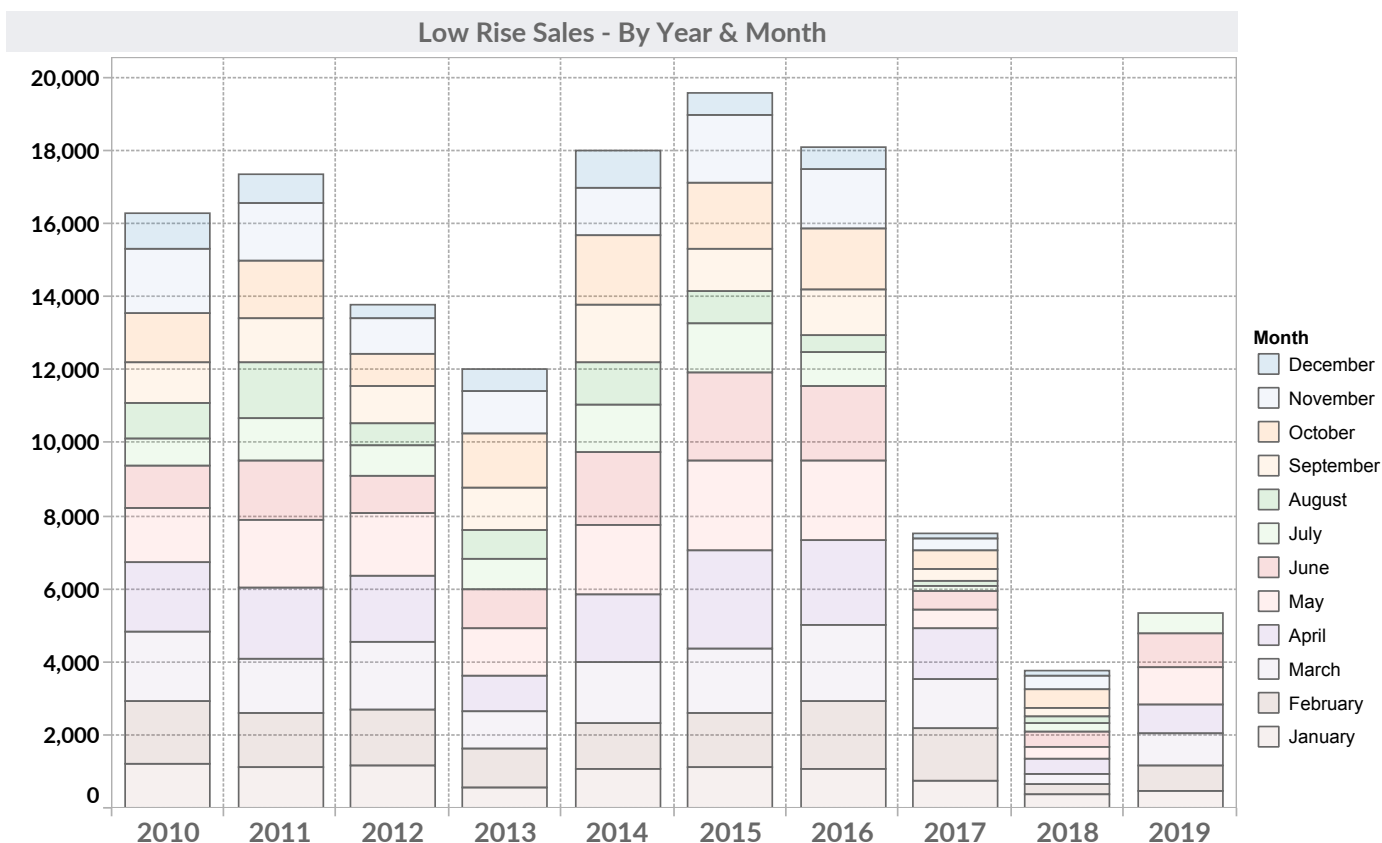
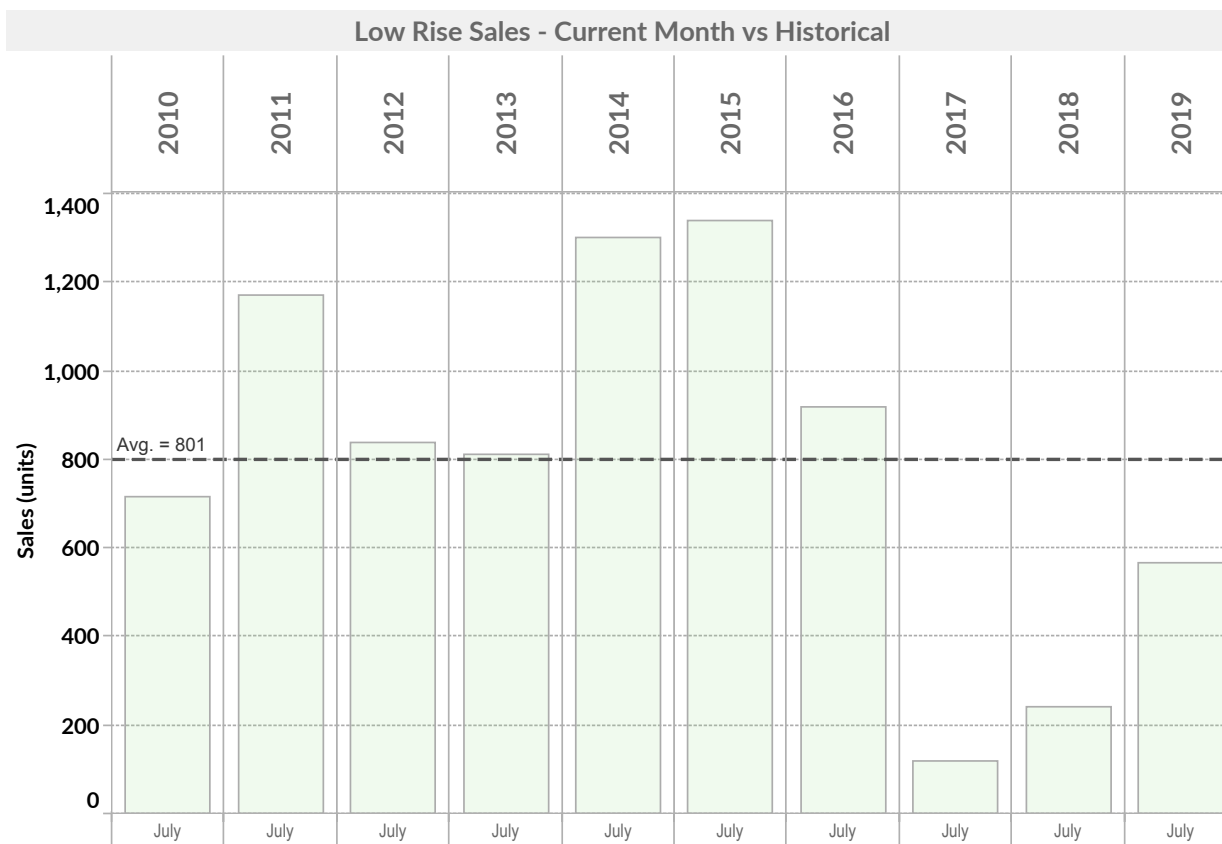
Pricing



Remaining Inventory

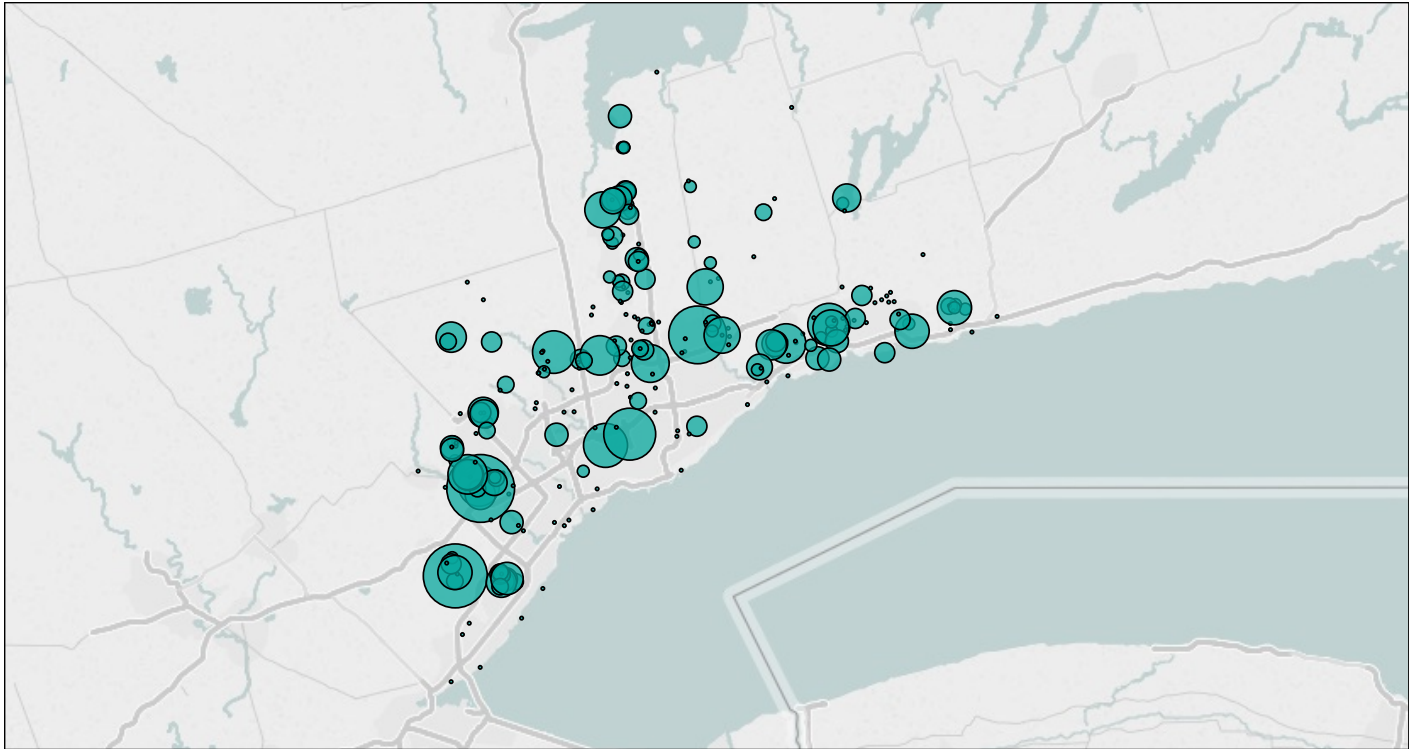


Historical Sales Comparison

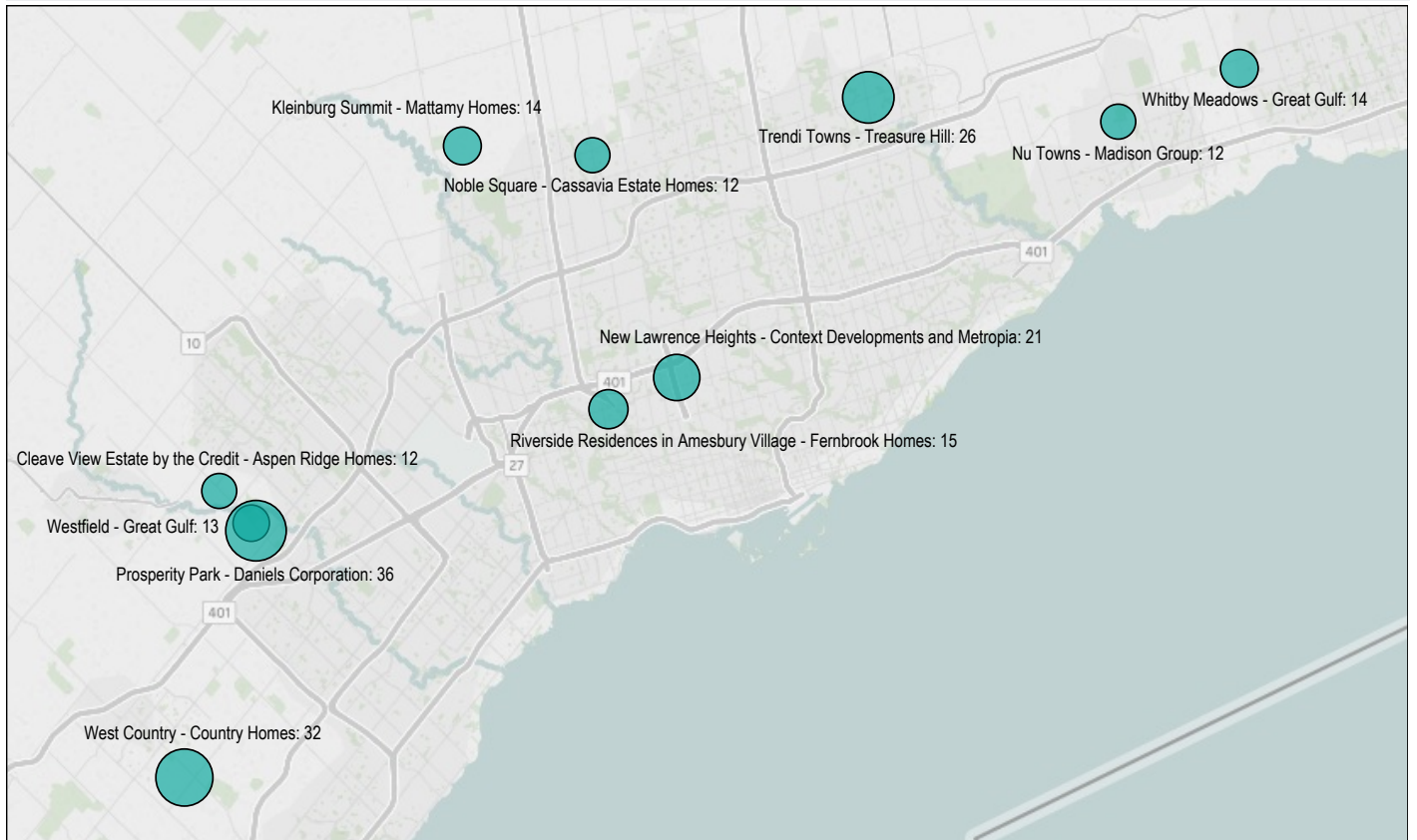


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



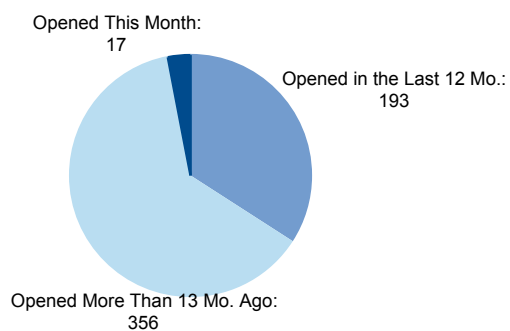
GTA - Top Sites by Current Month Sales



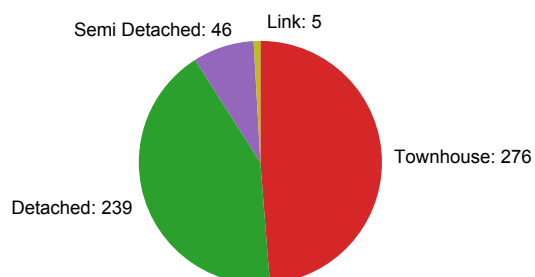
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

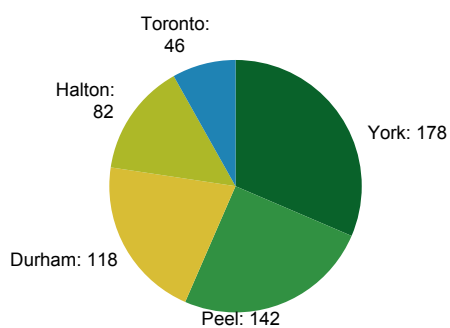
Sales by Opening Date



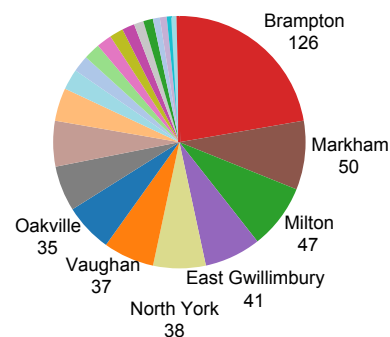
Sales by Product Type



Sales by Region



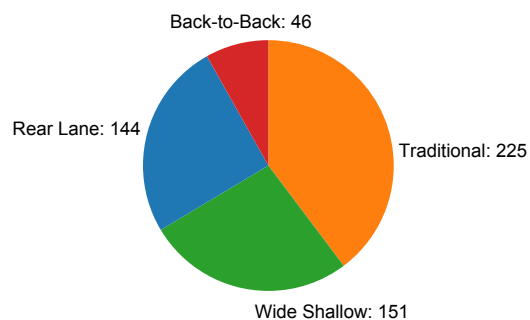
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



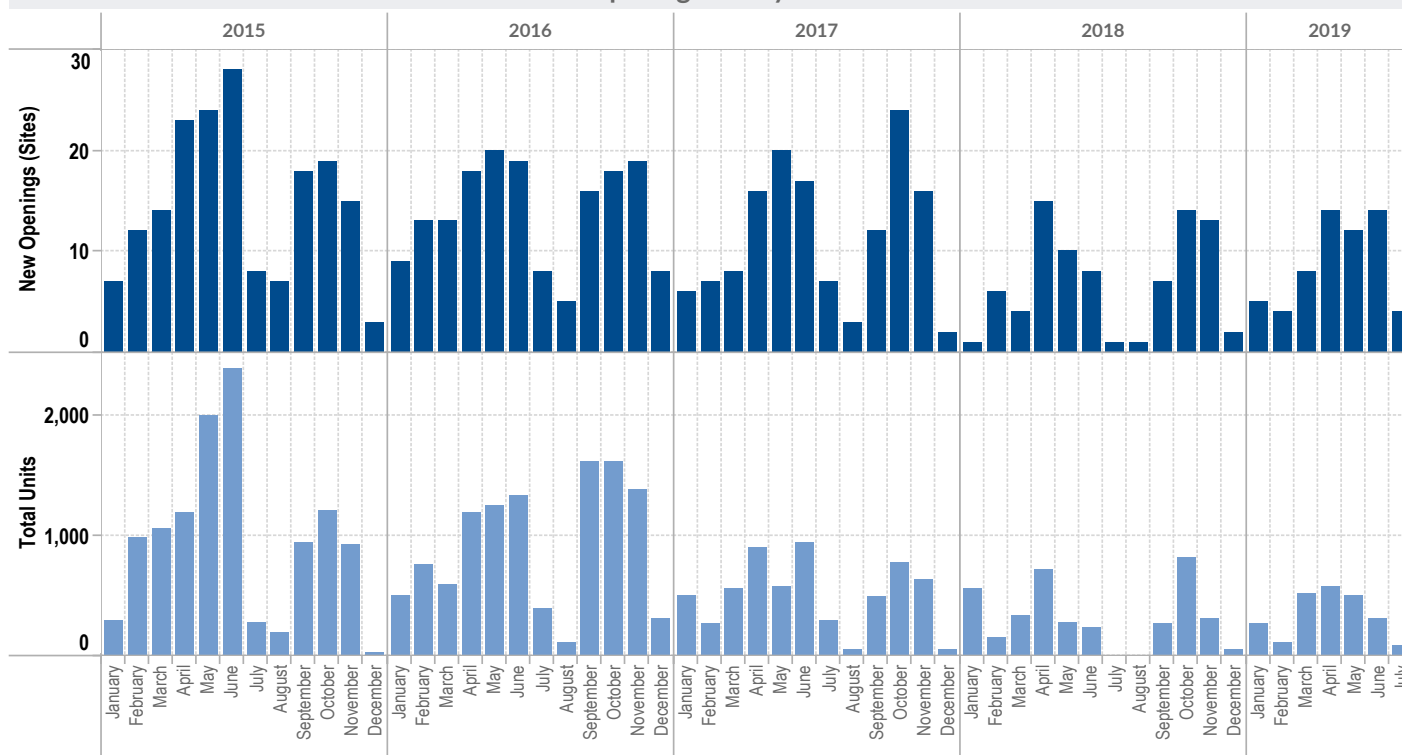
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Riverside Residences in Amesbury Village - Fernbrook Homes	Freehold Common Element	North York	7/1/2019	40	10	30	\$503
Courts of Canterbury - Geranium	Freehold Common Element	Scugog	7/20/2019	30	6	24	\$494
Sharon Village - Great Gulf	Freehold	East Gwillimbury	7/22/2019	3	1	2	\$318
Orchards - Highcastle Homes	Freehold	Clarington	7/29/2019	16	0	16	\$328
Grand Total				89	17	72	\$454

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	371	125	36	27	118	31						964	18.1%		18.1%	
Treasure Hill	1	52	127	50	155	36	39						460	8.6%		26.7%	
Great Gulf	33	53	99	30	67	73	48						403	7.6%		34.3%	
Fieldgate Homes	5	8	8	61	63	138	6						289	5.4%		39.7%	
Paradise Developments	0	0	107	60	86	2	0						255	4.8%		44.5%	
Greenpark Group	0	1	3	71	75	19	3						172	3.2%		47.7%	
Conservatory Group	16	25	24	27	21	20	10						143	2.7%		50.4%	
Sundial Homes	0	38	46	7	2	23	2						118	2.2%		52.6%	
Context Developments and Metropia			66	0	27	1	21						115	2.2%		54.7%	
Aspen Ridge Homes	3	1	7	8	14	26	29						88	1.6%		56.4%	
CountryWide Homes	3	5	19	17	11	9	24						88	1.6%		58.0%	
Country Homes	0	0	0	0	26	21	32						79	1.5%		59.5%	
ICON Homes					0	74	5						79	1.5%		61.0%	
Minto Developments	3	9	20	14	16	8	9						79	1.5%		62.5%	
Fernbrook Homes	0	6	1	40	2	9	19						77	1.4%		63.9%	
Regal Crest Homes	5	2	2	8	8	25	21						71	1.3%		65.2%	
Townwood Homes	0	0	0	29	30	10	0						69	1.3%		66.5%	
Royal Pine Homes	17	0	24	8	8	11	0						68	1.3%		67.8%	
Brookfield Residential	0	0	4	3	28	17	7						59	1.1%		68.9%	
Royal Park Homes				25	10	24							59	1.1%		70.0%	
Tribute Communities	1	3	4	14	5	12	13						52	1.0%		71.0%	
Remington Homes	7	2	5	6	18	7	5						50	0.9%		71.9%	
	451	693	892	809	989	934	566						5,334				

Top Builders - Last 12 Months

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

Builder	2018					2019							Total	Market Share		Cum. Mkt. Share	
	August	September	October	November	December	January	February	March	April	May	June	July		%		%	
Mattamy Homes	36	27	64	64	16	256	371	125	36	27	118	31	1,171	17.3%		17.3%	
Treasure Hill	11	5	14	19	1	1	52	127	50	155	36	39	510	7.5%		24.8%	
Great Gulf	16	30	21	15	8	33	53	99	30	67	73	48	493	7.3%		32.1%	
Paradise Developments	4	3	62	0	0	0	0	107	60	86	2	0	324	4.8%		36.8%	
Fieldgate Homes	9	0	11	11	2	5	8	8	61	63	138	6	322	4.7%		41.6%	
Conservatory Group	13	9	17	23	8	16	25	24	27	21	20	10	213	3.1%		44.7%	
Greenpark Group	3	6	2	0	0	0	1	3	71	75	19	3	183	2.7%		47.4%	
CountryWide Homes	4	17	25	6	4	3	5	19	17	11	9	24	144	2.1%		49.6%	
Aspen Ridge Homes	7	13	15	14	2	3	1	7	8	14	26	29	139	2.1%		51.6%	
Minto Developments	7	11	17	0	8	3	9	20	14	16	8	9	122	1.8%		53.4%	
Sundial Homes	0	1	0	0	0	0	38	46	7	2	23	2	119	1.8%		55.2%	
Context Developments and Metropia								66	0	27	1	21	115	1.7%		56.9%	
Tribute Communities and Hullmark Developments Limited			62	6	3	1	4	5	6	5	4	4	100	1.5%		58.3%	
Norstar			17	35	9	0	3	5	8	5	3	10	95	1.4%		59.7%	
Lakeview Homes	2	16	11	25	0	3	0	2	8	3	13	8	91	1.3%		61.1%	
Regal Crest Homes	2	0	10	4	2	5	2	2	8	8	25	21	89	1.3%		62.4%	
Fernbrook Homes	1	0	0	8	0	0	6	1	40	2	9	19	86	1.3%		63.7%	
Country Homes	0	0	0	0	0	0	0	0	0	26	21	32	79	1.2%		64.8%	
ICON Homes										0	74	5	79	1.2%		66.0%	
Townwood Homes	2	1	0	0	0	0	0	0	29	30	10	0	72	1.1%		67.1%	
Brookfield Residential	1	2	3	2	2	0	0	4	3	28	17	7	69	1.0%		68.1%	
Royal Pine Homes				0	0	17	0	24	8	8	11	0	68	1.0%		69.1%	
	181	252	475	380	157	451	693	892	809	989	934	566	6,779				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 July
Prosperity Park - Daniels Corporation	Brampton	Townhouse	17'	14
			18'	22
			Total	36
West Country - Country Homes	Milton	Detached	38'	10
		Semi Detached	24'	10
		Townhouse	20'	4
			21'	8
		Total		32
Trendi Towns - Treasure Hill	Markham	Townhouse	18'	26
			Total	26
New Lawrence Heights - Context Developments and Metropia	North York	Townhouse	14'	5
			21'	16
			Total	21
Riverside Residences in Amesbury Village - Fernbrook Homes	North York	Detached	35'	0
		Semi Detached	20'	5
		Townhouse	13'	10
		Total		15
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	30'	1
			40'	9
			50'	2
			60'	2
		Townhouse	21'	0
			Total	14
Whitby Meadows - Great Gulf	Whitby	Detached	36'	3
			40'	11
		Townhouse	20'	0
			Total	14
Westfield - Great Gulf	Brampton	Detached	34'	1
			38'	0
		Semi Detached	24'	12
			Total	13
Cleave View Estate by the Credit - Aspen Ridge Homes	Brampton	Detached	38'	9
			47'	3
			52'	0
			60'	0
			Total	12
Noble Square - Cassavia Estate Homes	Vaughan	Townhouse	20'	12
			Total	12
Nu Towns - Madison Group	Pickering	Townhouse	15'	9
			18'	3
			Total	12

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	July 2019					July 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	7		3	0	10	3		0	0	3
	Brock	0				0	0				0
	Clarington	3	1	0	20	24	1	0	0	0	1
	Oshawa	6		0	3	9	6		0	6	12
	Pickering	12		3	18	33	0			4	4
	Scugog	6	1			7	0	0			0
	Uxbridge	0			2	2	0			0	0
	Whitby	23		2	8	33	11		1	12	24
	Total	57	2	8	51	118	21	0	1	22	44
Halton	Burlington	0		0	0	0				0	0
	Halton Hills	0				0	0				0
	Milton	13		13	21	47	10		1	8	19
	Oakville	19			16	35	0			6	6
	Total	32		13	37	82	10		1	14	25
Peel	Brampton	62	0	14	50	126	49	2	5	12	68
	Caledon	6		3	3	12	9		0	10	19
	Mississauga	0		1	3	4	0		0	0	0
	Total	68	0	18	56	142	58	2	5	22	87
Toronto	East York										
	Etobicoke	1			4	5	5			0	5
	North York	0		5	33	38	0			3	3
	Old Toronto				0	0			0	0	0
	Scarborough	3				3					
	York										
	Total	4		5	37	46	5		0	3	8
York	Aurora	10			5	15	3			0	3
	East Gwillimbury	30		1	10	41	8		2	3	13
	Georgina	7			0	7	23			1	24
	King	0			0	0	0				0
	Markham	0			50	50	0			3	3
	Newmarket	3	1		1	5	1	2		0	3
	Old Toronto										
	Richmond Hill	7	0	1	3	11	0		0	9	9
	Vaughan	19	2	0	16	37	7	0	3	10	20
	Whitchurch-Stouffville	2			10	12	1			0	1
	Total	78	3	2	95	178	43	2	5	26	76
Grand Total		239	5	46	276	566	137	4	12	87	240

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	91		11	22	124	74		16	47	137
	Brock	2				2	1				1
	Clarington	111	2	0	75	188	255	10	0	164	429
	Oshawa	48		0	73	121	137		0	179	316
	Pickering	68		19	148	235	111		18	42	171
	Scugog	19	8			27	39	21			60
	Uxbridge	3			12	15	12			42	54
	Whitby	252		96	197	545	213		10	121	344
	Total	594	10	126	527	1,257	842	31	44	595	1,512
Halton	Burlington	0		0	49	49	4		1	6	11
	Halton Hills	19				19	47				47
	Milton	233		103	378	714	32		44	42	118
	Oakville	362			254	616	183			45	228
	Total	614		103	681	1,398	266		45	93	404
Peel	Brampton	717	2	264	536	1,519	243	7	69	175	494
	Caledon	181		76	57	314	66		2	15	83
	Mississauga	11		18	43	72	30		25	60	115
	Total	909	2	358	636	1,905	339	7	96	250	692
Toronto	East York										
	Etobicoke	25			107	132	5			33	38
	North York	3	1	46	141	191	51		0	155	206
	Old Toronto			2	5	7				1	1
	Scarborough	8				8	26				26
	York										
	Total	36	1	48	253	338	82		0	189	271
York	Aurora	154			16	170	138			22	160
	East Gwillimbury	156		15	49	220	141		69	80	290
	Georgina	123			8	131	110			33	143
	King	1			45	46	12			8	20
	Markham	1			193	194	12			175	187
	Newmarket	45	10		22	77	28	2		15	45
	Old Toronto										
	Richmond Hill	80	2	9	231	322	116	6	21	107	250
	Vaughan	301	9	9	166	485	158	15	10	156	339
	Whitchurch-Stouffville	135			101	236	62			34	96
	Total	996	21	33	831	1,881	777	23	100	630	1,530
Grand Total		3,149	34	668	2,928	6,779	2,306	61	285	1,757	4,409

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