



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of August 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Aug-19		Aug-18		Change
High Rise	961		997		-3.6%
Low Rise	439		181		142.5%
Total	1,400		1,178		18.8%
Year to Date Sales	Jan.-Aug. 2019		Jan.-Aug. 2018		Y/Y Change
High Rise	15,864		12,670		25.2%
Low Rise	5,751		2,503		129.8%
Total	21,615		15,173		42.5%
Year to Date Supply	Jan.-Aug. 2019		Jan.-Aug. 2018		Y/Y Change
High Rise	16,105		14,613		10.2%
Low Rise	5,047		3,510		43.8%
Total	21,152		18,123		16.7%
Year to Date Completions	Jan.-Aug. 2019		Jan.-Aug. 2018		Y/Y Change
High Rise	15,088		10,174		48.3%
Remaining Inventory	Aug-19	Jul-19	Aug-18	M/M Change	Y/Y Change
High Rise	12,079	13,020	9,309	-7.2%	29.8%
Low Rise	4,450	4,578	4,747	-2.8%	-6.3%
Total	16,529	17,598	14,056	-6.1%	17.6%
Benchmark Price	Aug-19	Jul-19	Aug-18	M/M Change	Y/Y Change
High Rise	\$840,799	\$838,824	\$784,512	0.2%	7.2%
Low Rise	\$1,083,358	\$1,091,727	\$1,129,129	-0.8%	-4.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	0	345	268	158	
High Rise Units	0	87,891	71,182	39,916	
% Sold*	0%	86%	94%	73%	
Low Rise Projects	3	285			
Low Rise Units	48	30,040			
% Sold*	4%	85%			

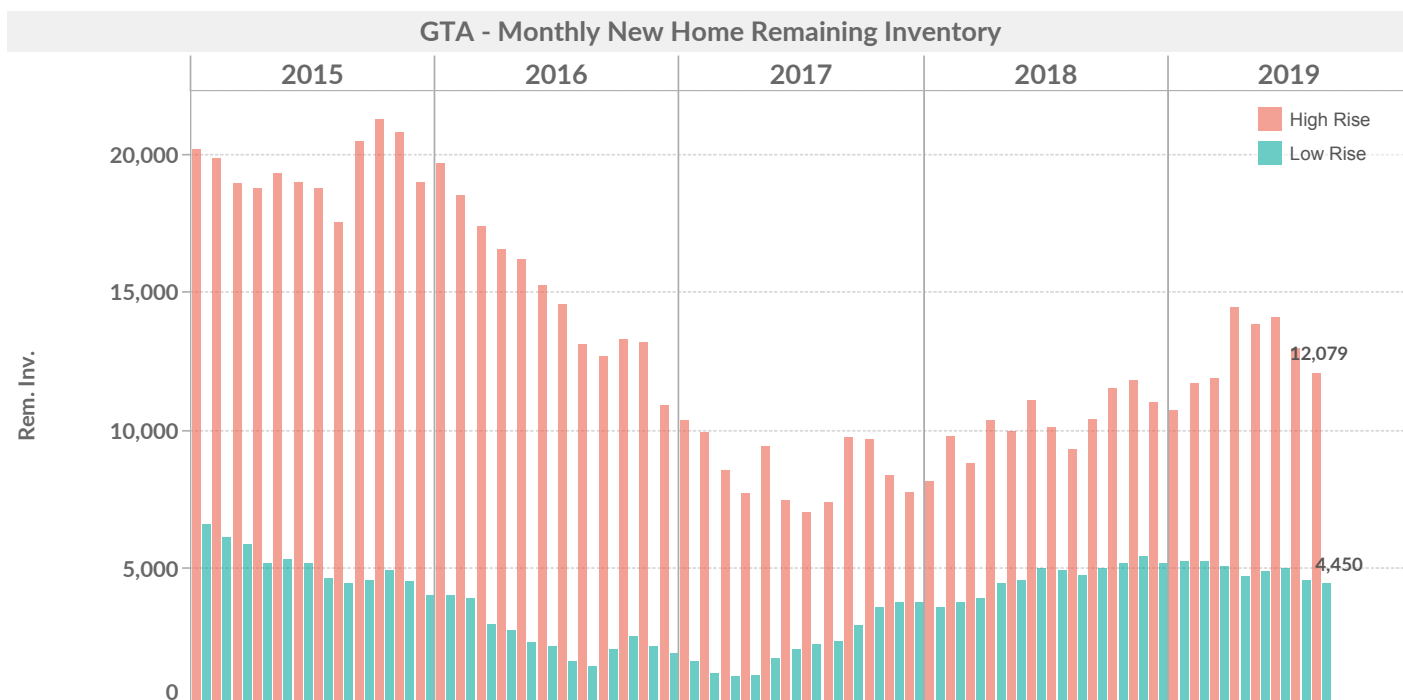
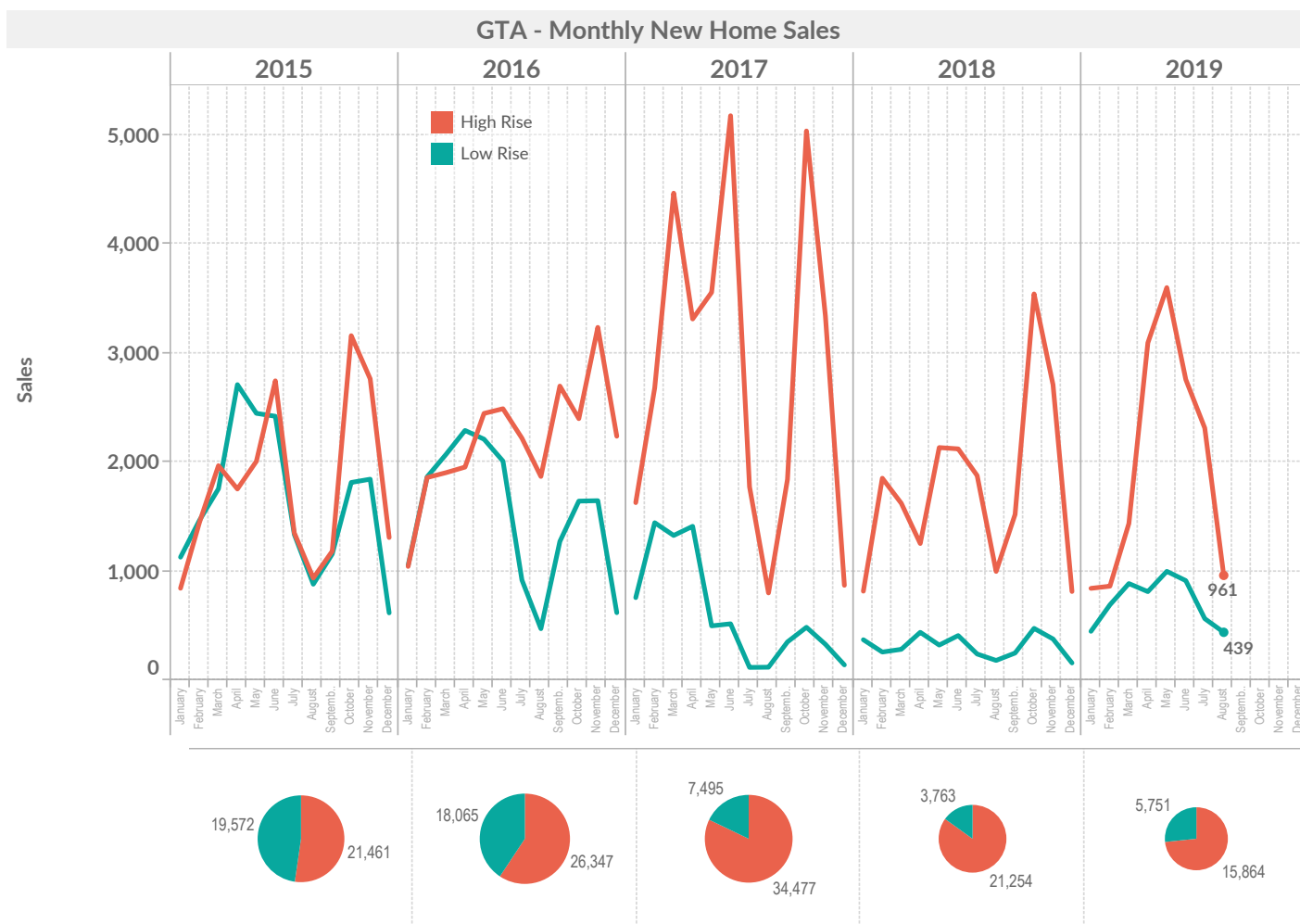
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

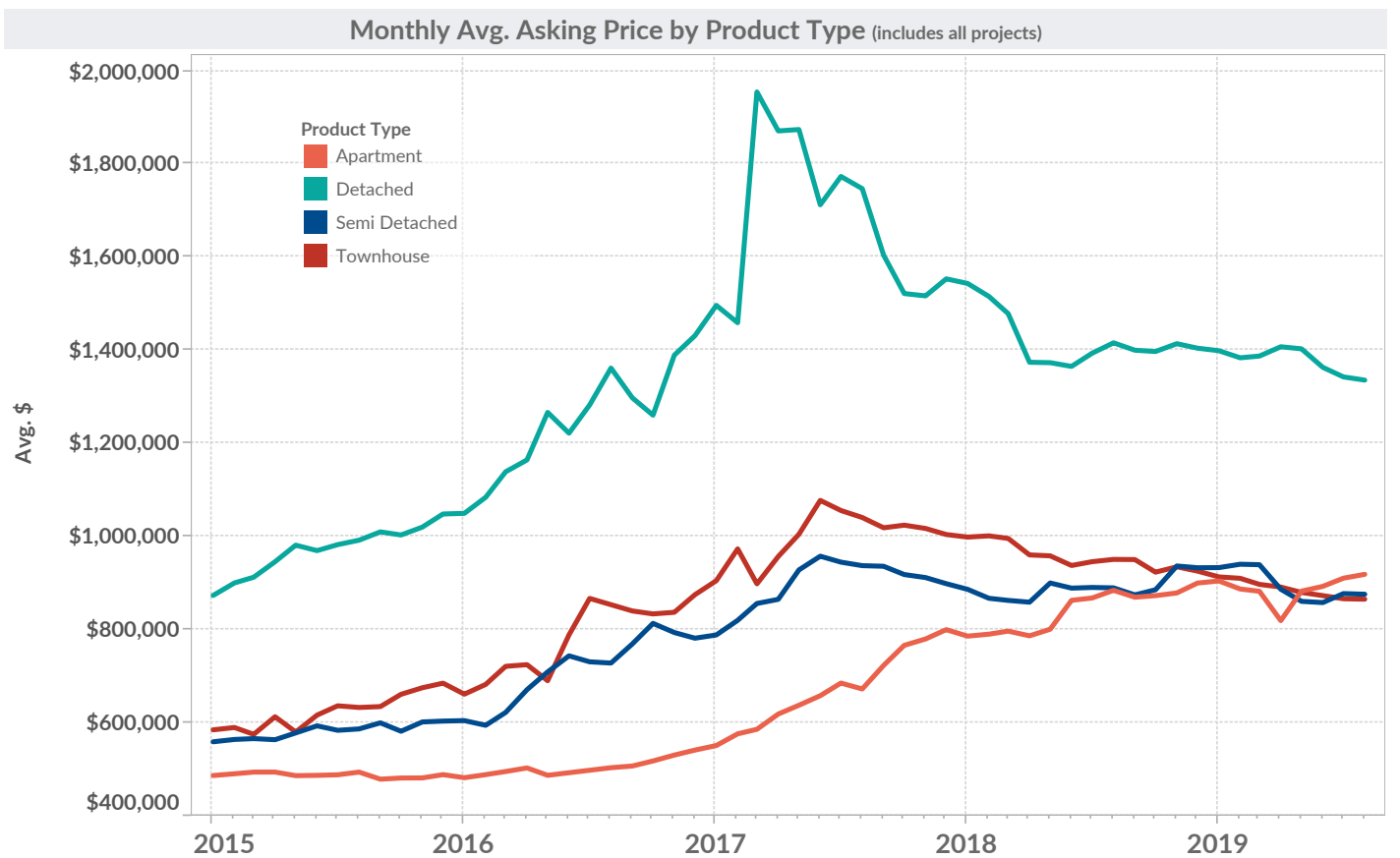
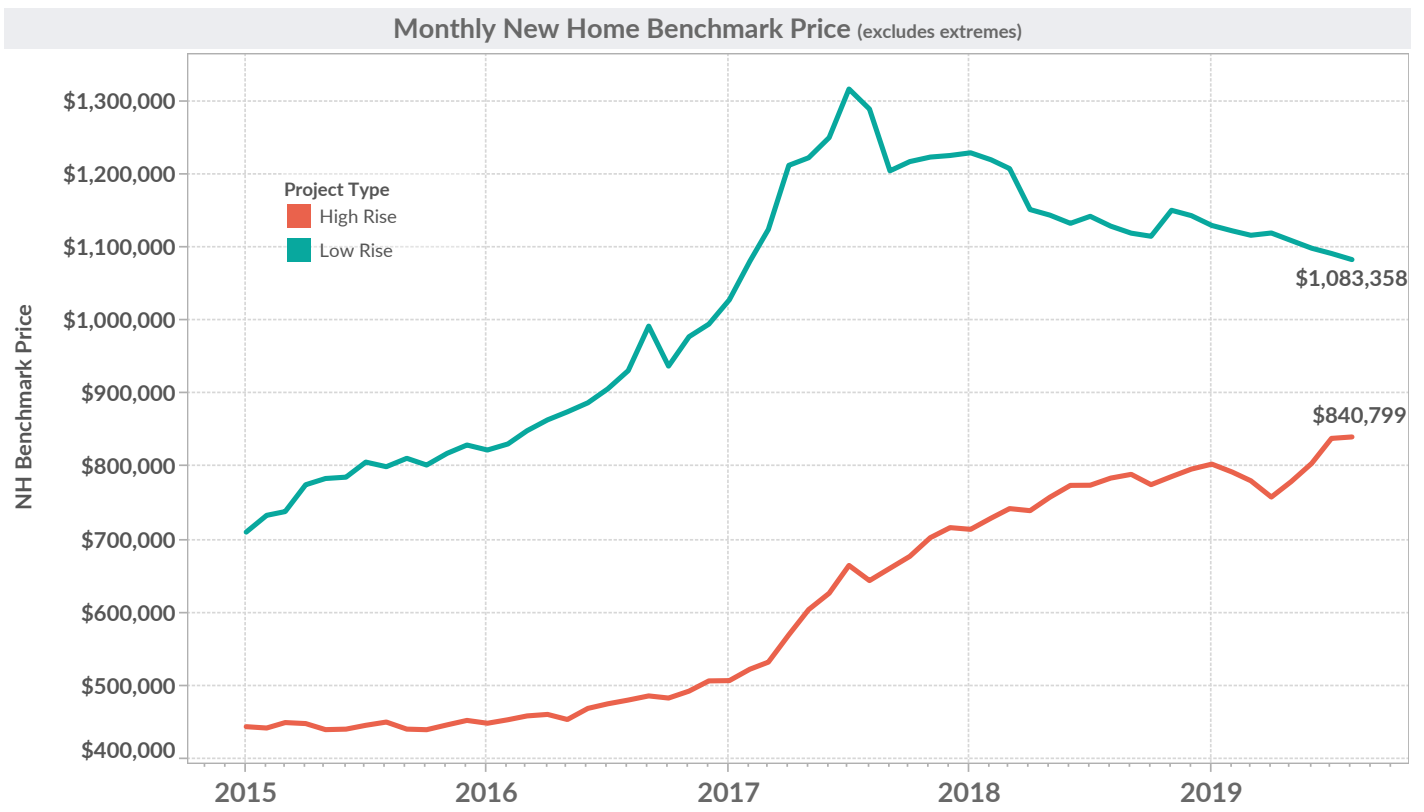
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

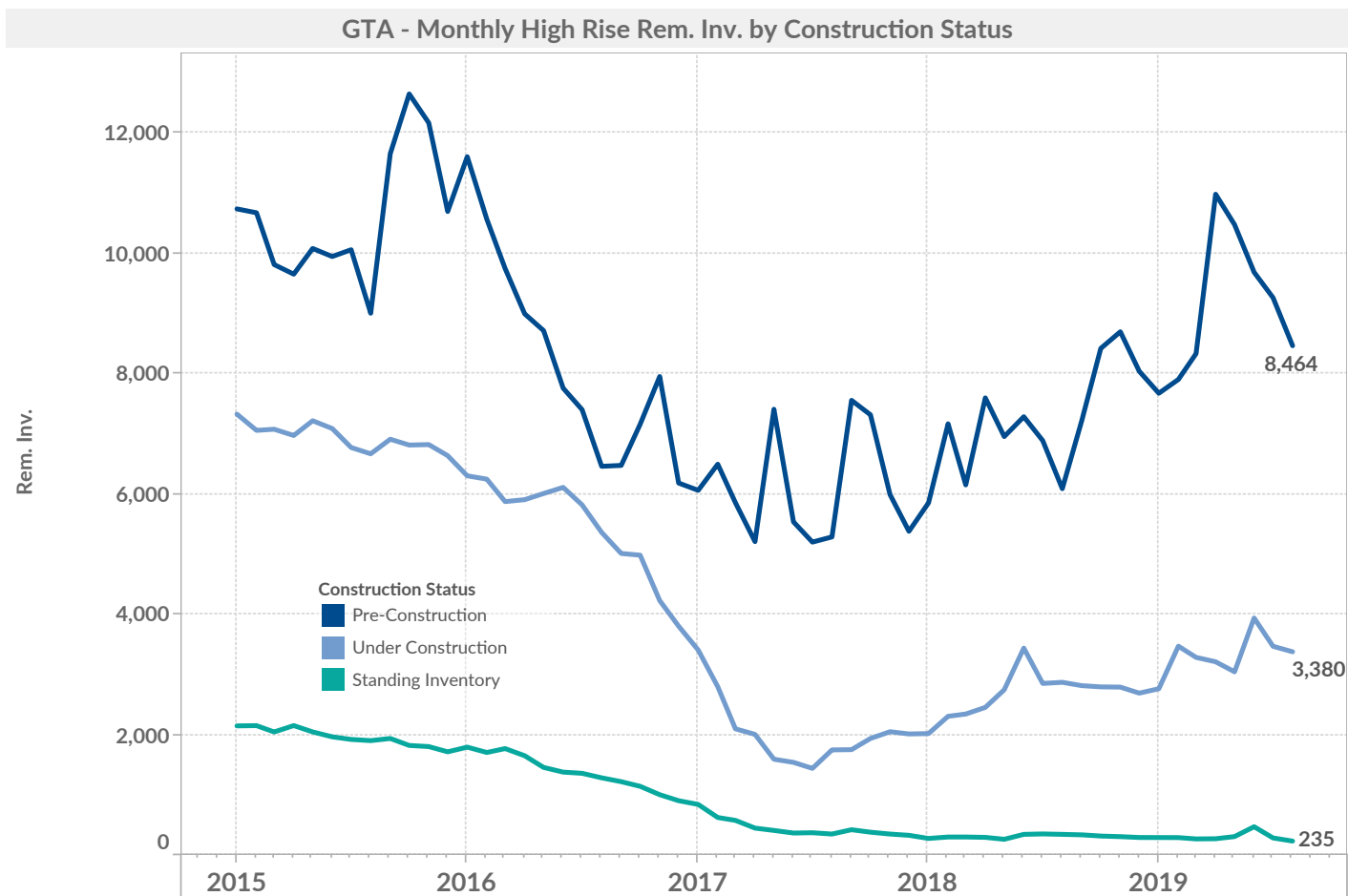
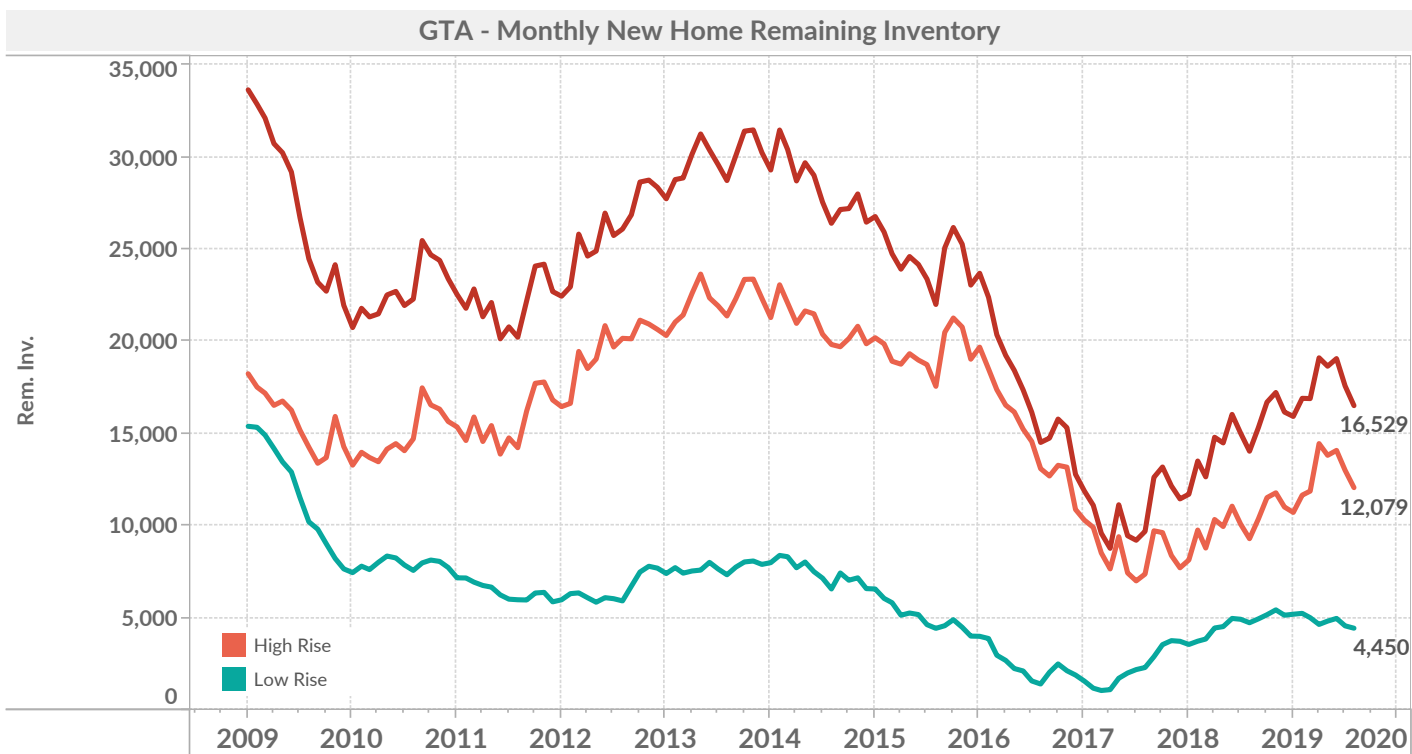
Sales & Remaining Inventory



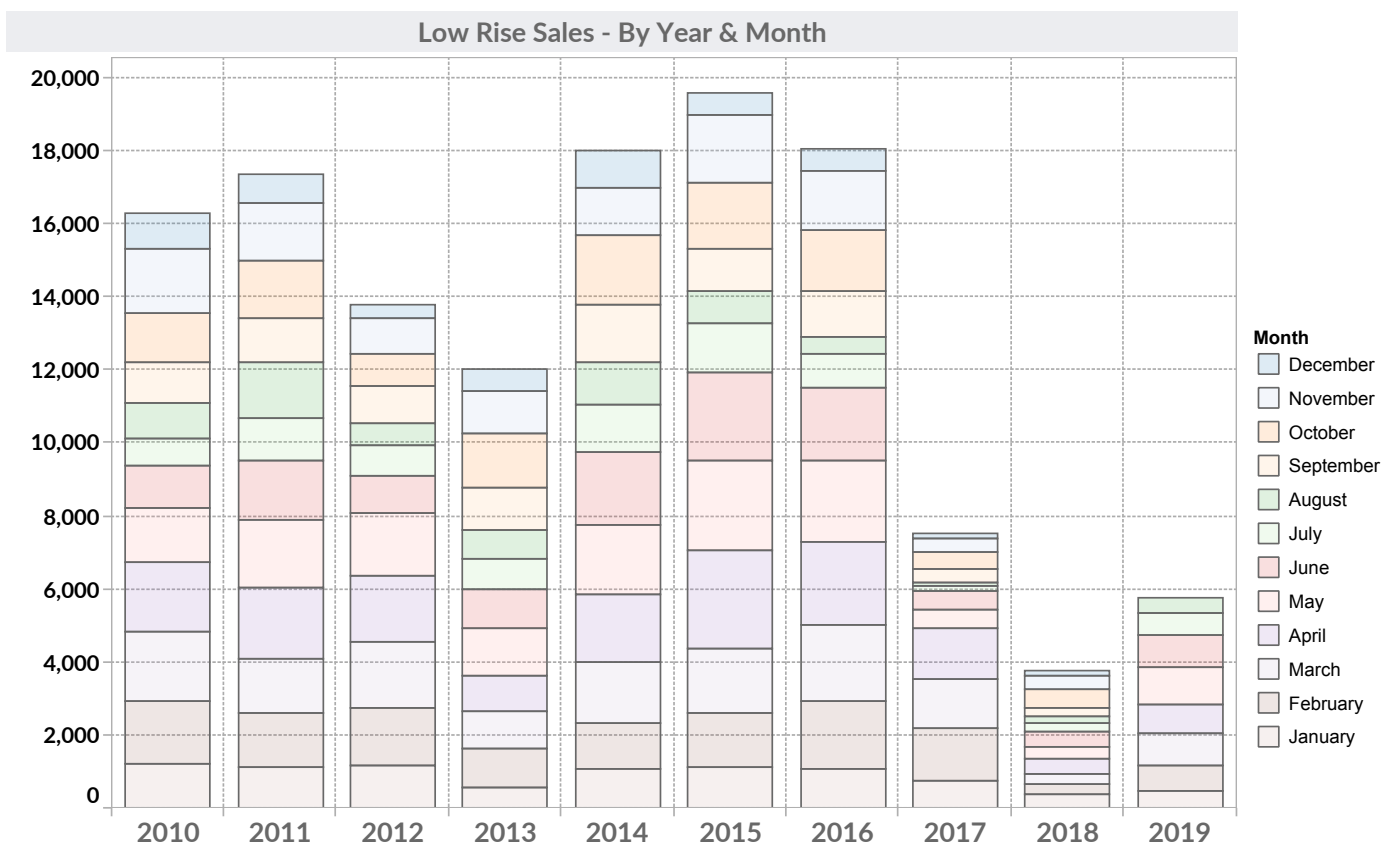
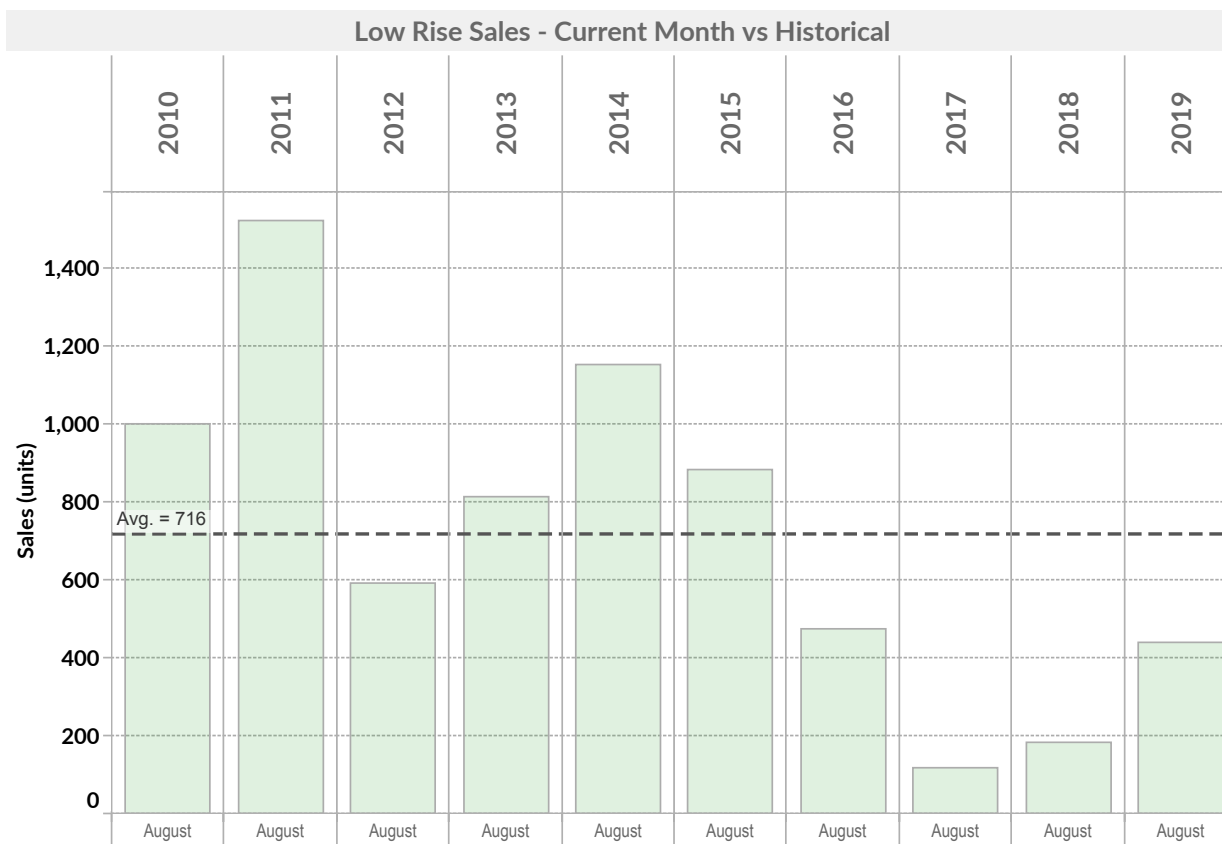
Pricing



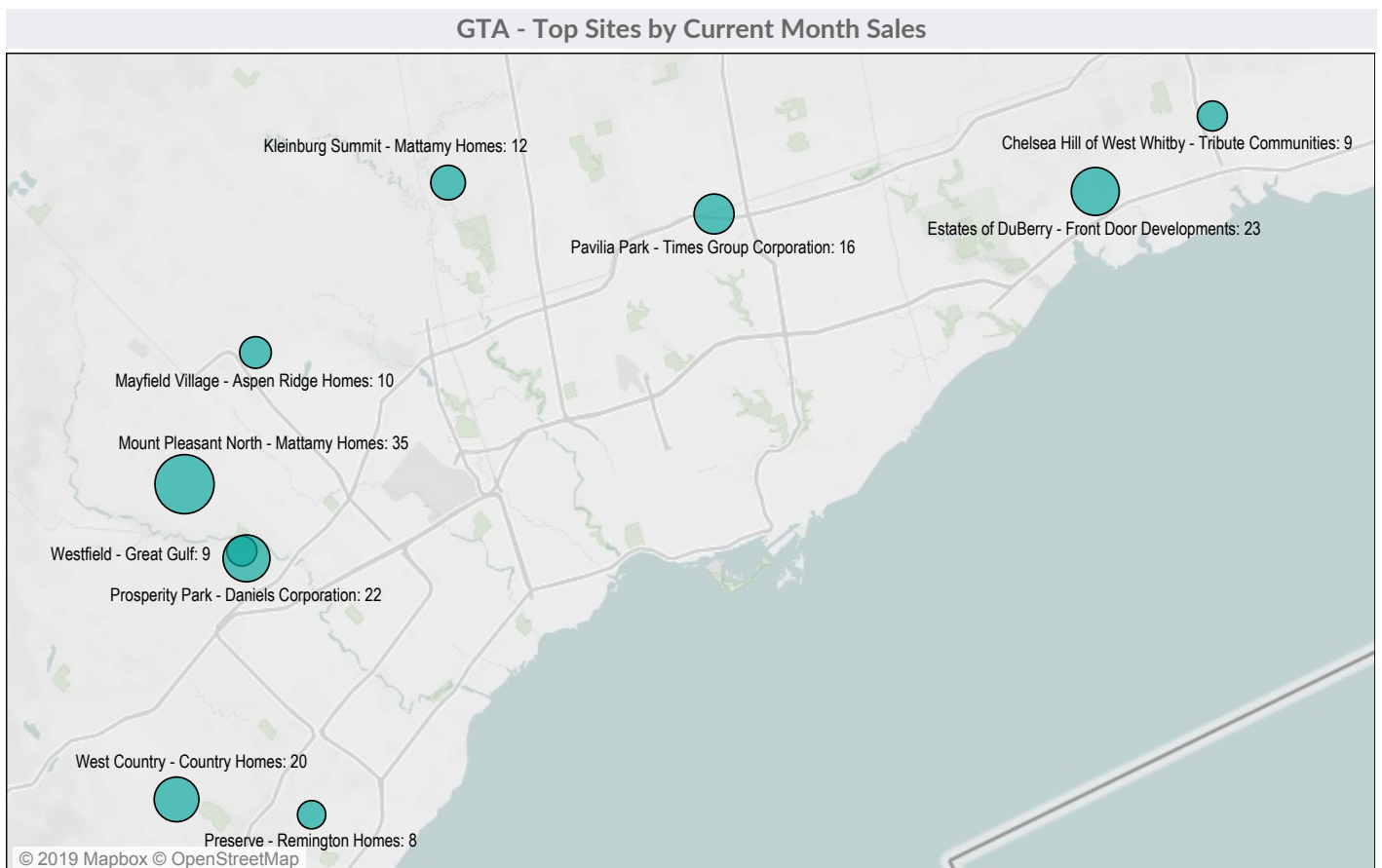
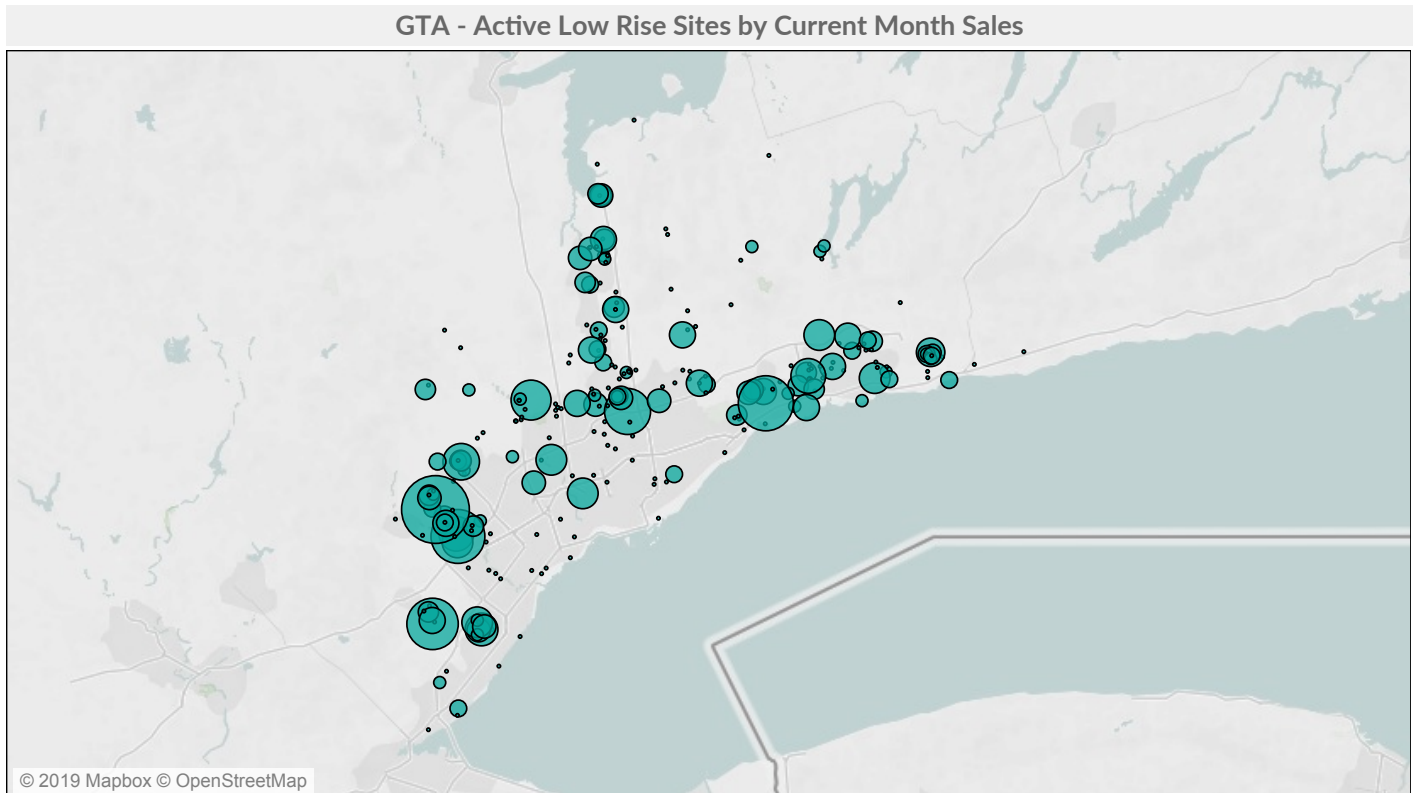
Remaining Inventory



Historical Sales Comparison



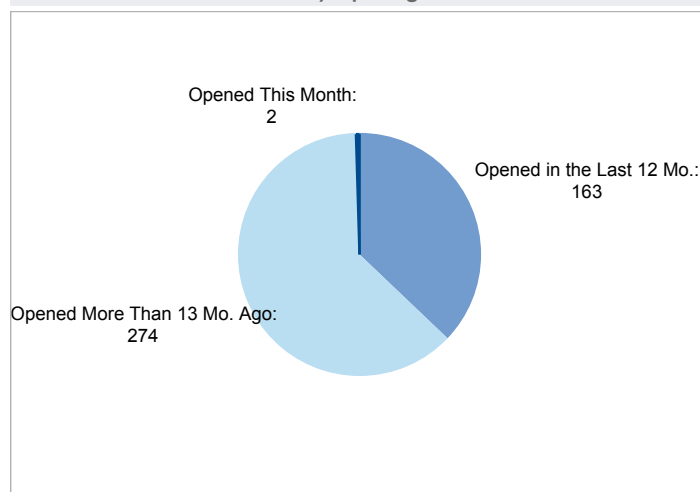
Current Sites



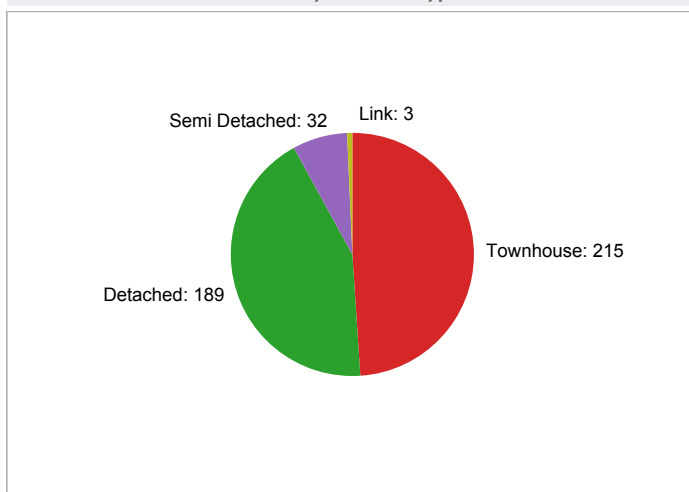
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

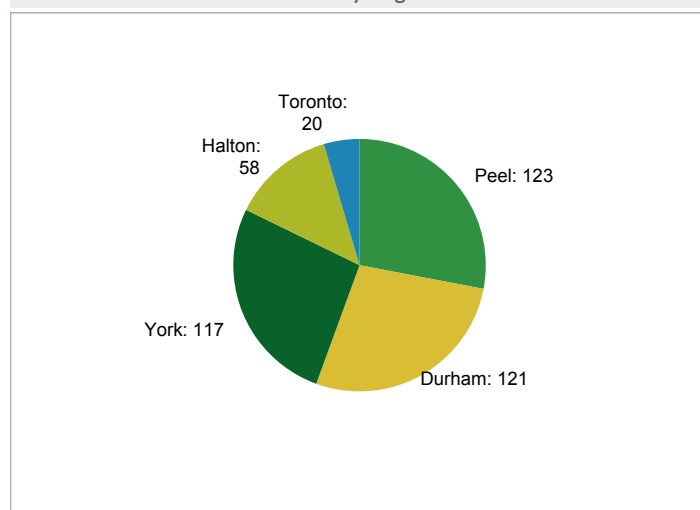
Sales by Opening Date



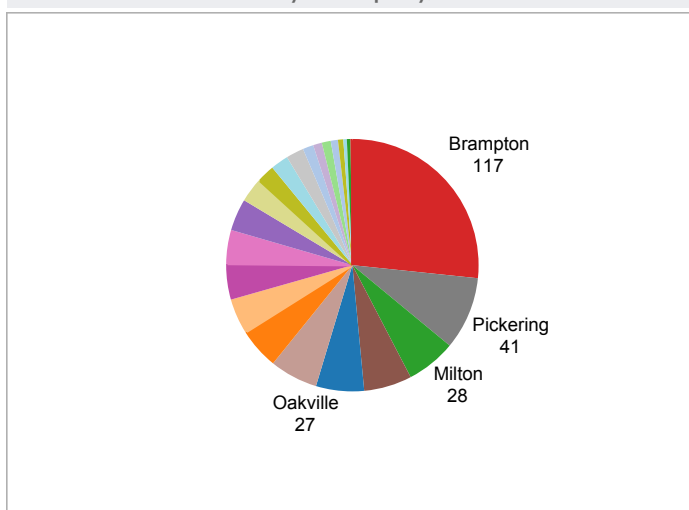
Sales by Product Type



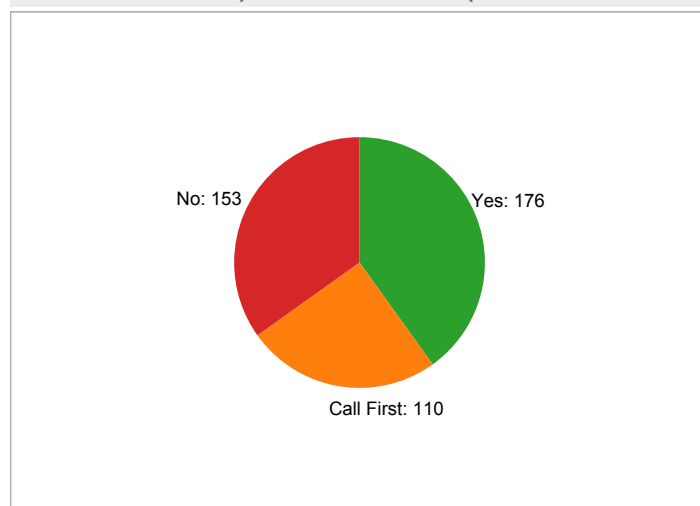
Sales by Region



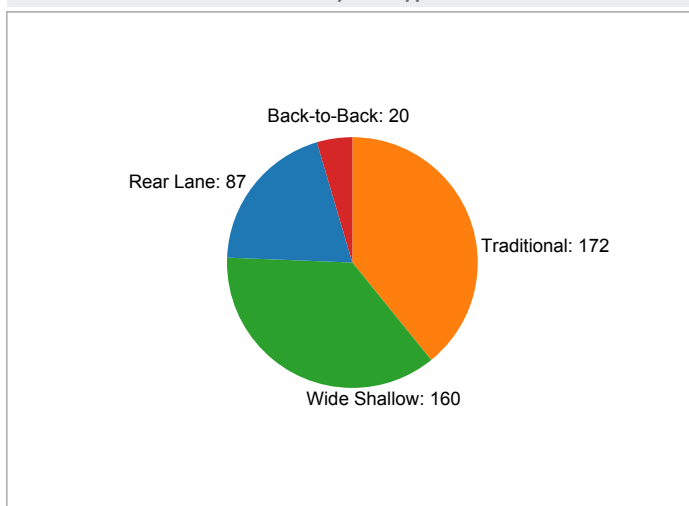
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



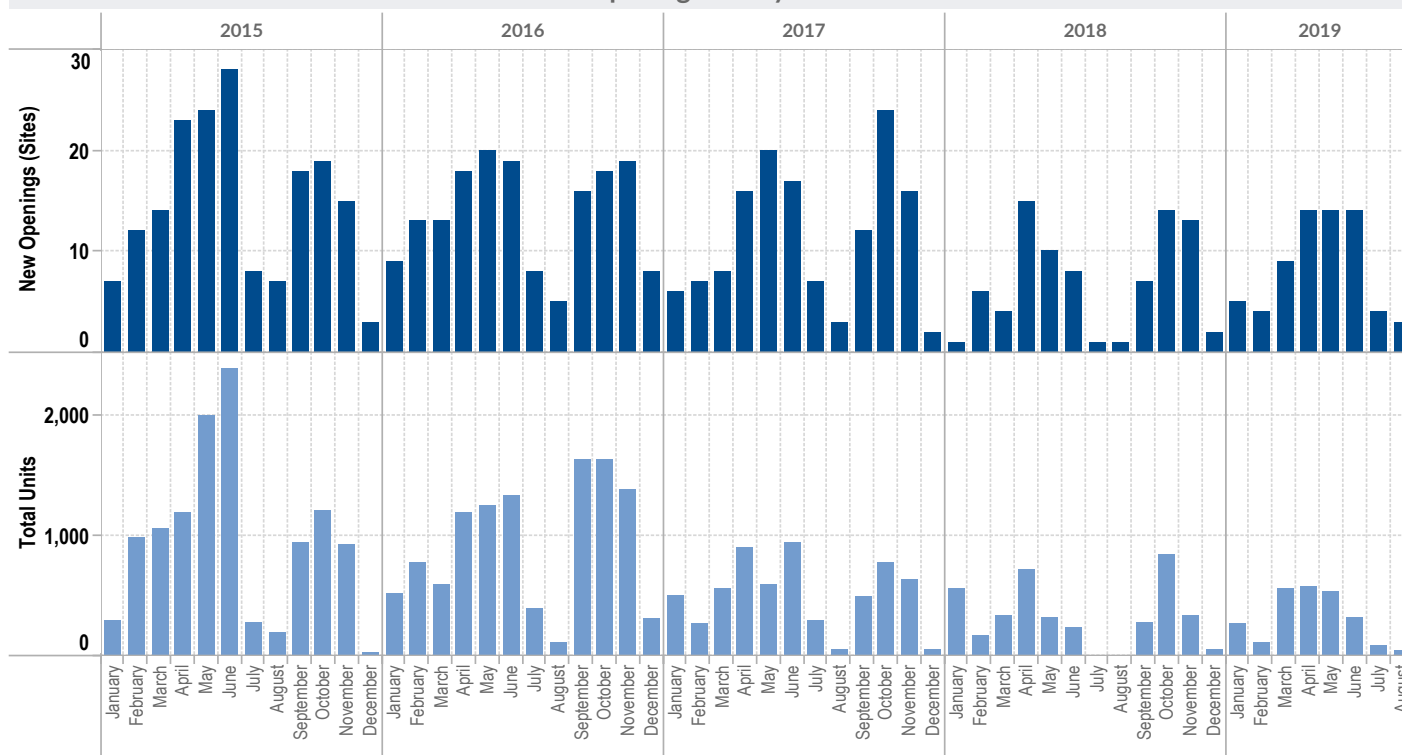
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Eden Park - Fourteen Estates	Freehold	Clarington	8/1/2019	26	0	26	\$490
Orchard East - Jeffery Homes	Freehold	Clarington	8/1/2019	2	0	2	\$362
Gala - DiCarlo Homes	Freehold Common Element	Burlington	8/9/2019	20	2	18	\$496
Grand Total				48	2	46	\$487

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	254	371	125	36	27	118	31	57					1,019	17.7%		17.7%	
Treasure Hill	1	52	126	50	155	36	39	19					478	8.3%		26.0%	
Great Gulf	33	53	99	30	67	73	48	22					425	7.4%		33.4%	
Fieldgate Homes	5	8	8	61	63	138	6	0					289	5.0%		38.4%	
Paradise Developments	0	0	107	60	86	2	0	0					255	4.4%		42.9%	
Greenpark Group	0	1	3	71	75	19	3	7					179	3.1%		46.0%	
Conservatory Group	16	25	22	27	21	20	10	4					145	2.5%		48.5%	
CountryWide Homes	1	5	19	21	25	13	30	15					129	2.2%		50.8%	
Sundial Homes	0	38	46	7	2	23	5	7					128	2.2%		53.0%	
Aspen Ridge Homes	3	0	7	8	10	26	34	25					113	2.0%		54.9%	
Context Developments and Metropia			66	0	27	1	9	0					103	1.8%		56.7%	
Country Homes	0	0	0	0	25	21	32	20					98	1.7%		58.4%	
Fernbrook Homes	0	6	1	40	2	9	19	9					86	1.5%		59.9%	
Minto Developments	3	9	20	14	16	8	9	5					84	1.5%		61.4%	
Regal Crest Homes	5	2	1	8	8	25	20	10					79	1.4%		62.8%	
ICON Homes					0	59	10	3					72	1.3%		64.0%	
Royal Pine Homes	17	0	24	8	8	11	0	1					69	1.2%		65.2%	
Townwood Homes	0	0	0	29	30	10	0	0					69	1.2%		66.4%	
Brookfield Residential	0	0	4	3	28	17	7	8					67	1.2%		67.6%	
Times Group Corporation	1	0	0	1	14	22	11	16					65	1.1%		68.7%	
Daniels Corporation	0	0	2	1	0	0	36	22					61	1.1%		69.8%	
Remington Homes	7	2	4	7	18	7	5	9					59	1.0%		70.8%	
	448	691	886	812	998	913	564	439					5,751				

Top Builders - Last 12 Months

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

Builder	2018				2019								Total	Market Share		Cum. Mkt. Share	
	September	October	November	December	January	February	March	April	May	June	July	August		%		%	
Mattamy Homes	27	64	64	16	254	371	125	36	27	118	31	57	1,190	17.0%		17.0%	
Treasure Hill	5	14	19	1	1	52	126	50	155	36	39	19	517	7.4%		24.3%	
Great Gulf	30	21	15	8	33	53	99	30	67	73	48	22	499	7.1%		31.5%	
Paradise Developments	3	62	0	0	0	0	107	60	86	2	0	0	320	4.6%		36.0%	
Fieldgate Homes	0	11	11	2	5	8	8	61	63	138	6	0	313	4.5%		40.5%	
Conservatory Group	9	17	23	8	16	25	22	27	21	20	10	4	202	2.9%		43.4%	
Greenpark Group	6	2	0	0	0	1	3	71	75	19	3	7	187	2.7%		46.0%	
CountryWide Homes	17	25	6	4	1	5	19	21	25	13	30	15	181	2.6%		48.6%	
Aspen Ridge Homes	11	15	14	2	3	0	7	8	10	26	34	25	155	2.2%		50.8%	
Sundial Homes	1	0	0	0	0	38	46	7	2	23	5	7	129	1.8%		52.7%	
Minto Developments	11	17	0	8	3	9	20	14	16	8	9	5	120	1.7%		54.4%	
Tribute Communities and Hullmark Developments Limited		62	6	3	1	4	5	6	5	4	4	4	104	1.5%		55.9%	
Context Developments and Metropia							66	0	27	1	9	0	103	1.5%		57.3%	
Norstar		17	35	9	0	2	5	7	6	5	8	5	99	1.4%		58.8%	
Country Homes	0	0	0	0	0	0	0	0	25	21	32	20	98	1.4%		60.1%	
Fernbrook Homes	0	0	8	0	0	6	1	40	2	9	19	9	94	1.3%		61.5%	
Lakeview Homes	16	11	25	0	3	0	2	8	3	13	8	5	94	1.3%		62.8%	
Regal Crest Homes	0	10	3	2	5	2	1	8	8	25	20	10	94	1.3%		64.2%	
Brookfield Residential	2	3	2	2	0	0	4	3	28	17	7	8	76	1.1%		65.3%	
ICON Homes									0	59	10	3	72	1.0%		66.3%	
Times Group Corporation	3	1	1	0	1	0	0	1	14	22	11	16	70	1.0%		67.3%	
Townwood Homes	1	0	0	0	0	0	0	29	30	10	0	0	70	1.0%		68.3%	
	249	475	378	158	448	691	886	812	998	913	564	439	7,011				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 August
Mount Pleasant North - Mattamy Homes	Brampton	Detached	30'	4
			38'	14
		Townhouse	20'	7
			23'	10
		Total		35
Estates of DuBerry - Front Door Developments	Pickering	Detached	32'	12
			36'	11
		Total		23
Prosperity Park - Daniels Corporation	Brampton	Townhouse	17'	22
				22
West Country - Country Homes	Milton	Detached	38'	1
		Semi Detached	24'	8
		Townhouse	20'	4
			21'	7
		Total		20
Pavilia Park - Times Group Corporation	Markham	Townhouse	20'	16
				16
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	40'	10
			50'	0
			60'	0
		Townhouse	21'	2
		Total		12
Mayfield Village - Aspen Ridge Homes	Brampton	Detached	38'	6
			45'	1
		Semi Detached	30'	1
		Townhouse	25'	2
		Total		10
Chelsea Hill of West Whitby - Tribute Communities	Whitby	Detached	40'	2
		Semi Detached	23'	2
		Townhouse	22'	5
		Total		9
Westfield - Great Gulf	Brampton	Detached	34'	4
			38'	0
		Semi Detached	24'	5
		Total		9
Preserve - Remington Homes	Oakville	Detached	34'	2
			38'	1
			45'	2
		Townhouse	20'	0
			23'	3
		Total		8

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	August 2019					August 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	5		3	2	10	1		0	0	1
	Brock	0				0	0				0
	Clarington	17	0	0	3	20	1	0	0	2	3
	Oshawa	5		0	15	20	2		0	0	2
	Pickering	33		0	8	41	0			1	1
	Scugog	2	0			2	0	2			2
	Uxbridge	0			1	1	0			0	0
	Whitby	8		2	17	27	12		0	10	22
	Total	70	0	5	46	121	16	2	0	13	31
Halton	Burlington	1		0	2	3				0	0
	Halton Hills	0				0	0				0
	Milton	2		10	16	28	6		1	19	26
	Oakville	18			9	27	1			8	9
	Total	21		10	27	58	7		1	27	35
Peel	Brampton	48	3	12	54	117	28	0	6	12	46
	Caledon	5		1	0	6	5		0	8	13
	Mississauga	0		0	0	0	0		0	4	4
	Total	53	3	13	54	123	33	0	6	24	63
Toronto	East York										
	Etobicoke	0			4	4	0			2	2
	North York	0			14	14	0			4	4
	Old Toronto				0	0			1	1	2
	Scarborough	2				2					
	York										
	Total	2			18	20	0		1	7	8
York	Aurora	8			2	10	1			0	1
	East Gwillimbury	9		0	9	18	3		0	3	6
	Georgina	5		2	3	10	16			0	16
	King	0			0	0	0				0
	Markham	0			27	27	0			3	3
	Newmarket	2	0		3	5	0	0		0	0
	Richmond Hill	8	0	2	9	19	0		0	7	7
	Vaughan	11	0	0	12	23	6	0	4	1	11
	Whitchurch-Stouffville	0			5	5	0			0	0
	Total	43	0	4	70	117	26	0	4	14	44
Grand Total		189	3	32	215	439	82	2	12	85	181

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	95		14	24	133	69		16	45	130
	Brock	2				2	1				1
	Clarington	123	2	0	76	201	276	10	0	171	457
	Oshawa	59		0	88	147	156		0	164	320
	Pickering	103		12	138	253	119		25	51	195
	Scugog	22	6			28	36	21			57
	Uxbridge	3			13	16	12			41	53
	Whitby	245		97	203	545	222		35	128	385
	Total	652	8	123	542	1,325	891	31	76	600	1,598
Halton	Burlington	4		0	51	55	0		1	24	25
	Halton Hills	18				18	48				48
	Milton	229		110	375	714	31		38	36	105
	Oakville	377			254	631	168			39	207
	Total	628		110	680	1,418	247		39	99	385
Peel	Brampton	727	5	269	580	1,581	247	4	64	199	514
	Caledon	181		77	49	307	61		1	15	77
	Mississauga	11		18	39	68	30		25	60	115
	Total	919	5	364	668	1,956	338	4	90	274	706
Toronto	East York										
	Etobicoke	25			109	134	5			29	34
	North York	3	1	46	139	189	51			153	204
	Old Toronto			1	4	5				1	1
	Scarborough	10				10	24				24
	York										
	Total	38	1	47	252	338	80			183	263
York	Aurora	159			18	177	132			20	152
	East Gwillimbury	162		15	55	232	134		69	77	280
	Georgina	113		2	11	126	126		10	30	166
	King	1			45	46	12			8	20
	Markham	1			212	213	12			158	170
	Newmarket	47	10		25	82	27	2		12	41
	Richmond Hill	96	2	21	240	359	115	6	24	113	258
	Vaughan	308	9	5	177	499	150	15	10	144	319
	Whitchurch-Stouffville	135			105	240	62			30	92
	Total	1,022	21	43	888	1,974	770	23	113	592	1,498
Grand Total		3,259	35	687	3,030	7,011	2,326	58	318	1,748	4,450

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