



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of September 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Sep-19		Sep-18		Change
High Rise	2,107		1,520		38.6%
Low Rise	954		249		283.1%
Total	3,061		1,769		73.0%
Year to Date Sales	Jan.-Sep. 2019		Jan.-Sep. 2018		Y/Y Change
High Rise	17,796		14,184		25.5%
Low Rise	6,656		2,749		142.1%
Total	24,452		16,933		44.4%
Year to Date Supply	Jan.-Sep. 2019		Jan.-Sep. 2018		Y/Y Change
High Rise	20,148		17,567		14.7%
Low Rise	6,541		3,969		64.8%
Total	26,689		21,536		23.9%
Year to Date Completions	Jan.-Sep. 2019		Jan.-Sep. 2018		Y/Y Change
High Rise	16,317		11,849		37.7%
Remaining Inventory	Sep-19	Aug-19	Sep-18	M/M Change	Y/Y Change
High Rise	13,715	12,657	10,414	8.4%	31.7%
Low Rise	5,030	4,478	4,947	12.3%	1.7%
Total	18,745	17,135	15,361	9.4%	22.0%
Benchmark Price	Sep-19	Aug-19	Sep-18	M/M Change	Y/Y Change
High Rise	\$841,159	\$840,799	\$789,643	0.0%	6.5%
Low Rise	\$1,081,175	\$1,083,358	\$1,119,533	-0.2%	-3.4%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	11	349	274	156	
High Rise Units	3,237	92,732	72,670	41,409	
% Sold*	45%	81%	93%	70%	
Low Rise Projects	18	296			
Low Rise Units	960	32,363			
% Sold*	41%	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.

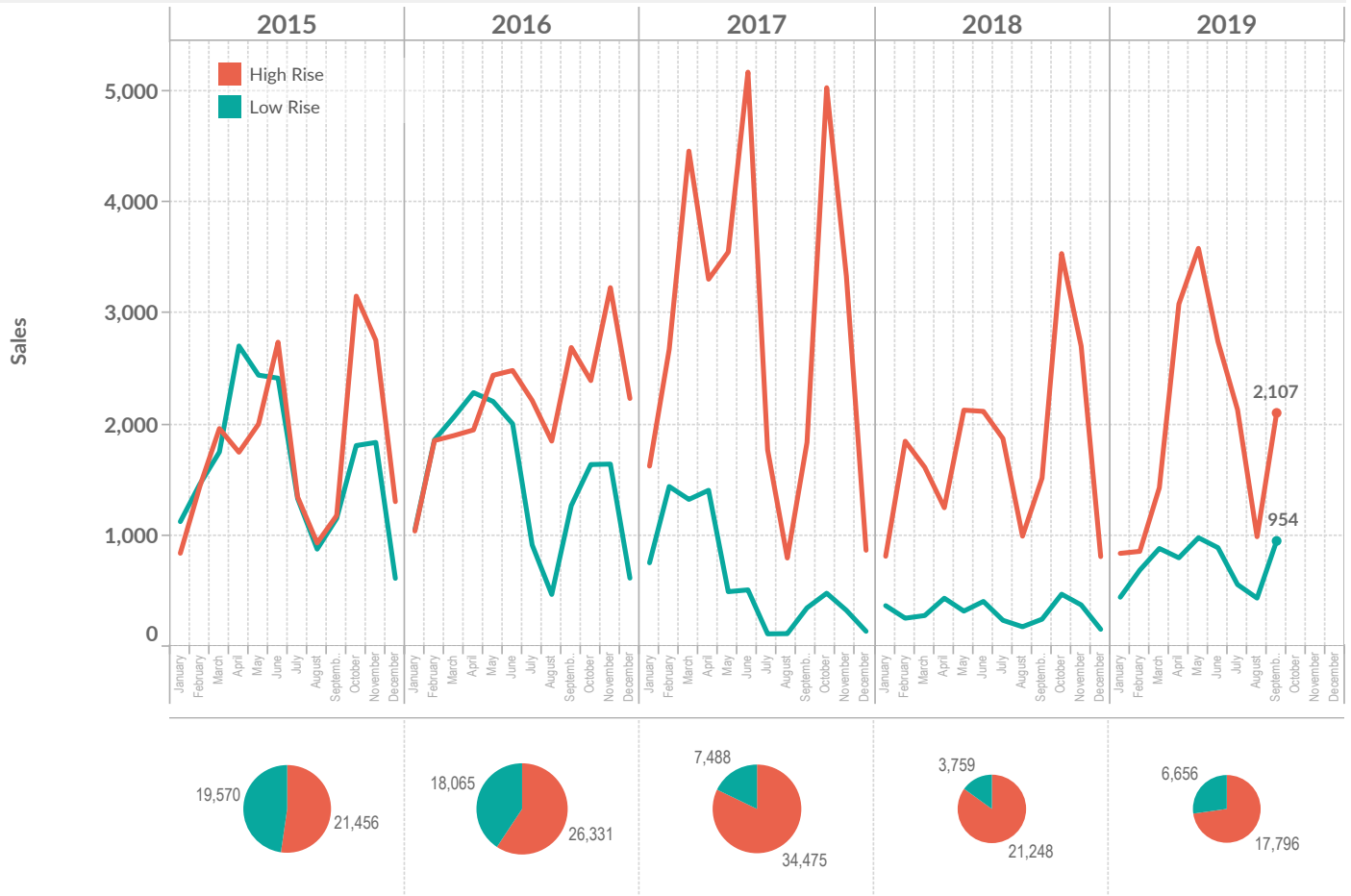
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

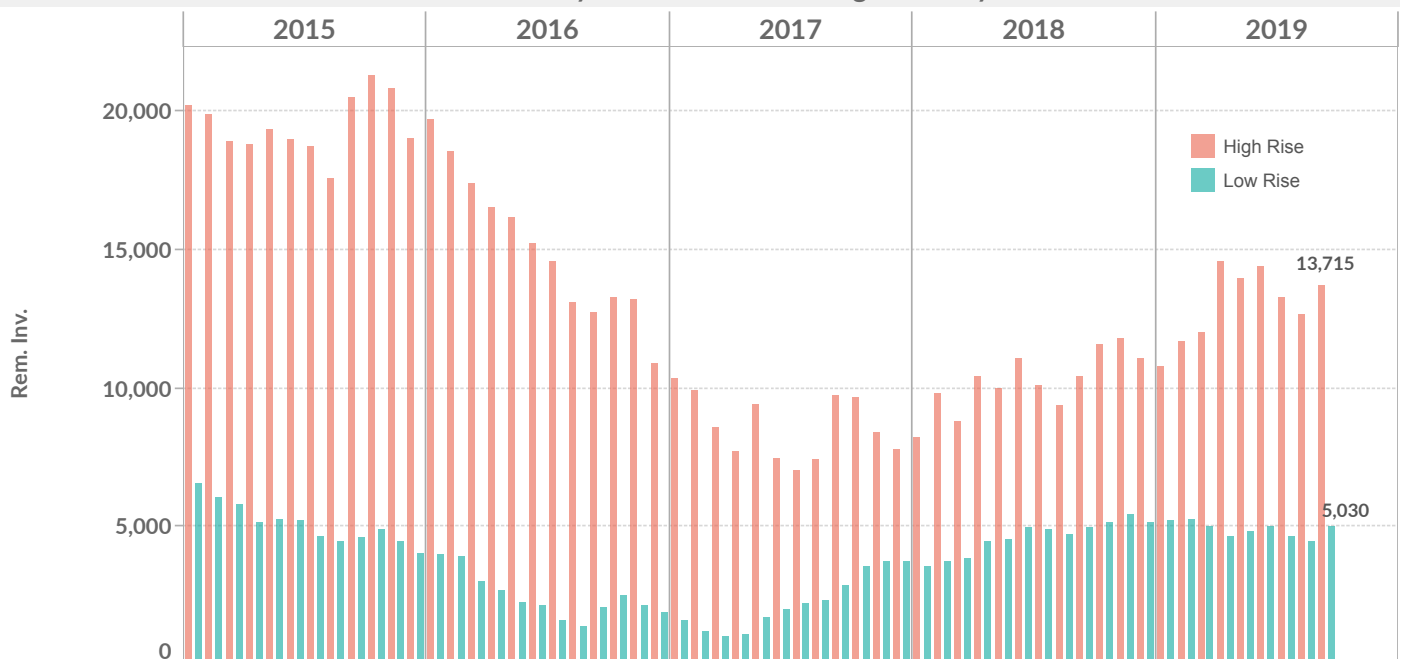
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

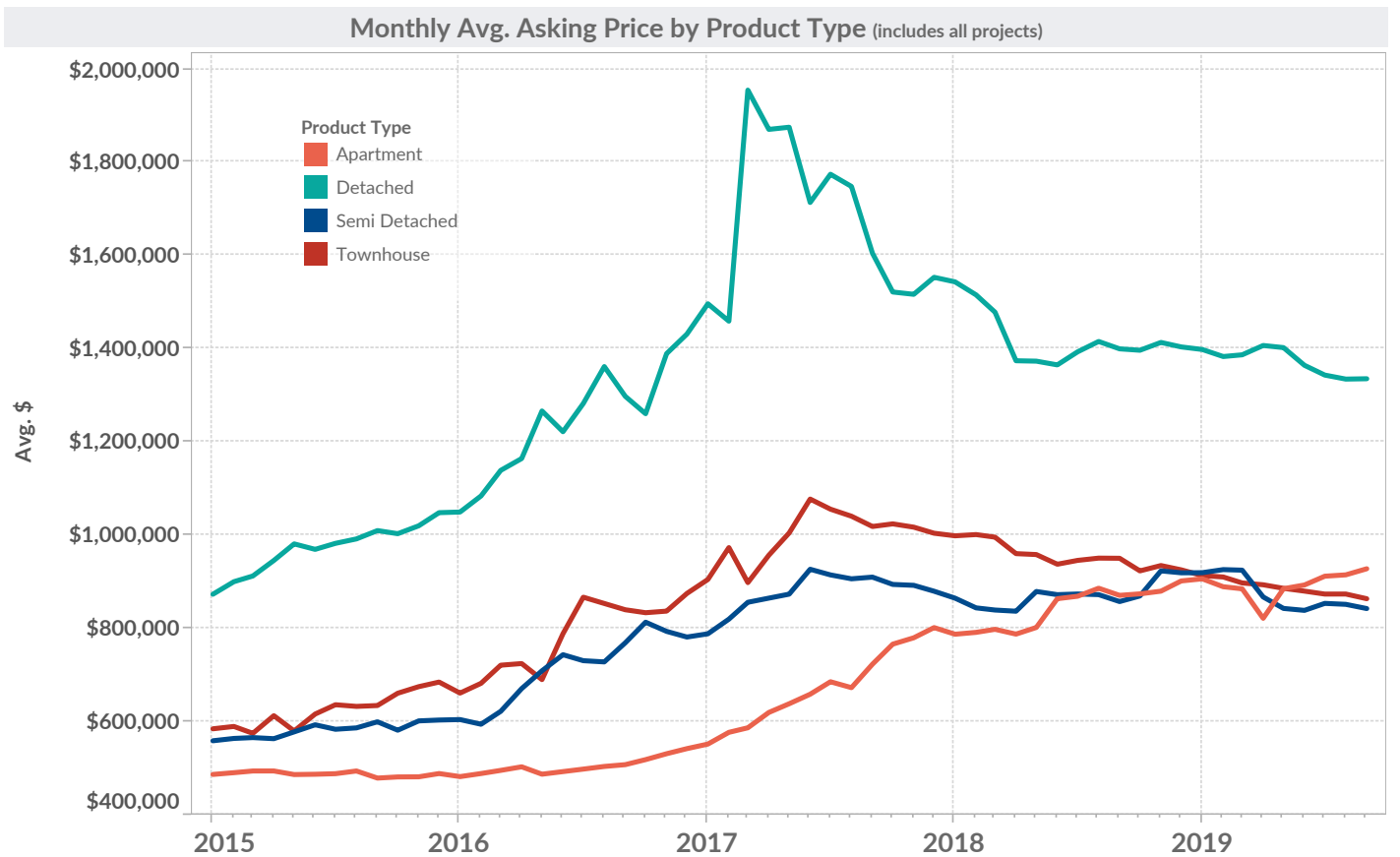
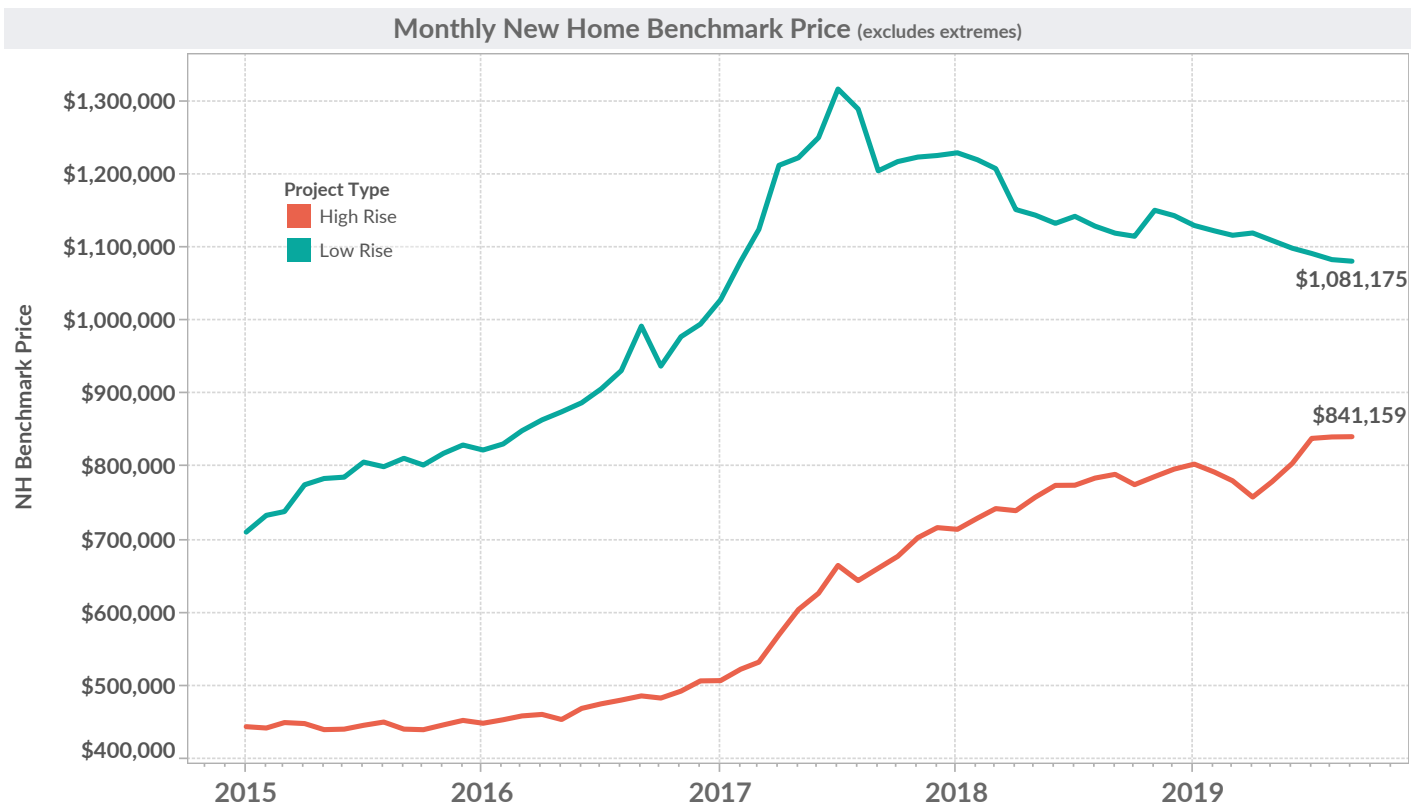
GTA - Monthly New Home Sales



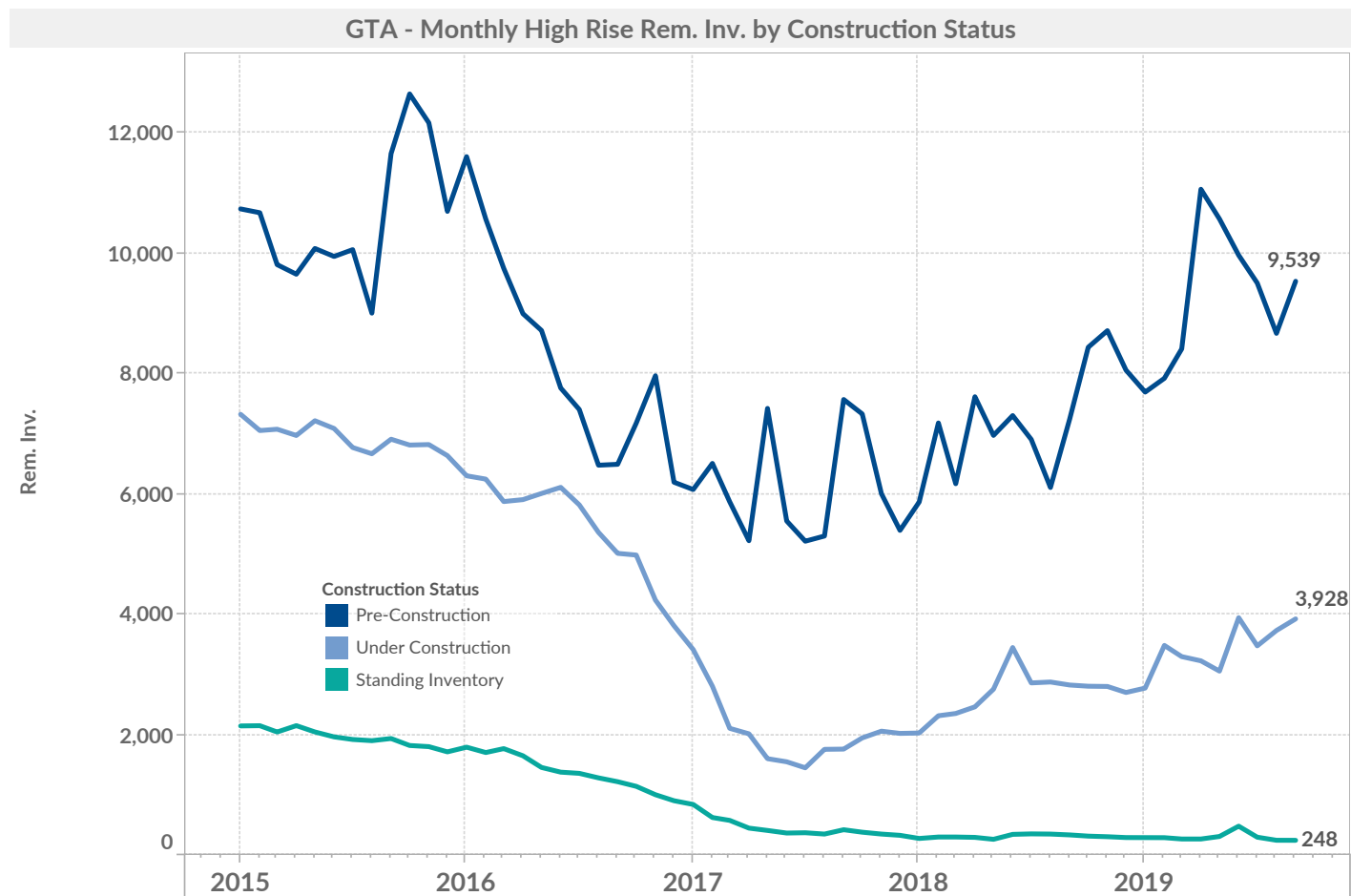
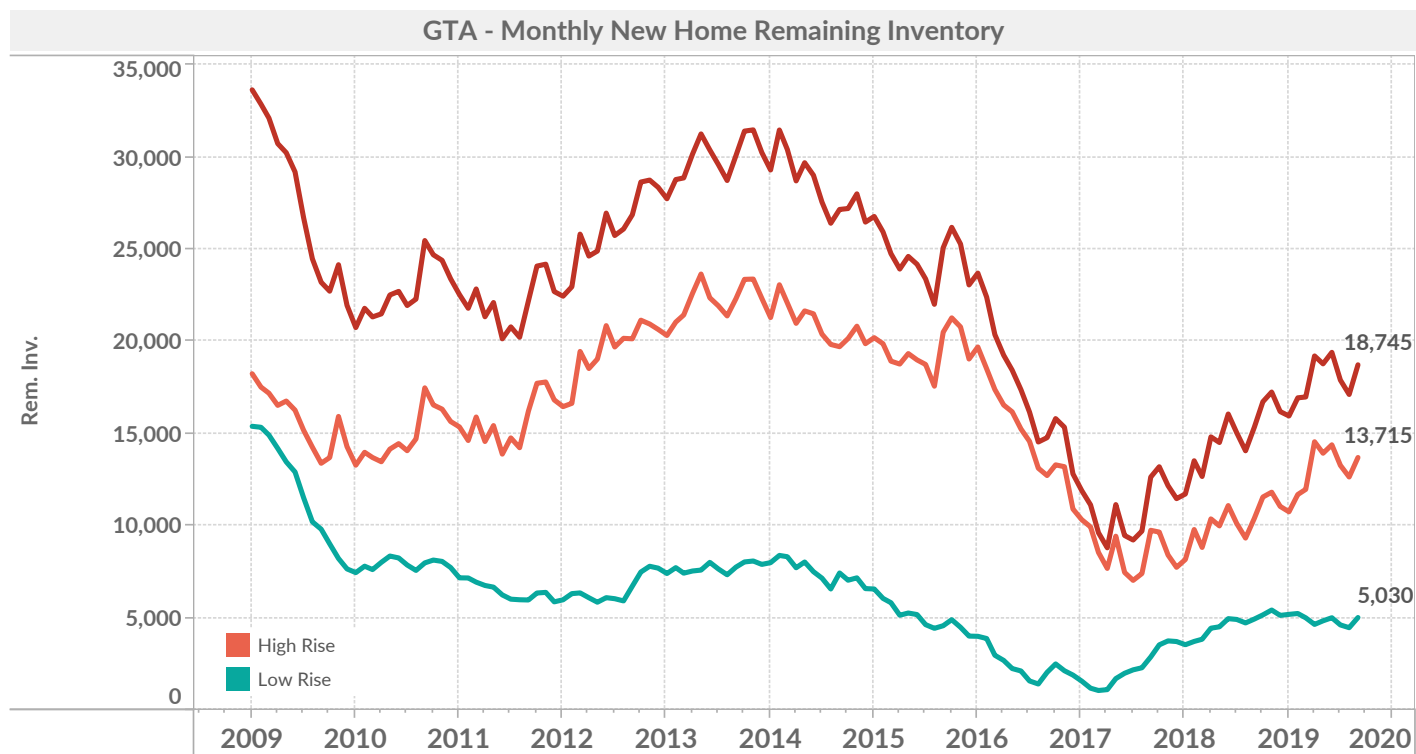
GTA - Monthly New Home Remaining Inventory



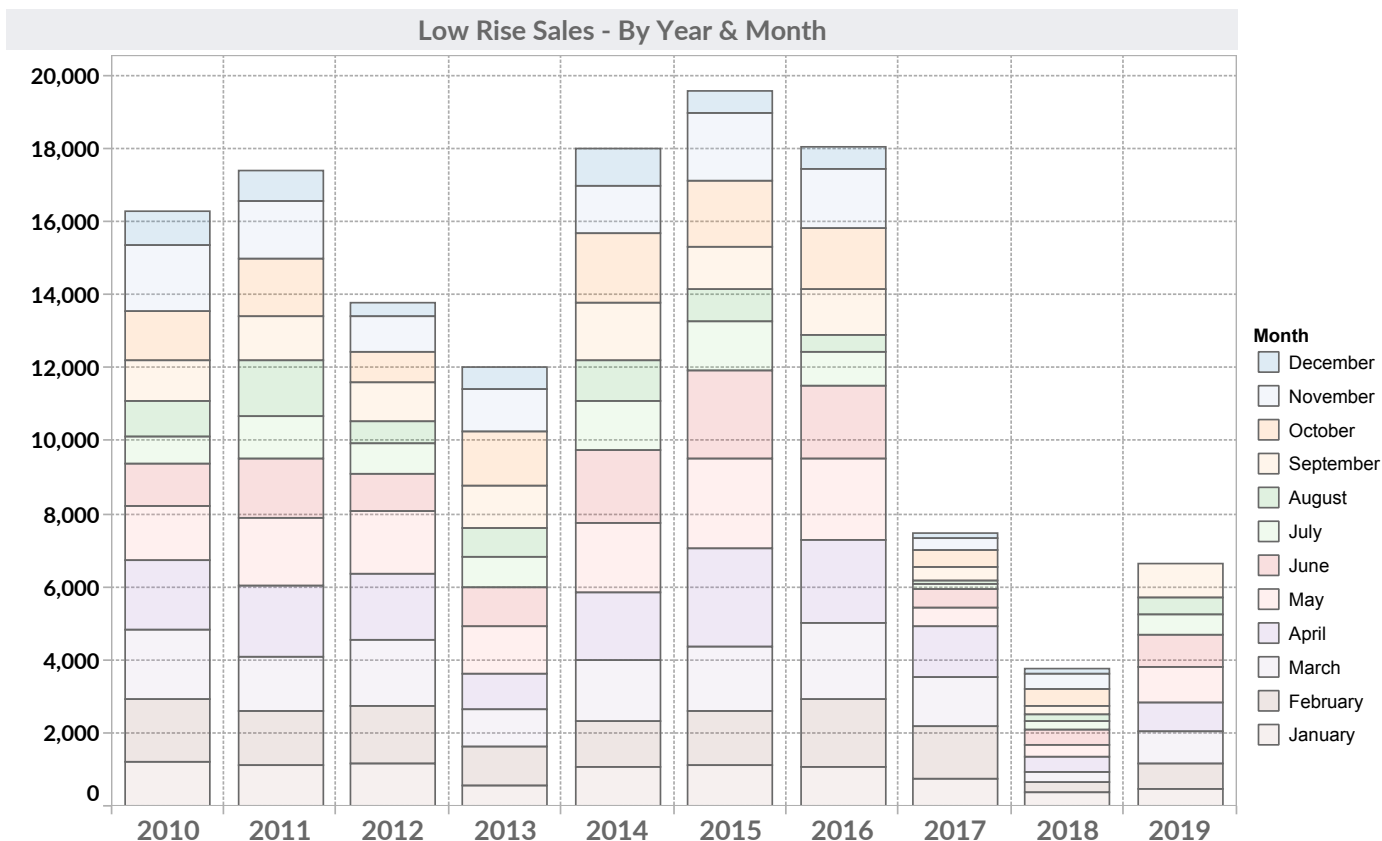
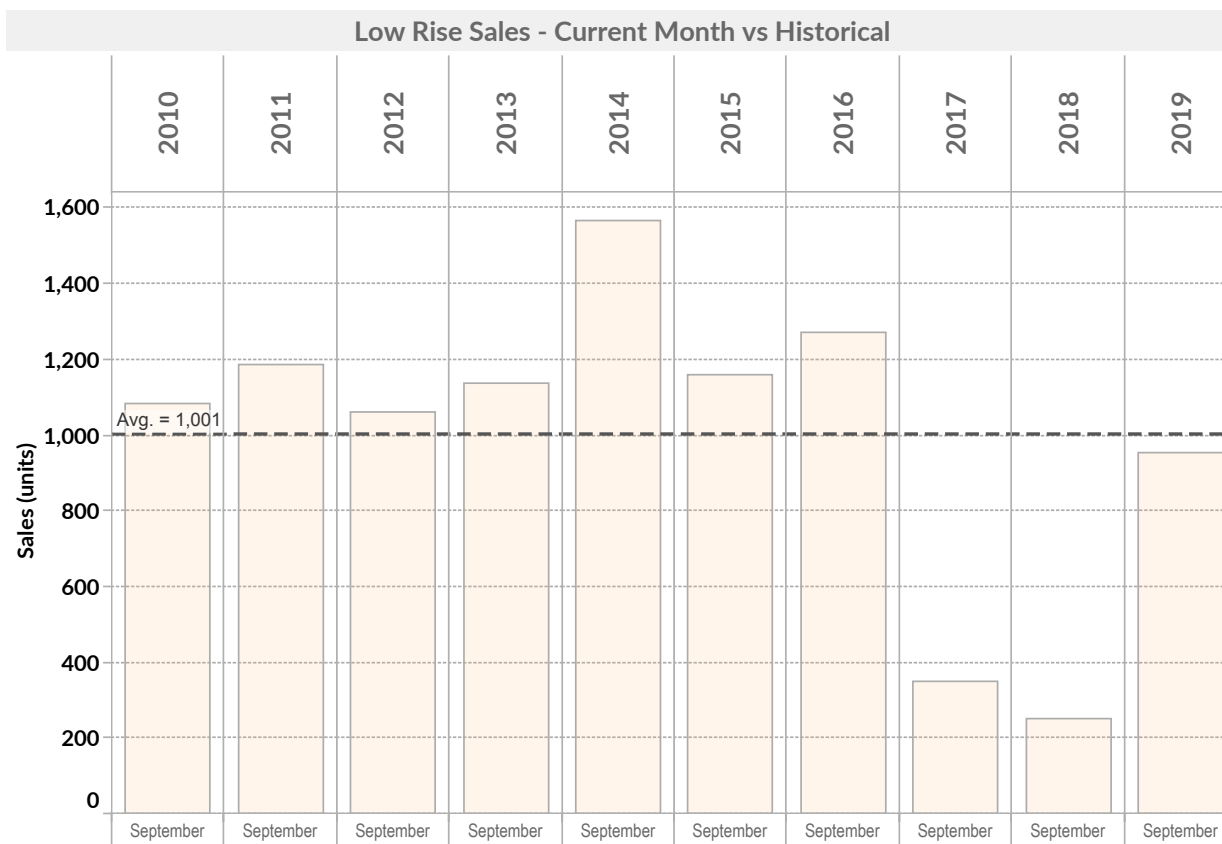
Pricing



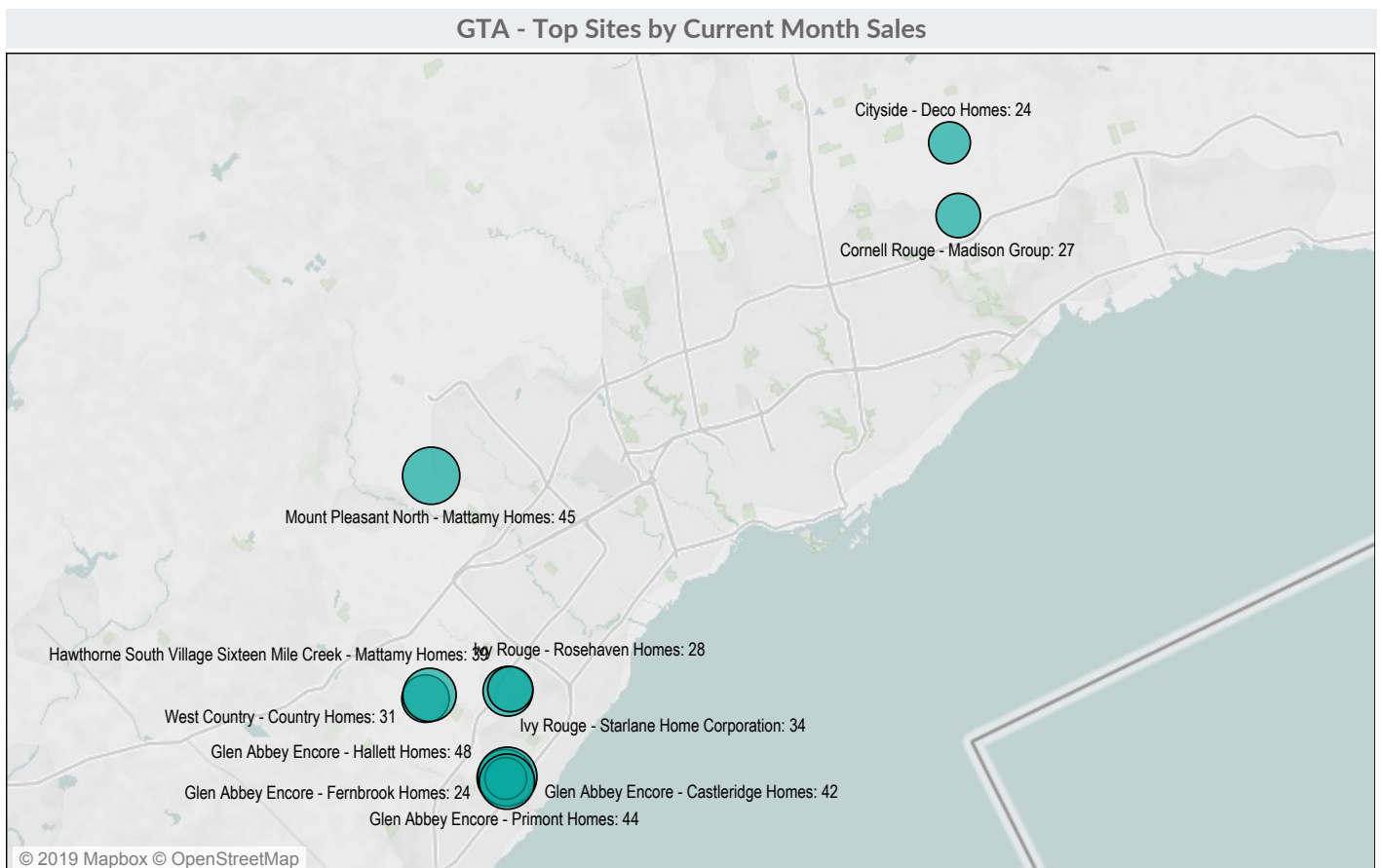
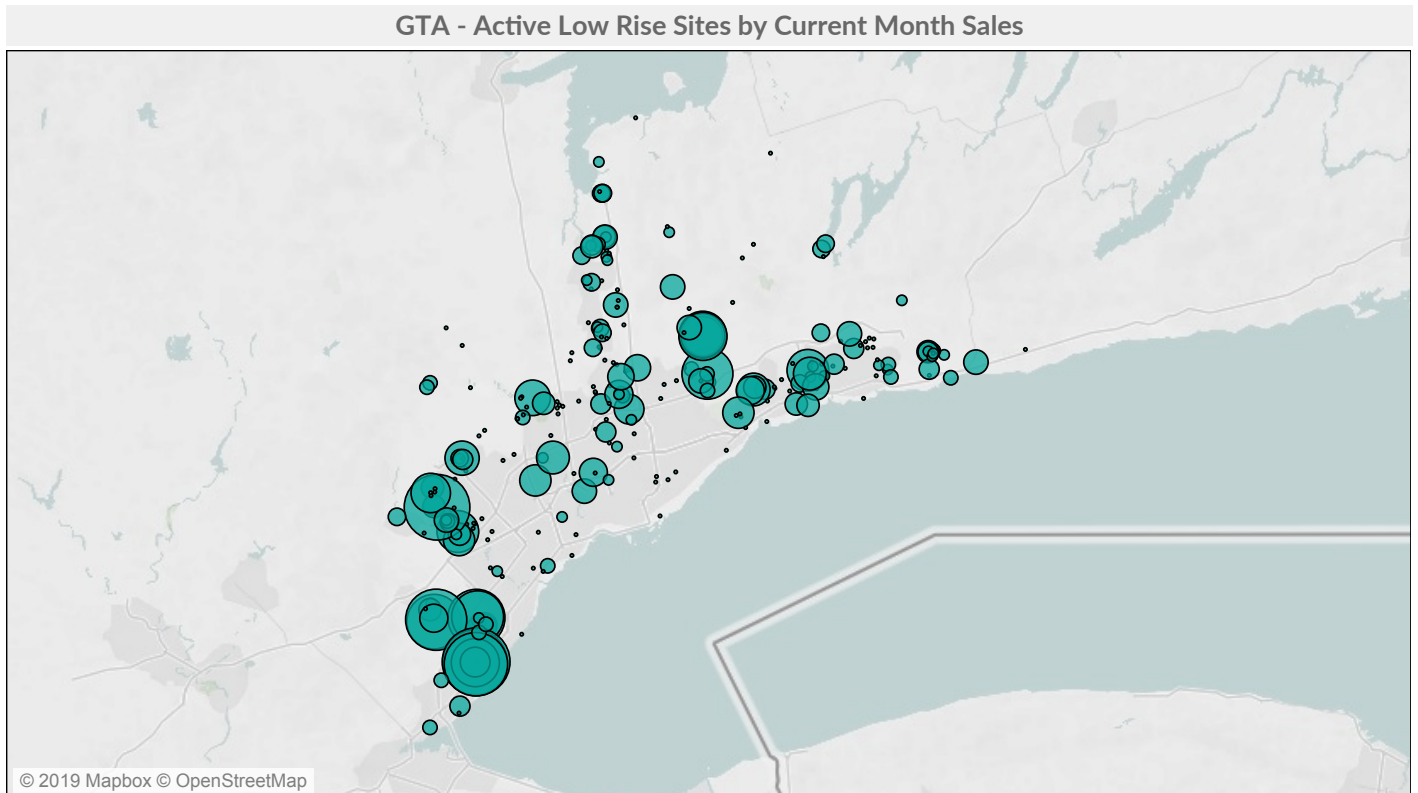
Remaining Inventory



Historical Sales Comparison



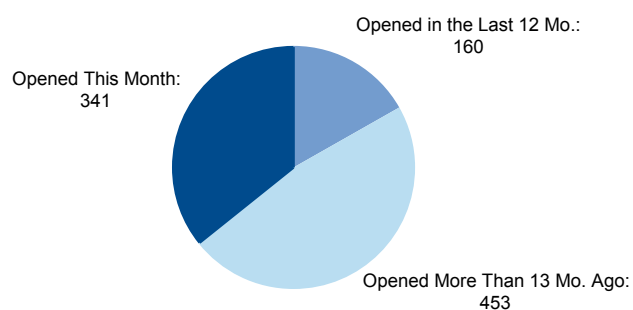
Current Sites



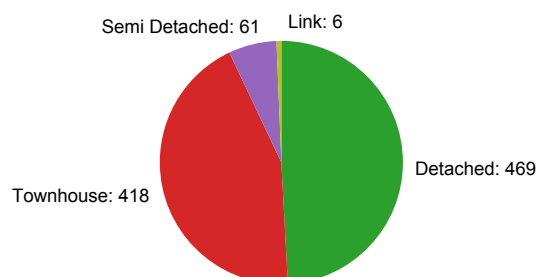
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

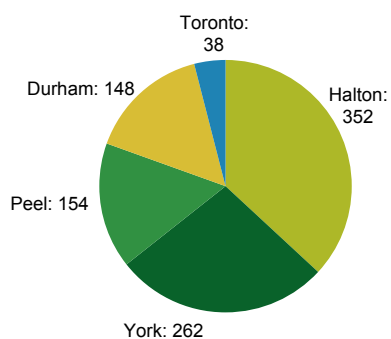
Sales by Opening Date



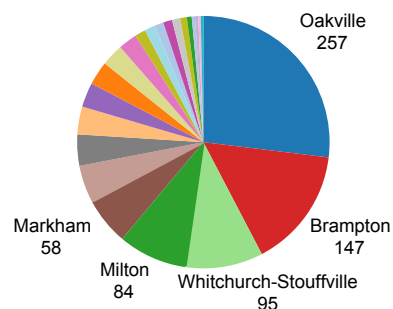
Sales by Product Type



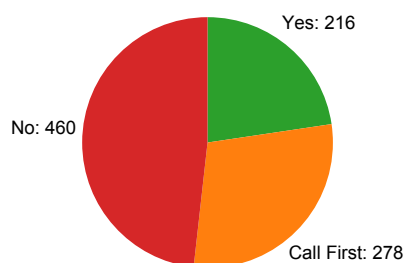
Sales by Region



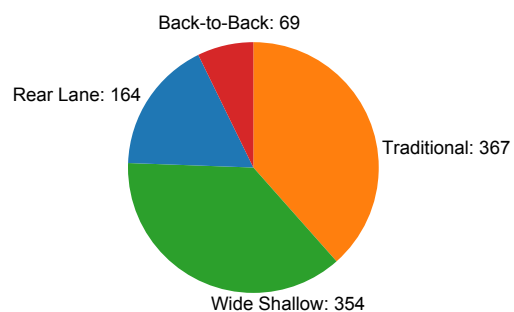
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



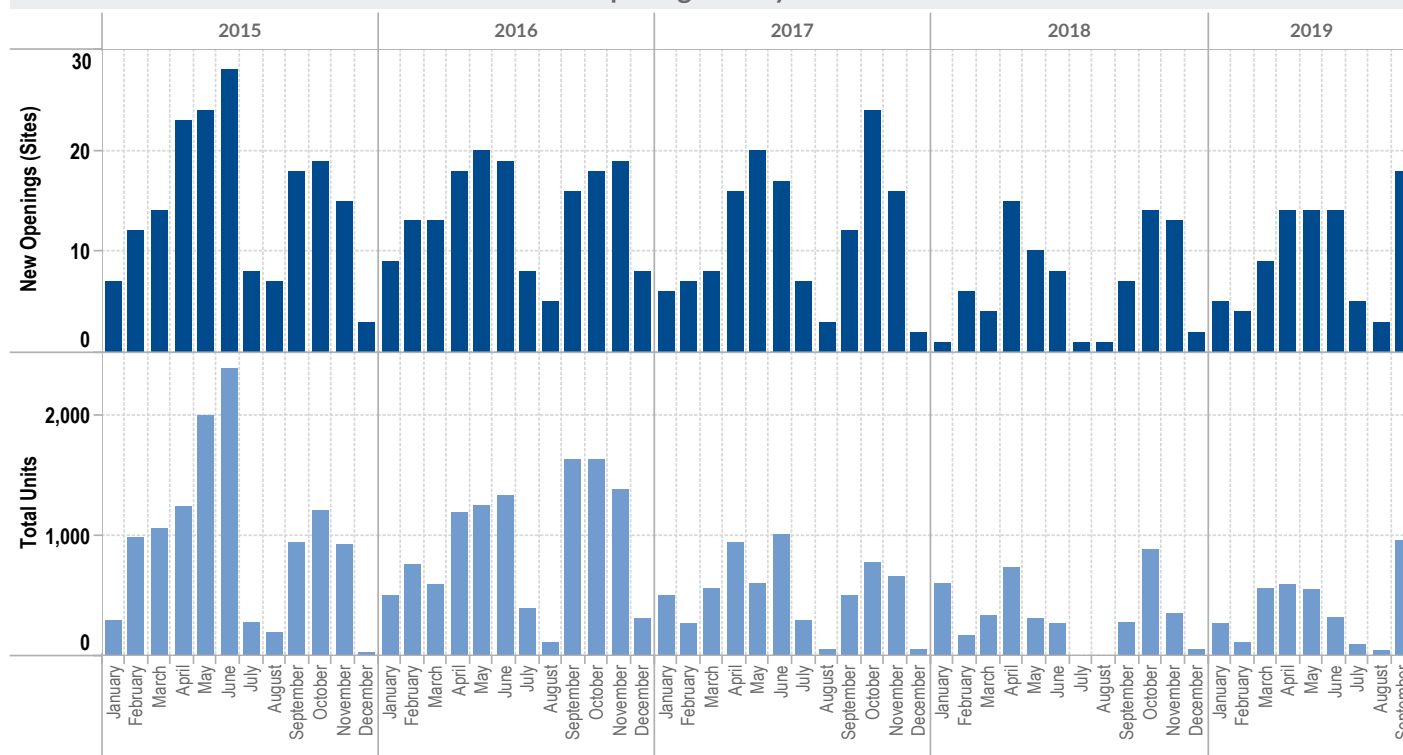
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Parkside Towns at Saturday - Mattamy Homes	Condominium	North York	9/14/2019	38	8	30	\$685
Cityside - Deco Homes	Freehold	Whitchurch-Stouf..	9/21/2019	27	24	3	\$414
Cityside - Fieldgate Homes	Freehold	Whitchurch-Stouf..	9/21/2019	44	20	24	\$412
Cityside - Opus Homes	Freehold	Whitchurch-Stouf..	9/21/2019	25	16	9	\$398
Cityside - Starlane Home Corporation	Freehold	Whitchurch-Stouf..	9/21/2019	50	23	27	\$357
Cornell Rouge - Madison Group	Freehold	Markham	9/21/2019	13	6	7	\$391
Glen Abbey Encore - Castleridge Homes	Freehold	Oakville	9/21/2019	43	42	1	\$470
Glen Abbey Encore - CountryWide Homes	Freehold	Oakville	9/21/2019	26	9	17	\$486
Glen Abbey Encore - Fernbrook Homes	Freehold	Oakville	9/21/2019	43	24	19	\$434
Glen Abbey Encore - Hallett Homes	Freehold	Oakville	9/21/2019	61	48	13	\$474
Glen Abbey Encore - Lindvest	Freehold	Oakville	9/21/2019	59	0	59	\$395
Glen Abbey Encore - Primont Homes	Freehold	Oakville	9/21/2019	48	44	4	\$392
Whitby Meadows - Great Gulf	Freehold	Whitby	9/21/2019	20	10	10	\$335
Klein Estates - Lindvest	Freehold	Vaughan	9/25/2019	66	5	61	\$441
Ivy Rouge - Rosehaven Homes	Freehold	Oakville	9/28/2019	106	28	78	\$401
Ivy Rouge - Starlane Home Corporation	Freehold	Oakville	9/28/2019	104	34	70	\$426
Three Rivers Claireville - National Homes *	Freehold Commo..	Brampton	9/28/2019	123	0	123	
Trailways - Sorbara	Freehold	Whitchurch-Stouf..	9/28/2019	64	0	64	\$359
Grand Total				960	341	619	\$426

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	115				1,134	17.0%		17.0%	
Treasure Hill	1	52	126	50	155	36	39	19	5				483	7.3%		24.3%	
Great Gulf	33	53	99	30	67	73	48	22	48				473	7.1%		31.4%	
Fieldgate Homes	5	8	8	61	63	125	6	0	26				302	4.5%		35.9%	
Paradise Developments	0	0	107	60	86	2	0	0	0				255	3.8%		39.8%	
Greenpark Group	0	1	3	71	75	19	3	7	4				183	2.7%		42.5%	
CountryWide Homes	1	5	19	20	25	13	30	22	24				159	2.4%		44.9%	
Conservatory Group	15	25	22	27	21	19	10	3	13				155	2.3%		47.2%	
Aspen Ridge Homes	3	0	7	8	10	26	34	25	28				141	2.1%		49.4%	
Sundial Homes	0	38	46	7	2	23	5	6	6				133	2.0%		51.4%	
Country Homes	0	0	0	0	25	21	32	20	31				129	1.9%		53.3%	
Fernbrook Homes	0	6	1	40	2	9	19	9	40				126	1.9%		55.2%	
Context Developments and Metropia			66	0	27	1	9	0	1				104	1.6%		56.7%	
Regal Crest Homes	5	2	1	7	8	25	20	10	20				98	1.5%		58.2%	
Minto Developments	3	9	20	14	16	8	9	5	7				91	1.4%		59.6%	
ICON Homes					0	59	10	3	10				82	1.2%		60.8%	
Brookfield Residential	0	0	4	3	28	17	7	8	10				77	1.2%		62.0%	
Starlane Home Corporation	3	1	3	5	4	0	2	2	57				77	1.2%		63.1%	
Primont Homes	2	3	2	7	7	5	2	2	46				76	1.1%		64.3%	
Townwood Homes	0	0	0	29	30	9	0	0	7				75	1.1%		65.4%	
Times Group Corporation	1	0	0	1	14	22	11	16	9				74	1.1%		66.5%	
Royal Pine Homes	17	0	24	8	8	11	0	1	0				69	1.0%		67.5%	
	447	691	886	802	983	893	561	439	954				6,656				

Top Builders - Last 12 Months

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

	2018			2019										Total				
Builder	October	November	December	January	February	March	April	May	June	July	August	September	Market Share %			Cum. Mkt. Share %		
Mattamy Homes	64	64	16	254	371	125	36	27	118	31	57	115	1,278		16.7%		16.7%	
Great Gulf	21	15	8	33	53	99	30	67	73	48	22	48	517		6.7%		23.4%	
Treasure Hill	13	19	1	1	52	126	50	155	36	39	19	5	516		6.7%		30.1%	
Fieldgate Homes	11	11	2	5	8	8	61	63	125	6	0	26	326		4.3%		34.4%	
Paradise Developments	62	0	0	0	0	107	60	86	2	0	0	0	317		4.1%		38.5%	
Conservatory Group	17	23	8	15	25	22	27	21	19	10	3	13	203		2.6%		41.2%	
CountryWide Homes	25	6	4	1	5	19	20	25	13	30	22	24	194		2.5%		43.7%	
Greenpark Group	2	0	0	0	1	3	71	75	19	3	7	4	185		2.4%		46.1%	
Aspen Ridge Homes	15	14	2	3	0	7	8	10	26	34	25	28	172		2.2%		48.4%	
Fernbrook Homes	0	8	0	0	6	1	40	2	9	19	9	40	134		1.7%		50.1%	
Sundial Homes	0	0	0	0	38	46	7	2	23	5	6	6	133		1.7%		51.9%	
Country Homes	0	0	0	0	0	0	0	25	21	32	20	31	129		1.7%		53.5%	
Minto Developments	17	0	8	3	9	20	14	16	8	9	5	7	116		1.5%		55.0%	
Tribute Communities and Hullmark Developments Limited	62	6	3	1	4	5	5	7	4	4	4	10	115		1.5%		56.5%	
Regal Crest Homes	10	3	2	5	2	1	7	8	25	20	10	20	113		1.5%		58.0%	
Context Developments and Metropia						66	0	27	1	9	0	1	104		1.4%		59.4%	
Norstar	17	35	9	0	2	5	7	6	5	8	5	0	99		1.3%		60.7%	
Primont Homes	0	9	2	2	3	2	7	7	5	2	2	46	87		1.1%		61.8%	
Brookfield Residential	3	2	2	0	0	4	3	28	17	7	8	10	84		1.1%		62.9%	
Lakeview Homes	11	25	0	3	0	2	8	3	12	7	5	8	84		1.1%		64.0%	
ICON Homes								0	59	10	3	10	82		1.1%		65.1%	
Starlane Home Corporation	0	1	2	3	1	3	5	4	0	2	2	57	80		1.0%		66.1%	
	474	378	158	447	691	886	802	983	893	561	439	954	7,666					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 September
Glen Abbey Encore - Hallett Homes	Oakville	Detached	60'	6
		Townhouse	20'	42
		Total		48
Mount Pleasant North - Mattamy Homes	Brampton	Detached	30'	9
			38'	24
		Townhouse	20'	3
			23'	9
		Total		45
Glen Abbey Encore - Primont Homes	Oakville	Detached	36'	5
			38'	38
			42'	1
		Total		44
Glen Abbey Encore - Castleridge Homes	Oakville	Townhouse	21'	42
		Total		42
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	0
			34'	0
			36'	0
			43'	0
		Townhouse	20'	4
			23'	35
		Total		39
Ivy Rouge - Starlane Home Corporation	Oakville	Detached	31'	0
			35'	8
			41'	12
		Townhouse	21'	10
			23'	0
			24'	4
		Total		34
West Country - Country Homes	Milton	Detached	38'	9
		Semi Detached	24'	16
		Townhouse	20'	3
			21'	3
		Total		31
Ivy Rouge - Rosehaven Homes	Oakville	Detached	31'	0
			35'	5
			41'	14
		Townhouse	21'	7
			23'	1
			25'	1
		Total		28

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	September 2019					September 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	9		3	1	13	1		0	0	1
	Brock	0				0	1				1
	Clarington	11	1	0	22	34	2	0	0	0	2
	Oshawa	1		0	10	11	0		0	4	4
	Pickering	19		7	12	38	0			0	0
	Scugog	5	1			6	0	0			0
	Uxbridge	0			0	0	0			1	1
	Whitby	23		13	10	46	17		0	15	32
	Total	68	2	23	55	148	21	0	0	20	41
Halton	Burlington	1		1	6	8				3	3
	Halton Hills	3				3	0				0
	Milton	13		18	53	84	7		2	14	23
	Oakville	129			128	257	0			18	18
	Total	146		19	187	352	7		2	35	44
Peel	Brampton	94	0	17	36	147	25	2	3	4	34
	Caledon	4		0	0	4	10		0	10	20
	Mississauga	0		0	3	3	0		0	2	2
	Total	98	0	17	39	154	35	2	3	16	56
Toronto	East York										
	Etobicoke	1			10	11	1			1	2
	North York	0			27	27	1			2	3
	Old Toronto				0	0			0	2	2
	Scarborough	0				0					
	York										
	Total	1			37	38	2		0	5	7
York	Aurora	7			6	13	1			0	1
	East Gwillimbury	18		0	12	30	25		4	11	40
	Georgina	9		0	1	10	9			1	10
	King	0			0	0	0				0
	Markham	25	4		29	58	0			4	4
	Newmarket	3	0		1	4	2	0		0	2
	Richmond Hill	12	0	2	9	23	0	0	0	29	29
	Vaughan	20	0	0	9	29	4	0	0	8	12
	Whitchurch-Stouffville	62			33	95	3			0	3
	Total	156	4	2	100	262	44	0	4	53	101
Grand Total		469	6	61	418	954	109	2	9	129	249

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	103		17	25	145	63		15	44	122
	Brock	1				1	1				1
	Clarington	132	3	0	98	233	303	9	1	166	479
	Oshawa	58		0	94	152	158		0	154	312
	Pickering	122		19	150	291	138		21	63	222
	Scugog	27	7			34	48	20			68
	Uxbridge	3			12	15	12			41	53
	Whitby	251		109	194	554	202		43	142	387
	Total	697	10	145	573	1,425	925	29	80	610	1,644
Halton	Burlington	4		1	54	59	0		0	18	18
	Halton Hills	21				21	45				45
	Milton	235		125	414	774	26		35	28	89
	Oakville	506			363	869	354			123	477
	Total	766		126	831	1,723	425		35	169	629
Peel	Brampton	797	3	284	611	1,695	220	4	64	328	616
	Caledon	175		77	39	291	82		1	18	101
	Mississauga	11		18	41	70	30		14	44	88
	Total	983	3	379	691	2,056	332	4	79	390	805
Toronto	East York										
	Etobicoke	25			119	144	4			18	22
	North York	2	1	46	160	209	51			176	227
	Old Toronto			1	2	3				1	1
	Scarborough	10				10	24				24
	York										
	Total	37	1	47	281	366	79			195	274
York	Aurora	164			24	188	128			14	142
	East Gwillimbury	158		11	57	226	154		73	77	304
	Georgina	113		0	11	124	107		4	29	140
	King	1			45	46	12			8	20
	Markham	26	4		237	267	9	2		171	182
	Newmarket	47	10		26	83	27	2		11	40
	Richmond Hill	105	2	23	219	349	135	6	22	99	262
	Vaughan	325	9	5	155	494	201	15	10	142	368
	Whitchurch-Stouffville	181			138	319	137			83	220
	Total	1,120	25	39	912	2,096	910	25	109	634	1,678
Grand Total		3,603	39	736	3,288	7,666	2,671	58	303	1,998	5,030

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.