



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of October 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-19		Oct-18		Change
High Rise	3,424		3,538		-3.2%
Low Rise	1,296		466		178.1%
Total	4,720		4,004		17.9%
Year to Date Sales	Jan.-Oct. 2019		Jan.-Oct. 2018		Y/Y Change
High Rise	21,291		17,678		20.4%
Low Rise	7,897		3,211		145.9%
Total	29,188		20,889		39.7%
Year to Date Supply	Jan.-Oct. 2019		Jan.-Oct. 2018		Y/Y Change
High Rise	24,023		22,868		5.1%
Low Rise	8,102		4,661		73.8%
Total	32,125		27,529		16.7%
Year to Date Completions	Jan.-Oct. 2019		Jan.-Oct. 2018		Y/Y Change
High Rise	18,327		13,790		32.9%
Remaining Inventory	Oct-19	Sep-19	Oct-18	M/M Change	Y/Y Change
High Rise	14,323	14,006	11,627	2.3%	23.2%
Low Rise	5,395	5,116	5,214	5.5%	3.5%
Total	19,718	19,122	16,841	3.1%	17.1%
Benchmark Price	Oct-19	Sep-19	Oct-18	M/M Change	Y/Y Change
High Rise	\$833,827	\$841,159	\$775,537	-0.9%	7.5%
Low Rise	\$1,074,791	\$1,081,175	\$1,115,284	-0.6%	-3.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	19	362	268	173	
High Rise Units	4,103	94,645	70,813	45,095	
% Sold*	50%	81%	93%	70%	
Low Rise Projects	19	308			
Low Rise Units	518	32,753			
% Sold*	45%	84%			

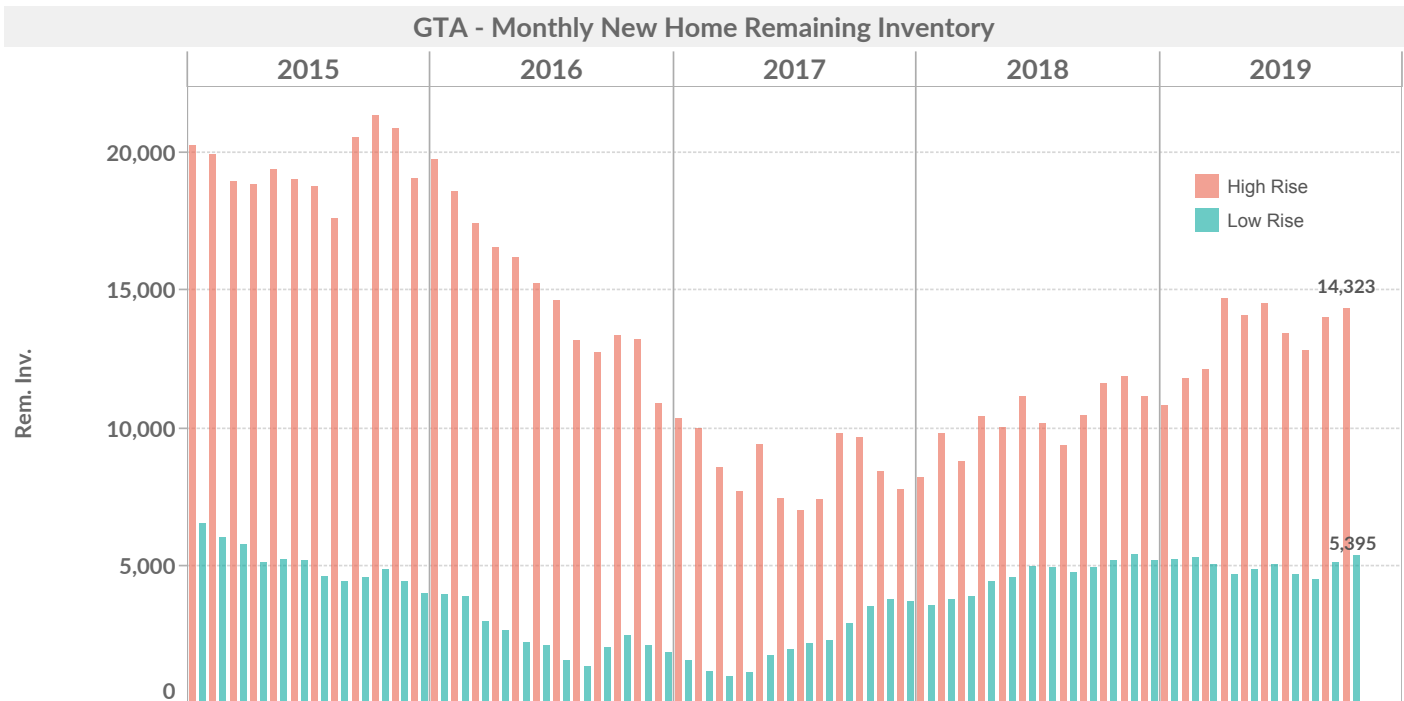
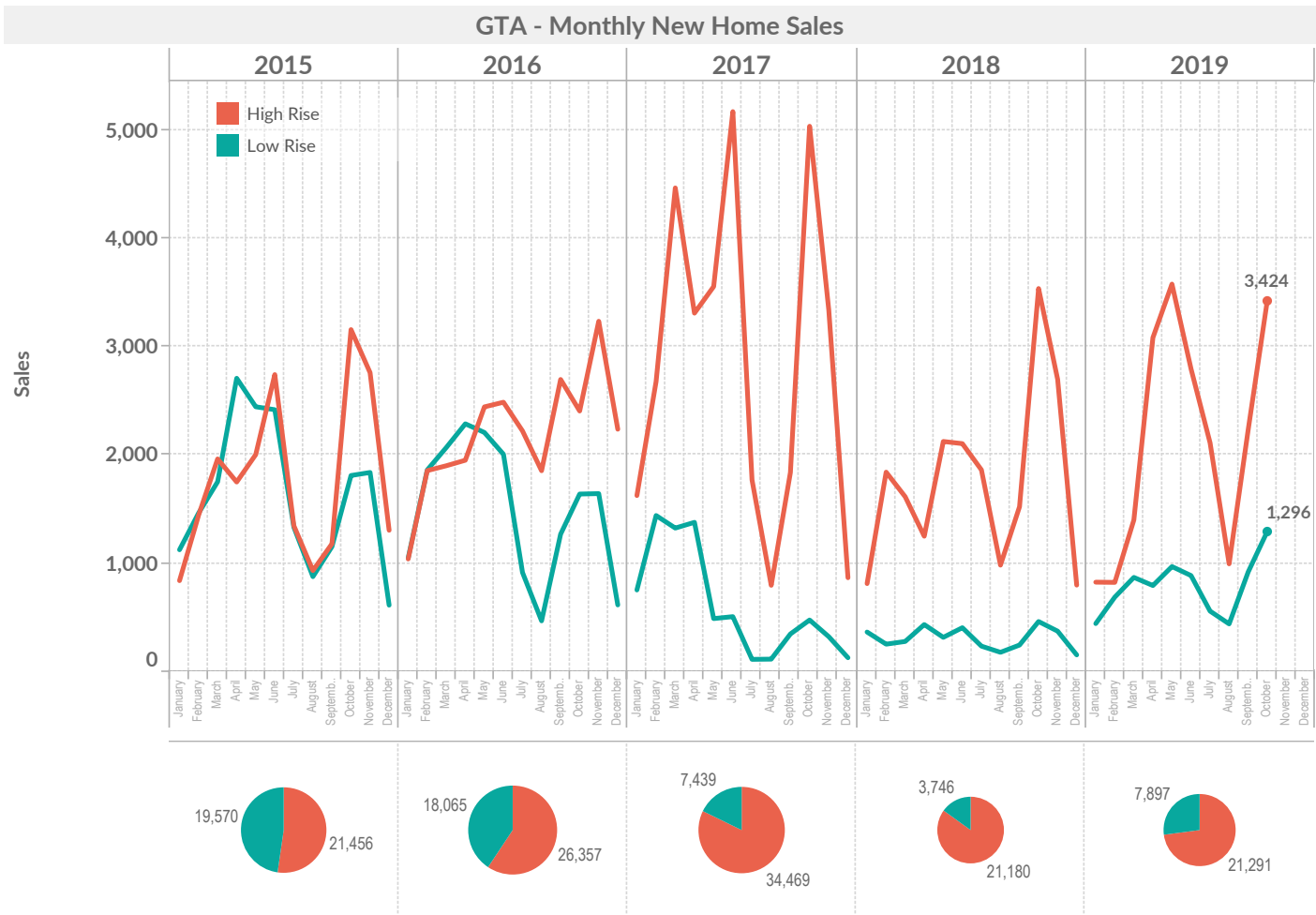
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

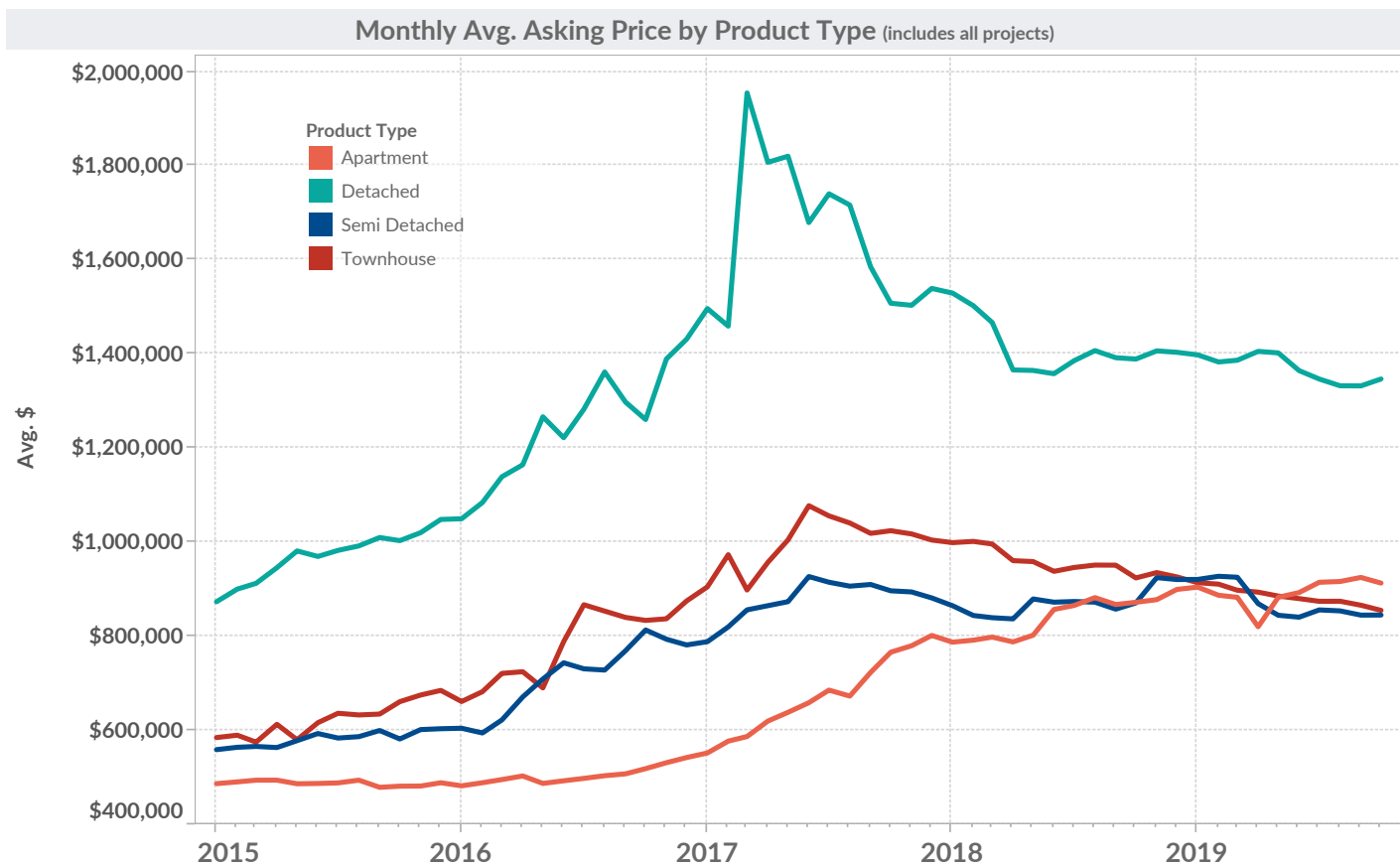
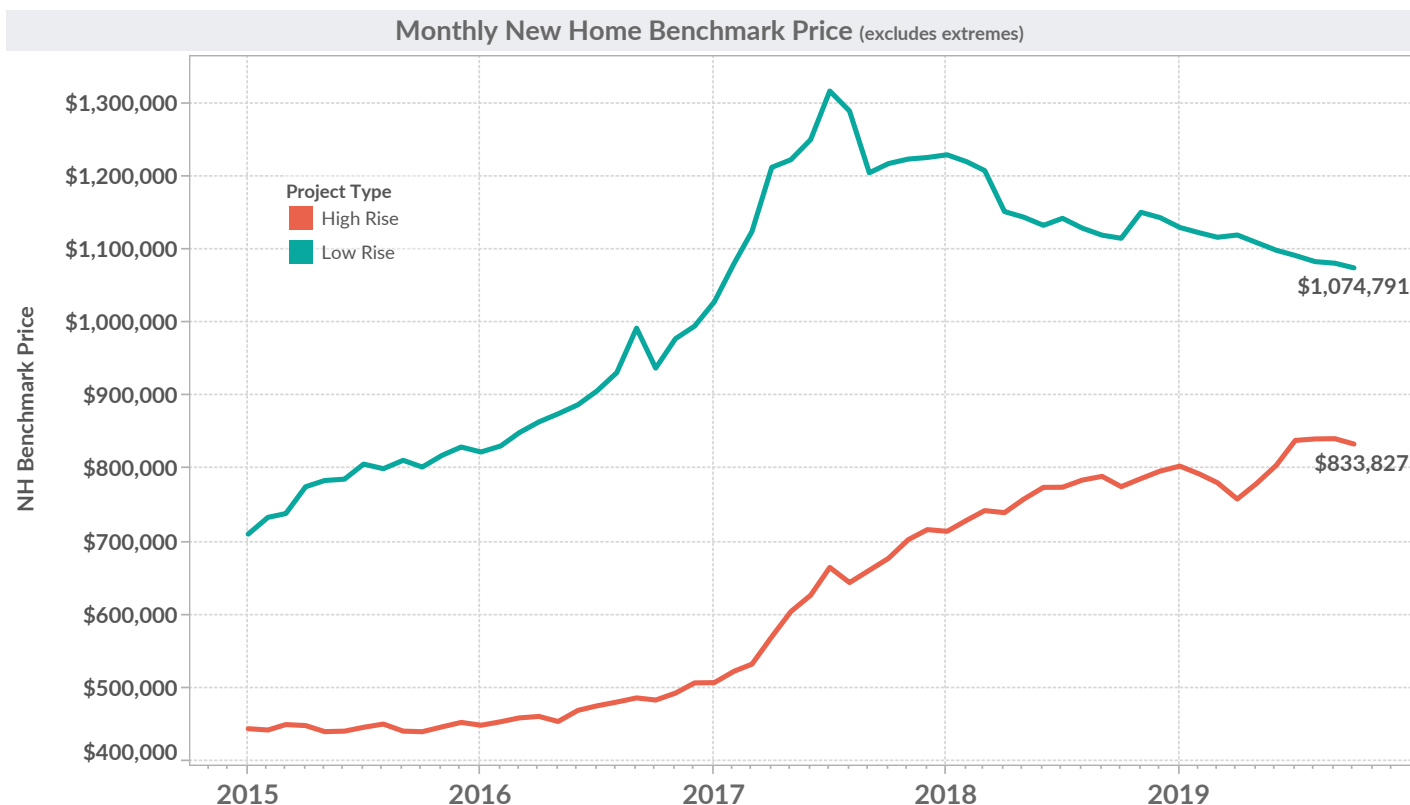
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

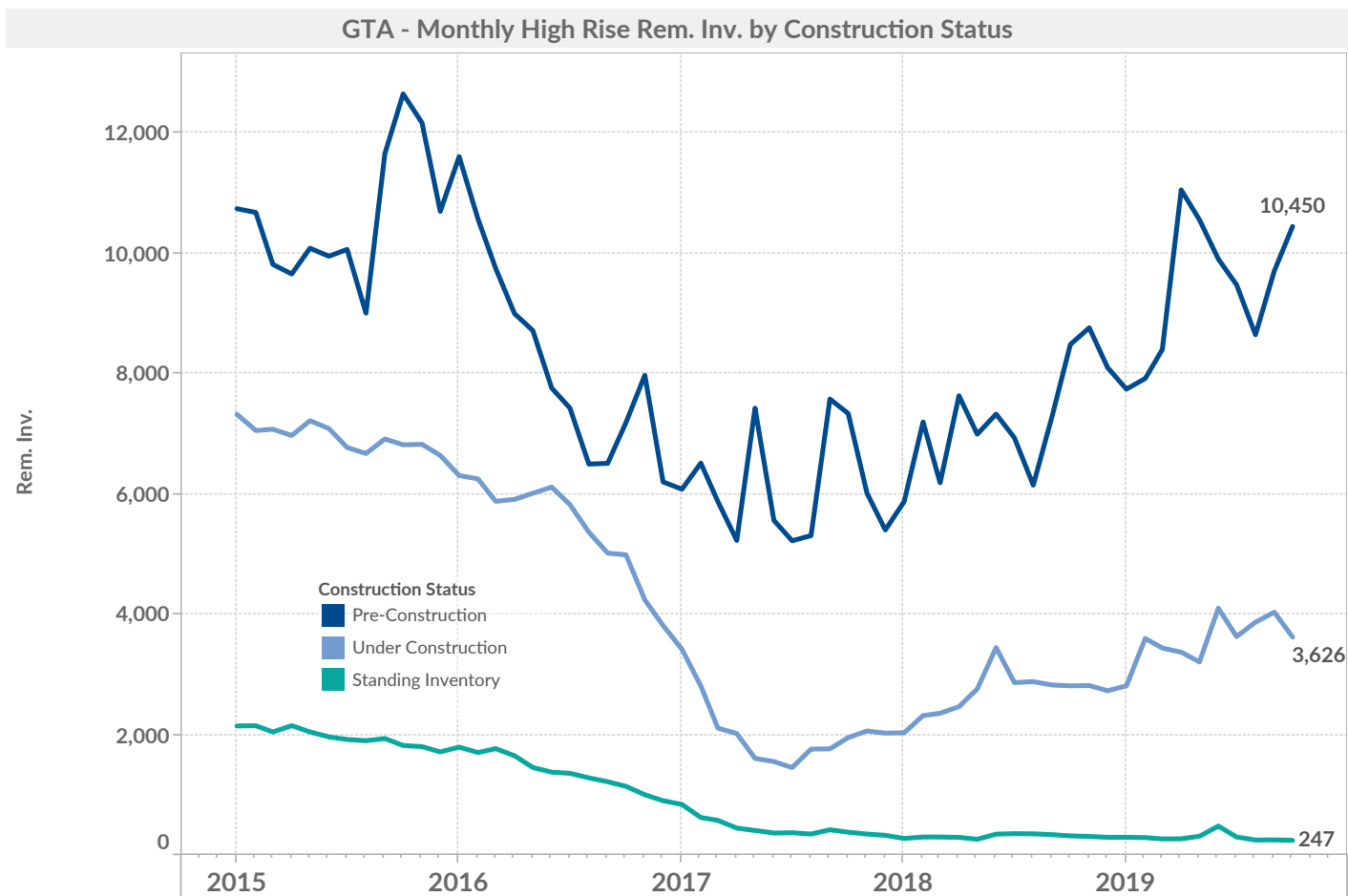
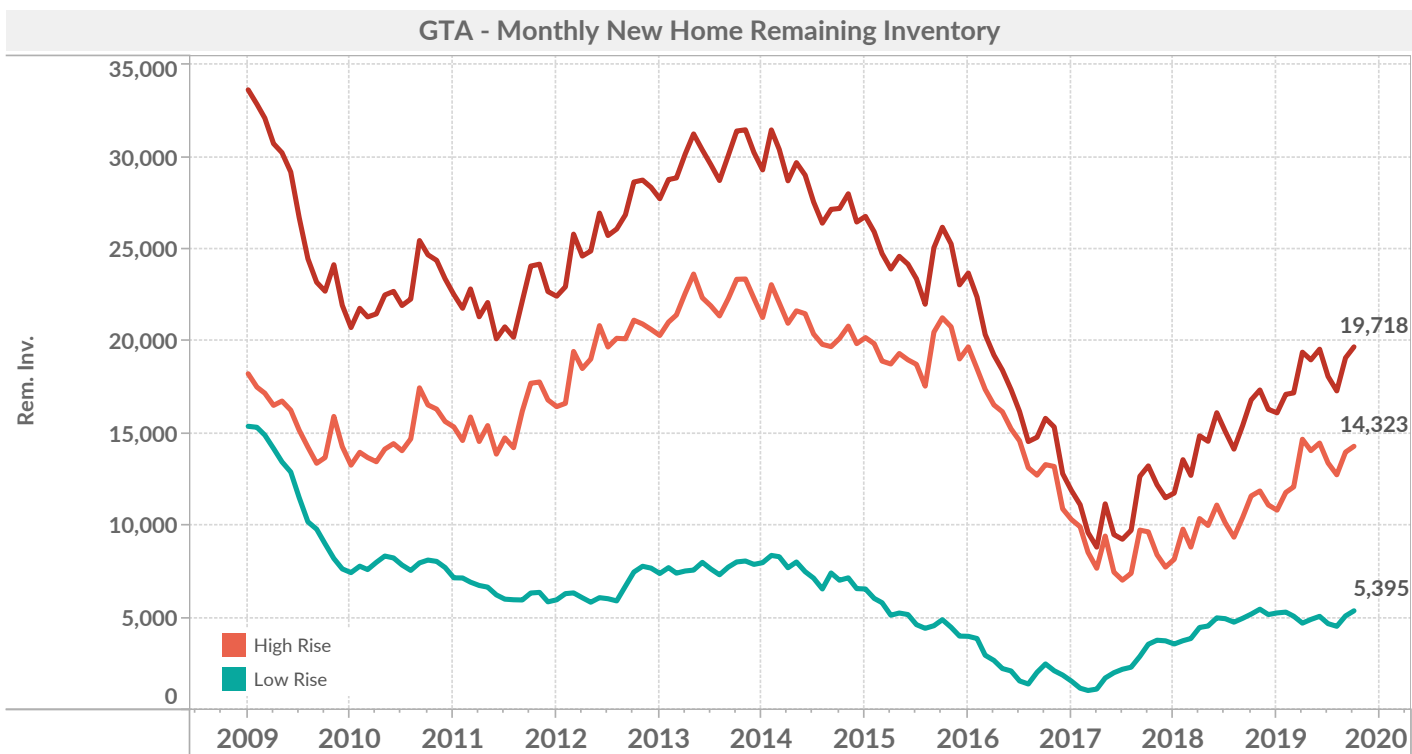
Sales & Remaining Inventory



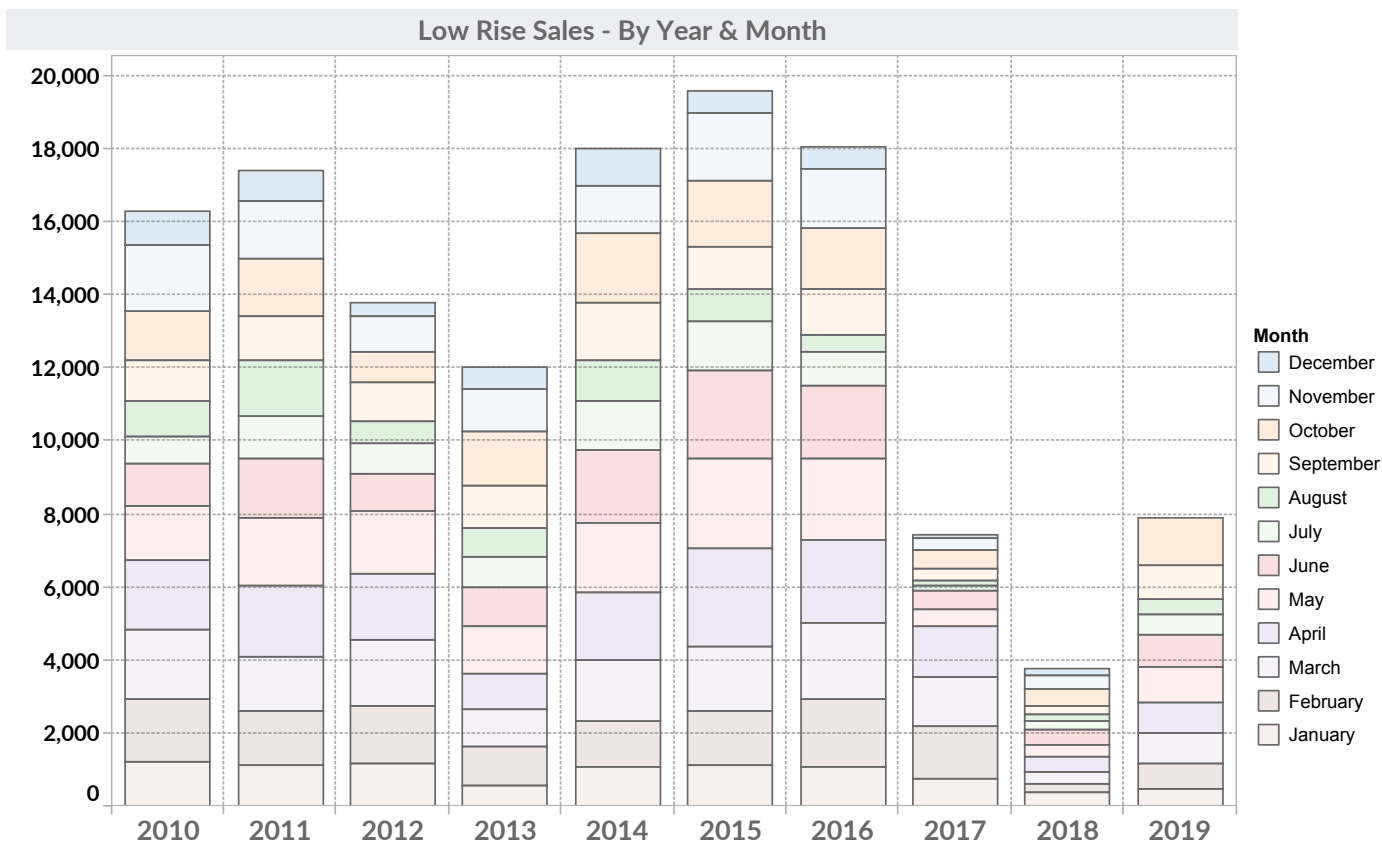
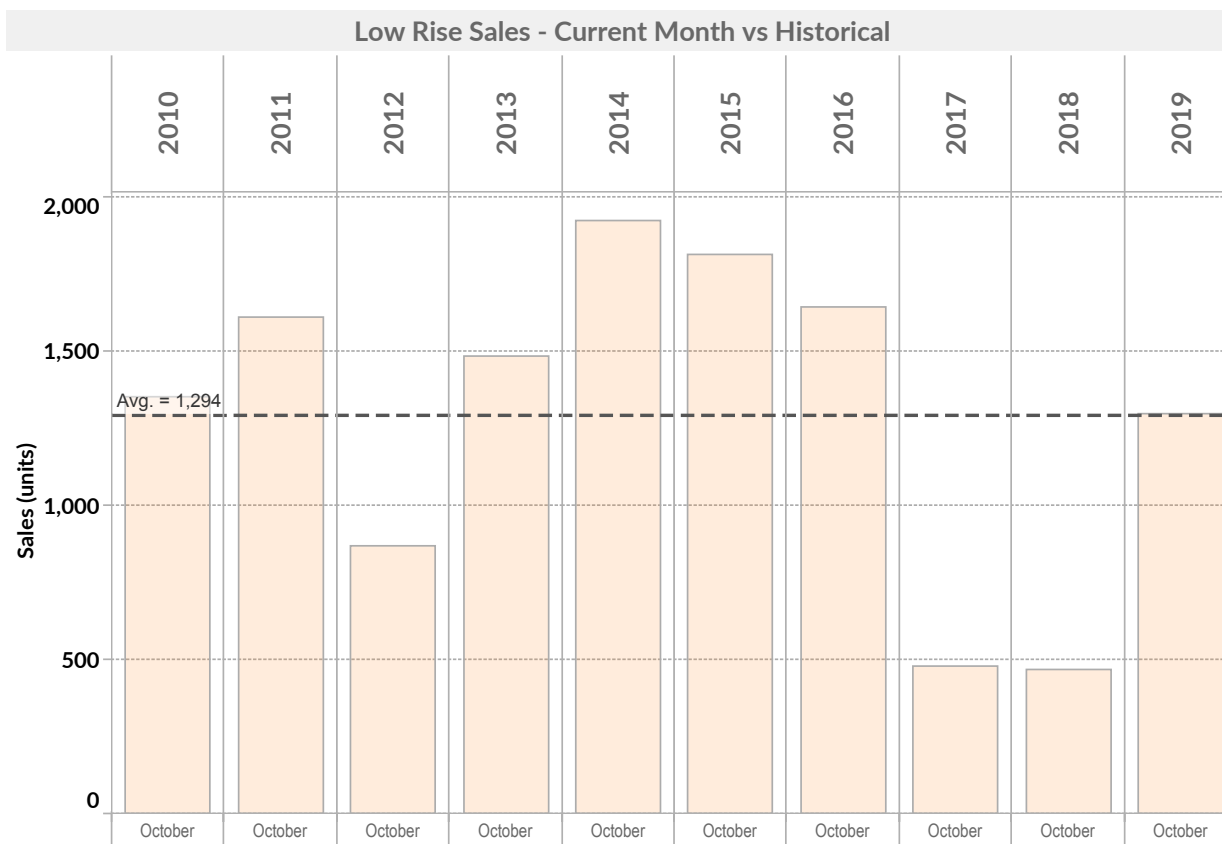
Pricing



Remaining Inventory

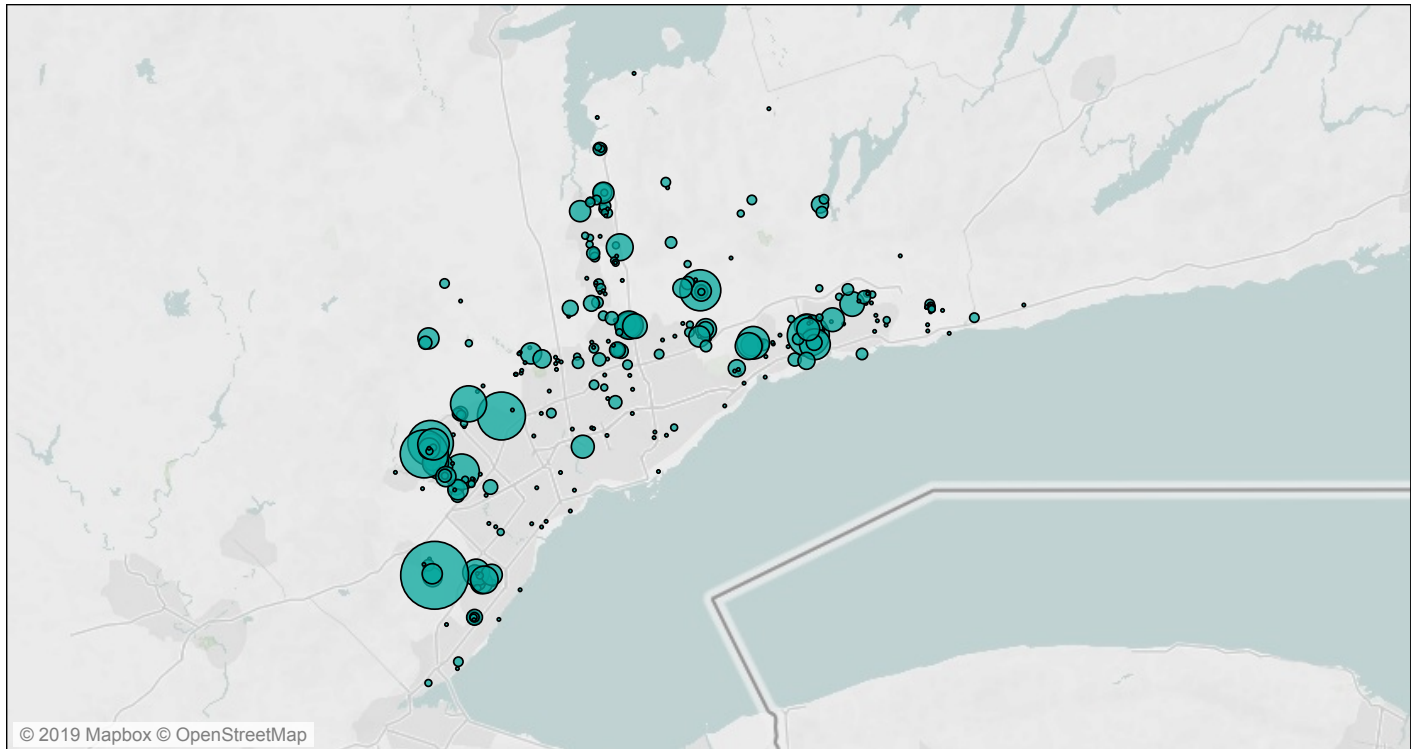


Historical Sales Comparison

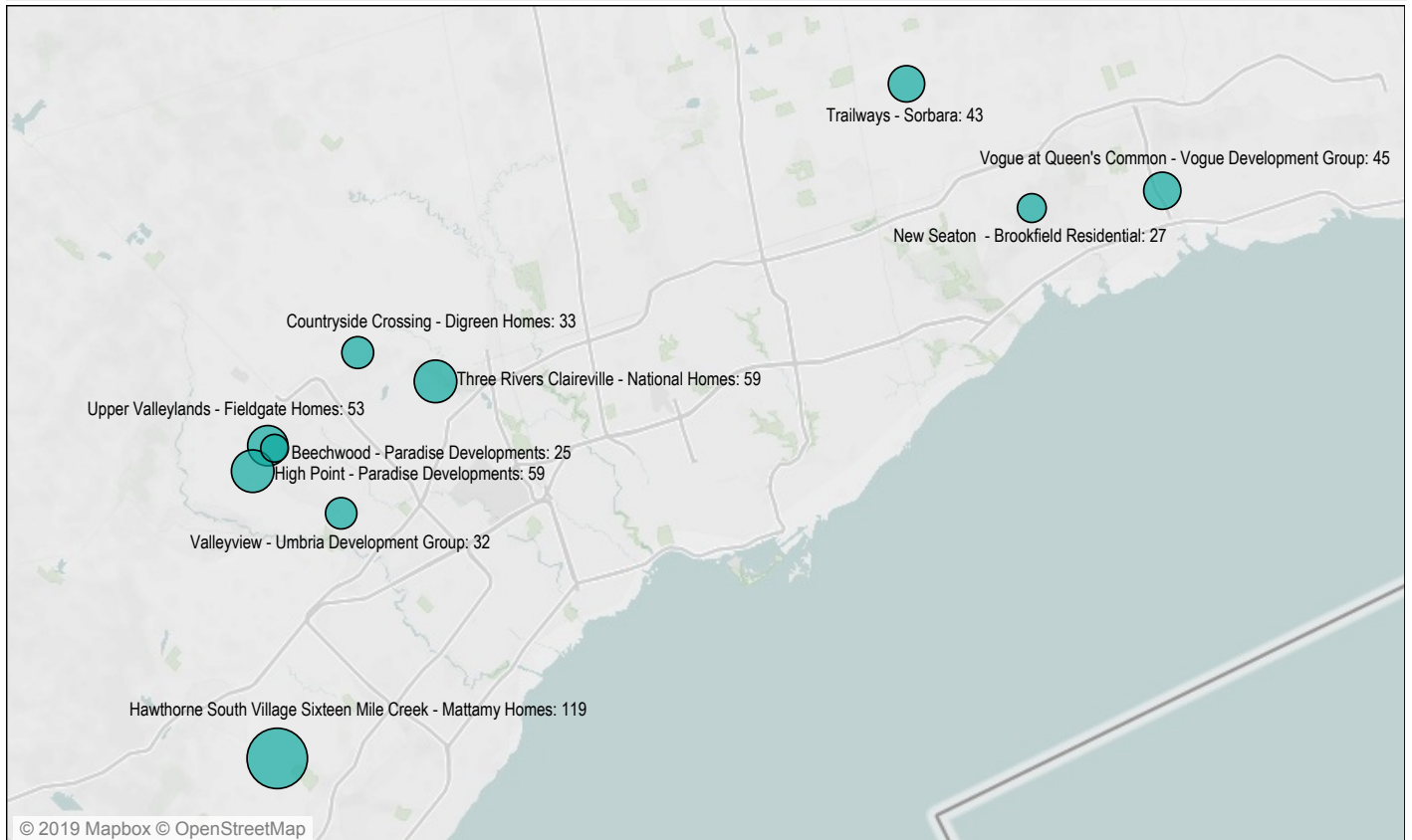


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



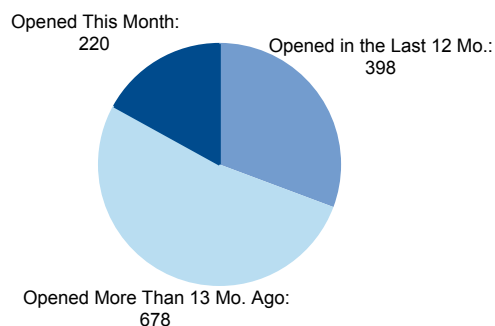
GTA - Top Sites by Current Month Sales



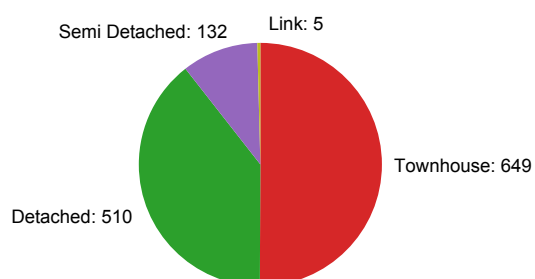
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

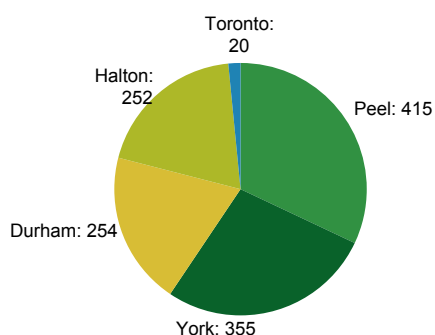
Sales by Opening Date



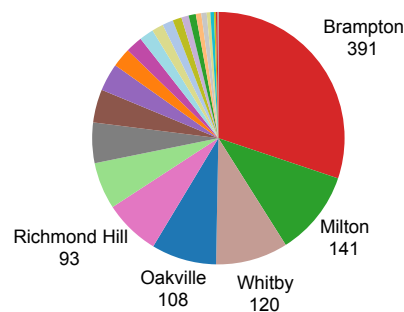
Sales by Product Type



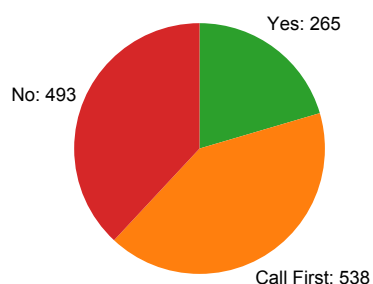
Sales by Region



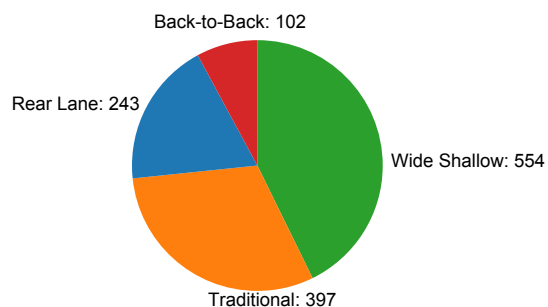
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



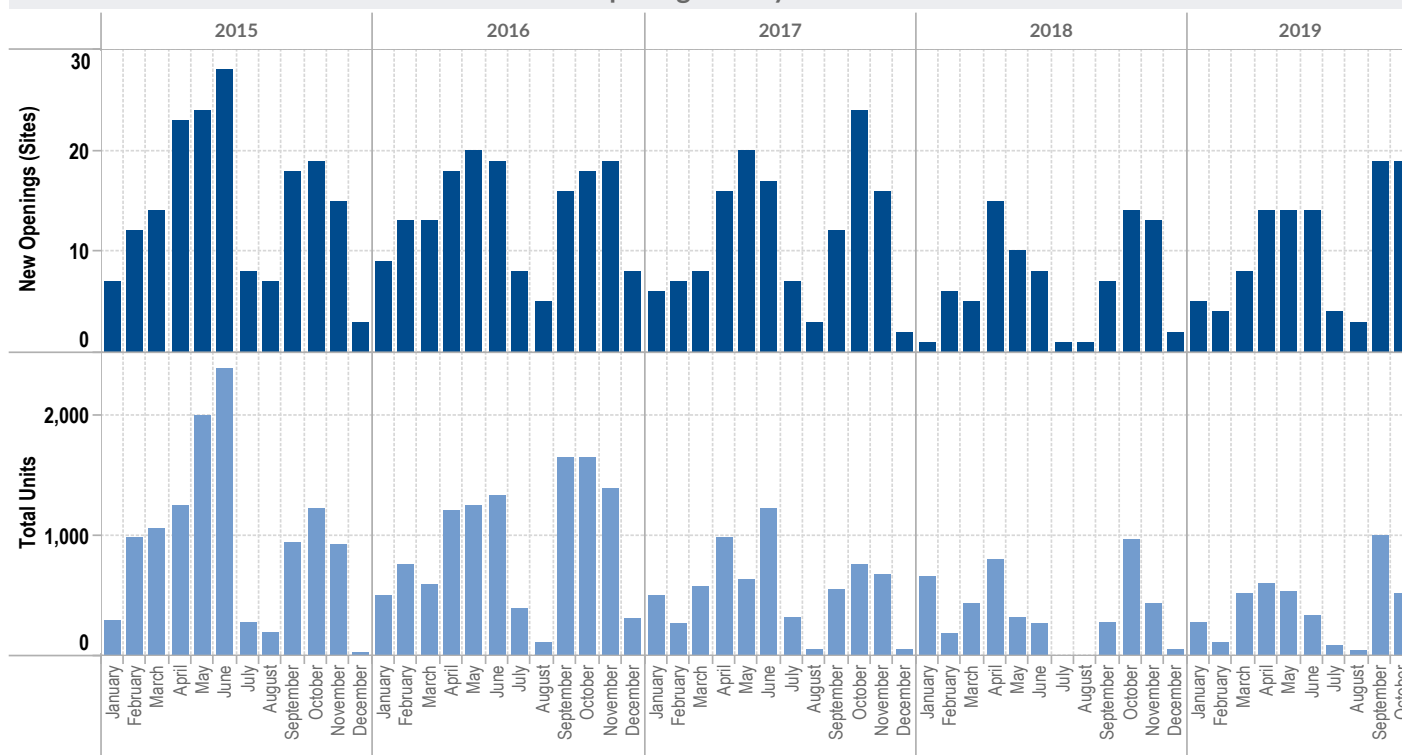
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Aurora Hills - Sorbara and Canvas Developments	Freehold	Aurora	10/5/2019	41	18	23	\$422
Glen Ashton Estates in Joshua Creek - Menkes	Freehold	Oakville	10/5/2019	27	11	16	\$597
Grandview Trail - Upperview Homes	Freehold	Oshawa	10/5/2019	18	1	17	\$308
Edenn Town Collection - Treasure Hill	Freehold Common Elem..	Clarington	10/19/2019	10	0	10	\$350
Folkstone - Mansouri Living	Freehold Common Elem..	Whitby	10/19/2019	18	1	17	\$360
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Freehold	Milton	10/19/2019	3	3	0	
	Freehold Common Elem..	Milton	10/19/2019	42	32	10	\$399
Heritage Village - Laurier Homes	Freehold Common Elem..	Vaughan	10/19/2019	17	3	14	\$486
Origins - Deco Homes	Freehold	Brampton	10/19/2019	13	9	4	\$377
Origins - Opus Homes	Freehold	Brampton	10/19/2019	12	6	6	\$360
Union Mount Pleasant - Mattamy Homes	Condominium	Brampton	10/19/2019	18	18	0	
Valleyview - Umbria Development Group	Freehold	Brampton	10/19/2019	64	32	32	\$428
Vogue at Queen's Common - Vogue Development Group	Freehold	Whitby	10/19/2019	80	45	35	\$331
Mackenzie - Capital North Communities *	Freehold Common Elem..	Richmond Hill	10/22/2019	16	0	16	\$554
Countryside Crossing - Digreen Homes	Freehold	Brampton	10/26/2019	38	33	5	\$366
Lookout on the Knoll - Acorn Homes *	Freehold Common Elem..	Richmond Hill	10/26/2019	28	0	28	\$339
Prima - Brookshore Homes	Freehold	Vaughan	10/26/2019	31	0	31	\$685
Shining Hill - CountryWide Homes	Freehold	Newmarket	10/26/2019	13	4	9	\$377
Shining Hill - Regal Crest Homes	Freehold	Newmarket	10/26/2019	14	2	12	\$396
Shining Hill - Townwood Homes	Freehold	Newmarket	10/26/2019	15	2	13	\$366
Grand Total				518	220	298	\$427

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	124	35	27	118	31	57	115	212			1,344	17.0%		17.0%	
Great Gulf	33	53	99	30	67	73	48	22	48	42			515	6.5%		23.5%	
Treasure Hill	1	52	126	50	155	35	39	22	5	4			489	6.2%		29.7%	
Fieldgate Homes	5	8	8	61	63	125	6	0	24	73			373	4.7%		34.5%	
Paradise Developments	0	0	99	60	81	2	0	0	0	84			326	4.1%		38.6%	
CountryWide Homes	1	5	19	20	25	13	30	22	24	32			191	2.4%		41.0%	
Greenpark Group	0	1	3	71	75	19	3	7	4	8			191	2.4%		43.4%	
Aspen Ridge Homes	3	0	7	8	8	26	34	24	27	42			179	2.3%		45.7%	
Conservatory Group	15	25	22	27	21	19	10	3	5	9			156	2.0%		47.7%	
Country Homes	0	0	0	0	25	21	32	20	31	9			138	1.7%		49.4%	
Fernbrook Homes	0	6	1	40	2	9	19	9	32	19			137	1.7%		51.1%	
Sundial Homes	0	38	46	7	2	23	5	6	5	4			136	1.7%		52.9%	
Regal Crest Homes	5	2	1	7	8	23	20	10	18	23			117	1.5%		54.3%	
Brookfield Residential	0	0	4	3	28	17	7	8	10	33			110	1.4%		55.7%	
Minto Developments	3	9	20	14	16	8	9	5	7	16			107	1.4%		57.1%	
Context Developments and Metropia			62	0	24	1	9	0	1	0			97	1.2%		58.3%	
Rosehaven Homes	5	1	2	8	4	8	1	2	34	25			90	1.1%		59.5%	
Primont Homes	2	3	2	7	7	5	2	2	45	10			85	1.1%		60.5%	
Starlane Home Corporation	3	1	3	5	4	0	2	2	54	10			84	1.1%		61.6%	
ICON Homes					0	59	10	3	2	7			81	1.0%		62.6%	
Remington Homes	7	2	4	7	18	7	5	9	6	14			79	1.0%		63.6%	
Townwood Homes	0	0	0	29	30	9	0	0	7	4			79	1.0%		64.6%	
	447	691	873	798	973	890	562	444	923	1,296			7,897				

Top Builders - Last 12 Months

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

Builder	2018		2019										Total	Market Share		Cum. Mkt. Share	
	November	December	January	February	March	April	May	June	July	August	September	October		%		%	
Mattamy Homes	64	16	254	371	124	35	27	118	31	57	115	212	1,424	16.9%		16.9%	
Great Gulf	15	8	33	53	99	30	67	73	48	22	48	42	538	6.4%		23.3%	
Treasure Hill	19	1	1	52	126	50	155	35	39	22	5	4	509	6.0%		29.3%	
Fieldgate Homes	11	2	5	8	8	61	63	125	6	0	24	73	386	4.6%		33.9%	
Paradise Developments	0	0	0	0	99	60	81	2	0	0	0	84	326	3.9%		37.7%	
CountryWide Homes	6	4	1	5	19	20	25	13	30	22	24	32	201	2.4%		40.1%	
Aspen Ridge Homes	14	2	3	0	7	8	8	26	34	24	27	42	195	2.3%		42.4%	
Greenpark Group	0	0	0	1	3	71	75	19	3	7	4	8	191	2.3%		44.7%	
Conservatory Group	23	8	15	25	22	27	21	19	10	3	5	9	187	2.2%		46.9%	
Fernbrook Homes	8	0	0	6	1	40	2	9	19	9	32	19	145	1.7%		48.6%	
Country Homes	0	0	0	0	0	0	25	21	32	20	31	9	138	1.6%		50.3%	
Sundial Homes	0	0	0	38	46	7	2	23	5	6	5	4	136	1.6%		51.9%	
Regal Crest Homes	3	2	5	2	1	7	8	23	20	10	18	23	122	1.4%		53.3%	
Minto Developments	0	8	3	9	20	14	16	8	9	5	7	16	115	1.4%		54.7%	
Brookfield Residential	2	2	0	0	4	3	28	17	7	8	10	33	114	1.4%		56.1%	
Context Developments and Metropia					62	0	24	1	9	0	1	0	97	1.2%		57.2%	
Primont Homes	9	2	2	3	2	7	7	5	2	2	45	10	96	1.1%		58.3%	
Norstar	36	9	0	2	5	7	6	5	8	5	2	9	94	1.1%		59.5%	
Rosehaven Homes	0	0	5	1	2	8	4	8	1	2	34	25	90	1.1%		60.5%	
Starlane Home Corporation	1	2	3	1	3	5	4	0	2	2	54	10	87	1.0%		61.6%	
Remington Homes	5	0	7	2	4	7	18	7	5	9	6	14	84	1.0%		62.6%	
ICON Homes							0	59	10	3	2	7	81	1.0%		63.5%	
	377	158	447	691	873	798	973	890	562	444	923	1,296	8,432				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 October
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	7
			34'	2
			36'	11
			43'	2
			66'	3
		Townhouse	20'	28
			21'	28
			23'	38
		Total		119
High Point - Paradise Developments	Brampton	Detached	30'	8
			38'	18
			41'	6
			45'	4
		Semi Detached	25'	2
		Townhouse	20'	21
		Total		59
Three Rivers Claireville - National Homes	Brampton	Townhouse	18'	45
			19'	14
		Total		59
Upper Valleylands - Fieldgate Homes	Brampton	Detached	30'	7
			38'	13
			41'	6
		Semi Detached	25'	7
		Townhouse	20'	10
			21'	10
		Total		53
Vogue at Queen's Common - Vogue Development Group	Whitby	Detached	26'	13
			37'	8
		Semi Detached	25'	3
		Townhouse	20'	21
		Total		45
Trailways - Sorbara	Whitchurch-Stouffville	Detached	32'	11
			36'	17
			40'	3
		Townhouse	19'	12
		Total		43
Countryside Crossing - Digreen Homes	Brampton	Townhouse	21'	33
		Total		33
Valleyview - Umbria Development Group	Brampton	Semi Detached	24'	8
			26'	24
		Total		32

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October 2019					October 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	9		2	4	15	1		1	6	8
	Brock	0				0	0				0
	Clarington	4	0	0	5	9	0	0	0	0	0
	Oshawa	7		0	21	28	8		0	0	8
	Pickering	37		6	24	67	0			0	0
	Scugog	11	1			12	3	0			3
	Uxbridge	0			3	3	0			2	2
	Whitby	39	0	16	65	120	12		2	16	30
	Total	107	1	24	122	254	24	0	3	24	51
Halton	Burlington				3	3				6	6
	Halton Hills	0				0	7				7
	Milton	28		7	106	141	4		6	13	23
	Oakville	54			54	108	0			40	40
	Total	82		7	163	252	11		6	59	76
Peel	Brampton	128	1	75	187	391	72	0	10	48	130
	Caledon	17		1	0	18	5		0	10	15
	Mississauga	5		0	1	6	0		0	3	3
	Total	150	1	76	188	415	77	0	10	61	148
Toronto	East York										
	Etobicoke	0			0	0	4			64	68
	North York	0			19	19	0	0		1	1
	Old Toronto				0	0			0	0	0
	Scarborough	1				1					
	York										
	Total	1			19	20	4	0	0	65	69
York	Aurora	23			1	24	3			1	4
	East Gwillimbury	31		4	11	46	13		3	2	18
	Georgina	6		1	2	9	9			0	9
	King	0			6	6	1				1
	Markham	7	2		46	55	0			1	1
	Newmarket	2	1	1	8	12	1	1		0	2
	Richmond Hill	41	0	18	34	93	30	0	1	21	52
	Vaughan	14	0	1	17	32	8	0	0	8	16
	Whitchurch-Stouffville	46			32	78	2			17	19
	Total	170	3	25	157	355	67	1	4	50	122
Grand Total		510	5	132	649	1,296	183	1	23	259	466

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	110		18	23	151	55		33	53	141
	Brock	1				1	1				1
	Clarington	138	3	0	105	246	332	9	2	167	510
	Oshawa	57		0	116	173	169		0	156	325
	Pickering	155		20	172	347	114		20	65	199
	Scugog	35	8			43	39	19			58
	Uxbridge	3			13	16	12			38	50
	Whitby	275	0	123	239	637	234	20	49	144	447
	Total	774	11	161	668	1,614	956	48	104	623	1,731
Halton	Burlington	4		1	50	55				20	20
	Halton Hills	14				14	45				45
	Milton	258		125	507	890	60		29	49	138
	Oakville	555			371	926	458			104	562
	Total	831		126	928	1,885	563		29	173	765
Peel	Brampton	853	4	348	733	1,938	204	3	111	283	601
	Caledon	188		78	29	295	64		0	18	82
	Mississauga	30		18	39	87	16		8	22	46
	Total	1,071	4	444	801	2,320	284	3	119	323	729
Toronto	East York										
	Etobicoke	21			54	75	4			25	29
	North York	2	1	46	171	220	51			164	215
	Old Toronto			1	2	3				1	1
	Scarborough	11				11	23				23
	York										
	Total	34	1	47	227	309	78			190	268
York	Aurora	183			21	204	161			16	177
	East Gwillimbury	176		12	66	254	137		69	66	272
	Georgina	110		1	12	123	83		3	28	114
	King	0			53	53	12			0	12
	Markham	31	6		278	315	6	0		186	192
	Newmarket	48	10	1	34	93	32	3	3	41	79
	Richmond Hill	103	2	38	236	379	226	6	50	188	470
	Vaughan	331	9	6	164	510	225	15	17	129	386
	Whitchurch-Stouffville	218			155	373	116			84	200
	Total	1,200	27	58	1,019	2,304	998	24	142	738	1,902
Grand Total		3,910	43	836	3,643	8,432	2,879	75	394	2,047	5,395

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