



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of November 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Nov-19		Nov-18		Change
High Rise	3,564		2,698		32.1%
Low Rise	1,156		377		206.6%
Total	4,720		3,075		53.5%
Year to Date Sales	Jan.-Nov. 2019		Jan.-Nov. 2018		Y/Y Change
High Rise	25,057		20,353		23.1%
Low Rise	9,032		3,585		151.9%
Total	34,089		23,938		42.4%
Year to Date Supply	Jan.-Nov. 2019		Jan.-Nov. 2018		Y/Y Change
High Rise	27,281		26,502		2.9%
Low Rise	8,966		5,305		69.0%
Total	36,247		31,807		14.0%
Year to Date Completions	Jan.-Nov. 2019		Jan.-Nov. 2018		Y/Y Change
High Rise	18,889		15,169		24.5%
Remaining Inventory	Nov-19	Oct-19	Nov-18	M/M Change	Y/Y Change
High Rise	14,396	14,359	11,986	0.3%	20.1%
Low Rise	5,143	5,489	5,500	-6.3%	-6.5%
Total	19,539	19,848	17,486	-1.6%	11.7%
Benchmark Price	Nov-19	Oct-19	Nov-18	M/M Change	Y/Y Change
High Rise	\$866,827	\$833,827	\$786,602	4.0%	10.2%
Low Rise	\$1,075,215	\$1,074,791	\$1,150,823	0.0%	-6.6%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	13	368	274	176	
High Rise Units	3,223	95,673	72,359	46,056	
% Sold*	44%	82%	93%	73%	
Low Rise Projects	10	309			
Low Rise Units	198	33,515			
% Sold*	51%	85%			

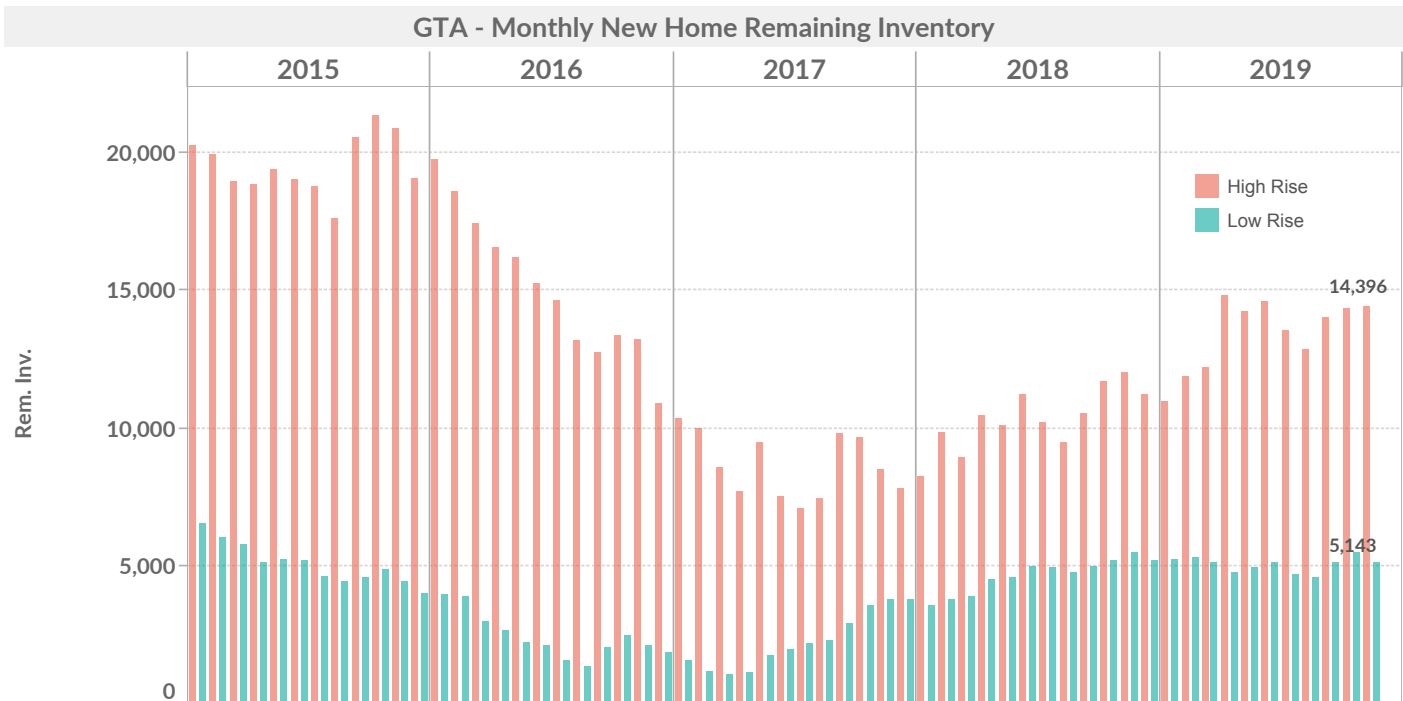
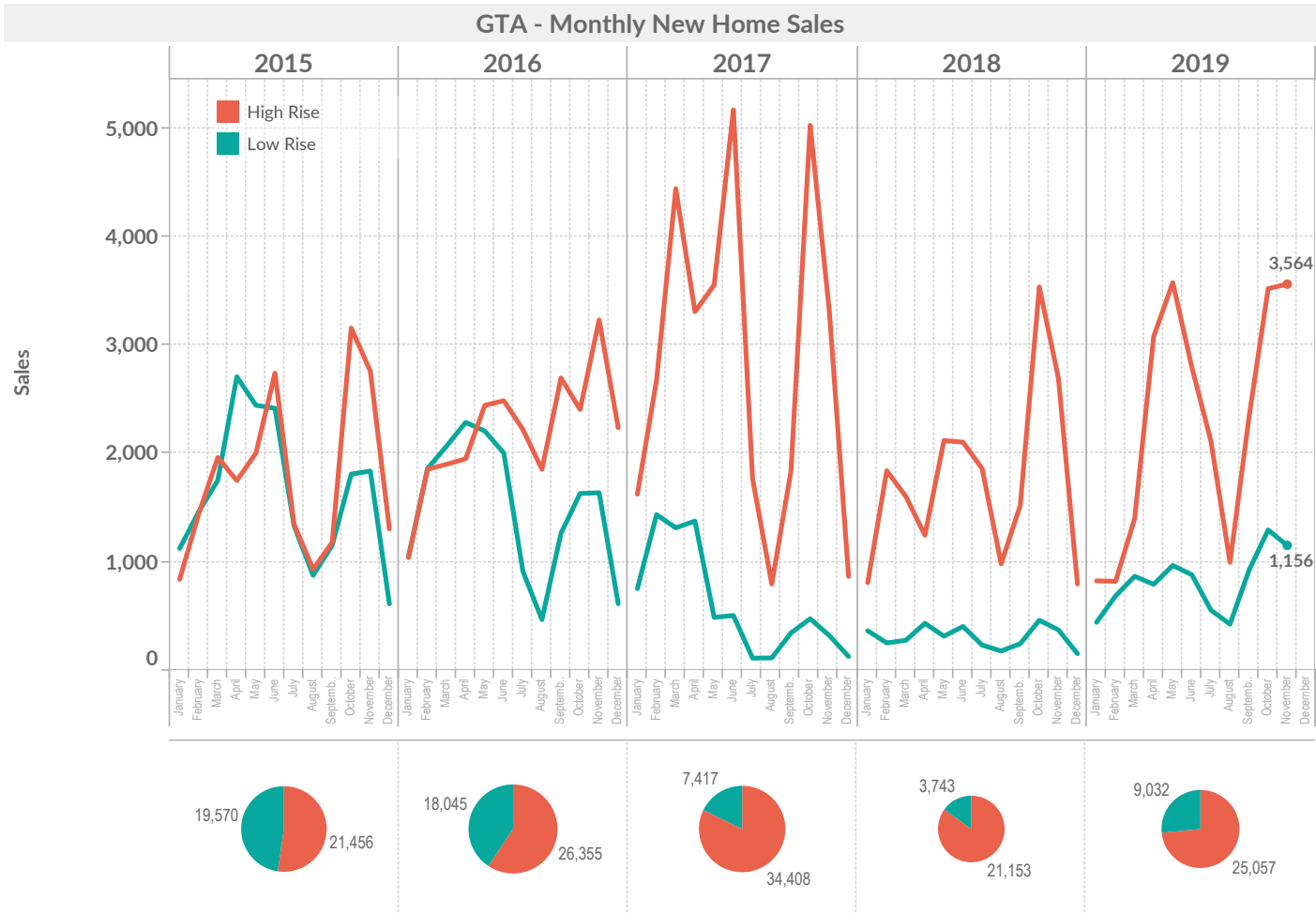
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

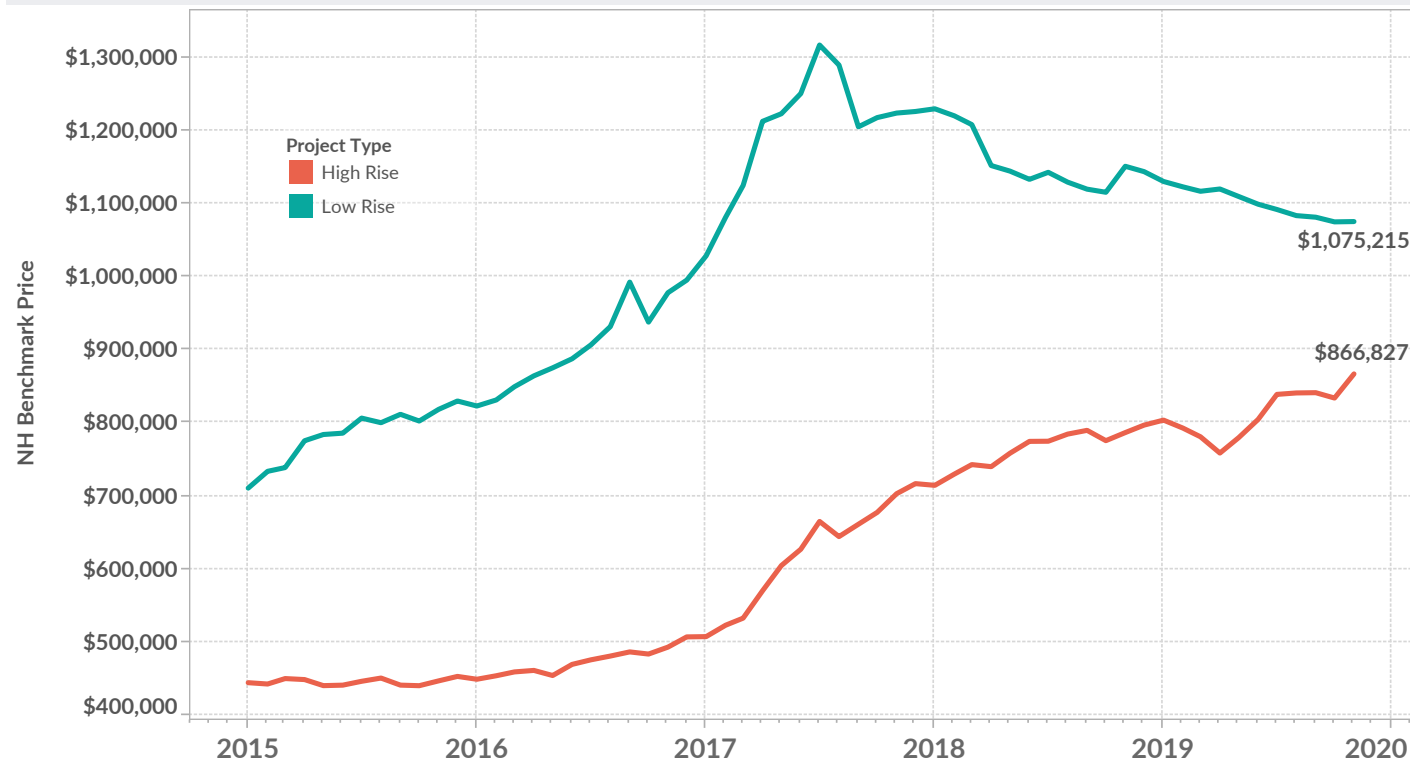
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

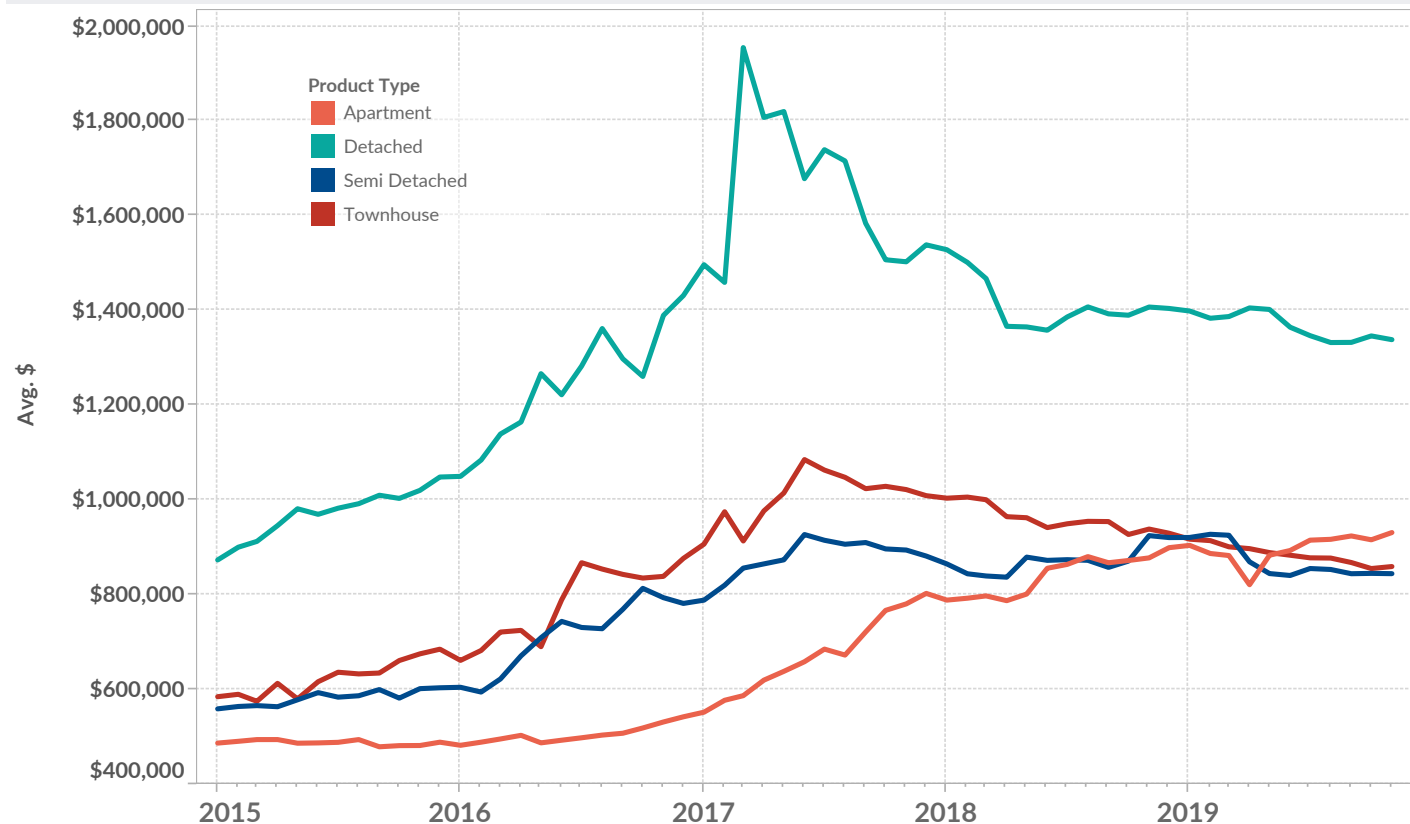


Pricing

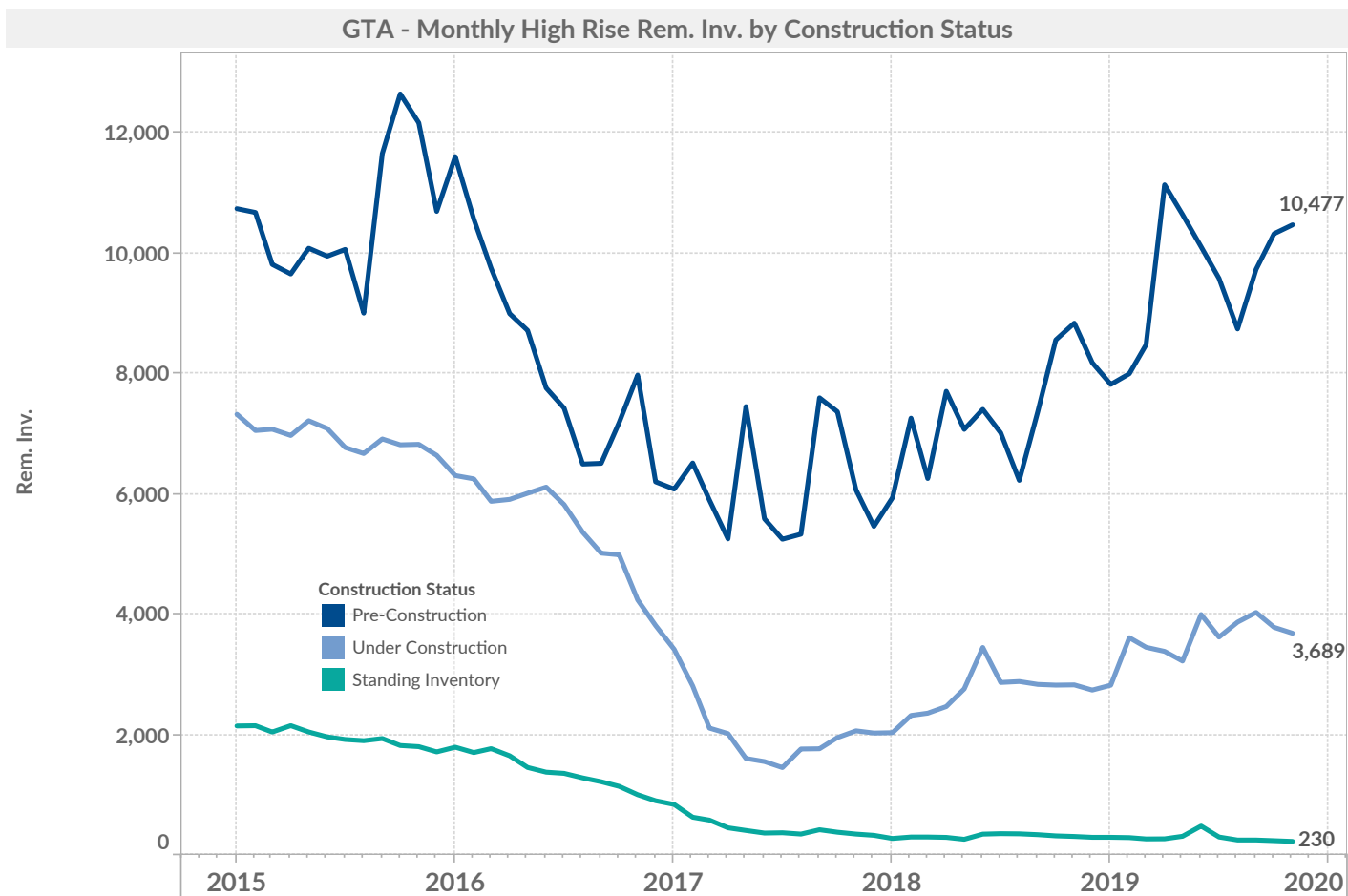
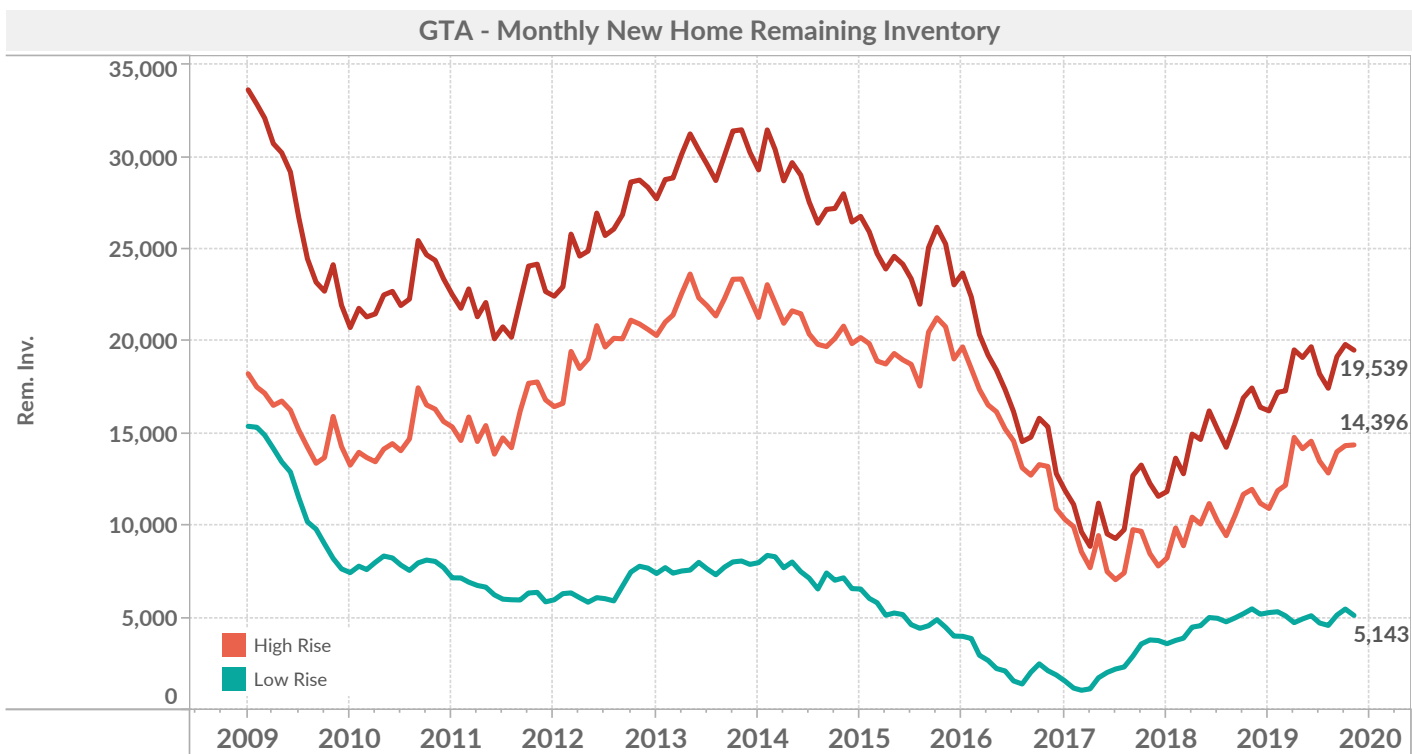
Monthly New Home Benchmark Price (excludes extremes)



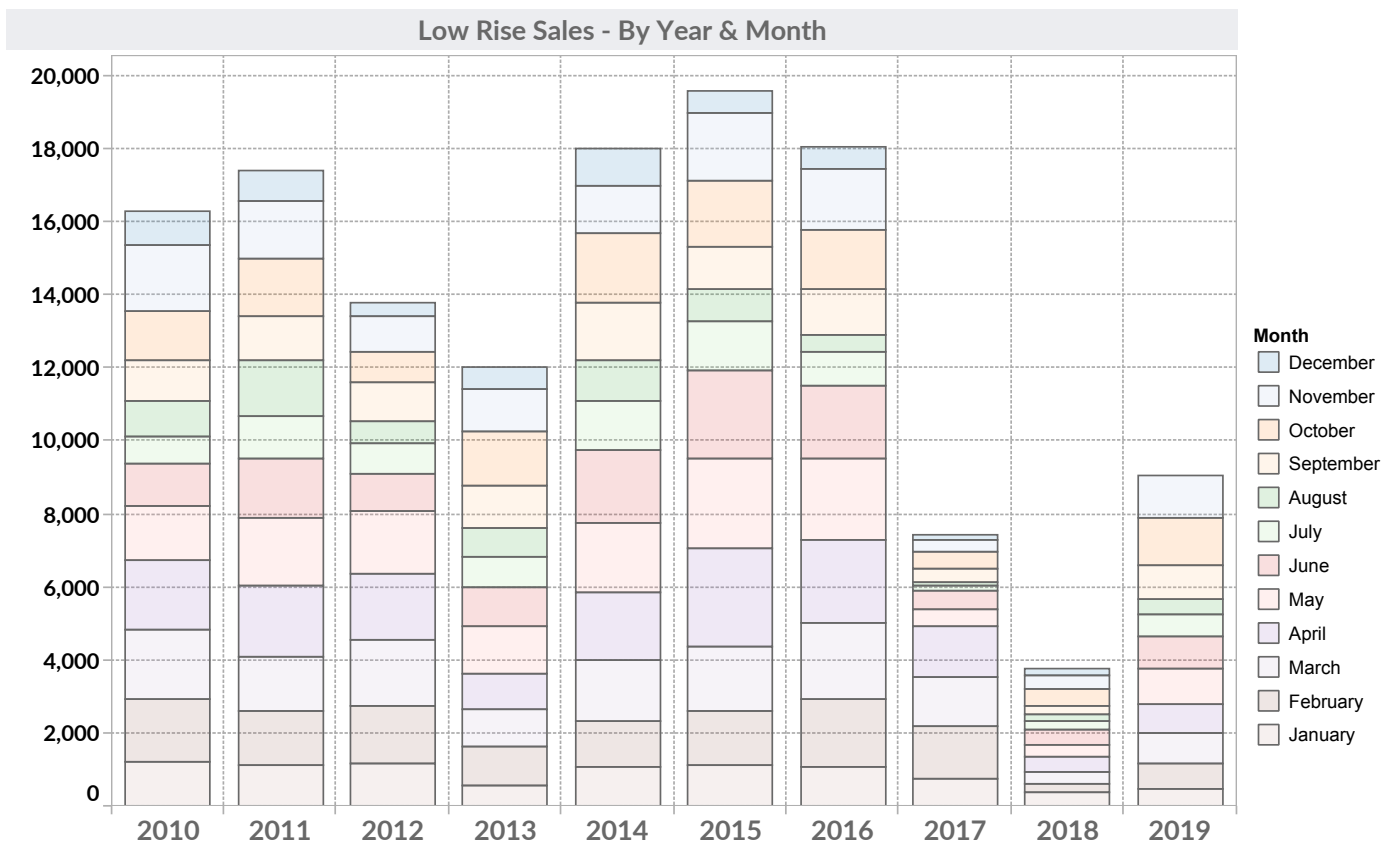
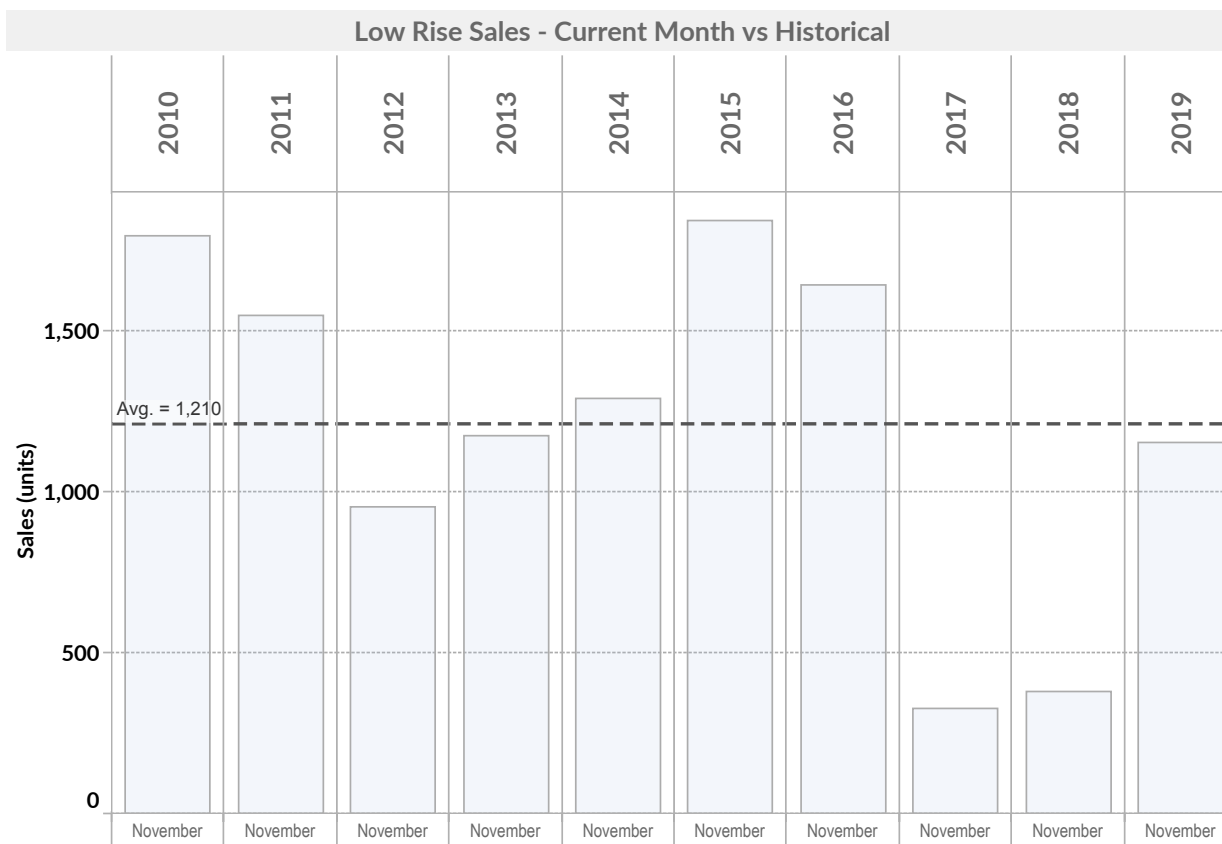
Monthly Avg. Asking Price by Product Type (includes all projects)



Remaining Inventory

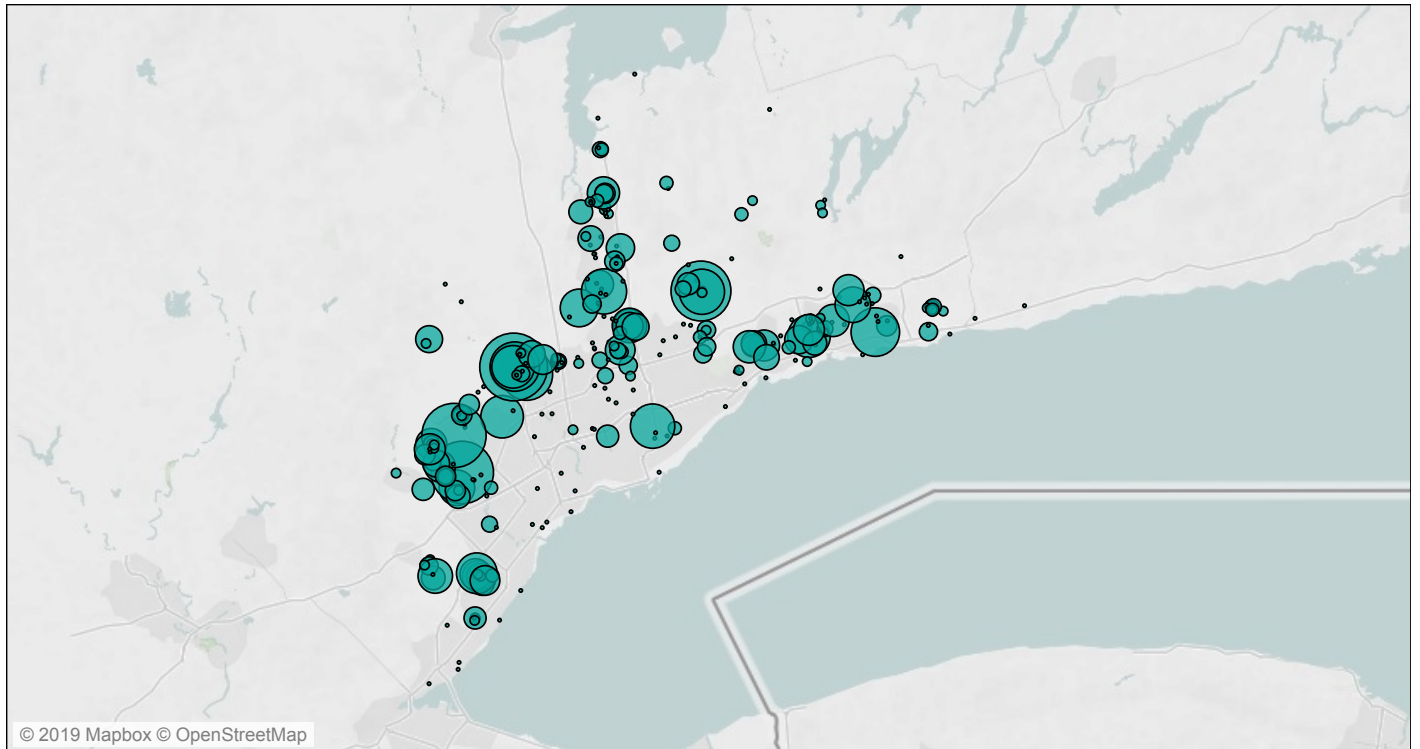


Historical Sales Comparison

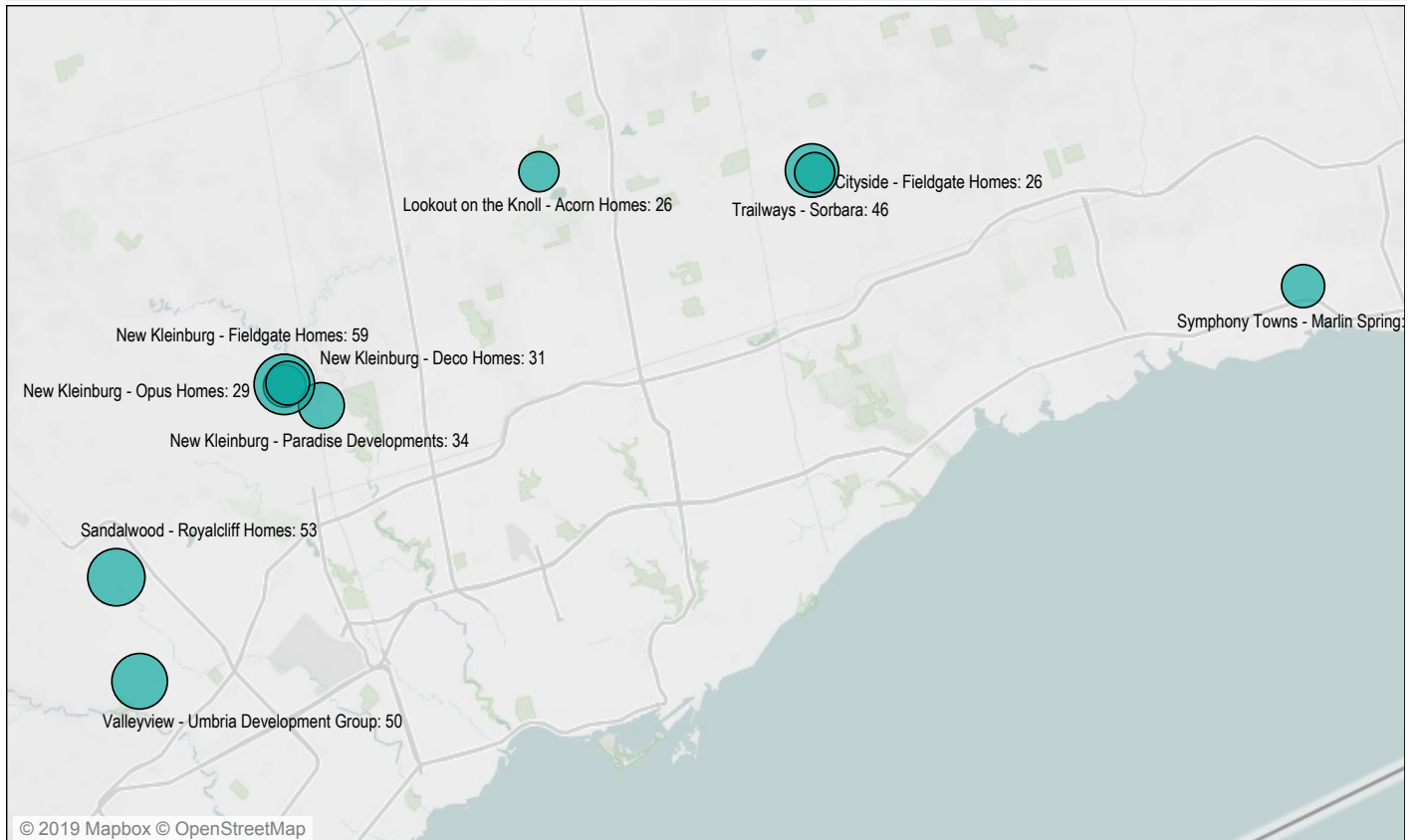


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



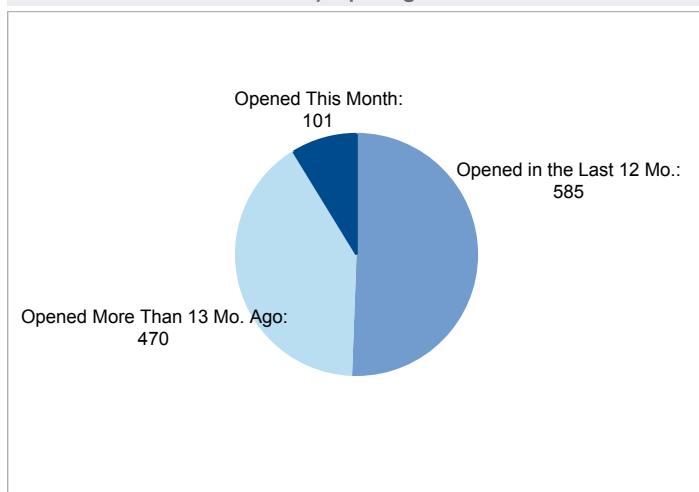
GTA - Top Sites by Current Month Sales



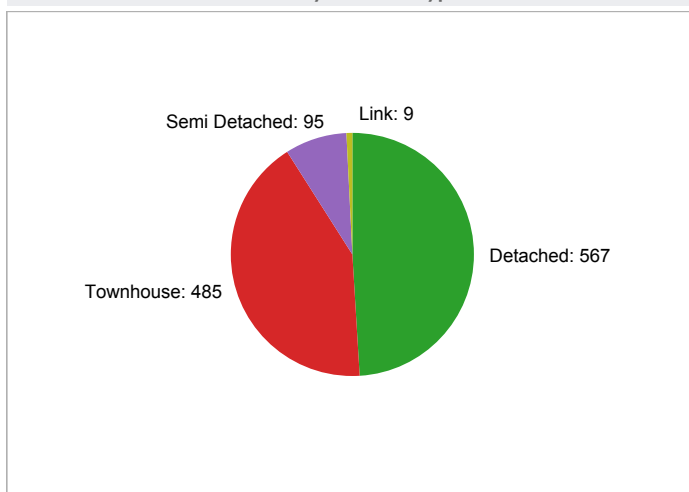
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

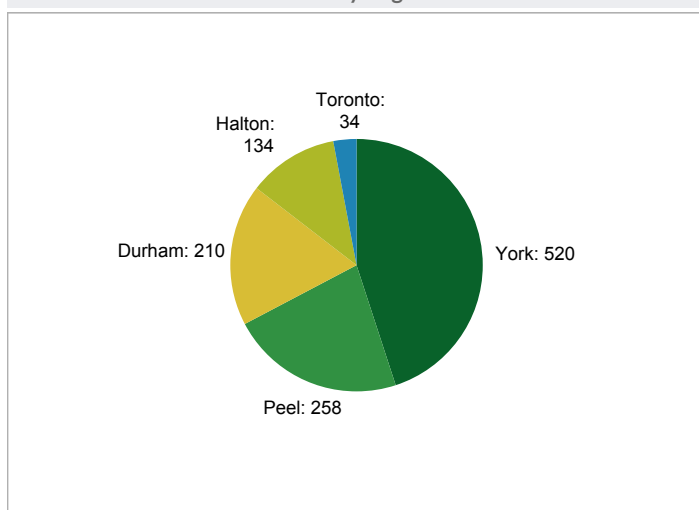
Sales by Opening Date



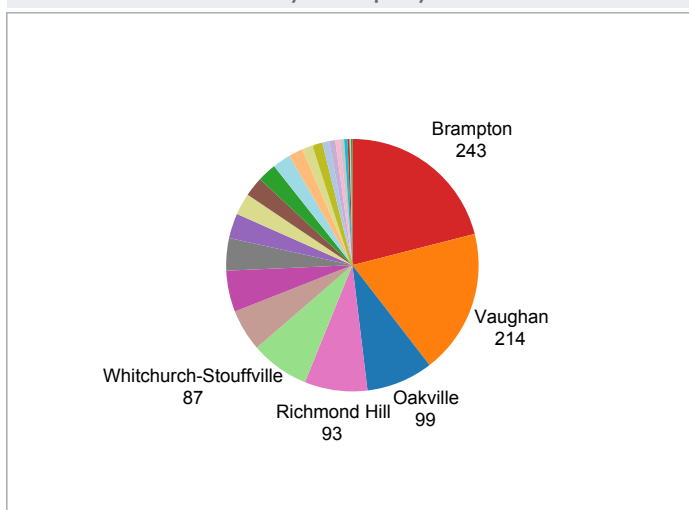
Sales by Product Type



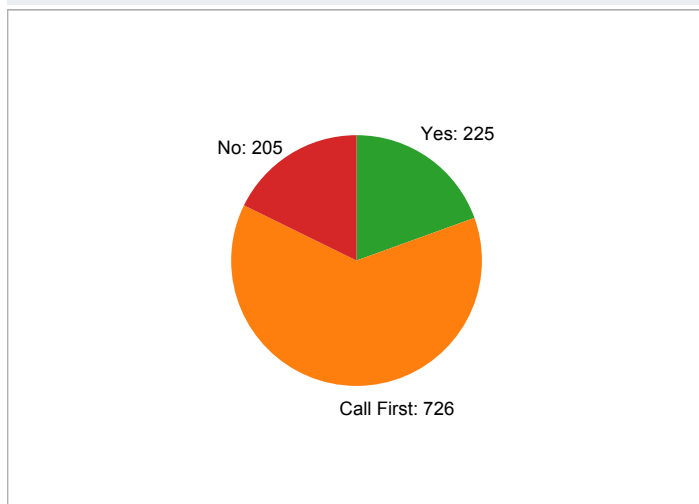
Sales by Region



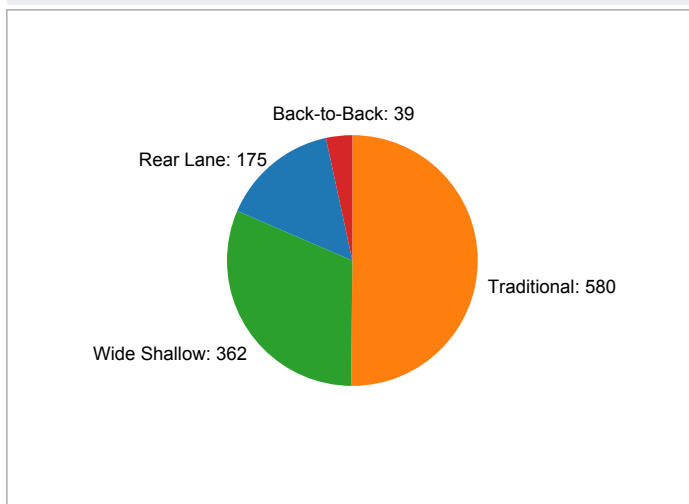
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



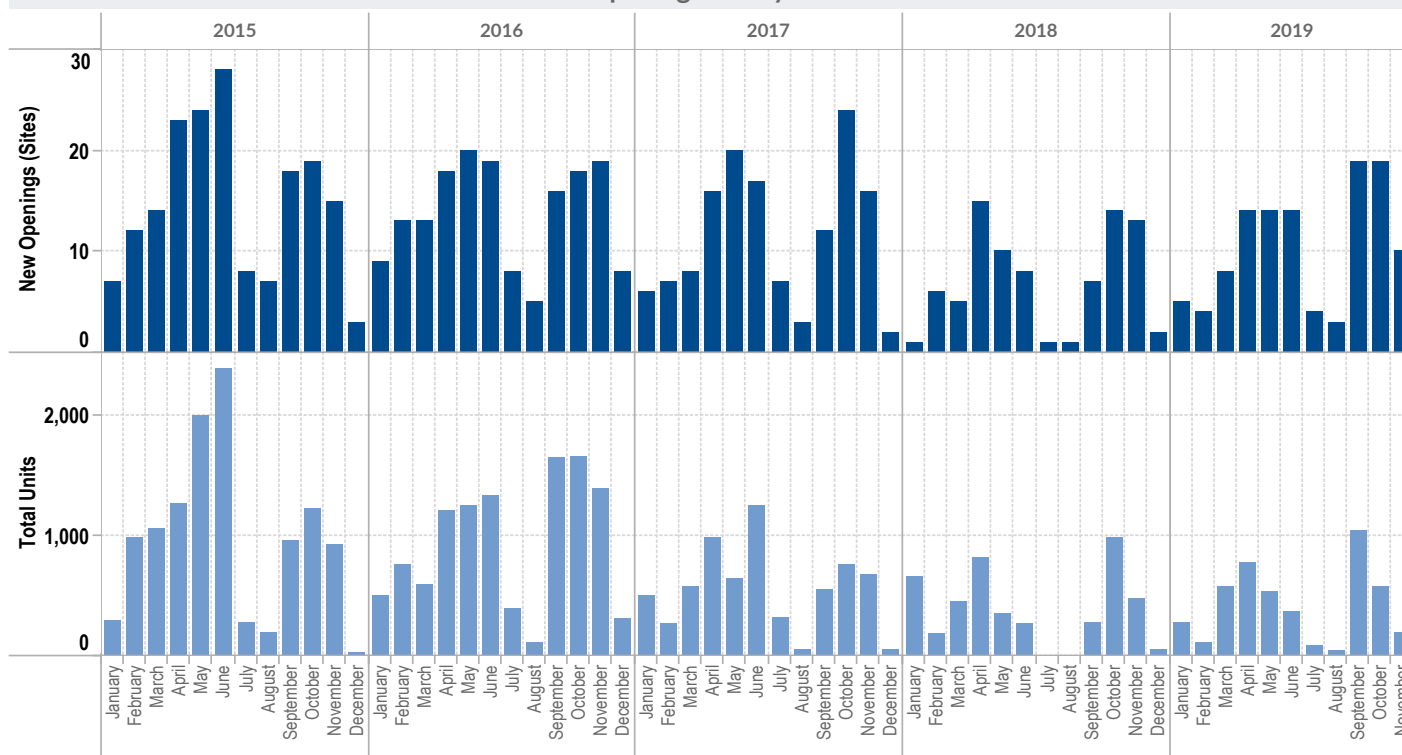
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
New Kleinburg - Arista Homes	Freehold	Vaughan	11/1/2019	12	5	7	
New Kleinburg - Paradise Developments	Freehold	Vaughan	11/1/2019	14	14	0	
Enclave at Boxgrove - Pristine Homes	Freehold	Markham	11/2/2019	7	3	4	\$458
	Freehold Common Element	Markham	11/2/2019	12	1	11	\$420
New Kleinburg - Deco Homes	Freehold	Vaughan	11/2/2019	11	9	2	
New Kleinburg - Fieldgate Homes	Freehold	Vaughan	11/2/2019	24	17	7	\$460
New Kleinburg - Opus Homes	Freehold	Vaughan	11/2/2019	11	9	2	
Orchard East - Cleary Homes	Freehold	Clarington	11/16/2019	31	0	31	\$356
Origins of Don Mills - Mattamy Homes	Freehold	North York	11/16/2019	14	8	6	\$554
	Freehold Common Element	North York	11/16/2019	33	17	16	\$530
Sandalwood - Royalcliff Homes	Freehold	Brampton	11/23/2019	4	0	4	\$467
Village at King's Ridge - Zancor Homes	Freehold	King	11/23/2019	25	18	7	\$439
Grand Total				198	101	97	\$443

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	214	87		1,433	15.9%		15.9%	
Great Gulf	33	53	99	30	67	73	48	22	48	42	24		539	6.0%		21.8%	
Treasure Hill	1	51	126	50	155	35	39	22	3	3	16		501	5.5%		27.4%	
Fieldgate Homes	5	8	8	61	63	125	6	0	23	72	115		486	5.4%		32.8%	
Paradise Developments	0	0	99	60	81	2	0	0	0	84	40		366	4.1%		36.8%	
CountryWide Homes	1	5	19	20	25	13	30	22	25	38	27		225	2.5%		39.3%	
Aspen Ridge Homes	3	0	7	8	8	26	34	23	34	29	28		200	2.2%		41.5%	
Greenpark Group	0	1	3	71	75	19	3	7	4	8	9		200	2.2%		43.7%	
Conservatory Group	15	25	22	27	21	18	10	3	5	9	8		163	1.8%		45.5%	
Sundial Homes	0	38	46	7	2	23	5	6	5	4	11		147	1.6%		47.2%	
Fernbrook Homes	0	6	1	40	2	9	19	9	31	19	10		146	1.6%		48.8%	
Country Homes	0	0	0	0	25	21	32	19	30	9	7		143	1.6%		50.4%	
Regal Crest Homes	5	2	1	7	8	23	20	9	20	23	17		135	1.5%		51.9%	
Brookfield Residential	0	0	4	3	28	17	7	8	10	33	19		129	1.4%		53.3%	
Minto Developments	3	9	20	14	16	8	9	5	9	16	15		124	1.4%		54.7%	
Deco Homes	0	0	0	18	1	0	0	2	28	25	48		122	1.4%		56.0%	
Sorbara	0	1	1	4	3	9	2	8	3	43	47		121	1.3%		57.4%	
Rosehaven Homes	5	1	2	8	4	8	1	2	33	25	25		114	1.3%		58.6%	
Opus Homes	0	0	1	20	6	0	0	0	18	29	38		112	1.2%		59.9%	
Arista Homes	0	0	1	21	23	0	1	0	3	24	36		109	1.2%		61.1%	
Context Developments and Metropia			62	0	24	1	9	0	1	0	6		103	1.1%		62.2%	
Starlane Home Corporation	3	1	3	5	4	0	2	2	55	10	13		98	1.1%		63.3%	
	447	690	871	797	971	885	559	430	928	1,298	1,156		9,032				

Top Builders - Last 12 Months

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

	2018	2019												Total	Market Share			Cum. Mkt. Share		
Builder	December	January	February	March	April	May	June	July	August	September	October	November		%	%	%	%			
Mattamy Homes	16	254	371	124	35	27	118	31	57	115	214	87	1,449		15.8%		15.8%			
Great Gulf	8	33	53	99	30	67	73	48	22	48	42	24	547		6.0%		21.7%			
Treasure Hill	1	1	51	126	50	155	35	39	22	3	3	16	502		5.5%		27.2%			
Fieldgate Homes	2	5	8	8	61	63	125	6	0	23	72	115	488		5.3%		32.5%			
Paradise Developments	0	0	0	99	60	81	2	0	0	0	84	40	366		4.0%		36.5%			
CountryWide Homes	4	1	5	19	20	25	13	30	22	25	38	27	229		2.5%		39.0%			
Aspen Ridge Homes	2	3	0	7	8	8	26	34	23	34	29	28	202		2.2%		41.2%			
Greenpark Group	0	0	1	3	71	75	19	3	7	4	8	9	200		2.2%		43.3%			
Conservatory Group	8	15	25	22	27	21	18	10	3	5	9	8	171		1.9%		45.2%			
Sundial Homes	0	0	38	46	7	2	23	5	6	5	4	11	147		1.6%		46.8%			
Fernbrook Homes	0	0	6	1	40	2	9	19	9	31	19	10	146		1.6%		48.4%			
Country Homes	0	0	0	0	0	25	21	32	19	30	9	7	143		1.6%		49.9%			
Regal Crest Homes	2	5	2	1	7	8	23	20	9	20	23	17	137		1.5%		51.4%			
Minto Developments	8	3	9	20	14	16	8	9	5	9	16	15	132		1.4%		52.9%			
Brookfield Residential	2	0	0	4	3	28	17	7	8	10	33	19	131		1.4%		54.3%			
Deco Homes	1	0	0	0	18	1	0	0	2	28	25	48	123		1.3%		55.6%			
Sorbara	0	0	1	1	4	3	9	2	8	3	43	47	121		1.3%		57.0%			
Rosehaven Homes	0	5	1	2	8	4	8	1	2	33	25	25	114		1.2%		58.2%			
Opus Homes	0	0	0	1	20	6	0	0	0	18	29	38	112		1.2%		59.4%			
Arista Homes	0	0	0	1	21	23	0	1	0	3	24	36	109		1.2%		60.6%			
Context Developments and Metropia				62	0	24	1	9	0	1	0	6	103		1.1%		61.7%			
Starlane Home Corporation	2	3	1	3	5	4	0	2	2	55	10	13	100		1.1%		62.8%			
	158	447	690	871	797	971	885	559	430	928	1,298	1,156	9,190							

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 November
New Kleinburg - Fieldgate Homes	Vaughan	Detached	30'	11
			38'	26
			44'	5
			50'	1
		Townhouse	20'	16
		Total		59
Sandalwood - Royalcliff Homes	Brampton	Link	33'	0
		Townhouse	18'	53
		Total		53
Valleyview - Umbria Development Group	Brampton	Semi Detached	24'	19
			26'	31
		Total		50
Trailways - Sorbara	Whitchurch-Stouffville	Detached	32'	11
			36'	10
			40'	9
		Townhouse	19'	16
			Total	46
New Kleinburg - Paradise Developments	Vaughan	Detached	30'	5
			38'	11
			44'	4
		Townhouse	20'	14
		Total		34
New Kleinburg - Deco Homes	Vaughan	Detached	30'	6
			38'	16
			44'	6
		Townhouse	18'	3
		Total		31
Symphony Towns - Marlin Spring	Oshawa	Townhouse	14'	21
			18'	9
		Total		30
New Kleinburg - Opus Homes	Vaughan	Detached	30'	4
			38'	17
			44'	3
		Townhouse	18'	5
		Total		29
Cityside - Fieldgate Homes	Whitchurch-Stouffville	Detached	36'	4
			40'	5
		Townhouse	20'	17
			Total	26
Lookout on the Knoll - Acorn Homes	Richmond Hill	Townhouse	20'	14
			27'	12
		Total		26

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	November 2019					November 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	11		1	1	13	0		0	2	2
	Brock	0				0	0				0
	Clarington	13	0	0	8	21	26	0	0	1	27
	Oshawa	3		0	58	61	1		0	8	9
	Pickering	30		0	18	48	0			6	6
	Scugog	1	1			2	2	1			3
	Uxbridge	0			3	3	0			2	2
	Whitby	26	0	9	27	62	3		0	1	4
	Total	84	1	10	115	210	32	1	0	20	53
Halton	Burlington				0	0				1	1
	Halton Hills	7				7	1				1
	Milton	8		4	16	28	6		14	5	25
	Oakville	66			33	99	26			51	77
	Total	81		4	49	134	33		14	57	104
Peel	Brampton	54	3	66	120	243	25	0	12	13	50
	Caledon	8			2	10	5		0	2	7
	Mississauga	2		0	3	5	3		4	2	9
	Total	64	3	66	125	258	33	0	16	17	66
Toronto	East York										
	Etobicoke	0			0	0	0			7	7
	North York	9			23	32	0	0	1	0	1
	Old Toronto				0	0			0	0	0
	Scarborough	2				2	0				0
	York										
	Total	11			23	34	0	0	1	7	8
York	Aurora	23			4	27	3			0	3
	East Gwillimbury	33		0	4	37	4		0	1	5
	Georgina	5		0	1	6	9			1	10
	King	0			18	18	0				0
	Markham	4	3		22	29	0			19	19
	Newmarket	8	0	0	1	9	22	2		1	25
	Richmond Hill	42	0	12	39	93	14	2	2	10	28
	Vaughan	164	2	3	45	214	10	1	0	8	19
	Whitchurch-Stouffville	48			39	87	1			36	37
	Total	327	5	15	173	520	63	5	2	76	146
Grand Total		567	9	95	485	1,156	161	6	33	177	377

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	121		19	22	162	44		32	52	128
	Brock	1				1	1				1
	Clarington	123	3	0	118	244	351	9	3	153	516
	Oshawa	59		0	165	224	168		0	168	336
	Pickering	181		20	184	385	110		20	50	180
	Scugog	34	8			42	53	18			71
	Uxbridge	3			13	16	12			36	48
	Whitby	298	0	131	262	691	215	20	41	123	399
	Total	820	11	170	764	1,765	954	47	96	582	1,679
Halton	Burlington	4		1	49	54				20	20
	Halton Hills	20				20	38				38
	Milton	259		115	517	891	70		35	34	139
	Oakville	587			353	940	443			82	525
	Total	870		116	919	1,905	551		35	136	722
Peel	Brampton	884	7	402	839	2,132	197	4	96	246	543
	Caledon	190		78	29	297	67			16	83
	Mississauga	29		14	41	84	14		8	18	40
	Total	1,103	7	494	909	2,513	278	4	104	280	666
Toronto	East York										
	Etobicoke	23			47	70	2			25	27
	North York	11	1	45	196	253	56			172	228
	Old Toronto			1	2	3				1	1
	Scarborough	13				13	21				21
	York										
	Total	47	1	46	245	339	79			198	277
York	Aurora	203			25	228	142			12	154
	East Gwillimbury	203		12	72	287	120		61	62	243
	Georgina	106		1	12	119	78		3	27	108
	King	0			71	71	12			7	19
	Markham	34	10		280	324	18	8		203	229
	Newmarket	33	7	0	33	73	26	5	4	45	80
	Richmond Hill	129	0	48	262	439	198	6	38	162	404
	Vaughan	487	10	10	201	708	240	13	13	134	400
	Whitchurch-Stouffville	262			157	419	99			63	162
	Total	1,457	27	71	1,113	2,668	933	32	119	715	1,799
Grand Total		4,297	46	897	3,950	9,190	2,795	83	354	1,911	5,143

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.