



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of December 2019

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Dec-19		Dec-18		Change
High Rise	1,871		806		132.1%
Low Rise	500		159		214.5%
Total	2,371		965		145.7%
Year to Date Sales	Jan.-Dec. 2019		Jan.-Dec. 2018		Y/Y Change
High Rise	26,948		21,145		27.4%
Low Rise	9,523		3,710		156.7%
Total	36,471		24,855		46.7%
Year to Date Supply	Jan.-Dec. 2019		Jan.-Dec. 2018		Y/Y Change
High Rise	27,300		26,618		2.6%
Low Rise	9,097		5,150		76.6%
Total	36,397		31,768		14.6%
Year to Date Completions	Jan.-Dec. 2019		Jan.-Dec. 2018		Y/Y Change
High Rise	19,985		15,700		27.3%
Remaining Inventory	Dec-19	Nov-19	Dec-18	M/M Change	Y/Y Change
High Rise	12,280	14,272	11,230	-14.0%	9.3%
Low Rise	4,836	5,248	5,262	-7.9%	-8.1%
Total	17,116	19,520	16,492	-12.3%	3.8%
Benchmark Price	Dec-19	Nov-19	Dec-18	M/M Change	Y/Y Change
High Rise	\$916,585	\$866,827	\$796,815	5.7%	15.0%
Low Rise	\$1,088,317	\$1,075,215	\$1,143,505	1.2%	-4.8%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	0	355	277	166	
High Rise Units	0	93,377	73,803	43,079	
% Sold*	0%	83%	93%	76%	
Low Rise Projects	1	308			
Low Rise Units	5	32,911			
% Sold*	0%	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.

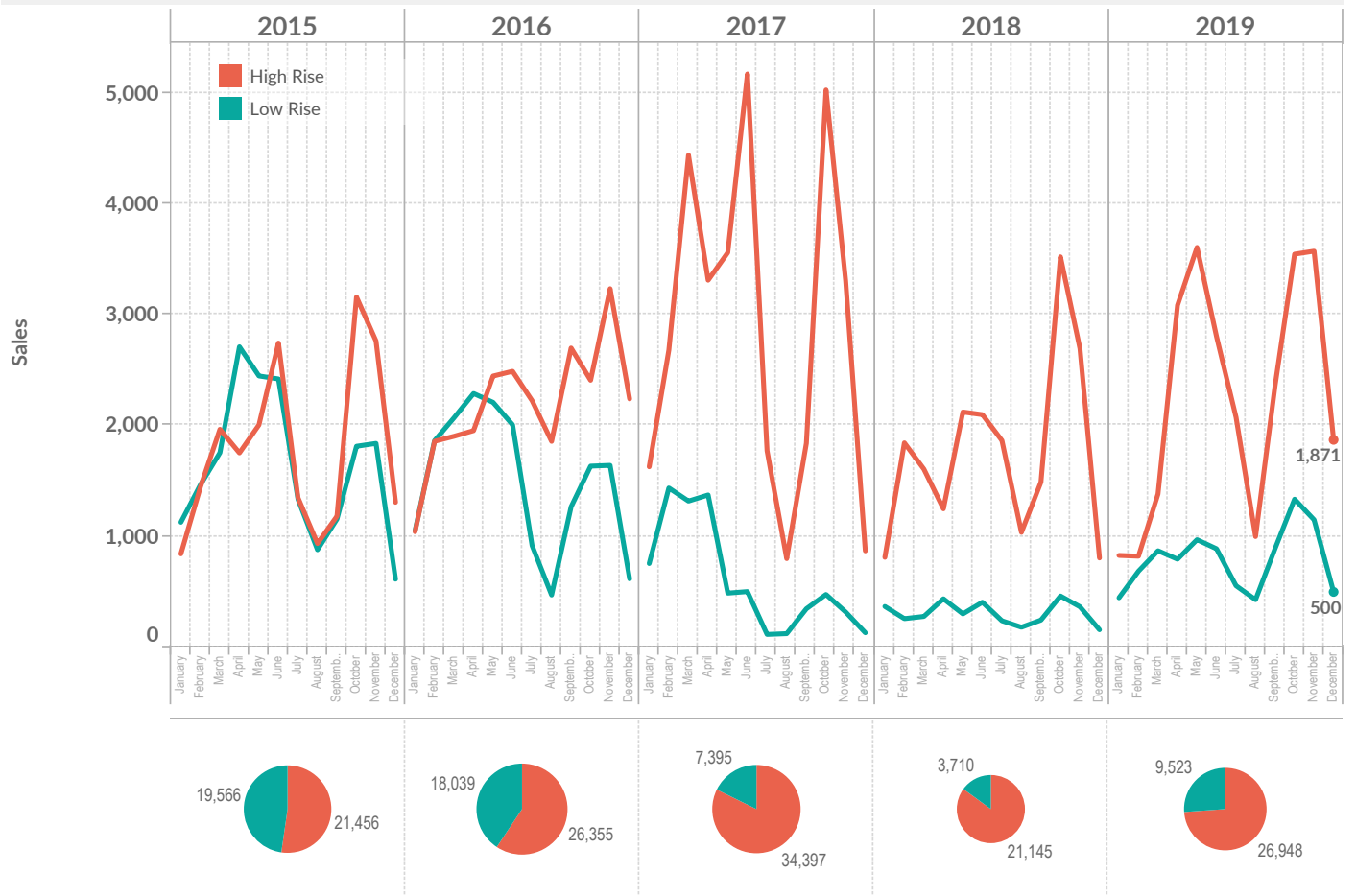
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

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

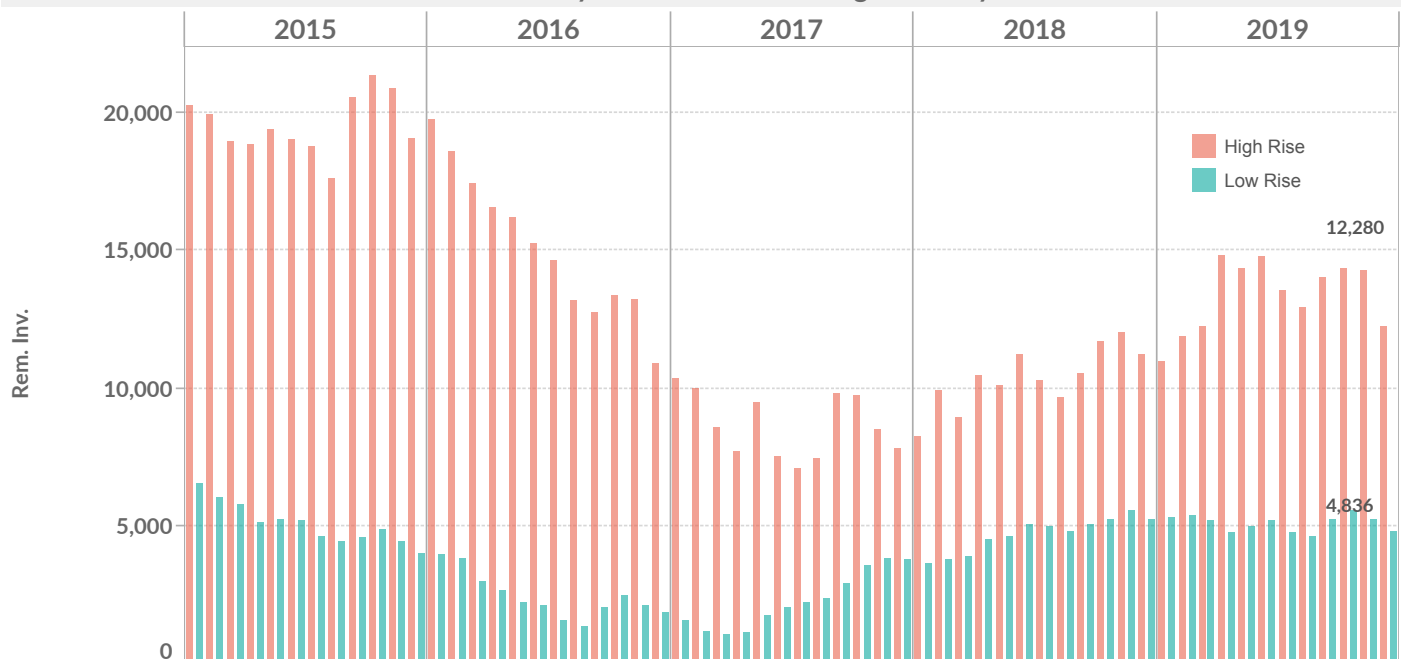
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

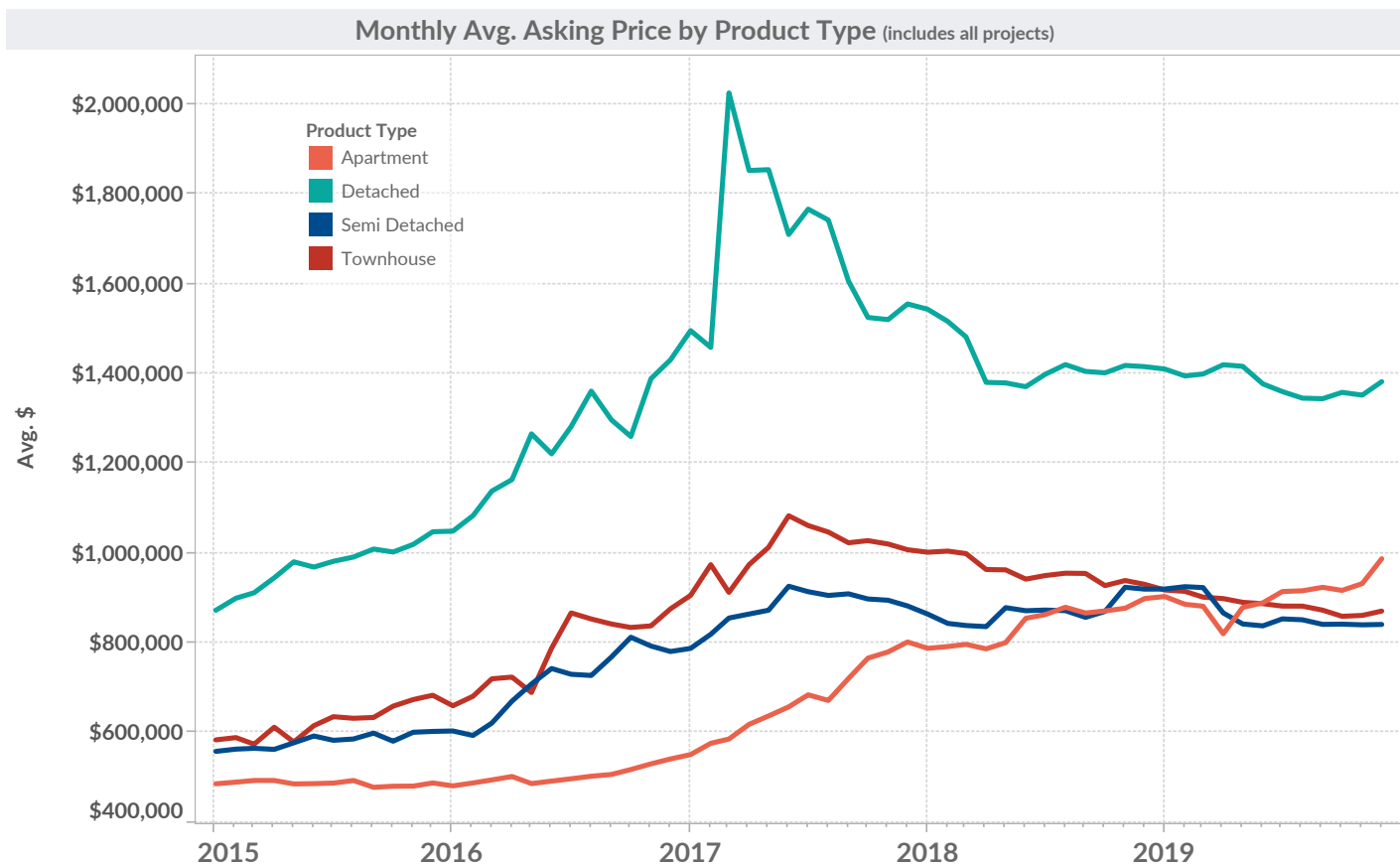
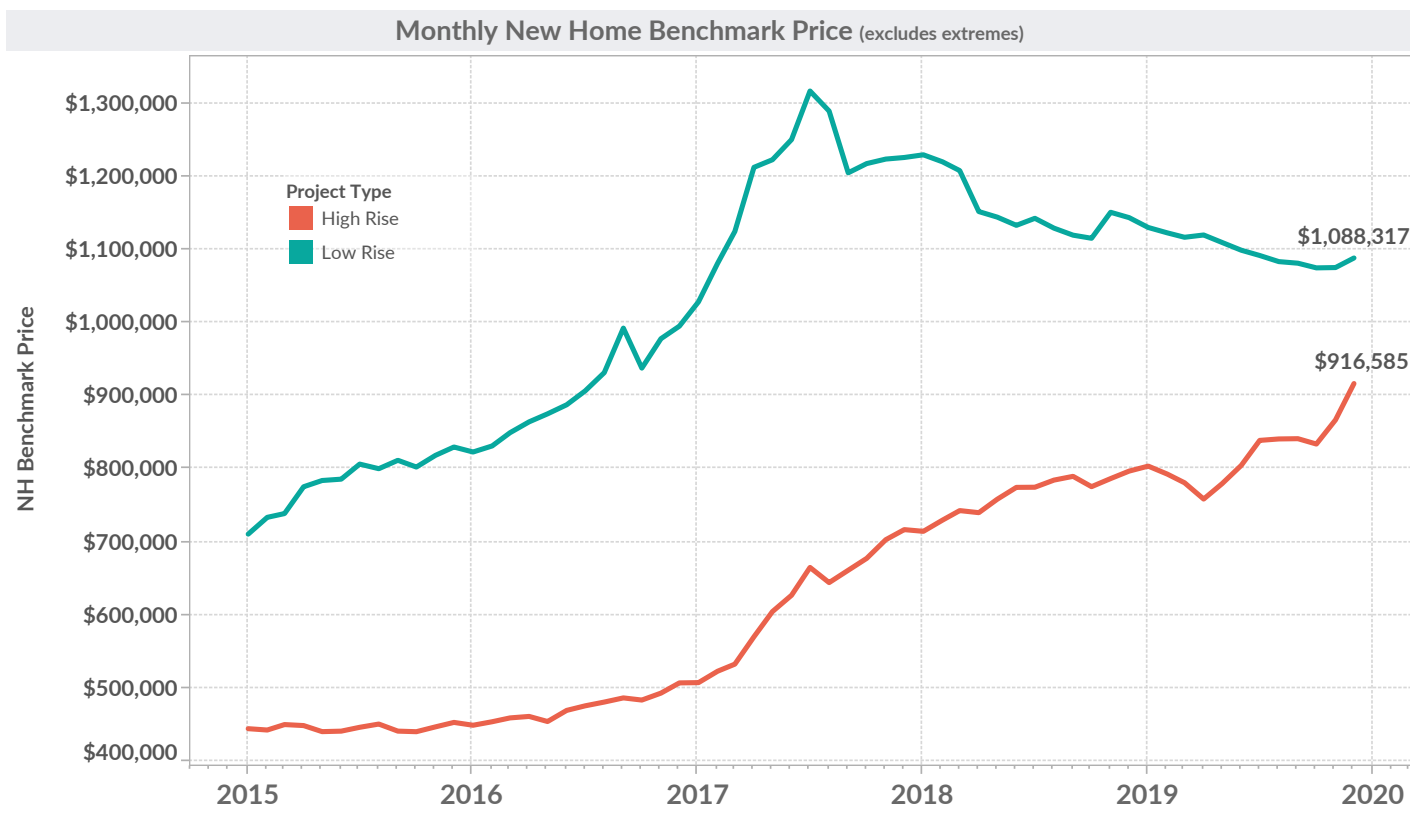
GTA - Monthly New Home Sales



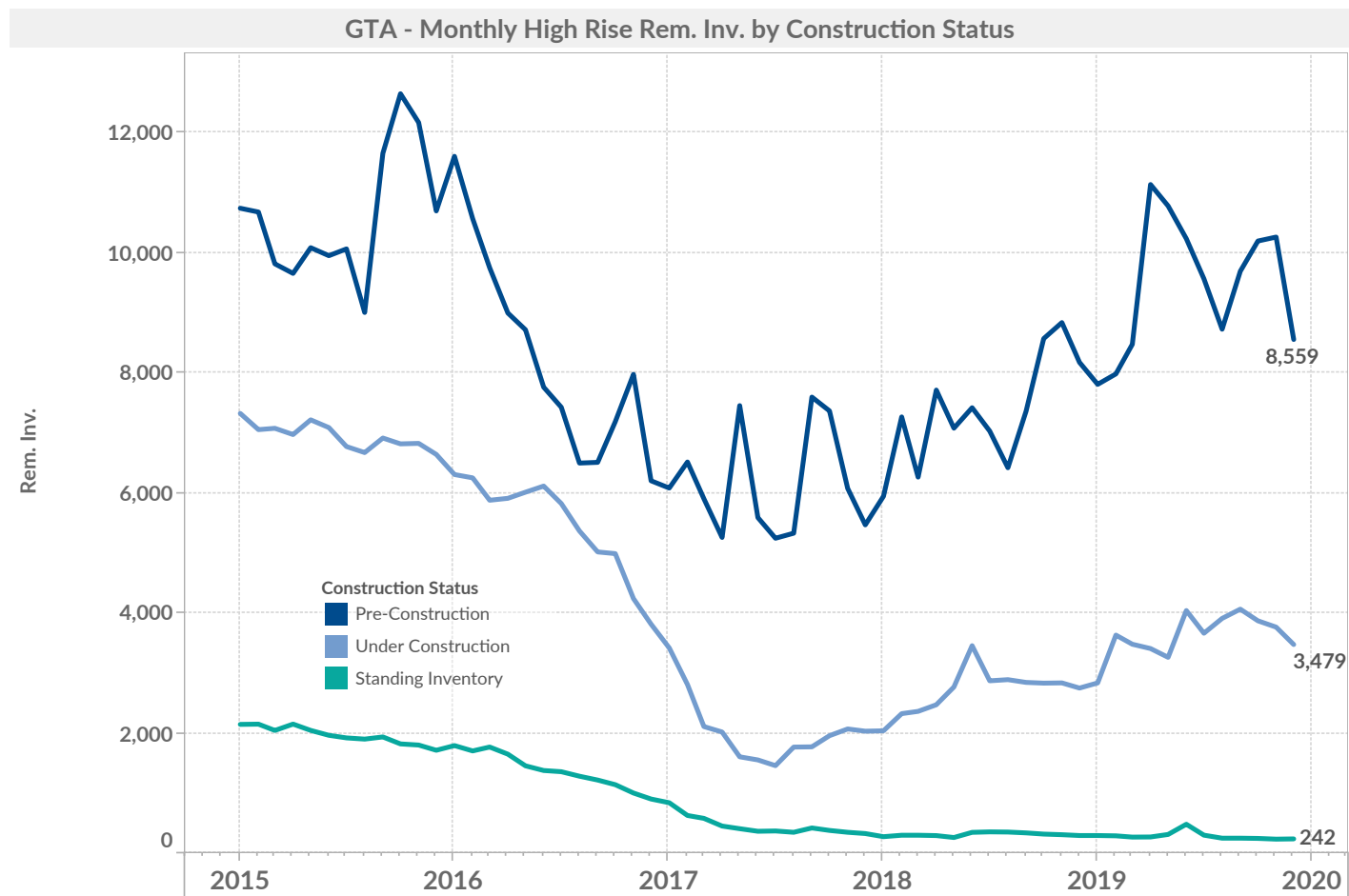
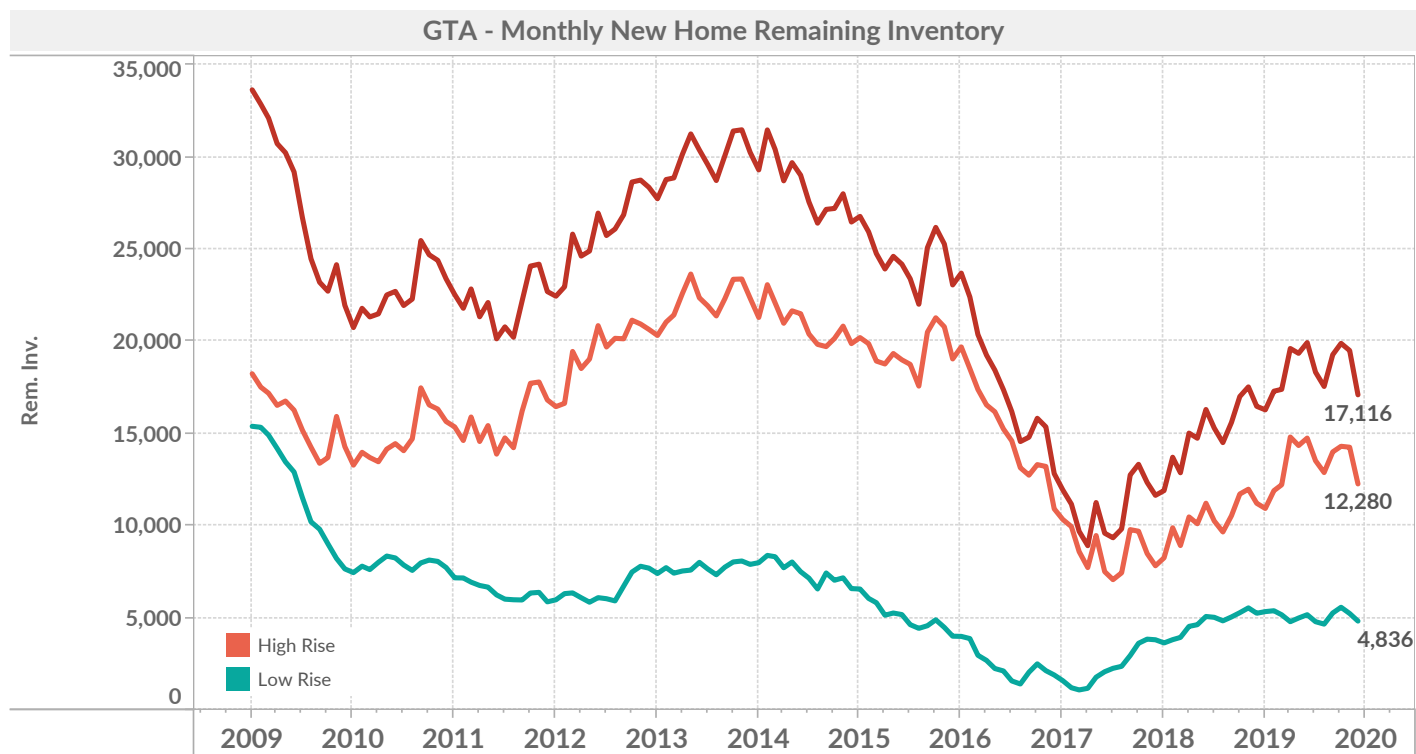
GTA - Monthly New Home Remaining Inventory



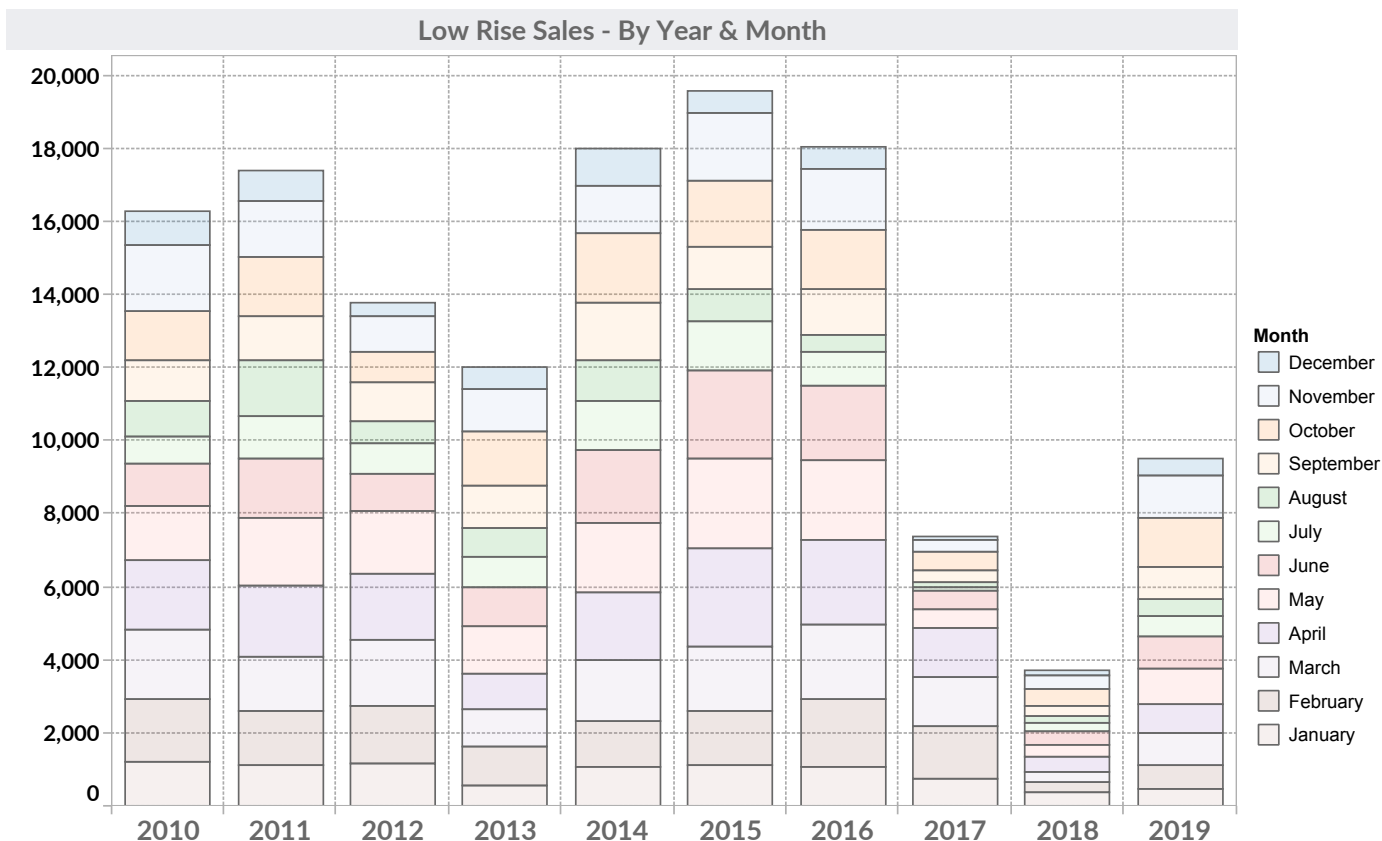
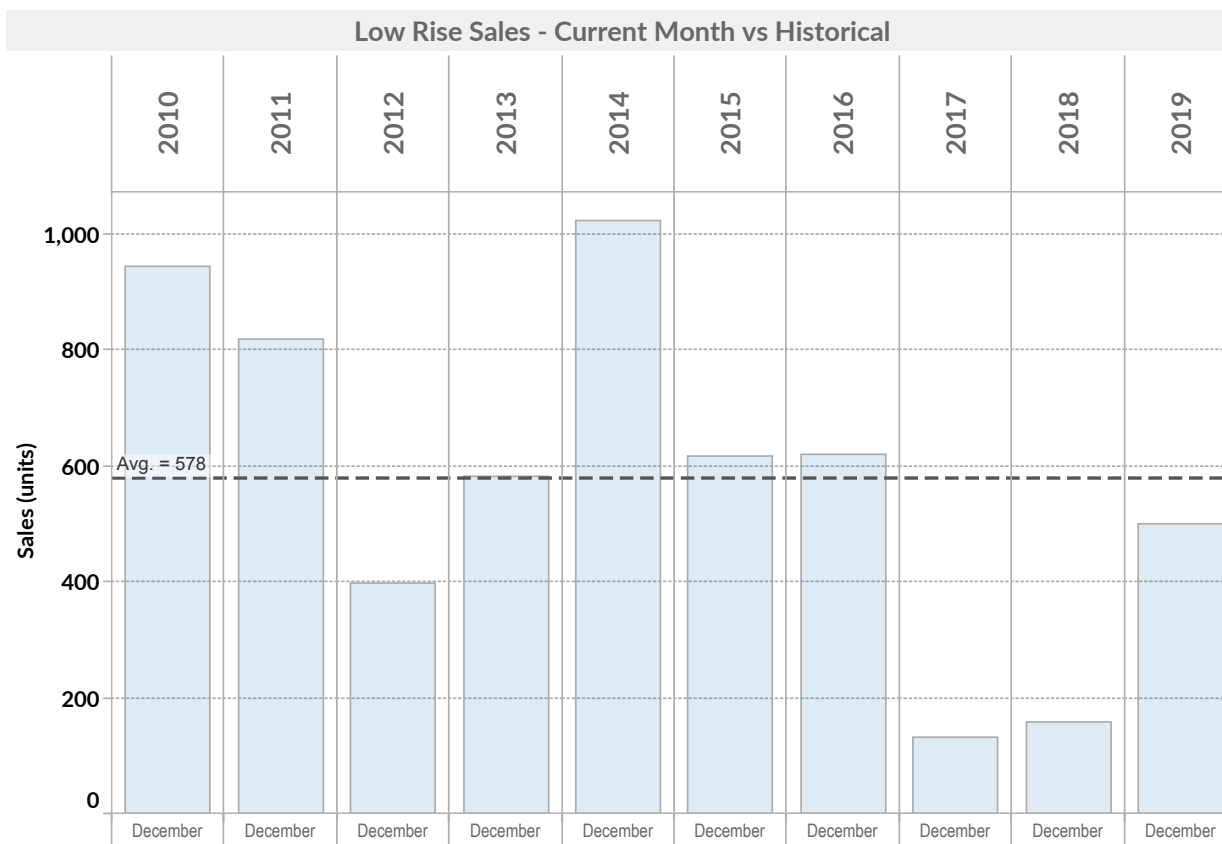
Pricing



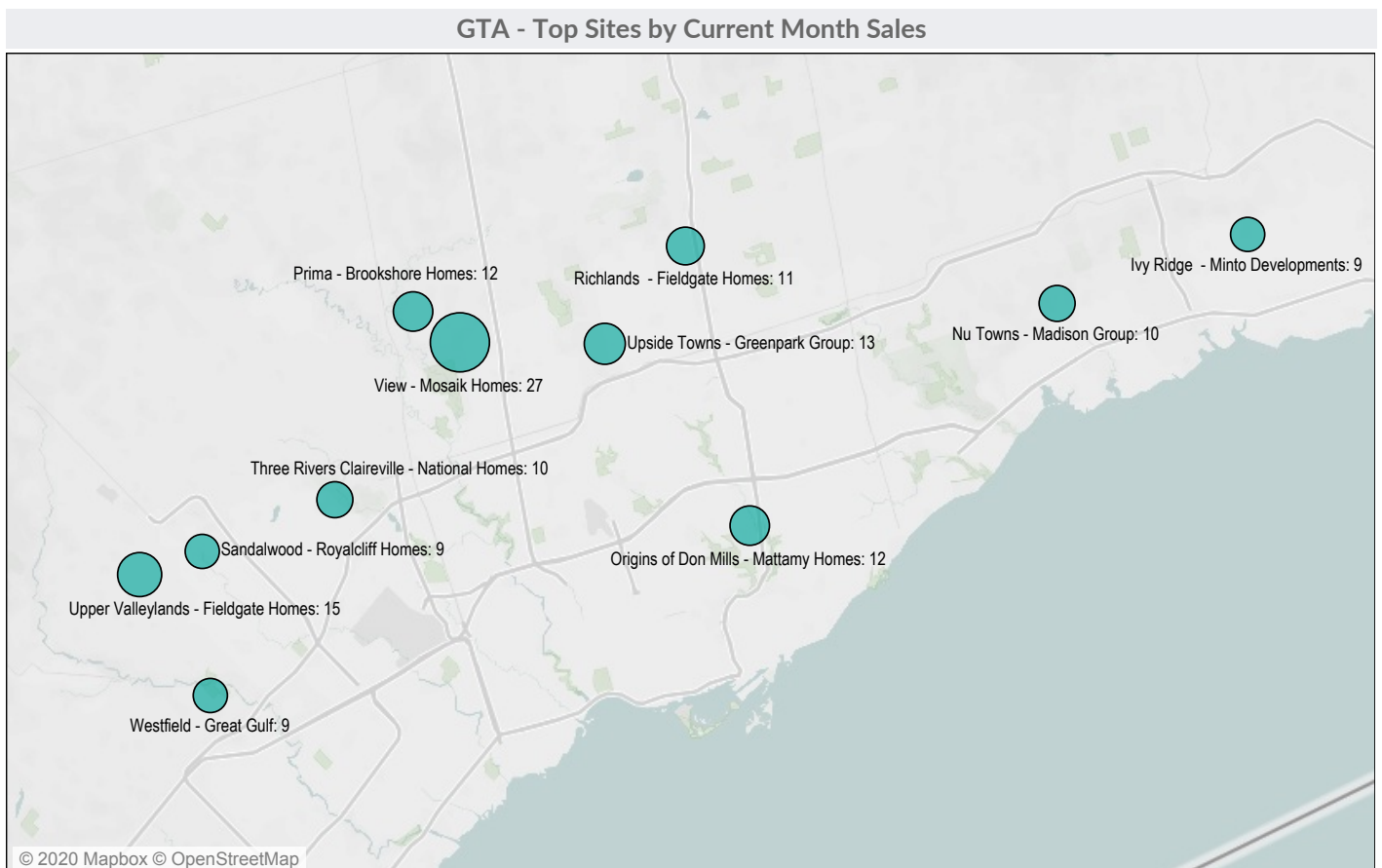
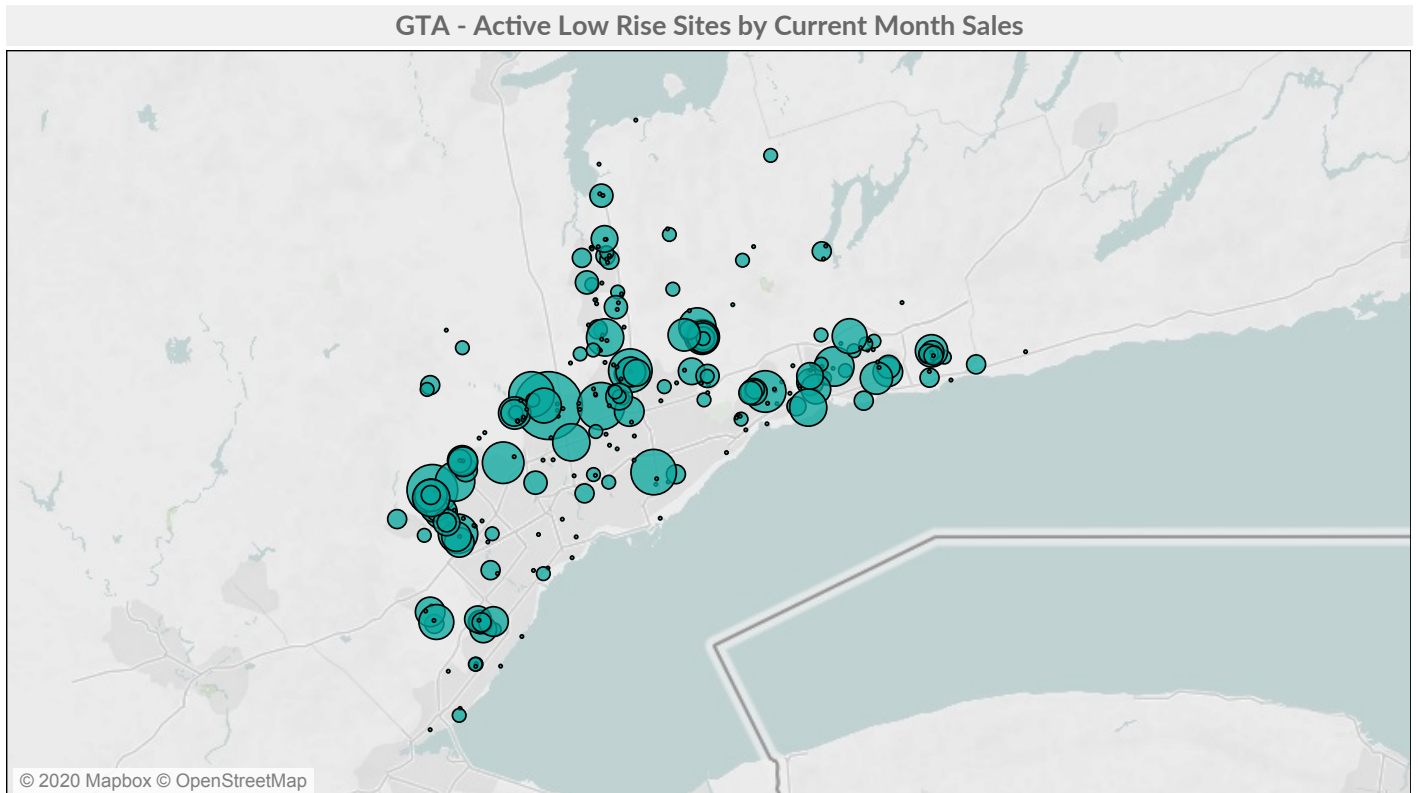
Remaining Inventory



Historical Sales Comparison



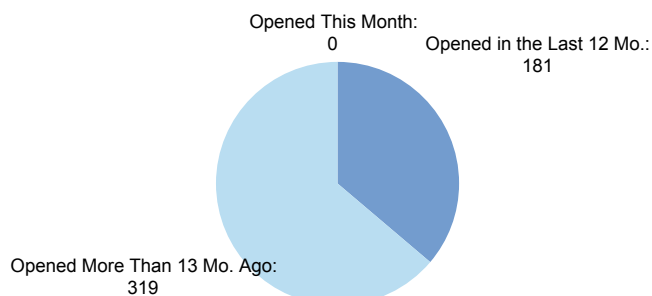
Current Sites



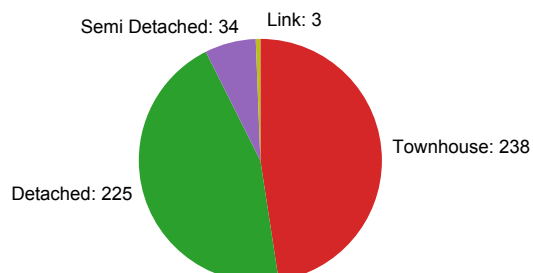
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

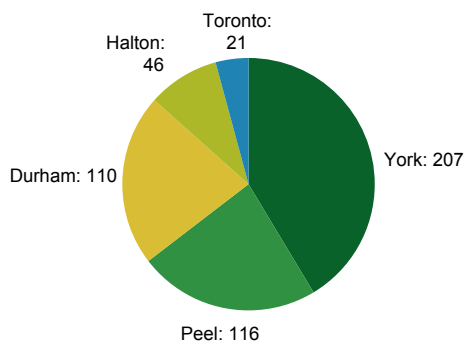
Sales by Opening Date



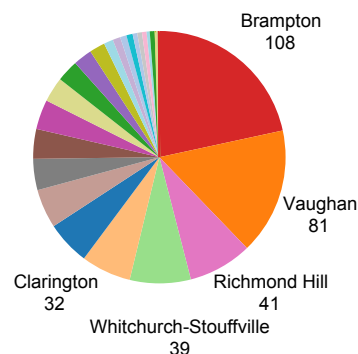
Sales by Product Type



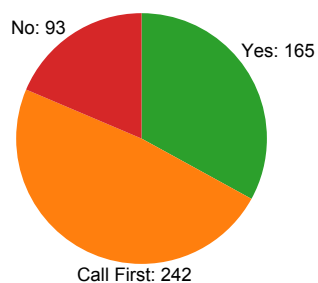
Sales by Region



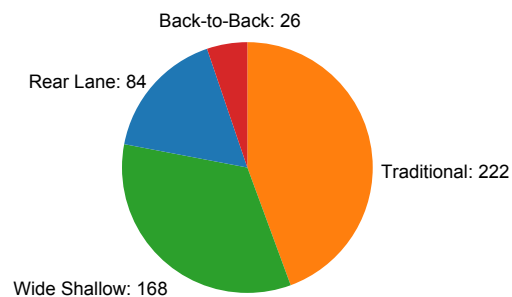
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



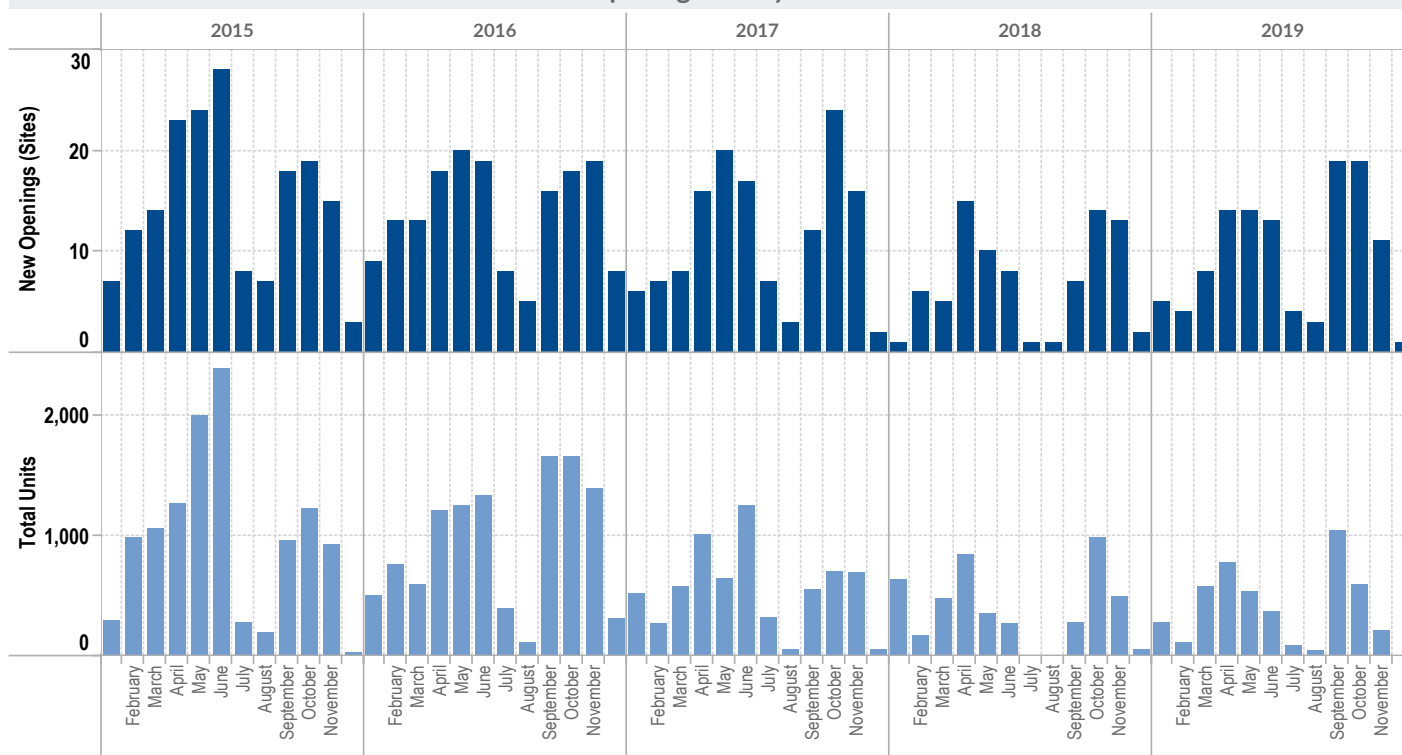
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Oh Townhomes - Falconcrest Homes and Graywood Developments	Freehold Common Element	Oshawa	12/13/2019	5	0	5	\$328
Grand Total				5	0	5	\$328

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	30	1,463	15.4%		15.4%	
Great Gulf	33	53	99	30	67	73	48	22	48	42	24	11	550	5.8%		21.1%	
Fieldgate Homes	5	8	8	61	63	125	6	0	22	72	115	39	524	5.5%		26.6%	
Treasure Hill	1	51	126	50	155	35	39	22	3	3	15	11	511	5.4%		32.0%	
Paradise Developments	0	0	99	60	81	2	0	0	0	84	40	3	369	3.9%		35.9%	
CountryWide Homes	1	5	19	20	25	13	30	22	24	38	27	9	233	2.4%		38.3%	
Aspen Ridge Homes	3	1	6	7	9	27	33	21	37	29	34	11	218	2.3%		40.6%	
Greenpark Group	0	1	3	71	75	19	3	7	4	8	9	14	214	2.2%		42.9%	
Conservatory Group	15	25	22	27	21	18	10	3	5	9	10	20	185	1.9%		44.8%	
Sundial Homes	0	38	46	7	2	23	5	6	5	4	11	3	150	1.6%		46.4%	
Country Homes	0	0	0	0	25	21	32	20	30	9	7	2	146	1.5%		47.9%	
Fernbrook Homes	0	6	1	40	2	9	19	9	28	19	9	3	145	1.5%		49.4%	
Regal Crest Homes	5	2	1	7	8	23	20	9	20	22	17	6	140	1.5%		50.9%	
Brookfield Residential	0	0	4	3	28	17	7	8	10	33	19	4	133	1.4%		52.3%	
Minto Developments	3	9	20	14	16	8	9	5	9	16	15	9	133	1.4%		53.7%	
Sorbara	0	1	1	4	3	9	2	8	3	43	47	8	129	1.4%		55.1%	
Deco Homes	0	0	0	18	1	0	0	2	27	25	49	2	124	1.3%		56.4%	
Opus Homes	0	0	1	20	6	0	0	0	18	26	38	9	118	1.2%		57.6%	
Rosehaven Homes	5	1	2	8	4	8	1	2	33	24	22	8	118	1.2%		58.8%	
Arista Homes	0	0	1	21	23	0	1	0	3	23	36	9	117	1.2%		60.1%	
Linvest	2	0	4	8	6	5	5	2	23	22	20	16	113	1.2%		61.3%	
Context Developments and Metropia			62	0	24	1	9	0	1	0	6	1	104	1.1%		62.3%	
	447	687	871	795	971	889	556	430	891	1,336	1,150	500	9,523				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2019 December
View - Mosaik Homes	Vaughan	Detached	40'	21
			50'	6
		Total		27
Upper Valleylands - Fieldgate Homes	Brampton	Detached	30'	3
			38'	1
			41'	3
		Semi Detached	25'	0
		Townhouse	20'	1
			21'	7
		Total		15
Upside Towns - Greenpark Group	Vaughan	Townhouse	18'	13
				13
Origins of Don Mills - Mattamy Homes	North York	Detached	28'	0
		Townhouse	20'	12
		Total		12
Prima - Brookshore Homes	Vaughan	Detached	38'	0
			40'	12
		Total		12
Richlands - Fieldgate Homes	Richmond Hill	Detached	36'	0
			43'	0
		Semi Detached	28'	2
		Townhouse	20'	9
				11
Nu Towns - Madison Group	Pickering	Townhouse	15'	5
			18'	5
		Total		10
Three Rivers Claireville - National Homes	Brampton	Townhouse	18'	10
			19'	0
		Total		10
Ivy Ridge - Minto Developments	Whitby	Detached	36'	2
			43'	2
		Townhouse	20'	5
				9
Sandalwood - Royaldcliff Homes	Brampton	Link	33'	1
		Townhouse	18'	8
		Total		9
Westfield - Great Gulf	Brampton	Detached	34'	1
			38'	3
		Semi Detached	24'	5
				9
Amber Woods - Stanford Homes	Brampton	Townhouse	20'	6
			21'	1
			23'	1
		Total		8

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	December 2019					December 2018				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	3		4	3	10	2		0	2	4
	Brock	1				1	0				0
	Clarington	16	0	2	14	32	6	0	0	0	6
	Oshawa	2		0	17	19	1		0	17	18
	Pickering	7		0	13	20	0			1	1
	Scugog	1	1			2	0	0			0
	Uxbridge	0			1	1	1			0	1
	Whitby	12	0	5	8	25	6		0	6	12
	Total	42	1	11	56	110	16	0	0	26	42
Halton	Burlington				1	1				2	2
	Halton Hills	3				3	1				1
	Milton	4		2	8	14	4		2	3	9
	Oakville	24			4	28	0			6	6
	Total	31		2	13	46	5		2	11	18
Peel	Brampton	37	1	13	57	108	17	0	7	10	34
	Caledon	4			0	4	5		1	2	8
	Mississauga	1		0	3	4	1		1	0	2
	Total	42	1	13	60	116	23	0	9	12	44
Toronto	East York										
	Etobicoke	0			3	3	2			4	6
	North York	0			16	16	0	0	0	0	0
	Old Toronto				0	0			0	0	0
	Scarborough	2				2	0				0
	York										
	Total	2			19	21	2	0	0	4	6
York	Aurora	3			3	6	2			0	2
	East Gwillimbury	12		0	0	12	0		0	0	0
	Georgina	2		0	1	3	4			0	4
	King	0			1	1	0			14	14
	Markham	3	1		15	19	0			1	1
	Newmarket	2	0	0	3	5	0	0		0	0
	Richmond Hill	5	0	8	28	41	5	0	0	1	6
	Vaughan	59	0	0	22	81	6	0	0	7	13
	Whitchurch-Stouffville	22			17	39	0			9	9
	Total	108	1	8	90	207	17	0	0	32	49
Grand Total		225	3	34	238	500	63	0	11	85	159

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	122		23	25	170	41		28	47	116
	Brock	2				2	0				0
	Clarington	131	3	2	131	267	342	9	1	140	492
	Oshawa	62		0	163	225	132		0	158	290
	Pickering	193		24	198	415	97		16	35	148
	Scugog	35	9			44	52	17			69
	Uxbridge	3			13	16	30			36	66
	Whitby	303	0	132	264	699	161	20	40	114	335
	Total	851	12	181	794	1,838	855	46	85	530	1,516
Halton	Burlington	4		1	48	53				19	19
	Halton Hills	22				22	35				35
	Milton	260		115	522	897	29		33	17	79
	Oakville	592			350	942	464			79	543
	Total	878		116	920	1,914	528		33	115	676
Peel	Brampton	917	8	393	887	2,205	152	3	104	212	471
	Caledon	189		77	27	293	66			16	82
	Mississauga	29		16	52	97	13		9	48	70
	Total	1,135	8	486	966	2,595	231	3	113	276	623
Toronto	East York										
	Etobicoke	21			44	65	2			24	26
	North York	11	1	45	212	269	56			174	230
	Old Toronto			1	2	3				1	1
	Scarborough	15				15	19				19
	York										
	Total	47	1	46	258	352	77			199	276
York	Aurora	200			28	228	143			9	152
	East Gwillimbury	218		12	70	300	119		65	64	248
	Georgina	105		1	13	119	75		3	26	104
	King	0			58	58	12			6	18
	Markham	37	11		290	338	15	7		262	284
	Newmarket	35	7	0	36	78	24	5	4	42	75
	Richmond Hill	129	0	56	288	473	203	6	31	137	377
	Vaughan	552	6	10	217	785	204	17	13	126	360
	Whitchurch-Stouffville	282			163	445	79			48	127
	Total	1,558	24	79	1,163	2,824	874	35	116	720	1,745
Grand Total		4,469	45	908	4,101	9,523	2,565	84	347	1,840	4,836

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