



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of January 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Jan-20		Jan-19		Change
High Rise	1,100		829		32.7%
Low Rise	1,006		446		125.6%
Total	2,106		1,275		65.2%
Year to Date Sales	Jan.-Jan. 2020		Jan.-Jan. 2019		Y/Y Change
High Rise	1,100		829		32.7%
Low Rise	1,006		446		125.6%
Total	2,106		1,275		65.2%
Year to Date Supply	Jan.-Jan. 2020		Jan.-Jan. 2019		Y/Y Change
High Rise	266		423		-37.1%
Low Rise	737		536		37.5%
Total	1,003		959		4.6%
Year to Date Completions	Jan.-Jan. 2020		Jan.-Jan. 2019		Y/Y Change
High Rise	2,264		1,899		19.2%
Remaining Inventory	Jan-20	Dec-19	Jan-19	M/M Change	Y/Y Change
High Rise	11,632	12,261	10,958	-5.1%	6.2%
Low Rise	4,544	4,813	5,335	-5.6%	-14.8%
Total	16,176	17,074	16,293	-5.3%	-0.7%
Benchmark Price	Jan-20	Dec-19	Jan-19	M/M Change	Y/Y Change
High Rise	\$925,209	\$916,585	\$803,638	0.9%	15.1%
Low Rise	\$1,097,613	\$1,088,317	\$1,130,046	0.9%	-2.9%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	1	348	279	161	
High Rise Units	266	92,351	73,686	41,875	
% Sold*	0%	8%	93%	77%	
Low Rise Projects	3	300			
Low Rise Units	249	32,456			
% Sold*	79%	86%			

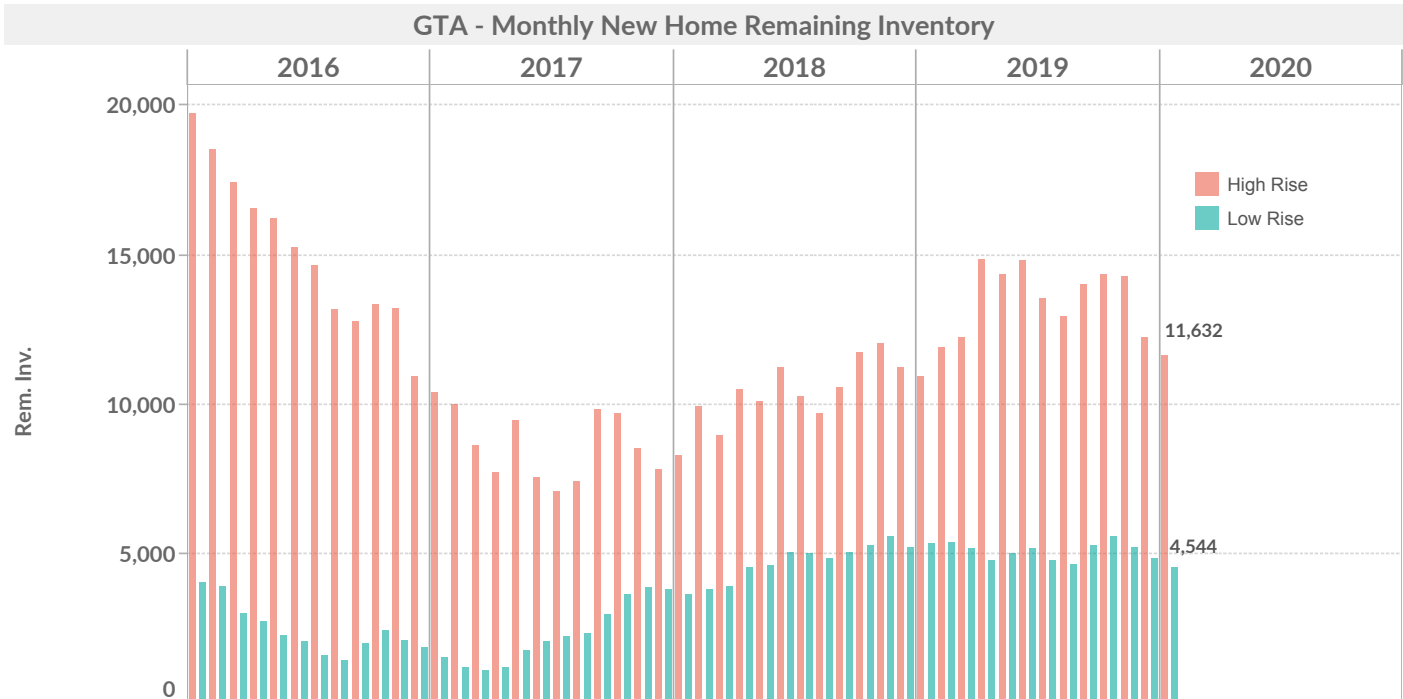
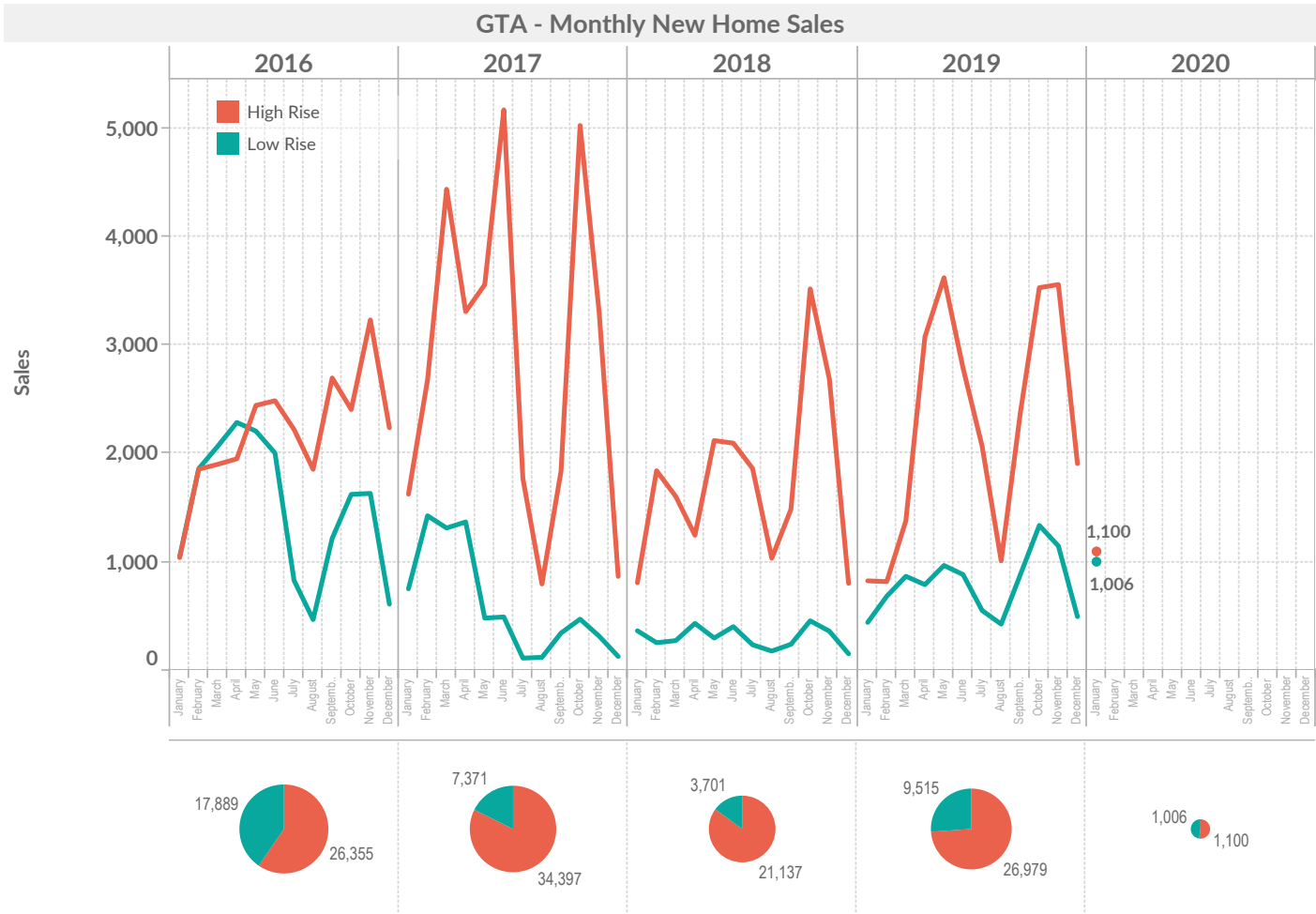
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

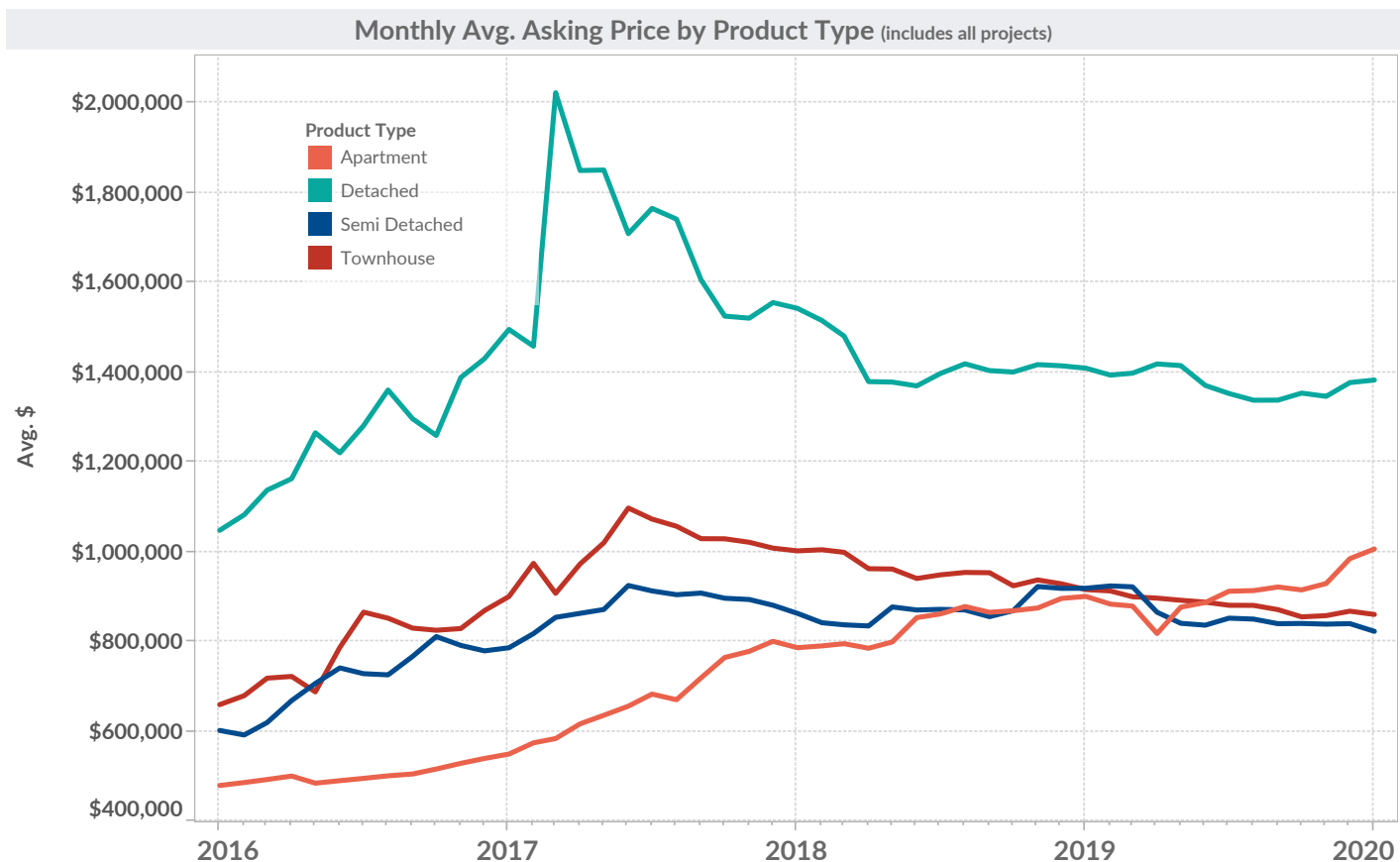
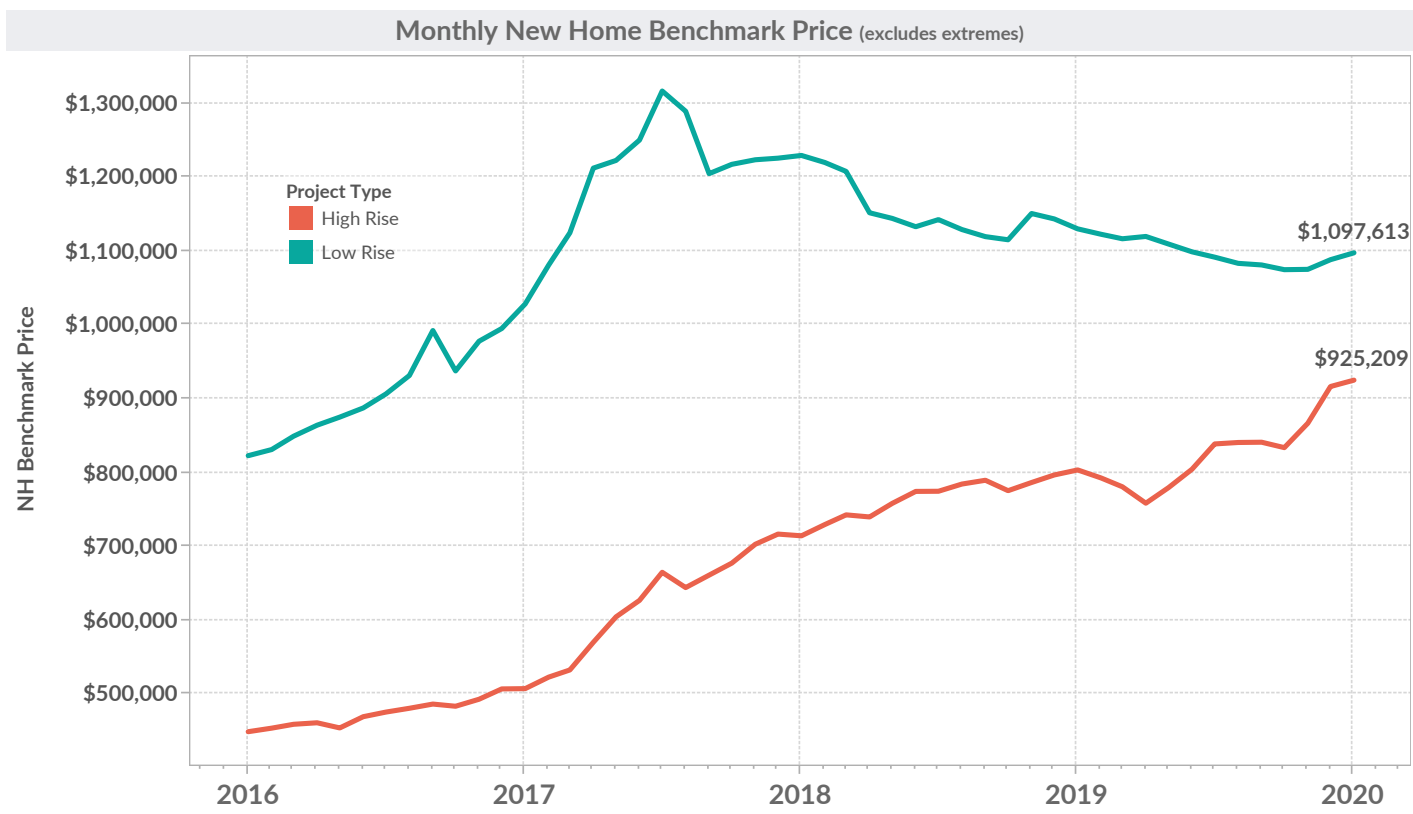
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

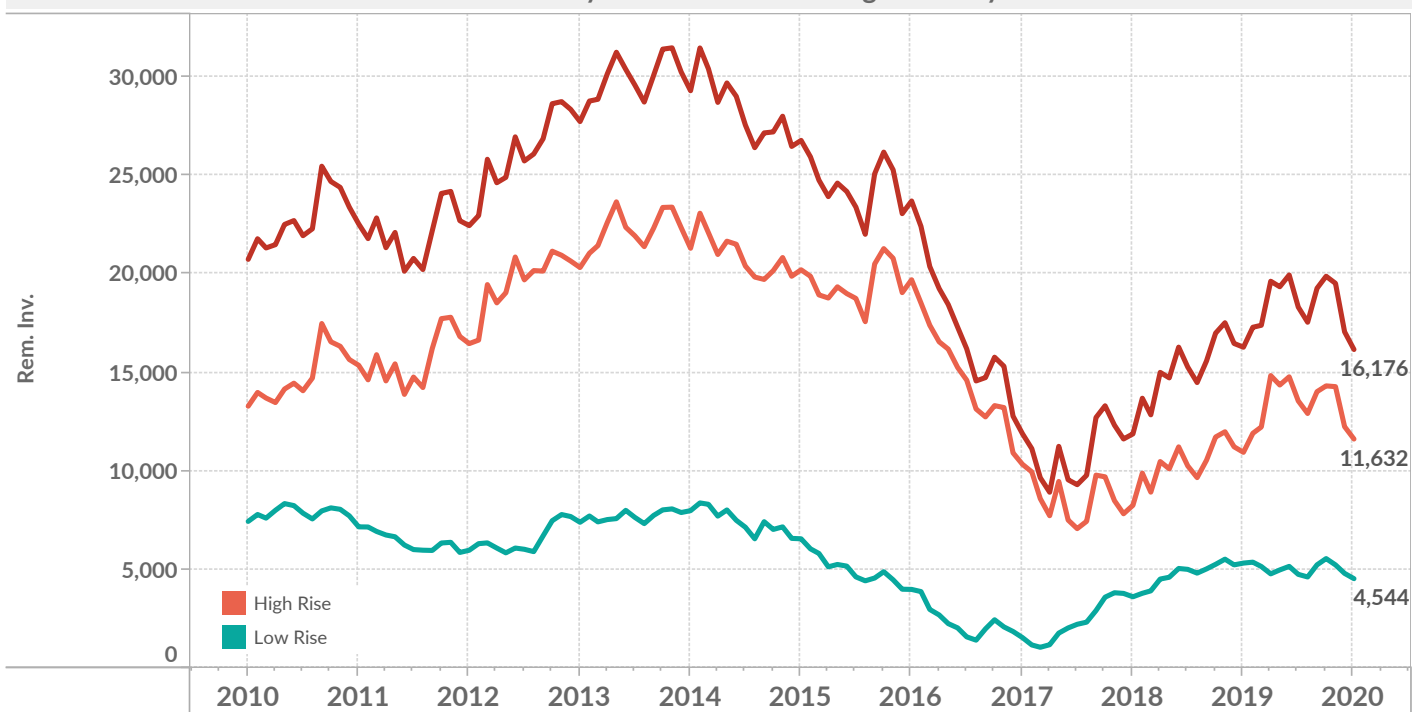


Pricing

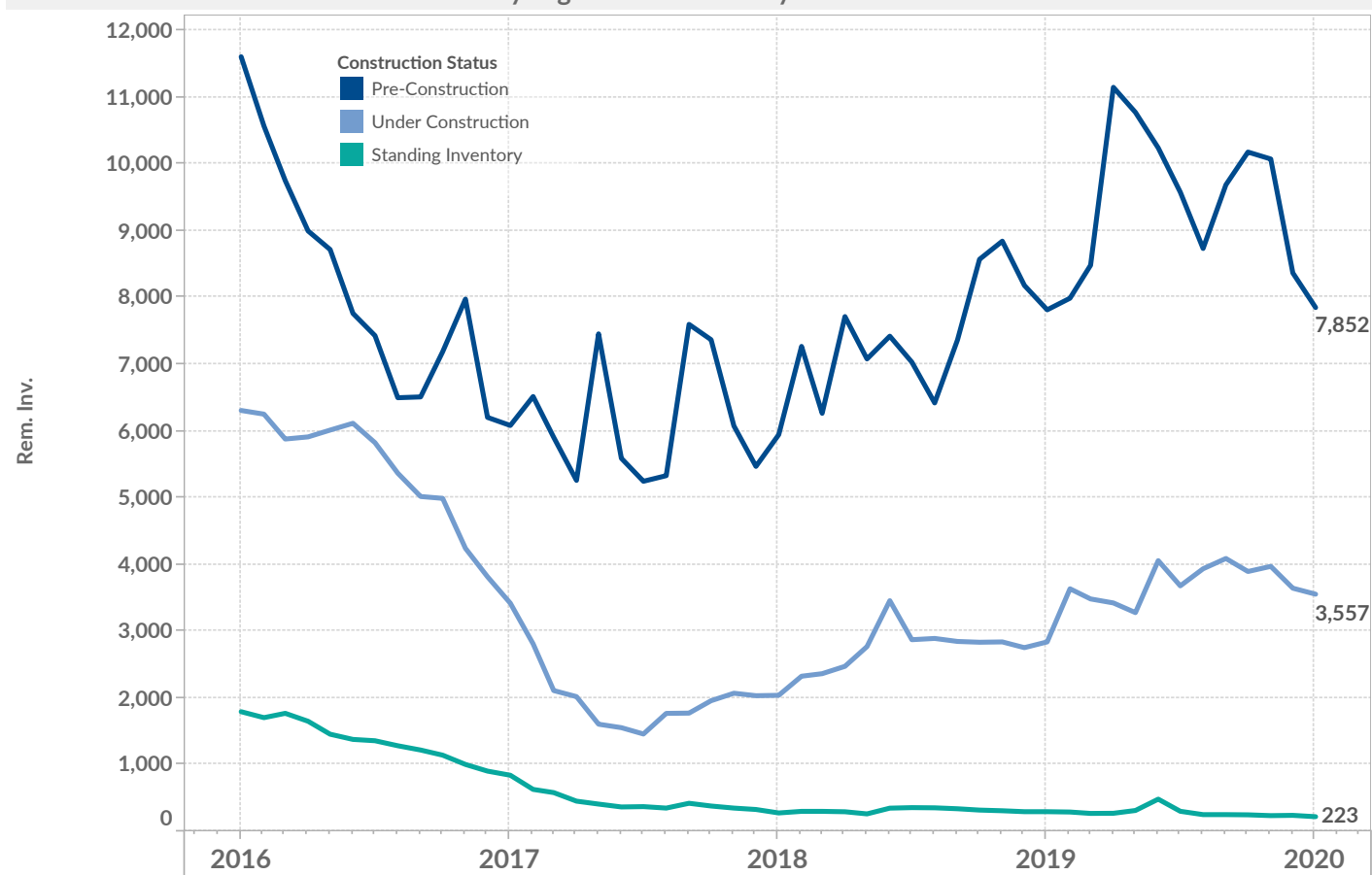


Remaining Inventory

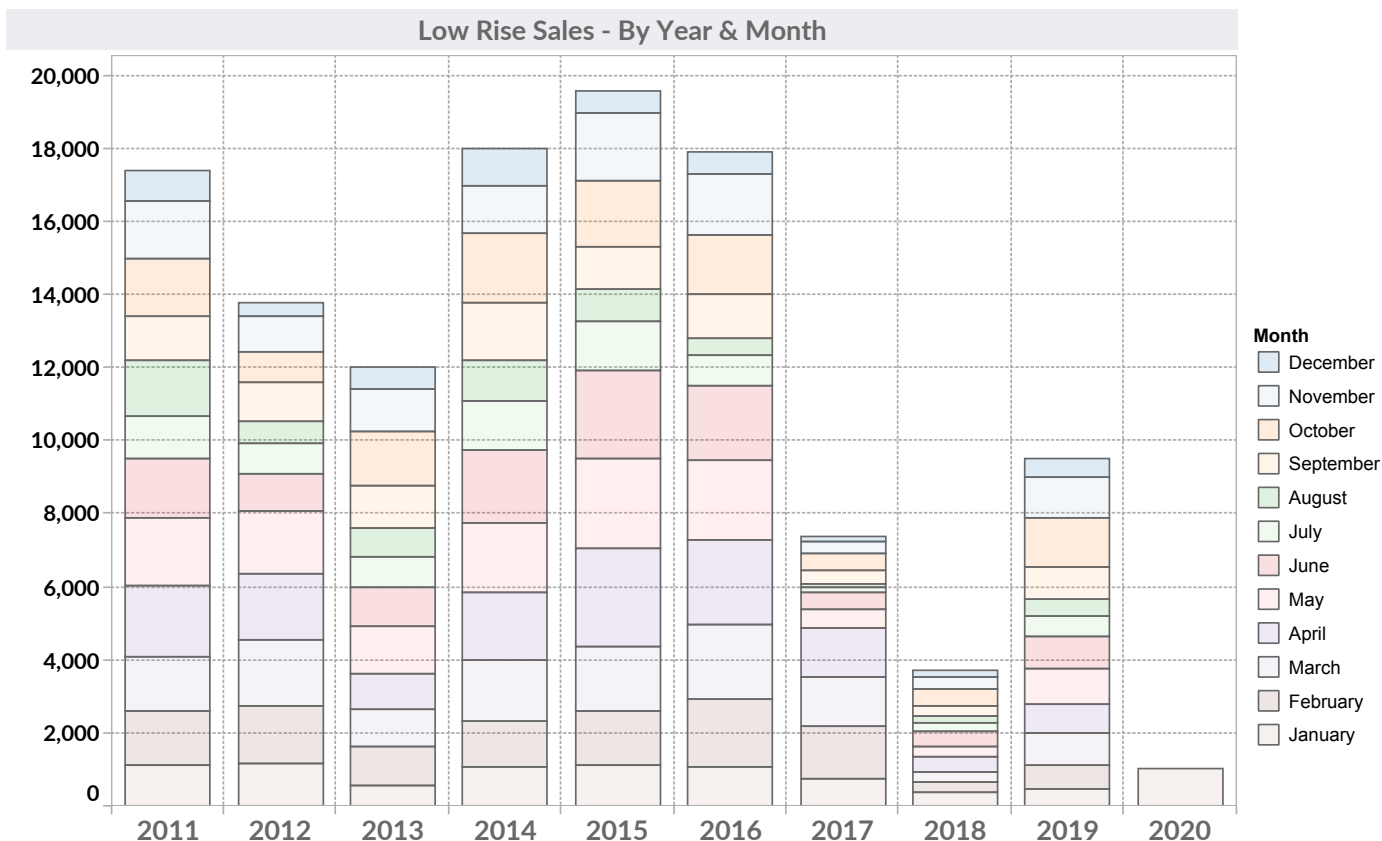
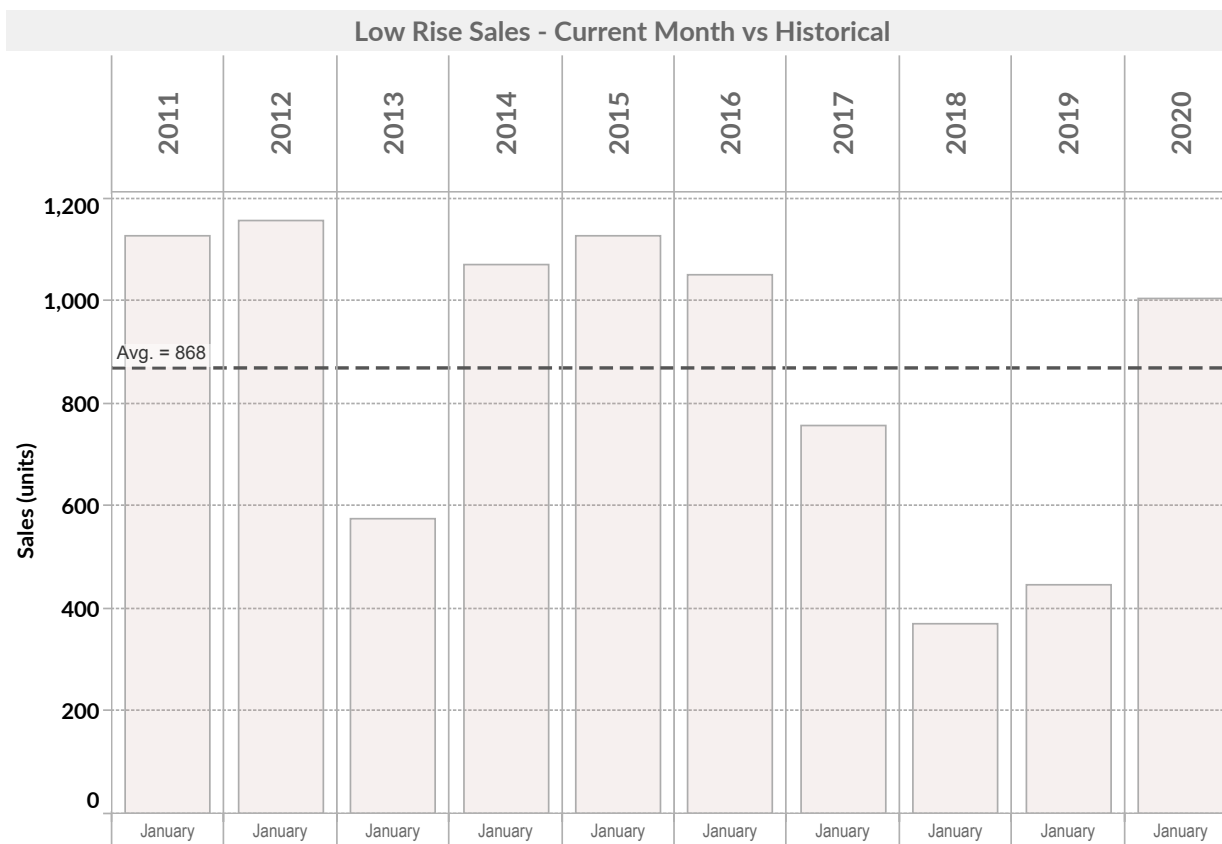
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

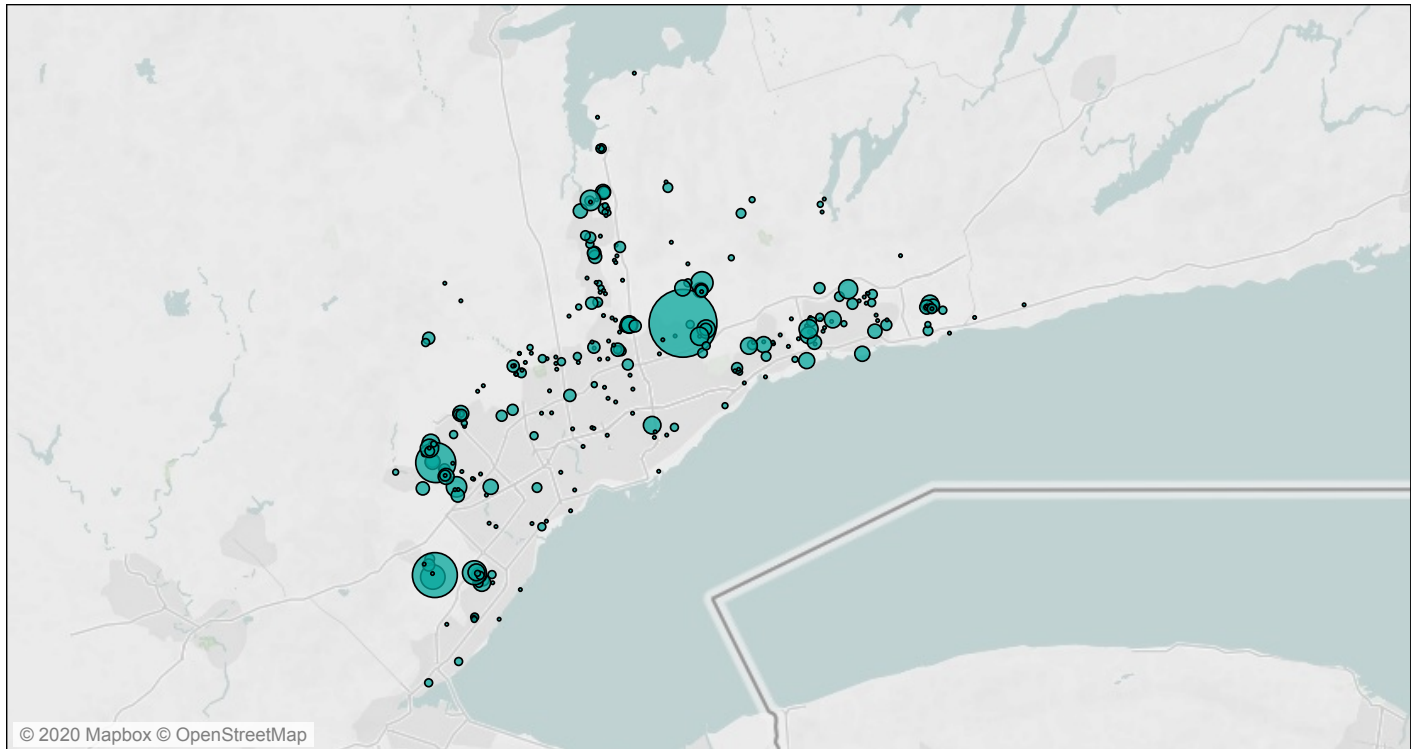


Historical Sales Comparison

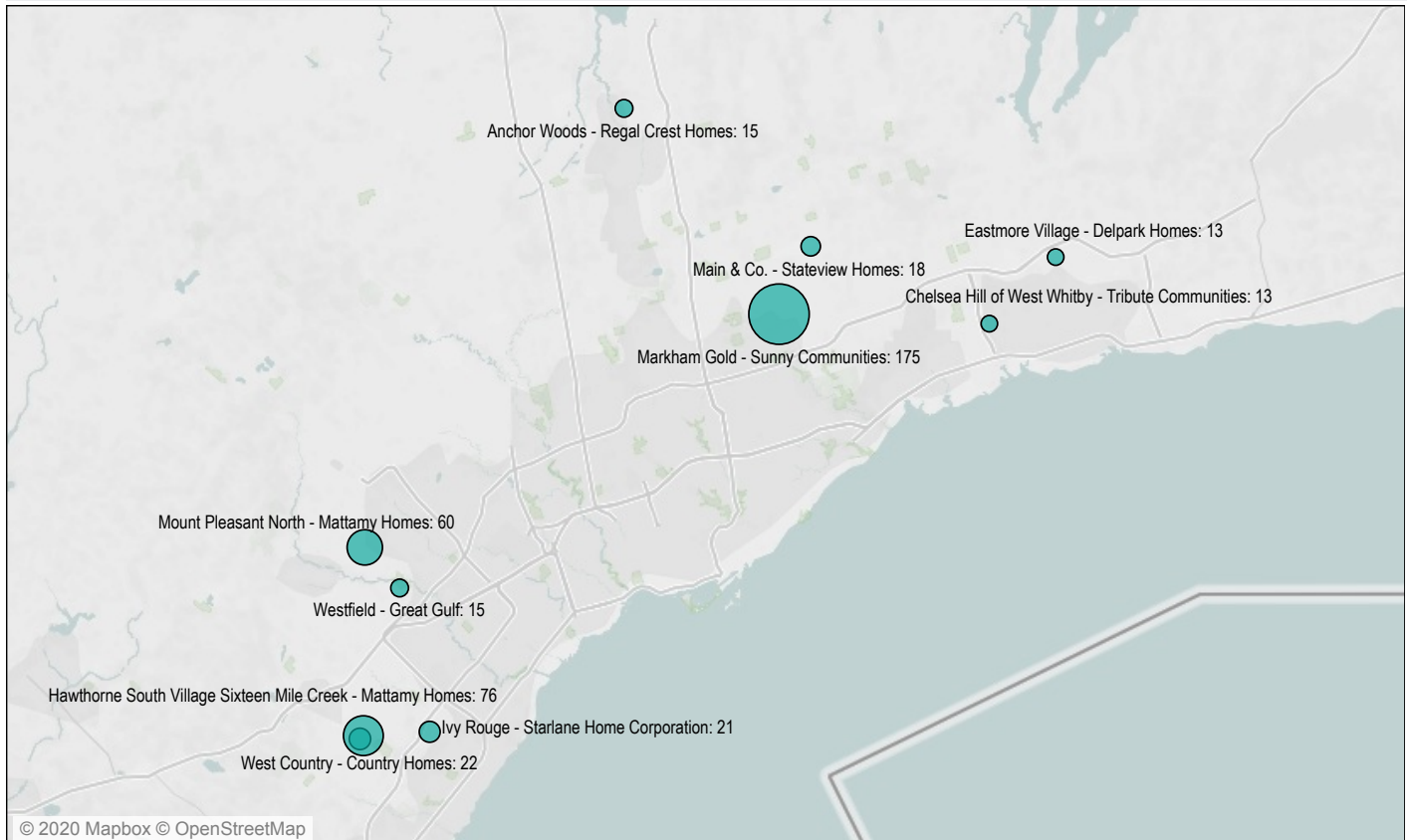


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



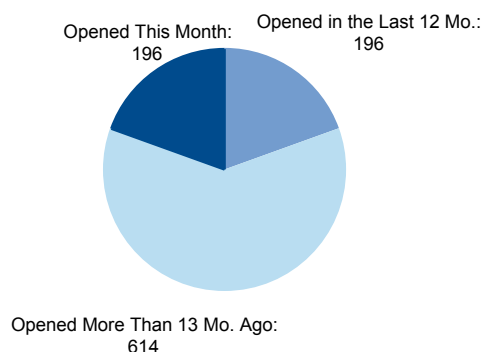
GTA - Top Sites by Current Month Sales



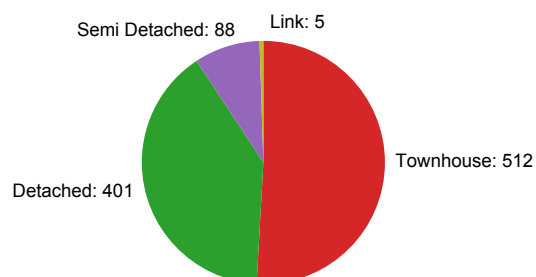
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

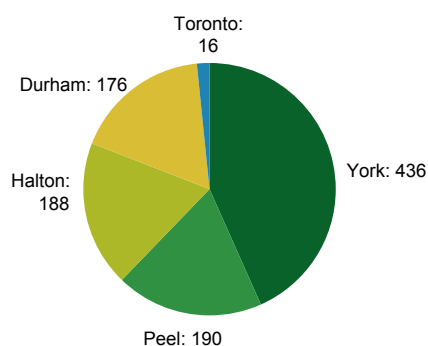
Sales by Opening Date



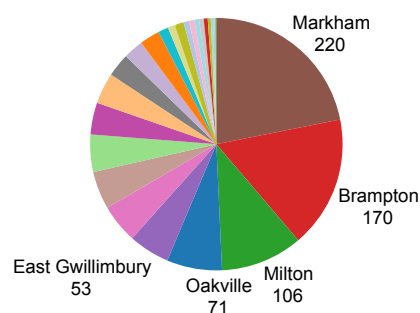
Sales by Product Type



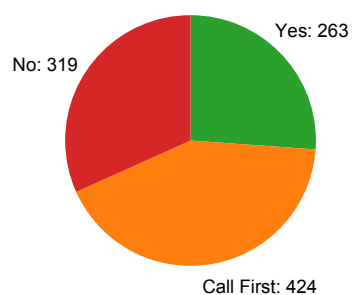
Sales by Region



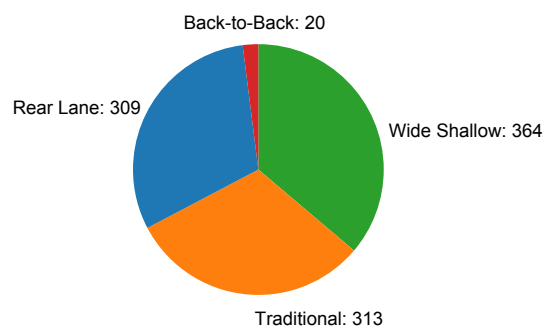
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



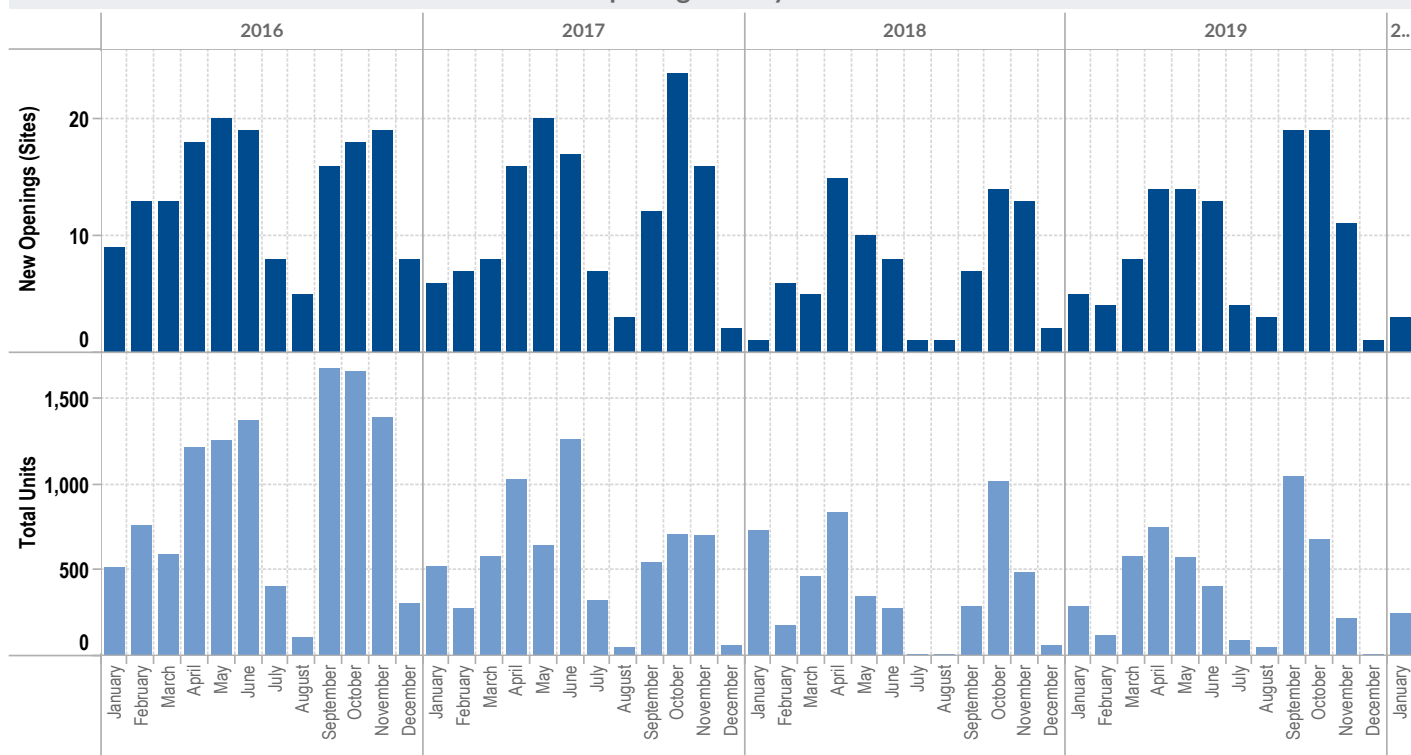
New Openings

January 2020 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Longview Ravine Estates - Bay Homes	Freehold	Mississauga	1/1/2020	8	3	5	\$387
Markham Gold - Sunny Communities	Freehold Common Element	Markham	1/1/2020	195	175	20	\$496
Main & Co. - Stateview Homes	Freehold Common Element	Whitchurch-Stouf..	1/9/2020	46	18	28	\$344
Grand Total				249	196	53	\$399

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	2020												Total	Market Share		Cum. Mkt. Share	
	January	February	March	April	May	June	July	August	September	October	November	December		%		%	
Sunny Communities	175												175	17.4%		17.4%	
Mattamy Homes	150												150	14.9%		32.3%	
Regal Crest Homes	40												40	4.0%		36.3%	
Fieldgate Homes	30												30	3.0%		39.3%	
CountryWide Homes	29												29	2.9%		42.1%	
Aspen Ridge Homes	27												27	2.7%		44.8%	
Starlane Home Corporation	27												27	2.7%		47.5%	
Great Gulf	23												23	2.3%		49.8%	
Country Homes	22												22	2.2%		52.0%	
Madison Group	21												21	2.1%		54.1%	
Rosehaven Homes	21												21	2.1%		56.2%	
Remington Homes	19												19	1.9%		58.1%	
Stateview Homes	18												18	1.8%		59.8%	
Tribute Communities	18												18	1.8%		61.6%	
Conservatory Group	15												15	1.5%		63.1%	
Delpark Homes	14												14	1.4%		64.5%	
Townwood Homes	14												14	1.4%		65.9%	
Vogue Development Group	14												14	1.4%		67.3%	
Treasure Hill	13												13	1.3%		68.6%	
Ballantry Homes	12												12	1.2%		69.8%	
Gold Park Homes	12												12	1.2%		71.0%	
Lakeview Homes	12												12	1.2%		72.2%	
1,006													1,006				

Top Builders - Last 12 Months

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

Builder	2019												2020	Total	Market Share		Cum. Mkt. Share	
	February	March	April	May	June	July	August	September	October	November	December	January			%		%	
Mattamy Homes	371	125	36	28	117	31	57	115	214	87	18	150	1,349		13.4%		13.4%	
Fieldgate Homes	8	8	61	63	125	6	0	22	72	115	39	30	549		5.4%		18.8%	
Great Gulf	53	99	30	67	73	48	22	48	42	24	11	23	540		5.4%		24.2%	
Treasure Hill	51	126	50	154	34	39	22	3	3	15	12	13	522		5.2%		29.4%	
Paradise Developments	0	99	60	81	2	0	0	0	84	40	3	2	371		3.7%		33.1%	
CountryWide Homes	5	18	18	25	13	30	22	24	38	27	9	29	258		2.6%		35.6%	
Aspen Ridge Homes	1	6	7	9	27	33	21	37	29	34	11	27	242		2.4%		38.0%	
Greenpark Group	1	3	71	75	19	3	7	4	8	9	14	2	216		2.1%		40.2%	
Conservatory Group	25	22	27	21	18	9	3	5	9	10	19	15	183		1.8%		42.0%	
Sunny Communities												175	175		1.7%		43.7%	
Regal Crest Homes	2	1	7	8	23	20	9	20	22	16	6	40	174		1.7%		45.4%	
Country Homes	0	0	0	25	21	32	20	30	9	7	2	22	168		1.7%		47.1%	
Sundial Homes	38	46	7	2	23	5	6	5	7	8	3	3	153		1.5%		48.6%	
Fernbrook Homes	6	1	40	2	9	19	9	28	18	9	3	7	151		1.5%		50.1%	
Sorbara	1	1	4	3	9	2	8	3	44	47	8	12	142		1.4%		51.5%	
Minto Developments	9	20	14	16	8	9	5	9	16	15	9	10	140		1.4%		52.9%	
Brookfield Residential	0	4	3	28	17	7	8	10	33	19	4	3	136		1.3%		54.3%	
Deco Homes	0	0	18	1	0	0	2	27	25	49	2	11	135		1.3%		55.6%	
Rosehaven Homes	1	2	8	4	8	1	2	33	24	22	9	21	135		1.3%		57.0%	
Arista Homes	0	1	21	23	0	1	0	3	23	38	9	11	130		1.3%		58.3%	
Starlane Home Corporation	1	3	5	4	0	2	2	54	9	11	7	27	125		1.2%		59.5%	
Lindvest	0	4	8	6	5	5	2	23	21	20	15	11	120		1.2%		60.7%	
	687	871	794	971	887	556	430	884	1,340	1,150	499	1,006	10,075					

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 January
Markham Gold - Sunny Communities	Markham	Townhouse	19'	132
			22'	43
			Total	175
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	22
			34'	4
			36'	42
			43'	0
			66'	0
		Townhouse	20'	8
			23'	0
		Total		76
Mount Pleasant North - Mattamy Homes	Brampton	Detached	30'	17
			38'	27
		Townhouse	20'	3
			23'	13
		Total		60
West Country - Country Homes	Milton	Detached	38'	13
		Semi Detached	24'	9
		Townhouse	20'	0
		Total		22
Ivy Rouge - Starlane Home Corporation	Oakville	Detached	31'	1
			35'	8
			41'	2
		Townhouse	21'	5
			23'	2
			24'	3
		Total		21
Main & Co. - Stateview Homes	Whitchurch-Stouffville	Townhouse	18'	6
			19'	12
			Total	18
Anchor Woods - Regal Crest Homes	East Gwillimbury	Detached	38'	0
		Semi Detached	27'	2
		Townhouse	20'	13
		Total		15
Westfield - Great Gulf	Brampton	Detached	34'	1
			38'	5
		Semi Detached	24'	9
			Total	15
Chelsea Hill of West Whitby - Tribute Communities	Whitby	Detached	40'	9
		Semi Detached	23'	4
		Townhouse	22'	0
		Total		13
Eastmore Village - Delpark Homes	Oshawa	Townhouse	20'	13
			Total	13

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	January 2020					January 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	3		4	3	10	0		2	0	2
	Brock						0				0
	Clarington	31	0	0	9	40	2	0	0	2	4
	Oshawa	5		3	33	41	2		0	5	7
	Pickering	16		1	13	30	0			7	7
	Scugog	0	1			1	0	0			0
	Uxbridge	1			4	5	0			0	0
	Whitby	17	0	13	19	49	5		0	23	28
	Total	73	1	21	81	176	9	0	2	37	48
Halton	Burlington				4	4				0	0
	Halton Hills	7				7	3				3
	Milton	81		17	8	106	83		11	113	207
	Oakville	41			30	71	23			18	41
	Total	129		17	42	188	109		11	131	251
Peel	Brampton	85	0	27	58	170	29	0	16	25	70
	Caledon	7			0	7	6		0	2	8
	Mississauga	5		6	2	13	1		1	0	2
	Total	97	0	33	60	190	36	0	17	27	80
Toronto	East York										
	Etobicoke	0			2	2	0			1	1
	North York	0			11	11	0	1	0	1	2
	Old Toronto				0	0			0	0	0
	Scarborough	3				3	1				1
	York										
	Total	3			13	16	1	1	0	2	4
York	Aurora	6			0	6	0			0	0
	East Gwillimbury	34		5	14	53	1		0	1	2
	Georgina	5		0	1	6	0			0	0
	King	0			1	1	0			16	16
	Markham	2	1		217	220	0			2	2
	Newmarket	4	2	4	16	26	1	1		0	2
	Richmond Hill	21	1	8	20	50	2	0	1	0	3
	Vaughan	14	0	0	12	26	8	2	0	27	37
	Whitchurch-Stouffville	13			35	48	1			0	1
	Total	99	4	17	316	436	13	3	1	46	63
Grand Total		401	5	88	512	1,006	168	4	31	243	446

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	125		25	28	178	54		24	44	122
	Brock	2				2					
	Clarington	160	3	2	138	303	312	9	1	131	453
	Oshawa	65		3	198	266	156		17	192	365
	Pickering	209		25	204	438	81		15	22	118
	Scugog	35	10			45	52	16			68
	Uxbridge	4			17	21	29			32	61
	Whitby	315	0	145	263	723	145	20	27	102	294
	Total	915	13	200	848	1,976	829	45	84	523	1,481
Halton	Burlington	4		1	56	61				18	18
	Halton Hills	27				27	27				27
	Milton	258		123	416	797	47		26	10	83
	Oakville	607			361	968	426			50	476
	Total	896		124	833	1,853	500		26	78	604
Peel	Brampton	975	7	404	921	2,307	145	4	80	176	405
	Caledon	190		77	22	289	63			20	83
	Mississauga	32		21	54	107	9		11	46	66
	Total	1,197	7	502	997	2,703	217	4	91	242	554
Toronto	East York										
	Etobicoke	21			42	63	2			25	27
	North York	10		45	210	265	26			147	173
	Old Toronto			1	2	3				1	1
	Scarborough	17				17	16				16
	York										
	Total	48		46	254	348	44			173	217
York	Aurora	204			28	232	207			9	216
	East Gwillimbury	251		17	83	351	103		60	50	213
	Georgina	110		1	14	125	70		3	25	98
	King	0			43	43	12			5	17
	Markham	39	12		502	553	14	6		214	234
	Newmarket	38	8	4	52	102	20	3	0	33	56
	Richmond Hill	146	3	63	307	519	191	5	25	123	344
	Vaughan	558	4	10	206	778	190	17	13	129	349
	Whitchurch-Stouffville	294			198	492	90			71	161
	Total	1,640	27	95	1,433	3,195	897	31	101	659	1,688
Grand Total		4,696	47	967	4,365	10,075	2,487	80	302	1,675	4,544

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