



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of February 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Feb-20	Feb-19	Change
High Rise	2,418	814	197.1%
Low Rise	2,247	686	227.6%
Total	4,665	1,500	211.0%

Year to Date Sales	Jan.-Feb. 2020	Jan.-Feb. 2019	Y/Y Change
High Rise	3,515	1,614	117.8%
Low Rise	3,224	1,131	185.1%
Total	6,739	2,745	145.5%

Year to Date Supply	Jan.-Feb. 2020	Jan.-Feb. 2019	Y/Y Change
High Rise	4,095	1,310	212.6%
Low Rise	1,270	633	100.6%
Total	5,365	1,943	176.1%

Year to Date Completions	Jan.-Feb. 2020	Jan.-Feb. 2019	Y/Y Change
High Rise	2,730	3,755	-27.3%

Remaining Inventory	Feb-20	Jan-20	Feb-19	M/M Change	Y/Y Change
High Rise	12,909	11,438	11,830	12.9%	9.1%
Low Rise	4,290	4,666	5,404	-8.1%	-20.6%
Total	17,199	16,104	17,234	6.8%	-0.2%

Benchmark Price	Feb-20	Jan-20	Feb-19	M/M Change	Y/Y Change
High Rise	\$961,268	\$925,209	\$792,709	3.9%	21.3%
Low Rise	\$1,097,987	\$1,097,613	\$1,122,682	0.0%	-2.2%

Projects	New Openings	All Active	Under Const.	Pre-Const.
High Rise Projects	15	356	282	168
High Rise Units	4,095	94,986	74,280	44,869
% Sold*	59%	82%	93%	75%
Low Rise Projects	10	303		
Low Rise Units	623	32,036		
% Sold*	68%	87%		

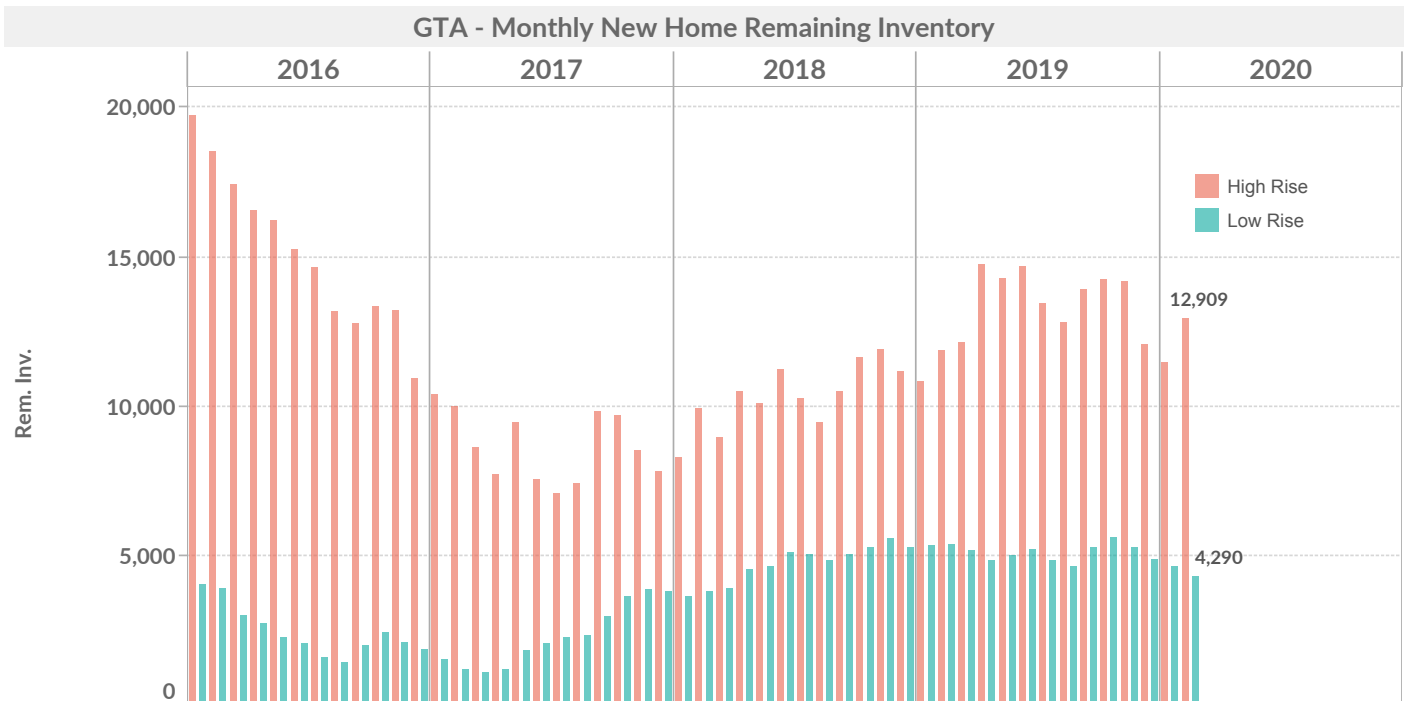
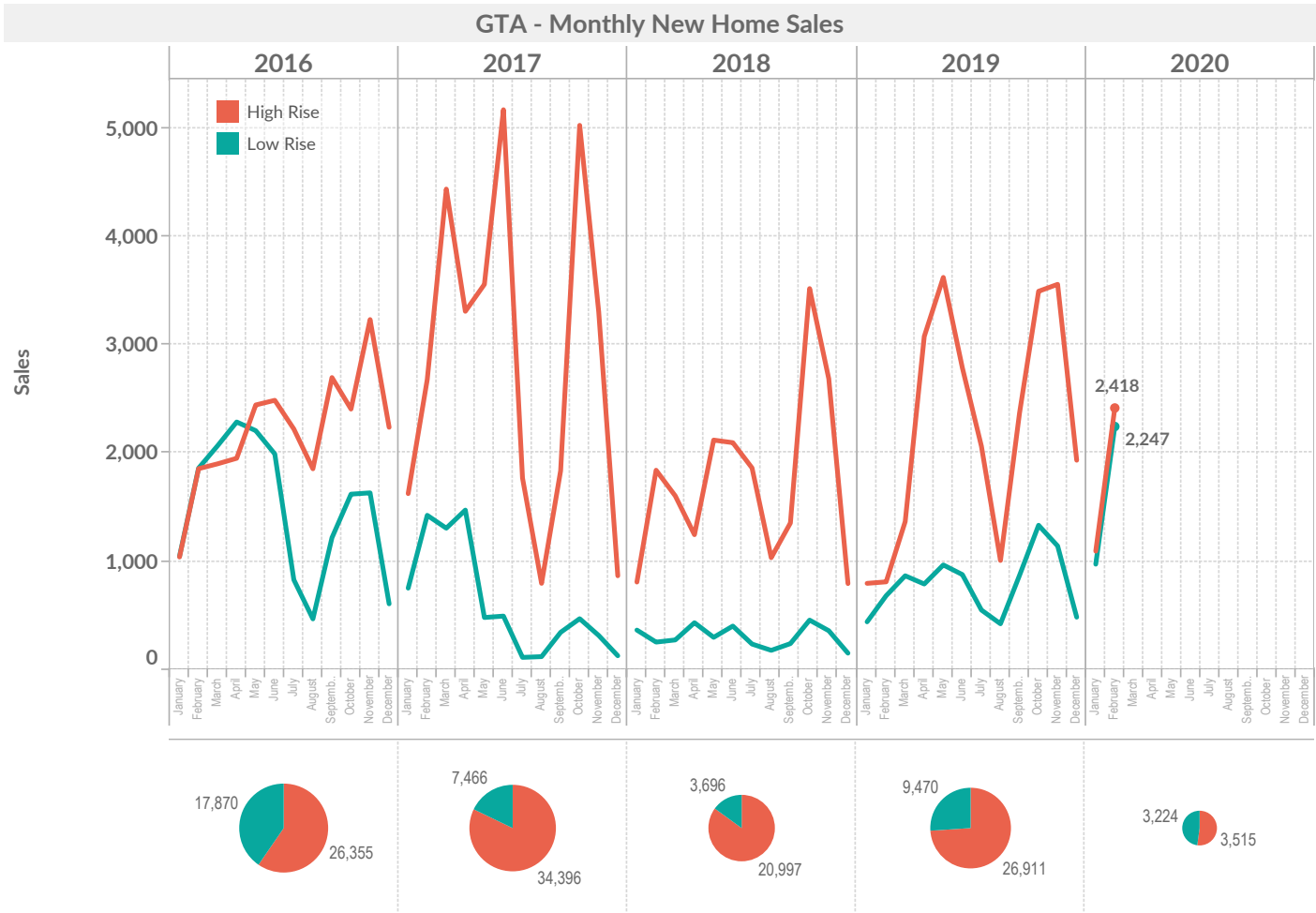
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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

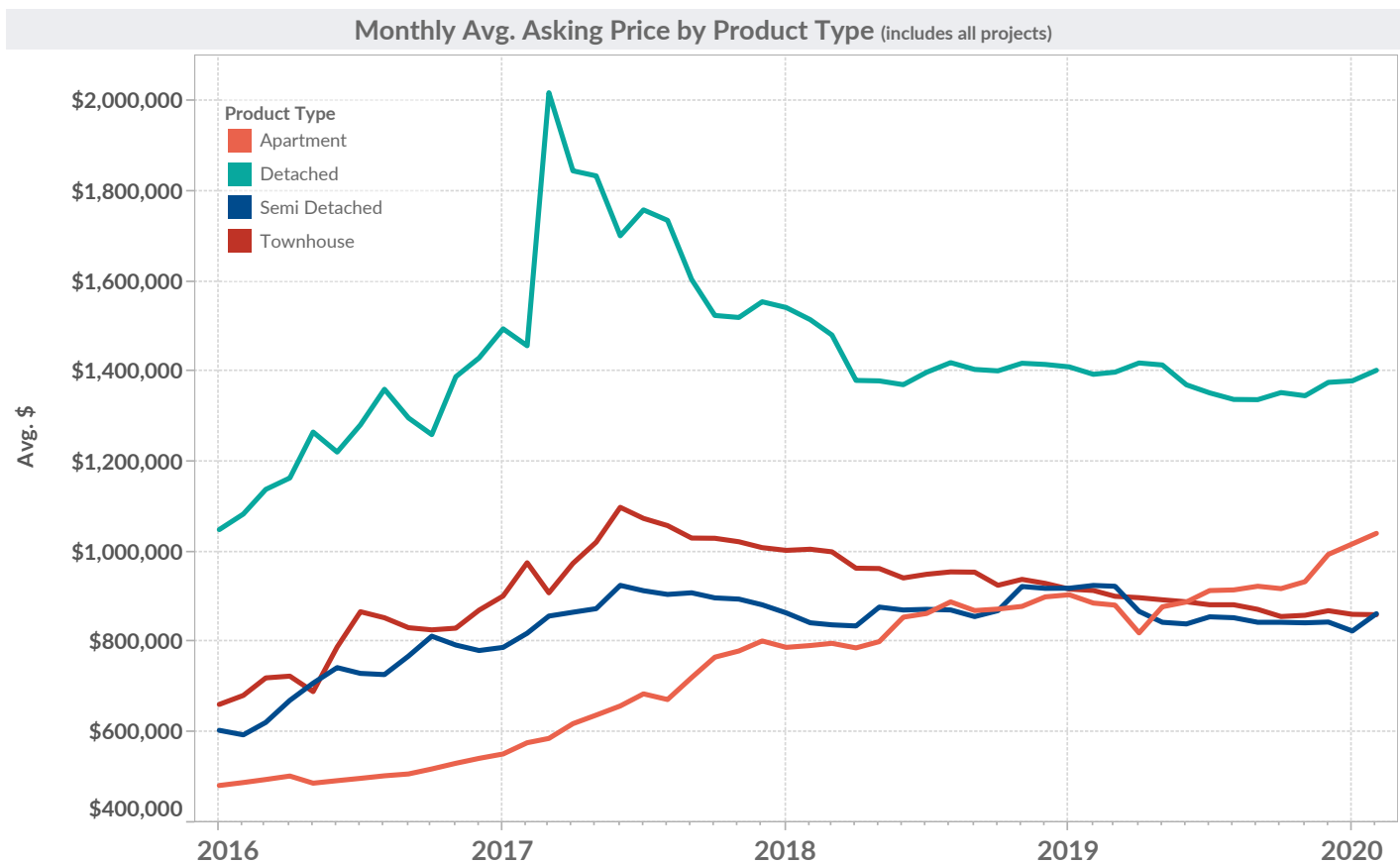
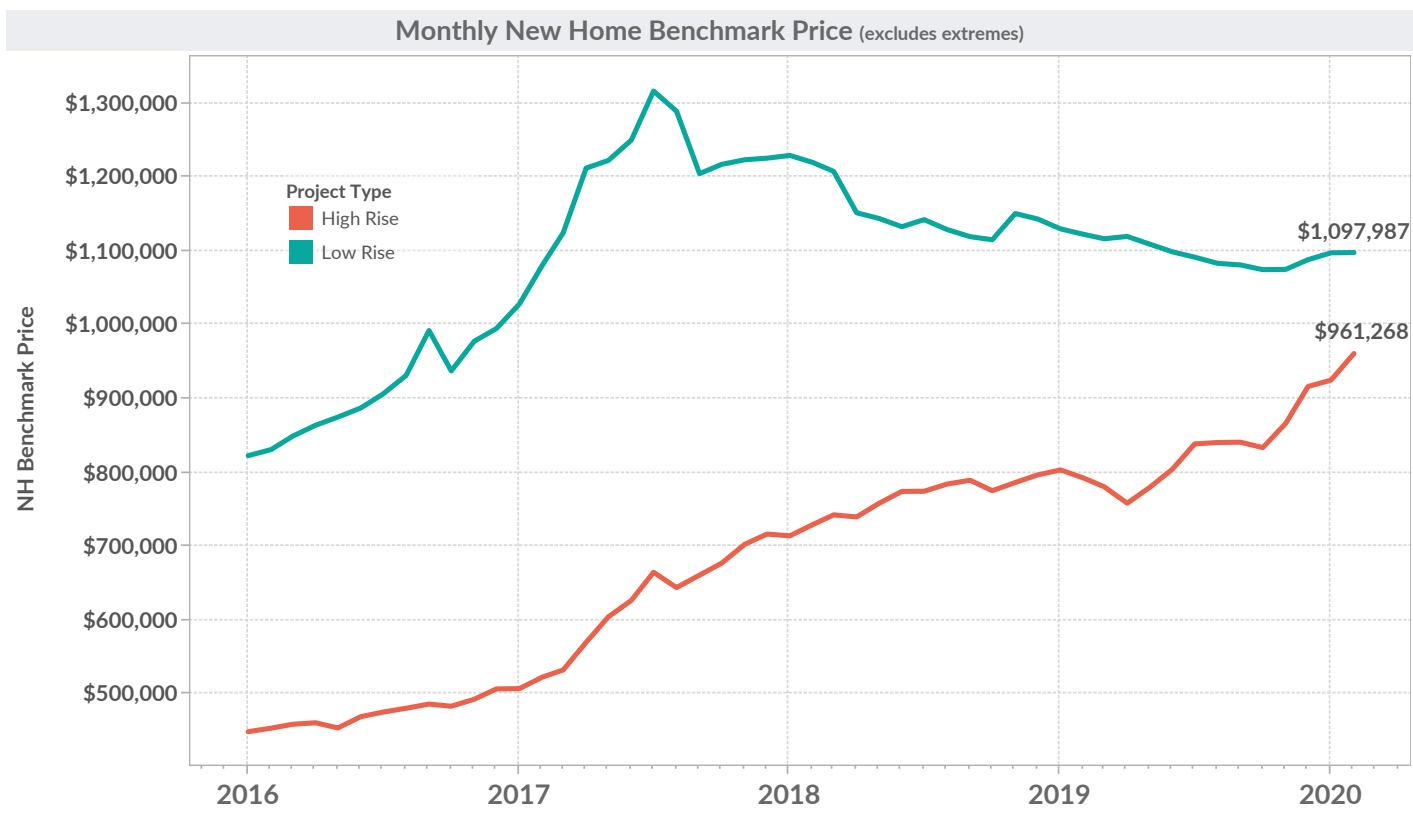
Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

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

Sales & Remaining Inventory

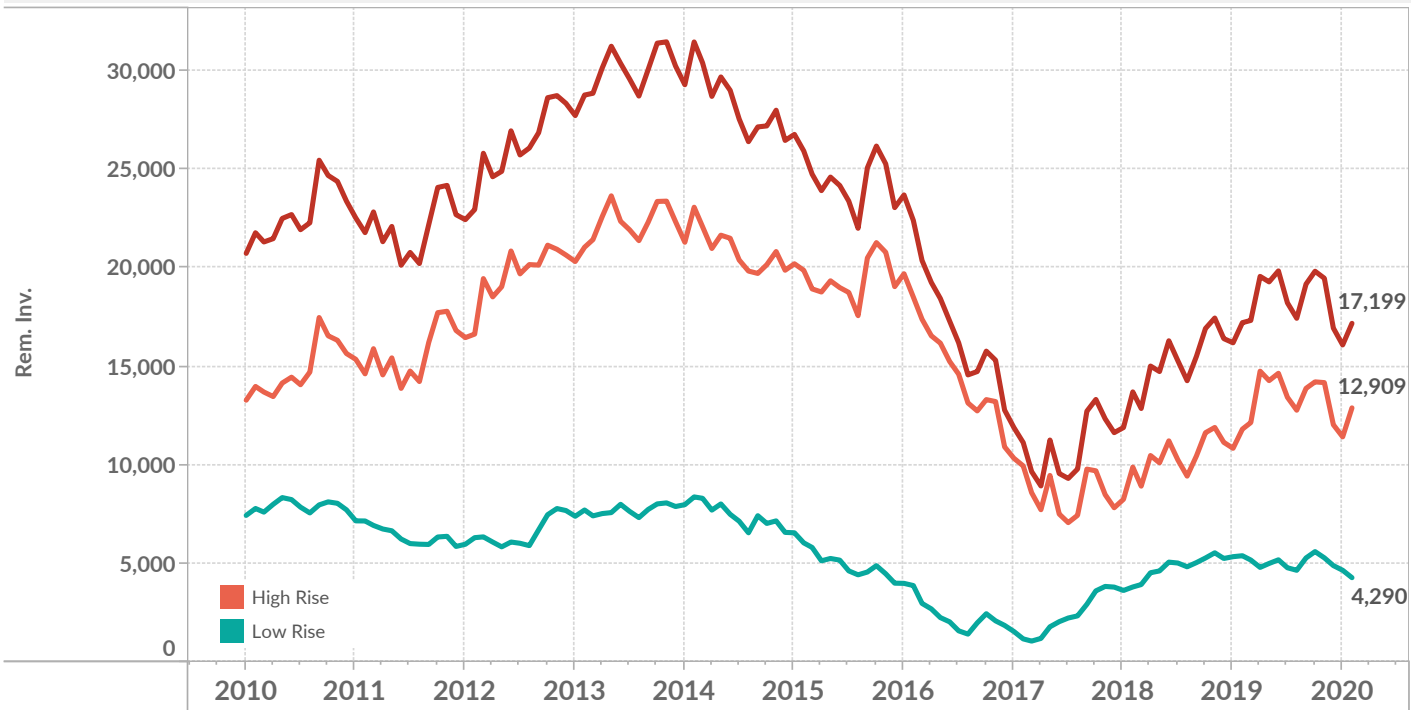


Pricing

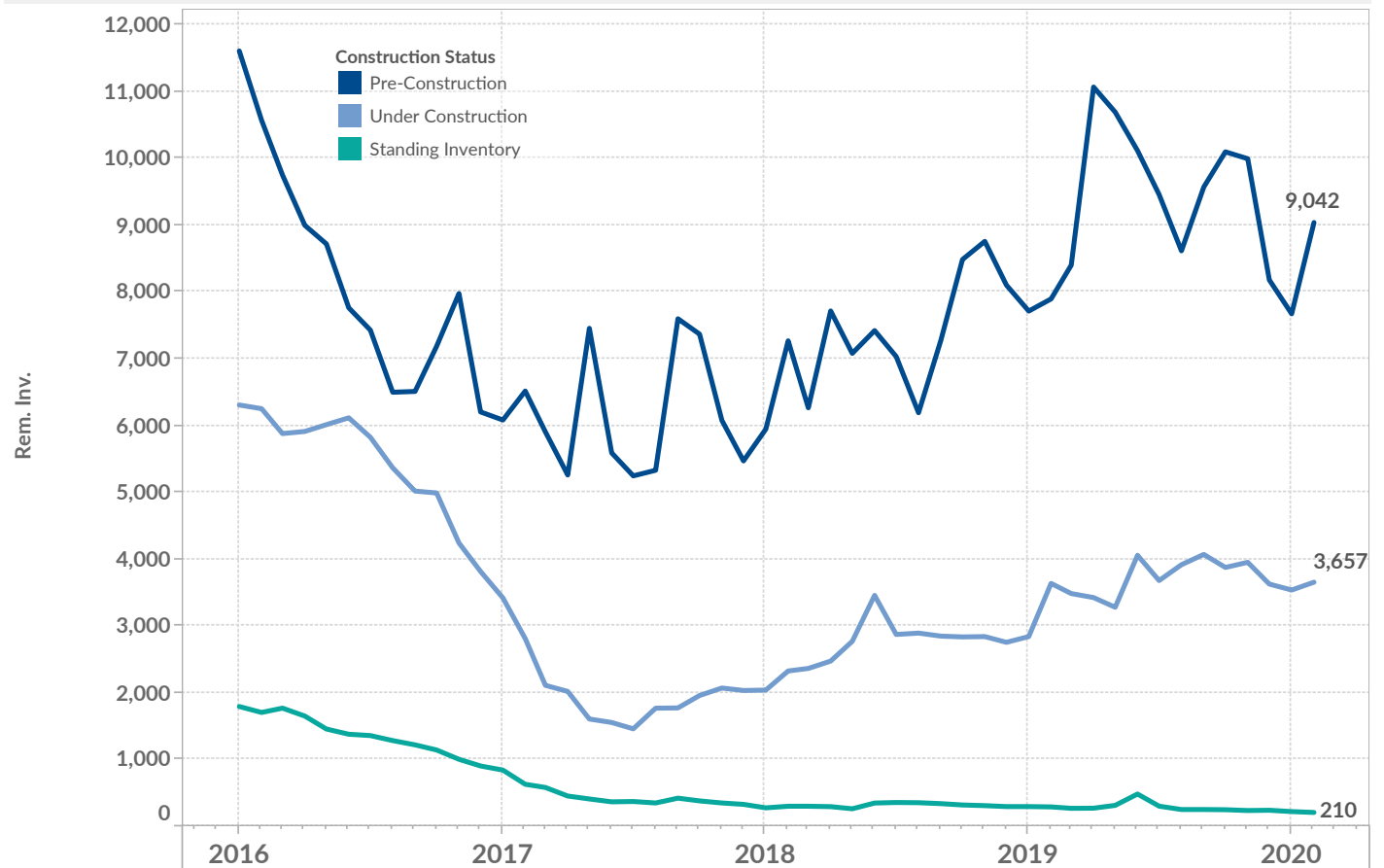


Remaining Inventory

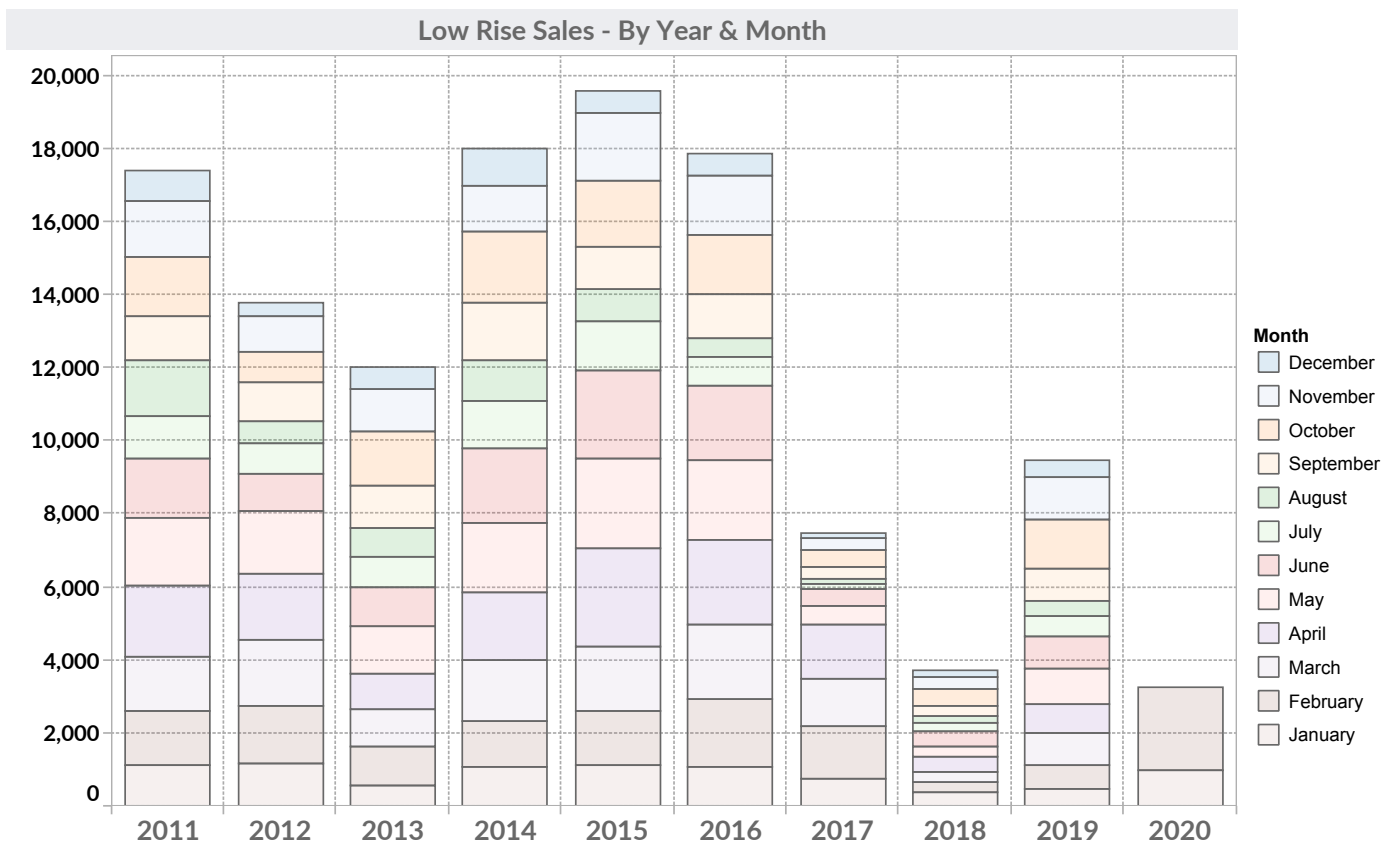
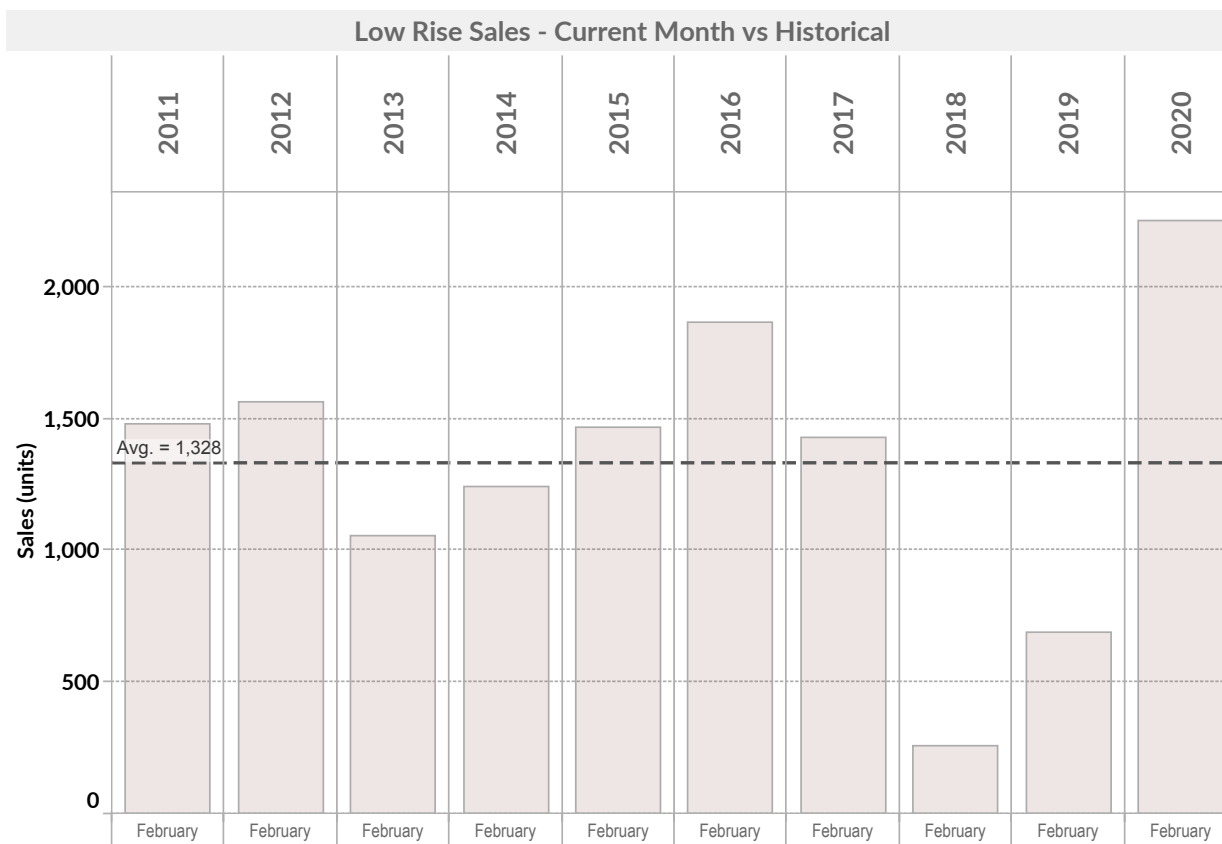
GTA - Monthly New Home Remaining Inventory



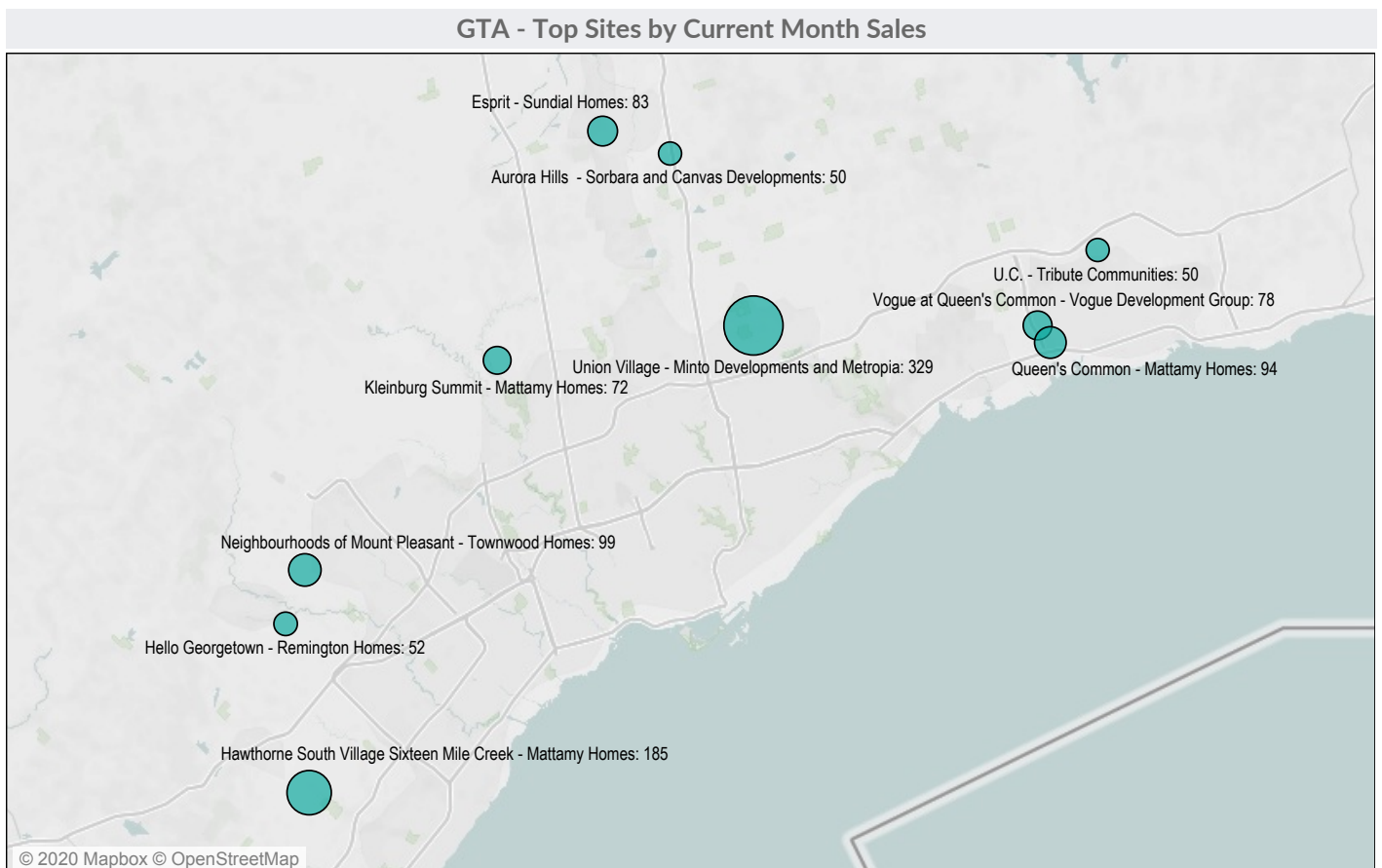
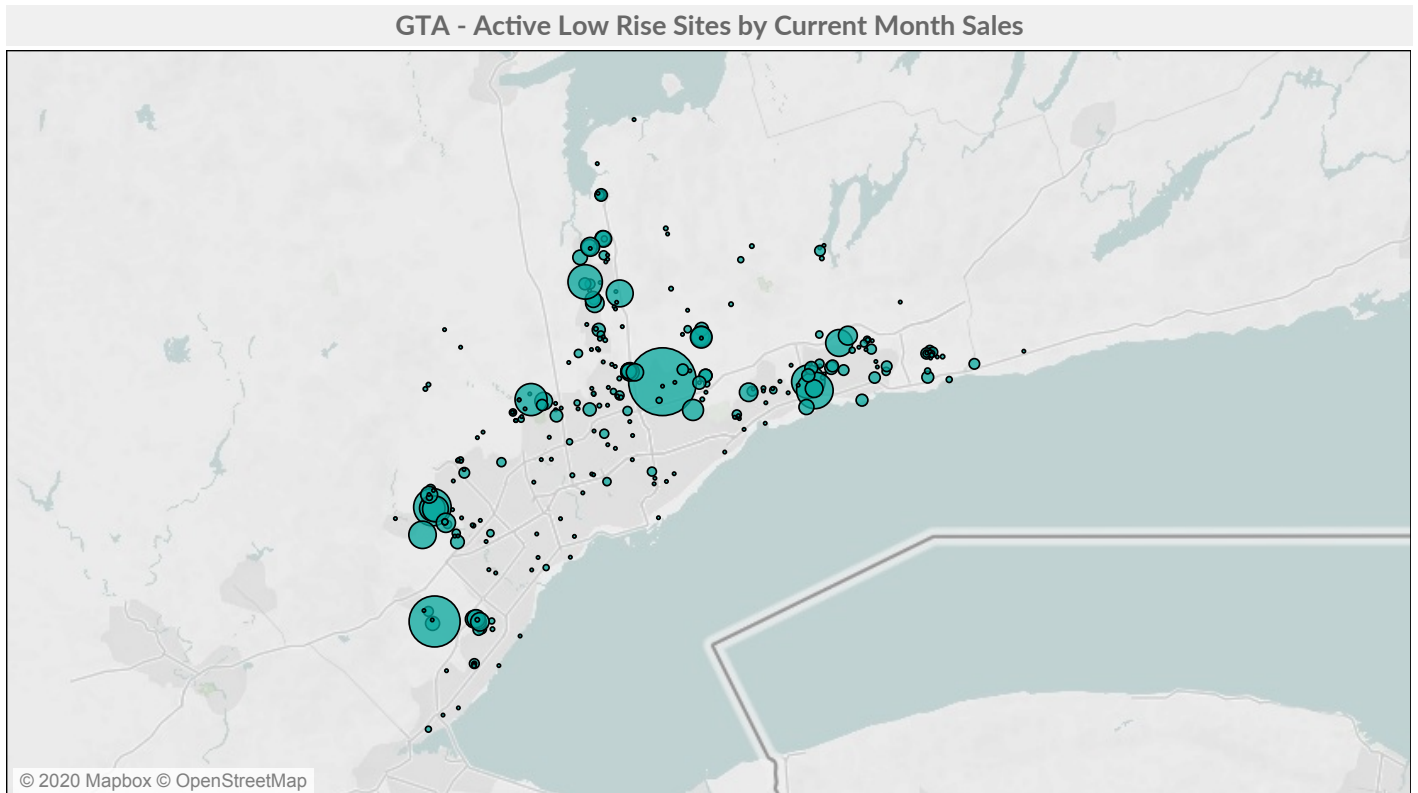
GTA - Monthly High Rise Rem. Inv. by Construction Status



Historical Sales Comparison



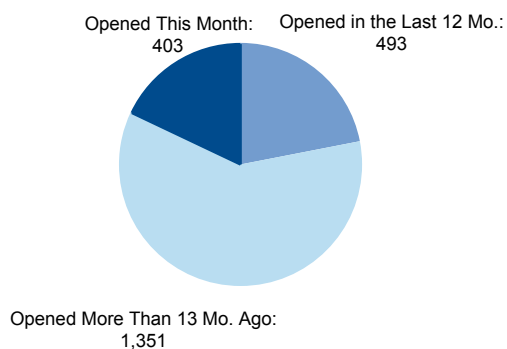
Current Sites



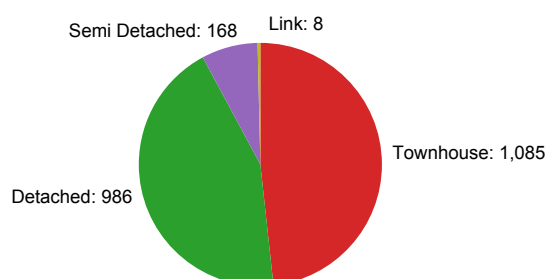
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

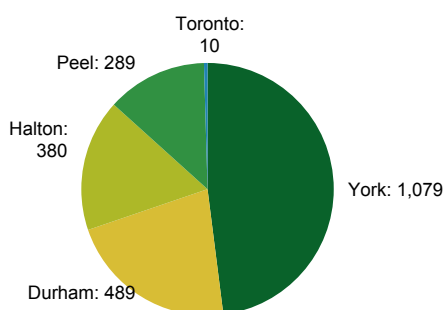
Sales by Opening Date



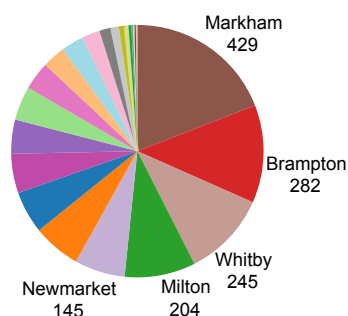
Sales by Product Type



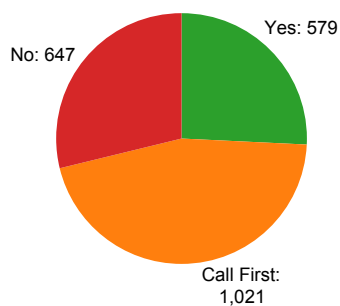
Sales by Region



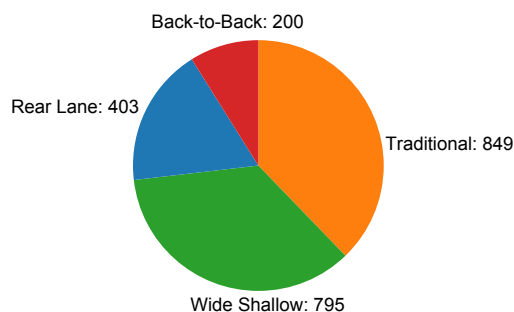
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



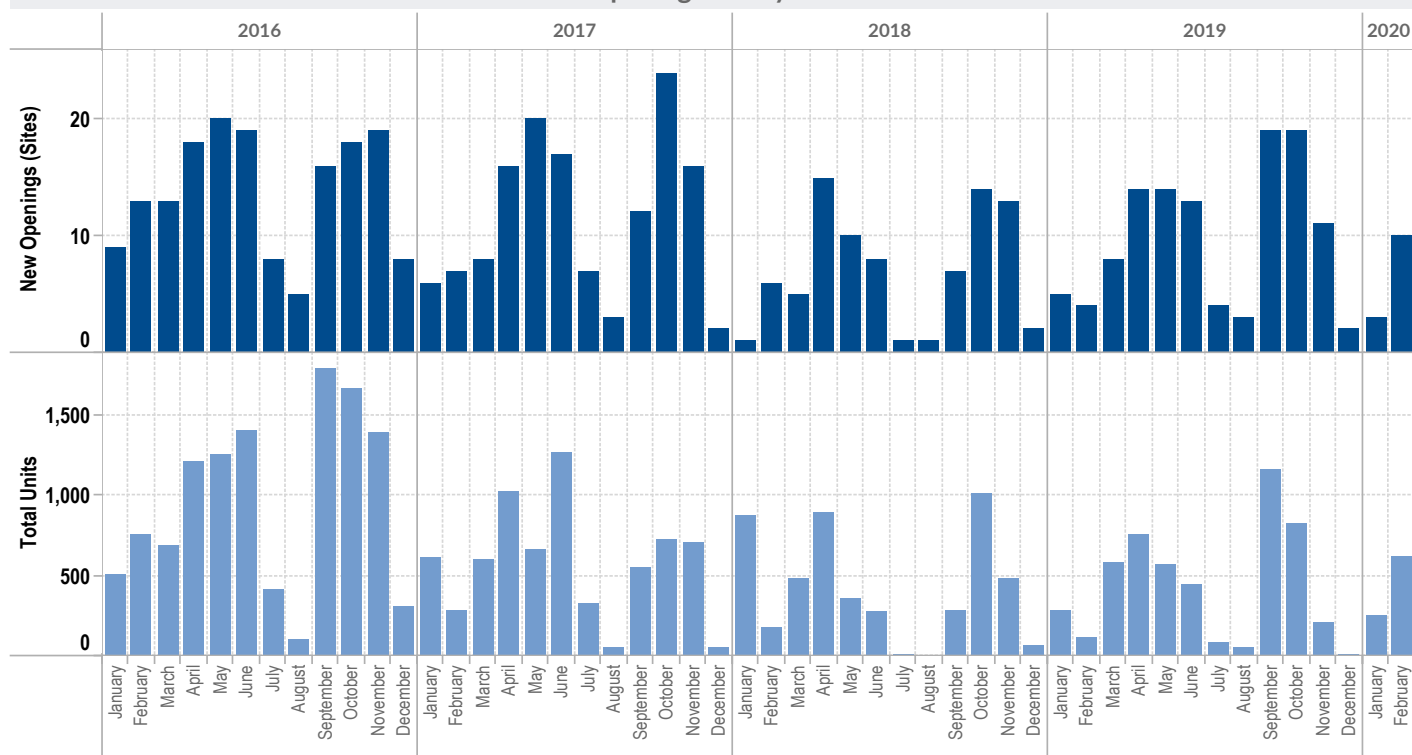
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Fair Tree on the Rouge - Castle Rock Developments	Freehold Common Element	Markham	2/1/2020	92	30	62	\$474
Hello Georgetown - Remington Homes	Freehold	Halton Hills	2/1/2020	16	12	4	\$387
Union Village - Minto Developments and Metropia	Freehold	Markham	2/5/2020	373	329	44	\$540
Pine Valley Forevergreen - Gold Park Homes	Freehold	Vaughan	2/15/2020	21	21	0	
Shining Hill - CountryWide Homes	Freehold	Newmarket	2/15/2020	6	0	6	\$356
Glendor Towns - DVLP Property Group *	Condominium	Burlington	2/22/2020	34	0	34	\$427
Liberty North - Eastrose Homes	Freehold	Clarington	2/22/2020	5	0	5	\$303
Thornhill Trails - Remington Homes	Freehold	Vaughan	2/25/2020	44	11	33	\$530
Hiddenbrook - Tiffany Park Homes	Freehold	Whitby	2/29/2020	2	0	2	\$350
Lakeside Towns - Oxnard Developments	Freehold	Scugog	2/29/2020	30	0	30	\$409
Grand Total				623	403	220	\$470

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					
Mattamy Homes	150	412											562	17.4%		17.4%	
Minto Developments and Metropia		329											329	10.2%		27.6%	
Sunny Communities	175	8											183	5.7%		33.3%	
Townwood Homes	9	110											119	3.7%		37.0%	
Regal Crest Homes	38	79											117	3.6%		40.6%	
Remington Homes	19	92											111	3.4%		44.1%	
Rosehaven Homes	21	83											104	3.2%		47.3%	
Vogue Development Group	14	83											97	3.0%		50.3%	
Fieldgate Homes	30	56											86	2.7%		53.0%	
Sundial Homes	3	83											86	2.7%		55.6%	
Tribute Communities	19	67											86	2.7%		58.3%	
Aspen Ridge Homes	27	53											80	2.5%		60.8%	
Starlane Home Corporation	27	50											77	2.4%		63.2%	
CountryWide Homes	29	25											54	1.7%		64.9%	
Gold Park Homes	12	40											52	1.6%		66.5%	
Sorbara and Canvas Developments	2	50											52	1.6%		68.1%	
Delpark Homes	14	32											46	1.4%		69.5%	
Lindvest	11	35											46	1.4%		70.9%	
Great Gulf	23	18											41	1.3%		72.2%	
Sorbara	12	24											36	1.1%		73.3%	
Country Homes	22	13											35	1.1%		74.4%	
Opus Homes	9	24											33	1.0%		75.4%	
	977	2,247											3,224				

Top Builders - Last 12 Months

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

	2019											2020		Total				Market Share		Cum. Mkt. Share	
Builder	March	April	May	June	July	August	September	October	November	December	January	February	%		%	%	%				
Mattamy Homes	125	36	28	117	31	57	115	214	87	18	150	412	1,390		12.0%		12.0%				
Fieldgate Homes	8	61	63	125	6	0	22	72	115	39	30	56	597		5.2%		17.2%				
Great Gulf	99	30	67	73	48	22	48	42	24	11	23	18	505		4.4%		21.6%				
Treasure Hill	126	50	154	33	39	22	3	3	15	12	12	11	480		4.2%		25.7%				
Paradise Developments	99	60	81	2	0	0	0	84	40	3	2	0	371		3.2%		28.9%				
Minto Developments and Metropia												329	329		2.8%		31.8%				
Aspen Ridge Homes	6	7	9	26	33	21	37	29	33	11	27	53	292		2.5%		34.3%				
CountryWide Homes	18	18	25	13	30	22	24	38	27	9	29	25	278		2.4%		36.7%				
Regal Crest Homes	1	7	8	23	20	9	20	22	16	6	38	79	249		2.2%		38.8%				
Rosehaven Homes	2	8	4	8	1	2	33	24	22	9	21	83	217		1.9%		40.7%				
Greenpark Group	3	71	75	19	3	7	4	8	9	14	2	1	216		1.9%		42.6%				
Remington Homes	4	7	18	7	5	9	6	14	16	9	19	92	206		1.8%		44.4%				
Townwood Homes	0	29	30	9	0	0	7	6	3	1	9	110	204		1.8%		46.1%				
Sundial Homes	46	7	2	23	5	6	5	7	8	3	3	83	198		1.7%		47.8%				
Vogue Development Group	1	6	1	3	1	1	0	48	24	6	14	83	188		1.6%		49.5%				
Sunny Communities											175	8	183		1.6%		51.1%				
Country Homes	0	0	25	19	32	20	30	9	7	2	22	13	179		1.5%		52.6%				
Conservatory Group	21	27	21	18	9	3	5	9	10	19	14	17	173		1.5%		54.1%				
Starlane Home Corporation	3	5	4	0	2	2	52	9	11	7	27	50	172		1.5%		55.6%				
Tribute Communities	4	14	6	6	10	7	10	12	11	4	19	67	170		1.5%		57.1%				
Sorbara	1	4	3	9	2	8	3	44	46	8	12	24	164		1.4%		58.5%				
Deco Homes	0	18	1	0	0	2	27	25	49	2	12	17	153		1.3%		59.8%				
	870	794	970	881	554	427	874	1,336	1,145	488	977	2,247	11,563								

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 February
Union Village - Minto Developments and Metropia	Markham	Detached	30'	60
			36'	2
			43'	4
			50'	2
		Townhouse	19'	193
			20'	68
		Total		329
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	24
			34'	7
			36'	45
			43'	3
			66'	0
		Townhouse	20'	21
			21'	33
			23'	52
		Total		185
Neighbourhoods of Mount Pleasant - Townwood Homes	Brampton	Detached	30'	4
			41'	4
			45'	8
		Townhouse	20'	83
		Total		99
Queen's Common - Mattamy Homes	Whitby	Detached	30'	32
			36'	31
		Townhouse	20'	2
			22'	10
			23'	19
		Total		94
Esprit - Sundial Homes	Newmarket	Townhouse	20'	83
		Total		83
Vogue at Queen's Common - Vogue Development Group	Whitby	Detached	26'	12
			37'	7
		Semi Detached	25'	46
		Townhouse	20'	13
		Total		78
Kleinburg Summit - Mattamy Homes	Vaughan	Detached	30'	8
			40'	47
			50'	14
			60'	3
		Total		72
Hello Georgetown - Remington Homes	Halton Hills	Detached	30'	2
			36'	11
			40'	27
		Semi Detached	25'	12
		Total		52

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	February 2020					February 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	3		8	7	18	42		1	0	43
	Brock						0				0
	Clarington	37	0	2	27	66	12	0	0	3	15
	Oshawa	20		16	77	113	5		0	5	10
	Pickering	29		2	4	35	0			4	4
	Scugog	7	1		0	8	1	1			2
	Uxbridge	1			3	4	0			0	0
	Whitby	123	4	50	68	245	9		0	14	23
	Total	220	5	78	186	489	69	1	1	26	97
Halton	Burlington				2	2				0	0
	Halton Hills	40		12		52	2				2
	Milton	91		7	106	204	53		9	77	139
	Oakville	98			24	122	100			34	134
	Total	229		19	132	380	155		9	111	275
Peel	Brampton	131	0	13	138	282	122	0	16	43	181
	Caledon	2			0	2	6		1	1	8
	Mississauga	1		2	2	5	1		3	0	4
	Total	134	0	15	140	289	129	0	20	44	193
Toronto	East York										
	Etobicoke	0			0	0	0			4	4
	North York	1			9	10	0		0	0	0
	Old Toronto				0	0			0	0	0
	Scarborough	0				0	0				0
	York										
	Total	1			9	10	0		0	4	4
York	Aurora	65			0	65	6			0	6
	East Gwillimbury	57		17	24	98	10		0	0	10
	Georgina	13		0	8	21	26			1	27
	King	0			4	4	0			10	10
	Markham	73	3	30	323	429	0			21	21
	Newmarket	6	0	2	137	145	0	1		0	1
	Richmond Hill	33	0	7	41	81	5	0	0	4	9
	Vaughan	107	0	0	31	138	11	0	0	8	19
	Whitchurch-Stouffville	48			50	98	8			6	14
	Total	402	3	56	618	1,079	66	1	0	50	117
Grand Total		986	8	168	1,085	2,247	419	2	30	235	686

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	86		32	35	153	40		16	37	93	
	Brock	2				2						
	Clarington	177	3	4	158	342	305	11	3	145	464	
	Oshawa	79		20	270	369	137		0	201	338	
	Pickering	232		26	203	461	57		14	19	90	
	Scugog	41	10		0	51	45	15		30	90	
	Uxbridge	5			20	25	28			29	57	
	Whitby	429	4	195	317	945	150	16	27	92	285	
	Total	1,051	17	277	1,003	2,348	762	42	60	553	1,417	
Halton	Burlington	4		1	58	63				50	50	
	Halton Hills	65		12		77	36		4		40	
	Milton	300		117	443	860	33		40	12	85	
	Oakville	603			350	953	373			28	401	
	Total	972		130	851	1,953	442		44	90	576	
Peel	Brampton	986	7	402	1,012	2,407	117	4	66	136	323	
	Caledon	186		76	21	283	61			20	81	
	Mississauga	32		20	58	110	10		9	63	82	
	Total	1,204	7	498	1,091	2,800	188	4	75	219	486	
Toronto	East York											
	Etobicoke	21			36	57	2			27	29	
	North York	11		45	218	274	25			139	164	
	Old Toronto			1	2	3				1	1	
	Scarborough	17				17	16				16	
	York											
	Total	49		46	256	351	43				167	210
York	Aurora	260			28	288	166			9	175	
	East Gwillimbury	286		34	107	427	106		53	26	185	
	Georgina	100		1	23	124	54		3	15	72	
	King	0			37	37	12			1	13	
	Markham	112	14	30	794	950	32	4	62	196	294	
	Newmarket	38	7	6	187	238	20	3	0	42	65	
	Richmond Hill	171	3	75	346	595	163	5	13	90	271	
	Vaughan	642	4	10	230	886	194	17	13	153	377	
	Whitchurch-Stouffville	332			</							

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