



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of March 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Mar-20		Mar-19		Change
High Rise	2,840		1,365		108.1%
Low Rise	890		869		2.4%
Total	3,730		2,234		67.0%
Year to Date Sales	Jan.-Mar. 2020		Jan.-Mar. 2019		Y/Y Change
High Rise	6,458		2,976		117.0%
Low Rise	4,154		1,998		107.9%
Total	10,612		4,974		113.3%
Year to Date Supply	Jan.-Mar. 2020		Jan.-Mar. 2019		Y/Y Change
High Rise	4,847		3,062		58.3%
Low Rise	3,796		1,921		97.6%
Total	8,643		4,983		73.4%
Year to Date Completions	Jan.-Mar. 2020		Jan.-Mar. 2019		Y/Y Change
High Rise	4,719		4,410		7.0%
Remaining Inventory	Mar-20	Feb-20	Mar-19	M/M Change	Y/Y Change
High Rise	10,083	12,661	12,190	-20.4%	-17.3%
Low Rise	3,850	4,363	5,202	-11.8%	-26.0%
Total	13,933	17,024	17,392	-18.2%	-19.9%
Benchmark Price	Mar-20	Feb-20	Mar-19	M/M Change	Y/Y Change
High Rise	\$983,133	\$961,268	\$780,839	2.3%	25.9%
Low Rise	\$1,115,869	\$1,097,987	\$1,116,640	1.6%	-0.1%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	2	356	286	157	
High Rise Units	496	94,959	77,187	40,025	
% Sold*	64%	85%	92%	80%	
Low Rise Projects	9	296			
Low Rise Units	187	30,573			
% Sold*	30%	87%			

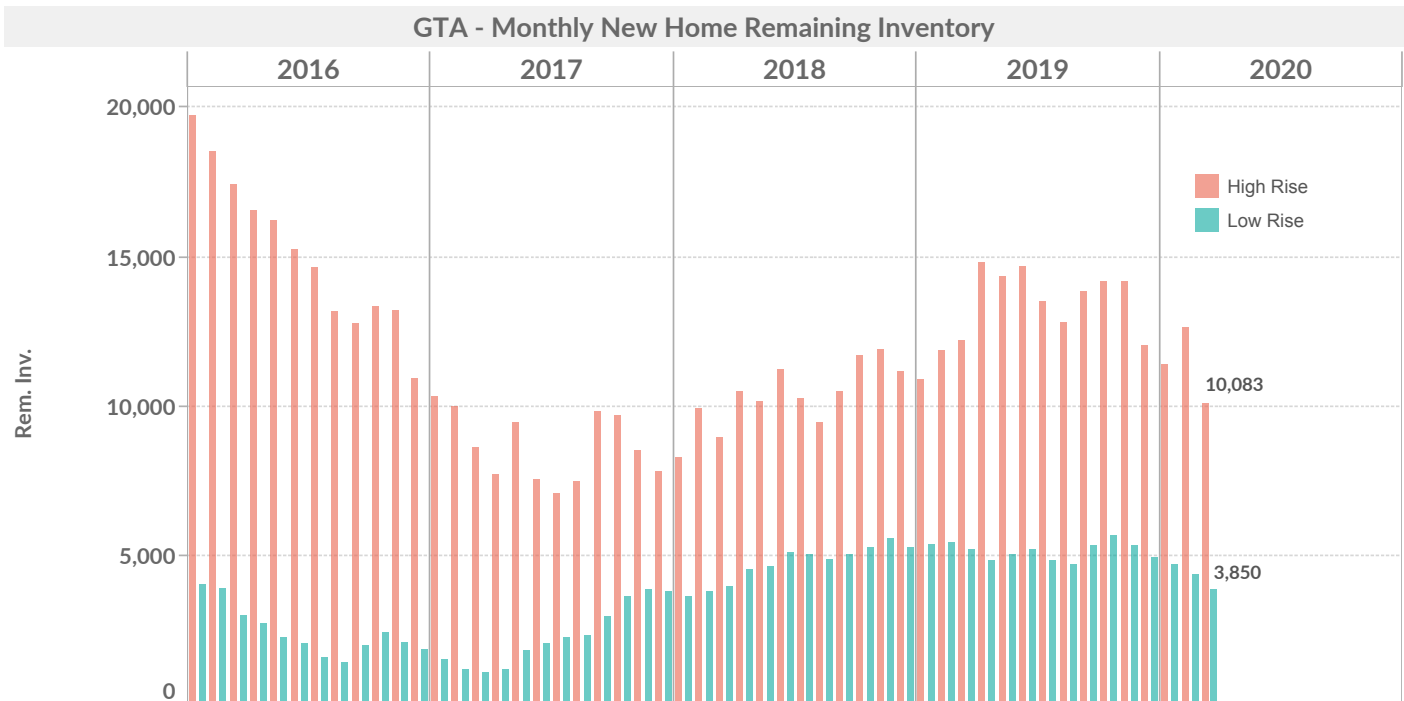
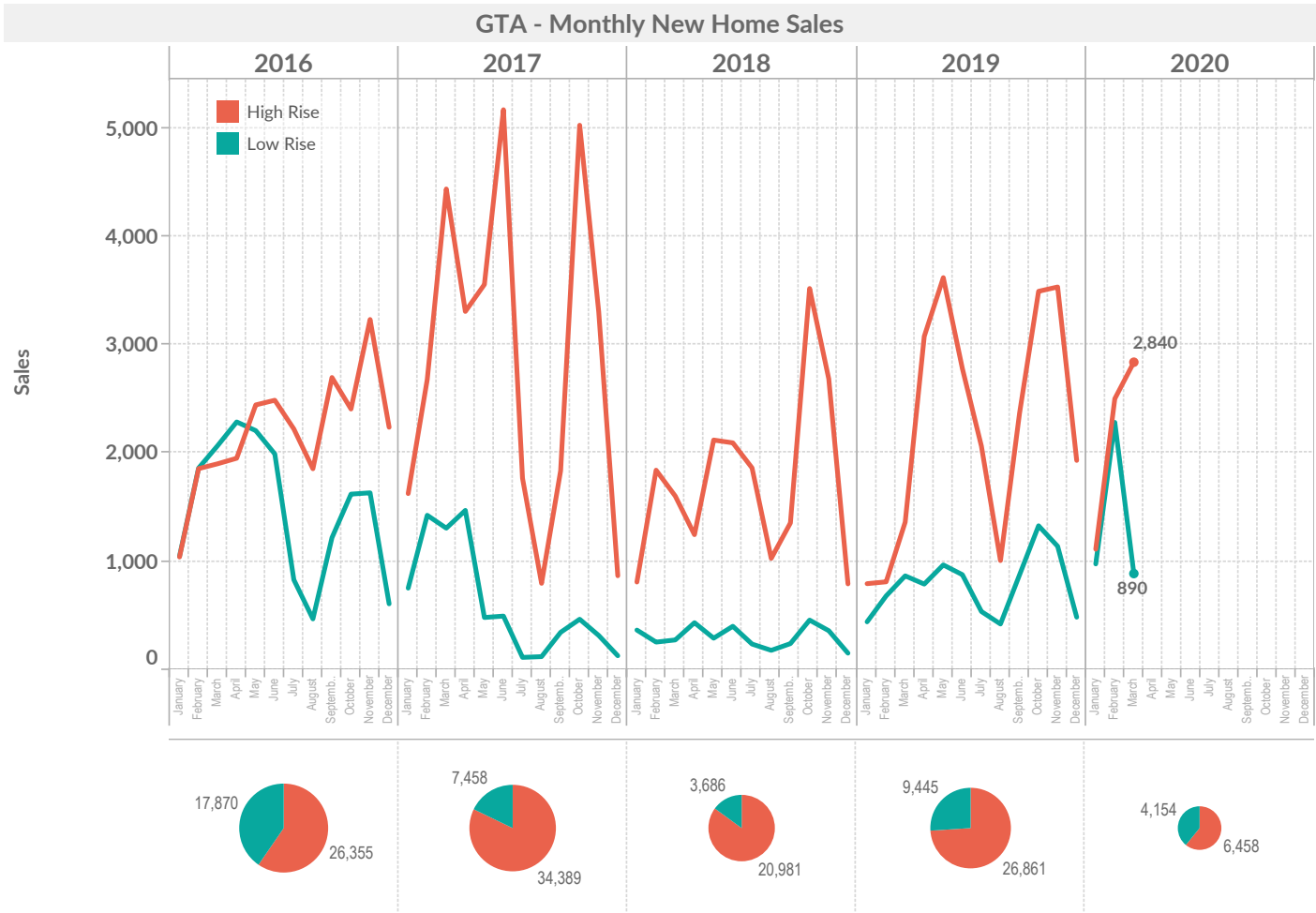
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

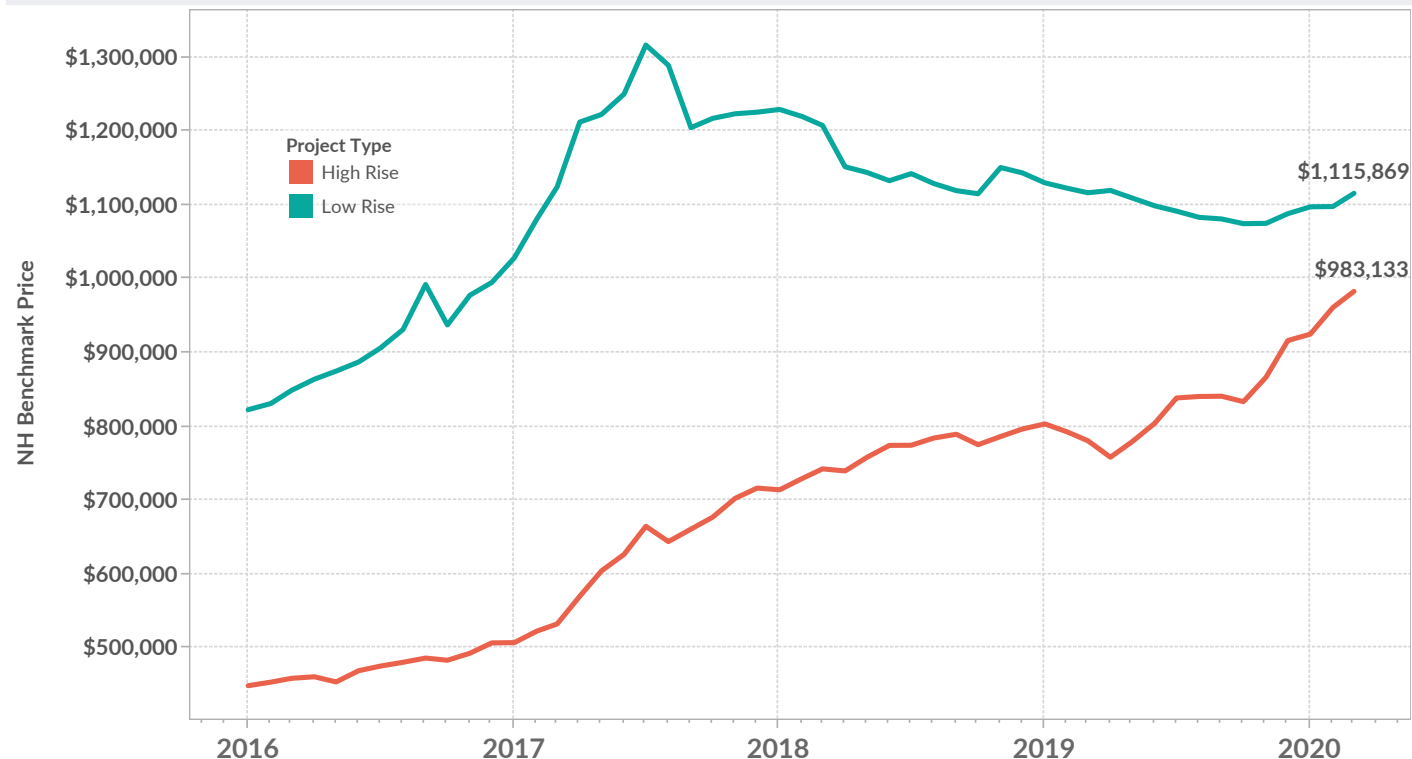
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

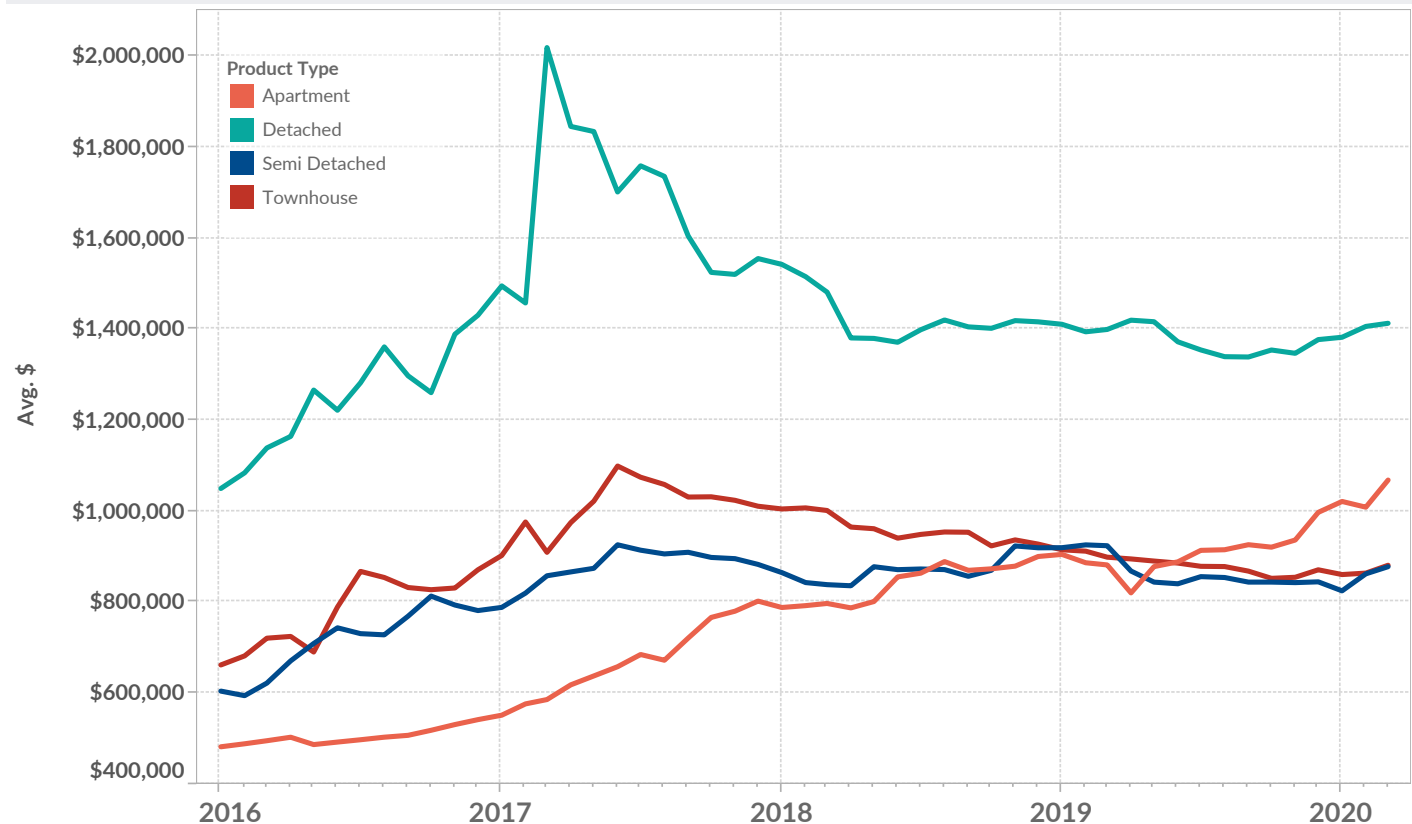


Pricing

Monthly New Home Benchmark Price (excludes extremes)

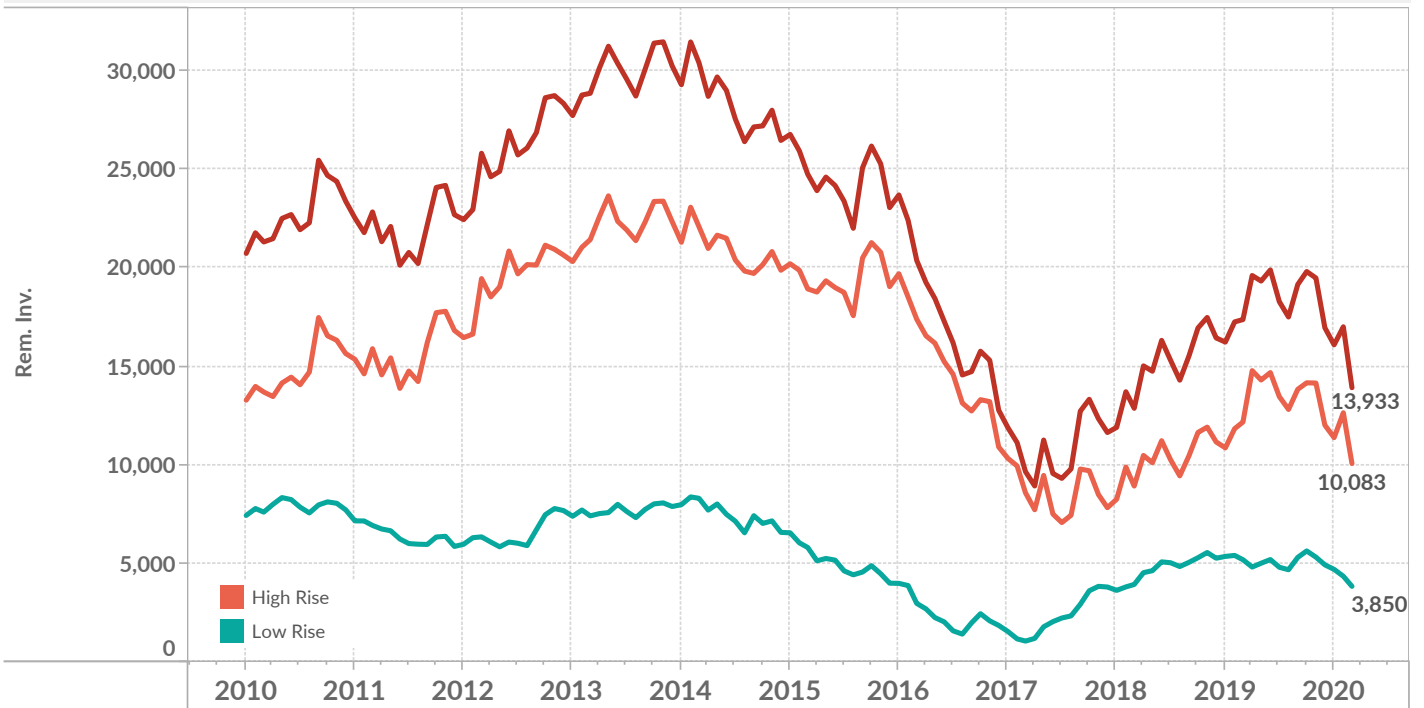


Monthly Avg. Asking Price by Product Type (includes all projects)

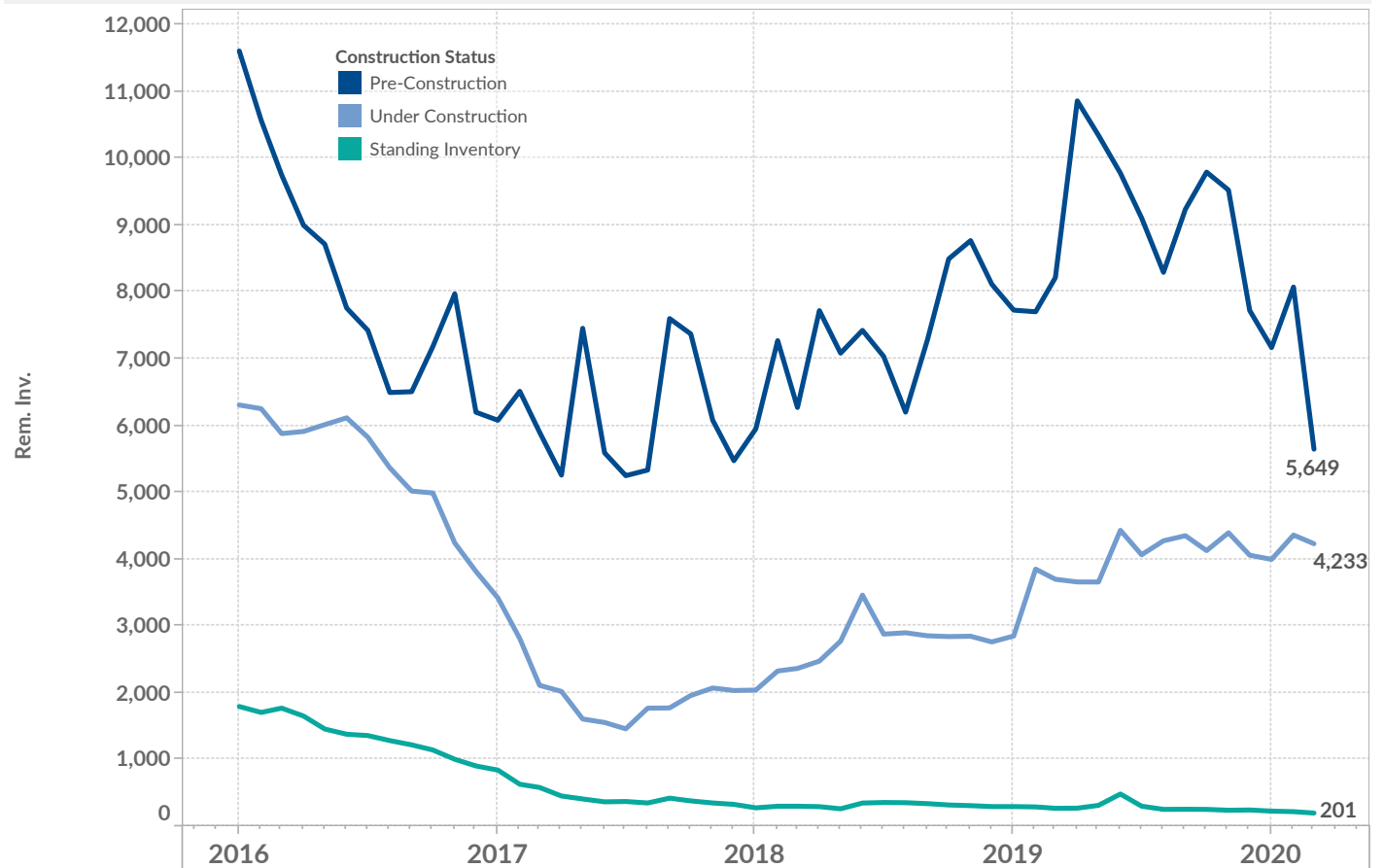


Remaining Inventory

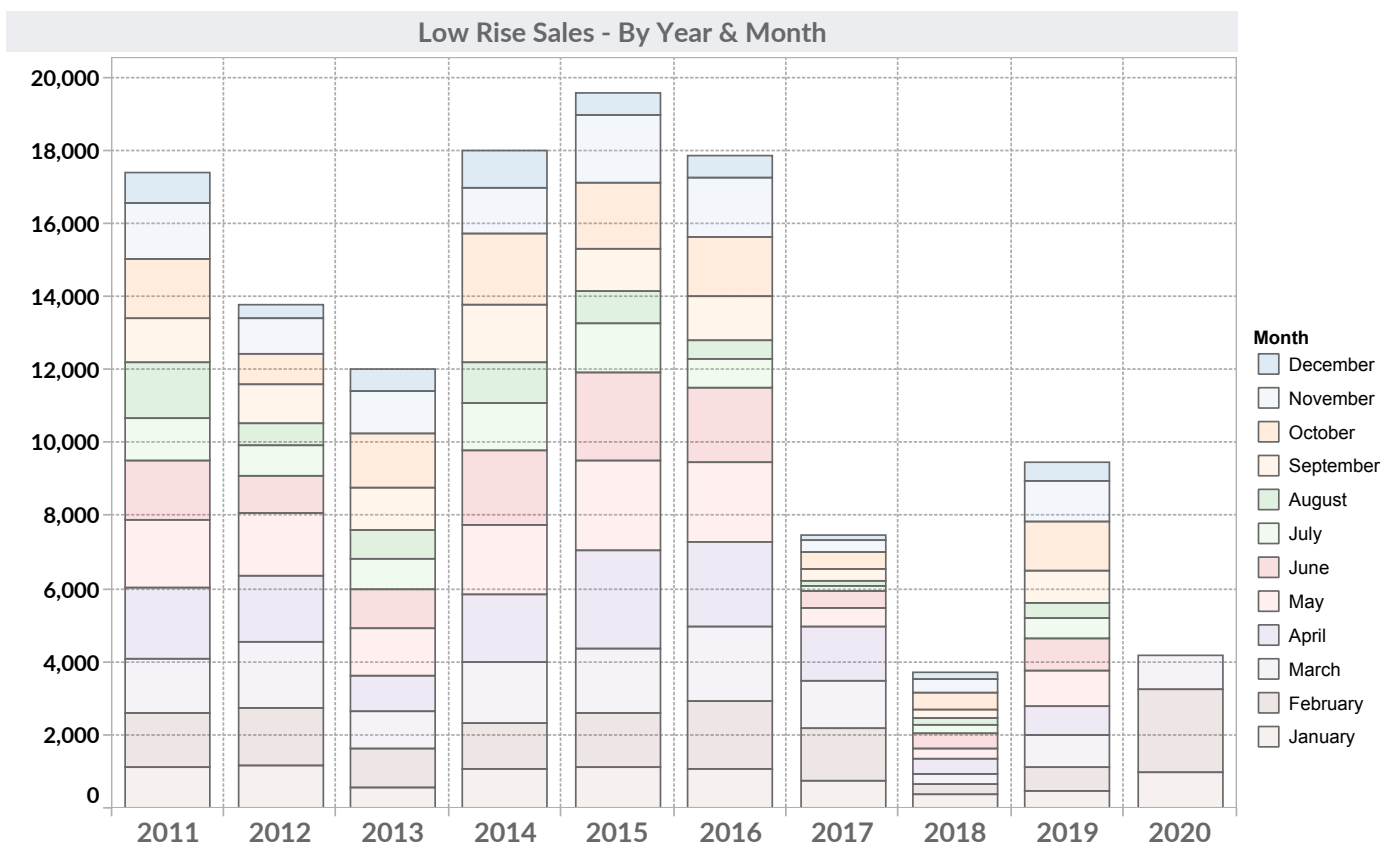
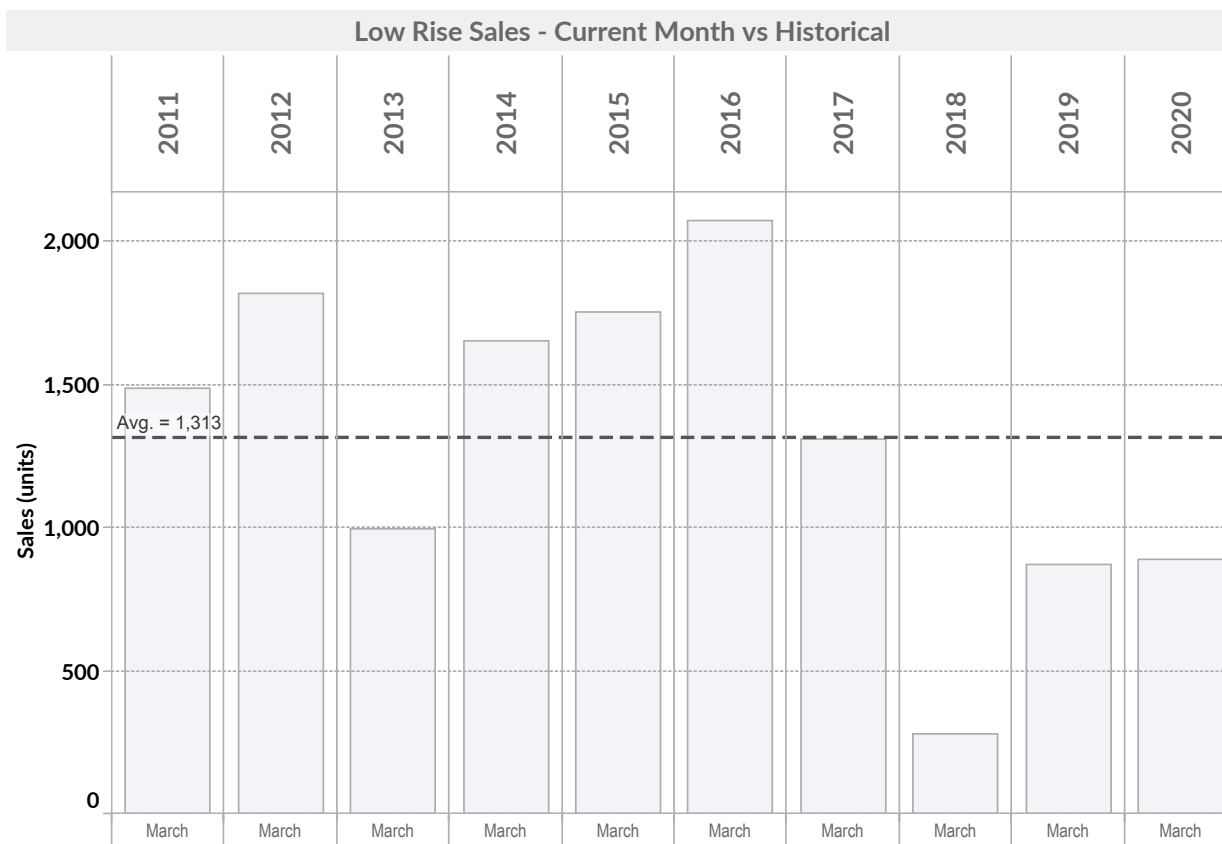
GTA - Monthly New Home Remaining Inventory



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

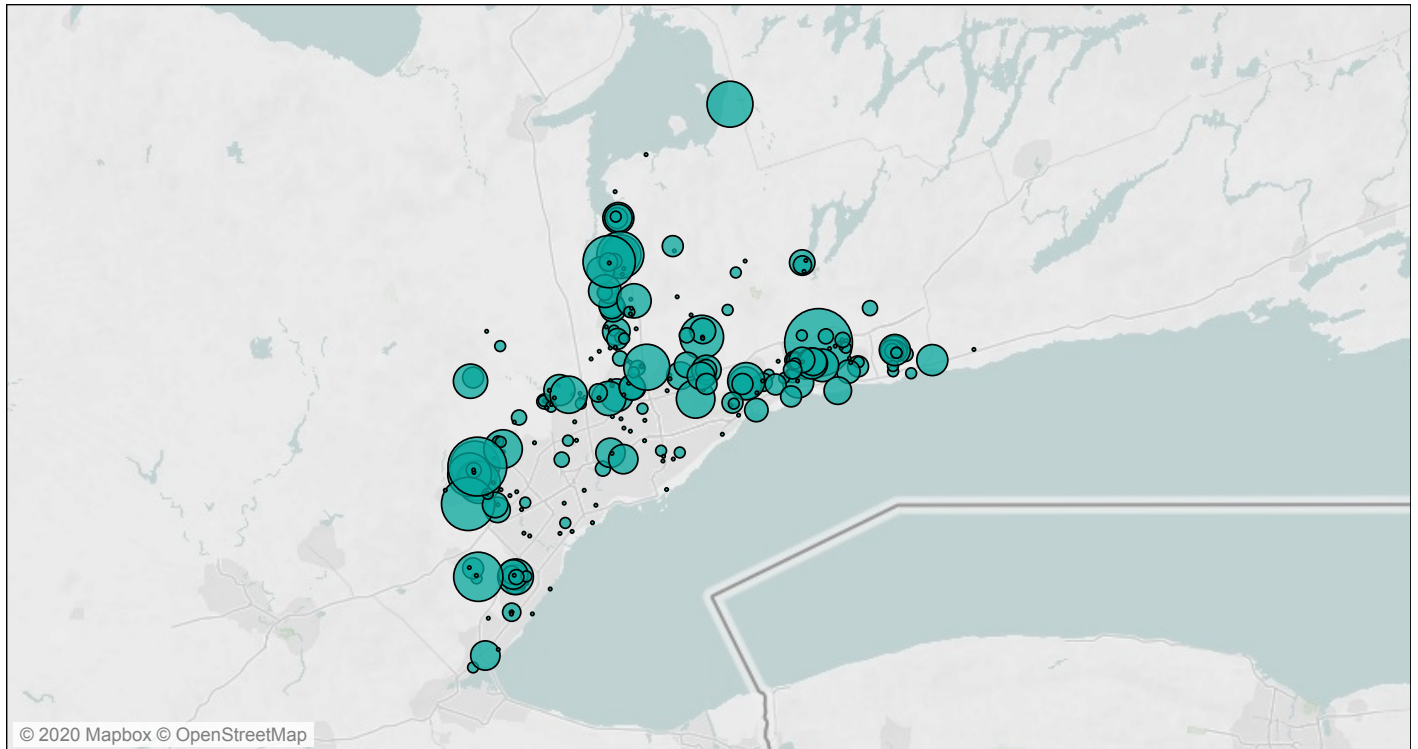


Historical Sales Comparison

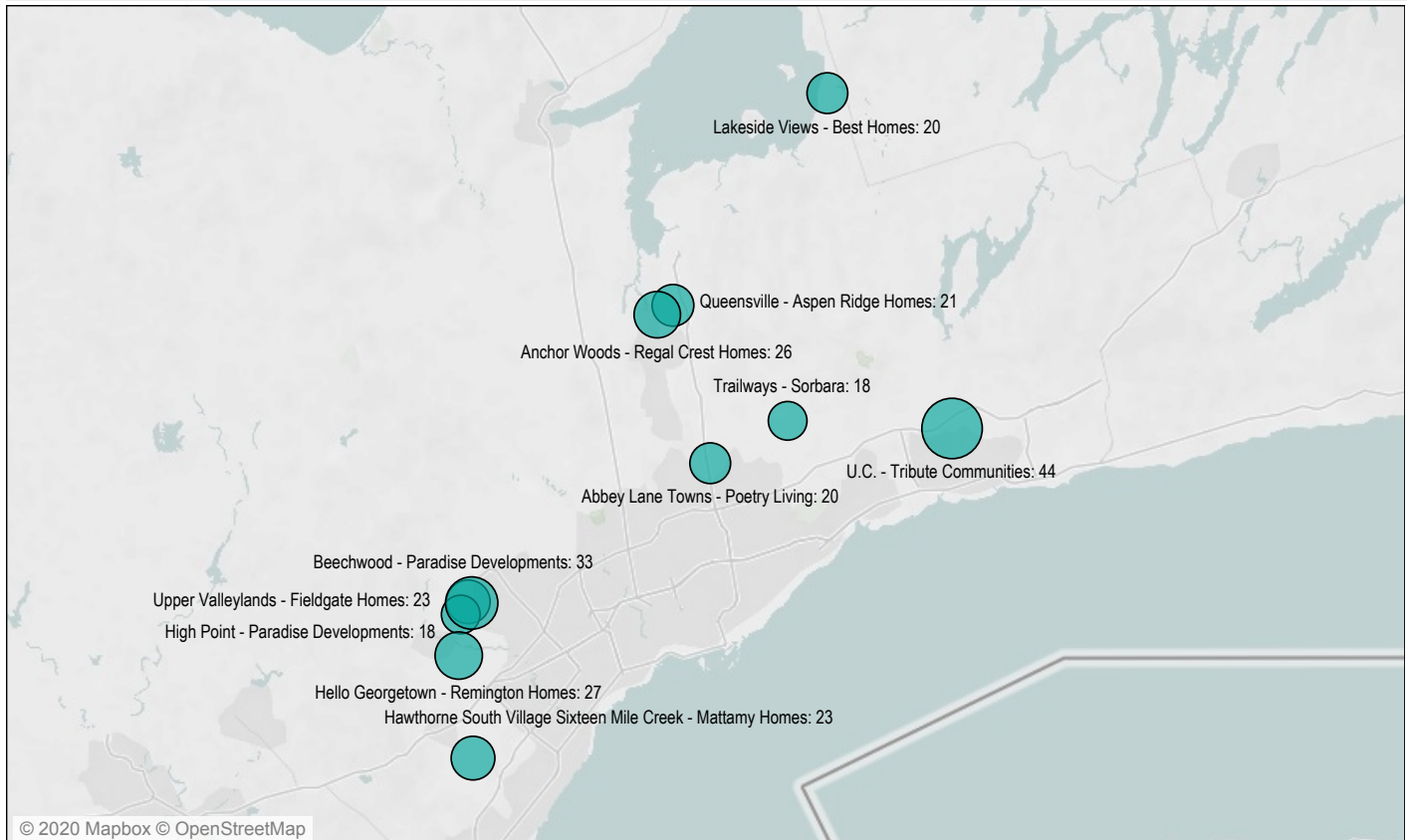


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



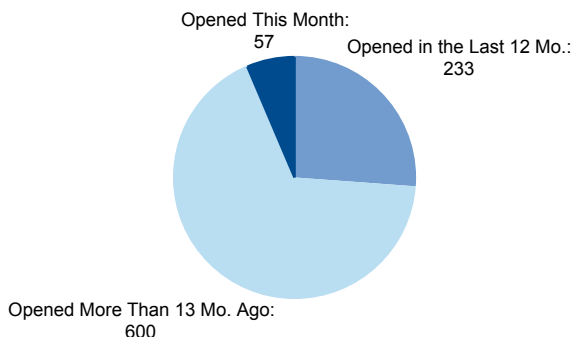
GTA - Top Sites by Current Month Sales



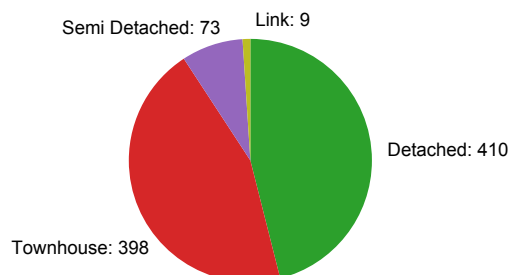
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

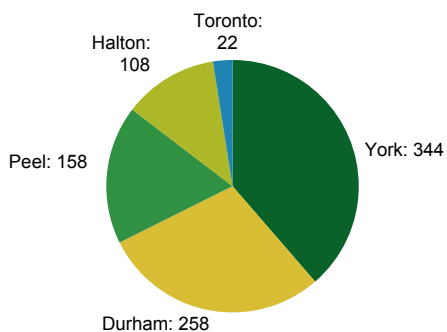
Sales by Opening Date



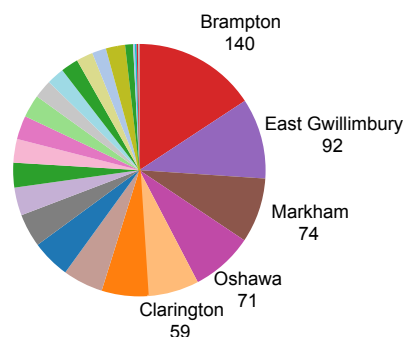
Sales by Product Type



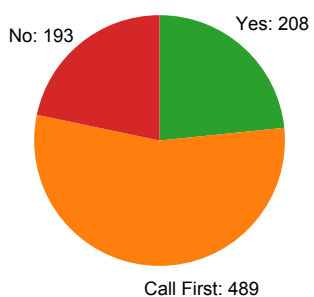
Sales by Region



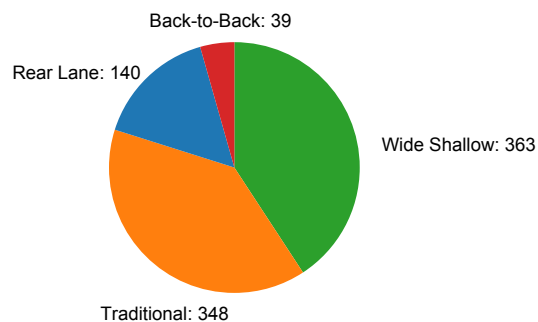
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



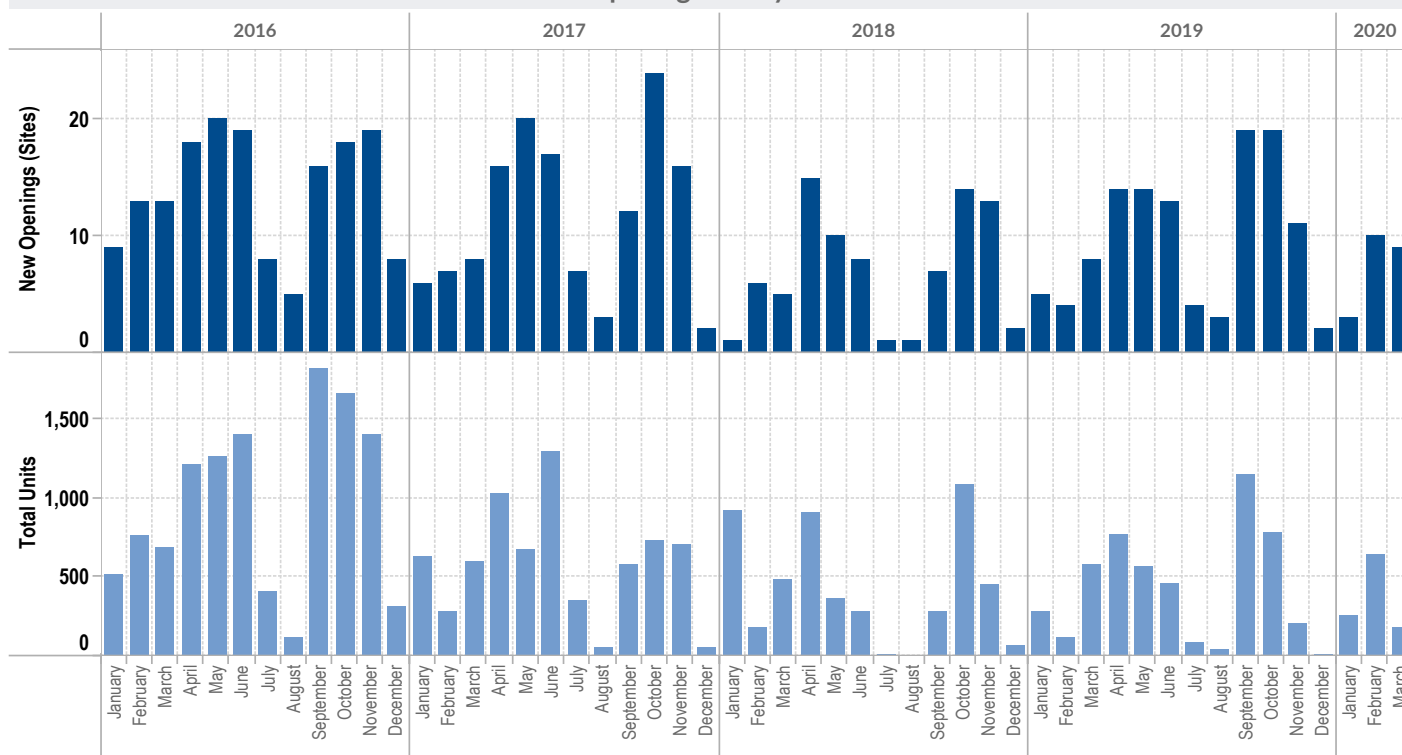
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Lakeside Views - Best Homes	Freehold	Brock	3/1/2020	88	20	68	\$317
Eastmore Village - Delpark Homes	Freehold	Oshawa	3/7/2020	7	0	7	\$321
New Seaton - Brookfield Residential	Freehold	Pickering	3/7/2020	3	0	3	\$358
Bayview Gates - Regal Crest Homes	Freehold	Richmond Hill	3/14/2020	5	1	4	\$532
Cityside - Deco Homes	Freehold	Whitchurch-Stouf..	3/14/2020	0	0	0	
*							
Abbey Lane Towns - Poetry Living	Freehold	Markham	3/18/2020	18	9	9	\$415
Beechwood - Paradise Developments	Freehold	Brampton	3/21/2020	25	9	16	\$399
High Point - Paradise Developments	Freehold	Brampton	3/21/2020	34	14	20	\$382
Upper Valleylands - Fieldgate Homes	Freehold	Brampton	3/23/2020	7	4	3	\$377
Grand Total				187	57	130	\$364

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	151	416	71										638	15.4%		15.4%	
Minto Developments and Metropia		329	0										329	7.9%		23.3%	
Sunny Communities	175	8	6										189	4.5%		27.8%	
Regal Crest Homes	38	81	36										155	3.7%		31.6%	
Remington Homes	19	89	40										148	3.6%		35.1%	
Townwood Homes	9	110	19										138	3.3%		38.4%	
Aspen Ridge Homes	25	71	39										135	3.2%		41.7%	
Tribute Communities	19	67	49										135	3.2%		44.9%	
Rosehaven Homes	21	78	12										111	2.7%		47.6%	
Fieldgate Homes	30	55	23										108	2.6%		50.2%	
Vogue Development Group	14	83	5										102	2.5%		52.7%	
Sundial Homes	3	82	11										96	2.3%		55.0%	
CountryWide Homes	29	26	31										86	2.1%		57.1%	
Lindvest	12	31	38										81	1.9%		59.0%	
Starlane Home Corporation	27	50	3										80	1.9%		60.9%	
Sorbara and Canvas Developments	2	50	11										63	1.5%		62.4%	
Delpark Homes	13	32	16										61	1.5%		63.9%	
Gold Park Homes	12	40	2										54	1.3%		65.2%	
Sorbara	11	24	19										54	1.3%		66.5%	
Paradise Developments	2	0	51										53	1.3%		67.8%	
Lakeview Homes	12	23	15										50	1.2%		69.0%	
Great Gulf	23	18	7										48	1.2%		70.1%	
	979	2,285	890										4,154				

Top Builders - Last 12 Months

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

Builder	2019									2020			Total	Market Share		Cum. Mkt. Share	
	April	May	June	July	August	September	October	November	December	January	February	March		%		%	
Mattamy Homes	36	28	117	31	57	115	214	87	19	151	416	71	1,342	11.6%		11.6%	
Fieldgate Homes	61	63	125	6	0	22	71	115	39	30	55	23	610	5.3%		16.8%	
Great Gulf	30	67	73	48	22	48	42	24	11	23	18	7	413	3.6%		20.4%	
Treasure Hill	50	154	33	26	22	3	3	15	12	12	11	24	365	3.1%		23.5%	
Aspen Ridge Homes	7	8	26	33	21	37	29	31	11	25	71	39	338	2.9%		26.4%	
Minto Developments and Metropia											329	0	329	2.8%		29.3%	
Paradise Developments	60	81	2	0	0	0	83	40	3	2	0	51	322	2.8%		32.1%	
CountryWide Homes	18	25	13	30	22	24	38	27	9	29	26	31	292	2.5%		34.6%	
Regal Crest Homes	7	8	23	20	9	20	22	16	6	38	81	36	286	2.5%		37.0%	
Remington Homes	7	18	7	5	9	6	14	16	9	19	89	40	239	2.1%		39.1%	
Greenpark Group	71	75	19	3	7	4	8	9	14	2	1	10	223	1.9%		41.0%	
Townwood Homes	29	30	9	0	0	7	6	3	1	9	110	19	223	1.9%		42.9%	
Rosehaven Homes	8	4	8	1	2	33	23	20	9	21	78	12	219	1.9%		44.8%	
Tribute Communities	14	6	6	10	7	10	12	11	4	19	67	49	215	1.9%		46.7%	
Vogue Development Group	6	1	3	1	1	0	48	24	6	14	83	5	192	1.7%		48.3%	
Sunny Communities										175	8	6	189	1.6%		50.0%	
Lindvest	8	6	5	5	2	23	20	19	15	12	31	38	184	1.6%		51.6%	
Country Homes	0	25	19	32	20	30	9	7	2	22	16	1	183	1.6%		53.1%	
Sorbara	4	3	9	2	8	3	44	47	8	11	24	19	182	1.6%		54.7%	
Brookfield Residential	3	28	17	7	8	10	33	19	4	3	12	31	175	1.5%		56.2%	
Starlane Home Corporation	5	4	0	2	2	52	9	11	7	27	50	3	172	1.5%		57.7%	
Conservatory Group	27	22	17	10	4	5	9	10	18	14	17	12	165	1.4%		59.1%	
	793	970	880	540	425	878	1,331	1,142	488	979	2,285	890	11,601				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 March
U.C. - Tribute Communities	Oshawa	Detached	40'	3
		Semi Detached	25'	0
		Townhouse	16'	41
			18'	0
		Total		44
Beechwood - Paradise Developments	Brampton	Detached	30'	6
			38'	7
			41'	5
		Semi Detached	25'	5
		Townhouse	20'	1
			25'	9
		Total		33
Hello Georgetown - Remington Homes	Halton Hills	Detached	30'	3
			36'	10
			40'	6
		Semi Detached	25'	8
		Total		27
Anchor Woods - Regal Crest Homes	East Gwillimbury	Detached	38'	9
		Semi Detached	27'	16
		Townhouse	20'	1
		Total		26
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	9
			34'	6
			36'	6
			43'	0
			66'	0
		Townhouse	21'	0
			23'	2
		Total		23
Upper Valleylands - Fieldgate Homes	Brampton	Detached	30'	5
			38'	14
			41'	0
		Semi Detached	25'	0
		Townhouse	20'	0
			25'	4
		Total		23
Queensville - Aspen Ridge Homes	East Gwillimbury	Detached	36'	13
			45'	5
		Townhouse	25'	3
		Total		21
Abbey Lane Towns - Poetry Living	Markham	Townhouse	19'	11
			21'	9
		Total		20

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	March 2020					March 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	6		4	3	13	15		1	4	20
	Brock	12			8	20	0				0
	Clarington	24	2	0	33	59	11	0	0	12	23
	Oshawa	6		0	65	71	11		0	8	19
	Pickering	9		4	25	38	0			9	9
	Scugog	0	3		6	9	2	2			4
	Uxbridge	1			1	2	1			1	2
	Whitby	25	4	6	11	46	55		1	37	93
	Total	83	9	14	152	258	95	2	2	71	170
Halton	Burlington				9	9	0		0	35	35
	Halton Hills	19		8		27	0				0
	Milton	21		4	3	28	12		7	1	20
	Oakville	41			3	44	33			20	53
	Total	81		12	15	108	45		7	56	108
Peel	Brampton	68	0	10	62	140	88	0	60	133	281
	Caledon	15			1	16	15		0	1	16
	Mississauga	0		1	1	2	1		4	4	9
	Total	83	0	11	64	158	104	0	64	138	306
Toronto	East York										
	Etobicoke	0			2	2	12			5	17
	North York	1			18	19	0		0	62	62
	Old Toronto				0	0			0	2	2
	Scarborough	1				1	2				2
	York										
	Total	2			20	22	14		0	69	83
York	Aurora	20			0	20	107			4	111
	East Gwillimbury	60		18	14	92	5		2	1	8
	Georgina	12		0	9	21	19			2	21
	King	0			0	0	0			2	2
	Markham	5	0	14	55	74	0			15	15
	Newmarket	4	0		28	32	0	2		0	2
	Richmond Hill	17	0	4	6	27	1	0	0	4	5
	Vaughan	26	0	0	26	52	21	0	1	10	32
	Whitchurch-Stouffville	17			9	26	0			6	6
	Total	161	0	36	147	344	153	2	3	44	202
Grand Total		410	9	73	398	890	411	4	76	378	869

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	78		35	33	146	42		4	34	80
	Brock	14			8	22	16			52	68
	Clarington	196	5	4	179	384	277	12	3	110	402
	Oshawa	74		20	317	411	98		0	112	210
	Pickering	241		30	211	482	77		10	55	142
	Scugog	39	11		6	56	45	12		24	81
	Uxbridge	5			20	25	27			28	55
	Whitby	400	7	200	292	899	116	3	14	75	208
	Total	1,047	23	289	1,066	2,425	698	27	31	490	1,246
Halton	Burlington	4		1	32	37				41	41
	Halton Hills	83		19		102	44		13		57
	Milton	312		114	445	871	56		36	25	117
	Oakville	602			331	933	341			27	368
	Total	1,001		134	808	1,943	441		49	93	583
Peel	Brampton	969	7	352	946	2,274	169	4	63	157	393
	Caledon	186		76	21	283	55			19	74
	Mississauga	31		17	55	103	10		8	62	80
	Total	1,186	7	445	1,022	2,660	234	4	71	238	547
Toronto	East York										
	Etobicoke	9			33	42	2			25	27
	North York	12		45	178	235	24			126	150
	Old Toronto			1	0	1				1	1
	Scarborough	16				16	15				15
	York										
	Total	37		46	211	294	41			152	193
York	Aurora	173			24	197	149			8	157
	East Gwillimbury	355		50	122	527	59		35	16	110
	Georgina	91		1	30	122	54		3	12	69
	King	0			35	35	12			0	12
	Markham	116	14	46	822	998	28	4	46	187	265
	Newmarket	47	5	6	214	272	13	4		36	53
	Richmond Hill	192	3	81	350	626	144	5	11	78	238
	Vaughan	648	4	9	241	902	144	17	7	126	294
	Whitchurch-Stouffville	349			251	600	50			33	83
	Total	1,971	26	193	2,089	4,279	653	30	102	496	1,281
Grand Total		5,242	56	1,107	5,196	11,601	2,067	61	253	1,469	3,850

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