



Greater Toronto Area Low Rise Projects

New Homes Monthly Market Report
Data as of April 2020

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Apr-20		Apr-19		Change
High Rise	470		3,078		-84.7%
Low Rise	301		793		-62.0%
Total	771		3,871		-80.1%
Year to Date Sales	Jan.-Apr. 2020		Jan.-Apr. 2019		Y/Y Change
High Rise	7,155		6,055		18.2%
Low Rise	4,540		2,791		62.7%
Total	11,695		8,846		32.2%
Year to Date Supply	Jan.-Apr. 2020		Jan.-Apr. 2019		Y/Y Change
High Rise	5,698		9,129		-37.6%
Low Rise	3,528		2,315		52.4%
Total	9,226		11,444		-19.4%
Year to Date Completions	Jan.-Apr. 2020		Jan.-Apr. 2019		Y/Y Change
High Rise	7,914		8,581		-7.8%
Remaining Inventory	Apr-20	Mar-20	Apr-19	M/M Change	Y/Y Change
High Rise	9,931	9,929	14,824	0.0%	-33.0%
Low Rise	3,920	3,976	4,808	-1.4%	-18.5%
Total	13,851	13,905	19,632	-0.4%	-29.4%
Benchmark Price	Apr-20	Mar-20	Apr-19	M/M Change	Y/Y Change
High Rise	\$984,369	\$983,133	\$758,585	0.1%	29.8%
Low Rise	\$1,117,955	\$1,115,869	\$1,119,772	0.2%	-0.2%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	3	358	283	149	
High Rise Units	747	94,800	77,160	37,137	
% Sold*	14%	85%	92%	79%	
Low Rise Projects	3	293			
Low Rise Units	14	31,650			
% Sold*	7%	88%			

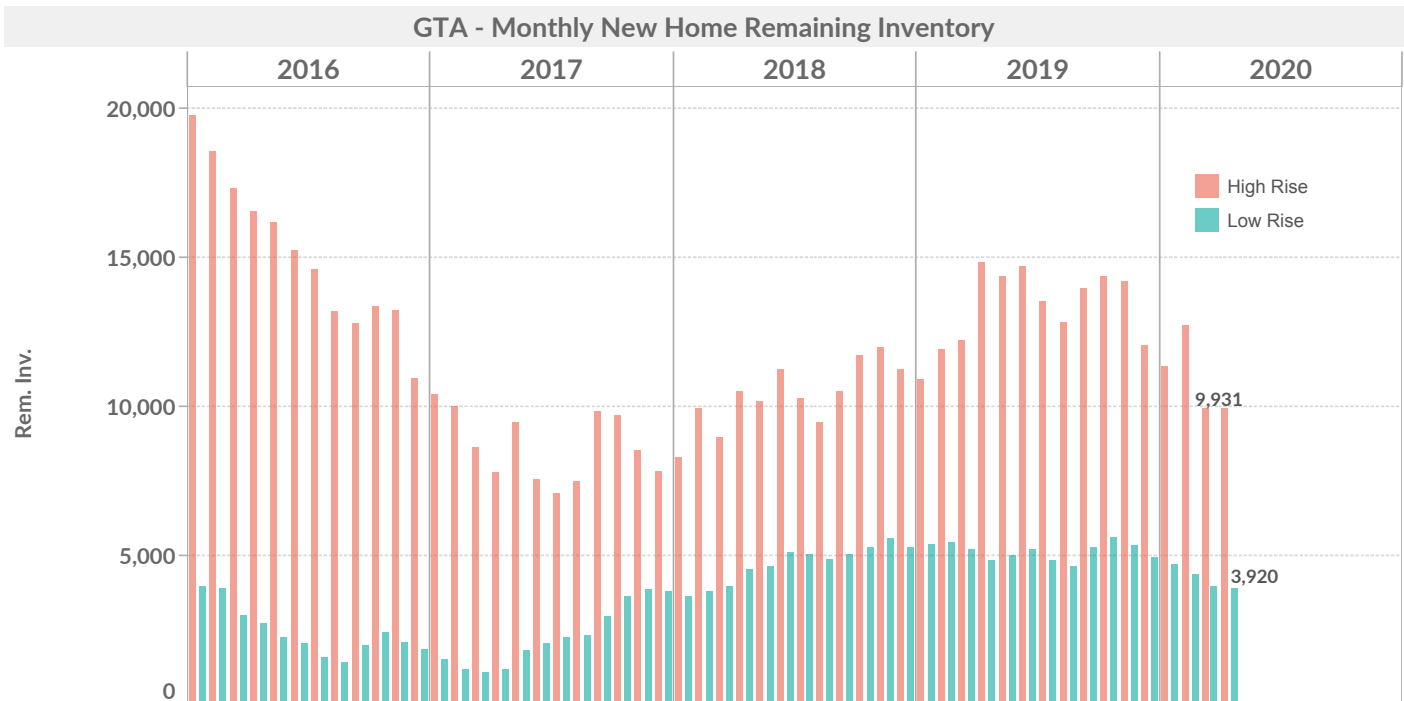
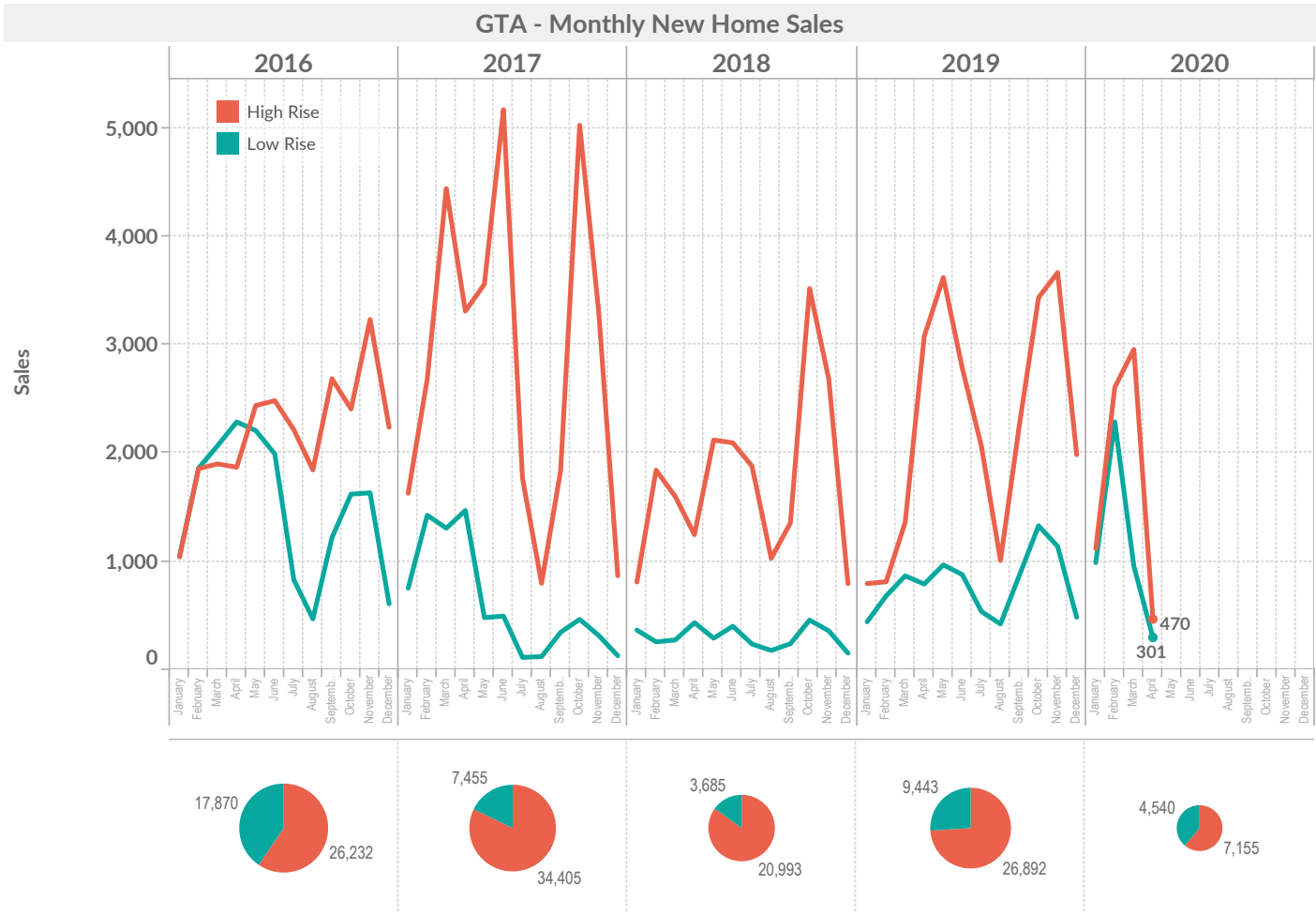
* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

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.

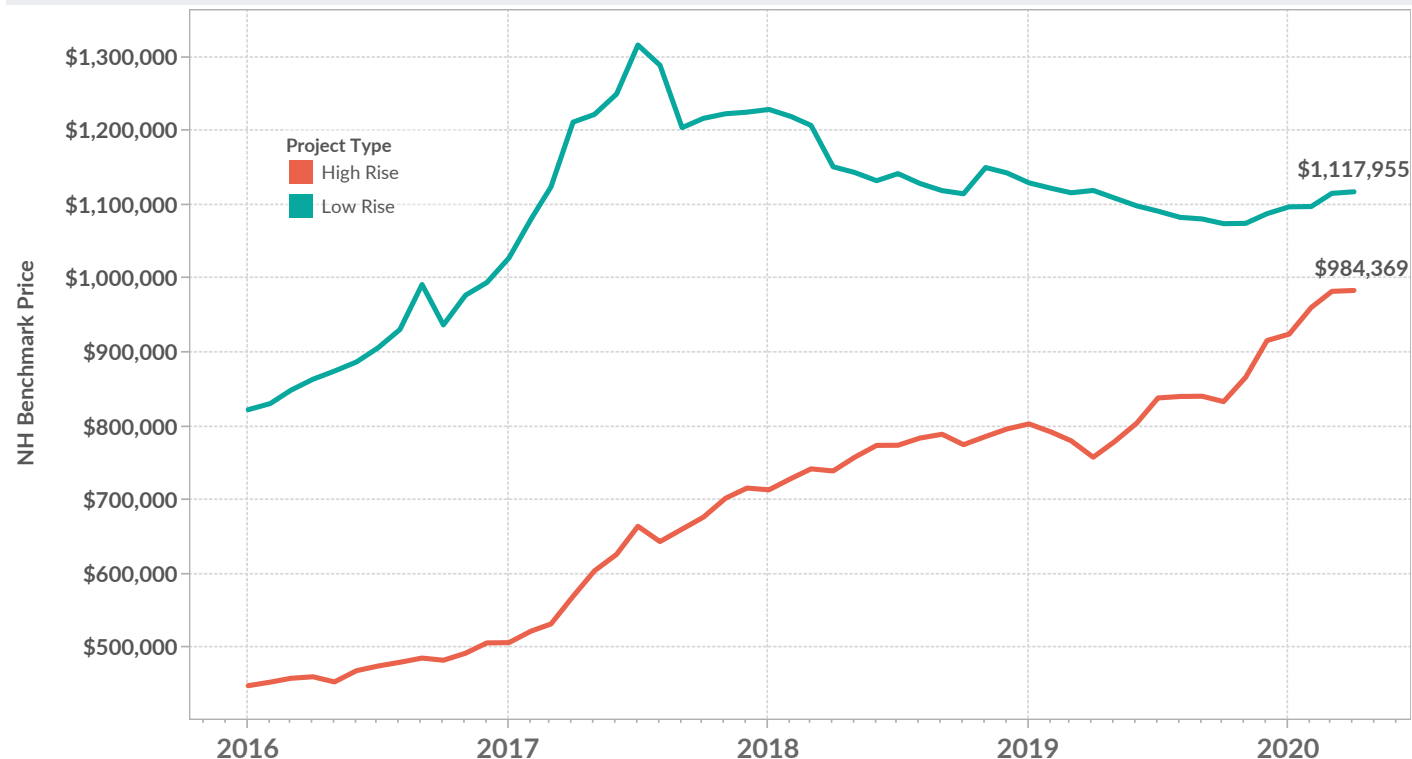
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

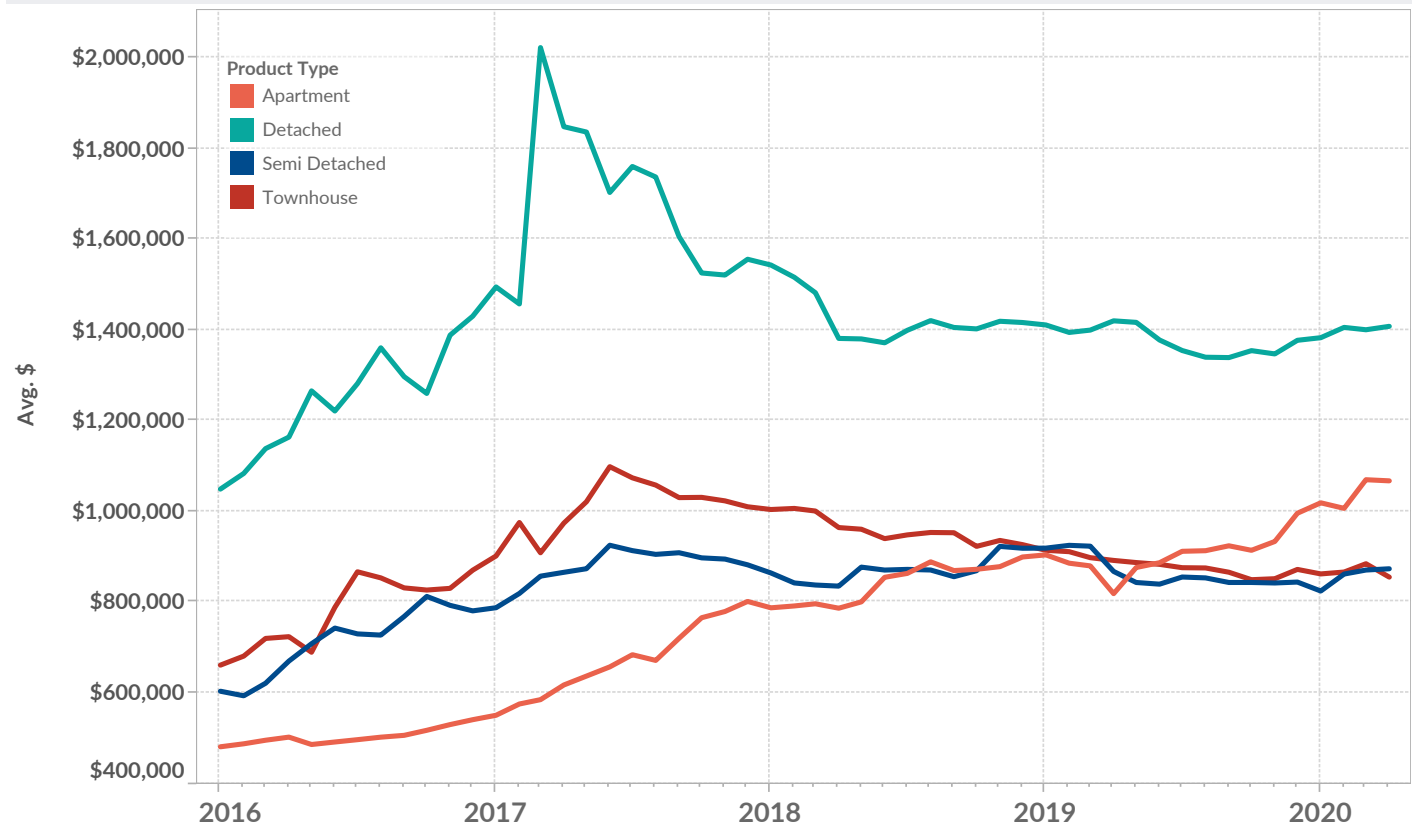


Pricing

Monthly New Home Benchmark Price (excludes extremes)

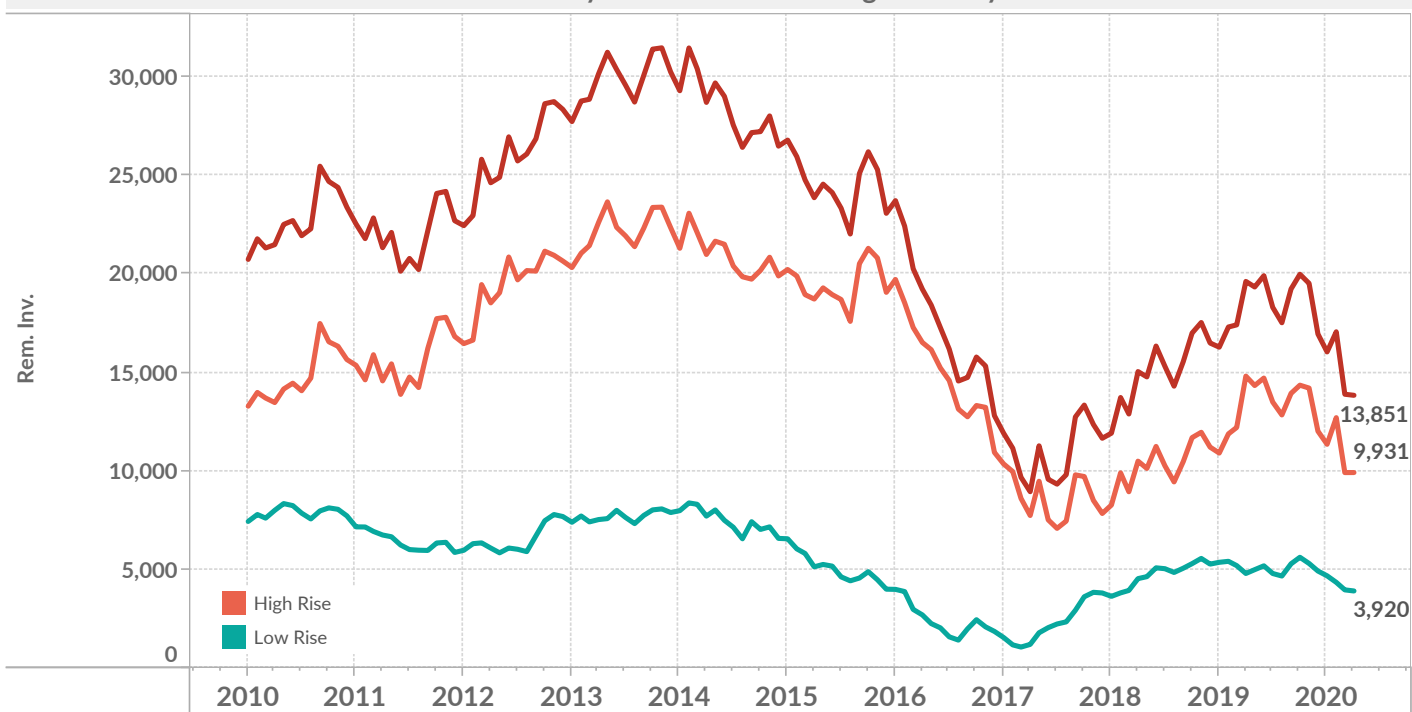


Monthly Avg. Asking Price by Product Type (includes all projects)

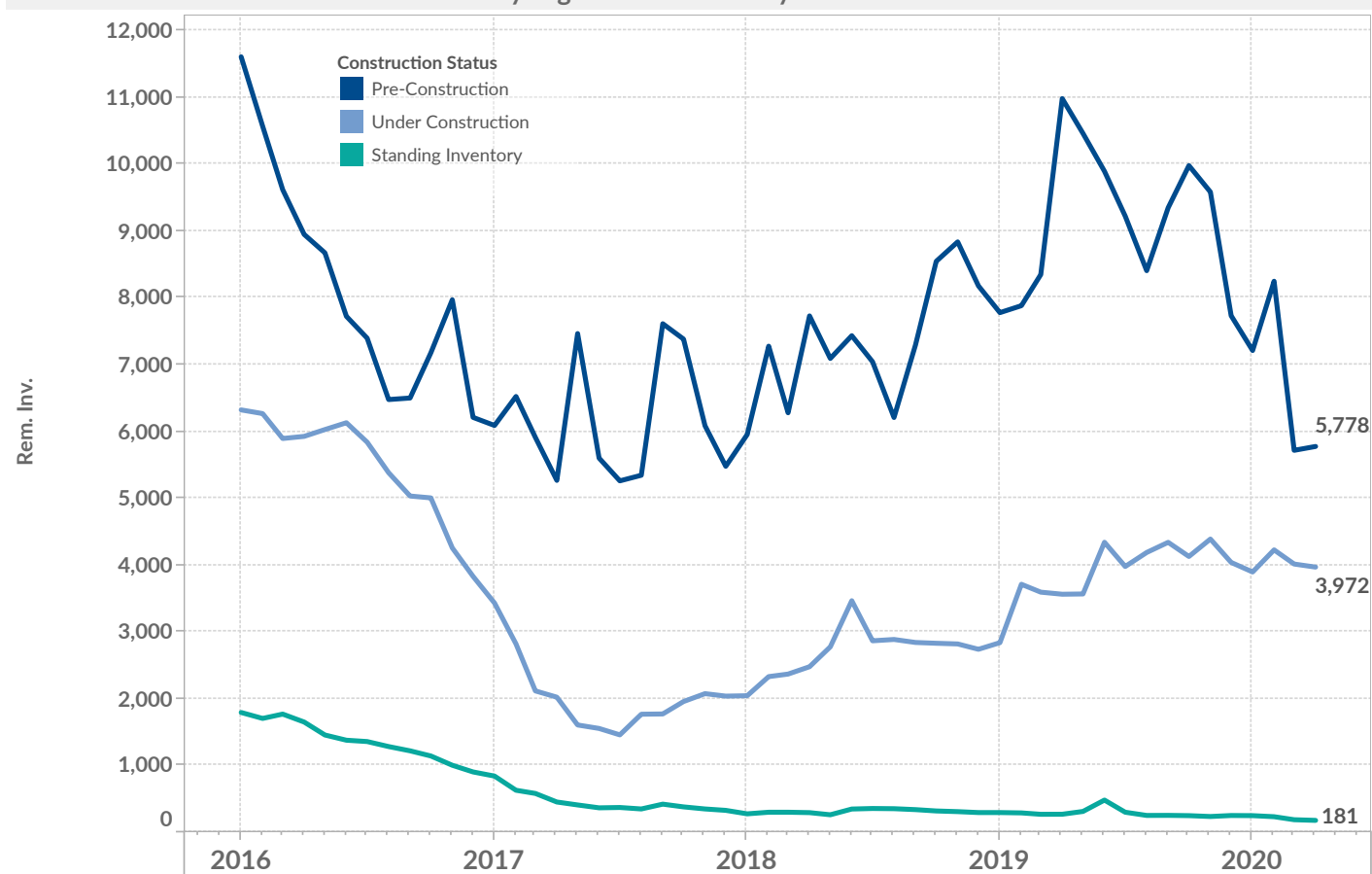


Remaining Inventory

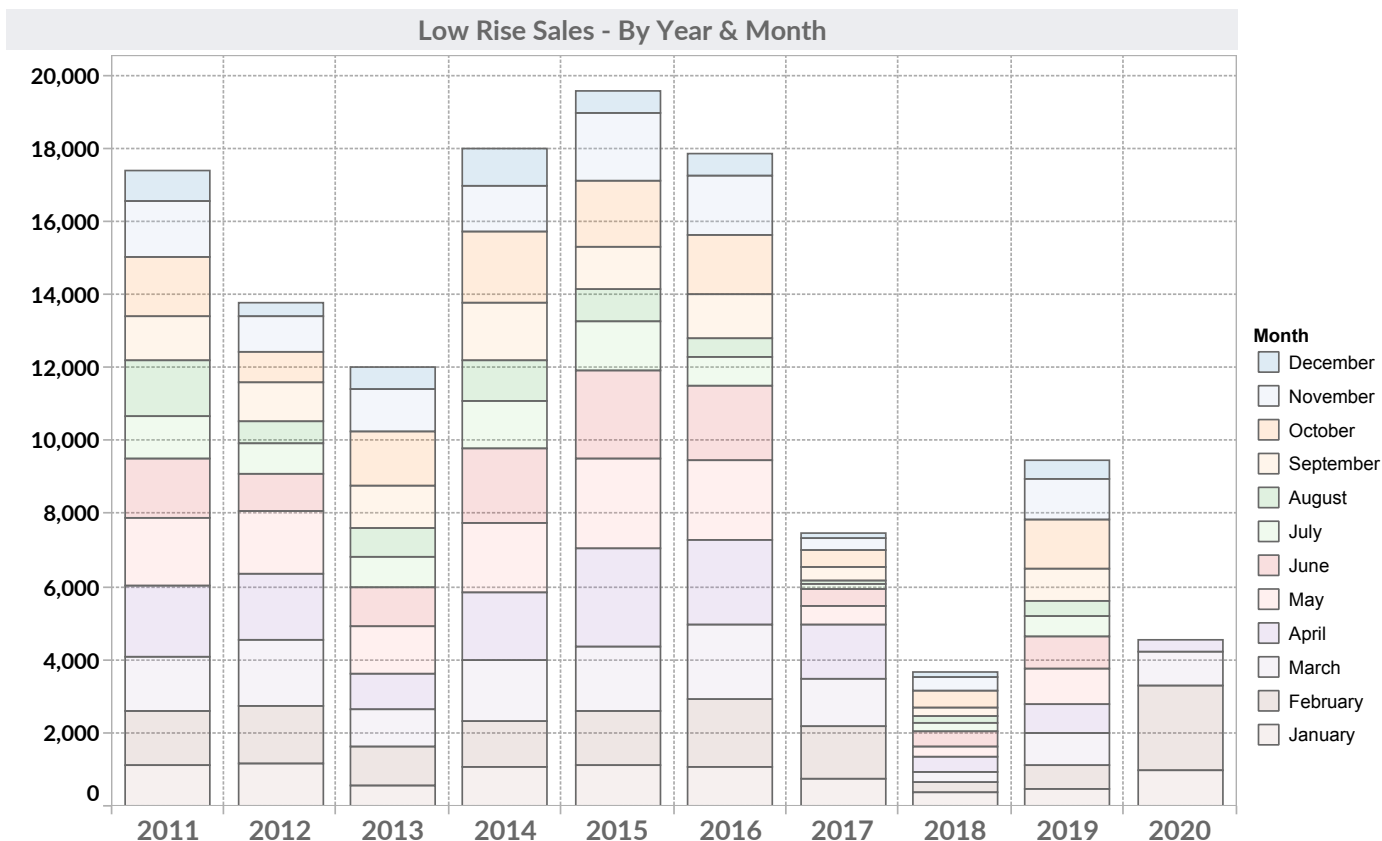
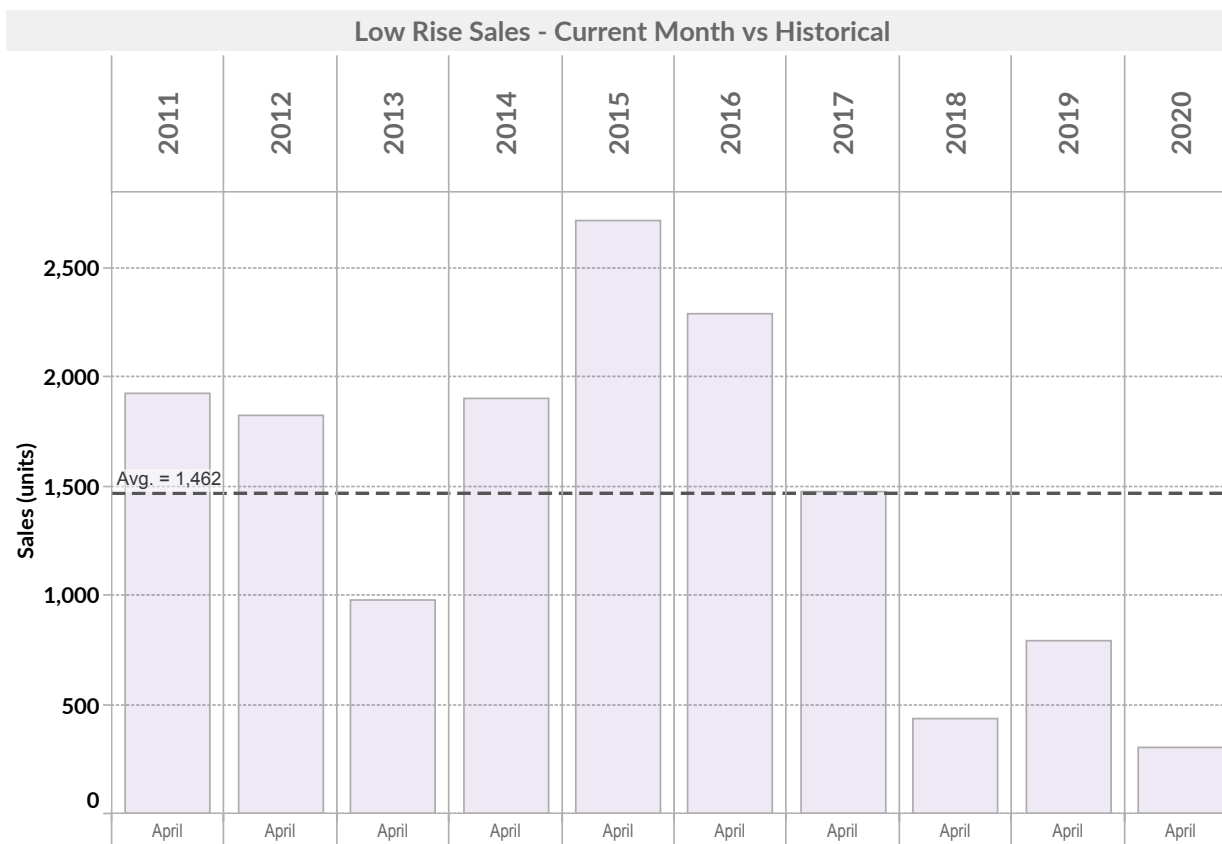
GTA - Monthly New Home Remaining Inventory



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

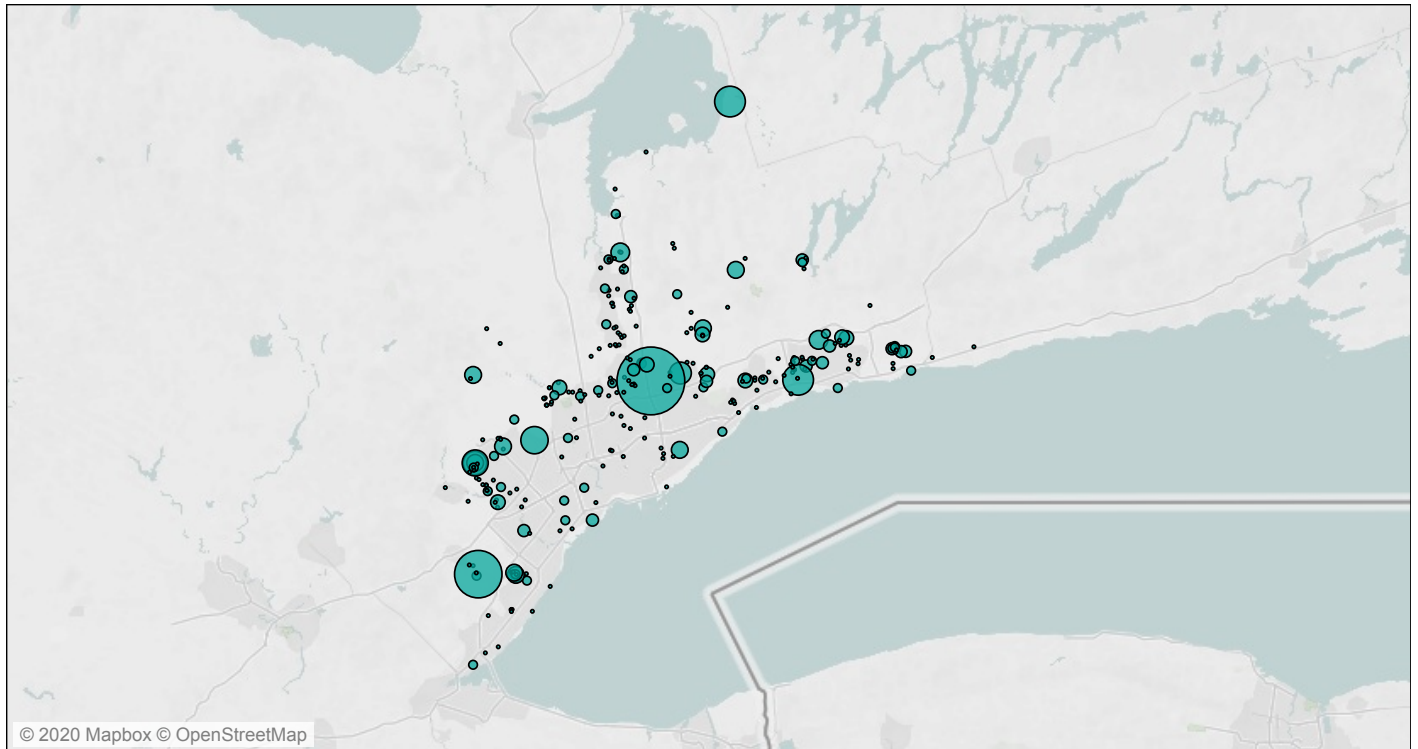


Historical Sales Comparison

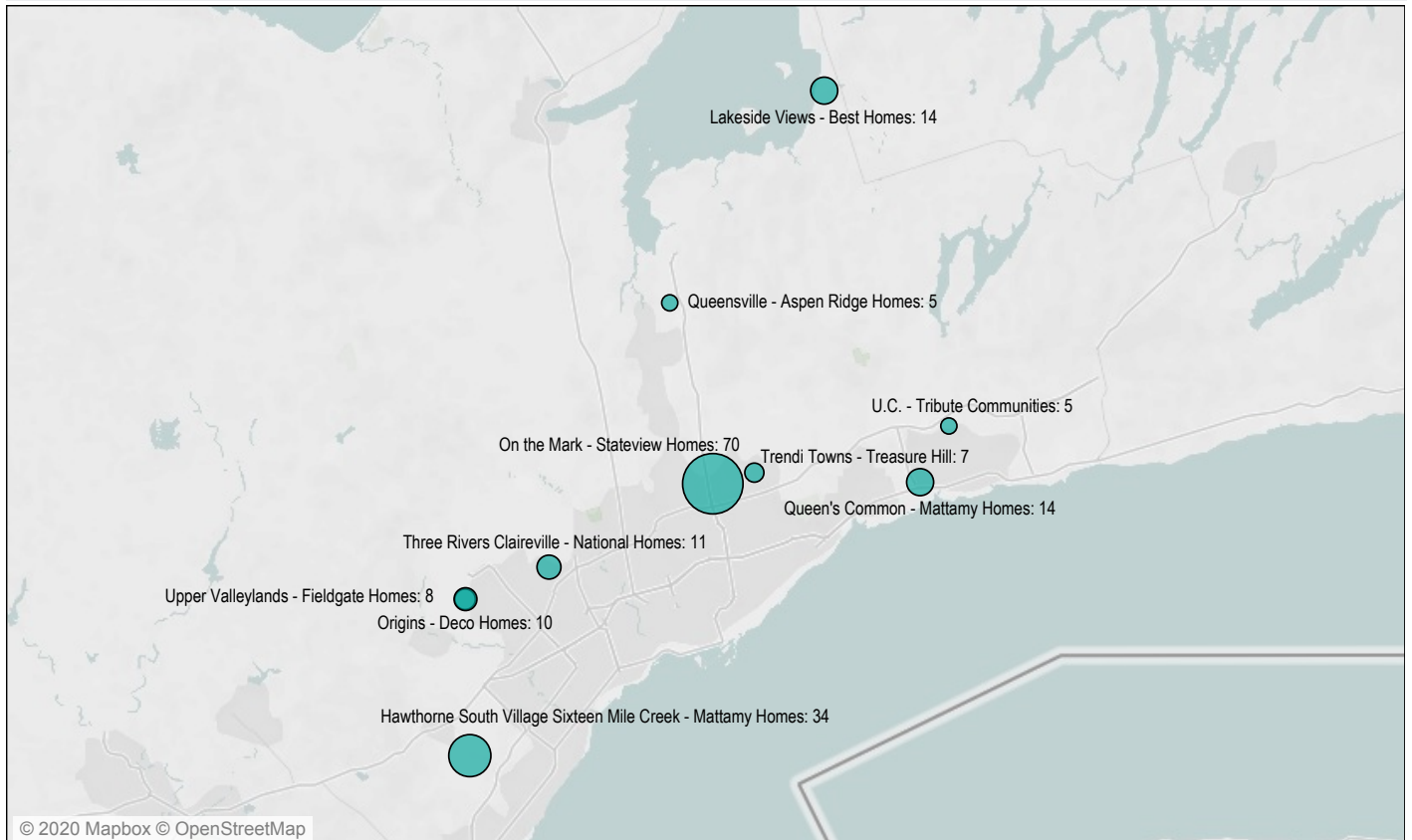


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



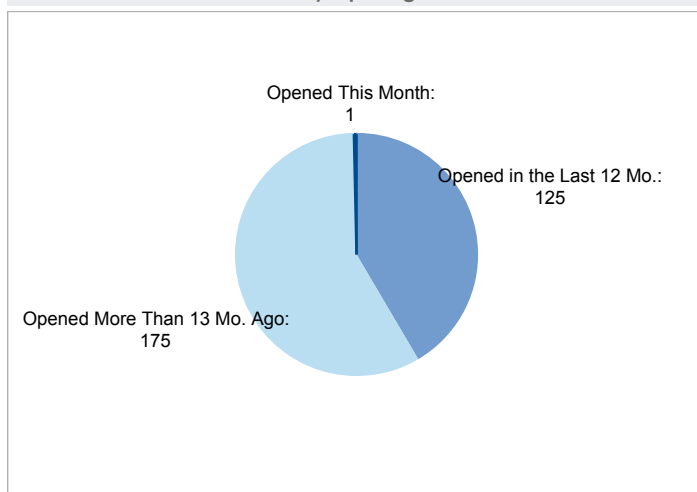
GTA - Top Sites by Current Month Sales



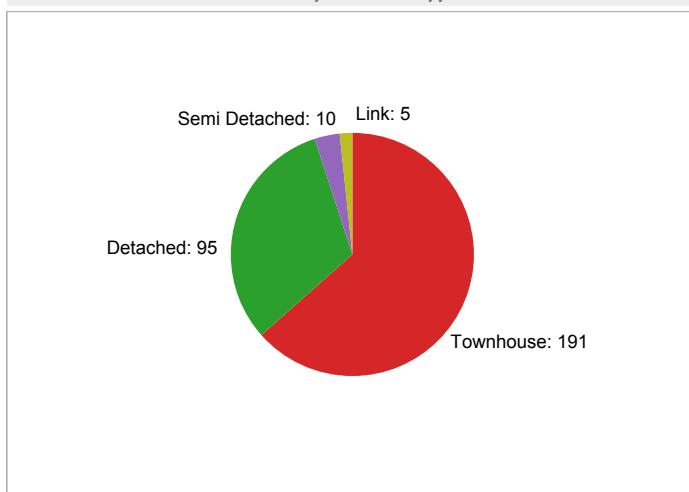
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

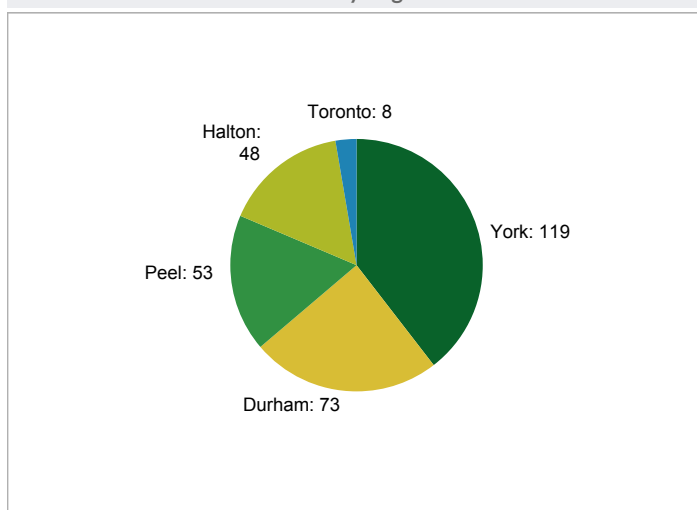
Sales by Opening Date



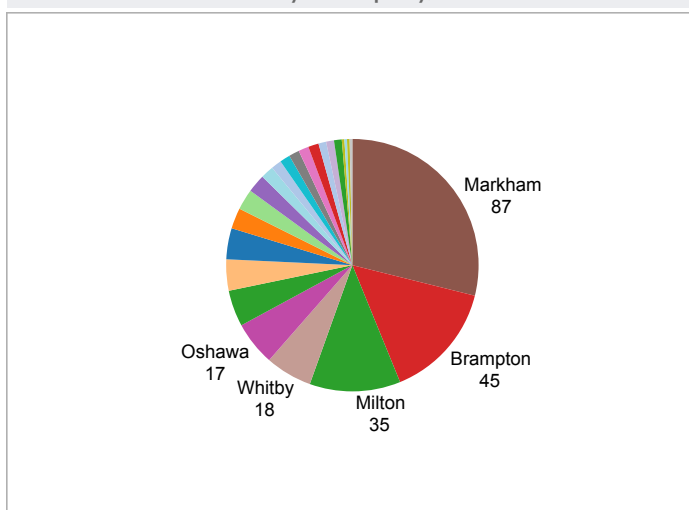
Sales by Product Type



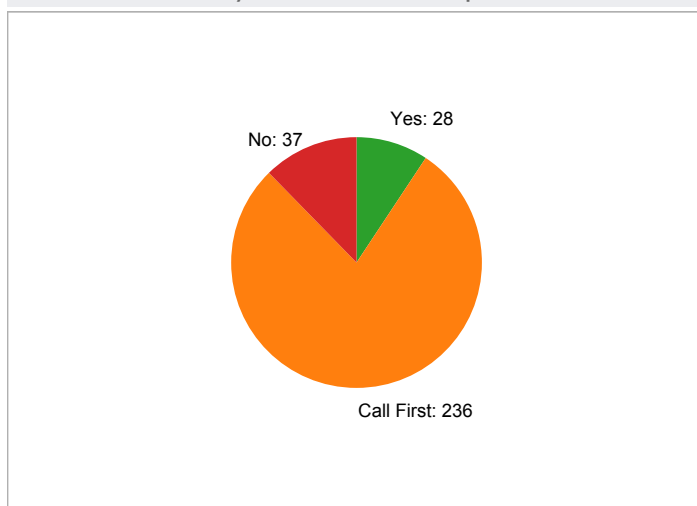
Sales by Region



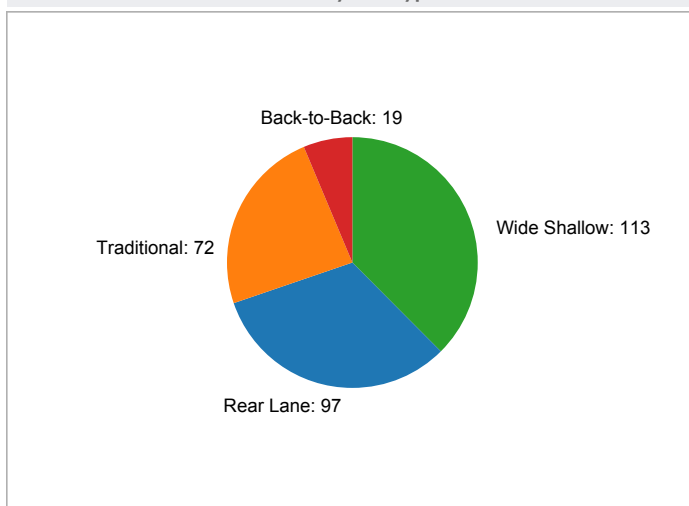
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



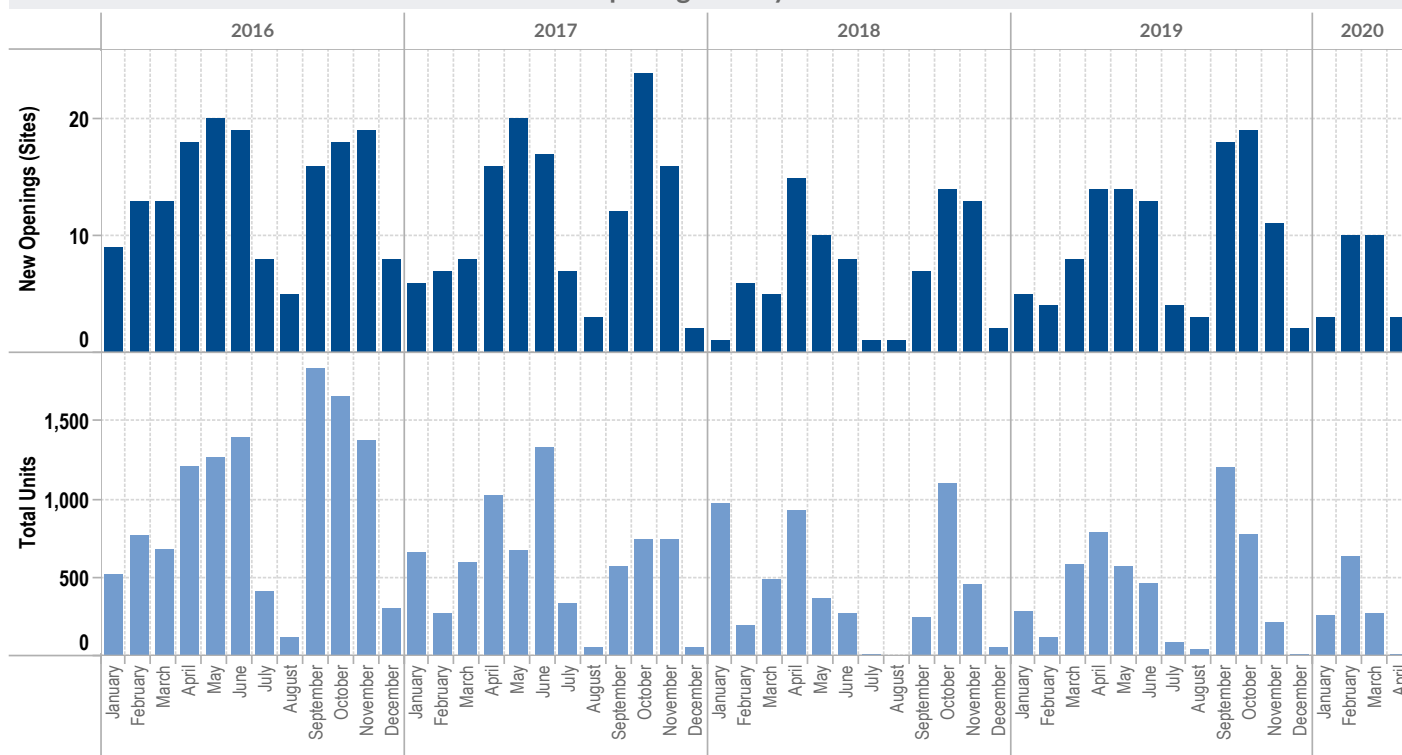
New Openings

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

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
Boss Luxury Towns - Ideal Developments	Freehold Common Element	Richmond Hill	4/1/2020	9	0	9	\$339
Village - Genesis Homes	Condominium	Caledon	4/1/2020	2	0	2	\$390
*							
Eastmore Village - Delpark Homes	Freehold	Oshawa	4/3/2020	3	1	2	\$329
Grand Total				14	1	13	\$343

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	405	66	55									677	14.9%		14.9%	
Minto Developments and Metropia		329	0	0									329	7.2%		22.2%	
Sunny Communities	175	8	6	0									189	4.2%		26.3%	
Regal Crest Homes	38	81	36	2									157	3.5%		29.8%	
Remington Homes	19	89	39	0									147	3.2%		33.0%	
Aspen Ridge Homes	25	71	39	5									140	3.1%		36.1%	
Tribute Communities	19	67	49	5									140	3.1%		39.2%	
Townwood Homes	9	110	19	0									138	3.0%		42.2%	
Stateview Homes	19	15	6	75									115	2.5%		44.8%	
Fieldgate Homes	30	55	18	9									112	2.5%		47.2%	
Rosehaven Homes	21	75	12	1									109	2.4%		49.6%	
Vogue Development Group	14	83	5	0									102	2.2%		51.9%	
Sundial Homes	3	82	11	1									97	2.1%		54.0%	
CountryWide Homes	29	26	29	4									88	1.9%		55.9%	
Starlane Home Corporation	27	54	3	3									87	1.9%		57.9%	
Lindvest	12	31	38	1									82	1.8%		59.7%	
Delpark Homes	12	32	16	4									64	1.4%		61.1%	
Sorbara and Canvas Developments	2	50	11	0									63	1.4%		62.5%	
Poetry Living	5	20	34	3									62	1.4%		63.8%	
Gold Park Homes	12	40	2	1									55	1.2%		65.0%	
Sorbara	11	24	19	0									54	1.2%		66.2%	
Treasure Hill	12	11	20	11									54	1.2%		67.4%	
	991	2,290	958	301									4,540				

Top Builders - Last 12 Months

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

Builder	2019								2020				Total	Market Share		Cum. Mkt. Share	
	May	June	July	August	September	October	November	December	January	February	March	April		%		%	
Mattamy Homes	28	117	31	57	115	214	87	19	151	405	66	55	1,345	12.0%		12.0%	
Fieldgate Homes	63	125	6	0	22	71	115	39	30	55	18	9	553	4.9%		17.0%	
Great Gulf	67	73	48	22	48	42	24	11	23	18	7	0	383	3.4%		20.4%	
Aspen Ridge Homes	8	26	33	21	37	29	31	11	25	71	39	5	336	3.0%		23.4%	
Minto Developments and Metropia										329	0	0	329	2.9%		26.3%	
Treasure Hill	154	33	26	22	3	3	15	12	12	11	20	11	322	2.9%		29.2%	
Regal Crest Homes	8	23	20	9	20	22	16	6	38	81	36	2	281	2.5%		31.7%	
CountryWide Homes	25	13	30	22	24	38	27	9	29	26	29	4	276	2.5%		34.2%	
Paradise Developments	81	2	0	0	0	83	40	3	2	0	51	0	262	2.3%		36.5%	
Remington Homes	18	7	5	9	6	14	16	9	19	89	39	0	231	2.1%		38.6%	
Rosehaven Homes	4	8	1	2	33	23	19	8	21	75	12	1	207	1.8%		40.4%	
Tribute Communities	6	6	10	7	10	12	11	4	19	67	49	5	206	1.8%		42.3%	
Townwood Homes	30	9	0	0	7	6	3	1	9	110	19	0	194	1.7%		44.0%	
Sunny Communities									175	8	6	0	189	1.7%		45.7%	
Country Homes	25	19	32	20	30	9	7	2	22	16	5	1	188	1.7%		47.4%	
Vogue Development Group	1	3	1	1	0	48	24	6	14	83	5	0	186	1.7%		49.0%	
Sorbara	3	9	2	8	3	44	47	8	11	24	19	0	178	1.6%		50.6%	
Lindvest	6	5	5	2	23	20	19	15	12	31	38	1	177	1.6%		52.2%	
Brookfield Residential	28	17	7	8	10	33	19	4	3	12	32	1	174	1.6%		53.8%	
Starlane Home Corporation	4	0	2	2	52	9	11	7	27	54	3	3	174	1.6%		55.3%	
Sundial Homes	2	23	5	6	5	7	8	3	3	82	11	1	156	1.4%		56.7%	
Deco Homes	1	0	0	2	27	25	49	2	14	17	7	10	154	1.4%		58.1%	
	970	880	540	425	878	1,331	1,141	487	991	2,290	958	301	11,192				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2020 April
On the Mark - Stateview Homes	Markham	Townhouse	20'	70
	Total			70
Hawthorne South Village Sixteen Mile Creek - Mattamy Homes	Milton	Detached	30'	3
			34'	6
			36'	1
			43'	0
			66'	0
		Townhouse	20'	1
			21'	15
			23'	8
		Total		34
Lakeside Views - Best Homes	Brock	Detached	39'	14
			50'	0
		Townhouse	17'	0
			Total	14
Queen's Common - Mattamy Homes	Whitby	Detached	30'	2
			36'	0
		Townhouse	22'	2
			23'	10
		Total		14
Three Rivers Claireville - National Homes	Brampton	Townhouse	18'	11
			19'	0
		Total		11
Origins - Deco Homes	Brampton	Detached	30'	3
			38'	5
		Semi Detached	25'	2
		Townhouse	25'	0
		Total		10
Upper Valleylands - Fieldgate Homes	Brampton	Detached	30'	0
			38'	3
			41'	0
		Semi Detached	25'	2
		Townhouse	20'	3
			25'	0
		Total		8
Trendi Towns - Treasure Hill	Markham	Townhouse	18'	7
			Total	7
Queensville - Aspen Ridge Homes	East Gwillimbury	Detached	36'	5
			45'	0
		Total		5
U.C. - Tribute Communities	Oshawa	Semi Detached	25'	0
		Townhouse	16'	5
			18'	0

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	April 2020					April 2019				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	0		0	1	1	10		1	2	13
	Brock	14			0	14	1				1
	Clarington	7	1	0	4	12	15	0	0	14	29
	Oshawa	7		0	10	17	13		0	5	18
	Pickering	3		0	1	4	0			1	1
	Scugog	0	1		2	3	0	1			1
	Uxbridge	0			4	4	1			1	2
	Whitby	3	1	0	14	18	39		4	19	62
	Total	34	3	0	36	73	79	1	5	42	127
Halton	Burlington				1	1	0		0	0	0
	Halton Hills	0		0		0	2				2
	Milton	11		0	24	35	9		5	2	16
	Oakville	7			5	12	54			16	70
	Total	18		0	30	48	65		5	18	88
Peel	Brampton	20	1	6	18	45	77	0	31	56	164
	Caledon	3			1	4	59		25	9	93
	Mississauga	0		1	3	4	1		3	8	12
	Total	23	1	7	22	53	137	0	59	73	269
Toronto	East York										
	Etobicoke	1			2	3	3			5	8
	North York	0			0	0	0		40	3	43
	Old Toronto				0	0			1	0	1
	Scarborough	5				5	0				0
	York										
	Total	6			2	8	3		41	8	52
York	Aurora	1			0	1	9			2	11
	East Gwillimbury	6		1	0	7	12		1	7	20
	Georgina	0		1	0	1	13			0	13
	King	0			0	0	0			1	1
	Markham	0	0	0	87	87	1			7	8
	Newmarket	2	0		1	3	3	0		0	3
	Richmond Hill	0	0	0	4	4	5	0	1	3	9
	Vaughan	4	1	1	2	8	168	0	2	14	184
	Whitchurch-Stouffville	1			7	8	1			7	8
	Total	14	1	3	101	119	212	0	4	41	257
Grand Total		95	5	10	191	301	496	1	114	182	793

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	68		34	32	134	61		4	33	98
	Brock	27			8	35	16			52	68
	Clarington	188	6	4	169	367	270	11	3	106	390
	Oshawa	71		20	321	412	91		0	132	223
	Pickering	249		30	210	489	76		10	55	141
	Scugog	41	11		8	60	43	12		22	77
	Uxbridge	4			23	27	28			24	52
	Whitby	363	8	196	290	857	122	2	14	53	191
	Total	1,011	25	284	1,061	2,381	707	25	31	477	1,240
Halton	Burlington	4		1	33	38				40	40
	Halton Hills	81		19		100	44		13		57
	Milton	317		109	462	888	66		36	42	144
	Oakville	551			319	870	338			36	374
	Total	953		129	814	1,896	448		49	118	615
Peel	Brampton	894	8	336	930	2,168	195	3	58	154	410
	Caledon	128		51	13	192	86			20	106
	Mississauga	30		15	50	95	10		7	61	78
	Total	1,052	8	402	993	2,455	291	3	65	235	594
Toronto	East York										
	Etobicoke	7			30	37	1			23	24
	North York	12		5	193	210	24			104	128
	Old Toronto				0	0				1	1
	Scarborough	21				21	10				10
	York										
	Total	40		5	223	268	35			128	163
York	Aurora	184			22	206	130			8	138
	East Gwillimbury	350		50	115	515	52		34	16	102
	Georgina	78		2	30	110	54		10	12	76
	King	0			34	34	12			1	13
	Markham	115	14	46	921	1,096	28	4	46	178	256
	Newmarket	46	5	6	215	272	26	4		37	67
	Richmond Hill	189	3	80	352	624	161	5	11	66	243
	Vaughan	489	5	8	230	732	160	16	6	123	305
	Whitchurch-Stouffville	349			254	603	50			58	108
	Total	1,800	27	192	2,173	4,192	673	29	107	499	1,308
Grand Total		4,856	60	1,012	5,264	11,192	2,154	57	252	1,457	3,920

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